

CASHBOX

August 14, 1976

NEWSPAPER

\$1.50

GINO VANNELLI: 'GEMINI' RISING

*Pickwick Retail Operations
Doing \$1½ Million Weekly
N.Y.C. Price War Still Brewing
AI Bell Acquitted
Leber & Krebs On
Individual Management
Nehi Sells Rack Operations
To Handleman, Heilicher
AM Stereo Age Dawning
The Problems Of Tomorrow
Are Here Today (Ed)*



Also available on tape.
Produced by James William Guercio



The most requested cut from "Chicago[®] X" ...
one of the most requested Chicago cuts in history.

"If You Leave Me Now."^{PC 34200*}

A new single on Columbia Records.³⁻¹⁰³⁹⁰

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CASH BOX

VOLUME XXXVIII — NUMBER 13 — August 14, 1976

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cash box editorial

The Problems Of Tomorrow Are Here Today

While many of the industry's concerns are of an immediate nature, like getting records played, covering that play with stock in the market and calling for chart numbers, there are also long range considerations. Unfortunately, due to the press of business, these long range considerations are often put off. They are important nonetheless.

One of these considerations is finally receiving much-needed attention: the breaking of new artists. The industry is at last giving its highest priority to the development of new talent. The oft-repeated phrase, "breaking new artists is the lifeblood of the business," rings truer now than ever before.

Some issues are more theoretical than the need to break new artists. One involves the burgeoning video scene, which is being explored in **Cash Box** (see separate story). What will video mean to the industry? Will videodiscs, whatever their configuration, be sold in record stores? Be distributed by rack jobbers? Will recording acts be featured on video? Will video advance to a "state of the art" form? All of these are important questions for the industry.

Another of these technological advances that will face the industry is the advent, and rapid development, of retail computerization. Will the industry ever get its act together on bar coding? Will there be a committee formed to investigate the possibilities of bar coding new releases and bar coding previous releases as the jackets are reprinted? Is the industry ready to face exclusion at the retail level if its product is not bar-coded? Who is looking into these pertinent questions?

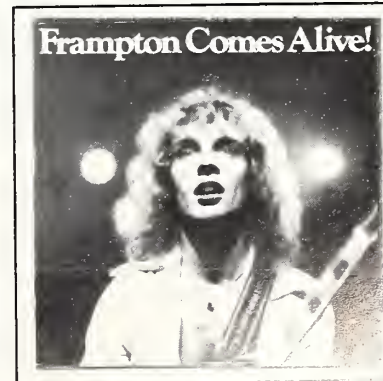
Then there is the whole quandry surrounding the "growing adult market." Nobody seems to be successfully merchandising this market. Sure, there were speeches and calls for the industry to market and merchandise its product to appeal to an older audience. But what has happened since NARM? Have there been further policy meetings and discussions? Are we doing a better job of going after the adult consumer than we were six months ago?

These aren't "glamorous" topics that evoke impassioned appeals for "industry co-operation." And they pose difficult questions. But they are still important subjects, even if they only appeal to a handful of industry specialists.

Cash Box is concerned with these topics, and we urge continued serious consideration and active discussion on the part of the entire industry in the hope that solutions to these problems may soon be forthcoming. The nuts and bolts that hold the edifice of the music industry together may not be as beautiful as the superstructure itself, but who will argue that they are unnecessary? After all, how far would Michelangelo have gotten if he hadn't had the roof of the Sistine chapel upon which to paint his greatest masterpiece?



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



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

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

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

CASH BOX TOP 100 SINGLES

August 14, 1976

	Weeks On Chart			Weeks On Chart			Weeks On Chart			
	8/7	7/31		8/7	7/31		8/7	7/31		
1 DON'T GO BREAKING MY HEART ELTON JOHN & KIKI DEE (Rocket/MCA PIG 40585)	1	7	33 WITH YOUR LOVE JEFFERSON STARSHIP (Grunt/RCA 10746)	57	71	3	69 SHOWER THE PEOPLE JAMES TAYLOR (WB 8222)	80	83	3
2 AFTERNOON DELIGHT STARLAND VOCAL BAND (Windsong/RCA 10588)	2	1	34 SOMETHING HE CAN FEEL ARETHA FRANKLIN (Atlantic 3326)	33	30	11	70 MARY HARTMAN, MARY HARTMAN DEADLY NIGHTSHADE (Phantom/RCA HB 10709)	70	72	7
3 LET 'EM IN WINGS (Capitol 4293)	4	8	35 STILL THE ONE ORLEANS (Asylum E 45336)	43	61	4	71 THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME) RONNIE DYSON (Columbia 3-10356)	71	77	5
4 GOT TO GET YOU INTO MY LIFE BEATLES (Capitol 4274)	3	4	36 MAMA MIA ABBA (Atlantic 3315)	36	38	12	72 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 40600)	82	—	2
5 YOU SHOULD BE DANCING BEE GEES (RSO/Polydor 853)	9	12	37 LOWDOWN BOZ SCAGGS (Columbia 3-10367)	46	50	7	73 ODE TO BILLY JOE BOBBIE GENTRY (Capitol 4294)	75	80	5
6 KISS AND SAY GOODBYE MANHATTANS (Columbia 3-10310)	5	2	38 WHAM BAM SILVER (Arista 0189)	45	56	8	74 CAN'T CHANGE MY HEART CATE BROTHERS (Asylum E45236)	81	82	5
7 GET CLOSER SEALS & CROFTS (Warner Bros. 8190)	8	10	39 LAST CHILD AEROSMITH (Columbia 3-10359)	32	21	11	75 MAGIC MAN HEART (Mushroom M7011)	79	81	6
8 YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE LOU RAWLS (Phila. Int'l./Epic ZS 8-3592)	10	15	40 TAKE THE MONEY AND RUN STEVE MILLER (Capitol 4260)	34	29	15	76 WAKE UP SUSAN SPINNERS (Atlantic 3341)	83	84	4
9 PLAY THAT FUNKY MUSIC WILD CHERRY (Sweet City/Epic 8-50225)	17	25	41 SHOP AROUND CAPTAIN & TENNILLE (A&M 1817)	38	37	17	77 I'M YOUR MAN ROCK 'N' ROLL TARNEY & SPENCER (Private Stock PS 45008)	85	85	5
10 I'M EASY KEITH CARRADINE (ABC 12117)	11	13	42 ANOTHER RAINY DAY IN NEW YORK CITY CHICAGO (Columbia 3-10360)	35	33	8	78 (DON'T FEAR) THE REAPER BLUE OYSTER CULT (Columbia 3-10384)	87	91	3
11 I'D REALLY LOVE TO SEE YOU TONIGHT ENGLAND DAN & JOHN FORD COLEY (Big Tree/Alt. BT 16069)	13	17	43 SOPHISTICATED LADY NATALIE COLE (Capitol 4259)	41	42	12	79 OUT OF THE DARKNESS DAVID CROSBY/GRAHAM NASH (ABC 12199)	88	89	4
12 A FIFTH OF BEETHOVEN WALTER MURPHY & THE BIG APPLE (Private Stock 45073)	15	19	44 I NEED TO BE IN LOVE CARPENTERS (A&M 1828)	42	39	11	80 WE'RE ALL ALONE FRANKIE VALLI (Private Stock 45098)	89	—	2
13 MOONLIGHT FEELS RIGHT STARBUCK (Private Stock 45039)	6	3	45 TEDDY BEAR RED SOVINE (Starday/Gusto 142)	47	51	7	81 LISTEN TO THE BUDDHA OZO (DJM/Amherst DJUS 1012)	90	90	5
14 LET HER IN JOHN TRAVOLTA (Midland Int'l./RCA 10623)	7	5	46 GETAWAY EARTH, WIND & FIRE (Columbia 3-10373)	54	60	5	82 GET UP OFFA THAT THING JAMES BROWN (Polydor 14326)	91	92	3
15 THIS MASQUERADE GEORGE BENSON (WB 8209)	18	23	47 SILLY LOVE SONGS WINGS (Capitol P4256)	39	34	19	83 MUSIC IS MY LIFE HELEN REDDY (Capitol 4312)	—	—	1
16 TURN THE BEAT AROUND VICKI SUE ROBINSON (RCA PB 10562)	16	18	48 STREET SINGIN' LADY FLASH (RSO/Polydor RS 852)	53	58	5	84 DOCTOR TARR & PROFESSOR FETHER ALAN PARSONS PROJECT (20th Century TC 2297)	94	95	4
17 SHAKE YOUR BOOTY KC & THE SUNSHINE BAND (TK 1019)	21	31	49 SPRINGTIME MAMA HENRY GROSS (Lifesong 45008)	51	54	6	85 HIGH FLY JOHN MILES (London 20084)	92	93	3
18 HEAVEN MUST BE MISSING AN ANGEL TAVARES (Capitol 4270)	20	24	50 MISTY BLUE DOROTHY MOORE (Malaco/TK M 1029)	40	36	23	86 ROCK 'N' ME STEVE MILLER BAND (Capitol 4323)	—	—	1
19 YOU'RE MY BEST FRIEND QUEEN (Elektra 45318)	12	9	51 SARA SMILE HALL & OATES (RCA PB 10530)	48	47	27	87 (AIN'T NOTHIN' BUT A) HOUSE PARTY J. GEILS BAND (Atlantic 3350)	93	94	3
20 BABY, I LOVE YOUR WAY PETER FRAMPTON (Almo 1832)	24	28	52 C'MON MARIANNE DONNY OSMOND (Polydor 14320)	44	44	12	88 DISCO DUCK (PART 1) RICK DEES AND HIS CAST OF IDIOTS (RSO/Polydor RS 857)	—	—	1
21 ROCK AND ROLL MUSIC BEACH BOYS (Reprise/WB RPS 1354)	19	11	53 LIVIN' AIN'T LIVIN' FIREBALL (Atlantic 3333)	50	45	11	89 POPSICLE TOES MICHAEL FRANKS (Reprise/WB RPS 1360)	96	97	3
22 A LITTLE BIT MORE DR HOOK (Capitol 4280)	27	32	54 I'M GONNA LET MY HEART DO THE WALKING SUPREMES (Motown M1391F)	56	57	11	90 YOU TO ME ARE EVERYTHING REAL THING (UA 833)	95	96	4
23 SAY YOU LOVE ME FLEETWOOD MAC (Reprise/WB 1356)	28	35	55 IF YOU LEAVE ME NOW CHICAGO (Columbia 3-10390)	76	—	2	91 CRAZY ON YOU HEART (Mushroom 7021)	—	—	1
24 DEVIL WOMAN CLIFF RICHARD (Rocket/MCA 40574)	30	43	56 TAKIN' IT TO THE STREETS DOOBIE BROTHERS (Warner Bros. 8196)	49	40	17	92 FUNNY HOW TIME SLIPS AWAY DOROTHY MOORE (Malaco/TK 1033)	—	—	1
25 YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. 8181)	26	27	57 GET UP AND BOOGIE SILVER CONVENTION (Midland Int'l./RCA 10571)	52	46	22	93 GET THE FUNK OUT OF MY FACE BROTHERS JOHNSON (A&M 1851S)	—	—	1
26 SUMMER WAR (United Artists XW834-Y)	37	41	58 SHE'S GONE HALL & OATES (Atlantic 45-3332)	72	88	5	94 CAN YOU DO IT GRAND FUNK RAILROAD (MCA 40590)	100	—	2
27 LOVE IS ALIVE GARY WRIGHT (Warner Bros. 8143)	14	7	59 HARD WORK JOHN HANDY (ABC/Impulse 31005)	63	67	9	95 ROCKY MOUNTAIN MUSIC EDDIE RABBITT (Elektra 45315)	97	99	3
28 IF YOU KNOW WHAT I MEAN NEIL DIAMOND (Columbia 3-10366)	22	16	60 WHO'D SHE COO OHIO PLAYERS (Mercury 455)	67	74	6	96 DID YOU BOOGIE (WITH YOUR BABY) FLASH CADILLAC & THE CONTINENTAL KIDS (Private Stock PS 45009)	98	98	4
29 I'LL BE GOOD TO YOU BROTHERS JOHNSON (A&M 1806-S)	23	14	61 STEPPIN' OUT NEIL SEDAKA (Rocket/MCA PIG 40582)	58	53	6	97 YOU ARE THE WOMAN FIREBALL (Atlantic 3335)	—	—	1
30 TEAR THE ROOF OFF THE SUCKER PARLIAMENT (Casablanca 856)	25	20	62 HOT STUFF ROLLING STONES (Rolling Stones Records/Atlantic RS 19304)	62	63	9	98 PARTY VAN MCGOY (H&L 4670)	99	100	3
31 THE BOYS ARE BACK IN TOWN THIN LIZZY (Mercury 73786)	29	26	63 I CAN'T HEAR YOU NO MORE HELEN REDDY (Capitol 4312)	77	—	2	99 ANYTHING YOU WANT JOHN VALENTI (Ariola America/Capitol 7625)	—	—	1
32 MORE, MORE, MORE ANDREA TRUE CONNECTION (Buddah 515)	31	22	64 IT KEEPS YOU RUNNIN' CARLY SIMON (Elektra 45323)	55	49	10	100 THE PRINCESS AND THE PUNK BARRY MANN (Arista AS 0194)	—	—	1
			65 HOLD ON SONS OF CHAMPLIN (Ariola America/Capitol 7627)	61	59	9				
			66 SUPERSTAR PAUL DAVIS (Bang 726)	78	—	2				
			67 RAINBOW IN YOUR EYES LEON RUSSELL & MARY RUSSELL (Paradise/WB PDS 8208)	68	68	8				
			68 ONE LOVE IN MY LIFETIME DIANA ROSS (Motown 1398F)	73	78	3				

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Fifth Of Beethoven (RFT — BMI)	12	Heaven Must Be (Bull Pen/Perren Vibes — BMI/ASCAP)	18	Mama Mia (Countess — BMI)	36	Springtime Mama (Blendingwell — ASCAP)	49
Afternoon Delight (Cherry Lane — ASCAP)	2	High Fly (Velvet/Rak — PRS)	85	Mary Hartman (Southern — ASCAP)	70	Steppin' Out (D. Kirshner/Kirshner Songs — BMI/ASCAP)	61
Ain't Nothin' (Dandelion — BMI)	87	Hold On (JSH — ASCAP)	65	Misty Blue (Talmont — BMI)	50	Still The One (Siren — BMI)	35
A Little Bit (By Gosh — ASCAP)	22	Hot Stuff (Promopub — ASCAP)	62	More, More, More (Buddah/Gee Diamond/MRI Music — ASCAP)	32	Street Singin' (Kamakazi/Angel Dust — BMI)	48
Another Rainy Day (Big Elk/Laminations — ASCAP)	42	I Can't Hear (Screen Gems/Columbia — BMI)	63	Music Is My (Koppelman/Bandier — BMI)	83	Summer (Far Out — ASCAP)	26
Anything You Want (Minta — BMI)	99	I'd Really Love To (Dawnbreaker — BMI)	11	Ode To Billy Joe (Larry Shane — ASCAP)	73	Superstar (Web IV — BMI)	66
Baby, I Love (Almo/Fram-Dee — ASCAP)	20	If You Know (Stonebridge — ASCAP)	28	One Love (Jobete — ASCAP)	68	Take The Money (Sailor — ASCAP)	40
Can't Change (Flat River — BMI)	74	If You Leave (Big Elk/Polish Prince — ASCAP)	55	Out Of (Fair Star — BMI/Thin Ice — ASCAP/Staysail — BMI)	79	Takin' It To (Tauripin Tunes — BMI)	56
Can You Do It (Jobete — ASCAP)	94	I'll Be Good (Kidada/Goulgris — BMI)	29	Party (V. McCoy/Warner Tamerlane — BMI)	98	Tear The Roof (Malbiz/Ricks — BMI)	30
C'mon Marianne (Saturday/Seasons 4 — BMI)	52	I'm Easy (Amer. B'casting/Lion's Gate/Easy — ASCAP)	10	Play That Funky (Bema/Blaze — ASCAP)	9	Teddy Bear (Cedarwood — BMI)	45
Crazy On You (Andorra — ASCAP)	91	I'm Gonna Let My (Jobete — ASCAP)	54	Popsicle Toes (Mississippi Mud — BMI)	89	The Boys Are Back (RSO — ASCAP)	31
Devil Woman (Unichappell — BMI)	24	I'm Your (ATV — BMI)	77	Rainbow In (Teddy Jack — BMI)	67	The More You (Jay's Ent./Chappell — ASCAP)	71
Did You Boogie (Goblet — BMI)	96	I Need To Be (Almo/Sweet Harmony/Hammer & Nails/Landers-Roberts — ASCAP)	44	Rock And Roll Music (Arc — BMI)	21	The Princess (Screen Gems-Col./Summer Hill Songs — BMI)	100
Disco Duck (Statree — BMI)	88	Kiss And Say Goodbye (Nattaham/Blackwood — BMI)	6	Rock 'n' Me (Sailor — ASCAP)	86	This Masquerade (Skyhill — BMI)	15
Doctor Tarr (B.O. Cult — ASCAP)	84	Last Child (Daksel/Song & Dance/Vindaloo — BMI)	39	Rocky Mountain (Briar Patch — BMI)	95	Turn The Beat (Sunbury/Dunbar — BMI)	16
Don't Fear (B.O. Cult — ASCAP)	78	Let 'Em In (ATV — BMI)	3	Sara Smile (Unichappell — BMI)	51	Wake Up (Mighty Three — BMI)	76
Don't Go Breaking (Big Pig/Leeds — ASCAP)	1	Let Her In (Midsong — ASCAP)	14	Say You Love Me (Genton — BMI)	23	We're All Alone (Boz Scaggs — BMI)	80
Don't Stop Believin' (John Farrar — BMI)	72	Listen To The Buddha (April — ASCAP)	81	Shake Your (Sherlyn — BMI)	17	Wham Bam (Colgems — ASCAP)	38
Funny How Time (Tree — BMI)	92	Lowdown (Boz Scaggs/Hudmar — ASCAP)	37	She's Gone (Unichappell — BMI)	58	Who'd She Coo (Tight — BMI)	60
Getaway (Kalimba — ASCAP)	46	Magical Man (Andorra — ASCAP)	75	Shop Around (Jobete — ASCAP)	41	With Your Love (Diamondback — BMI)	33
Get Closer (Dawnbreaker — BMI)	7	Magic Man (Andorra — ASCAP)	75	Shower The People (Country Road — BMI)	69	You Are (Stephen Stills — BMI)	97
Get The Funk (Kidada/Goulgris — BMI)	93	Mama Mia (Countess — BMI)	36	Silly Love Songs (ATV — BMI)	47	You'll Never Find (Mighty Three — BMI)	8
Get Up And Boogie (Midsong — ASCAP)	57	Mary Hartman (Southern — ASCAP)	70	Something He Can (Warner Tamerlane — BMI)	34	Young Hearts Run Free (DaAnn — ASCAP)	25
Get Up Offa (Dynatone/Belinda/Unichappell — BMI)	82	Misty Blue (Talmont — BMI)	50	Sophisticated Lady (Jay's Ent./Chappell — ASCAP/Cole-Arama — BMI)	43	You're My Best (Island — BMI)	19
Got To Get You (Maclen — BMI)	4	Moonlight Feels Right (Bro. Bills — ASCAP)	13	Soy, histicated Lady (Jay's Ent./Chappell — ASCAP/Cole-Arama — BMI)	43	You Should (Casser/Unichappell — BMI)	5
Hard Work (Hardwork — BMI)	59	More, More, More (Buddah/Gee Diamond/MRI Music — ASCAP)	32	Suzanne (RCA — BMI)	53	You To Me (Colgems — ASCAP)	90

Lady Flash



BEAUTIES IN THE NIGHT

THEIR NEW ALBUM ON RSO RECORDS INC.

PRODUCED BY BARRY MANILOW & RON DANTE

INCLUDING THEIR SMASH SINGLE

STREET SINGIN'

LADY FLASH WILL BE FEATURED IN THE BARRY MANILOW 98 CITY TOUR



THE MUSIC WE BELIEVE IN

MANUFACTURED AND MARKETED BY



July 31 - Robin Hood Dell - Fairmont Park, Pa
 August 1 - Maryweather Post Pavillion, Columbia, Maryland
 August 5 - Elyson Music Festival, Cleveland, Ohio
 August 6 - Ravinia Festival, Highland Park, Illinois
 August 7 - Mississippi River Festival, Edwardsville, Illinois
 August 9 - Ravinia Festival
 August 11 - Red Rocks Park - Denver, Colorado
 August 13, 14, 15 - Universal Amphitheater - Los Angeles, California
 August 18 - Concord Pavillion - Concord, California
 August 20, 21, 22, 23 - Toledo, Ohio
 August 25 - Meadowbrook Festival - Rochester, Michigan
 August 26 - Indiana State University - Terrehaute, Indiana
 August 27 - Meadowbrook Festival - Rochester, Michigan

September 25 - Seattle, Washington
 September 26 - Portland, Oregon
 September 27 - Spokane, Washington
 September 29 - Pullman, Washington
 October 3-9 - Sahara Hotel - Lake Tahoe, Nevada
 October 22 - Dallas, Texas
 October 23 - Houston, Texas
 October 29 - Baton Rouge, La.
 October 30 - Los Angeles
 November 10 - Lakeland, Florida
 November 12 - Atlanta, Georgia
 November 14 - Nashville, Tennessee
 November 26 - Norfolk, Virginia


November 27 - Richmond, Virginia
 November 28 - Kennedy Center - Washington
 December 2 - Tucson, Arizona
 December 3 - Phoenix, Arizona
 December 17-31 - New York
 December 29 - Saratoga Arts Festival - Saratoga, New York
 January 14-16 - Chicago
 January 29, 30 - Cleveland, Ohio
 February 9, 10, 11 - Philadelphia, Pa.
 February 23 - Pittsburgh
 February 25, 26, 27 - Memphis, Tennessee

to be continued...

Mickey Gilley.
"Bring It On Home To Me!"

(P-6075)

**All the Rock'n Rollers
lay back in the Country
while Gilley takes
the road back
to town.**

Mickey Gilley.
**Havin' a good time
in the City on
Playboy Records **

Produced by Eddie Kilroy

Pickwick Retail Operation Does \$1½ Million Weekly

by Gary Cohen

NEW YORK — Retail operations of the Pickwick organization, including Musicland and Discount Records stores newly acquired from CBS, brought the firm close to a retail business of \$1½ million a week, or \$76,378,000 for their 1976 fiscal year, according to information contained in their 1976 annual report released last week. Retail volume was up 25% from \$61,019,000 in 1975, or \$1,173,000 a week in retail sales. The volume came from 269 retail stores, and Pickwick is projecting 300 stores in operation by the end of their 1977 fiscal year, which will end April 30, 1977.

Retail operations of Pickwick accounted for 29% of Pickwick's total 1976 sales, up from 27% in 1975, while income from retail operations remained constant at 10% in 1975 and 1976. With the tremendous growth of their retail operations, Pickwick can be expected to obtain more than 30% of their sales from retail operations next year, according to the best information available to **Cash Box**.

Profit Contribution Up

The increased profitability of their rack jobbing and distribution operation was responsible for an increase in percentage contribution to income from 63% to 72%, bringing it to the highest level since 1972, when rack jobbing accounted for 72% of income. In the interim period, rack jobbing's contribution to income slipped to 62% in 1973, 58% in 1974, rebounded to 63% last year, and is now back to the 72% contribution level.

Pickwick's overall net sales have now more than doubled since 1972, when sales totalled \$119 million. In 1973 they rose to \$146 million, in 1974 went to \$193 million, and in 1975 rose to \$227 million, before reaching the previously announced \$265 million last year. Accordingly, Pickwick's sales have now passed the quarter billion dollar mark on an annual basis.

Discount Cost \$3.9 M

The Discount Records purchase, it was revealed in the report, was for \$3.9 million, which Pickwick said was "principally for inventory." Their down payment for the 49 stores was \$1 million, with the balance payable over 36 months. And their agreement with CBS also provided that Pickwick could return 10 leases of unprofitable stores back to CBS at the end of the six month period.

In a financial question and answer section, the report explained six factors which led to a \$19.5 million increase in Pickwick's inventories: 1) \$3.9 million purchased as part of the Discount Records deal, 2) \$2 million to supplement the inventory in those stores, 3) \$3.5 million to stock 32 additional Musicland stores (at roughly \$100,000 per store), 4) \$2 million for the Atlanta distribution center, 5) A \$4 million upgrade in inventory in Los Angeles to major warehouse status, and 6) \$4.1 million elsewhere in the organization. Pickwick also increased the reserve for doubtful accounts from \$1.5 million to \$1.8 million, and for returns from

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NYC 'Price War' Abates; Calm Before The Storm?

by Julian Shapiro

NEW YORK — The New York "price war" among record retailers in the New York metropolitan area is becoming hard to figure out. Just when it appeared that "all hell" was about to erupt, with the entrance of the area's largest chains into the arena, this week finds a relative calm after last week's storm threat.

Every retail concern that advertised records on sale in last week's New York City newspapers reduced the impact of its ads this week; some did not advertise at all.

Korvettes, which last week introduced a \$2.99 "super special" at its 30 outlets continued the practice with five items offered at this lower-than-wholesale price: Aretha Franklin's "Sparkle," David Bowie's "Changes One Bowie," Steely Dan's "Royal Scam," Carly Simon's "Another Passenger," and "Renaissance Live At Carnegie Hall," a 2-LP set for \$3.49. However, no LPs were offered for \$3.44, and the ad with "super specials" only appeared in the August 1 edition of the New York Times. No ads appeared in the Daily News with offerings at prices below Korvettes' established sale prices of \$3.64 and \$3.97.

Ominous Overtones

Sam Goody, Inc. continued its policy of ten "Picks of the Week" at \$3.59 each. Industry observers had felt that the price might drop further in response to Korvettes' most recent policy, but this did not materialize. However, the Goody chain added something new to its sale policy, which may portend ominous overtones for the

near future. All RCA Red Seal and Angel LPs (classical labels whose albums list for the same \$6.98 that pop albums do) were on sale at 3 for \$10, the same deal that Jimmy's Music World offered for its entire inventory a week ago. No word has been issued as to whether this policy will transcend classical music, but if it does the "price war" will certainly explode in full force.

Jimmy's also reduced its offerings from a week ago. Only Diana Ross' "Greatest Hits" was priced at \$2.99 (for a \$6.98 list LP). But in addition the nine-store chain reduced the price on the four 2-LP sets recorded by the Beatles to \$5.99/\$7.99 tape. All other listed sale merchandise was priced at \$3.49 per LP and \$4.99 per tape.

\$3.99 At Alexander's

Alexander's advertised "the hottest top 10 albums" for \$3.99 each. Included in the group were: "I Want You" by Marvin Gaye, "Arabian Nights" by The Richie Family; Diana Ross' "Greatest Hits"; "Sparkle" by Aretha Franklin; "All Things in Time" by Lou Rawls, "Breezin'" by George Benson.

The "Price war" has been swelling at a relentless, deliberate pace for some time, until this week. Since there has been no indication that the situation has been ameliorated to any degree, the logical question arises: is this the calm before the real storm? No one knows for sure. It's becoming hard to figure out. (Retail LP selling prices follow):

continued on page 57

Artists Require Varied Approaches: Leber, Krebs

by Eric Rudolph

NEW YORK — At the recent CBS convention in Los Angeles, Ted Nugent was presented with a gold record for his first Epic album. **Cash Box** asked Nugent's managers Steve Leber and David Krebs what enabled Nugent's twelfth album to attain gold status, while his previous eleven had fallen short of that mark. They also spoke of their other artists who are working toward their first gold album

Team Effort

"The Nugent album was the best team effort we've seen in years," said Krebs. The team included Nugent, his producer Lew Futterman, Epic (especially Ron Alexenburg and Steve Popovich), DMA (Nugent's longtime booking agency), and Leber and Krebs. "It was the easiest project we've ever worked on," Krebs added, "Nugent should've happened 10 years ago, but he never had the right help." He noted that except for a show at the Whiskey in Los Angeles in 1969, Nugent had never played anywhere on the entire west coast. DMA, because they are a small agency based in Detroit, could not get him on the right shows, according to Krebs, although he said they did keep him working throughout his career. "We had the magic weapon to break Ted Nugent — 25 Aerosmith dates," said Krebs. They decided to keep him with DMA because the agency had stuck with Nugent through lean years, and with Leber and Krebs's help, they have no problem getting Nugent good second-billed shows as well as headline dates.

According to Leber, Nugent was reluctant to sign with them because he had been associated with several managers who he felt had cheated him. His fear of outside business help caused him to handle all his own business dealings, even down to han-

dling the books. Leber and Krebs were so impressed by what Nugent could do with a rock and roll crowd, however, that they offered to manage him for "the lowest commission we'd ever heard of — on an up-scale, of course, depending on his success." That commission, they report, is now "reasonable" and Nugent has said that

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Nehi Sells Certain Rack Operations To Handleman, Heilicher

LOS ANGELES — Nehi Records, which had previously been a one stop operator, a rack jobber, and most recently has begun opening Peaches record stores around the country, has sold certain of its rackjobbing operations to other rack jobbers. The Handleman Company of Detroit has purchased "certain assets of Nehi in connection with the Gemco store chain," according to Lou Kwiker, president of Handleman. Gemco primarily operates in California, with some stores in Arizona, Texas and Virginia. Purchase price was not disclosed; Kwiker added that some of Nehi's inventory was included in the deal. Previously, J.L. Marsh of Minneapolis had assumed servicing of the Glove stores in the Houston area; Glove, a division of Walgreen, operates 10 stores in and around Houston. As with the Handleman deal, Nehi inventory was also included.

It was understood that these moves were part of Nehi's phasing out of their rack operation for fuller concentration on their retail business.

Stax Owner Al Bell Acquitted; Co-Defendant Found Guilty

by Paul Vancil

MEMPHIS — Al Bell, owner and board chairman of Memphis-based Stax Records, has been acquitted by a federal jury of bank fraud charges.

His co-defendant, former bank officer Joseph Harwell, was found guilty on two of the thirteen counts facing the pair. He could be sentenced to up to ten years on each count.

Bell and Harwell were charged with fraudulently obtaining more than \$18 million in loans from Memphis-based Union Planters National Bank, where Harwell had been a branch manager.

Not Guilty

In an interview after his acquittal, Bell said he had been confident he would not be found guilty. "One, I knew I was innocent. Also, I recognized the jury was paying very close attention to what was going on and that all of the facts were coming out. I've always maintained philosophically that as long as justice is in the hands of the people it will prevail.

"A good deal of my background is in theology. Perhaps the feeling I felt that day [of his acquittal] was like a minister after having preached and had the feeling that the people have understood what you were talking about and believed."

Loan Guarantees

Bell, 36, took the stand in his own behalf and testified that, trusting Harwell's advice, he signed loan guarantees without knowing what they were. He had been charged with offering fake and inflated collateral for Harwell-approved loans, and with paying Harwell kickbacks.

Harwell, who is serving a five-year sentence for embezzlement from the bank, testified that Bell had no role in the scheme and that he (Harwell) "possibly" forged

Bell's name several times.

The acquittal now leaves Bell free to deal with the financial problems of Stax, which has been declared bankrupt by a federal judge. Bell said the soul music recording firm "will appeal everything that is appealable."

Several Options

However, Stax's attorney David Kennedy said the firm has several options, none of which have been decided on yet. Appeal is one of the choices, along with taking new avenues under federal bankruptcy law, Kennedy said.

"It's my intention to vigorously pursue the rehabilitation of Stax," Bell said. "In my opinion, Stax can be saved."

Bell said it is possible a repayment plan might still be arranged with creditors.

Stax was thrown into involuntary bankruptcy proceedings in December and subsequently filed a Chapter Eleven financial reorganization petition after failing to meet a bond deadline, the firm was converted to a straight bankruptcy.

Another Company

If Stax can't be salvaged, Bell said he is sure another company will arise. "There's no question about that. It may be advisable for us to have part of the operations

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Sunbury Dunbar To Buy Times Music?

NEW YORK — It was understood at press time that Sunbury-Dunbar Music, a division of RCA, was in negotiations to purchase the New York Times Music Corporation. **Cash Box** was unable to obtain any further details.

Get ready for the greatest celebration of all!

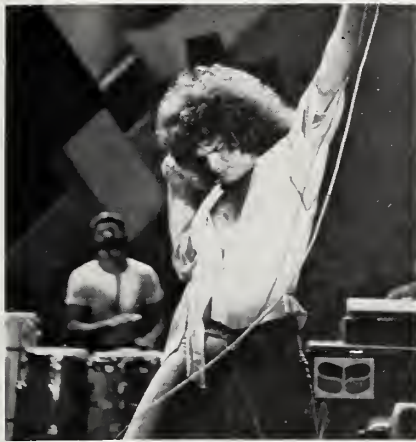


The new album
Life Goes On / Faith Hope & Charity

APL1-1827

RCA Records

FRONT COVER



Gino Vannelli has been much-heralded for his dynamic presence on the concert stage. But what really sets this 24-year-old songwriter/singer/performer apart is his absolute dedication to the music he creates. For Vannelli, music-making is an intensely personal act: "I can't write a song unless I'm motivated by an experience of a feeling that flows from my own existence. If I have a problem . . . if I'm upset about something — the end of a relationship, or someone dying, or just an unproductive period in my life — I can work my way through the predicament by dealing with it musically. My songs are about things that are true, and there's a purpose to everything I write. I think my music is positive music."

Vannelli presents his music as individually as he writes it: In front of an ensemble made up entirely of keyboard/synthesizer players and drummer/percussionists. In order to bring this musical conception to the highest possible level, Vannelli and his musicians — led by Gino's brother Joe — spent a solid month rehearsing for the "Gist of the Gemni" sessions at remote Ridge Farm, 60 miles south of London. For the recording sessions Vannelli and company chose London's A.I.R. Studios, where they could make maximum use of producer/engineer Geoff Emerick. Gino (whose "Powerful People" and "Storm at Sunup" albums received Grammy nominations for their sound quality) and Joe co-produced with Emerick (himself the Grammy-winning engineer of the McCartney/Wings' "Band on the Run" album) and achieved a level of recorded sound as sophisticated as the music it conveys. Once again, Gino Vannelli's dedication has paid off.

Raised in Montreal — a cosmopolitan city offering a rich blend of cultures — and a working musician since the age of 11, Vannelli is the beneficiary of over half-a-lifetime's professional experience in a stimulating musical environment. But this rich background, those years of experience, and Gino's innate talent and belief in himself only partially explain what's going on here. Listen to the music.

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Examination Of Cash Box Album Chart Reveals Immobility In Top 100

by Steve Ostrow and Julian Shapiro

NEW YORK — Stagnation is a word that has been bandied about when discussing the current state of the CB top 100 album chart. For instance, take a look at this week's list of the top 10 albums. Do they look familiar? They should, because they're the same ten that appeared last week.

Five of the titles are relatively new, having been released within the past three months. Five have older chart histories that range from "Wings At The Speed Of Sound," which has been active for 18 weeks, to the seemingly ageless "Fleetwood Mac" which three weeks ago celebrated its first anniversary on the chart. Together, these ten albums comprise as formidable a top 10 as has been witnessed in recent memory. What follows is an examination of each album's **Cash Box** chart life.

Frampton

"Frampton Comes Alive," a 2-LP compilation of live recordings, has retained the #1 position for the third distinct period of time, after twice being dislodged. The album, celebrating its 29th week on the chart, entered the "top 100" on January 31 at #81. Four weeks later, it reached #10 with a bullet, and has been on the top 10 ever since. On March 13, it achieved #1 status for the first time, but slipped to #2 the following week, vacillating among the top four positions until July 17 when it became #1 again. Three weeks later, it was preempted by Jefferson Starship's "Spitfire," but, this week it tops the chart once again. And stronger than ever. "Frampton Comes Alive" was reported by Heilicher Bros., the nation's largest rackjobbing operation, as

its #1 seller last week after being #1 on the ABC run; and, this is the first week that "Frampton Comes Alive" has achieved such sales preeminence.

"Spitfire" is at #2, having recently completed one week of its five week chart tenure at #1. The album entered the chart on July 17 at #43 with a bullet, and climbed to #9 with a bullet one week later.

"Wings At The Speed Of Sound" remains at #3 for the third consecutive week. It took just one week (April 10 at #22 with a bullet) for the album to reach the top 10, attaining the #5 position with a bullet on April 17. Since then, "Wings At The Speed Of Sound" has been no lower than #4 (only one week), scoring its greatest success from June 5 until through July 10 when it was the #1 album.

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Supermarket Tape Program A Success

by Julian Shapiro

NEW YORK — Records and tapes are sold almost everywhere. Or, at least, they seem to be. Aside from conventional outlets, like department, discount, and record stores, one is apt to find recorded music for sale in such less than likely places as automotive stores, gas stations, and even supermarkets.

To be sure, comparatively few units are sold in supermarkets, but the American Tape Corporation is attempting to change that. The New Jersey-based firm offers low-priced 8-track stereo tapes to supermarket chains only, to be sold during four week campaigns. At the core of the program is a dump bin that occupies approximately seven square feet of floor space and contains 500 assorted tapes, priced from 69¢ to \$1.87 each.

The company has been in this line for less than one year, completing first shipments during the fall of 1975, but in that time, has acquired such clients as Finast,

A&P, and Sloan's. Lee Solomon, vice president of American Tape responsible for marketing and sales, believes that this early success is significantly attributable to the marketing strategy that the company has developed. "It (marketing strategy) takes into account all the elements necessary for success: a colorful display, no-nonsense language on the display; packaging, which features the artists on the package; advertising; and the fact that the tapes are pre-priced with the price clearly visible."

Marketing Success

Clearly, it is this facet of the total package that American Tape accentuates. Individual tapes acquired from manufacturers as cut-outs, or edited from the company's library of more than 6500 masters, are subordinated to the design of the total package that is constructed and marketed to conform to geographically regional tastes. "We're frankly more interested in the total effect of the package than we are in titles, so

the notion of a 'hot seller' as such is really not important," stated Solomon matter-of-factly.

Among the elements of the program that have been particularly well received, the pricing structure initially stands out. But it is the offer of pilferage insurance that is unique. "When we started," explained Solomon, "we couldn't understand why supermarkets wouldn't sell tape." (A NARM study had revealed that of the types of outlets serviced by NARM rackjobbers, supermarkets had accounted for no more than 3.4% of tape sales in the four years from 1971 to 1974, bottoming out at 0.4% in 1974, the year American Tape began development of its program.) "One reply we were facing was that a small attractive package lent itself more readily to pilferage."

Pilferage Insurance Explained

As a result, American Tape offers 4.6% of

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AM Radio In Stereo : 'Just A Matter Of Time'

by Rebecca Moore

WASHINGTON, D.C. — Stereophonic AM radio is on its way. It's just a matter of time.

The FCC is already considering a petition from Kahn Communications to issue a notice of rulemaking on adoption of AM stereo transmission standards. Kahn Communications has developed and tested a simple stereo system which requires no special receivers.

Testing And Evaluation

Meanwhile, the National AM Stereophonic Radio Committee (NASRC), an organization which boasts members from the Electronics Industry Association, NAB, NARB, as well as engineers, continues its testing and evaluation of five other AM stereo systems. The committee hopes to complete its work in January in order to report to the FCC by March.

Engineers, electronics manufacturers, and broadcasters all see AM stereo as a big boost to the industry, and are anxious to get it on the air. "Everyone's doing an AM stereo system," observed Harold Kassens, steering committee chairman.

Growth Factor

"It's definitely a growth factor for AM radio," said Norman Brooks, program director for WFBR-AM in Baltimore. "It's a fabulous step ahead . . . one of the best things that could happen."

WFBR tested the Kahn system last year and station personnel were happy with the results.

"Audience ears are used to stereo now,"

Brooks said. Programming in stereo would allow AM to tap growing listener sophistication.

"You have better quality," Kassens added. "You simply add a new dimension to sound."

Kassens noted that AM stations are already playing stereo records, but listeners aren't getting the benefit. AM stereo would simply catch up with the technological advances in record production as well as with FM radio, which has had two channels for fifteen years.

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Impressions Signed To Cotillion Records

NEW YORK — The Impressions have signed with Cotillion Records, which is distributed worldwide by Atlantic Records.

The Impressions' debut single and album will be announced shortly.



Shown in New York are, from left: Nate Evans, Henry Allen, Reggie Torian, Cotillion Records vice president Eddie Holland, Fred Cash, and (seated) Sam Gooden.



SWEET MEET U.S. GOLD RECORD SUCCESS — Sweet is finally presented gold record awards certified by the Recording Industry Association of America (RIAA) for the U.S. sales of the group's "Desolation Boulevard" album and "Fox On The Run" single on Capitol Records. Bhaskar Menon, Capitol's chairman, president and chief executive officer, met up with the group when they stopped in London to work on a new album. Pictured (l to r) are Peter Buckley, general manager for the Capitol label in England; Lois Graff, Capitol's European label liaison; drummer Mick Tucker; Bhaskar Menon; guitarist Andy Scott; vocalist Brian Connolly; and bassist Steve Priest. The group had been touring extensively throughout the European continent prior to stopping off to receive the gold awards.

Committee Considers Copyright Bill; 'Substantive Amendments' May Be Deleted

by Rebecca Moore

WASHINGTON, D.C. — The full House Judiciary Committee is expected to consider the copyright revision bill this week. The bill, which completely rewrites current copyright law, sets new royalties for jukeboxes and cable TV, and raises the mechanical royalty for songwriters and music publishers.

'Substantive Amendments'

"There's a 50-50 chance they'll finish it," said subcommittee counsel Bruce Lehman. Lehman expected the committee would have to dispose of three or four "substantive amendments" before it could report the bill. He said cable TV was the major problem.

The Kastenmeier subcommittee unanimously adopted the bill last week, after tentatively agreeing to it the week before. The subcommittee has held markup sessions on copyright since the Senate passed its copyright bill 97-0 last February.

Judiciary Committee chairman Peter Rodino (D-N.J.) suggested the subcommittee hold party caucuses on copyright to familiarize other committee members with the bill. "Our discussion could forestall problems," said subcommittee chairman Kastenmeier (D-Wis.), "since our colleagues could be importuned by special interest." Rep. Tom Railsback (R-Ill.) reported that the Republicans had already

arranged their caucus.

Not Perfect

Despite relief that the long and grueling markup sessions were over, some subcommittee members were concerned that the bill was not perfect. In action two weeks ago, for instance, the subcommittee knocked Title II completely out of the bill, which would have extended copyright protection to typefaces. "It may be pointed out that we have not resolved questions we could have anticipated," Kastenmeier told the members. "I don't think we need unduly worry," he assured them.

Springsteen Seeks Split With Appel

by Eric Rudolph

NEW YORK — Bruce Springsteen has filed suit to rescind his management, publishing and recording agreements with Mike Appel and his company, Laurel Canyon Ltd.

In a suit filed July 27 in the United States District Court here, Springsteen alleges that agreements entered into in 1972 came about as a result of "breach of trust, undue influence and fraud," and that there have been various breaches of the agreements by Appel. Springsteen claims that in four years of the duration of the agreement he failed to receive an accounting of money he earned. He further states that Appel failed to keep adequate books and records, so that when accountants for Springsteen tried to make an accounting they were unable to verify substantial portions of approximately \$800,000 in expenses charged to Springsteen.

The complaint continues that "conversion and misappropriation" of funds occurred. The claim states that Appel was unable to substantiate large numbers of checks drawn to himself, his secretary and to cash, and that office rent and the cost of recording another artist were charged to Springsteen's funds. Other breaches claimed are that Appel blocked the publication of a Springsteen biography and that he is refusing to permit the recording of a new album by Springsteen with the producer of Springsteen's choice. The suit asks for damages in the amount of \$1,000,000.

Appel Files Suit

Appel has filed suit to prevent the recording of a new album without the participation of Laurel Canyon Ltd. According to Springsteen's attorney, Appel was granted

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Video & The World Market — Variations On A Theme

by Stephen Fuchs

Last week, *Cash Box* staffer Nick Nichols explored some of the recent technological developments in the field of video electronics as they relate to the domestic music scene here in the U.S. Nichols' article touched upon the role video plays in an artist's development, as well as the new concept of video discos and finally, the video disk. The following article studies the video concept in terms of its international ramifications.

LOS ANGELES — The concept of "video" tends to spook a lot of readers. Basically, it can be as simple as film or as seemingly complicated as the video disc, an item shrouded in the dense fog of the future. For our purposes, let's define video as a promotional supplement. Of undetermined value, this tool is already in use — a tool as inevitable as the international marketplace itself.

Human Application

Video, by itself, is an abstraction. What really counts is the human application.

Girard Landry used to drive a truck. Then he became a roady and eventually road manager for an unknown group called The Doobie Brothers. As that band came into prominence, Landry grew in terms of his connections and knowledge of how the music industry operates. One day he found himself with enough capital and influence to try on a long-time dream. He purchased some videotape machinery and began producing software — the programming that goes into video playback equipment. Landry, an industrious individual with a warm personal approach, recently set up shop on an exclusive basis with Dolph Rempp and Ken Berry of Studio Instrument Rentals in Hollywood. Landry hopes the video-cassette concept will become part and parcel of the new musical wave, and perhaps a standard export item. There is no doubt that a visual appearance, in addition to the stock promotional tools at a licensee's command, can only enhance the chances of success overseas. An act cannot always be where it should be in order to promote itself, — so the modern performer sends an image instead. Here, again, human application makes the difference. As we shall see, Landry is battling against various forces in order to make his mark.

Film

Warner Brothers is, by historical nature, quite aware of visuals and, with the WEA network at its disposal, the firm is one of the most deeply-involved majors in this area of promotion. International director Tom Ruffino nevertheless undersells the concept as something which is coming to be generally understood.

"Film," observes Ruffino, "seems to be the most valid method of introducing a new act and maintaining an existing one."

"Film," echoes Elaine Corlett, international director, artist development, ABC Records. "It's one of the most important

methods we have of exposing an artist internationally. When one of our acts does a domestic TV show — in Nashville, Chicago, Seattle, wherever — if it's feasible we try to make a copy for our licensees. Even if they don't use the film for pre-tour promotion, it becomes the best tool in the world to show their own in-house people at mini-conventions and sales meetings. Another application, of course, is the informal get-together where our licensees invite the press and electronic media to attend a screening. This is an occasion overseas where American product isn't as abundant as it is here."

"It's a nice feeling to get a telex from a licensee saying a film has been used," concluded Elaine. "And you can bet that every time we get feedback in this area we make careful note of what country it was used in and what for."

Steve Diener, president, ABC Records International, for whom Corlett works, notes an increased pressure in establishing a new act overseas. Not only from the market, but from the artist himself, who is developing a heightened business awareness. "Three weeks after an album is released overseas I get phone calls inquiring as to the progress," quipped Diener. "They want instant coffee. Film helps speed it up."

Or Tape

"We try to get film or tape out on any major artist going into the worldwide market," adds Christie Barter, director of press and public information for CBS International. "Because airplay is so limited and often impossible in some countries, sometimes the only way to get music into the air is through visual means."

Problems

Film, by this point, would seem to be the established route as far as visual promotion in an overseas market is concerned. Videotape, of course, plays a growing role, or else Girard Landry would never have become involved. Still, videotape is a relatively new medium.

Quadrophonic sound products have taken their introductory lumps because of largely incompatible decoding systems. For the same reason — lack of common color standards, in this case — the videocassette has some hurdles to negotiate before it can cross international boundaries with relative ease.

In order for a playback unit to translate tape information, it must decode a series of red, green and blue signals (RGB color information). The major problem is that the U.S., Japan and South America utilize one coding/decoding system (NTSC), while England, Germany and Brazil operate by a different system (PAL), as France, Russia and the Middle East code and decode through still another set of standards (SECAM). So, software recorded for playback on a PAL system, for instance, will make no sense to a SECAM or NTSC playback machine.

Al Jarreau toured Europe for the first time earlier this year. While there he was named "Outstanding New Male International Vocalist" by the German Music

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Ronstadt Leads E/A Aug. Release


LOS ANGELES — Elektra/Asylum Records has set for national release in August; Linda Ronstadt's "Hasten Down The Wind," Orleans' "Waking And Dreaming," "Sibling Rivalry" by the Rowans, and "Lost In The Wilderness," the Elektra label debut for Brigati.

Bowie LP Gold

NEW YORK — "ChangesOneBowie," by David Bowie on RCA Records, has been certified his sixth gold album by the RIAA.

Cotillion Releases "Selma" Orig. Cast LP

LOS ANGELES — Cotillion Records has released "Selma," the original cast recording of the musical tribute to Dr. Martin Luther King, Jr. The rush-release of the specially-priced double-LP set was set to coincide with the opening of the play at Detroit's Music Hall Center on August 10.



**Deniece Williams.
Stevie took her
out of the kitchen,
onto the road.**

Deniece Williams was a housewife when Stevie Wonder heard an old, obscure record of hers. He called her at home and invited her to sing backup during his upcoming tour. She accepted, and wound up as a permanent member of Wonderlove—singing on every Stevie Wonder album from 1972 to date.

**Maurice took her
out of the background,
onto Columbia.**

Deniece had been gaining fame, not only as a hot vocal property, but as a superb songwriter (with her songs recorded by Frankie Valli and Merry Clayton among others), when Maurice White met her. Maurice was scouting new outlets for his energy (as if Earth, Wind and Fire wasn't enough) and producing Deniece seemed perfect. It was.

**Presenting "This is Niecy,"
the album debut of Deniece Williams
on Columbia
Records & Tapes.**

*Deniece Williams
This Is Niecy*

including:
It's Important To Me/That's What Friends Are For
Watching Over/If You Don't Believe/Free



PC 34242





How Mo Ostin Controls America's #1 Sales Force

There are those who suspect that Mo Ostin's thumb has been blessed by the Good Fairy. They are probably right.

As can be seen in the glamour portrait opposite, however, Warner Bros. Records head Mo Ostin's thumb is blessed also. It can push The Biggest Button in the record business.

That button connects to the sales/distribution organization that sells more records than any other: the Warner/Elektra/Atlantic distribution machine.

Is Mo Ostin Ashamed of Having So Big a Button?

Au contraire.

Mr. Ostin is tickled pink. He points that out in conversations with newer Warners artists, all of whom lust for Big Time Sales.

Mo will tell freshman artists about Warner/Elektra/Atlantic's capacity for accommodating their overnight stardom, how it's unparalleled throughout the record biz.

He'll tell them that WEA's Los Angeles branch, for example, can handle a whooping 500 separate orders a day (which is over one-a-minute, picked, packed and shipped, even counting the dread coffee break). One day last June, he'll say, that same branch (WEA has seven) shipped over 50 tons of records.



What Mo's Enormous Button Has Been Known to Do:

Although by birth a modest man, Mo is unstoppable when describing what his Biggest Button can turn on:

- The sales/promotion organization which gives Warner Bros. Records four #1 singles in the first few months of '76.

(Warner Bros. Records' own combined singles performance for the period took a commanding 16.3% of the *Billboard* charts; the second best company came in at 10.2%. So much for the rumor that Warners is only an artsy-fartsy *albums* label.)

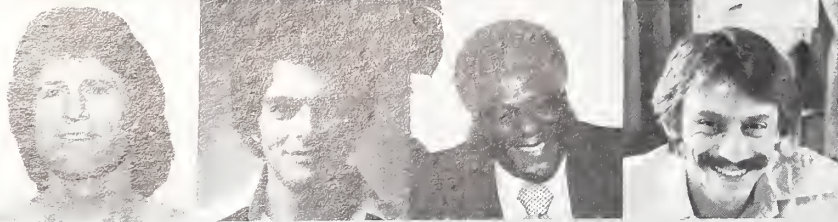
- The career development process which takes Fleetwood Mac from a standing start to Double Platinum in one year.
- The clear supremacy on breaking the most beautiful debutants of the last season. Warners' list includes Gary Wright, George Benson, Candi Staton, Emmylou Harris, The Bellamy Brothers, Elvin Bishop, Bootsy Collins' Rubber Band, Michael Franks, Al Jarreau and Leon Redbone, all of whom are ending with big tax headaches.

These artists know how to listen when Mo mentions the Biggest Button in the Business.

And they know it's no lie when Mo says that button's connected to **the Number One records sales company in the business, Warner/Elektra/Atlantic.**



EXECUTIVES ON THE MOVE



Grierson

Swig

Moore

Mancuso

London Appoints Hall — Jerre Hall has been appointed national promotion manager for London Records. He has previously represented London as regional promotion manager in the Cleveland, Seattle, Detroit and Dallas areas and also served as associate national promotion manager for Private Stock Records. In a related move, Herb Gordon assumes the position of east coast promotion manager, covering the territories of Philadelphia, Baltimore and Washington, D.C.

Grierson Upped At Capitol — Don Grierson has been promoted from Capitol Records' national merchandising manager to director, merchandising & advertising. He will continue to report directly to Dan Davis, CRI vice president, creative services/merchandising & advertising/press & publicity.

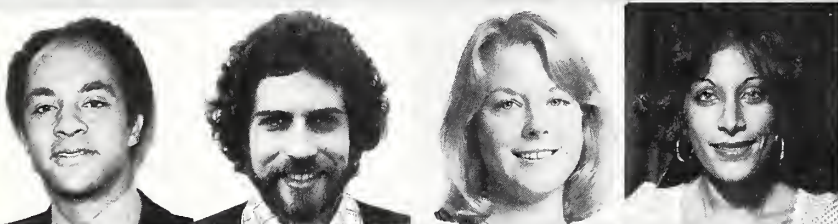
Grierson previously was Capitol's manager of international A&R and promotion.

CBS Promotes Swig — Rick Swig has been appointed to the position of associate director, national promotion, Epic and CBS associated labels. Prior to his being named to the new position, he was regional promotion marketing manager, Epic and CBS associated labels, northeast region. He previously served on the west coast as local promotion manager for Epic Records in San Francisco.

Moore Added At Pye — Melvin Moore has been named to the newly created position of director of R&B promotion at Pye Records. Prior to joining Pye, Moore did national promotion for Brunswick Records from 1971 to the present. He will be based in New York and will be making frequent personal visits to major markets throughout the country.

"Because of all the activity now taking place here, we need a strong promotional expert to handle Pye and our distributed labels," said Pye Records president Marvin Schlachter. "Melvin Moore has the expertise in R&B promotion to do the job. We're pleased to welcome him aboard."

Island Names Mancuso Promotion VP — Freddie Mancuso has been appointed to the position of vice president in charge of promotion at Island Records. Mancuso will be restructuring Island's entire promotion operation and will be revamping and expanding the department on a nationwide basis.



Bass

Garfield

Buffett

Wexler

Chrysalis Taps Bass — Billy Bass has been named Chrysalis Records national promotion director by Sal Licata, vice president of sales & promotion.

Bass comes to Chrysalis from Rocket Records, where he worked in a national promotion capacity.

Bruce Garfield Upped At Capitol — Bruce Garfield has been promoted from Capitol Records' national publicity manager to director, press & artist relations.

Garfield will continue to report directly to Dan Davis, CRI vice president and will remain in charge of all national press and publicity.

MCA Realigns Promo Dept. — Bob Osborn joins the Los Angeles MCA promotion department from San Francisco, where he was MCA promotion manager. Replacing Osborn as San Francisco promotion manager is George Mangrum, a long time Bay Area music critic and independent promotion executive.

Frank Horowitz has been named MCA promotion manager in Boston, coming from a similar post in Cleveland.

Dave Loncau replaces Horowitz as Cleveland promotion manager, coming from WIOT in Toledo.

Buffett Promoted At Capitol — Margie Buffett has been promoted from Capitol Records' national artist relations coordinator to west coast artist relations manager.

She will report directly to Bruce E. Garfield, newly-assigned director, press & artist relations.

Wexler Moves To Mercury — Anita Wexler has been appointed to the position of director of east coast A&R at Mercury Records. Prior to joining Mercury, she was the assistant to the president of United Artist Records.

In her new capacity her duties include talent acquisition, overseeing the operations of the firm's New York office where she will be based, and working closely with current Phonogram product.



Schenker

Lippin

Williams

Levy

Kathryn Schenker Joins Capitol — Kathryn Schenker has joined Capitol Records, Inc., as press & artist relations manager, east coast, reporting directly to Bruce Garfield, director, press & artist relations. Ms. Schenker will be located at Capitol's New York executive

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Record Shop Talk Is A Language Unto Itself

by Fred Perri

NEW YORK — The radio industry is going through a fantastic surge due to the incredible amount of CB radios being sold. The rise from one million to seven million in just three short years has also created all the famous CB talk as best described in the records by C.W. McCall.

'Shop Talk'

Unusual code names, in particular, are the most talked about subject but in the retail music business, unusual code names are nothing new at all. Here then is a short glossary of record shop talk. Minus the CB rubber duck.

A&R — Referring to artists and repertoire. A record company usually assigns one man to handle the problem of recording certain material with a particular artist or group.

A 1492 — This is a browser who does not buy, nor does he bother you with questions. He, like Columbus, is trying to "discover" something, usually why you are doing so much business or so little.

A Bill Haley — A code name among the working crew for a slightly crazy customer. Bill Haley's big hit single "Crazy Man, Crazy" is responsible for this one.

A Factor — This is a money lending firm that bails you out of overdue bank commitments for the moment. After that you pay through the nose to pay the factor back.

A Lost Shipment — A deceptive customer who will just take up a lot of your time and not buy a thing. A lost cause but not a Bill Haley. (A definitely slightly higher I.Q.)

As Is — Auction or special purchases that are sold unconditionally. 'As Is' purchases are a gamble because you either get a very good bargain or a bad lot that is practically worthless.

A Schwann — A catalog. A very important catalog named after the originator, William Schwann. Customers have been buying for years referring to it like this, "May I see your Schwann?" Now, if you didn't know this you might get the wrong idea.

Blockbusters — Big, giant album sellers. **Bombs** — Items that are supposed to sell on past experience but fizzle out very badly.

Booster — A professional thief who steals, or 'boosts' merchandise for a living.

Browser Bins — Specially built boxes that house the records that customers look at and look through.

Chart Items — Best selling albums that appear on the charts of the trade papers, according to sales of leading retailers around the country. A third cousin of 'blockbusters.'

C.I.O. — Cut it out; as in 'knock it off.' This is used when the employer finds that his employees are fooling around too much with a particular customer. In order not to embarrass either one, the letters C.I.O. are spoken and that usually settles the matter. (One way or another.)

C.O. — See cut-outs.

Co-op Ad — Advertising in which costs are split between you and a cooperating supplier.

Cutouts — Records or tapes that are "cut-out of the catalog" because of lack of

sales or repackaging. Many bombs become cutouts. Sometimes operate under the alias of C.O.

Deefski — An intra-store code name for a defective item return. Like in . . . "Oh, oh, here comes a deefski." It doesn't brighten the day when a deefski customer, with bag in hand, is waiting for you as you open up your shop in the morning.

Ding-A-Ling — A person in your store who will not buy, but can drive you a little woozy if you let him. If you remember him from last time and it rings a bell, he's a super ding-a-ling.

Dog Days — Business so bad that the only thing you can afford to give your dog is a fifteenth playing of Patti Page's gold disc recording of her biggest hit.

Donald Duck Order — A minor mix-up, while unpacking your order, like receiving a cassette instead of a cartridge or getting the wrong 45 rpm special order.

86 — Sold out.

Freebie — Merchandise that is given free by your supplier; usually as an extra incentive to purchase. Also used as a substitute when a distributor can't better the price. Also frequently illegal.

Front Money — Given in advance, prior to deliverance of merchandise or services. This is not too common but may be the key factor in getting first crack at a special deal.

G.S. — Guaranteed sale; merchandise sent in by a supplier with the provision that you can return any or all of the merchandise without the usual hassles and complications.

Greensies — A) The quick definition: dollar bills used by a customer to pay for his purchase, B) The slow but needs a prerequisite definition; many purchases are made with credit cards. These are great for business but they are merely pieces of paper at night when hard cash is needed for a variety of reasons. When a customer makes a large purchase and is about to pay for it with the old type green bills, he is given special attention because he is of a special breed — a "greensie" customer.

Hype — An illegitimate promotion on a legitimate hit or a legitimate promotion on a non-hit. (Requested by a promotion man.)

Junk Mail — The mail that does not include invoices, credits and new release sheets. The balance is mostly junk which some dealers throw right into the waste paper basket. (Some guys who can't pay their monthly bills include monthly statements when they dispose of junk mail.)

Key — Important; as in, "He is a key account." Also important when you want to open the shop in a hurry on a rainy morning.

Lemons — See "bombs," add "stiffs" and stir well.

List Price — Manufacturers set a 'suggested list' price from which your cost price is established by way of your distributor. Except for establishing a price structure, list price means very little to the customer except to let him know how much he is 'supposedly' saving.

Markup — The profit margin above your cost price.

Mickey Mouse Order — A major screw-up, while unpacking your order. More serious than a Donald Duck order. This or

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Iannucci To Law Firm

LOS ANGELES — Sal Iannucci, who during the course of his career in the music industry has been vice president of entertainment for Playboy, Inc. and president of Capitol Records, has become a partner in the law firm of Jones, Day, Reavis & Pogue. Iannucci will specialize in entertainment law and told CB, "I couldn't be more delighted with my change in role. My new position gives me the full scope of the industry."

Musexpo Free For Broadcasters

NEW YORK — Broadcasters from around the country are being invited to attend Musexpo free of charge, Sept. 6-11 in New Orleans.

When We Introduced

The Mama's & The Papas,
Steppenwolf, Three Dog Night,
Jim Croce, Joe Walsh,
Rufus and Steely Dan among others...

We Knew They Had It

Now We Introduce LA SEINE



And We Know They Have It!

ariola 
america



BURT BACHARACH DEBUTS NEW MUSIC — During his recent concerts at the Greek Theatre, composer/performer Burt Bacharach was joined backstage following the initial concert by (from l.) Bernie Grossman, western regional sales manager for A&M; Ernie Campagna, the label's national singles sales manager; Sam Ginsberg of Record Merchandising; vp/sales Bob Fead; and Marv Dorfman, A&M's national key accounts coordinator.

The Managers: Maurer & Frank Say Managers Have Neglected Retailers

by Eric Rudolph

NEW YORK — "I don't think most managers know the record business in depth," said Sid Maurer, of Maurer and Frank Enterprises, managers of B.T. Express and Brass Construction. "They know their act and some of the tools, but they don't know the basic workings of the business." Management, he said, is basically similar to the record business, and without "know-how" in the business "you can't make it."

Retailers Called Neglected

Maurer and his partner Fred Frank feel that one of the key areas often neglected by managers is the retail end of the business. "Too many people think that it is automatic, that there is no need to set up communication with the retailers and distributors. You can't have a plan without including the distributor. That's like trying to go into the market without the biggest gun." Maurer

added that distributors today have so many LPs to consider that they don't have time for new acts. In order to introduce Brass Construction in the east, they set up lunches with distributors in New York and Philadelphia. "You have to get the distributor involved so he can in turn get his people involved. By avoiding the distributor, you're shooting in the wind."

One of the most important services which management can render to an act, they said, is to make certain that there are records in the stores in the areas where the act is getting air play and in areas where they are performing. These services are provided by The Dogs of War, the marketing and promotion arm of the company. The Dogs of War consist of seven men (some of whom are independent field men) who work in conjunction with the record companies. Maurer and Frank outlined what The Dogs of War did for Brass Construction, an unknown group whose album reached gold status within a few months of its release.

Advance Copies Used

One week to ten days prior to the release of the album, white jacket copies were distributed to various key discos, radio stations and retailers. "We try to get to the person who would actually play the record and make him aware of the act." Following the release of the album and the servicing of the promotional copies, Maurer and Frank wait to see if there is a response. In the case of Brass Construction, there was a good response in Philadelphia. A party was then scheduled for the record executives, the retailers, media and disco people. "In this case, the key to the effectiveness of the party was the fact that we invited key retailers from all over Pennsylvania. Following this, we busted Philadelphia wide open with Brass Construction."

"Now comes the record company commitment, which for us has to be equal to the commitment we have. At this point, it was no problem, because UA really believed they had something with Brass Construction." A tour was then set up with the O'-Jays. The record company took care of time buys and bringing the group around to retailers and radio stations. This is the point at which the Dogs of War went back into key regions to make sure that the stores were stocked, as well as to handle tie-ins and promotions for the concert. Said Maurer,

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Dolly Parton's New Direction: Progressive Country

by J.B. Carmicle

LOS ANGELES — Noting that she has never disguised the fact that she's a country performer, RCA recording artist Dolly Parton acknowledged to **Cash Box** last week that she has changed personal managers and will "pursue other areas" in her musical career. **CB** learned at midweek that Ms. Parton would seek a more "progressive musical route" in her music, indicating her style would be akin to artists like Linda Ronstadt and Emmylou Harris. The strict country approach she has taken in the past, both in television and personal appearances, will certainly be a factor that may disappear to some extent.

Always Felt Inside

Ms. Parton's new manager, Sandy Gallin, partner in the Katz-Gallin management firm in Los Angeles, noted that she will now be doing what she's always felt inside. "She wants to produce some records by herself," Gallin noted. "And she wants to get a certain kind of music that she feels represents Dolly Parton, whether it's blues, rock, pop, black, or country. Dolly's not moving away from country music, though, she just wants to get into some different areas."

Asked about her new manager, Ms. Parton commented on why the change was made. "My former manager, Don Warden, and my former producer, Porter Wagoner, are two of my dearest friends, but being on my own to produce and develop my talents in other areas is what I really wanted. Both

Don and Porter agreed with me that this change will be best for all concerned."

Progressive Audience

Warden, contacted in Nashville, said he'd been with Dolly Parton about a year. "She's always had a good progressive audience and she intends to develop that area more. But she has no intention of changing her style radically or leaving country music."

Tandy Rice, president of Top Billing in Nashville, Dolly's booking firm, agreed with Warden. "I would say that she's going the progressive route, but it will not exclude country connections. She's been with our firm eight years and we're proud of that relationship no matter what she decides to do."

Co-host

Ms. Parton at one time appeared with country recording artist Porter Wagoner as co-host of the Porter Wagoner syndicated television show that originates in Nashville. She noted that past association by saying, "I want to make one point clear. Porter has helped me more than any single person to this point, and I'll never forget that."

Gallin said plans are for Dolly to rest until September, when her future itinerary will be decided. Asked about the possibility of Ms. Parton appearing with pop artists on road dates in the future, Gallin said, "We've been approached by a few and I'm sure it could happen."

Cliff Richard's 'US Conquest' — A Long Time Coming

Marketing Strategy, Patience Key To U.S. Acceptance

by J.B. Carmicle

LOS ANGELES — Cliff Richard's explanation of his newest album title, "I'm Nearly Famous," is "... it's true, I have never made it in America... I've got 18 years welling up in me, but I'm gonna be patient... the success is worth waiting for."

With the album's single, "Devil Woman," bulleted at #30 on this week's **Cash Box** chart, we talked with Richard about his hopes for American acceptance.

Positive Effect

Fresh off a tour that covered nine American cities in twelve days, the main thrust of the conversation centered around the direction Richard's career will take. "Well, of course, we're waiting for the positive effect of the record now," he said. "My career was never firmly established in the United States in the first place (he toured the country in 1960 with artists like Bobby Rydell, Freddie Cannon and Clyde McPhatter) so basically I have nothing to come back to. It'll be a fresh start and I want to give priority to my singing now. I've really done some thinking and finally decided what I want more than anything is to be a pop-rock singer."

Other Venues

Richard had his chance in other entertainment venues also. He made his debut as a stage actor in London in the Bromley New Theatre's production of "Five Finger Exercise" in 1970 and returned to Bromley in 1971 to play in "The Potting Shed."

"I did enjoy the two plays I did on stage," reflected Richard. "I know that I can always go back to legitimate theatre if I want to, but I think after those two plays I got it out of my system."

Asked about audience response from his recent tour, he remarked "The audiences were great... they'll rise to a performer if he gives them everything he's got and that's what I feel I did. But I obviously need

records to accompany that. The response from the 1960 tour was also good but there was nothing like a "Devil Woman" or "I'm Nearly Famous" to go alongside that tour. That's why this current round of appearances may establish me as a successful artist in the U.S. and that's what I want very badly."

Marketing Campaign

Cash Box contacted Rick Frio, MCA Records vice president of marketing, and Vince Cosgrave, MCA Records vice president of promotion, for comments on the marketing campaign plans for Cliff Richard's album and single, since MCA distributes Richard's label, Rocket Records.

"We're rushing with the campaign now," Frio said. "It's going to be a straight across-the-board national campaign directed from here. The record has a broad base and plans are to run a full radio campaign on top 40 stations as well as MOR stations."

Crash Program

Frio said that MCA plans an extensive 3 weekend campaign that he called a "crash program" aimed at including national television spots as well as the already begun radio spot buys. "He's got the poise, voice and appeal, but we've never seen him," commented Frio, talking about the lack of a visual aspect to Richard's campaign. "We're trying to get the face across... we've developed a blown-up LP cover to use as an in-store display and the television spots we're working on now will fully identify Cliff Richard to a national audience. We'll be in a perfect position for guest appearances by Cliff on television talk shows, then."

Cosgrave has followed radio station response on both the single and the album. "The single is picking up great momentum... it's top 10 at KLIF, Dallas and KING in

continued on pg. 24

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THE WHO



NEW SINGLE SLIP KID

Produced by Glyn Johns MCA-40603

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WHIRLWIND TOUR

- AUG. 3 & 4** Washington, D. C.
Capitol Center
- AUG. 7** Jacksonville, FL
The Gator Bowl
- AUG. 9** Miami, FL
City Baseball Stadium



MCA RECORDS

REGIONAL ALBUM ACTION

WEST (California, Seattle, Portland)

1. E.L.O.
2. JON ANDERSON
3. GORDON LIGHTFOOT
4. YAMASHTA/WINWOOD/SHRIEVE
5. DWIGHT TWILLEY
6. TAVARES
7. TED NUGENT
8. RICHIE FURAY
9. FIREFALL
10. GRAHAM CENTRAL STATION
11. CHRISTINE McVIE
12. MARK-ALMOND
13. GLORIA GAYNOR
14. JOSE FELICIANO
15. PLEASURE

NORTH CENTRAL

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

1. CAPTAIN & TENNILLE
2. JOHN TRAVOLTA
3. HEART
4. DONNY & MARIE OSMOND
5. CARPENTERS
6. WAYLON JENNINGS
7. GORDON LIGHTFOOT
8. STARBUCK
9. LOU RAWLS
10. JOHN DAVIDSON

MIDWEST

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

1. HEART
2. BLUE OYSTER CULT
3. FIREFALL
4. DWIGHT TWILLEY
5. GRAHAM CENTRAL STATION
6. BOB JAMES
7. POINT BLANK
8. ROXY MUSIC
9. ROY AYERS
10. GRATEFUL DEAD
11. MONKEES
12. COMMANDER CODY
13. SAVANNAH BAND
14. RICK DERRINGER
15. RUNAWAYS

NORTHEAST

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

1. MANHATTANS
2. RITCHIE FAMILY
3. TAVARES
4. JON ANDERSON
5. GRATEFUL DEAD
6. BOB JAMES
7. SOUTHSIDE JOHNNY & ASBURY JUKES
8. NORMAN CONNORS
9. M.F.S.B.
10. ROY AYERS
11. ROXY MUSIC
12. TRIUMVIRAT
13. MONKEES
14. D.C. LARUE
15. GLORIA GAYNOR

NATIONAL BREAKOUTS

- | | | |
|-----------------------|-----------------|------------------------------|
| 1. AVERAGE WHITE BAND | 5. COMMODORES | 10. KEITH CARRADINE |
| 2. ROD STEWART | 6. WILD CHERRY | 11. HELEN REDDY |
| 3. CROSBY/NASH | 7. ALICE COOPER | 12. BACHMAN-TURNER OVERDRIVE |
| 4. LOU RAWLS | 8. SPINNERS | 13. BEACH BOYS |
| | 9. DIANA ROSS | |

DENVER/PHOENIX

1. JERRY JEFF WALKER
2. RICHIE FURAY
3. JON ANDERSON
4. WAYLON JENNINGS
5. STARBUCK
6. GINO VANNELLI
7. CHRISTINE McVIE
8. COUNTRY JOE McDONALD
9. DAVID SANBORN
10. P.F.M.

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. MARSHALL TUCKER BAND
2. WAYLON JENNINGS
3. TED NUGENT
4. GINO VANNELLI
5. STARLAND VOCAL BAND
6. JOHNNY GUITAR WATSON
7. CURTIS MAYFIELD
8. TOOTS & THE MAYTALS
9. B.B. KING/BOBBY BLAND
10. L.T.D.

SOUTHEAST

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

1. STARLAND VOCAL BAND
2. MARSHALL TUCKER BAND
3. FIREFALL
4. WAYLON JENNINGS
5. GINO VANNELLI
6. HEART
7. TRIUMVIRAT
8. VOLUNTEER JAM
9. LEON REDBONE
10. B.B. KING/BOBBY BLAND

BALTIMORE/WASHINGTON

1. BOB JAMES
2. L.T.D.
3. MELBA MOORE
4. ROY AYERS
5. GEORGE BENSON
6. POINT BLANK
7. YAMASHTA/WINWOOD/SHRIEVE
8. NORMAN CONNORS
9. DOUBLE EXPOSURE
10. AL JARREAU
11. NEW BIRTH
12. RITCHIE FAMILY
13. SAVANNAH BAND
14. M.F.S.B.
15. ISAAC HAYES

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

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

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

Tapes

total net purchases as pilferage insurance to its customers. A \$10 premium per chain insures the entire chain, regardless of the number of outlets, for up to \$10,000. All the chain need do is file a claim and American Tape will honor it, up to the prescribed figure. Add 4% as an advertising allowance (unlike the pilferage insurance, the chain must prove that it has utilized the money for advertising) and the 30% of the selling price that is the chain's share, and the total comes to 38.6%, a substantial sum that a chain can gross.

Average sale per supermarket has been \$1,100 per four-week campaign, according to Solomon, so each customer should gross in excess of \$400 per store. This is a figure that Solomon points to with pride. "Our success is measured in sell-through, and we've managed to achieve a 75-80% rate, which is outstanding, excellent, by anyone's standards. We're only in a store for four weeks at a time, so this further enhances the figures."

Four-week Promotion

The structure of the four week promotion grew out of a reticence on the part of American Tape to be in a store on a year-round basis. "Initially, we ran into resistance from merchandisers, who were suspect of an extended campaign. But we've found the four week period to be to our mutual advantage. We're selling tapes at promotional prices and we feel we are able to capitalize on the effect of unique, startling displays. The impulse factor comes into play."

After the campaign, the chain is given two weeks to return material from their stores to American Tape, but there is no prohibition from continuing the sale during part of that time. "Of course," explained Solomon, "we're not interested in selling one promotion (four weeks); rather, we hope to develop a sustained campaign."

Feedback From Customers

So far, the results have been encouraging. "The program was very very good, as early as its initial phase, and did fulfill our

expectations," commented Jules Rose, executive vice president of the 32-store Sloan's chain in New York. Sloan's has completed two four-week sessions so far, and is considering a third for September, but Rose is not, as yet, sure that it will be with American Tape. "The price point program was good, and the pilferage insurance helped as an incentive. We figured to lose 8% and lost less than that. But a drawback is that they don't necessarily use the most current artists; I'm not sure they have the titles. They used a lot of older artists, classical music, Sinatra, Belafonte, Cole, and so we're considering a firm that deals with higher priced, but more current artists. Still, we're not ruling out American Tape. They're hep on advertising and they run a better program. And the sell-through was fantastic; we did 70 plus percent."

Finast Stores

Robert Romsavich, corporate buyer of general merchandise for First National Stores (which includes Finast), echoed Rose's positive sentiments, almost to the

letter. "The program was very successful when we ran it in January and February. So successful, in fact, that we're right now starting our second promotion." Finast introduced the tapes to its customers in 120 stores in Maine, New Hampshire, Vermont, Rhode Island, and Massachusetts. Current plans are to add 60 stores in Connecticut for the second sale.

"The price point program is something exciting, even though the top price has been raised from \$1.47 to \$1.87. And the pilferage insurance helped (Romsavich filed for the full 4.6%). In all, I was surprised by what I did move, having been accustomed to 60% movement on other tapes I had bought. It was a well-run promotion; the shipments were good, and we had no problem." When asked about his rate of sell-through, Romsavich said that an estimate of 70% was "a fair figure."

To date, American Tape has focused its attentions east of the Mississippi River, and according to Solomon "not a hell of a lot of

continued on pg. 50

FIREFALL KEEPS GETTING BIGGER. A HIT AT A TIME.



SD 18174

Some of the best groups in the past decade were the starting points for Firefall's success. So, it's no surprise that their first album already has one hit single and is now due for another.

"You are the Woman." The second single and follow up to their hit, "Livin' Ain't Livin'."

Firefall. A hits album.

INTRODUCING FIREFALL'S "YOU ARE THE WOMAN" ON ATLANTIC RECORDS

3335



Produced by Jim Mason

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picks of the week

HELEN REDDY (Capitol 4312)

Music Is My Life (2:29) (Koppelman-Bandier — BMI) (A. Gordon)

The B side of "I Can't Hear You No More" (Reddy's brand new single) is getting some heavy radio adds too. It's a good tune, real bouncy, with a good melody. Both sides of the single are now charted on the pop side. It looks like a real radio battle is shaping up.

ROLLING STONES (London 5N-9766)

(I Can't Get No) Satisfaction (3:45) (Immediate Music — BMI) (Jagger, Richard)

Well, who knows? This just might happen all over again. It *does* have a good beat, and at least one classic guitar riff. The record is backed with another great tune, "The Under Assistant West Coast Promotion Man." "When I'm driving in my car . . ." Yeah, we've always liked this on the car radio.

RICK DEES AND HIS CAST OF IDIOTS (RSO RS 857)
Disco Duck (Part 1) (3:15) (Stafree/BMI) (R. Dees)

The synthesizer imitates the sound of a quacking duck in this charming little disco novelty. The arrangement is fairly pedestrian, but the lyrics and the energy of Dees and the Idiots are noteworthy. Some good imitations of talking ducks too; this will be a good change of pace at all those dance-clubs, and will probably, through the unique qualities of the song, get some pop adds too.

D.J. ROGERS (RCA JH-10760)

Let My Life Shine (3:20) (Sunbury/Woogie — ASCAP) (D.J. Rogers)

D.J. Rogers begins this cut with a strange string introduction, and then the music resolves itself to a fairly straight ballad form. There are a number of fine orchestral breaks in the tune — the general feeling of the cut is upbeat R&B. Rogers' voice is expressive, and should carry the tune to many pop and R&B outlets.

DOBIE GRAY (Capricorn/WB CPS 0259)

Find 'Em, Fool 'Em & Forget 'Em (2:43) (Fame — BMI) (G. Jackson, R. Hall)

Dobie Gray gets back to the basics of his music in this single. He belts out the bitter love song with convincing and articulate style. The music of this track is some of the best that's come around in some time — straightforward funk. This will re-establish Dobie's reputation as a reliable hit-maker. Already picking up a lot of R&B adds, this will cross pop with little trouble.

ISAAC HAYES (ABC 12206)

Juicy Fruit (Disco Freak Pt. 1) (3:46) (ABC/Dunhill — BMI) (I. Hayes)

This is an excellent disco number from Hayes' recent "Juicy Fruit" LP. The song cooks along, Hayes' vocal punctuated by some sharp horn blasts, and there's a terrific bridge. Should find immediate play in the discos themselves, and will get more than a few spins on R&B radio outlets.

JANIS IAN (Columbia 3-10391)

Roses (3:09) (Mine/April — ASCAP) (J. Ian)

From the high-charting "Aftertones" LP, this is a beautiful ballad that's already been played often as an album cut. The bass playing is stellar, really drives the tune, and Ian's voice, as always, is emotive and sweet. There's a great lyric, accessible, and this should get even more play now that it's on its own.

THE TRAMMPS (Atlantic 45-3345)

Soul Searchin' Time (2:59) (Six Strings — BMI) (L. Green, N. Harris)

This effort by The Trammps is etched, all the way through, with a satisfying soulful sound. The bass playing holds the tune together, and the vocals are directed toward completing that pop/R&B sound. The riff builds and builds, with strings added for a kind of sweetener. Definitely slated for play across the board.

EDDIE HARRIS (Atlantic 45-3347)

That Is Why You're Overweight (3:31) (Wardo — BMI) (S. Harris, L. Harris, Y. Harris)

Written by his wife and daughters, this is the funny title cut from his recent LP. The lyrics list a lot of reasons why you might be overweight, mostly junk food, and the music is of the excellent quality jazz fans have come to expect from Harris over the years. A definite add for the outlets, and FM progressive programmers should check it out.



LINDA RONSTADT (Asylum E-45340-A)

That'll Be The Day (2:32) (MPL — BMI) (J. Allison, B. Holly, N. Petty)

Linda Ronstadt has come up with another tune that will be heard for some time on AM pop radio. It's the old Buddy Holly number, and Ronstadt's voice is surrounded by real good back-up work. The song really moves, swings, and it's perfect for Top 40 airwaves. From the "Hasten Down The Wind" LP, this has got a catchy guitar solo, as good or better than the one in "Heat Wave."

STEVE MILLER (Capitol P-4323)

Rock 'N' Me (3:05) (Sailor — ASCAP) (S. Miller)

A song that draws from the best of rock 'n' roll over the last ten years. Drawn from the popular "Fly Like An Eagle" LP, this is a natural for both AM and FM Top 40 outlets; Miller's phrasing is instantly pleasing and recognizable, and the production is real slick. Listen especially to the hook-filled guitar lines.

BRASS CONSTRUCTION (UA XW 837-Y)

Changlin' (3:59) (Desert Moon/Jeffmar — BMI) (R. Muller)

The Brass just keep on going, coming up with funk-styled hits. This is another, with a great synthesizer line, and some attractive chord changes. The vocals are in good counterpoint to the instrumentation, and the horns, as ever, are as slick as ice. A definite contribution to the R&B airwaves.

LITTLE RIVER BAND (Harvest/Capitol P-4318)

It's A Long Way There (4:16) (Australian Tumbleweed — BMI) (Goble)

A haunting string introduction gives way to some funky rock and roll in this fully realized single from the Little River Band. A trifle long for AM play, this should definitely break through on the progressive FM side. The harmonies are deep and rich.

THE STEVE GIBBONS BAND (MCA 40597)

Spark Of Love (3:06) (Towser Tunes/Naimad Laine — BMI) (S. Gibbons)

Gibbons has a terrific rock voice, and it is, through the miracles of production, more attractive here than it was on his last effort "Johnny Cool." The rhythm guitar just plugs away, accentuating the vocal phrasing. An upbeat rocker, this will get a lot of play in weeks to come, and should definitely make some serious chart noise.

BANDANA (Haven/Arista HS 807)

Jukebox Saturday Night (3:22) (Touch Of Gold — BMI) (J.C. Crowley, J. Crocker)

A light pop, commercial sound from Bandana. The tune moves along well, it's got a good (although fairly derivative) melody, and the production is more than competent. Should get a lot of fast adds on AM pop stations; it's got a real good cruising sound. Look for this one to appear on your car radio and the pop charts.

MASEKELA (Casablanca NB 862)

Dance (2:55) (We've Got Rhythm/Irving — BMI) (S. Todd, H. Masekela)

This has got a lilting rhythm track that's extremely appealing. The production is ultra-slick, and the vocals slip in and out of the track with ease. Should find a quick home on FM and AM pop outlets, and should get some MOR play as well. The melody is sophisticated, employs nice chording, and there's a certain energy that flows through the whole cut. Nice break.

RUSSELL MORRIS (RCA JH 10751)

R.J.S.S. (3:24) (Steve Binder — ASCAP) (R. Morris)

This Australian singer has, for quite a while, looked to be on the verge of breaking big, and this one just might do it. It's a strong rock'n' roll selection, sung and played with a great deal of spirit and professionalism. Should pick up a lot of fast adds on FM progressive airwaves.

G.C. CAMERON (Motown 1397F)

Dream Lady (3:05) (Jobete — ASCAP) (T. McFaddin, L. Brown, V. Caston)

G.C. Cameron has a powerful pop voice, and it's clearly evident on this cut. The tension filled arrangement (pounding bass, slick drumming) lends credence to the song itself. This should get a lot of pop and R&B play. The horns are excellent, and there are more than a couple of tasty harmonica fills.

DEJA VU (Capitol P-4321)

Be Happy (3:27) (C.A.M.-U.S.A. — BMI) (D. Bacha)

Great guitars, kind of like the ones we heard recently in "Happy Music," kick this one off to a joyous start. This Canadian group has come up with an ultimately commercial sound. The vocals are full-blown, and the back-up plays well against the various lead voices. Look for this one to show up on Top 40 AM radio in short order. Produced well by Skip Prokop.

JIMMY DOCKETT (Flo-Feel FFR 10,000)

Get Down Happy People (Pt. 1) (3:10) (Botanical — BMI) (J. Dockett, L. Wright)

This one is hot! The entire arrangement — vocals, guitars, strings — just burns along at an infectious pace. Already picking up a lot of adds, this will grab on in virtually every R&B and disco market. Dockett is a good singer, and his tune has a joyous feeling to it that's just right for summer.

RICK SPRINGFIELD (Chelsea CH-3051)

Take A Hand (2:16) (Portal Music/Pocketful of Tunes — BMI) (R. Springfield)

"Put your ear to the sweet, sweet music," Springfield sings, and this is a good description. The first verse breaks off into a rousing chorus that's a perfect hook for AM radio. Indeed, this record is already picking up a lot of adds, and should chart well in the pop department. The production is excellent, and Springfield is in fine voice.

CHUCK HOWARD (Cream CR-7607)

Once A Day (3:10) (Moss Rose — BMI) (B. Anderson)

Chuck Howard is a respected songwriter in his own right, but he has taken someone else's tune this time around and we think he's come up with a winner. His gruff vocal puts the song across. It's country and pop. Will get strong play on smart FM progressive lists.

MARTHA VELEZ (Sire/ABC SAA-121)

Disco Night (2:48) (Tuff Gong/Tajmoom/Bleu Disque — ASCAP) (M. Velez, R. Marley)

Co-writing with the Rastaman himself, Velez turns in a stellar disco-reggae performance, if a trifle Americanized. But she is American, and this is one of the best reggae things we've heard that originated in this country. Her full voice lends a lot of soul to the cut, and this should be played frequently at discos, on FM progressives and on R&B stations.

EYDIE GORME (UA XW 852-Y)

What I Did For Love (4:05) (American Compass — ASCAP, Ren — BMI) (M. Hamlish, E. Kleban)

Ms. Gorme sings this wonderful tune from the stage show "A Chorus Line" with sensitivity and flair. It's got a great melody, and she wraps her voice around the lyrics, making each listen a refreshing experience. Certainly a must add for MOR radio across the country.

LARRY HOSFORD (Shelter/ABC SR-62001)

Wishing I Could (3:14) (His and Hers/On Fire — BMI) (L. Hosford)

This is an interesting country ballad that, through the inventiveness of the production, should get some FM progressive play as well. There's a haunting saw floating over the track that is positively eerie, and charming at the same time. The harmonica playing is excellent, and Hosford's voice has many pleasing qualities. Check this one out.

STREET PEOPLE (Vigor/Pip VI-1732)

I Wanna Spend My Whole Life With You (3:34) (Vignette — BMI) (R. Dahrouge)

A real good R&B number from the Street People. It's got pizzazz, a good feeling, especially on the smooth backing vocals. The lead, playing against the syncopated rhythm track, takes the melody and brings out all the important harmonic nuances. A must for all R&B playlists. The strings add good emphasis.

RICK DEES • DISCO DUCK

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NEW ADDS: WBBQ, midweek add 293,
KING, WAKY, WQPD, WKLO, WRFC @35
WAUG, WMFJ, KAFY, WFLI, WKBR,
KPAM, KBDF, KCBN, KOZE

JUMPS: WERC 8~5, KAAAY 17~7

WFOM D~27

WMPS D~25

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GOOD SINGIN' GOOD PLAYIN' — Grand Funk Railroad — MCA-2216 — Producer: Frank Zappa — List: 6.98

Another new direction for Grand Funk — this time with musical innovator Frank Zappa at the controls. This LP is not unlike earlier Grand Funk efforts in its level of power and intensity, but the production efforts of Zappa are truly notable of mention — the overall sound of the LP is real clean. The actual content doesn't really reflect Zappa's influence (excepting "Big Buns"), rather it's in the vein that Grand Funk has dominated since the group's inception — good-time boogie-rock with an emphasis on the boogie.

GC — Yamashta/Winwood/Shrieve — Island ILPS 9387 — Producers: Dennis McKay, Stomu Yamashta, Paul Buckmaster — List: 6.98

A very impressive progressive offering which features one of the most ambitious collaborations in recent years: Japanese progressive-classical composer Stomu Yamashta (who scored "The Man Who Fell To Earth"), British rock cult-figure Steve Winwood (Spencer Davis Group, Traffic, Blind Faith), and Mike Shrieve (erstwhile drummer for Santana). The colorful grandeur of the pieces which comprise this LP collectively produce a beautiful musical panorama that reminds us, at times, of Pink Floyd's "Atom Heart Mother Suite." It would be ridiculous to try to single out "best cuts" from this album, as the entire work is a meticulously crafted conceptual entity that must be enjoyed in its entirety.

AMERICAN FLYER — American Flyer — United Artists UA-LA650-G — Producer: George Martin — List: 6.98

A very tasty contribution to the ever-popular country-rock genre, this premiere offering by American Flyer features players whose previous associations include Pure Prairie League, B,S&T, Blues Project and The Velvet Underground. These widely varied musical influences have blended and intermingled to produce a mellow sound that is reminiscent of The Eagles, America, et al. This LP is well-conceived and executed, garnering a gold star for production by George Martin. Tunes like "Light Of Your Love" and "Queen Of All My Days" take their rightful place on the AM and FM airwaves, as will the Jackson Browne-ish "Let Me Down Easy."

TOM THUMB THE DREAMER — Michael Dinner — Fantasy F-9512 — Producer: Keith Olsen — List: 6.98

"Tom Thumb The Dreamer" is a very strong offering by this talented singer/songwriter whose sound defies categorization. His is a collection of songs that cover a wide emotional range from the softly sentimental strains of "Julye" to the uptempo movers like "The Promised Land" and the spirited title cut. Dinner is joined on this, his second outing, by some very impressive players, including Waddy Wachtel, Dee Murray, and Nigel Olsson. It seems that most everyone has tried his hand at a reggae tune and Dinner is no exception — his "Thrown Out Of The Paradise Ballroom" is lighthearted and unpretentious, one of the many tunes from this LP that are sure to find their way onto the AM/pop and FM progressive airwaves.

JOAN ARMATRADING — Joan Armatrading — A&M SP-4588 — Producer: Glyn Johns — List: 6.98

Joan Armatrading — remember that name, it's one you're going to be hearing a lot of. This talented lady has managed to put together a collection of songs that are interesting in their scope, diversity and musical purity. The production abilities of veteran Glyn Johns present Armatrading in her very best light, highlighting her unique vocal posturings and smooth, flowing melody lines. The "Joan Armatrading" album is bound to create some mighty big waves in the FM progressive market, with the pop programmers not far behind. "Down To Zero" is a sparkling gem in this beautiful setting.

REFLECTIONS OF LOVE — Roger Whittaker — APL — R-1853 — Producer: Denis Preston — List: 6.98

In the world of MOR, a few artists stand apart from the crowd — Roger Whittaker is indisputably one of these artists. His songs are touching in their mellow simplicity, providing the perfect foil for his rich vocals. Perpetually a consistent artist, Whittaker seems to be able to transfer human emotions into musical statements with flawlessly sensitive perception. Programmers in the MOR and easy listening markets can't afford to ignore a talent like Roger Whittaker; just listen to "Before She Breaks My Heart" and "Here We Stand" and you might hear a touch of the sensitivity displayed by artists such as Jacques Brel. Great stuff!



THE ORIGINALS — Kiss — Casablanca NBLP 7032 — Producers: Various — List: 9.98

It all started somewhere in New York, where four musicians who were mutually dedicated to the proposition that not all rock bands are created equal began to play their collective arse off, spit blood, breathe fire and generally wreak havoc in the rock world. Today the Kiss phenomenon defies rational explanation — suffice it to say that a package like "The Originals" (which includes the group's first three albums) is nothing less than the retailer's dream. Aside from the three discs, you'll find a Kiss Army sticker, a booklet that relates "the Kiss story" from day one and other goodies that'll make this collection an incomparable marketing tool.

THE LEGENDARY CHRISTINE PERFECT ALBUM — Christine McVie — Sire/ABC SASD-7522 — Producers: Mike Vernon, Christine Perfect — List: 6.98

This landmark recording by Christine Perfect (McVie) was recorded in 1969 following her departure from England's legendary Chicken Shack. It is now being wisely re-issued in the wake of her huge success as the featured lead singer of Fleetwood Mac — yet another legendary name in the annals of British blues-rock. Though representative of her developmental years, the material contained on this LP reveals a strong and confident vocalist/pianist with such tunes as Etta James's "I'd Rather Go Blind" and "Let Me Go (Leave Me Alone)" standing out as perfect examples of her artistry. Retailers should emphasize the fact that two members of Fleetwood Mac appear in the line-up.

KEEP YOUR HAT ON — The Jess Roden Band — Island ILPS 9349 — Producer: Geoffrey Haslam — List: 6.98

Having been associated with such ambitious projects in the past as Bronco, we expect many good things from Jess Roden — and on "Keep Your Hat On," he delivers. In his bitter-sweet fashion Roden delivers his penetrating vocals, which are at once an ingratiating addition to the rapidly growing genre of blue-eyed soul. The back-up unit is tight and competent, casting a well-directed spotlight on Roden in this offering, which will slip easily into the playlists of AM, FM, and some R&B stations. Though Roden's covers of material by everyone from The Eagles to Randy Newman are well executed, we are particularly fond of his own "Blowin'."

LIKE THE RIVER — La Seine — Ariola America ST-50008 — Producer: Tom Seufert — List: 6.98

When the group La Seine reminds us that it's "Like The River," we get the feeling they think we might forget — not a chance. This album is a very strong offering by a new group that sports imaginative tunes which are well presented via the ultraclean production of band-member Tom Seufert (who plays guitar, sings and either wrote or co-wrote all of the tunes on the LP save one). FM programmers will probably have a time of it trying to be the first to add the LP, likewise with the programmers of the AM/pop stations — who, incidentally, will get off on "Tango All Night" and La Seine's cover of the Beatles' "I'm Down."

WE CAN'T GO ON MEETING LIKE THIS — Hummingbird — A&M SP-4595 — Producers: Ian Samwell, Hummingbird — List: 6.98

Hummingbird is a fine musical unit that tastefully blends the best elements of R&B and jazz with a progressive catalyst, turning out some mighty fine stuff. Featuring two former members of Jeff Beck's "Rough & Ready" unit (Max Middleton, Bobby Tench), this group turns in some really tight tunes like the exotic instrumental "Gypsy Skys" and the scorching R&B licks of "Fire And Brimstone." Bobby Tench's vocals have never sounded better than they do when matched to his guitar playing and the impressive musicianship the entire band lays down. A sure shot for the R&B, FM progressive and jazz markets. Highly marketable cover graphics.

BLISTERING — The Jimmy Dawkins Band — Delmark DS 641 — Producers: Steve Tomashofsky, The Jimmy Dawkins Band — List: 6.98

There are blues bands and there are blues bands, but few can match the "Blistering" intensity of The Jimmy Dawkins Band. Dawkins has such a reputation in the Chicago area as a hot guitar player that he has acquired the pseudonym of "Fastfingers," and on this album he demonstrates just how that nickname was garnered. This LP is a collection of blues tunes that must be categorized as definitive pieces in the blues genre, but one must not overlook Dawkins' cover of "Ode To Billie Joe."

THE
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OF

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DENVER

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COMING.

ALBUM REVIEWS

TOM SNOW — Tom Snow — Capitol ST-11545 — Producer: Michael J. Jackson — List: 6.98

Tom Snow is a unique singer/songwriter whose tunes deal with such diverse subjects as strange love and the lady whose old man is a traveling musician. Snow is a literate song sculptor whose vision is clear: he must convey his feelings through his music — and we are fortunate enough to experience them vicariously. Backed by many good players such as John Klemmer and Waddy Wachtel, Snow creates very visual songs whose emotional content is far-reaching. Programmers who've not already gone on this record might flip to the "Most Added LPs" section this week where they will find this LP prominently displayed — think about it.



BYRON BERLINE AND SUNDANCE — Byron Berline And Sundance — MCA-2217 — Producer: Ken Mansfield — List: 6.98

Byron Berline's notable fiddle and mandolin chops are the outstanding feature of this LP, though it would be a huge oversight to neglect mention of his band, Sundance. The band is about as tight as a good country band can be — the tunes are pleasant, the vocals clean and uplifting and the instrumentation quite nice, particularly the pickin'. This album will be warmly greeted by fans of the progressive country sound and airplay in that market and the AM market is sure to follow. "Sweet Wanomi" and "Laid Back Day" are fine examples of the album's movers and ballads respectively.



GENUINE COWHIDE — Delbert McClinton — ABC ABCD-959 — Producer: Chip Young — List: 6.98

With the growing interest in straightforward music à la Bruce Springsteen, this LP should be a natural for acceptance on that level. Delbert McClinton's vocals are stark and uncluttered with cosmetic frills — the perfect vehicle for his choice of material, which includes covers of such heavies as "Lovey Dovey," "Let The Good Times Roll," and the Leiber/Stoller classic, "One Kiss Led To Another." The instrumentation occasionally belies the age of the music, with some musicianship displayed on the part of McClinton's back-up unit. FM progressives will have some fun with this LP, but the AM programmer is sure to find some picks here too. Yes, that's a wallet on the cover and yes, that's a . . . in the wallet.



GOD HAS BLESSED OUR HANDS — Michael Wynn — Buddah BDS 5663 — Producers: Michael Wynn, Marlan Lampkin — List: 6.98

A very nice collection of contemporary gospel tunes that lean well into the R&B vein. Michael Wynn, brother of the Spinners' Phillippe, has a pure touch in delivering a touching gospel ballad or a powerful rafter-shaker. Background vocals provide further strength and velocity to this already intense album. A sure shot at the R&B market, this LP might also garner some favorable play on the pop playlists. "Am I Strong Enough" and the title track exemplify the tenor of this effort which is sub-titled "A Musical Tribute To A Peoples' Struggle For Equality."



HOWLIN' WOLF — Howlin' Wolf — Chess 2ACMB-201 — Producers: Various — List: 6.98

Many rock innovators owe a great debt to the early rural and urban bluesmen — their contribution in the form of influence cannot be ignored by those who have prospered thanks to the chops of heavies like Howlin' Wolf. This 2-record set on the Chess Blues Masters Series is an outstanding tribute to the work of one of the most influential blues players of them all. The titles included herein are instantly recognizable — even by those who aren't old enough to remember names like Chester Burnett, Willie Dixon and Howlin' Wolf: "The Red Rooster," "Spoonful," "Killing Floor," "Sitting On Top Of The World" and "Back Door Man." A true collector's item.



HAS ARRIVED — The Whole Darn Family — Soul International SLP-103 — Producers: August Moon, Tyrone Thomas — List: 6.98

A clean soul offering that proves indisputably that The Whole Darn Family has, indeed, arrived. Dynamite horns and smooth string arrangements lay the groundwork for some very tasty up-front vocals that are augmented by clean harmonies and fine melody lines. Various instrumental solos lend a touch of excitement to a great selection of movers like "You Know That You Lied" and "Seven Minutes Of Funk." R&B and pop programmers will like this LP — it's for listeners who like to boogie down.



ARISTA IS POE'S 'COMPANY OF THE YEAR' — Arista Records was named "record company of the year" at the recent Bobby Poe convention in Nashville. The award is based on the tabulation of ballots from record companies and radio stations around the country. Pictured are (l to r) Mike Klentner, Arista vice president for national album promotion and special projects; Bobby Poe; Clive Davis, president of Arista Records accepting the award; and David Carrico, vice president of promotion. The award was presented in New York recently by Poe, who was there for the presentation to Davis and Arista Records.

Cliff Richard's American Conquest Ir 16

Seattle, and it's in the high teens at WRKO in Boston. The album is strong, too. It's a multi-format album, and has been accepted by adult contemporary stations as well as progressives."

Commenting that the progressive stations are concentrating on the "Devil Woman" cut, Cosgrave also cited at least two other cuts off the LP which are being played by American progressive outlets.

based on the American scene. We were just doing a British version of what was happening in American music. We used material from Elvis, Jerry Lee Lewis, and other American acts that were hot until we built our own repertoire. Those were the original days and they were very exciting for us . . . you almost had to be 18 to survive the schedule we were on."

Songwriting

What about Cliff Richard's songwriting? "I've always been a person who sings songs, although I do write too. The producer for the current album wanted me to do one of my songs on the LP. But I didn't because I felt there were other tunes that took priority over what I had done. But I also have enough sense to realize that no one else is gonna record my material because it's mine and I can do it anytime I want to. I'm not in a rush to record my own material, but the right time will come."

Of his manager Peter Gormley, Cliff said, "I seem to meet up with the right people at the right time. I've never had any big disagreements with him . . . we meet, we talk business and we always come to an agreement on what we're going to do in the year ahead. And I feel like all my professional

continued on page 50

Rocket Association

Although MCA is in charge of the marketing for Richard's product, the artist commented more about his association with Rocket Records. "Well, it all started quite by accident, really . . . we knew the people at Rocket London," he noted, "and sent them tapes and they liked them. But they thought the U.S. exposure was imperative for my career . . . and that's basically where the people at Rocket came in. They're so enthusiastic . . . it's a small enough company to be personally involved with all of us."

But long before Rocket were Cliff Richard's days with the Shadows (his own group in England during the late fifties). "Those days are over now, of course," he recounted. "We were making inroads on the British rock scene in those days, but



MOTOWN'S SPECIAL FORCES — Members of Motown's recently realigned pop promotional team map strategy for field forces on future releases. (L to r) Paul Johnson, vice president of promotion; Joe Isgro, national pop promotion director; seated is Lenny Salamone, west coast regional pop promotion manager; Chris Hamilton, national album and chart coordinator; and Diane DiMaggio, western regional pop album manager

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AM 1856
NADIA'S THEME
(The Young And The Restless)



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*Total estimated worldwide viewing audience of the XXI Olympic Summer Games

RCA'S 75th Anniversary A Grand Occasion



RCA's 75th anniversary celebration at the St. Francis Hotel in San Francisco (July 27-31) proved to be a festive and productive occasion. Pictured here at various times during the convention are: (top row, l.) *Cash Box* publisher George Albert enjoys a moment with Lucio Battisti, RCA Italy's biggest star, and RCA's president Ken Glancy; (center) following a special award presentation, Mel Ilberman, division vice president, commercial operations; Jerry Weintraub of Mangement III and manager of John Denver (with his award); and Glancy; (right) seen here enjoying one of the many receptions are Daryl Hall; Tommy Motola, manager of Hall and Oates; John Oates; Mike Berniker, division vice president, popular A&R; and singer Ruth Copeland. (Second row, l.) Waylon Jennings, who brought his own show to the convention, on stage with his wife and singer in her own right Jessi Colter, singing "Suspicious Minds"; (center) getting together at the opening night reception are, left to right, singer Eddy Arnold; Jerry Bradley, division vice president, Nashville operations; Ronnie Milsap; Chet Atkins; Mel Ilberman; and singer Steve Young; (right) John Rosica, division vice president, promotion; Bill and Janet Gavin and Keith Adams, program

director of KDIA. (Third row, l.) The sales seminar panel included (from l. to r.) Mario DeFilippo, RCA Records' director, sales; Russ Solomon, president, Tower Records; Harvey Campbell, vice president, Mobile One Stop; Brud Oseroff, president, Mobile One Stop; and Dan Heilicher, vice president, J.L. Marsh and chairman of the board of directors of NARM; (center) Mort Weiner, director of custom label sales; Tattoo label singer Becky Hobbs; and Charlie Hall, sales manager, east central region out of Atlanta; (right) the Tymes getting down, part of the rhythm and blues night of the convention at Bimbo's club. (Bottom row, l.) Glancy with Peter Dellheim, Red Seal A&R producer, and Arthur Fiedler, the conductor of the Boston Pops Orchestra; (center) "Feelings" were running high at the convention whenever Morris Albert was around. Pictured (l. to r.) Morris Albert; Frank Mancini, RCA division vice president, artist relations; and Marty Olinick, RCA Records manager, business affairs; (right) singer-songwriter Harry Nilsson being congratulated by Don Burkheimer, division vice president, west coast, RCA Records.

RSO Sets Clapton LP In Advance Of U.S. Tour

LOS ANGELES — Eric Clapton's next album for RSO Records will be released in September, according to label president Al Coury, while plans advance for a Clapton concert tour of the United States following a scheduled British tour during August.

RCA Previews Product At S.F. Convention

NEW YORK — RCA Records previewed fall product in their S.F. convention. The presentation, which involved some 5,500 color slides screened over 10 screens, culminated with a segment devoted to John Denver.

Marsel Records Forms

LOS ANGELES — Marsel Records Inc., a division of Marsel Enterprises Inc., has been formed by Gavin Murrell, president and chief executive of the label. The company's offices are located at 6464 Sunset Blvd., Suite #910, Hollywood, (213) 465-6138.

MCA To Release "Evita"

LOS ANGELES — MCA Records has set for October release "Evita," an opera based on the life of Eva Peron, the second wife of Argentine dictator Juan Peron, by Andrew Lloyd Webber and Tim Rice. "Evita" is the first piece Webber and Rice have written together since "Jesus Christ Superstar."

mca records proudly welcomes and presents a new album by
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**can you
do it**
MCA-40590





BMI HONORED — California state senator Alan Robbins presents a Senate resolution honoring BMI, the performing rights organization, to BMI's president Edward Cramer for BMI's contributions to the music industry in the state during a weekly session of the Alternative Chorus songwriters Showcase. The resolution introduced by Robbins praises BMI's continued funding and support of the Songwriters Showcase as well as the Los Angeles-based Musical Theatre Workshop. From left: Len Chandler, director of the Showcase; Robbins, Cramer, and Ron Anton, BMI's vice president west coast performing rights.

Maurer And Frank fr 16

"Whatever the situation needs to bring it home, we will get it." In addition, Maurer sits in on the marketing and promotion meetings at the record companies, making sure that the plans that are discussed are carried out. "We don't go up and beg, and then complain that the company is not doing enough for us," said Frank. "We tell them up front what we need, and if we can't get it, we go elsewhere." Having their own marketing and promotion staff is "guaranteeing our bet. We don't have to depend on a record company that might have 20 to 30 acts to worry about at one time. We prepare the act for the company and then work with them to break that act." Basically, it works out that Maurer and Frank concentrate on the retailers and distributors and the record company concentrates on the media.

Manager Seen As Banker

Maurer and Frank believe that it has become increasingly important for the manager to act as a banker for an act, independent of the record company. "Money is how you back up your faith in an act. We make our bets with a lot of dollars behind them, but it is not a crap shoot. We back our acts with a lot of money that has nothing to do with the record." So far, they say, they have spent approximately \$100,000 on Brass Construction, \$50,000 before they even had their first club date. Most of this money goes for equipment, stage clothes and other performing necessities. Maurer recalled working with Donovan, whom he managed until recently. Donovan at one

point needed only his guitar to perform, but those days are long gone, he said. Groups are getting larger; thus, they need more equipment. Record companies sometimes provide support in these areas; sometimes they do not. Said Maurer, "There is no formula for that kind of support; and unless you want to take the long way around and work up through the tiny clubs where you can't even fit a big band, that money has to come from somewhere."

Maurer did offer one formula, however. "We take good product, try to get it in position in the market and then back it up with performance in the concert halls." Singles are not a major part of their planning. "We try to make albums that are full of singles, and let the singles come out of the album naturally by pulling whatever gets the most response. With a hit single, you have to follow it up with another. If you make a good album, you don't have to worry about that." He added that black AM radio is starting to change as a result of inroads made by both black and white FM stations. "The AMs are playing longer, more intelligent cuts; the FM's have cut in and they've had to respond."

Asked what they would like to have done for Brass Construction which has not been accomplished yet, they said that they would like to put the group on a tour with a major white act. "The black groups have to pay a lot more dues on the road than the white groups. We want to expose the group to the white audiences," said Frank. "That's the next step in our plan."

The World Video Market fr 10

Academy. So great was the response that Jarreau was invited to appear immediately on several television programs where he would also be taped for re-broadcast. Jarreau's itinerary was already packed, but the opportunity for potential exposure was too great to pass up, so negotiations were made. The last-minute travel arrangements, however, involved an unexpected light-plane trip through pea-soup flying conditions. It turned out to be an all-night white-knuckler followed by a full day of culture shock as "understood" arrangements were altered, postponed and otherwise twisted out of shape, just as in TV productions in this country. Luckily for Jarreau, he had a day's rest scheduled before having to perform in a club circumstance again. His manager, Patrick Rains, pulled a lesson out of the experience, though. "Before we go back to Europe, later this year," said Rains, "we'll definitely find time to videotape a performance to take along."

It is conceivable, then, for Patrick Rains to invest a couple of thousand dollars in a solid, representative videotape of Al Jarreau, only to find it have playback interface problems with a German machine.

Conversion

Victor Bialek is already ahead of that problem. A Frenchman, Bialek has reportedly invented a decoding device which can handle any of the three systems. He is also a partner in a videocassette "institute" which operates conversion and copy laboratories. In addition, Bialek is behind an association of video "clubs" or libraries which stock several thousand titles on cassettes.

Advent Corporation makes video hardware, including a projection color television called "Video Beam." According to international marketing manager Darryl Pomictor, Advent has sold about 6,000 of these units throughout the U.S. At a cost of \$4,000 each (\$4,500 with remote control), it is estimated that 20% to 25% of these sets are owned by private individuals; 50% are figured to be in use in clubs and other entertainment capacities, while the remaining 25% to 30% are used in industrial training programs.

Advent also claims to be approaching the 1,000-unit mark in overseas sales. Breaking down market applications in foreign usage is a bit more difficult. However, Video Beams can be found nearly anywhere in the world, from Canada to the Middle East, Australia, Hong Kong, Japan, Mexico, Panama — even areas as "culturally remote" as Nigeria.

Larry Silverman works for Digital Lighting, Sound & Video, based in New York City. His company has been an Advent distributor for the past year and a half, "talking video all the time, with no significant results — until the last six months."

In the course of the past half-year, Silverman has dealt with Canada, South America, "the islands and part of Europe." From what he has seen, video application appears to have great potential in two areas, "the discos and the lounges — one place they sit around and drink, and one place they dance."

Europe: Hip But Backward

As Silverman assesses the situation, "Europe is more culturally hip, but

continued on pg. 58

Canadian Students Win Cash Awards

ELKHART, IND. — Two Canadian university music students have received the 1976 Armstrong Scholarship Awards presented each year by W.T. Armstrong Co., makers of the Armstrong and H. Couf lines of woodwinds.

Leonard McCarthy, a student at the University of Toronto, was presented a \$200 check for outstanding achievement in the study of the saxophone. A like award was presented to Anne Nikander of the University of Western Ontario for outstanding achievement in the study of the flute.

The annual awards are given to students "who demonstrate the most interest and development during the preceding year."

People Entertainment To Educate Young Players

by John Mankiewicz

LOS ANGELES — People Entertainment, Inc., formed by Meade Brown and Dick Halligan, is going to be giving music clinics at high schools in the United States in conjunction with a concert tour by Malibu, a jazz-rock combo signed to a production deal by that company.

"It's sad that music education is at such a low level in America's schools," Brown declared. "There are 27,000 stage bands in this country, in 18,000 high schools. More often than not, these players are working from charts that are thirty years old. They're playing music that is alienated from today's music business. These kids have no idea of how the business works, what's involved in the recording process, what happens when a record is released, or how publishing works."

On The Road

Brown said that Malibu will be going on the road within the next few months, and he will offer his and the band's services to local high schools at no cost to the schools, but will charge the students "a small fee, maybe two or three dollars a head. But we will give all this money right back to the individual school systems, with the provision that it be

channeled back into education and the purchase of band instruments."

The idea for the clinics evolved when Brown and friend Dick Halligan (who arranged some early Blood, Sweat, and Tears material) realized that these clinics would be beneficial to both the students involved and the entire music industry. "I'm not playing down the importance of the commercial aspects of this venture," said Brown. "But we can do both — conduct the clinics, and make records. These young players need to be exposed to the current music scene; they're hungry for it. If the industry pays some attention to them, that will be one huge new market for records and sheet music. It'll be good for us, and for them."

Added Feature

A planned added feature of the clinics themselves will be a half-hour film of Malibu recording a song in a Los Angeles studio. "The movie shows some basic recording techniques," Brown explained. "We went in, cut a song, and explained some of the things we were doing, like mixing. We all take the business for granted, but we hope this will open a new world for the students who haven't been exposed to it. It's a great visual aid, we think, and should stir up some enthusiasm for the clinics."

Brown is no newcomer to music clinics, having organized them for the Stan Kenton and Woody Herman bands. He has also been a player, arranger, and composer (he shares a writing credit on the Malibu tune depicted in the studio). "It's all part of the education process," Brown concluded. "These young players have got to grow, and so does the industry. If kids get involved, start listening to today's music, start buying records and sheet music, we think the quality of the stage bands will improve, and we might not lose some promising players to the dangers of boredom, dropping out of the music scene after a bad school experience."

The clinics will begin immediately upon finalization of Malibu's tour plans, and Brown hopes to additionally set up a summer camp by next year.



GROSS AT THE BOTTOM LINE — Henry Gross recently performed at the Bottom Line in New York. Shown backstage after the show are (l to r) Terry Cashman of Lifesong Records, Gross and friend Kathy Reinmann, Bud Carr (Gross's manager) and Tommy West of Lifesong Records.

AM Stereo Radio's Inroads fr 9

FM stereo was approved in 1961 to give FM a competitive edge over AM radio, according to John Reed, an engineer at the FCC. "The idea was that FM needed a chance to get going," he said. "It was thought that stereo would help."

Stereo did help FM, despite the necessity of buying a new receiver for FM. The AM systems NASRC is testing "normally require special receivers" also, said Kassens. Since different kinds of electronic information are transmitted, different receivers are needed.

'Few Hundred Dollars'

The cost of the actual stereo component is very small, however, according to Kassens. As a percentage of the total transmitter cost, which runs anywhere from \$5000 to \$10,000, it's low: a few hundred dollars. The additional cost in the receiver would also be inexpensive, "a few dollars at most."

The main expense would be the initial outlay for a new receiver. Few could easily add the stereo component to their regular AM receivers. Additionally, two amplifiers are necessary for the systems NASRC is testing.

Kahn Communications has developed an AM stereo system which does not require a new receiver or two amplifiers. Any two AM receivers, including transistor radios, can be used. One receiver is adjusted slightly above the frequency, and the other slightly below.

"Ours is the only system where the public can hear stereo with two sets," said Leonard Kahn, president of Kahn Communications. "They can use two sets and get good stereo."

Approved Regulations

Kahn is also developing an inexpensive receiver which could also be used, once the FCC approves AM stereo regulations. A number of manufacturers already want to make the receivers, Kahn claimed.

In his petition for speedy action on AM stereo to the FCC, Kahn listed the three advantages of his system:

- there would be an audience the first day an AM station broadcast stereo;
- the service would essentially be free, since any two receivers could be used; and
- the U.S. could retain an economic advantage over foreign countries by adopting this particular system quickly.

'Highly Positive'

Both Kahn and Brooks at WFBR were pleased with the quality their stereo produced. "Nobody's been negative about it," said Kahn, who demonstrated the system on-the-air to engineering consul-

tants, Voice of America and the FCC. "The FCC was highly positive," he added.

"It works, it's great," enthused Brooks. "Sound-wise it was unbelievable, fidelity-wise it was unbelievable."

WFBR bought a stereo board and used two mikes for voice separation. "It's a great experience for an announcer to go from one channel to another," he said.

Kahn was hopeful the FCC would act on his petition soon. Brooks wondered, however, why the FCC was so hesitant. "It's a shame," he said, "especially since there's a successful system."

John Reed could not comment on the status of Kahn's petition since it was still pending. He did say, though, that the commission was taking a "wait and see" position on AM stereo generally, while waiting for the evidence from the NASRC. When the committee does report, the FCC will evaluate the data. "We're observers in the proceedings right now," Reed said.

One FCC official felt chances were slim on accepting Kahn's petition as long as NASRC was testing other systems. The commission can opt to deny, accept, or postpone a decision on the petition.

It looks like it will be a while, therefore, before there will be stereo on the AM dial. Reed thought it would be at least a year, and possibly two or three years, before the FCC adopted final rules on AM stereo.

'Overcoming Problems'

"It's inevitable," he did admit, "but only if they meet the technical requirements." Distortion, increased bandwidth, and noise are the major problems the systems have to overcome.

WFBR's Brooks said "If it were left to radio people it would be here now. But it's left up to people who aren't radio people, who can't see the value or future of it," he claimed. "But it's got to go someday."

"It's going to be a great thing when it comes," observed Kassens, who added "and the public will benefit."

Gold "Music" For Helen

LOS ANGELES — Helen Reddy's new Capitol album "Music, Music," has been certified a gold record by the Recording Industry Association of America (R.I.A.A.)

Columbia, EMI Sign Publishing Agreement

LOS ANGELES — Columbia Pictures Industries, Inc. and EMI Limited have signed an agreement for the sale of Columbia's music publishing division to EMI on the terms outlined in a previously announced (June 23, 1976) agreement in principle.

Montgomery Signed

LOS ANGELES — The James Montgomery Band has been signed to Island Records with its debut album due for fall release.

Shelter Releases Larry Hosford LP

LOS ANGELES — "Crosswords," the second Shelter Records album by Larry Hosford, has been released by the label. It's also the second LP being marketed under Shelter's new arrangement with ABC Records, following the Dwight Twilley Band's "Sincerely."

Shure Seeks Damages

EVANSTON, ILL. — Shure Brothers Inc., Evanston, Ill. has filed action against three dealers for alleged violation of Shure patents on phonograph pickup styli in connection with their sale of Walco products, seeking damages for patent infringement.

The dealers against whom action has been filed are Music Discount, Denver; Tower Records, San Francisco; and Peeltone Incorporated, Silver Springs.



TWIGGY SIGNS WITH MERCURY — Mercury Records has announced the signing of one of the world's most well-known models, Twigg. Her debut album "Twigg" will be released in the U.S. in mid-August. Twigg has had a variety TV show in England and other countries for over a year. Seen at the signing in London (l to r): Justin de Villeneuve, Twigg's manager; Nigel Grainge, A&R; Twigg; Tony Morris, managing director, Phonogram England.

Cash Box LP Chart fr 9

"Chicago X," the follow-up to the band's greatest hits album, is #4 after seven weeks. It debuted at #42 with a bullet on July 3, climbed to #18 with a bullet the following week, and has been in the top 10 since July 17. The album is currently at its highest chart position.

"Beautiful Noise" by Neil Diamond, #5, has experienced chart movement almost identical to "Chicago X," since both superstar attractions were released by Columbia at the same time. Diamond's album entered the chart at #47 with a bullet on July 3 and reached the top 10 two weeks later, lodging at #9 with a bullet. Like its label companion, it has been a top 10 album ever since, and is also as its highest chart position.

Beatles

The Beatles "Rock'N' Roll Music" at #6 confirms that the one-time group's former audience retains a loyalty and fascination, perhaps unprecedented in popular music history. The eight-week old 2-LP repackaging of previously released material debuted on June 26 at #69 with a bullet. Two weeks later it was at #7 with a bullet, and since has shuttled between #4 and #6.

"Fleetwood Mac" is simply amazing. What can you say about a group with a 10 year history and sporadic recording success that has the #7 album after 55 weeks? Phenomenal. But it certainly didn't happen overnight. The album did not enter the top 10 until March 13, when it was #10 with a bullet. However, since that date, it has almost persistently remained a top 10 attraction. Though never attaining the coveted #1 spot, the album did register at

#2 on July 17.

"Breezin'" by George Benson, at #8, is another oddity, but for a different reason. Benson is a jazz artist, and jazz music traditionally sells at a pace far below that needed to achieve such lofty chart success. But "Breezin'" has managed to "cross over" onto the R&B and pop charts, acquiring huge new audiences at every step. The album has been on the top 200 chart for 19 weeks, but did not become a top 10 album until June 26 when it reached #8 with a bullet. Its highest spot has been #5 (July 17 and July 24).

Aerosmith

Aerosmith's "Rocks," the group's fourth album, is its first top 10 success, currently at #9. It took just one week after release (#39 with a bullet on May 29) to achieve that level, attaining the #8 position with a bullet. Four subsequent weeks at #3 did not provide the necessary impetus to vault the album any higher.

"Their Greatest Hits" by the Eagles is at #10. The album debuted on March 6 at #7 with a bullet. One week later it climbed to #2 with a bullet, and the following week attained the #1 spot which it held for five consecutive weeks. Since that time, the album has retained an uninterrupted position in the top 10.

Apologists for the current chart situation claim that this immobility at the top is the result of ten solidly selling albums which would reflect in the same manner at any time; but there are indications that this is not the case.

For the fourth consecutive week, no more than one new album has managed to enter the top 20 list. This week, Aretha Franklin's "Sparkle" moved to #20 from #22. Last week, the Beach Boys' "15 Big Ones" achieved that distinction, moving from #23 to #16. On July 31, James Taylor's "In The Pocket" moved from #22 to #20, though "Silk Degrees" by Boz Scaggs reentered the list from #21 to #19. Similarly, on July 24, "Spitfire" was the sole new entry climbing to #9; but Natalie Cole's "Natalie" reentered the list from #21 to #20.

As further evidence, only four albums appear in the top 100 for the first time, and two of these are new releases. "Never Gonna Let You Go" by Vicki Sue Robinson appears at #100, moving up one position; and "Viva Roxy Music" is at #99 with a bullet, up from #115. The new albums are "Music, Music" by Helen Reddy at #89 with a bullet, and "Best Of B.T.O. (So Far)" at #97 with a bullet.

And no album in the top 10 is bulleted, indicating less-than-optimistic future sales potential relative to present chart position.

War's 'Greatest' Set

LOS ANGELES — "War's Greatest Hits" has been set for release by United Artists Records.



DON HARRISON BAND DEBUTS IN NEW YORK — The Don Harrison Band made their debut New York appearance at the Bottom Line recently. During their New York stay, the group spent two days doing radio and press interviews. Shown backstage on opening night are (l to r, front) Atlantic Records president Jerry Greenberg, national pop promotion director Vince Faraci, Stu Cook of DHB, Atlantic's A&R director Jim Delehant, Rolling Stone associate editor Dave Marsh, DHB manager Jackie Krost, WLIR-FM dj Larry Kleinman. (Rear, top) Russell DaShiell of DHB, Bob Jacino of King Karol stores, Doug Clifford of DHB, Atlantic's press/publicity director Barbara Carr, Harrison, and WLIR-FM's music director Denis McNamara.

CASH BOX RADIO

Rochelle Staab — Radio Knowledge Helps Bartell Radio's Woman VP

by J.B. Carmicle

LOS ANGELES — Rochelle Staab, who had been national music director for the Bartell Broadcasting radio chain since 1973, was appointed vice president, programming for the firm two weeks ago. That appointment made her the first woman programming VP ever for a major radio chain and **Cash Box** talked with Ms. Staab about her new position and past experience at Bartell.

VP Job

"Well, it's definitely a difference in responsibility," responded Ms. Staab, when asked what the VP job would entail. "Previously I was in charge of the music only. The suggestions I offered in the past because I cared are now ideas I'll implement because it's part of my new job." And although some programming problems were not her responsibility two weeks ago, she noted that "if something went wrong, even though it wasn't my job, I cared enough to help in all areas besides my own."

Ms. Staab will now be responsible, along with Bartell president George Wilson, for coordinating programming and music for the five Bartell stations, comprised of KCBQ, San Diego, KSLQ, St. Louis, WOKY, Milwaukee, WMJX, Miami and WDRQ, Detroit. "It won't be that much different as I've had a close working relationship with the stations because of my national music director chores."

Local Autonomy

Ms. Staab said the Bartell chain will continue to allow local autonomy to music directors at the stations. "We have excellent people working for us in five cities . . . it's their job to know their market and it would not be wise for me, sitting in an office in New York, to dictate to them what they should do. I might make recommendations on records that may just be beginning in their market but have broken in other markets."

Rochelle Staab began in radio at WOKY, Milwaukee as George Wilson's secretary. Asked to come to New York in 1972 by Wilson when Bartell expanded its corporate offices, she remarked about her boss. "He's the major influence in my knowledge of radio. It's hard to put your

finger on what you've learned from whom, but he taught me the major source of feeling a radio station — reaching the audience. I learned more than format mechanics, I learned about the warmth of a radio station."

Citing many others she had learned radio from since Milwaukee, Ms. Staab mentioned two people specifically. "When I was in New York I learned a working knowledge of ratings and formats from Jack McCoy, who at the time was PD at KCBQ, San Diego. And Jerry Clifton, who was national PD for Bartell and worked out of Miami, showed me the physical mechanics of putting together a valid music research method. Each individual was so good at teaching and doing those specifics that the overall input I got was really well rounded."

Consultant

Ms. Staab also acts as a consultant to radio stations outside the Bartell chain. "Bartell allows me to do it and I feel it's a

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Plough Names Charles

Tom Charles has been appointed FM music service director for Plough Broadcasting, Inc., based in Atlanta. Charles will be based in Memphis with WMPS radio and will develop music direction for the Plough FM radio properties in Boston, Memphis and Chicago. Charles had been with Polydor-MGM Records in Dallas and, before that program director of WSUN, St. Petersburg, Florida.

Metromedia Ups Smith

KLAC, Los Angeles PD Hal Smith will become general manager of Metromedia's KNEW in San Francisco, replacing Harvey Levin. Don Langford, who assisted Smith in Los Angeles at KLAC in programming and music, has been named acting PD for the Los Angeles outlet.

New FM Action LPs

Most Added LPs

1. **Good Singin' Good Playin'** — Grand Funk Railroad — MCA
2. **The Gist Of The Gemini** — Gino Vannelli — A&M
3. **We Can't Go On Meeting Like This** — Hummingbird — A&M
4. **Lady's Choice** — Bonnie Bramlett — Capricorn/WB
5. **Tom Thumb The Dreamer** — Michael Dinner — Fantasy
6. **Nights Are Forever** — England Dan & John Ford Coley — Big Tree/Atlantic
7. **Sanborn** — David Sanborn — WB
8. **The Legendary Christine Perfect Album** — Christine McVie — Sire/ABC
9. **Joan Armatrading** — A&M
10. **GO** — Island
11. **To The Heart** — Mark-Almond — ABC
12. **Keep Your Hat On** — Jess Roden — Island
13. **Love Is A Fire** — Country Joe McDonald — Fantasy
14. **A Banquet In Blues** — John Mayall — ABC
15. **Tom Snow** — Capitol

Most Requested Cuts

1. **With Your Love/Cruisin'** — Jefferson Starship — Grunt/RCA
2. **The Killing Of Georgie** — Rod Stewart — WB
3. **(Don't Fear) The Reaper** — Blue Oyster Cult — Columbia
4. **Fly Like An Eagle (title)** — Steve Miller Band — Capitol
5. **Last Child** — Aerosmith — Columbia

Predictions

1. **GO (entire LP)/Winner/Loser** — Island
2. **The Gist Of The Gemini (entire LP)/Summers Of My Life** — Gino Vannelli — A&M
3. **The Legendary Christine Perfect Album (entire LP)** — Christine McVie — Sire/ABC
4. **Still The One** — Orleans — Asylum
5. **Finders Keepers/Saving My Love** — Earthquake — Beserkley

station breaks

James Hankins elected vice president and general manager, **KAUM-FM**, Houston. Hankins was formerly general manager of **WNDE-AM** and **WFBQ-FM**, Indianapolis. **Donald H. Platt** elected vice president and general manager of **KSFJ-FM**, San Francisco. Platt had been **KZAP-FM**, Sacramento general manager. Both **KAUM-FM** and **KSFJ-FM** are **ABC** owned FM radio stations.

Ralph Walsh exits as **KAAY**, Little Rock general manager. **James Tandy**, formerly with **WSIX**, Nashville, will assume that position.

Michael Sheehy appointed music director of **KNX-FM**, Los Angeles. Sheehy comes to the station from **KGB-FM**, San Diego, where he was on-air personality. Sheehy replaces **Bill Stone** at **KNX**.

Andy Szullnski in as new music director at **WFBR**, Baltimore.

Kris Augusta, account executive for **WROR**, Boston, promoted to national sales representative for **RKO** Radio in New York.

Jim Pirkle in as music director at **WGOW**, Chattanooga, replacing **Larry Martin**.

Recent staff additions to **WMFJ**, Daytona Beach are MD **Jim Edwards** and PD **Jay Mc Daniels**. "Sheryl" does Sunday night disco show on the station.

KOME-FM, San Jose, California changes include: **Gary Torresani**, who's been promoted to news assistant; **Tom Ballantyne**, from **KSJO/KCBS-FM** to **KOME** weekend air personality, **Pamela Cleeland**, from **WDVE**, Pittsburgh, promoted to promotion director, **KOME**; and **Peter B. Collins**, from **WDAI**, Chicago, now air personality for **KOME**.

Bob Lenard joins airstaff at **WYSP**,

Philadelphia in morning drive slot as part of a two man team that includes station PD, **Sonny Fox**. Lenard was formerly with **WMGK**, Philly.

Bill Beddingfield in as 2-6 am jock at **98Q**, Vidalia, Georgia.

Gary Price, **KDAY**, Los Angeles general manager, named "Rollins Broadcasting Chain Station Manager of the Year." Price has been with **KDAY** since December, 1973. The station programs a black format in LA.

Mike Lyons, former music director at **WORJ**, Orlando, is being retained by **WDIZ**, Orlando to consult **WDIZ**'s new automated

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MCA PURCHASES SOUNDTRACK — MCA national album promotion manager, **Jon Scott**, presents a check for the purchase of 106 "KWST/L.A. Soundtrack" LPs, the proceeds of which go to National Public Radio, care of **KWST** general manager **John Detz**. The L.A. Soundtrack album, comprised totally of songs about L.A., was open to all aspiring musicians and writers as part of the station's successful community service promotion. According to **Scott**, MCA will distribute the L.A. Soundtrack albums to various FMs around the country. Shown (l. to r.) are: **Mark Cooper**, **KWST** music director; **Scott**; **Chuck Marshall**, **KWST** disc jockey; and **Detz**.



ABC's SHAW PROMOTED — **Allen B. Shaw, Jr.** (l.) received word of his promotion to president of the ABC-owned FM radio stations when **Harold L. Neal, Jr.** (r.), president of ABC Radio, made the announcement — a surprise to **Shaw** — at a reception and dinner atop the World Trade Center in New York, kicking off the ABC FM group's series of management meetings which concluded July 30. **Allen Shaw** had been vice president in charge of the ABC owned FM radio stations since August, 1970.

WNEW-FM — NEW YORK — Vin Scelsa
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Shake Some Action — Flamin' Groovies — Sire/ABC
 • Genuine Cowhide — Delbert McClinton — ABC
 • A Banquet In Blues — John Mayall — ABC
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Two For The Show — Trooper — MCA
 • Tom Snow — Capitol

WRNW-FM — WESTCHESTER COUNTY, N.Y. — Bob Marrone
 • Sanborn — David Sanborn — WB
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • Best Of B.T.O. — Mercury
 • Bright Size Life — Pat Metheny — ECM
 • Byron Berline And Sundance — MCA
 • Tom Snow — Capitol
 • Genuine Cowhide — Delbert McClinton — ABC
 • The Humours Of Lewis Furey — A&M
 • Shake Some Action — Flamin' Groovies — Sire/ABC
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Astarte — Secret Oyster — CBS (IMP)
 • Timer — Reverber! Timer — PA-USA
 † Jump Mama — Jess Roden Band — Island

WLIR-FM — LONG ISLAND — Denis McNamara
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Valdy & The Hometown Band — Valdy — A&M
 • Peter Ivers — WB
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Sanborn — David Sanborn — WB
 • Joan Armatrading — A&M
 • Trick Bag — The Meters — Reprise/WB
 • Crosswords — Larry Hosford — Shelter/ABC
 • Wheelin' And Dealin' — Asleep At The Wheel — Capitol
 • Spitfire — Jefferson Starship — Grunt/RCA
 • Farther Along — Spirit — Mercury
 • I've Got A Reason — Richie Furay Band — Asylum
 • Wedding Album — Leon & Mary Russell — Paradise/WB

WBAB-FM — LONG ISLAND — Mike Devlin
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Keep Your Hat On — Jess Roden — Island
 • Like The River — La Seine — Ariola/America/Capitol
 • Byron Berline And Sundance — MCA
 • This One's For You — Barry Manilow — Arista
 • Timer — Reverber! Timer — PA-USA
 • Winner/Loser — GO — Island
 • The Killing Of Georgie — Rod Stewart — WB
 • Fever — Southside Johnny & The Asbury Jukes — Epic

WPLJ-FM — NEW YORK — Corinne Baldassano
 • Soul Searching — Average White Band — Atlantic
 • Spitfire — Jefferson Starship — Grunt/RCA
 • This Masquerade — George Benson — WB
 • Frampton Comes Alive — Peter Frampton — A&M
 • At The Speed Of Sound — Wings — Capitol
 • Rock 'N' Roll Music — Beatles — Capitol

KLOS-FM — LOS ANGELES — Dabar Hoorelbeke
 • Agents Of Fortune — Blue Oyster Cult — Columbia
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • That'll Be The Day — Linda Ronstadt — Asylum

KMET-FM — LOS ANGELES — Billy Jugs
 • Point Blank — Arista
 • Old Loves Die Hard — Triumphvirat — Capitol
 • Widemaker — UA
 • Farther Along — Spirit — Mercury
 • GO — Island
 • Ramshackled — Alan White — Atlantic
 • Viva! Roxy Music — Roxy Music — Atco
 • 8.5 — Earthquake — Beserkley
 • Rollin' On — Duke & The Drivers — ABC
 • I've Been Loving You — Easy Street — Capricorn/WB
 • Can You Do It — Grand Funk Railroad — MCA
 • Olias Of Sunhollow — Jon Anderson — Atlantic
 • Fly Like An Eagle — Steve Miller Band — Capitol
 • Spitfire — Jefferson Starship — Grunt/RCA
 • I'm On Fire — Dwight Twilley Band — Shelter/ABC
 • Don't Fear The Reaper — Blue Oyster Cult — Columbia

KWST-FM — LOS ANGELES — Mark Cooper
 • Rollin' On — Duke & The Drivers — ABC
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Spitfire — Jefferson Starship — Grunt/RCA
 • A Night On The Town — Rod Stewart — WB
 • Starz — Capitol
 † The Legendary Christine Perfect Album (entire LP) — Christine McVie — Sire/ABC

KEZY-FM — ANAHEIM — Ron Burnstein
 • Too Stuffed To Jump — Amazing Rhythm Aces — ABC/Dot
 • Sincerely — Dwight Twilley Band — Shelter/ABC
 • 2nd Street — Back Street Crawler — Atco
 • Can You Do It — Grand Funk Railroad — MCA
 • Tom Snow — Capitol
 • Dr. Feelgood — Columbia
 • Cardiff Rose — Roger McGuinn — Columbia
 • Sad Wings Of Destiny — Judas Priest — Janus
 • Resolution — Andy Pratt — Nemperor/Atlantic
 • Rocks — Aerosmith — Columbia
 • Moonmadness — Camel — Janus
 † The Ripper — Judas Priest — Janus

WSDM-FM — CHICAGO — Russ James
 • A Little Bit Longer — Dr. Hook — Capitol
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • Long May You Run — Stills-Young Band — Reprise/WB
 • Still The One — Orleans — Asylum
 • Warren Zevon — Asylum
 • This One's For You — Barry Manilow — Arista
 • Happiness Is Being With The Spinners — Atlantic
 • I'd Really Like To See You Tonight — England Dan & John Ford Coley — Atlantic
 • Nights Are Forever — England Dan & John Ford Coley — Atlantic
 • A Night On The Town — Rod Stewart — WB
 • I've Got A Reason — Richie Furay Band — Asylum

WXRT-FM — CHICAGO — Bob Shulman
 • Joan Armatrading — A&M
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Dreams So Real — Gary Burton Quintet — ECM/Polydor
 • Don't Fear The Reaper — Blue Oyster Cult — Columbia
 • Summertime Dream — Gordon Lightfoot — WB
 • Long Hard Ride — Marshall Tucker Band — Capricorn/WB
 † Finders Keepers/Saving My Love — Earthquake — Beserkley

WMMR-FM — PHILADELPHIA — Paul Fuhr
 • This One's For You — Barry Manilow — Arista
 • 8.5 — Earthquake — Beserkley
 • A Banquet In Blues — John Mayall — ABC
 • Joan Armatrading — A&M
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Airborn — Curved Air — BTM (IMP)
 • Silk Degrees — Boz Scaggs — Columbia
 • A Night On The Town — Rod Stewart — WB
 • Deadly Delicious — City Boy — Mercury

WYSP-FM — PHILADELPHIA — Sonny Fox
 • Summertime Dream — Gordon Lightfoot — WB
 • Wild Cherry — Epic
 • City Boy — Mercury
 • That'll Be The Day — Linda Ronstadt — Asylum
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • GO — Island
 • Don't Touch That Dial — U.S. Radio Band — ABC
 • Child In Time — Ian Gillan — Oyster/Polydor
 • Lelayla — Ramses — Annuit Coeptis
 • Last Child — Aerosmith — Columbia
 • Fly Like An Eagle — Steve Miller Band — Capitol
 † The Gist Of The Gemini (entire LP) — Gino Vannelli — A&M

WABX-FM — DETROIT — Ken Calvert
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Rollin' On — Duke & The Drivers — ABC
 • Viva! Roxy Music — Roxy Music — Atco
 • A Night On The Town — Rod Stewart — WB
 • Point Blank — Arista
 • Starz — Capitol
 † Two For The Show (entire LP) — Trooper — MCA

WWWW-FM — DETROIT — Karen Savelly
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • Keep Your Hat On — Jess Roden — Island
 • If I Were Britannia I Would Waive The Rules — Budgie — A&M
 • 2nd Street — Back Street Crawler — Atco
 • Wild Cherry — Epic
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Ask Anyone — I Don't Care — Kama Sutra
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • I Wish You Were Here — Alice Cooper — WB
 • 15 Big Ones — Beach Boys — Brother/WB
 • Wired — Jett Beck — Epic
 • Don't Fear The Reaper — Blue Oyster Cult — Columbia
 • Snakes On The Run — Jay Ferguson — Asylum
 • Spitfire — Jefferson Starship — Grunt/RCA
 • Fly Like An Eagle — Steve Miller Band — Capitol
 • Viva! Roxy Music — Roxy Music — Atco
 • A Night On The Town — Rod Stewart — WB
 • Sincerely — Dwight Twilley Band — Shelter/ABC

KSAN-FM — SAN FRANCISCO — Don Potoczak
 • Pony Grappelli — Inner City
 • Like The River — La Seine — Ariol/America/Capitol
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • Let's Stick Together — Bryan Ferry — Atlantic
 • Find 'Em, Fool 'Em, Leave 'Em — Dobie Gray — Capricorn/WB
 • Scratchy Records — Pete Wingfield — Island
 • Has Arrived — Whole Darn Family — Soul International
 • That'll Be The Day — Linda Ronstadt — Elektra
 • GO — Island
 • Sincerely — Dwight Twilley Band — Shelter/ABC
 • Trick Bag — The Meters — Reprise/WB
 • Viva! Roxy Music — Roxy Music — Atco
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • 8.5 — Earthquake — Beserkley
 • Glow — Al Jarreau — WB
 • Heartful Of Song — Clarence Carter — ABC
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Spitfire — Jefferson Starship — Grunt/RCA
 • A Night On The Town — Rod Stewart — WB

KOME-FM — SAN JOSE — Dana Jang
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • Natural Act — Half Moon Bay
 • We Got A Live One Here — Commander Cody — WB
 • Are You Ready For The Country — Waylon Jennings — RCA
 • Keep Your Hat On — Jess Roden — Island
 • Fly Like An Eagle — Steve Miller Band — Capitol
 • Spitfire — Jefferson Starship — Grunt/RCA
 † Winner/Loser — GO — Island

KSJO-FM — SAN JOSE — Paul Wells (The Lobster)
 • Curtis Bros. — Polydor
 • Sanborn — David Sanborn — WB
 • Hard Work — John Handy — Impulse/ABC
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • The Art Of Tea — Michael Franks — Reprise/WB
 • If I Were Britannia I'd Waive The Rules — Budgie — A&M
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Child In Time — Ian Gillan — Oyster/Polydor
 • Reggae Got Soul — Toots & The Maytals — Island
 • Darkness, Darkness — Ian Matthews — Columbia
 • Fly Like An Eagle (title) — Steve Miller Band — Capitol
 † Selfish Love — Back Street Crawler — Atco

WHFS-FM — WASHINGTON, D.C. — David Einstein
 • A Banquet In Blues — John Mayall — ABC
 • Nights Are Forever — England Dan & John Ford Coley — Atlantic
 • Samba Nova — George Jorte Ben — Island
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Jean Luc Ponty & Stephane Grappelli — Inner City
 • Shake Some Action — Flamin' Groovies — Sire/ABC
 • Peter Ivers — WB
 • Genuine Cowhide — Delbert McClinton — ABC
 • Sweet Summer Music — Attitudes — Dark Horse
 • Joan Armatrading — A&M
 † Trick Bag (entire LP) — The Meters — WB

WCOZ-FM — BOSTON — Beverly Mire
 • Glow — Al Jarreau — WB
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • With Your Love — Jefferson Starship — Grunt/RCA
 • Still The One — Orleans — Asylum
KFWO-FM — DALLAS — Tim Spencer
 • Point Blank — Arista
 • Tom Snow — Capitol
 • GO — Island
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • Breezin' — George Benson — WB
 • Spitfire — Jefferson Starship — Grunt/RCA
 • Whistling Down The Wire — Crosby-Nash — ABC
 • In The Pocket — James Taylor — WB
 • Rocks — Aerosmith — Columbia
 • Fly Like An Eagle — Steve Miller Band — Capitol
 • Frampton Comes Alive — Peter Frampton — A&M
 • Chicago X — Chicago — Columbia
 † City Boy (entire LP) — City Boy — Mercury

KADI-FM — ST. LOUIS — Pete Parisl
 • Soul Searching — Average White Band — Atlantic
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • Buzzard Bait — Back Pocket — Joyce
 • Curtis Bros. — Polydor
 • Pullin' Together — Grinderswitch — Capricorn/WB
 • 8.5 — Earthquake — Beserkley
 • That'll Be The Day — Linda Ronstadt — Asylum
 • Long May You Run — Stills-Young Band — Reprise/WB
 • Old Loves Die Hard — Triumphvirat — Capitol
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • Agents Of Fortune — Blue Oyster Cult — Columbia
 • Travelin' Man — Bob Seger — Capitol

KSHE-FM — ST. LOUIS — Ron Stevens
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Rollin' On — Duke & The Drivers — ABC
 • Tom Snow — Capitol
 • I've Got A Reason — Richie Furay Band — Asylum
 • Pullin' Together — Grinderswitch — Capricorn/WB
 † Still The One — Orleans — Asylum

WYDD-FM — PITTSBURGH — Steve Downes
 • Wait For Night — Rick Springfield — Chelsea
 • Bobby Bland & B.B. King Together Again — Dunhill/ABC
 • Lady's Choice — Bonnie Bramlett — Capricorn/ABC
 • Keep Your Hat On — Jess Roden — Island
 • I'm Nearly Famous — Cliff Richard — Rocket/MCA
 • 2nd Street — Back Street Crawler — Atco
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • Sanborn — David Sanborn — WB
 • Live And On The Move — James Cotton Band — Buddah
 • Fly Like An Eagle — Steve Miller Band — Capitol
 • Spitfire — Jefferson Starship — Grunt/RCA
 † Derringer (entire LP) — Rick Derringer — Blue Sky/Epic
 † S.S. Fools (entire LP) — Columbia
 † Old Loves Die Hard (entire LP) — Triumphvirat — Capitol

WDVE-FM — PITTSBURGH — Steve Hansen
 • City Boy — Mercury
 • To The Heart — Mark-Almond — ABC
 • Point Blank — Arista
 • Crazy On You/Magic Man — Heart — Mushroom
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • She's Gone — Hall & Oates — Atlantic
 † Fever — Southside Johnny & The Asbury Jukes — Epic
 † Winner/Loser — GO — Island
KPFT-FM — HOUSTON — Larry Foster
 • Sanborn — David Sanborn — WB
 • Yancy — GRT
 • The Humours Of Lewis Furey — A&M
 • Dansere — Jarbarak — ECM/Polydor
 • Dreams So Real — Gary Burton Quintet — ECM/Polydor
 • Stepping With A Dream — Ahmad Jamal — 20th Century
 • Mike Finnegan — WB
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Wired — Jeff Beck — Epic
 † Smile — David Sanborn — WB

WKTK-FM — BALTIMORE — Steve Cochran
 • Joan Armatrading — A&M
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • A Banquet In Blues — John Mayall — ABC
 • Trick Bag — The Meters — WB
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Everybody Loves The Sunshine — Roy Ayers Ubiquity — Polydor
 • Man Of Leo/Winner/Loser — GO — Island
 • Killing Of Georgie — Rod Stewart — WB
WMMS-FM — CLEVELAND — Charlie Kendall
 • Honor Among Thieves — Artful Dodger — Columbia
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • Sanborn — David Sanborn — WB
 • Cruisin' — Jefferson Starship — Grunt/RCA
 • T.V. — Dwight Twilley Band — Shelter/ABC
 • Karen's Song — Andy Pratt — Nemperor/Atlantic
 † I'll Pull The Plug — Starz — Capitol
 † Lady Doctor — Gram Parker — Mercury

M-105-FM — CLEVELAND — Eric Stevens
 • Sweeny Todd — London
 • Hasten Down The Wind — Linda Ronstadt — Capitol
 • Fly Like An Eagle — Steve Miller Band — Capitol
 • Spitfire — Jefferson Starship — Grunt/RCA

WKLS-FM — ATLANTA — Drew Murray
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Don't Fear The Reaper — Blue Oyster Cult — Columbia
 • The Gist Of The Gemini — Gino Vannelli — A&M
 † The Gist Of The Gemini (entire LP) — Gino Vannelli — A&M
 † Agents Of Fortune (entire LP) — Blue Oyster Cult — Columbia

WNOE-FM — NEW ORLEANS — Brian Nichols
 • To The Heart — Mark-Almond — ABC
 • Happiness Is Being With The Spinners — Spinners — Atlantic
 • The Gist Of The Gemini — Gino Vannelli A&M

KMOD-FM — TULSA — Lelsa Johnson
 • Red Tape — Atlanta Rhythm Section — Polydor
 • Olias Of Sunhollow — Jon Anderson — Atlantic
 • Soul Searching — Average White Band — Atlantic
 • B.B. King & Bobby Bland Together Again — ABC
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • New Improved — Severin Browne — Motown
 • Curtis Bros. — Polydor
 • Mirror — Graham Central Station — ABC
 • A Banquet In Blues — John Mayall — ABC
 • The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
 • Spin — Ariola/America/Capitol
 • Old Loves Die Hard — Triumphvirat — Capitol
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • Olias Of Sunhollow — Jon Anderson — Atlantic
 • Old Loves Die Hard — Triumphvirat — Capitol
 † The Gist Of The Gemini (entire LP) — Gino Vannelli — A&M

† A Banquet In Blues (entire LP) — John Mayall — ABC
 † Curtis Bros. (entire LP) — Polydor
KDKB-FM — PHOENIX — Linda Thompson
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Hometown Frolics — Tommy West — Lifesong
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Joan Armatrading — A&M
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • 8.5 — Earthquake — Beserkley
 • Renegade Picker — Steve Young — RCA
 • Tom Snow — Capitol
 • Gabby Pahinui's Hawaiian Band — Peneni
 • Silk Degrees — Boz Scaggs — Columbia
 • Darkness, Darkness — Ian Matthews — Columbia
 • Meisbery And Walters — Parchment
 † Jack Of Diamonds — Waylon Jennings — RCA
 † Silver Bullets — Michael Dinner — Fantasy
 † American Beauty Rose — The Movies — Arista

WOSR-FM — TAMPA — Steve Huntington
 • Good Singin' Good Playin' — Grand Funk Railroad — MCA
 • Trick Bag — The Meters — Reprise/WB
 • Peter Ivers — WB
 • Joan Armatrading — A&M
 • Love Is A Fire — Country Joe McDonald — Fantasy
 • To The Heart — Mark-Almond — ABC
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Legalize It — Peter Tosh — Columbia
 • Do You Feel — Peter Frampton — A&M

KZAM-FM — SEATTLE/BELLEVUE — Jon Kertzer
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Tom Thumb The Dreamer — Michael Dinner — Fantasy
 • Mike Finnegan — WB
 • Color Visions — Roland Prince — Vanguard
 • Genuine Cowhide — Delbert McClinton — ABC
 • To The Heart — Mark-Almond — ABC
 • Waiting — Bobby Hutcherson — Blue Note
 • Valdy & The Hometown Band — Valdy — A&M
 • GO — Island
 • Sanborn — David Sanborn — WB
 • With The Fiction Brothers — Country Cookin' — Flying Fish
 • Blistering — Jimmy Dawkins — Delmark
 † Pretty Flamingo — Rod Stewart — WB
 † Rhythm Of The Wind — Ian Matthews — Columbia
 † One Love Stand — Carly Simon — Elektra

WNOR-FM — NORFOLK — Bruce Garraway
 • Keep Your Hat On — Jess Roden — Island
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • Volunteer Jam — Various Artists — Capricorn/WB
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • Joan Armatrading — A&M
 • Firefall — Atlantic
 • Frampton Comes Alive — Peter Frampton — A&M
 • Magic Man — Heart — Mushroom

WEBN-FM — CINCINNATI — Denton Marr
 • GO — Island
 • The Movies — Arista
 • City Boy — Mercury
 • Long Hard Ride — Marshall Tucker Band — Capricorn/WB
 • To The Heart — Mark-Almond — ABC
 • Spitfire — Jefferson Starship — Grunt/RCA
 • Rocks — Aerosmith — Columbia
 • Summertime Dream — Gordon Lightfoot — WB
 † 8.5 (entire LP) — Earthquake — Beserkley
 † GO (entire LP) — Island

WAAL-FM — BINGHAMTON, N.Y. — Steve Becker
 • The Gist Of The Gemini — Gino Vannelli — A&M
 • GO — Island
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Best Of Lighthouse — Jams
 • All Alone In The End Zone — Jay Ferguson — Asylum
 • Rose Of Cimarron — Poco — Dunhill/ABC
 • The Curtis Bros. — Polydor
 • Bobby Bland & B.B. King Together Again — Dunhill/ABC
 • Can You Do It — Grand Funk Railroad — MCA
 • Long May You Run — Stills-Young Band — Reprise/WB
 • Don't Fear The Reaper — Blue Oyster Cult — Columbia
 • Guilty/ Never Cry — Alice Cooper — WB
 • Last Child — Aerosmith — Columbia
 † Summers Of My Life — Gino Vannelli — A&M
 † Long May You Run — Stills-Young Band — Reprise/WB
 † Winner/Loser — GO — Island

WOUR-FM — SYRACUSE/UTICA — Tony Yoken
 • Pullin' Together — Grinderswitch — Capricorn/WB
 • Trick Bag — The Meters — Reprise/WB
 • Lady's Choice — Bonnie Bramlett — Capricorn/WB
 • Sanborn — David Sanborn — WB
 • Nights Are Forever — England Dan & John Ford Coley — Big Tree
 • Keep Your Hat On — Jess Roden — Island
 • GO — Island
 • Surreal Thing — Kris Kristofferson — Monument
 • Are You Ready For The Country — Waylon Jennings — RCA
 • Diamond In The Rough — Jessi Colter — Capitol
 • We Can't Go On Meeting Like This — Hummingbird — A&M
 • Luther — Cotillion
 • Chocolate Kings — PFM — Asylum
 • Still The One — Orleans — Asylum
 • Say Goodbye To Hollywood — Billy Joel — Columbia
 • Rocks — Aerosmith — Columbia
 • Pullin' Together — Grinderswitch — Capricorn/WB
 † Still The One — Orleans — Asylum
 † You're So Fine — Grinderswitch — Capricorn/WB

• ALBUMS ADDED

• MOST REQUESTED LP CUT(S)

† P.D./M.D. PREDICTED HITS

KEZY — ANAHEIM
#1 — Wings
*Rock'n Me — Steve Miller — Capitol
*Shake Your Booty — KC & Sunshine Band — TK
*You'll Never Find — Lou Rawls — Phila. Int'l.
*This Masquerade — George Benson — WB
24 To 17 — Lowdown — Boz Scaggs
33 To 26 — Summer — War
32 To 27 — Showdown — ELO
Extra To 35 — Little Bit More — Dr. Hook
Extra To 34 — Still The One — Orleans
Extra To 33 — Wham Bam — Silver
Extra To 32 — Amber Cascades — America
Extra To 31 — Fifth Of Beethoven — Walter Murphy
Extra To 30 — With Your Love — Jefferson Starship
WQXI — ATLANTA
#1 — KC & Sunshine Band
You'll Never Find — Lou Rawls — Phila. Int'l.
Say You Love Me — Fleetwood Mac — Reprise
12 To 1 — Shake Your Booty — KC & Sunshine Band
14 To 6 — Play That Funky Music — Wild Cherry
21 To 13 — A Fifth Of Beethoven — Walter Murphy
Z-93 — ATLANTA
#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
Summer — War — UA
*Shower The People — James Taylor — WB
*She's Gone — Hall & Oates — Atlantic
6 To 1 — Don't Go Breaking — Elton John & Kiki Dee
11 To 4 — Shake Your Booty — KC & Sunshine Band
WBQQ — AUGUSTA
#1 — Gallagher & Lyle
*Disco Duck — Rick Dees — RSO
*Magic Man — Heart — Mushroom
*With Your Love — Jefferson Starship — Grunt
*Lowdown — Boz Scaggs — Columbia
*Take A Hand — Rick Springfield — Chelsea
10 To 4 — Don't Go Breaking — Elton John & Kiki Dee
11 To 6 — Rainbow — Leon & Mary Russell
18 To 13 — I'd Really Love — England Dan & Coley
21 To 15 — A Little Bit More — Dr. Hook
23 To 19 — I've Been Loving You — Easy Street
24 To 18 — Shake Your Booty — KC & Sunshine Band
26 To 22 — Say You Love Me — Fleetwood Mac
29 To 24 — Devil Woman — Cliff Richard
30 To 25 — Still The One — Orleans
Extra To 26 — If You Leave — Chicago
Extra To 27 — Shower The People — James Taylor
Extra To 28 — You'll Never Find — Lou Rawls
Extra To 29 — She's Gone — Hall & Oates
Extra To 30 — Turn The Beat — Vicki Sue Robinson
WAUG — AUGUSTA
#1 — Gallagher & Lyle
*With Your Love — Jefferson Starship — Grunt
*Still The One — Orleans — Asylum
*Popsicle Toes — Michael Franks — Reprise
*Superstar — Paul Davis — Bang
*Lowdown — Boz Scaggs — Columbia
23 To 11 — Wham Bam — Silver
21 To 15 — Baby, I Love — Peter Frampton
22 To 17 — This Masquerade — George Benson
28 To 19 — Shake Your Booty — KC & Sunshine Band
30 To 24 — Magic Man — Heart
Extra To 28 — She's Gone — Hall & Oates
Extra To 29 — Take A Hand — Rick Springfield
Extra To 30 — Struttin' My Stuff — Elvin Bishop
Extra To 26 — Devil Woman — Cliff Richard
Extra To 27 — If You Leave Me Now — Chicago
KAFY — BAKERSFIELD
#1 — Wings
With Your Love — Jefferson Starship — Grunt/RCA
*She's Gone — Hall & Oates — Atlantic
*Street Singin' — Lady Flash — RSO
17 To 8 — If You Leave Me — Chicago
23 To 15 — A Fifth Of Beethoven — Walter Murphy
KERN — BAKERSFIELD
#1 — Peter Frampton
Play That Funky Music — Wild Cherry — Sweet City/Epic
Shake Your Booty — KC & Sunshine Band — TK
*Rockin' Me — Steve Miller — Capitol
*Rose Of Cimarron — Poco — ABC
16 To 6 — If You Leave Me Now — Chicago
20 To 16 — Hold On — Sons Of Champlin
24 To 17 — Little Bit More — Dr. Hook
25 To 18 — This Masquerade — George Benson
WCAO — BALTIMORE
#1 — Elton John & Kiki Dee
*Superstar — Paul Davis — Bang
*If You Leave — Chicago — Columbia
*I Can't Hear You — Helen Reddy — Capitol
*Lowdown — Boz Scaggs — Columbia
*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
19 To 10 — Heaven Must Be — Tavares
25 To 16 — Shake Your Booty — KC & Sunshine Band
27 To 21 — This Masquerade — George Benson
Extra To 20 — Magic Man — Heart
Extra To 25 — With Your Love — Jefferson Starship
Extra To 28 — A Little Bit More — Dr. Hook
Extra To 29 — Still The One — Orleans
Extra To 30 — Devil Woman — Cliff Richard
WFBR — BALTIMORE
#1 — Elton John & Kiki Dee
Don't Stop Believin' — Olivia Newton-John — MCA
No No Joe — Silver Convention — Midland Int'l.
Hard Work — John Handy — ABC
One Love — Diana Ross — Motown
With Your Love — Jefferson Starship — Grunt
10 To 4 — You Should Be Dancing — Bee Gees
30 To 23 — Summer — War
33 To 25 — Little Bit More — Dr. Hook
32 To 27 — Wham Bam — Silver
WSGN — BIRMINGHAM
*If You Leave — Chicago — Columbia
*Devil Woman — Cliff Richard — MCA
*With Your Love — Jefferson Starship — Grunt
9 To 3 — Fifth Of Beethoven — Walter Murphy
12 To 5 — Play That Funky Music — Wild Cherry
13 To 9 — Summer — War
15 To 8 — You Should Be Dancing — Bee Gees
21 To 12 — Still The One — Orleans
23 To 11 — Baby, I Love — Peter Frampton
Extra To 20 — Shower The People — James Taylor
WERC — BIRMINGHAM
#1 — Bee Gees
Nitty Gritty — Coyote McCloud — Midland Int'l.
Devil Woman — Cliff Richard — MCA
*Popsicle Toes — Michael Franks — Reprise
9 To 4 — A Fifth Of Beethoven — Walter Murphy
15 To 7 — Shake Your Booty — KC & Sunshine Band
26 To 20 — Still The One — Orleans
27 To 22 — Wham Bam — Silver
Extra To 24 — If You Leave — Chicago
Extra To 28 — She's Gone — Hall & Oates
WRKO — BOSTON
#1 — Manhattans
This Masquerade — George Benson — WB
Summer — War — UA
A Little Bit More — Dr. Hook — Capitol
16 To 10 — Baby, I Love — Peter Frampton
20 To 15 — Play That Funky Music — Wild Cherry
22 To 19 — I'd Really Love — England Dan & Coley
26 To 14 — A Fifth Of Beethoven — Walter Murphy

29 To 19 — Shake Your Booty — KC & Sunshine Band
30 To 22 — With Your Love — Jefferson Starship
WKBW — BUFFALO
#1 — Lou Rawls
Shake Your Booty — KC & Sunshine Band — TK
Say You Love Me — Fleetwood Mac — Reprise
I Can't Hear You — Helen Reddy — Capitol
*She's Gone — Hall & Oates — Atlantic
8 To 4 — I'd Really Love — England Dan & Coley
9 To 3 — Turn The Beat — Vicki Sue Robinson
10 To 5 — Listen To The Buddha — Ozo
17 To 8 — Got To Get You — Beatles
21 To 16 — Play That Funky Music — Wild Cherry
23 To 9 — A Fifth Of Beethoven — Walter Murphy
Extra To 24 — This Masquerade — George Benson
WYSL — BUFFALO
#1 — Elton John & Kiki Dee
Young Hearts — Candi Staton — WB
Still The One — Orleans — Asylum
High Fly — John Miles — London
*That'll Be The Day — Linda Ronstadt — Elektra
*Sunrise — Eric Carmen — Arista
*You Are The Woman — Firefall — Atlantic
*I Can't Hear You — Helen Reddy — Capitol
24 To 3 — Turn The Beat — Vicki Sue Robinson
12 To 7 — You Should Be Dancing — Bee Gees
16 To 11 — The Reaper — Blue Oyster Cult
20 To 12 — Fifth Of Beethoven — Walter Murphy
Extra To 22 — Shake Your Booty — KC & Sunshine Band
Extra To 30 — Summer — War
WAYS — CHARLOTTE
#1 — Elton John & Kiki Dee
Devil Woman — Cliff Richard — MCA
15 To 7 — You Should Be Dancing — Bee Gees
16 To 6 — Heaven Must Be — Tavares
WLS — CHICAGO
#1 — Elton John & Kiki Dee
Summer — War — UA
Shake Your Booty — KC & Sunshine Band — TK
With Your Love — Jefferson Starship — Grunt
6 To 3 — Get Closer — Seals & Crofts
7 To 4 — I'm Easy — Keith Carradine
8 To 6 — You'll Never Find — Lou Rawls
11 To 1 — Don't Go Breaking — Elton John & Kiki Dee
13 To 11 — Let 'Em In — Wings
17 To 12 — Say You Love Me — Fleetwood Mac
18 To 13 — I'd Really Love — England Dan & Coley
27 To 17 — You Should Be Dancing — Bee Gees
WDHF — CHICAGO
#1 — Starland Vocal Band
Shake Your Booty — KC & Sunshine Band — TK
A Fifth Of Beethoven — Walter Murphy — Private Stock
Heaven Must Be — Tavares — Capitol
9 To 2 — Don't Go Breaking — Elton John & Kiki Dee
14 To 9 — I'm Easy — Keith Carradine
17 To 11 — You'll Never Find — Lou Rawls
WSAI — CINCINNATI
#1 — Wild Cherry
No new additions
Extra To 26 — Baby, I Love — Peter Frampton
Extra To 27 — I'd Really Love — England Dan & Coley
Extra To 28 — Superstar — Paul Davis
Extra To 30 — If You Leave — Chicago
Q-100 — CINCINNATI
#1 — Wild Cherry
*If You Leave — Chicago — Columbia
*This Masquerade — George Benson — WB
*Rockin' Me — Steve Miller — Capitol
*You'll Never Find — Lou Rawls — Phila. Int'l.
*Shower The People — James Taylor — WB
WGCL — CLEVELAND
#1 — Starland Vocal Band
Sunrise — Eric Carmen — Arista
Summer — War — UA
A Little Bit More — Dr. Hook — Capitol
With Your Love — Jefferson Starship — Grunt
Showdown — Electric Light Orchestra — UA
The Reaper — Blue Oyster Cult — Columbia
*Can You Do It — Grand Funk — MCA
*Getaway — Earth, Wind & Fire — Columbia
*Get Up Off That Thing — James Brown — Polydor
WCOL — COLUMBUS
#1 — Elton John & Kiki Dee
Getaway — Earth, Wind & Fire — Columbia
If You Leave — Chicago — Columbia
Rainbow — Leon & Mary Russell — Paradise
16 To 10 — You'll Never Find — Lou Rawls
19 To 12 — A Little Bit More — Dr. Hook
23 To 14 — She's Gone — Hall & Oates
28 To 18 — Devil Woman — Cliff Richard
30 To 26 — Summer — War
32 To 27 — Shake Your Booty — KC & Sunshine Band
35 To 31 — Lowdown — Boz Scaggs
36 To 30 — Dancin' Kid — Disco Tex
40 To 32 — Popsicle Toes — Michael Franks
WNCI — COLUMBUS
#1 — Elton John & Kiki Dee
She's Gone — Hall & Oates — Atlantic
A Little Bit More — Dr. Hook — Capitol
Shake Your Booty — KC & Sunshine Band — TK
Superstar — Paul Davis — Bang
8 To 3 — Teddy Bear — Red Sovine
14 To 9 — Let 'Em In — Wings
21 To 14 — I'd Really Love — England Dan & Coley
KLIF — DALLAS
#1 — Elton John & Kiki Dee
Shake Your Booty — KC & Sunshine Band — TK
*Summer — War — UA
*I Can't Hear You — Helen Reddy — Capitol
*If You Leave — Chicago — Columbia
8 To 3 — You'll Never Find — Lou Rawls
13 To 8 — I'd Really Love — England Dan & Coley
14 To 1 — Don't Go Breaking — Elton John & Kiki Dee
17 To 13 — This Masquerade — George Benson
23 To 10 — Let 'Em In — Wings
24 To 20 — The More I See You — Peter Allen
Extra To 19 — She's Gone — Hall & Oates
Extra To 21 — Say You Love Me — Fleetwood Mac
Extra To 23 — With Your Love — Jefferson Starship
KNUS — DALLAS
#1 — KC & The Sunshine Band
*I'd Really Love — England Dan & Coley — Big Tree
8 To 2 — Don't Go Breaking — Elton John & Kiki Dee
17 To 10 — I Need To Be — Carpenters
21 To 11 — Let 'Em In — Wings
WING — DAYTON
#1 — Elton John & Kiki Dee
Hard Work — John Handy — ABC
Don't Stop Believin' — Olivia Newton-John — MCA
I Can't Hear You — Helen Reddy — Capitol
One Love In My Lifetime — Diana Ross — Motown
*If You Leave — Chicago — Columbia
*Popsicle Toes — Michael Franks — Reprise
*Sunrise — Eric Carmen — Arista
*Rescue Me — Melissa Manchester — Arista
13 To 8 — Shake Your Booty — KC & Sunshine Band
19 To 14 — Play That Funky Music — Wild Cherry
28 To 21 — Springtime Mama — Henry Gross
40 To 28 — Still The One — Orleans
41 To 34 — She's Gone — Hall & Oates
Extra To 43 — No, No, Joe — Silver Convention
Extra To 44 — Showdown — Electric Light Orchestra

KTLC — DENVER
#1 — Elton John & Kiki Dee
That'll Be The Day — Linda Ronstadt — Asylum
If You Leave — Chicago — Columbia
I Can't Hear You — Helen Reddy — Capitol
Baby, I Love — Peter Frampton
*Don't Stop Believin' — Olivia Newton-John — MCA
25 To 16 — Let Her In — John Travolta
31 To 21 — Rock And Roll Music — Beach Boys
34 To 25 — Still The One — Orleans
38 To 26 — Play That Funky Music — Wild Cherry
KIMN — DENVER
#1 — Elton John & Kiki Dee
Still The One — Orleans — Asylum
With Your Love — Jefferson Starship — Grunt
Don't Stop Believin' — Olivia Newton-John — MCA
I Can't Hear You — Helen Reddy — Capitol
If You Leave — Chicago — Columbia
13 To 9 — You Should Be Dancing — Bee Gees
23 To 18 — Shake Your Booty — KC & Sunshine Band
KIOA — DES MOINES
#1 — Elton John & Kiki Dee
You Should Be Dancing — Bee Gees — RSO
Devil Woman — Cliff Richard — MCA
Baby, I Love — Peter Frampton — A&M
18 To 10 — A Fifth Of Beethoven — Walter Murphy
CKLW — DETROIT
#1 — Wild Cherry
*Who'd She Coo — Ohio Players — Mercury
*If You Leave — Chicago — Columbia
Fifth Of Beethoven — Walter Murphy — Private Stock
*Heaven Must Be — Tavares — Capitol
20 To 13 — Shake Your Booty — KC & Sunshine Band
23 To 17 — Roxo Roller — Sweeney Todd
25 To 20 — You Should Be Dancing — Bee Gees
WDRO — DETROIT
#1 — Wild Cherry
We Both Need — Norman Connors — Buddah
Harvest For The World — Isley Bros. — T-Neck
Can't Change My Mind — Cate Bros. — Elektra
Lowdown — Boz Scaggs — Columbia
Rock City — Kiss — Casablanca
Fly Like An Eagle — Steve Miller — Capitol
14 To 7 — Let 'Em In — Wings
16 To 11 — Getaway — Earth, Wind & Fire
24 To 16 — Don't Go Breaking — Elton John & Kiki Dee
25 To 17 — Shake Your Booty — KC & Sunshine Band
WVBF — FRAMINGHAM
#1 — Elton John & Kiki Dee
*This Masquerade — George Benson — WB
*Summer — War — UA
*Shake Your Booty — KC & Sunshine Band — TK
*Lowdown — Boz Scaggs — Columbia
25 To 15 — I'd Really Love — England Dan & Coley
28 To 17 — Say You Love Me — Fleetwood Mac
Extra To 18 — With Your Love — Jefferson Starship
Extra To 19 — Play That Funky Music — Wild Cherry
WDRG — HARTFORD
#1 — Manhattans
Lowdown — Boz Scaggs — Columbia
If You Leave — Chicago — Columbia
Don't Stop Believin' — Olivia Newton-John — MCA
Rock And Roll Music — Beach Boys — Reprise
Play That Funky Music — Wild Cherry — Sweet City
12 To 5 — Turn The Beat — Vicki Sue Robinson
13 To 7 — Let 'Em In — Wings
17 To 10 — I'd Really Love — England Dan & Coley
23 To 14 — This Masquerade — George Benson
26 To 10 — You'll Never Find — Lou Rawls
KILT — HOUSTON
#1 — Elton John & Kiki Dee
*Lowdown — Boz Scaggs — Columbia
*With Your Love — Jefferson Starship — Grunt
8 To 4 — Let 'Em In — Wings
16 To 12 — Who'd She Coo — Ohio Players
23 To 14 — Play That Funky Music — Wild Cherry
25 To 20 — Got To Get You — Beatles
26 To 21 — Baby, I Love — Peter Frampton
29 To 24 — I Need To Be — Carpenters
32 To 23 — Tear The Roof Off — Parliament
34 To 29 — Sophisticated Lady — Natalie Cole
35 To 27 — Say You Love Me — Fleetwood Mac
36 To 22 — Devil Woman — Cliff Richard
37 To 28 — Summer — War
38 To 34 — Superstar — Paul Davis
40 To 32 — A Little Bit More — Dr. Hook
KRBE — HOUSTON
#1 — Elton John & Kiki Dee
Devil Woman — Cliff Richard — MCA
Let Her In — John Travolta — Midland Int'l.
Getaway — Earth, Wind & Fire — Columbia
Superstar — Paul Davis — Bang
A Little Bit More — Dr. Hook — Capitol
Shake Your Booty — KC & Sunshine Band — TK
*Say You Love Me — Fleetwood Mac — Reprise
*Lowdown — Boz Scaggs — Columbia
*Still The One — Orleans — Asylum
16 To 11 — Who'd She Coo — Ohio Players
27 To 19 — Summer — War
ex to 27 — With Your Love — Jefferson Starship
ex to 29 — If You Leave — Chicago
WNDE — INDIANAPOLIS
#1 — Elton John & Kiki Dee
Shake Your Booty — KC & Sunshine Band — TK
Who'd She Coo — Ohio Players — Mercury
Last Child — Aerosmith — Columbia
Sophisticated Lady — Natalie Cole — Capitol
Popsicle Toes — Michael Franks — Reprise
22 To 15 — This Masquerade — George Benson
25 To 17 — Roll And Roll Music — Beach Boys
27 To 19 — A Little Bit More — Dr. Hook
WAFE — JACKSONVILLE
#1 — Elton John & Kiki Dee
Lowdown — Boz Scaggs — Columbia
With Your Love — Jefferson Starship — Grunt
If You Leave — Chicago — Columbia
14 To 9 — This Masquerade — George Benson
17 To 12 — Play That Funky Music — Wild Cherry
20 To 14 — Shake Your Booty — KC & Sunshine Band
KBEQ — KANSAS CITY
#1 — Elton John & Kiki Dee
You'll Never Find — Lou Rawls — Phila. Int'l.
Did You Boogie — Flash Cadillac — Private Stock
12 To 8 — Rock And Roll Music — Beach Boys
20 To 11 — Say You Love Me — Fleetwood Mac
23 To 15 — Chicken Train Stomp — Ozark Mt. Daredevils
25 To 14 — Baby, I Love — Peter Frampton
30 To 16 — Play That Funky Music — Wild Cherry
KHJ — LOS ANGELES
#1 — Elton John & Kiki Dee
*Devil Woman — Cliff Richard — MCA
*Young Hearts Run Free — Candi Staton — WB
*Summer — War — UA
*A Little Bit More — Dr. Hook — Capitol
20 To 10 — I'd Really Love — England Dan & Coley
26 To 14 — Heaven Must Be — Tavares
23 To 17 — Play That Funky Music — Wild Cherry
25 To 20 — Lowdown — Boz Scaggs
26 To 19 — A Fifth Of Beethoven — Walter Murphy
KIIS-FM — LOS ANGELES
#1 — Wings
*Springtime Mama — Henry Gross — Lifesong
*If You Leave Me — Chicago — Columbia

*I Can't Hear You — Helen Reddy — Capitol
*That'll Be The Day — Linda Ronstadt — Elektra/Asylum
*Nadia's Theme — Perry Botkin — A&M
21 To 15 — This Masquerade — George Benson
23 To 19 — You Should Be Dancing — Bee Gees
29 To 22 — Heaven Must Be — Tavares
WAKY — LOUISVILLE
#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
I Can't Hear You — Helen Reddy — Capitol
Street Singin' — Lady Flash — RSO
Lowdown — Boz Scaggs — Columbia
She's Gone — Hall & Oates — Atlantic
It Must Be Love — Tony Joe White — 20th Century
Did You Boogie — Flash Cadillac — Private Stock
*Disco Duck — Rick Dees — RSO
17 To 10 — I'd Really Love — England Dan & Coley
WKLO — LOUISVILLE
#1 — Elton John & Kiki Dee
Shake Your Booty — KC & Sunshine Band — TK
Summer — War — UA
Don't Stop Believin' — Olivia Newton-John — MCA
10 To 2 — Let 'Em In — Wings
13 To 1 — Don't Go Breaking — Elton John & Kiki Dee
16 To 8 — Say You Love Me — Fleetwood Mac
21 To 14 — You Are The Woman — Firefall
22 To 9 — I'm Easy — Keith Carradine
ex to 22 — Dr. Tarr & Prof. Fether — Alan Parsons
WMP5 — MEMPHIS
#1 — Elton John & Kiki Dee
*Don't Stop Believin' — Olivia Newton-John — MCA
*She's Gone — Hall & Oates — Atlantic
*Hard Work — John Handy — ABC
10 To 6 — You'll Never Find — Lou Rawls
11 To 2 — Let 'Em In — Wings
13 To 7 — This Masquerade — George Benson
14 To 9 — A Fifth Of Beethoven — Walter Murphy
20 To 15 — Shake Your Booty — KC & Sunshine Band
21 To 14 — Play That Funky Music — Wild Cherry
23 To 17 — Say You Love Me — Fleetwood Mac
24 To 13 — A Little Bit More — Dr. Hook
26 To 21 — I'm Easy — Keith Carradine
27 To 22 — Devil Woman — Cliff Richard
Extra To 25 — Disco Duck — Rick Dees
WHBQ — MEMPHIS
#1 — Elton John & Kiki Dee
Shower The People — James Taylor — WB
Devil Woman — Cliff Richard — MCA
Still The One — Orleans — Asylum
*You Are The Woman — Firefall — Atlantic
14 To 6 — You Should Be Dancing — Bee Gees
20 To 10 — A Fifth Of Beethoven — Walter Murphy
21 To 17 — Rock And Roll Music — Beach Boys
23 To 13 — Play That Funky Music — Wild Cherry
27 To 16 — Shake Your Booty — KC & Sunshine Band
Y-100 — MIAMI
#1 — KC & The Sunshine Band
Heaven Must Be — Tavares — Capitol
Wham Bam — Silver — Arista
27 To 16 — If You Leave — Chicago
30 To 20 — A Fifth Of Beethoven — Walter Murphy
WQAM — MIAMI
#1 — Elton John & Kiki Dee
Baby, I Love — Peter Frampton — A&M
A Fifth Of Beethoven — Walter Murphy — Private Stock
9 To 4 — Young Hearts Run Free — Candi Staton
12 To 7 — You'll Never Find — Lou Rawls
15 To 10 — You Should Be Dancing — Bee Gees
19 To 13 — Get Closer — Seals & Crofts
26 To 21 — Heaven Must Be — Tavares
28 To 20 — Play That Funky Music — Wild Cherry
96X — MIAMI
#1 — KC & Sunshine Band
You'll Never Find — Lou Rawls — Phila. Int'l.
This Masquerade — George Benson — WB
Music In My Life — Helen Reddy — Capitol
10 To 2 — You Should Be Dancing — Bee Gees
16 To 12 — Play That Funky Music — Wild Cherry
20 To 14 — Gotta Be The One — Maxine Nightingale
WOKY — MILWAUKEE
#1 — Red Sovine
Play That Funky Music — Wild Cherry — Sweet City
Summer — War — UA
If You Leave — Chicago — Columbia
*Mary Hartman — Jules Blatter — Blue Ribbon
*I Wanna Spend — Street People — Vigor
*Superstar — Paul Davis — Bang
*She's Gone — Hall & Oates — Atlantic
*Let's Rock — Ellison Chase — Big Tree
*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
8 To 4 — A Fifth Of Beethoven — Walter Murphy
15 To 8 — Don't Go Breaking — Elton John & Kiki Dee
17 To 13 — Let 'Em In — Wings
19 To 15 — Magic Man — Heart
28 To 24 — Devil Woman — Cliff Richard
30 To 25 — Wham Bam — Silver
Extra To 23 — Music Is My Life — Helen Reddy
WZUU — MILWAUKEE
#1 — Starland Vocal Band
*Let 'Em In — Wings — Capitol
*A Fifth Of Beethoven — Walter Murphy — Private Stock
8 To 3 — Don't Go Breaking — Elton John & Kiki Dee
WDGY — MINNEAPOLIS
#1 — Elton John & Kiki Dee
*Baby, I Love — Peter Frampton — A&M
*I'd Really Love — England Dan & Coley — Big Tree
5 To 1 — Don't Go Breaking — Elton John & Kiki Dee
9 To 4 — Let 'Em In — Wings
KSTP — MINNEAPOLIS
#1 — Elton John & Kiki Dee
No new additions
9 To 4 — You Should Be Dancing — Bee Gees
18 To 13 — Say You Love Me — Fleetwood Mac
21 To 16 — Still The One — Orleans
30 To 25 — Devil Woman — Cliff Richard
Extra To 27 — Lowdown — Boz Scaggs
Extra To 29 — If You Leave — Chicago
Extra To 30 — She's Gone — Hall & Oates
U-100 — MINNEAPOLIS
#1 — Elton John & Kiki Dee
If You Leave — Chicago — Columbia
13 To 5 — I'd Really Love — England Dan & Coley
17 To 13 — Lowdown — Boz Scaggs
21 To 15 — Dr. Tarr & Prof. Fether — Alan Parsons
23 To 16 — Love Is Alive — Gary Wright
27 To 19 — Can You Do It — Grand Funk Railroad
28 To 20 — Still The One — Orleans
WHYY — MONTGOMERY
#1 — Elton John & Kiki Dee
*The Reaper — Blue Oyster Cult — Columbia
*Popsicle Toes — Michael Franks — Reprise
7 To 2 — Devil Woman — Cliff Richard
14 To 7 — Baby, I Love — Peter Frampton
18 To 11 — Shake Your Booty — KC & Sunshine Band
23 To 13 — With Your Love — Jefferson Starship
25 To 15 — Superstar — Paul Davis
WMAK — NASHVILLE
#1 — Bee Gees
With Your Love — Jefferson Starship — Grunt
Turn The Beat — Vicki Sue Robinson — RCA
A Fifth Of Beethoven — Walter Murphy — Private Stock
7 To 2 — Don't Go Breaking — Elton John & Kiki Dee

- #1 ELTON JOHN & KIKI DEE** — Number 1 single for the second week. Number 1 at 38% of our reporting stations including KHJ, WMPs, KLSQ, WLS, KLIF, WCAO, WQAM, KILT, WAYS, Z-93, WCOL, WAPE, KRBE, KTAC, WGCL, WHHY, KIMN, KJRB, WNDE, WKLO, U-100, KING, KISN, KXOK, WNCI, WBGW, WKY, WAKY, WHBQ, KBEQ, WING, WSGA, WOV, KIOA, WDGY, KSTP, WORC, KTLK. Strong jumps registered at 22 reporting stations including these jumps: WLS 11-1, WDFH 9-2, KLIF 14-1, WOW 8-1, WSGA 8-1, KJR 11-4, KNUS 8-2, WDGY 5-1, WKLO 13-1, KFRC 12-7. Top 3 sales reports at Tower/S.F., Odyssey/Santa Cruz, Tosh's/Seattle, Cassells/L.A., Licorice Pizza/L.A., Peaches/L.A., Denver, Ft. Lauderdale, Cleveland, Delwood, Shulman/N.J., Peter's/Boston, Eastern/Phila., Richman/Phila., El Roy, Double B/Long Island, Morey's/Balt., Alpha Aravox, King Karol/New York, Potomac/Balt., Mile High/Denver, Cactus/Houston, Bromo/Houston, Marsh/Minn., Northern, Stark/Clev., Ambat/Cinn., Galgano/Chi., Ronny Martin's/Miami, Poplar Tunes/Memphis, Southern/Miami.
- #3 WINGS** — Jumps at 17 reporting stations this week including: WABC 17-9, WLS 13-11, WPEZ 20-13, KNUS 21-11, WMPs 11-2, WNCI 14-9, KSLQ 16-7, WKLO 10-2, KILT 8-4, KLIF 23-10, WDRC 13-7. Top 5 sales reports at: Cassells/L.A., Tosh's/Seattle, Music Street/Seattle, Licorice Pizza/L.A., Tower/S.F., Waxie Maxie/Wash., Transworld/Albany, Record Master's/Baltimore, Peter's/Boston, Eastern/Phila., Double B/Long Island, Aravox/N.Y., Potomac/Balt., Mile High/Denver, Bromo/Houston, Northern/Cleveland, Poplar/Memphis, Alta/Phoenix, Southern/Miami, Music Scene/Atlanta. Top 5 airplay at the following major stations: KHJ-2, KFRC-2, WMPs-2, KXOK-5, KAKY-1, KJR-2, WFIL-5, KTLK-2, WGCL-3, WAPE-2, KIMN-3, WDFH-3, KGW-1, CKLW-5, WCAO-2, WPGC-3, WGH-2, KILT-4, WAYS-3.
- #5 BEE GEES** — Jumps at 17 reporting stations this week including: WABC 11-7, WLS 27-17, KXOK 11-6, WPEZ 13-10, WQAM 15-10, KJR 23-18, WPGC 11-6, CKLW 25-20, WAYS 15-7, WHBQ 14-6, KSTP 9-4. Top 5 sales reports at: Cassells/L.A., Licorice Pizza/L.A., Tower/S.F., Central/Hartford, Peter's/Boston, Eastern/Phila., Richman/Phila., Double B/Long Island, Town Hall/N.Y., NE Music City/Boston, King Karol/N.Y., Peaches/Delwood, Ambat/Cinn., Stark/Cleveland, Ronny Martin's/Miami, Central South/Nashville. Top 5 airplay at the following stations: KHJ-5, WMPs-5, WRKO-4, WFI-3, WDGY-5, WMAK-1, KSTP-4, WQXI-3, WERC-1, WCAO-5, WCOL-5, WORC-2.
- #8 LOU RAWLS** — Added at Q102, WQXI, WBGW, WKY. Jumps at 20 stations including: WMAK 18-13, KLIF 8-3, WDFH 17-11, WPEZ 11-7, 13Q 16-8, WMPs 10-6, KFRC 15-10, WLS 8-6, KXOK 13-7, WDRC 26-20, WCOL 16-10. Top 10 sales at: Peaches/L.A., Tower/S.F., Musical Isle/S.F., Record & Tape Collectors/Balt., Norman Cooper/Phila., Peter's/Boston, Richman Brothers/Phila., El Roy/Long Island, Town Hall/N.Y., Northern/Cleve., Singer/Chicago, National Record Mart/Pitts Sound Unlimited/Chicago, Poplar/Memphis, Southern/Miami. Top 5 airplay at 99X-1, WFI-1, WKBW-1, KNUS-4, WABC-2, WFIL-2, KLIF-3, WCAO-3, WPGC-4, CKLW-2.
- #9 WILD CHERRY** — Eight adds including WABC, KXOK, WPRO, WOKY, 99X, KCBQ, WIRL, WDRC. Most jumped record this week with 28 station mentions. Key jumps are WFIL 22-13, WFI 19-12, WQXI 14-6, WQAM 28-20, WMPs 21-14, WKBW 21-16, KRSP 18-13, KJR ex-23, WAPE 17-12, WRKO 20-15, KHJ 23-17, KTLK 38-26, KILT 23-14. Reported either 1 or 2 in sales at the following accounts: Music Street/Seattle, Tosh's/Seattle, Music Plus/L.A., Waxie Maxie/Wash., Morey's/Balt., Potomac/Balt., Peaches/Delwood, Cleveland, National Record Mart/Pitts., Ambat/Cinn. Top 10 sales at Tower/S.F., Record Masters/Balt., Eastern/Phila., El Roy/Long Island, Stark/Cleveland, Central South/Nashville, Franklin/Atlanta. Top 5 airplay at the following stations: Q102-1, WLAC-2, WBBQ-2, WSAI-1, WNCI-2, 13Q-1, WPEZ-1, WPGC-1, CKLW-1, WCOL-2, WAKY-3.
- #11 ENGLAND DAN & JOHN FORD COLEY** — Added at WABC, WDGY, and KNUS. 4th most active record this week with 21 reported jumps. Key jumps are KHJ 16-10, WRKO 22-19, WNCI 21-14, WSAI ex-27, WFI 20-14, WMAK 10-5, WFIL 21-17, WLS 18-13, KXOK 20-16, KLIF 13-8, WDRC 17-10, WAKY 17-10. Top 10 sales reported from: Tosh's/Seattle, Peaches/L.A., Licorice Pizza/L.A., Central Sales/Hartford, Waxie Maxie/Wash., Peter's/Boston, Eastern/Phila., Double B/Long Island, Zamoiski/Maryland, Potomac/Balt., Mile High/Denver, Bromo/Houston, Franklin/Atlanta. Top airplay at the following key radio stations: WOKY-2, WMPs-3, Q102-5, WKBW-4, WBBF-1, KISN-4, KAFY-2, WPGC-5, KING-2, WAPE-5.
- #12 WALTER MURPHY** — Sixth most added record with 11 stations. Key adds are: WABC, WFIL, WQAM, WDFH, CKLW, 99X, WQAM. Jumps at 16 stations this week including: WQXI 21-13, Y-100 30-20, WERC 9-4, KXOK 22-18, KHJ 26-19, WRKO 26-19, WMPs 14-9, WKBW 23-9. Top 10 sales at these accounts: Tower/L.A., Licorice Pizza/L.A., Peaches/L.A., Cleveland, Aravox/New York, Potomac/Balt., Cactus/Houston, Bromo/Houston, Stark/Cleve., Franklin/Atlanta. Top 5 airplay at the following key stations: WOKY-4, KLEO-1, WBBF-2, KRSP-1, KEEL-1, KLIF-4, WSGN-3, WERC-4, KILT-5, WAYS-2, WAPE-4.
- #15 GEORGE BENSON** — Added at these stations: KXOK, KJR, Q102, WRKO, WVBF. Jumps at the following stations: WFIL ex-19, KLIF 17-13, WCAO 28-21, WAPE 24-16, WDRC 23-14, WKBW ex-24, WMPs 13-7, WPGC ex-25, KGW ex-27.
- #17 K.C. & THE SUNSHINE BAND** — Second most added and active record this week. Major adds are: KLIF, WDFH, WLS, KXOK, WKBW, WNCI, 99X, KFRC,

- WVBF. Key jumps are: WDRQ 25-17, CKLW 20-13, WPGC 20-13, WRKO 25-19, WQXI 12-1, WFIL 26-16, WCAO 25-16, Z-93 11-4, WCOL 32-27, WPEZ 25-15, WMPs 20-15. Top 10 sales reported by Peaches/L.A., Delwood, Tosh's/Seattle, Peter's/Boston, Morey's/Baltimore, Mile High/Denver, Northern/Clev., Stark/Clev., Franklin/Atlanta.
- #18 TAVARES** — Added at these stations: CKLW, KCBQ, KNDE, WDFH, Y-100. Jumps at these six key stations: WQAM 26-21, WCAO 19-10, KHJ 20-14, WPGC 27-21, KING ex-23, WAYS 16-6. Top 10 sales reported from Eastern/Phila., Richman/Phila., El Roy/Long Island, Town Hall/N.Y., King Karol/N.Y., Northern/Cleve.
- #20 PETER FRAMPTON** — Added at 8 stations including: KTLK, 13Q, WPEZ, WQAM, WABC, WDGY. Jumped at 11 stations including: KJR 21-15, WSAI ex-26, KSLQ 27-17, WRKO 16-10, KILT 26-21. Top 10 sales at: Poplar/Memphis, Peaches/Delwood, NE Music City/Boston, Peter's/Boston, Music Plus/L.A., Cassells/L.A.
- #22 DR. HOOK** — Seven adds this week: KHJ, WRKO, WNCI, KRBE, KLEO, WGCL, WLEE. Jumps at 11 stations including these keys: WFIL ex-26, WCAO ex-28, WCOL 19-12, WMPs 24-14, KILT 40-32, KEEL 21-13.
- #23 FLEETWOOD MAC** — Five adds this week: WQXI, KXOK, WPEZ, WKBW, KRBE. Jumps at WFI ex-17, KLIF ex-21, WLS 17-12, WMPs 23-17, KILT 35-27.
- #24 CLIFF RICHARD** — 10 adds this week: KHJ, WAYS, KRBE, WHBQ, WERC, WKY, WSGN, KEEL, Z-96, KIOA. 17 reporters jumped this title. Keys are WCAO ex-30, WCOL 28-18, WBBF 25-16, KILT 36-22, WOKY 28-24, WAVZ ex-23, WMPs 27-22, WHHY 7-2.
- #26 WAR** — Fifth most added record this week with 12. Major adds at: WLS, KJR, WRKO, KHJ, WGCL. 8 jumps including: WCOL 30-26, KRBE 27-19, KILT 37-28, KRSP 24-17, KEEL 28-24. Top 10 sales from Town Hall/N.Y., King Karol/New York, Mile High/Denver.
- #33 JEFFERSON STARSHIP** — Third most added record this week with 15 stations. Major adds at WABC, WMAK, Z-93, WLS, WAPE, WGCL, KILT, KISN, WAPE, KIMN. Jumps at 10 reporters. Key jumps at KLIF ex-23, WCAO ex-25, WRKO 30-22, KRBE ex-27, KCBQ 23-18. Top 5 sales in Baltimore reported from Morey's and Zamoiski.
- #35 ORLEANS** — Added at 10 stations including: KRBE, WHBQ, WPRO, KIMN, Z-96, WLEE, KGW, WBBF, WJET. Jumped at 12 stations including WFI 28-20, WFIL ex-27, WCAO ex-29, WPGC 23-16, KISN ex-22, KTLK 34-25, KJOY 27-14, WSGA 29-24, WBBQ 30-25.
- #37 BOZ SCAGGS** — Fourth most added record this week with 13 stations. Major adds this week are WFIL, WCAO, KRBE, WPGC, KILT, CKLW, WVBF, WDRQ, WDRC, WAPE. Jumped at KSTP ex-27, WCOL 35-31, KTAC ex-26, KHJ 25-20, U-100 17-13. Top 10 sales reported at: Licorice Pizza/L.A., Richman Brothers/Phila., Town Hall/N.Y., King Karol/N.Y.
- #38 SILVER** — Added at Y-100, WIRL, WSGA. Jumped at WMAK 27-21, WERC 27-22, KTAC ex-29, KJR ex-24, WAVZ 24-20, WOKY 30-25, KING ex-30.
- #46 EARTH, WIND & FIRE** — Added this week at WCOL, WGCL, KSLQ, WAVZ, 99X, KRBE. Jumped at WGH 26-19, WPRO 24-17, WDRQ 16-11. Strongest sales reported in Baltimore with top 5 sales at Potomac and Morey's.
- #48 LADY FLASH** — Seven adds this week including KJOY, KGW, WBGW, KAKY, WPRO, WKY, WAKY. Jumps at KEEL 26-22, WORC 29-20 and WAVZ ex-22.
- #55 CHICAGO** — Most added record this week with 24 adds. Heavy adds this week are: CKLW, KTLK, WOKY, Q102, WAPE, WCOL, WCAO, KLIF, WFI, WSGA, WDRQ. Seven jumps in its second week of airplay, WSAI ex-30, KRBE ex-29, KAFY 17-8, WERC ex-24, Y-100 27-16, KSTP ex-29, WBBQ ex-26.
- #58 HALL & OATES** — Seven adds this week including WMPs, WNCI, WOKY, WKBW, KAFY, Z-93, WAKY. Jumped at 9 stations including KFRC 26-14, WCOL 23-14, KLIF ex-19, KSTP ex-30, WERC ex-28.
- #60 OHIO PLAYERS** — Added to CKLW, WNDE. Jumped at KILT 16-12, KRBE 16-11. Bulleted at 4 on the Cash Box R&B chart. Sales mentions at 33% of our reporting accounts. Top 10 sales at Morey's/Baltimore, Northern/Clev., Poplar/Memphis.
- #63 HELEN REDDY** — (I Can't Hear You No More) — 11 adds this week including WAKY, KEEL, WFI, WGH, WGH, KLIF, WCAO, KIMN, KRSP, WKBW, WING, KTLK, WING, KAKC. Jumped at WPGC ex-29.
- #66 PAUL DAVIS** — Added this week at WPGC, KRBE, WOKY, WAVZ, WNCI, WCAO, WGH. Jumped at WHHY 23-15, WSAI ex-28, KILT 38-34.
- #69 JAMES TAYLOR** — Added at Q102, Z-93, WHBQ, WGH, WLEE. Jumps at WBBQ ex-27, WSGN ex-20.
- #72 OLIVIA NEWTON-JOHN** — Added to WDRC, WGH, KIMN, KRSP, WING, WMPs, KTLK, WKLO. Last week added to KHJ, KFRC, 99X, WHBQ.
- #83 HELEN REDDY** — (Music Is My Life) — Added to WDRQ, KSLQ, WOKY, KCBQ. Play also at WERC and WFI.
- #84 THE ALAN PARSONS PROJECT** — Added to WCAO, WOKY, KCBQ. Jumps at KEEL 31-27, WKLO ex-22, U-100 21-15.
- #86 STEVE MILLER** — Added at KISN, Q102, KSLQ, WAVZ, KNDE, KGW, KJOY, WDRQ.
- #88 RICK DEES** — Added to WAKY, WBBQ, KING. Jump at WMPs ex-25. Play on WLAC, WKLO, KTLK, WAYS. #5 at WERC.

10 To 5 — I'd Really Love — England Dan & Coley
18 To 13 — You'll Never Find — Lou Rawls
19 To 12 — Shake Your Booty — KC & Sunshine Band
21 To 15 — A Little Bit More — Dr. Hook
27 To 21 — Wham Bam — Silver
Extra To 25 — Devil Woman — Cliff Richard
WLAC — NASHVILLE
#1 — Gary Wright
*Still The One — Orleans — Asylum
*If You Leave — Chicago — Columbia
20 To 13 — You'll Never Find — Lou Rawls
Extra To 23 — Devil Woman — Cliff Richard
Extra To 24 — Summer — War
WAVZ — NEW HAVEN
#1 — Lou Rawls
*Baby Love — Group With No Name — Casablanca
*Rockin' Me — Steve Miller — Capitol
*Superstar — Paul Davis — Bang
*Getaway — Earth, Wind & Fire — Columbia
8 To 3 — Young Hearts Run Free — Candi Staton
14 To 8 — Play That Funky Music — Wild Cherry
19 To 14 — I'd Really Love — England Dan & Coley
24 To 10 — Wham Bam — Silver
30 To 21 — With Your Love — Jefferson Starship
Extra To 22 — Street Singin' — Lady Flash
Extra To 23 — Devil Woman — Cliff Richard
Extra To 28 — She's Gone — Hall & Oates
WNOE — NEW ORLEANS
#1 — Gary Wright
I'd Really Love — England Dan & Coley — Big Tree
You Should Be Dancing — Bee Gees — RSO
Shake Your Booty — KC & Sunshine Band — TK
15 To 9 — Baby, I Love — Peter Frampton
23 To 18 — Tear The Roof Off — Parliament
24 To 15 — Moonlight Feels Right — Starbuck
25 To 21 — Let Her In — John Travolta
WTIX — NEW ORLEANS
#1 — Manhattans
No new additions

WABC — NEW YORK
#1 — Manhattans
Play That Funky Music — Wild Cherry — Sweet City
I'd Really Love — England Dan & Coley — Big Tree
A Fifth Of Beethoven — Walter Murphy — Private Stock
Baby, I Love — Peter Frampton — A&M
With Your Love — Jefferson Starship — Grunt
11 To 7 — You Should Be Dancing — Bee Gees
17 To 9 — Let 'Em In — Wings
WPIX — NEW YORK
#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
Fifth Of Beethoven — Walter Murphy — Private Stock
11 To 6 — Rock And Roll Music — Beach Boys
12 To 8 — I'd Really Love — England Dan & Coley
99X — NEW YORK
#1 — Lou Rawls
Getaway — Earth, Wind & Fire — Columbia
Shake Your Booty — KC & Sunshine Band — TK
I'm Easy — Keith Carradine — ABC
Lowdown — Boz Scaggs — Columbia
A Fifth Of Beethoven — Walter Murphy — Private Stock
Get Closer — Seals & Crofts — WB
Play That Funky Music — Wild Cherry — Sweet City
WGH — NORFOLK
#1 — Manhattans
*If You Leave — Chicago — Columbia
*Shower The People — James Taylor — WB
*Superstar — Paul Davis — Bang
*Don't Stop Believin' — Olivia Newton-John — MCA
*I Can't Hear You — Helen Reddy — Capitol
13 To 7 — Play That Funky Music — Wild Cherry
19 To 10 — Don't Go Breaking — Elton John & Kiki Dee
26 To 19 — Getaway — Earth, Wind & Fire
30 To 25 — With Your Love — Jefferson Starship
WKY — OKLAHOMA CITY
#1 — Elton John & Kiki Dee
Devil Woman — Cliff Richard — MCA

If You Leave — Chicago — Columbia
Street Singin' — Lady Flash — RSO
You'll Never Find — Lou Rawls — Phila. Int'l.
12 To 6 — You Should Be Dancing — Bee Gees
15 To 8 — A Fifth Of Beethoven — Walter Murphy
19 To 11 — A Little Bit More — Dr. Hook
KOMA — OKLAHOMA CITY
#1 — Beatles
No new additions
WOW — OMAHA
#1 — Elton John & Kiki Dee
*Baby, I Love — Peter Frampton — A&M
*Shake Your Booty — KC & Sunshine Band — TK
8 To 1 — Don't Go Breaking — Elton John & Kiki Dee
15 To 11 — Say You Love Me — Fleetwood Mac
WIRL — PEORIA
#1 — Manhattans
Wham Bam — Silver
Summer — War — UA
Play That Funky Music — Wild Cherry — Sweet City
12 To 5 — Don't Go Breaking — Elton John & Kiki Dee
25 To 14 — A Fifth Of Beethoven — Walter Murphy
WFIL — PHILADELPHIA
#1 — Starland Vocal Band
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Lowdown — Boz Scaggs — Columbia
21 To 17 — I'd Really Love — England Dan & Coley
22 To 13 — Play That Funky Music — Wild Cherry
26 To 16 — Shake Your Booty — KC & Sunshine Band
Extra To 19 — This Masquerade — George Benson
Extra To 26 — A Little Bit More — Dr. Hook
Extra To 27 — Still The One — Orleans
WFI — PHILADELPHIA
#1 — Lou Rawls
If You Leave — Chicago — Columbia
*She's Gone — Hall & Oates — Atlantic
*I Can't Hear You — Helen Reddy — Capitol
*Music Is My Life — Helen Reddy — Capitol
*No, No, Joe — Silver Convention — Midland Int'l.

*Try Me — Donna Summer — Oasis
*Listen To The Buddha — Ozo — DJM
19 To 12 — Play That Funky Music — Wild Cherry
20 To 14 — I'd Really Love — England Dan & Coley
28 To 20 — Still The One — Orleans
Extra To 17 — Say You Love Me — Fleetwood Mac
KUPD — PHOENIX
#1 — Brothers Johnson
*Don't Stop Believin' — Olivia Newton-John — MCA
*With Your Love — Jefferson Starship — Grunt
*Summer — War — UA
*Play That Funky Music — Wild Cherry — Sweet City
*Heaven Must Be — Tavares — Capitol
8 To 3 — Kiss And Say — Manhattans
11 To 7 — Don't Go Breaking — Elton John & Kiki Dee
16 To 9 — You Should Be Dancing — Bee Gees
21 To 12 — This Masquerade — George Benson
19 To 14 — I'd Really Love — England Dan & Coley
23 To 16 — Devil Woman — Cliff Richard
26 To 18 — I'm Easy — Keith Carradine
25 To 21 — Little Bit More — Dr. Hook
30 To 23 — Wham Bam — Silver
WPEZ — PITTSBURGH
#1 — Wild Cherry
*Say You Love Me — Fleetwood Mac — Reprise
*Baby I Love — Peter Frampton — A&M
*Hard Work — John Handy — ABC
11 To 7 — You'll Never Find — Lou Rawls
13 To 10 — You Should Be Dancing — Bee Gees
15 To 11 — Don't Go Breaking — Elton John & Kiki Dee
20 To 13 — Let 'Em In — Wings
18 To 14 — Turn The Beat — Vicki Sue Robinson
25 To 15 — Shake Your Booty — KC & Sunshine Band
13Q — PITTSBURGH
#1 — Wild Cherry
Do You Feel — Peter Frampton — A&M
Let 'Em In — Wings — Capitol

ADDITIONS TO SECONDARY MARKET PLAYLISTS

WJLB — BRONX
#1 — Elton John & Kiki Dee
13 To 16 — Leave Me Now — Chicago — Columbia
17 To 19 — Hear You — Helen Reddy — Capitol
*Get The Funk — Brothers Johnson — A&M
*Superstar — Paul Davis — Bang
*Rockin' Me — Steve Miller — Capitol
*Love I Have To Give — Managerie
5 To 1 — Don't Go Breaking — Elton John & Kiki Dee
10 To 4 — Little Bit More — Dr. Hook
14 To 6 — You'll Never Find — Lou Rawls
26 To 15 — Magic Man — Heart
31 To 21 — Shake Your Booty — KC & Sunshine Band
36 To 26 — With Your Love — Jefferson Starship
40 To 32 — Say You Love Me — Fleetwood Mac
39 To 33 — Springtime Mama — Henry Gross
Extra To 35 — Devil Woman — Cliff Richard
Extra To 37 — She's Gone — Hall & Oates
Extra To 38 — The Reaper — Blue Oyster Cult
Extra To 40 — Getaway — E,W&F

WPTR — ALBANY
#1 — Elton John & Kiki Dee
Street Singin' — Lady Flash — RSO
One Love — Diana Ross — Motown
Hard Work — John Handy — ABC/Impulse
I Can't Hear You — Helen Reddy — Capitol
Don't Stop Believin' — Olivia Newton-John — RCA
Superstar — Paul Davis — Bang
18 To 3 — You Should Be Dancing — Bee Gees
19 To 9 — You'll Never Find — Lou Rawls
27 To 21 — I'd Really Love — England Dan & Coley
33 To 24 — Play That Funky Music — Wild Cherry
32 To 26 — Say You Love Me — Fleetwood Mac
20 To 14 — This Masquerade — George Benson

KRKE — ALBUQUERQUE
#1 — Elton John & Kiki Dee
If You Leave Me Now — Chicago — Columbia
Still The One — Orleans — Asylum
Lowdown — Boz Scaggs — Columbia
11 To 2 — Play That Funky Music — Wild Cherry
18 To 6 — Baby I Love — Peter Frampton
16 To 8 — You Should Be Dancing — Bee Gees
Extra To 15 — Fifth Of Beethoven — Walter Murphy
Extra To 16 — Shake Your Booty — KC & Sunshine Band
Extra To 20 — Devil Woman — Cliff Richard

WAEB — ALLENTOWN
#1 — Beatles
Sunrise — Eric Carmen — Arista
I Can't Hear You — Helen Reddy — Capitol
Wham Bam — Silver — Arista
Soul Searchin' — Trammps — Atlantic
6 To 2 — I'd Really Love — England Dan & Coley
9 To 4 — Summer — War
Extra To 25 — Say You Love Me — Fleetwood Mac

WRFC — ATHENS
#1 — Aretha Franklin
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Disco Duck — Rick Dees — RSO
*With Your Love — Jefferson Starship — Grunt
*Street Singin' — Lady Flash — RSO
*You Are The Woman — Firefall — Atlantic
22 To 16 — This Masquerade — George Benson
27 To 17 — Can't Change On Me — Cate Brothers
34 To 20 — Summer — War
10 To 4 — Everything's Coming — David Ruffin
15 To 8 — Play That Funky Music — Wild Cherry

KFYR — BISMARCK
#1 — England Dan & John Ford Coley
*Street Singin' — Lady Flash — RSO
*Still The One — Orleans — Asylum
*Shower The People — James Taylor — WB
*If You Know What — Chicago — Columbia
16 To 11 — Summer — War
22 To 17 — She's Gone — Hall & Oates

WBGN — BOWLING GREEN
#1 — Elton John & Kiki Dee
*Shelter Me — Fingertips — MCA
*You'll Never Find — Lou Rawls — Phila. Int'l.
*Sophisticated Lady — Natalie Cole — Capitol
*Summer — War — UA
21 To 14 — Let 'Em In — Wings
Extra To 25 — Shake Your Booty — KC & Sunshine Band

WICC — BRIDGEPORT
#1 — Manhattans
Ode To Billy Joe — Bobbie Gentry — Capitol
Don't Stop Believin' — Olivia Newton-John — MCA
I Can't Hear You — Helen Reddy — Capitol
23 To 9 — Little Bit More — Dr. Hook
33 To 22 — Turn The Beat — Vicki Sue Robinson
32 To 27 — Heaven Must Be — Tavares
Extra To 35 — See You On Sunday — Glen Campbell
Extra To 34 — If You Leave Me Now — Chicago

WGOW — CHATTANOOGA
#1 — Elton John & Kiki Dee
If You Leave Me Now — Chicago — Columbia
Lowdown — Boz Scaggs — Columbia
I Can't Hear You — Helen Reddy — Capitol
She's Gone — Hall & Oates — Atlantic
Did You Boogie — Flash Cadillac — Private Stock
27 To 15 — Young Hearts — Candi Stator
23 To 14 — Shake Your Booty — KC & Sunshine Band
12 To 7 — Fifth Of Beethoven — Walter Murphy
29 To 21 — Wham Bam — Silver
28 To 18 — Summer — War
Extra To 20 — Still The One — Orleans
Extra To 22 — With Your Love — Jefferson Starship
Extra To 25 — Shower The People — James Taylor
Extra To 27 — You'll Never Find — Lou Rawls
Extra To 30 — Street Singin' — Lady Flash

WFLI — CHATTANOOGA
#1 — Elton John & Kiki Dee
*If You Leave Me Now — Chicago — Columbia
*Shower The People — James Taylor — WB
*Wanna Make Love — Sun — Capitol
10 To 6 — Fifth Of Beethoven — Walter Murphy
12 To 7 — Let 'Em In — Wings
14 To 10 — I'd Really Love — England Dan & Coley
18 To 13 — Shake Your Booty — KC & Sunshine Band
23 To 15 — Stranger — Johnny Duncan
25 To 16 — Baby I Love — Peter Frampton
21 To 17 — Say You Love Me — Fleetwood Mac
29 To 21 — Devil Woman — Cliff Richard
28 To 24 — Magic Man — Heart
Extra To 25 — Still The One — Orleans
Extra To 26 — Struttin' My Stuff — Elvin Bishop
Extra To 29 — You'll Never Find — Lou Rawls
Extra To 30 — Lowdown — Boz Scaggs

WMFJ — DAYTONA BEACH
#1 — Walter Murphy
*If You Leave Me Now — Chicago — Columbia
*With Your Love — Jefferson Starship — Grunt
*Rockin' Me — Steve Miller — Capitol
*Satin Sheets — Bellamy Brothers — WB
*Disco Duck — Rick Dees — RSO
*Get The Funk — Brothers Johnson
13 To 5 — Don't Go Breaking — Elton John & Kiki Dee
12 To 6 — You Should Be Dancing — Bee Gees
Extra To 7 — Wham Bam — Silver
Extra To 28 — I Can't Hear You — Helen Reddy
Extra To 29 — High Fly — John Miles
Extra To 30 — Lowdown — Boz Scaggs

WEAQ — EAU CLAIRE
#1 — Elton John & Kiki Dee
With Your Love — Jefferson Starship — Grunt
If You Leave Me Now — Chicago — Columbia
Superstar — Paul Davis — Bang
15 To 10 — Devil Woman — Cliff Richard
20 To 12 — Summer — War
21 To 13 — Wham Bam — Silver
29 To 20 — Shake Your Booty — KC & Sunshine Band

KINT — EL PASO
#1 — Manhattans
*Shake Your Booty — KC & Sunshine Band — TK
*If You Leave Me Now — Chicago — Columbia
*Magic Man — Heart — Mushroom
*Devil Woman — Cliff Richard — Rocket
*Detroit City Rock — Kiss — Casablanca
*With Your Love — Jefferson Starship — Grunt
12 To 7 — Don't Go Breaking — Elton John & Kiki Dee
13 To 8 — Let 'Em In — Wings
14 To 10 — You Should Be Dancing — Bee Gees
16 To 12 — I'd Really Love — England Dan & Coley
Extra To 16 — Heaven Must Be — Tavares
Extra To 20 — Got To Get You — Beatles
Extra To 18 — This Masquerade — George Benson
Extra To 17 — Fifth Of Beethoven — Walter Murphy

WJET — ERIE
#1 — Manhattans
With Your Love — Jefferson Starship — Grunt
Still The One — Orleans — Asylum
*If You Leave Me Now — Chicago — Columbia
15 To 9 — This Masquerade — George Benson
21 To 14 — I'm Easy — Keith Carradine
KRKO — EVERETT
#1 — Elton John & Kiki Dee
*The Reaper — Blue Oyster Cult — Columbia
*Shower The People — James Taylor — WB
*I Need To Be — Carpenters — A&M
*Popsicle Toes — Michael Franks — Reprise
*I Never Cry — Alice Cooper — WB
*I Can't Hear You — Helen Reddy — Capitol
*She's Gone — Hall & Oates — Atlantic
Extra To 29 — Lowdown — Boz Scaggs

KOWB — FARGO
#1 — Elton John & Kiki Dee
Fifth Of Beethoven — Walter Murphy — Private Stock
With Your Love — Jefferson Starship — Grunt
Still The One — Orleans — Asylum
9 To 5 — Wham Bam — Silver
WFLB — FAYETTEVILLE
#1 — Wild Cherry
I Can't Hear You — Helen Reddy — Capitol
Fifth Of Beethoven — Walter Murphy — Private Stock
Street Singin' — Lady Flash — RSO
If You Leave Me Now — Chicago — Columbia

Singles To Watch

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

1. If You Leave Me Now — Chicago — Columbia
2. I Can't Hear You No More — Helen Reddy — Capitol
3. Don't Stop Believin' — Olivia Newton-John — MCA
4. She's Gone — Hall & Oates — Atlantic
5. (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
6. Rock'n Me — Steve Miller — Capitol
7. Magic Man — Heart — Mushroom
8. Springtime Mama — Henry Gross — Lifesong
9. Street Singin' — Lady Flash — RSO
10. Shower The People — James Taylor — WB

Baby Love — Group With No Name — Casablanca
Do You Feel — Peter Frampton — A&M
Free Spirit — Atlanta Rhythm Section — Polydor
16 To 7 — Don't Go Breaking — Elton John & Kiki Dee
17 To 12 — I'd Really Love — England Dan & Coley
24 To 13 — Lowdown — Boz Scaggs
27 To 20 — Disco Duck — Rick Dees
29 To 24 — Still The One — Orleans
30 To 26 — One Love — Diana Ross
Extra To 27 — I'm Easy — Keith Carradine
Extra To 28 — Devil Woman — Cliff Richard
Extra To 29 — Magic Man — Heart

KFJZ — FORTH WORTH
#1 — George Benson
Still The One — Orleans — Asylum
If You Leave Me Now — Chicago — Columbia
Wham Bam — Silver — Arista
8 To 2 — Shake Your Booty — KC & Sunshine Band
10 To 4 — Don't Go Breaking — Elton John & Kiki Dee

KYNO — FRESNO
#1 — Peter Frampton
Still The One — Orleans — Asylum
Springtime Mama — Henry Gross — Lifesong
*Shower The People — James Taylor — WB
*Magic Man — Heart — Mushroom
*Don't Stop Believin' — Olivia Newton-John
*I Can't Hear You — Helen Reddy — Capitol
*You To Me — Real Thing — UA
30 To 25 — With Your Love — Jefferson Starship
29 To 24 — Heaven Must Be — Tavares
24 To 19 — Summer — War
Extra To 29 — Little Bit More — Dr. Hook
Extra To 30 — If You Leave Me Now — Chicago
Extra To 28 — Wham Bam — Silver
Extra To 26 — Young Hearts — Candi Stator

Z-96 — GRAND RAPIDS
#1 — Starland Vocal Band
*Rainbow — Leon & Mary Russell — Paradise
*Still The One — Orleans — Asylum
*Hold On — Sons Of Champlin — Ariola America
*Devil Woman — Cliff Richard — Rocket
16 To 10 — Got To Get You — Beatles
21 To 14 — Let 'Em In — Wings
Extra To 25 — Play That Funky Music — Wild Cherry
Extra To 29 — Magic Man — Heart

WLVJ — GRAND RAPIDS
#1 — Manhattans
*She's Gone — Hall & Oates — Atlantic
*Fifth Of Beethoven — Walter Murphy — Private Stock
10 To 6 — I'd Really Love — England Dan & Coley
Extra To 20 — Young Hearts — Candi Stator
Extra To 19 — Play That Funky Music — Wild Cherry
Extra To 18 — You'll Never Find — Lou Rawls
Extra To 16 — Heaven Must Be — Tavares

KEIN — GREAT FALLS
#1 — Wings
The Reaper — Blue Oyster Cult — Columbia
Rockin' Me — Steve Miller — Capitol
She's Gone — Hall & Oates — Atlantic
End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot

24 To 16 — Devil Woman — Cliff Richard
10 To 4 — Don't Go Breaking — Elton John & Kiki Dee
Extra To 25 — Still The One — Orleans
Extra To 27 — Shake Your Booty — KC & Sunshine Band
Extra To 28 — If You Leave Me Now — Chicago
Extra To 29 — Play That Funky Music — Wild Cherry
Extra To 30 — I Can't Hear You — Helen Reddy

WOPD — LAKELAND
#1 — KC & Sunshine Band
Rockin' It — Steve Miller — Capitol
If You Leave Me Now — Chicago — Columbia
Get The Funk — Brothers Johnson — A&M
Hard Work — John Handy — ABC/Impulse
Sunrise — Eric Carmen — Arista
*Hay Makin' Time — City Boy — Mercury
*Satin Sheets — Bellamy Brothers — WB
*One Love — Diana Ross — Motown
*Showdown — ELO — UA
*Popsicle Toes — Michael Franks — WB
*No No Joe — Silver Convention — Midland Intl.
*Disco Duck — Rick Dees — RSO
*What Did I Live For — Eydie Gorme — UA
26 To 18 — Party — Van McCoy
39 To 22 — I Can't Hear You — Helen Reddy
Extra To 34 — With Your Love — Jefferson Starship
Extra To 35 — She's Gone — Hall & Oates

WVIC — LANSING
#1 — Elton John & Kiki Dee
Heaven Must Be — Tavares — Capitol
I Can't Hear You — Helen Reddy — Capitol
*Getaway — E,W&F — Columbia
*One Love — Diana Ross — Motown
*Get The Funk — Brothers Johnson — A&M
*You Are The Woman — Firefall — Atlantic
*Amber Cascades — America — WB
16 To 11 — Play That Funky Music — Wild Cherry
17 To 12 — Summer — War

KENO — LAS VEGAS
#1 — Elton John & Kiki Dee
*I Can't Hear You — Helen Reddy — Capitol
*If You Leave Me Now — Chicago — Columbia
*Don't Stop Believin' — Olivia Newton-John — MCA
24 To 15 — Fifth Of Beethoven — Walter Murphy
30 To 20 — Baby I Love — Peter Frampton
Extra To 28 — You'll Never Find — Lou Rawls
Extra To 32 — Play That Funky Music — Wild Cherry
Extra To 33 — This Masquerade — George Benson
Extra To 37 — With Your Love — Jefferson Starship

WBLI — LONG ISLAND
#1 — Elton John & Kiki Dee
*Turn The Beat — Vicki Sue Robinson — WB
*If You Leave Me Now — Chicago — Columbia
*Don't Stop Believin' — Olivia Newton-John — MCA
*Devil Woman — Cliff Richard — Rocket

*With Your Love — Jefferson Starship — Grunt
*She's Gone — Hall & Oates — Atlantic
WISM — MADISON
#1 — Wings
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Feel Your Groove — Ben Sidran — Arista
*She's Gone — Hall & Oates — Atlantic
*Magic Man — Heart — Mushroom
*Take A Hand — Rick Springfield — Chelsea
6 To 1 — Let 'Em In — Wings
10 To 4 — Don't Go Breaking — Elton John & Kiki Dee
11 To 6 — I'd Really Love — England Dan & Coley
13 To 7 — Got To Get You — Beatles
15 To 9 — You Should Be Dancing — Bee Gees
22 To 15 — Say You Love Me — Fleetwood Mac
25 To 17 — Devil Woman — Cliff Richard
28 To 20 — You'll Never Find — Lou Rawls
29 To 23 — This Masquerade — George Benson

WFOM — MARIETTA
#1 — Elton John & Kiki Dee
*Lowdown — Boz Scaggs — Columbia
*Sunrise — Eric Carmen — Arista
10 To 4 — I'm Easy — Keith Carradine
16 To 10 — Play That Funky Music — Wild Cherry
19 To 13 — Young Hearts — Candi Stator
Extra To 30 — With Your Love — Jefferson Starship
Extra To 29 — I Can't Hear You — Helen Reddy
Extra To 27 — Disco Duck — Rick Dees
Extra To 28 — If You Leave Me Now — Chicago

KNOE — MONROE
#1 — Beatles
If You Leave Me Now — Chicago — Columbia
Dr. Tarr & Prof. Fether — Allan Parsons — 20th Century
Don't Stop Believin' — Olivia Newton-John — MCA
With Your Love — Jefferson Starship — Grunt
Still The One — Orleans — Asylum
18 To 9 — You'll Never Find — Lou Rawls
10 To 5 — Don't Go Breaking — Elton John & Kiki Dee
5 To 1 — Got To Get You — Beatles
22 To 10 — Let 'Em In — Wings
38 To 20 — Shake Your Booty — KC & Sunshine Band
Extra To 35 — Devil Woman — Cliff Richard
Extra To 34 — The Reaper — Blue Oyster Cult

WLOF — ORLANDO
#1 — Lou Rawls
*This Masquerade — George Benson — WB
*Still The One — Orleans — Asylum
*With Your Love — Jefferson Starship — Grunt
12 To 7 — Don't Go Breaking — Elton John & Kiki Dee
18 To 13 — Play That Funky Music — Wild Cherry
23 To 17 — If You Leave Me Now — Chicago
Extra To 20 — Fifth Of Beethoven — Walter Murphy
Extra To 25 — Little Bit More — Dr. Hook

KACY — OXNARD
#1 — Elton John & Kiki Dee
I'm A Song Sing Me — Stuart Goetz — Mercury
Don't Stop Believin' — Olivia Newton-John — MCA
I Can't Hear You — Helen Reddy — Capitol
Wham Bam — Silver — Arista
Still The One — Orleans — Asylum
31 To 13 — Baby I Love — Peter Frampton

22 To 15 — This Masquerade — George Benson
31 To 22 — If You Leave Me Now — Chicago
27 To 18 — Say You Love Me — Fleetwood Mac
WBSR — PENSACOLA
#1 — Neil Diamond
*With Your Love — Jefferson Starship — Grunt
*If You Leave Me Now — Chicago — Columbia
*Did You Boogie — Flash Cadillac — Private Stock
*Don't Stop Believin' — Olivia Newton-John — MCA
37 To 31 — Springtime Mama — Henry Gross
32 To 26 — Play That Funky Music — Wild Cherry
31 To 24 — Shake Your Booty — KC & Sunshine Band
20 To 13 — Don't Go Breaking — Elton John & Kiki Dee
Extra To 35 — Still The One — Orleans
Extra To 36 — Dr. Tarr & Prof. Fether — Allan Parsons
Extra To 38 — The Reaper — Blue Oyster Cult

WKIX — RALEIGH
#1 — Elton John & Kiki Dee
Devil Woman — Cliff Richard — Rocket
I Can't Hear You — Helen Reddy — Capitol
With Your Love — Jefferson Starship — Grunt
If You Leave Me Now — Chicago — Columbia
28 To 16 — Show The People — James Taylor
25 To 15 — Little Bit More — Dr. Hook
17 To 9 — Baby I Love — Peter Frampton
13 To 8 — This Masquerade — George Benson
27 To 19 — Say You Love Me — Fleetwood Mac
20 To 13 — Lowdown — Boz Scaggs

WJON — ST. CLOUD
#1 — Red Sovine
*I Can't Hear You — Helen Reddy — Capitol
*With Your Love — Jefferson Starship — Grunt
*Still The One — Orleans — Asylum
*Dr. Tarr & Prof. Fether — Allan Parsons — 20th Century
Extra To 18 — Wham Bam — Silver
KONO — SAN ANTONIO
#1 — Manhattans
*If You Leave Me Now — Chicago — Columbia
*Amber Cascades — America — WB
*Heaven Must Be — Tavares — Capitol
ex to 35 — Don't Stop Believin' — Olivia Newton-John

KTSA — SAN ANTONIO
#1 — Wings
I'm Easy — Keith Carradine — ABC
If You Leave Me Now — Chicago — Columbia
15 To 6 — Don't Go Breaking — Elton John & Kiki Dee
17 To 13 — Baby I Love — Peter Frampton
24 To 20 — You Should Be Dancing — Bee Gees
27 To 18 — Shake Your Booty — KC & Sunshine Band
KLIV — SAN JOSE
#1 — Parliament
Play That Funky Music — Wild Cherry City
Still The One — Orleans — Asylum
First — Rod Stewart — WB
20 To 13 — Lowdown — Boz Scaggs
6 To 1 — Tear The Roof — Parliament
Extra To 14 — Shake Your Booty — KC & Sunshine Band
Extra To 19 — Devil Woman — Cliff Richard
Extra To 20 — I'd Really Love — England Dan & Coley

KSLY — SAN LUIS OBISPO
#1 — Elton John & Kiki Dee
*You Are The Woman — Firefall — Atlantic
*Sunrise — Eric Carmen — Arista
*Rockin' Me — Steve Miller — Capitol
*Showdown — ELO — UA
31 To 22 — Still The One — Orleans
28 To 21 — Feel Your Groove — Ben Sidran

29 To 19 — The Reaper — Blue Oyster Cult
25 To 18 — If You Leave Me Now — Chicago
24 To 17 — Ode To Billy Joe — Bobbie Gentry
16 To 11 — Play That Funky Music — Wild Cherry
Extra To 30 — Princess And The Punk — Barry Mann
Extra To 29 — Long May You Run — Steve Stills & Neil Young
Extra To 28 — Shake Your Booty — KC & Sunshine Band
WORD — SPARTANBURG
#1 — Wild Cherry
*Give It Up — Tyrone Davis — Columbia
*Long Hard Ride — Marshall Tucker Band
*That'll Be The Day — Linda Ronstadt — Asylum
*I Can't Hear You — Helen Reddy — Capitol
*Devil Woman — Cliff Richard — Rocket
*Street Singin' — Lady Flash — RSO
*Heart On My Sleeve — Gallagher & Lyle — A&M
7 To 1 — Play That Funky Music — Wild Cherry
13 To 7 — Who'd She Coo — Ohio Players
25 To 12 — You Should Be Dancing — Bee Gees
24 To 16 — Turn The Beat — Vicki Sue Robinson
Extra To 17 — Baby I Love — Peter Frampton

WSPT — STEVENS POINT
#1 — Cliff Richard
*Summer — War — UA
*You'll Never Find — Lou Rawls — Phila. Int'l.
19 To 9 — Don't Go Breaking — Elton John & Kiki Dee
8 To 4 — Kiss And Say — Manhattans
Extra To 27 — Play That Funky Music — Wild Cherry
Extra To 29 — Too Easy To Love — Dakotah
WOLF — SYRACUSE
#1 — Elton John & Kiki Dee
Still The One — Orleans — Asylum
With Your Love — Jefferson Starship — Grunt
Don't Stop Believin' — Olivia Newton-John — MCA
*If You Leave Me Now — Chicago — Columbia
*You Are The Woman — Firefall — Atlantic
*One Love — Diana Ross — Motown
16 To 7 — I'd Really Love — England Dan & Coley
13 To 8 — Baby I Love — Peter Frampton
24 To 16 — Fifth Of Beethoven — Walter Murphy

WNDR — SYRACUSE
#1 — Elton John & Kiki Dee
She's Gone — Hall & Oates — Atlantic
One Love — Diana Ross — Motown
If You Leave Me Now — Chicago — Columbia
Don't Stop Believin' — Olivia Newton-John — MCA
10 To 3 — You Should Be Dancing — Bee Gees
11 To 5 — I'd Really Love — England Dan & Coley
20 To 11 — Say You Love Me — Fleetwood Mac
24 To 15 — Shake Your Booty — KC & Sunshine Band

WLKY — TAMPA
#1 — Brothers Johnson
Say You Love Me — Fleetwood Mac — Reprise
*You'll Never Find — Lou Rawls — Phila. Int'l.
*Little Bit More — Dr. Hook — Capitol
*With Your Love — Jefferson Starship — Grunt
13 To 7 — I'd Really Love — England Dan & Coley
22 To 15 — You Should Be Dancing — Bee Gees
25 To 16 — Fifth Of Beethoven — Walter Murphy
28 To 19 — I'm Easy — Keith Carradine
27 To 20 — Rock And Roll Music — Beach Boys
30 To 18 — Baby I Love — Peter Frampton
KEWI — TOPEKA
#1 — Elton John & Kiki Dee
Still The One — Orleans — Asylum
Chicken Train Stomp — Ozark Mtn. Daredvils — A&M
If You Leave Me Now — Chicago — Columbia
Don't Stop Believin' — Olivia Newton-John — MCA
Springtime Mama — Henry Gross — Lifesong
26 To 2 — Teddybear — Red Sovine

continued on page 57

THE CASH BOX POP RADIO ANALYSIS

<i>most added records</i>	This Week	To Date	<i>station adds this week</i>
1. If You Leave Me Now — Chicago — Columbia	27%	38%	CKLW, KTLK, Q-102, WIFI, WCAO, WCOL, KGW, WOKY, WING, WLAC, KTAC, WAPE, KIMN, KJRB, KLIF, WKY, WSGN, WGH, WJET, WSGA, WDRC, KISN, KJOY, U-100.
2. With Your Love — Jefferson Starship — Grunt/RCA	19%	58%	WLS, KXOK, KFRC, WNCI, WDFH, 99X, WKLO, WVBF, KING, KAKC, KLEO, WKBW, WNDE, KLIF, WOW, WNOE.
3. Shake Your Booty — KC & Sunshine Band — TK	19%	88%	WABC, WLS, WMAK, Z-93, WAKY, WSGA, WBBQ, WJET, WSGN, KIMN, WAPE, WGCL, KAFY, KISN, KILT, B-100, WPIX.
4. Lowdown — Boz Scaggs — Columbia	15%	38%	CKLW, WPGC, WFIL, WCAO, KRBE, WAKY, WDRC, WBBQ, KEEL, WAPE, 99X, KILT, WVBF, WDRQ.
5. Summer — War — UA	13%	68%	WLS, KHJ, WRKO, KJR, Z-93, WVBF, WKLO, WOKY, WGCL, WBGW, WIRL, KLIF.
6. A Fifth Of Beethoven — Walter Murphy — Private Stock	12%	81%	WABC, CKLW, WQAM, WFIL, WMAK, WDFH, 99X, KTAC, WZUU, KING, KAKC.
7. I Can't Hear You No More — Helen Reddy — Capitol	12%	21%	WIFI, WCAO, KTLK, KAKC, WING, WKBW, KRSP, KIMN, KLIF, WGH, KEEL, WAKY.
8. Devil Woman — Cliff Richard — Rocket	11%	55%	KHJ, WAYS, KRBE, WHBQ, WERC, WKY, WSGN, KEEL, Z-96, KIOA.
9. Still The One — Orleans — Asylum	11%	51%	KRBE, Z-96, KGW, WHBQ, WLAC, WPRO, KIMN, WBBF, WJET, WLEE.
10. Play That Funky Music — Wild Cherry — Sweet City/Epic	8%	77%	WABC, KXOK, WIRL, WDRC, KCBQ, 99X, WOKY, WPRO.
11. Baby, I Love Your Way — Peter Frampton — A&M	8%	52%	WABC, WQAM, WPEZ, 13Q, KTLK, WDGW, KIOA, WOW.
12. Don't Stop Believin' — Olivia Newton-John — MCA	8%	12%	KTLK, WMPS, WKLO, WING, KRSP, KIMN, WGH, WDRC.
13. Rock'n Me — Steve Miller — Capitol	8%	10%	KSLQ, Q-102, WDRQ, KJOY, KGW, KNDE, KISN, WAVZ.
14. A Little Bit More — Dr. Hook — Capitol	7%	59%	WRKO, KHJ, KRBE, WNCI, KLEO, WGCL, WLEE.
15. She's Gone — Hall & Oates — Atlantic	7%	23%	WMPS, WNCI, Z-93, WOKY, WKBW, KAFY, WAKY.
16. Street Singin' — Lady Flash — RSO/Polydor	7%	18%	KJOY, KGW, WBGW, KAFY, WPRO, WKY, WAKY.
17. Superstar — Paul Davis — Bang	7%	10%	WPGC, KRBE, WOKY, WAVZ, WNCI, WCAO, WGH.

radio active singles

- Play That Funky Music — Wild Cherry — Sweet City/Epic
WRKO 20-15, KHJ 23-17, WQAM 28-20, KJR Ex-23, WQXI 14-6, WFIL 22-13, WIFI 19-12, WMPS 21-14, KGW 21-16, WVBF Ex-19, WHBQ 23-13, KING 20-12, KJRB 15-9, KREQ 30-16, KTLK 38-26, WAVZ 14-8, WSGN 12-5, WGH 13-7, KEEL 29-25, Z-96 Ex-25, WSGA 13-8, WAPE 17-12, KTAC 24-17, KRSP 17-11, WKBW 21-16, KLEO 30-24, WING 19-14, KILT 23-14.
- Shake Your Booty — KC & The Sunshine Band — TK
WRKO 29-19, WPGC 20-13, CKLW 20-13, WPEZ 25-15, WQXI 12-1, WFIL 26-16, WCOL 32-27, WHBQ 27-16, WDRQ 25-17, KIMN 23-18, Z-93 11-4, WCAO 25-16, WBGW Ex-25, WERC 15-7, WMAK 19-12, KEEL 27-23, WBBQ 24-18, WAPE 20-14, WHHY 18-11, WPRO 22-14, WING 13-8, WMPS 20-15, KNDE Ex-26.
- Don't Go Breaking My Heart — Elton John & Kiki Dee — Rocket/MCA
KLIF 14-1, WLS 11-1, KJR 11-4, WPEZ 15-11, KFRC 12-7, Z-93 6-1, WDRQ 24-16, 13Q 25-15, WKLO 13-1, WOW 8-1, WSGA 8-1, WDGW 5-1, WDFH 9-2, WMAK 7-2, KNUS 8-2, WZUU 8-3, WBBQ 10-4, WIRL 12-5, WLEE 12-6, WOKY 15-8, KTAC 15-7, WGH 19-10.
- I'd Really Love To See You Tonight — England Dan & John Ford Coley — Big Tree/Atlantic
WLS 18-13, KXOK 20-16, WRKO 22-19, WFIL 21-17, WIFI 20-14, KLIF 13-8, WMAK 10-5, WAKY 17-10, WDRC 17-10, WBBQ 18-13, KHJ 16-10, U-100 13-5, WVBF 25-15, WAVZ 19-14, WNCI 21-14, WSAI Ex-27, KTAC 13-6, KLEO 20-15, KJR 14-5, WKBW 8-4, KCBQ 30-13.
- You'll Never Find Another Love Like Mine — Lou Rawls — Phila. Int'l./Epic
WLS 8-6, KXOK 13-7, KFRC 15-10, 13Q 16-8, WPEZ 11-7, WQAM 12-7, KLIF 8-3, WCOL 16-10, KGW Ex-30, KNDE 19-12, KING Ex-29, WMPS 10-6, WLAC 20-13, KLEO 23-18, WMAK 18-13, WBBQ Ex-28, WSGA 28-23, WDRC 26-20, KRSP 27-21.
- Let 'Em In — Wings — Capitol
WABC 17-9, WLS 13-11, KXOK 9-5, WPEZ 20-13, WDRQ 14-7, KSLQ 16-7, WMPS 11-2, KLIF 23-10, WKLO 10-2, KILT 8-4, WBGW 21-14, KNUS 21-11, WOKY 17-13, Z-96 21-14, WDGW 9-4, WNCI 14-9, WDRC 13-7.

looking ahead to the top 100

- | | |
|--|---|
| 101 KID CHARLEMAGNE
(ABC/Dunhill — BMI)
STEELY DAN (ABC 12195) | 111 STRANGER
(Resaca — BMI)
JOHNNY DUNCAN (Columbia 3-10302) |
| 102 LIGHT UP THE WORLD WITH SUNSHINE
(Blacksheep/American Dream — ASCAP)
HAMILTON, JOE FRANK & DENNISON
(Playboy P6077) | 112 LOVE ON DELIVERY
(Black Sheep/Heath Levy — BMI)
BILLY OCEAN (Ariola America/
Capitol P-7630) |
| 103 IT AIN'T THE REAL THING
(Meadow Ridge — ASCAP)
BOBBY BLAND (ABC 12189) | 113 FREE SPIRIT
(Low-Sal — BMI)
ATLANTA RHYTHM SECTION (Polydor PD
14339) |
| 104 SOLITARY MAN
(Tallyrand — BMI)
T.G. SHEPPARD (Hitsville H6032F) | 114 TAKE A HAND
(Portal Music/Pocket Full Of Tunes — BMI)
RICK SPRINGFIELD (Chelsea CH 3051) |
| 105 DEVIL WITH A BLUE DRESS
(Stone Agate — BMI)
PRATT & McCLAIN (Reprise/WB RPS 1361) | 115 SHOWDOWN
(United Artists/Jet/Chappell — ASCAP)
ELECTRIC LIGHT ORCHESTRA (United Artist
XW 842-Y) |
| 106 UP THE CREEK (WITHOUT A PADDLE)
(Stone Diamond — BMI)
THE TEMPTATIONS (Gordy G7150F) | 116 GET IT WHILE IT'S HOT
(Stone Diamond/Mills & Mills — BMI)
EDDIE KENDRICKS (Tania S4270) |
| 107 DON'T GET ME WRONG
(Island — BMI)
DODGERS (Island 058) | 117 WICHITA JAIL
(Night Time — BMI)
CHARLIE DANIELS (Epic 6-50423) |
| 108 STRUTTIN' MY STUFF
(Crabshaw Music — ASCAP)
ELVIN BISHOP (Capricorn/WB CPS 0256) | 118 BETTER THAN AVERAGE
(Foxborough Jr./Intersong USA — ASCAP)
BRIAN GARI (Vanguard VSD 35192) |
| 109 RESCUE ME
(Chezis — BMI)
MELISSA MANCHESTER (Arista AS 0196) | 119 SING YOUR OWN SONG
(Anheuser — ASCAP)
MARK LINDSAY (Greedy G-106-AS) |
| 110 CHERRY BOMB
(Bad Boys — BMI)
RUNAWAYS (Mercury 73819) | 120 YELLOW VAN
(Don Kirshner — Elvi)
RONNIE & THE DIRT RIDERS (RCA PB 10651) |

CASH BOX COUNTRY

COUNTRY ARTIST OF THE WEEK

Jerry Jaye



"Hi Jerry" — In 1967 an unknown country/rock singer from Manila, Arkansas, came to nearby Memphis to cut a demonstration tape on his band. The singer was Jerry Jaye and that demo session produced one of the decade's biggest pop-rock records. "Hello Josephine" climbed the national charts to a top ten position and sold over 600,000 copies. The session cost \$12.00 — \$10.00 for an hour of studio time and \$2.00 for a roll of tape.

In the past few years Jerry has worked various clubs throughout the south and midwest, while enjoying a moderate amount of recording success on the Mega and Columbia labels. In 1974 Jerry made the national country charts with "Poor Side Of Town" on Mega Records, and in 1975 he scored big on Columbia with "It's All In The Game."

Now people are beginning to notice Jerry even more as a result of his hot country hit "Honky Tonk Women Love Redneck Men." A Texas product, this tune recorded for his original Hi/London label appears to be just the beginning of stardom that has been years in the making.

An album of the same title is in the making and is set for early fall release.

Jerry Jaye's production credits go to Larry Rogers, and Bob Tucker holds the management slot, with Ted Fuller of Music Park Talent handling booking.

Indep. Label Assoc. Co-op Formed

NASHVILLE — The Independent Label Association Co-op was formed July 23, in Nashville. It is an association of, and for, independent record labels and a co-op of labels to secure lower rates for pressing records and record sleeves. The purposes of ILA are to unite independent labels together for mutual benefit, to promote the contributions made by independent labels to the music industry and to provide a forum for exchanging ideas and devising solutions to problems encountered by all independent labels.

Initial Activities

The initial activities of ILA include organizing and promoting a stage show for the October DJ convention, which will feature exclusively those artists who are signed to recording contracts on independent labels with current membership in ILA.

During the DJ convention, the ILA members will maintain a hospitality room at one of the Nashville motels to offer the DJ's and program directors the opportunity to meet with those artists on the participating labels.

A logo symbolizing ILA has been designed and copyrighted. All members will be authorized to use this logo on their record labels.

The ILA will offer to its members the service of placing cooperative advertisements featuring several artists from different labels. By having many members who advertise, it will be possible for the ILA to contract with publications for a specific num-

ber of pages per year and thus obtain lower rates than each label could obtain by themselves.

Board Of Directors

At the July meeting, a board of directors was chosen. The members of the board are: president, Joe Lucas, Kansa Records, Nashville; 1st vice president, Hal Freeman, Cin-Kay Records, Sherman Oaks, Ca.; 2nd vice president, R. J. Lindsey, Aquarian Records, Macon; 3rd vice president, Claude F. Branz, Savage Records, Nashville; secretary, Kit Johnson, Kansa Records, Kansas City; and treasurer, Gene Kennedy, Doorknob Records, Nashville.

The board of directors and charter members of ILA established the membership initiation fees at \$100 with an annual dues of \$25. This is payable to The Independent Label Association, Co-op, 20 Music Square West, Suite 100, Nashville, TN. 37203.

The selection of officers was on a temporary basis and at the next meeting their appointments will be approved or new officers will be elected. This will be determined by all paid members at the ratification meeting set for August 20, 1976 at 2:00 p.m. in the Musician's Union Hall, 1806 Division Street, Nashville, Tennessee.

All independent labels who can see the importance of an organization like ILA and who would desire a voice in its operation are strongly urged to attend this meeting. It will determine initial policy and direction of the Independent Label Association Co-op.

FICAP Formed

NASHVILLE — The Federation of International Country Air Personalities, a non-profit organization, chartered and incorporated under the laws of the state of Tennessee, has been organized for the betterment and benefit of the life of the man on the air, the country music disc jockey.

Voting memberships are available only to members actively engaged in the on-the-air duties of radio and television broadcasting. Associate and corporate memberships are available but hold no voting privilege.

Officers of the organization include: chairman of the board, Grant Turner, WSM, Nashville; president, Charlie Douglas, WWL, New Orleans; first vice president, Billy Parker, KVOO, Tulsa; second vice president, Mike Hoyer, KFGO, Fargo; secretary-treasurer, Cliff Haynes, KNEW, Oakland; parliamentarian, King Edward IV, WSLC, Roanoke; sgt. at arms, Mike Burger, WHOO, Orlando; and executive director, Georgia Twitty, Nashville.

The FICAP charter and incorporation was handled by the legal firm of Waller, Lansden, Dortch and Davis and legal representation is by Justin Wilson of same firm.

All officers and directors serve without pay for two year terms. Three meetings will be held by the board each year with a general membership meeting to be held each October in Nashville.

Among other areas of involvement with the air personalities in country music, FICAP will maintain an active job bank, educational and research materials, is presently investigating various forms of insurance and self supported retirement policies, and will act as a funding organization for the Country Music Disc Jockey Hall of Fame.

Current members of the Hall of Fame are Grant Turner, Eddie Hill and Nelson King. A separate board of directors of the Country Music Disc Jockey Hall of Fame nominates and elects members to the Hall of Fame and operates completely independently of the FICAP banquet to be held at the Hyatt Regency in Nashville in October on Friday the 15th.

Memberships for active country music air personalities are \$25 per year, associate memberships are \$50 per year and annual memberships for radio stations (which allows all their air staff to hold voting memberships) is \$100 per year.

Full information on membership is available from FICAP executive director, Georgia Twitty at 1201 16th Avenue South, Nashville 37212, (615) 385-0047.



BROKAW CO. GETS TOP BILLING — Tandy C. Rice, Jr. (l), president of Top Billing, Inc., performing arts agency, and David Brokaw (r), president of The Brokaw Company public relations, have jointly announced that the Brokaw Company has been retained to represent the west coast corporate public relations for Top Billing, Inc. Top Billing Inc. represents such artists as Dolly Parton, Porter Wagoner, Jeanne Pruett, Del Reeves, Jerry Clower, Dottie West, Jim Ed Brown and Don Gibson. In addition to providing visibility for the talent agency, public relations responsibilities will also include procuring national television, radio and magazine coverage as well as syndicated metropolitan and local newspaper space for Top Billing talent. The Brokaw Company will also function as an artists relations unit when Top Billing clients arrive on the west coast.

It's Another #1 For Don Williams

by Linda F. Cauthen

LOS ANGELES — ABC/Dot recording artist Don Williams has the number one single on the CB country charts for the second time this year. "Say It Again" holds that spot this week, and his "Till The Rivers All Run Dry" was number one the week of April 3. Other artists who have had two number one singles this year include Ronnie Milsap, Conway Twitty and Tanya Tucker.



'REDNECK' VISITS HOUSTON — Bruce Nelson (l), music director of KENR radio, Houston, Texas, and RCA Records artist Vernon Oxford got together during a recent visit Vernon made to that city to view the 48 x 14 ft. billboard that Velour Music, publishers of Vernon's hit single "Redneck," and Sterling Advertising Co. in Houston had erected to say "thank you" to the radio stations in the area for their response to "Redneck."



PAT FINDS HIS 'TEXAS WOMAN' — After introducing his single "Texas Woman," which is #49 with bullet on this week's CB country chart, at Knott's Berry Farm's Goodtime Theatre, Hittsville (Motown's country label) recording artist Pat Boone was congratulated by Knott's Diana Kirchen and a host of record company well-wishers. Pictured are (front row, from l): Mike Lushka, Motown sales vp; Gordon Prince, Hittsville vp; Boone and Kirchen. Behind them are (from l): Ray Ruff, Motown's creative director; John Curb, Hittsville promotion; and Mike Harris, Motown publicist.

Seven ones.

"BROKEN LADY," LARRY GATLIN

^{2S8-8680}
"ONE PIECE AT A TIME," JOHNNY CASH

³⁻¹⁰³²¹
"REMEMBER ME (WHEN THE CANDLE LIGHTS ARE GLEAMING)," WILLIE NELSON

³⁻¹⁰²⁷⁵
"TIL I CAN MAKE IT ON MY OWN," TAMMY WYNETTE

⁸⁻⁵⁰¹⁹⁶
"EL PASO CITY," MARTY ROBBINS

³⁻¹⁰³⁰⁵
"STRANGER," JOHNNY DUNCAN

³⁻¹⁰³⁰²
"GOLDEN RING," GEORGE JONES & TAMMY WYNETTE

⁸⁻⁵⁰²³⁵

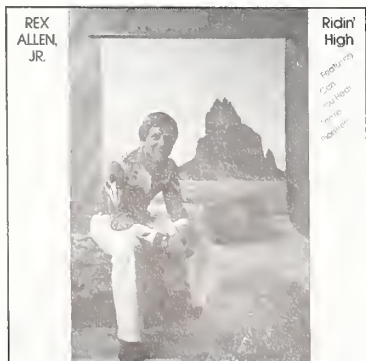
**SEVEN NUMBER ONE COUNTRY HITS IN SEVEN MONTHS.
ON COLUMBIA, EPIC AND MONUMENT RECORDS.**





The man who put Western back into Country is back...

Rex Allen, Jr.'s new album is RIDIN' HIGH. It features both the hits "Can You Hear Those Pioneers" and "Play Me No Sad Songs," plus both sides of the new single, "Teardrops in My Heart" and "Home-made Love" (WBS 8236).



REX ALLEN, JR. / RIDIN' HIGH.

Produced by Norro Wilson for Warner Bros. Records. BS 2958. William Morris Agency Nashville, Tennessee

TOP 50 COUNTRY ALBUMS

		Weeks On 8/7 Chart	Weeks On 8/7 Chart
1	ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	3	6
2	CONWAY TWITTY NOW AND THEN CONWAY TWITTY (MCA 2206)	1	11
3	UNITED TALENT LORETTA LYNN & CONWAY TWITTY (MCA 2209)	4	7
4	20-20 VISION RONNIE MILSAP (RCA APL 11666)	2	12
5	ELVIS PRESLEY BOULEVARD, MEMPHIS. TENNESSEE ELVIS PRESLEY (RCA APL 1-1508)	5	9
6	ONE PIECE AT A TIME JOHNNY CASH (Columbia KC 34193)	6	11
7	WHAT I'VE GOT IN MIND BILLIE JO SPEARS (United Artists UA LA 608G)	8	6
8	ROCKY MOUNTAIN MUSIC EDDIE RABBITT (Elektra 7E-1065)	9	8
9	CHARLIE RICH GREATEST HITS (Epic PE 34240)	11	7
10	THE WINNER AND OTHER LOSERS BOBBY BARE (RCA APL 1-1786)	14	6
11	TEDDY BEAR RED SOVINE (Starday SD 968X)	22	5
12	THE BEST OF JOHNNY DUNCAN (Columbia KC 34243)	19	4
13	HARMONY DON WILLIAMS (ABC/Dot DOSD 2049)	10	15
14	TOO STUFFED TO JUMP AMAZING RHYTHM ACES (ABC/Dot DOSD 940)	7	8
15	LOVE REVIVAL MEL TILLIS (MCA 2204)	13	6
16	LONE STAR BEER AND BOB WILLS MUSIC RED STEAGALL (ABC/Dot DOSD 2055)	17	8
17	LIVE AT THE GRAND OLE OPRY HANK WILLIAMS, SR. (MGM MG 1-5019)	18	7
18	LONG HARD RIDE MARSHALL TUCKER BAND (Capricorn CP 0170)	20	4
19	ALL THESE THINGS JOE STAMPLEY (ABC/Dot DOSD 2059)	25	5
20	SADDLE TRAMP CHARLIE DANIELS BAND (Epic PE 34150)	12	13
21	BLOODLINE GLEN CAMPBELL (Capitol SW 11516)	16	16
22	IT'S A GOOD NIGHT FOR SINGIN' JERRY JEFF WALKER (MCA 2202)	23	4
23	IN CONCERT ROY CLARK (ABC/Dot DOSD 2054)	28	5
24	THE SOUND IN YOUR MIND WILLIE NELSON (Lone Star/Columbia KC 34092)	21	20
25	MERCY AIN'T LOVE GOOD JEAN SHEPPARD (United Artists UA LA 609G)	26	4
26	WILLIE NELSON LIVE (RCA APL 1-1487)	15	15
27	GILLEY'S GREATEST HITS MICKY GILLEY (Playboy PB 409)	27	18
28	MY LOVE AFFAIR WITH TRAINS MERLE HAGGARD (Capitol ST 11544)	33	3
29	THE SUN SESSIONS ELVIS PRESLEY (RCA APM 1-1675)	24	17
30	THE AMBASSADOR OF GOODWILL JERRY CLOWER (MCA 2205)	31	4
31	BUCK 'EM BUCK OWENS (Warner Bros. BS 2952)	40	3
32	THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	30	29
33	ANGELS, ROSES AND RAIN DICKEY LEE (RCA APL 1-1725)	29	12
34	THE GREATEST HITS OF JOHNNY RODRIGUEZ (Mercury SRM 1-1078)	34	18
35	REMEMBERING THE GREATEST HITS OF BOB WILLS (Columbia KC 34108)	32	6
36	BECAUSE YOU BELIEVED IN ME GENE WATSON (Capitol P ST 11529)	36	8
37	I.O.U. JIMMY DEAN (GRT 8014)	38	3
38	RAY PRICE RAINBOWS AND TEARS (ABC/Dot DOSD 2053)	39	3
39	HAROLD, LEW, PHIL & DON STATLER BROTHERS (Mercury SRM 1-1077)	37	17
40	THIS IS BARBARA MANDRELL (ABC/Dot DOSD 2045)	35	10
41	THE BEST OF MEL TILLIS (MGM 1-5021)	49	2
42	THE BEST OF RAY PRICE (Columbia KC 34180)	42	7
43	IT'S ALL IN THE MOVIES MERLE HAGGARD (Capitol ST 11483)	41	23
44	SONG BIRD MARGO SMITH (Warner Bros. BS 2955)	--	1
45	FASTER HORSES TCM T HALL (Mercury SRM 1-1076)	44	18
46	ELITE HOTEL EMMYLOU HARRIS (Reprise MS 2236)	45	29
47	A BUTTERFLY FOR BUCKY BOBBY GOLDSBORO (United Artists UA LA 639G)	--	1
48	WILDERNESS C W McCALL (Polydor 0698)	46	15
49	A LITTLE BIT MORE DR. HOOK (Capitol ST 11522)	43	14
50	MEL STREET'S GREATEST HITS (GRT 8010)	47	10

LOOKING AHEAD TO COUNTRY TOP 100

- | | |
|---|--|
| <p>You And Me
Tammy Wynette (Epic)</p> <p>Games Daddies Play
Conway Twitty (MCA)</p> <p>The Look In Her Eyes
Freddie Hart (Capitol)</p> <p>They Don't Make 'Em Like That Anymore
Bobby Borchers (Playboy)</p> <p>A Whole Lotta Things To Sing About
Charley Price (RCA)</p> <p>You're The Reason I'm Living
Price Mitchell (GRT)</p> <p>Honky Tonk Waltz
Ray Stevens (WB)</p> <p>Boatride
R.W. Blackwood Singers (Capitol)</p> <p>Whispers And Grins
David Rogers (Republic)</p> <p>I've Been There Too
Kenny Seratt (Hitsville)</p> <p>Love Is Thin Ice
Barbara Mandrell (ABC/Dot)</p> <p>Emmylou
Brush Arbor (Monument)</p> <p>Stop The World (And Let Me Off)
Donny King (WB)</p> | <p>Here Comes That Rainy Day Feelin' Again
Connie Cato (Capitol)</p> <p>Brother Shelton
Brenda Lee (MCA)</p> <p>Sad Country Love Song
Tom Bresh (Farr)</p> <p>Take Me To Heaven
Sami Jo (Polydor)</p> <p>Virgil And The \$300 Vacation
Cledus Maggard (Mercury)</p> <p>Tragedy
Ronnie Dove (Hitsville)</p> <p>I'll Never See Him Again
Sue Richards (ABC/Dot)</p> <p>The Curse Of A Woman
Eddy Raven (ABC/Dot)</p> <p>Cabin High
Donny King (Con Brio)</p> <p>Wabash Cannonball
Charlie McCoy (Monument)</p> <p>I've Been To Georgia On A Fast Train
T. Ernie Ford (Capitol)</p> <p>Silver Eagle
Larry Ballard (Capitol)</p> |
|---|--|



COUNTRY ROUNDUP

Six more celebrities have accepted invitations to participate in the second annual **Roy Clark Celebrity Golf Classic** to be held September 10 and 11 in Tulsa. Scheduled to play in the two-day "Florida scramble" golf tournament to benefit the Children's Medical Center are **Evel Kneivel, Mickey Mantle, Mel Tillis, Tom Kennedy** and astronauts **Ron Evans** and **Gene Cernan**. Celebrities who had accepted invitations earlier include **Bob Hope, Ernest Borgnine, Jimmy Dean, Fred MacMurray, B.J. Thomas** and **Freddy Fender**.

After hosting NBC's **Tonight Show**, **Roy Clark** will then air with the Boston Pops with **Arthur Fiedler** (PBS) August 15 followed by **The Captain and Tennille Special** (ABC) on August 18. Roy's current ABC/Dot single is "Think Summer."

According to **Mrs. Nat (Ann) Stuckey**, Carnival Cruise Lines and Mission Broadcasting company stations (WWOK/WIGL, Miami; WAME, Charlotte, N.C.; KONO/KITY, San Antonio; and KERE, Denver) have jointly completed arrangements for a "Country Cruise" aboard the USS Mardi Gras. This is the first time a venture of this kind has been attempted by any cruise line. The "Country Cruise" sails from Miami on Sunday, September 5th, and will return the following Sunday, September 12th, after visiting St. Thomas, V.I., San Juan, P.R., and Nassau, Bahamas. Headlining the country music entertainment package will be **Hank Williams Jr., Billie Jo Spears, Nat Stuckey, Karen Wheeler, David Rogers, Merle Kilgore** and **Nate Harvel**.

KSON AM & FM has changed its hour of simulcast. AM & FM are now simulcast from 6 am to 7 pm, Monday through Friday. The Kay-Son has also installed a C.B. base and are taking requests each day from 6-9 am and 3-6 pm. KSON is also presenting a "Star Spangled Summer" with concerts in the country.

Roy Drusky, longtime Capitol Records artist, has now signed an exclusive recording contract with the Scorpion label. A regular member of the Grand Ole Opry, Roy is also an exclusive Bill Goodwin Agency Artist. **Slim Williamson**, top executive of Scorpion, is presently looking for material for Drusky's first release, with a departure from Roy's usual style. Anyone wishing to submit material can contact Slim at 1300 Division Street in Nashville, Tenn.

Sean Nielsen, who spends much of his time backing **Elvis Presley** on his shows and records, has signed a multi-year exclusive personal management and production agreement with **Harrison Tyner Productions** of Nashville, Tennessee. Sean Nielsen has the distinction of being one of the few singers to share the spotlight with Presley on stage, and his debut on the Harrison Tyner Productions album, now completed and entitled "For Once In My Life," marks the first major presentation of Sean Nielsen as a solo recording artist. Production on Sean's second LP begins this month in Nashville; Harrison Tyner will produce.

The **Faron Young Show** has been selected as the opening attraction at the Texas Prison Rodeo in Huntsville, Texas, on October 3. The Texas Prison Rodeo, is famous world-wide and is unique in the fact that the prisoners themselves are the participants in the rodeo activities.

Bob Luman returned to the Grand Ole Opry stage on July 16, after five months of intensive care for stomach surgery. Bob suffered a ruptured blood vessel in his esophagus on February 28, while traveling between concert dates in Odessa and Houston, Texas. He was admitted to Parkland Hospital in Dallas that night in critical condition, but the situation stabilized and Bob was returned to Nashville where successful abdominal vascular surgery was performed on March 24. Since that time Bob has been kept on a strict diet, returning to the hospital several times for tests. He lost over 50 pounds during the ordeal. Bob hopes to resume his road work in a couple of months.

Alex Harvey, who has written songs that have sold over 65 million records to date, has joined the Buddah group with a single release titled "Lonesome Cup Of Coffee." Alex records under the name of "Alexander" Harvey to avoid confusion with another Alex Harvey from England. Some of the songs penned by Alex (Alexander) are "Delta Dawn," "Reuben James," "Tell It All, Brother," "Rings," "Someone Who Cares," "Married To A Memory" and "Baby, Baby."

July 3 was proclaimed "**Jack Greene Day**" in his hometown of Maryville, Tennessee. Jack began his show business career in Maryville at age 17 on local radio station WGAP. When **Mayor Stanley Shields** presented him the key to the city, Jack discovered that the mayor just happened to be the station's disc jockey the day the teenager made his radio debut.

Dolly Parton's TV series "Dolly" is set to debut in September with approximately 130 stations set to air the show. Such major markets as New York, Cincinnati, Portland, Kansas City, Houston, Louisiana, Atlanta, Denver and others have already committed for the shows. Meanwhile Dolly is taking a hiatus summer for rest and relaxation. She and husband **Carl Dean** are now vacationing out west. Dolly's current RCA single is titled "All I Can Do."

Hi Records has set late August for the release of the **New Bill Black Combo LP** which will be recorded live on stage at the Memphis Travel Lodge. A first for the group is the use of vocals throughout the album.

IRDA and Roadrunner Records have completed a distribution deal. The first record to be released on the Roadrunner label is a single by **Del Wood** called "Chosen Children." Grand Ole Opry star **Del Wood** had the first million selling instrumental to be recorded in Nashville, "Down Yonder" in 1951. Del's new release, "Chosen Children," which she wrote about her own chosen child, Wesley, is a recitation with instrumental background.

Playboy's **Mickey Gilley** is currently cookin' up songs in Nashville studios, which will wrap up his sixth album for the label. Produced by **Eddie Kilroy**, the forthcoming LP is scheduled for an October release.

Paul W. Mills, host of the popular "Here's To Veterans" program, welcomes the Nashville talents of **Ray Griff** and leader of the Nashville Brass **Danny Davis** to his show in the near future. According to officials of the widely-distributed show, the Danny Davis series is expected to air across the country in Mid-September, while Griff's guest appearances are scheduled for programming in late October. All interview segments were recently taped in Music City, with final music production being completed at the V.A. offices in Hollywood.

Faron Young, Mercury recording artist, known as the "Singing Sheriff" to thousands of the country music fans all over the world, was on hand with his band, **The Country Deputys**, for the grand opening of Faron Young's Jail House recently. The Jail House, Nashville's newest nitery, has a seating capacity of 550. Located just off lower Broadway on Third Avenue, North, the Jail House is a welcome addition in Music City to the multitude of tourists and local country music enthusiasts, as it features big name country acts each Friday and Saturday night, with live country entertainment seven nights a week. The Country Deputys are featured every Wednesday night.

SUPREME TALENTS

The CATES SISTERS

Vocals...Instrumentals...Production



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b/w

"LOVE IS A BEAUTIFUL THING"

CA 2024

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KWJJ

The record is available at Distributors

CASH BOX TOP 100 COUNTRY

August 14, 1976


		Weeks On 8/7 Chart			Weeks On 8/7 Chart			Weeks On 8/7 Chart			
1	SAY IT AGAIN DON WILLIAMS (ABC/Dot DOA 17631)	2	10	33	WHEN SOMETHING IS WRONG WITH MY BABY SONNY JAMES (Columbia 3-10335)	17	14	67	THE DOOR IS ALWAYS OPEN DAVE & SUGAR (RCA JH 10625)	38	18
2	THE LETTER CONWAY TWITTY & LORETTA LYNN (MCA 40572)	3	9	34	WHILE THE FEELING'S GOOD KENNY ROGERS (United Artists 812)	40	7	68	11 MONTHS AND 29 DAYS JOHNNY PAYCHECK (Epic 8-50249)	85	2
3	ROCKY MOUNTAIN MUSIC/DO YOU RIGHT TONIGHT EDDIE RABBITT (Elektra E45315A)	4	9	35	A COUPLE MORE YEARS DR. HOOK (Capitol P4280)	39	10	69	SUSPICIOUS MINDS WAYLON JENNINGS & JESSI COLTER (RCA PB 10653A)	37	16
4	ONE OF THESE DAYS EMMYLOU HARRIS (Reprise/WB RPS 1353)	6	11	36	I'VE LOVED YOU ALL OF THE WAY DONNA FARGO (Warner Bros. WBS 8227)	45	5	70	JUST YOU 'N' ME SAMMI SMITH (Zodiac ZS 1005)	83	3
5	BRING IT ON HOME TO ME MICKY GILLEY (Playboy P6075)	7	8	37	IF YOU'VE GOT THE MONEY I'VE GOT THE TIME WILLIE NELSON (Columbia 3-10383)	50	4	71	THE LAST WORD IN LONESOME IS ME TERRY BRADSHAW (Mercury 73808)	74	4
6	GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic 8-50235)	1	11	38	PUT A LITTLE LOVIN' ON ME BOBBY BARE (RCA PB 10718)	48	7	72	HONEY HUNGRY MIKE LUNSFORD (Starday SD 143)	90	2
7	SAVE YOUR KISSES FOR ME MARGO SMITH (Warner Bros. WBS 8213)	8	12	39	HEY SHIRLEY (THIS IS SQUIRRELY) SHIRLEY & SQUIRRELY (GRT 054)	24	9	73	HERE COMES THE FREEDOM TRAIN MERLE HAGGARD (Capitol P4267)	30	21
8	COWBOY EDDY ARNOLD (RCA JH 10701)	10	8	40	WARM AND TENDER LARRY GATLIN WITH FAMILY & FRIENDS (Monument/Columbia ZS 8-696)	41	8	74	BABY LOVE JONI LEE (MCA 40592)	80	3
9	MISTY BLUE BILLIE JO SPEARS (United Artists UA XW 813Y)	13	8	41	LIQUOR, LOVE AND LIFE FREDDY WELLS (Columbia 3-10352)	46	6	75	FIRE AT FIRST SIGHT LINDA HARGROVE (Capitol P4283)	78	5
10	(I'M A) STAND BY MY WOMAN MAN RONNIE MILSAP (RCA JH 10724)	25	6	42	AIN'T LOVE GOOD JEAN SHEPPARD (United Artists 818)	42	7	76	YOU ARE MY SPECIAL ANGEL BOBBY G. RICE (GRT 061)	79	4
11	HERE COMES THAT GIRL AGAIN TOMMY OVERSTREET (ABC/Dot DOA 17630)	21	10	43	SOLD OUT OF FLAGPOLES JOHNNY CASH (Columbia 3-10381)	49	4	77	DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 40600)	—	1
12	YOU RUBBED IT IN ALL WRONG BILLY "CRASH" CRADDOCK (ABC/Dot DOA 17635)	20	7	44	HALF AS MUCH SHEILA TILTON (Con Brio CBK 110)	47	6	78	PEANUTS AND DIAMONDS BILL ANDERSON (MCA 40595)	—	1
13	BECAUSE YOU BELIEVED IN ME GENE WATSON (Capitol P4279)	15	9	45	CAN'T YOU SEE WAYLON JENNINGS (RCA JH 10721)	55	4	79	TRY A LITTLE TENDERNESS BILLY THUNDERCLOUD & THE CHIEFTONES (Polydor PD 14338)	82	3
14	TEDDY BEAR RED SOVINE (Starday SD 142)	9	8	46	GATOR JERRY REED (RCA PB 10717)	54	7	80	MY PRAYER NARVEL FELTS (ABC/Dot DOA 17643)	86	2
15	I MET A FRIEND OF YOURS TODAY MEL STREET (GRT 057)	16	9	47	ALL I CAN DO DOLLY PARTON (RCA JH 10730)	58	3	81	THE END IS NOT IN SIGHT AMAZING RHYTHM ACES (ABC/Dot ABC 12202)	—	1
16	REDNECK! (THE REDNECK NATIONAL ANTHEM) VERNON OXFORD (RCA JH 10693)	19	11	48	THINK SUMMER ROY CLARK (ABC/Dot DOA 17625)	18	10	82	SUPPORT YOUR LOCAL HONKY TONKS RONNIE SESSIONS (MCA 40584)	84	2
17	I WONDER IF I EVER SAID GOODBYE JOHNNY RODRIGUEZ (Mercury 73815)	27	5	49	TEXAS WOMAN PAT BOONE (Hitsville/Motown H6037F)	57	4	83	THE BEST I'VE EVER HAD JEANNIE C. RILEY (Warner Bros. WBS 8226)	89	2
18	TRUCK DRIVIN' MAN RED STEAGALL (ABC/Dot DOA 17634)	22	8	50	MISSISSIPPI BARBARA FAIRCHILD (Columbia 3-10378)	63	3	84	RED SAILS IN THE SUNSET JOHNNY LEE (GRT 065)	88	4
19	LOVE REVIVAL MEL TILLIS (MCA 40559)	5	12	51	THE NIGHT TIME AND MY BABY JOE STAMPLEY (ABC/Dot DOA 17642)	64	4	85	HOW DO YOU START OVER BOB LUMAN (Epic 8-50247)	87	5
20	IT'S DIFFERENT WITH YOU MARY LOU TURNER (MCA 40566)	23	9	52	AFTERNOON DELIGHT STARLAND VOCAL BAND (Windsong 10588)	81	2	86	STRANGER JOHNNY DUNCAN (Columbia 3-10302)	68	18
21	WICHITA JAIL CHARLIE DANIELS BAND (Epic 8-50243)	26	7	53	"A" MY NAME IS ALICE MARIE OSMOND (Polydor PD 14333)	72	6	87	TEARDROPS WILL KISS THE MORNING DEW DEL REEVES & BILLIE JO SPEARS (United Artists UA XW 832Y)	96	2
22	HERE I AM DRUNK AGAIN MOE BANDY (Columbia 3-10361)	29	8	54	WE'RE GETTING THERE RAY PRICE (ABC/Dot DOA 17637)	60	5	88	WHISKEY TALKIN' JOE STAMPLEY (Epic 8-50259)	—	1
23	I DON'T WANT TO HAVE TO MARRY YOU JIM ED BROWN & HELEN CORNELIUS (RCA PB 10711)	35	6	55	SUNDAY SCHOOL TO BROADWAY SAMMI SMITH (Elektra E45334)	65	4	89	ONE MORE TIME CRYSTAL GAYLE (United Artists UA XW 838-Y)	—	1
24	AFTERNOON DELIGHT JOHNNY CARVER (ABC/Dot DOA 17640)	34	5	56	SO SAD (TO WATCH GOOD LOVE GO BAD) CONNIE SMITH (Columbia 3-10345)	52	9	90	SUITCASE LIFE SIDE OF THE ROAD GANG (Capitol 4298)	93	2
25	FROG KISSIN' CHET ATKINS (RCA JH 10616)	28	9	57	EVEN IF IT'S WRONG BEN REECE (Polydor PD 14329)	61	3	91	TEARDROPS IN MY HEART REX ALLEN, JR. (Warner Bros. 8236)	—	1
26	HONKY TONK WOMEN LOVE REDNECK MEN JERRY JAYE (Hi 2922)	31	6	58	LOVE YOU ALL TO PIECES BILLY WALKER (RCA PB 10729)	62	3	92	A BUTTERFLY FOR BUCKY BOBBY GOLDSBORO (United Artists UA XW 793Y)	69	14
27	SEE YOU ON SUNDAY GLEN CAMPBELL (Capitol P4288)	44	6	59	DISCO-TEX LITTLE DAVID WILKINS (MCA 40579)	59	6	93	SUMMERTIME LOVIN' LAYNG MARTINE, JR. (Playboy P6081)	—	1
28	SOLITARY MAN T.G. SHEPPARD (Hitsville/Motown H6032F)	11	12	60	BEWARE THE WOMAN RUBY FALLS (Fifty States FS 43)	66	4	94	THE WAY HE'S TREATED YOU NAT STUCKEY (MCA 40568)	70	8
29	CRISPY CRITTERS C.W. McCALL (Polydor PD 14331)	32	7	61	WHEN A MAN LOVES A WOMAN JOHN WESLEY RYLES (Music Mill IRDA-240)	67	3	95	I NEVER MET A GIRL I DIDN'T LIKE JIM MUNDY (ABC/Dot DOA 17638)	—	1
30	HOLLYWOOD WALTZ BUCK OWENS (Warner Bros. WBS 8223)	33	8	62	AFTER THE STORM WYNN STEWART (Playboy 8080)	77	2	96	(I WANT) THE REAL THING STONEY EDWARDS (Capitol P4346)	97	8
31	IS FOREVER LONGER THAN ALWAYS PORTER WAGONER & DOLLY PARTON (RCA PB 10652)	14	14	63	VAYA CON DIOS FREDDY FENDER (ABC/Dot DOA 17627)	36	13	97	THE GREAT AMERICAN CLASSIC COWBOY PENNY DEHAVEN (Starcrest GRT 066)	—	1
32	IN SOME ROOM ABOVE THE STREET GARY STEWART (RCA JH 10680)	12	13	64	FLASH OF FIRE HOYT AXTON (A&M 1811)	43	14	98	ALL THESE THINGS JOE STAMPLEY (ABC/Dot DOA 17642)	71	17
				65	LET'S PUT IT BACK TOGETHER AGAIN JERRY LEE LEWIS (Mercury 73822)	73	3	99	SLEEP ALL MORNIN' ED BRUCE (United Artists UA XW 811Y)	75	9
				66	HERE'S SOME LOVE TANYA TUCKER (MCA 40598)	76	2	100	BRIDGE FOR CRAWLING BACK ROY HEAD (ABC/Dot DOA 17629)	98	10

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

"A" (Caseyem/Twentieth Century/Osmusic — BMI/ASCAP)	53	Golden Ring (Tree — BMI)	6	Love You All (Tree/Joe Allen — BMI)	58	Teddy Bear (Cedarwood — BMI)	14
A Butterfly (Unart/Pen In Hand — BMI)	92	Half As Much (Fred Rose — BMI)	44	Misty Blue (Taimont — BMI)	9	Texas Woman (Mandina — BMI)	49
A Couple (Evel Eye/Horse Hairs — BMI)	35	Here Comes That Girl (Chappell — ASCAP)	11	My Prayer (Skidmore — ASCAP)	80	The Best (Jeannie C. Riley — BMI)	83
Afternoon Delight (Cherry Lane — ASCAP)	24, 52	Here Comes The Freedom (Wa-We — ASCAP)	73	One More (Morning — ASCAP)	89	The Door Is Always Open (Jack — BMI)	67
After The (Proud Bird — BMI)	62	Here I Am (Cedarwood — BMI)	22	One Of These Days (Altam — BMI)	4	The End Is (Fourth Floor — ASCAP)	81
Ain't Love (Prize/Open Wide — ASCAP)	42	Here's Some (Screen Gems — BMI)	66	Peanuts And Diamonds (Tree — BMI)	78	The Great American (Starburst — ASCAP)	97
All I Can (Owepar — BMI)	47	Hey Shirley (La Debra — BMI)	39	Put A Little (Hall Clements — BMI)	38	The Last Word (Tree — BMI)	71
All These Things (Tune-Kel — BMI)	98	Hollywood Waltz (WB/Kicking Bear — ASCAP)	30	Redneck! (Velour — BMI)	16	The Letter (Twitty Bird — BMI)	2
Baby Love (Stone Agate — BMI)	74	Honey Hungry (Power Play — BMI)	72	Red Sails (Shapiro & Bernstein — ASCAP)	84	The Night Time (Al Gallico/Algee — BMI)	51
Because You Believed (Belinda — BMI)	13	Honky Tonk (Partner — BMI/Bill Black — ASCAP)	26	Rocky Mountain (Briar Patch — BMI)	3	The Way He's Treated (Contention — SESAC)	94
Beware (Don Wayne/Stars & Stripes/Hit-Kit — BMI)	60	How Do You (Acuff-Rose — BMI)	85	Save Your Kisses (Easy Listening — ASCAP)	7	Think Summer (September — ASCAP)	48
Bridge For (Ma-Ree/Porter Jones — ASCAP)	100	I Don't Want To Have (Blackwood/Inusic — BMI)	23	Say It Again (Hall-Clement — BMI)	1	Truck Drivin' Man (Belinda/Elvis Presley — BMI)	18
Bring It On Home (Kags — BMI)	5	If You've Got (Peer Int'l. — BMI)	37	See You (ABC/Dunhill/One of a Kind — BMI)	27	Try A Little (Robbins — ASCAP)	79
Can't You See (No Exit — BMI)	45	I Want (Blackwood/Back Road — BMI)	10	Sleep All (UA/Big Ax — ASCAP)	99	Vaya Con Dios (Morley — ASCAP)	63
Cowboy (Welbeck — ASCAP/Sweco — BMI)	8	I Met (Hall-Clement/Maple Hill — BMI)	15	Sold Out (House of Cash — BMI)	43	Warm And Tender (First Generation — BMI)	40
Crispy Critters (American Gramophone — BMI)	29	I Never Met (Chappell — ASCAP)	95	Solitary Man (Tallyrand — BMI)	28	We're Getting There (Fullness — BMI)	54
Disco-Tex (Ash Valley — ASCAP)	59	In Some Room (Tree — BMI)	32	Solitary Man (Tallyrand — BMI)	28	When A Man (Pronto Quinny — BMI)	61
Don't Stop (John Farrar — BMI)	77	Is Forever Longer (Owepar — BMI)	31	So Sad (Acuff-Rose — BMI)	56	When Something (publisher pending)	33
11 Months (Algee — BMI)	68	It's Different (Stallion — BMI)	20	Stranger (Resaca — BMI)	86	While The Feeling's (Brougham Hall/Hartline — BMI)	34
Even If It's (Unart/UA — BMI/ASCAP)	57	I've Loved You (Prima Donna — BMI)	36	Suitcase (Colgems/Glory — ASCAP)	90	Whiskey (Al Gallico/Algee — BMI)	86
Fire At First (Beechwood/Window — BMI)	75	I Want (Blackwood/Back Road — BMI)	96	Summertime (Ahab — BMI)	93	Wichita Jail (Night Time — BMI)	21
Flash Of Fire (Lady Jane — BMI)	64	I Wonder If (Acuff-Rose — BMI)	17	Sunday School (Mandy — ASCAP)	55	You Are My (Tamerlane — BMI)	76
Frog Kissin' (Ahab — BMI)	25	Just You (Moose & Big Elk — ASCAP)	70	Support Your (War Drum — BMI)	82	You Rubbed It (Pick-A-Hit — BMI)	12
Gator (Unart/Vector — BMI)	46	Let's Put It Back (Jack & Bill — ASCAP)	65	Suspicious Minds (Screen Gems/Col. — BMI)	69		
		Liquor, Love (Young World — BMI)	41	Teardrops In My (Southern — ASCAP)	91		
		Love Revival (Sawgrass — BMI)	19	Teardrops Will (Rocky Top — BMI)	87		



The Tower Is Hot!



CRYSTAL GAYLE
Somebody Loves You
Includes: Somebody Loves You
What You've Done For Me / Before I'm Fool Enough
Sweet Baby On My Mind



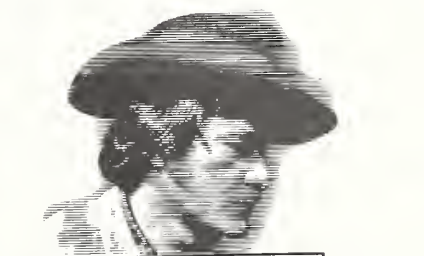
Crystal Gayle. "Somebody Loves You" (UALA 543-G) Featuring the latest Crystal Gayle hit, "I'll Get Over You" (UAXW 781-Y)




BILLIE JO SPEARS
What I've Got In Mind
Includes Sing Me An Old Fashioned Song
What I've Got In Mind / Misty Blue
Do Right Woman, Do Right Man



Billie Jo Spears. "What I've Got In Mind" (UALA 608-G) Featuring another in the succession of Billie Jo Spears' hits, "Misty Blue" (UAXW 813-Y)



ED BRUCE
Includes Mamas Don't Let Your
Babies Grow Up To Be Cowboys
Sleep All Mornin' / Streets Of Laredo
The Littlest Cowboy Rides Again



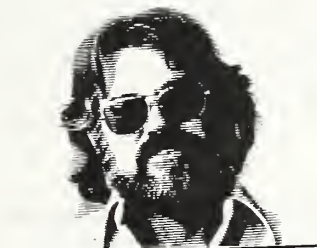
Ed Bruce. (UALA 613-G) A great album spearheaded by the great Ed Bruce hit single, "Sleep All Morning" (UAXW 811-Y)




JEAN SHEPARD
Mercy, Ain't Love Good
Includes Mercy
Ain't Love Good / Slowly




Jean Shepard. "Mercy, Ain't Love Good" (UALA 609-G) The great voice of Jean Shepard put the title song on the singles charts. "Ain't Love Good" (UAXW 818-Y)




KENNY ROGERS
Love Lifted Me
Includes: Home-Made Love
Love Lifted Me / You Gotta Be Tired
Abraham, Martin And John




Kenny Rogers. "Love Lifted Me" (UALA 607-G) The name. The voice. The face. Kenny Rogers with another country smash, "While The Feeling's Good" (UAXW 812-Y)




BOBBY GOLDSBORO
A Butterfly For Bucky
Including: A Butterfly For Bucky
I Wrote A Song [Sing Along]
Best To Be Free / Chippin' Away
Cuddle Up



Bobby Goldsboro. "A Butterfly For Bucky" (UALA 639-G) Another big Bobby Goldsboro album, "A Butterfly For Bucky" (UAXW 793-Y) turned into a top 20 smash single.



DOC WATSON
Doc And The Boys
Includes I Can't Help But Wonder
(Where I'm Bound)
Darlin' / Cory / Southern Lady



Doc Watson. "Doc And The Boys" (UALA 601-G) The legendary Doc Watson with a new album featuring a classic rendition of "I Can't Help But Wonder Where I'm Bound" (UAXW 824-Y)

United Artists Records/Nashville.
Home Of The Big Country Hit Albums And Singles.



COUNTRY SINGLES REVIEWS/ALBUM REVIEWS

OLIVIA NEWTON-JOHN (MCA 40600)

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

The ethereal quality of Olivia's delivery merges with the delicate steel and violin dominating the instrumental. Excellent production by John Farrar.

CHARLEY PRIDE (RCA JH 10757)

A Whole Lotta Things To Sing About (2:42) (Pi-Gem Music — BMI) (Ben Peters)

Rock-a-billy, with a small taste of "revival," complete with a very interesting instrumental makes for a top charting sound.

TAMMY WYNETTE (Epic 8-50264)

You And Me (3:22) (Algee Music Corp. — BMI) (B. Sherrill — G. Richey)

A tender love ballad produced by Billy Sherrill and George Richey, directed to MOR for FM play.

BILL ANDERSON (MCA 40595)

Peanuts And Diamonds (3:10) (Tree Pub. — BMI) (Bobby Braddock)

"Whispering" Bill delivers a smooth slow-moving semi-recitation about a poor boy and a rich girl. A best bet for top charting; produced by Buddy Killen.

TOM BRESH (Farr FR 009)

Sad Country Love Song (3:16) (Screen Gems/Columbia Music — BMI) (John Beland)

A sad song done in MOR country style — sounds like a top contender. Produced and arranged by Jimmy Bowen.

PRICE MITCHELL (GRT 067)

You're The Reason I'm Living (3:10) (Hudson Bay — BMI) (B. Darin)

With the production of Dick Heard and Nelson Larkin, Price delivers a sound reminiscent of the Platters. A sleeper.

KENNY STARR (MCA 40580)

Victims (3:12) (Chappell & Co. Inc. — ASCAP) (Rory Bourke, Johnny Wilson, Gene Dobbins)

A strong compelling lyric produced and delivered in true country style. Good bet for top charting. Produced by Snuffy Miller.

SAMI JO (Polydor PD 14341)

Take Me To Heaven (2:49) (Screen Gems/Columbia Music — BMI) (Richard Minegra, Susan Taylor)

A slow intimate ballad along with the smooth warmth of Sami Jo's delivery means top MOR listening. Produced by Sonny Limbo and Mickey Buckins.

HANK THOMPSON (ABC Dot DOA 17649)

Forgive Me (2:51) (Peer International — BMI) (W. Walker, G. Sullivan)

Reminiscing about bigger and better days delivered in semi-recitation style set to an up-tempo swing. Production by Tommy Allsup.

JIMMY GATELEY (ABC/Dot DOA 17648)

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

A country love song about a girl — not a flower. Produced by Bill Anderson and David Byrd. Good box bet.

DIANA WILLIAMS (Capitol P 4317)

Teddy Bear's Last Ride (4:11) (Cedarwood Pub. — BMI) (D. Royal, B. Burnette)

Those who cried with "Teddy Bear" have more tears to shed with this last "10-4" from Teddy Bear. Moving recitation produced by Bill Denny.

DAVID WILLS (Epic 8-50260)

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

A sad song of goodbye done up in good country style. Production by Henry Strzelecki.

WAYNE KEMP (United Artists UAXW 850-Y)

I Should Have Watched That First Step (2:53) (Tree Pub. — BMI) (W. Kemp)

A strong lyric, along with excellent delivery, makes for a best bet for top country jukebox plays. Production by Buddy Killen.

BOBBY BORCHERS (Playboy P6083)

They Don't Make 'Em Like That Anymore (2:32) (Chappell Music — ASCAP) (Rory Bourke)

The full instrumentation merges with the vibrant quality of Bobby's delivery, making for an excellent progressive number produced by Eddie Kilroy.

TENNESSEE PULLEYBONE (RCA JH-10755)

Tonight The Bottle Let Me Down (3:31) (Blue Book Music — BMI) (Merle Haggard)

Hot jukin', honky tonkin' tale done Bob Wills-style. Produced by Chuck Neese.

SONNY THROCKMORTON (Starcrest GRT 073)

Rosie (3:39) (Roger Miller Music — BMI) (S. Throckmorton)

A pensive, wishful lyric about going back, packaged in true country style. Produced by Scott Turner and Larry Londin.

CURTIS & WARGO (Farr FR 005)

Turntable Lady (2:52) (E.J. Gurren Music/Intersong/USA — ASCAP) (L.C. Lynam, T.A. Wargo)

With a distinctive vocal style leaning heavily into the pop field, the lyric is a story about a radio love.

BILL GREEN (Phono P2629)

Let's Cheat Again (2:38) (Hitkit Music/Multihit Music — BMI) (D. Bill Green)

Texas swing-hot, with a jukebox fiddle — the tale about Saturday night. Produced by Joe Gibson.

RICK RICHARDSON (Dominion Records NR7337-1)

Accommodatin' Sue (2:50) (Gator Music — SESAC) (Rick Richardson)

Straight from Washington comes this scandalous tale about "Accommodatin' Sue." A country novelty "affair."

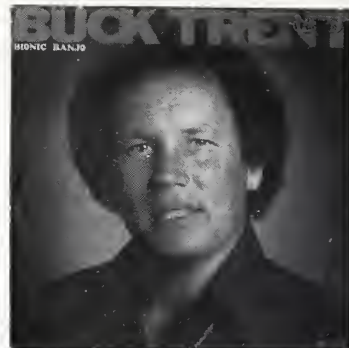
JIMMY ANGEL (Rameses II RA 2002)

Nobody's Perfect (3:19) (King Tut Music) (Joan Ryan)

The sound of Memphis with a taste of country, produced by E. Hickery and R. Lieberman.

BIONIC BANJO — Buck Trent — ABC/Dot D05D 2058

Buck's latest is a collection of zippy banjo pieces and humorous novelty songs like "The Wrestling Matches," Buck's new ABC/Dot single "Donald Is A Duck," "Buck's Hee-Haw Talkin' Blues." Instrumentals such as "Bionic Banjo," "Bingo Buck," "Tilt," "Trent's Tornado," "Tic-Tac-Toe," and "Theme From The Bicentennial Banjo" were penned or co-penned by Buck, with "Flint Hill Special" coming from the pen of Earl Scruggs. All selections showcase the brilliant ability of the artist, clearly defining his title of "master of the five-string banjo."



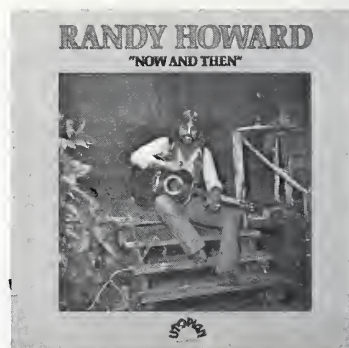
BYRON BERLINE AND SUNDANCE — MCA 1049

Moving from a progressive country base into varying degrees of bluegrass and hoe-down, the group makes full use of the banjo and dobro. Selections include the instrumental "Storm Over Oklahoma," plus "Best Friends," "The World I'm Livin' In," "Cold In California," "Locomotive," "Lea," "It Hurts So Much," "Sweet Wanomi," "Laid Back Day," and "Till I Gain Control Again."



NOW AND THEN — Randy Howard — Utopian 1

Approaching his first LP with a solid country delivery, Randy has included selections such as Croce's "Goodtime Man," Danny Epp's "Aunt Carrie Jean," Kristofferson's "Smokey," and Howard/Bower's "If I Had." Other self-penned cuts are "God Don't Live In Nashville," "Don't Ask Me For Tomorrow," "She's A Lover," "Ode To You," "Something Else," and "Straighten My Mind." Setting his own style, which reflects a thorough understanding of basic country, Randy has laid down his own production using Nashville and Atlanta studios.



DEAR OLD DIXIE — Don Reno & Bill Harrell & The Tennessee Cutups — CMH 6291

Don Reno & Bill Harrell have delivered an interesting and masterful LP of bluegrass — a kind of music they helped pioneer. Produced by Arthur Smith and recorded in Smith's studios in Charlotte, North Carolina, Smith also takes up the guitar and joins Reno and Harrell on "B.G. Chase." Other selections include "Dear Old Dixie," "One Morning In May," "It's A Long Long Way From The Bottom," "Hobo's Story," "Please Keep Remembering," "At Last I'm Free," "Where Would Our Flowers Grow," "The Winds Blew Across The Wild Moor," "Make Believe (You Didn't See Me Free)" and "Into These Hills."



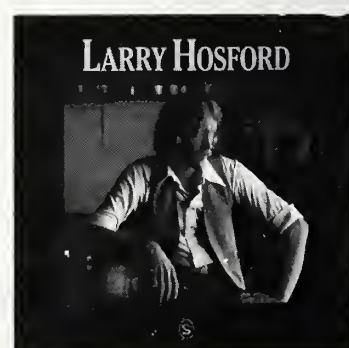
OLDGRASS, NEWGRASS, BLUEGRASS — The Smith Brothers Bluegrass Orchestra — CMH 6203

The talents of Arthur Smith have never been more in evidence — this is a fine example of an Arthur Smith arrangement, production, plus artistry on the fiddle, guitar and mandolin. A collector's item of bluegrass at its finest as interpreted by a master craftsman, this is mighty fine listening. Selections include "Rocky Top," "Live Oak," "Put Together," "Kiss Waltz," "Breakdown March," "Little Footprints In The Snow," "One Slew Foot," "All Strings," "Prayer Maiden," "Mainline," and "Bye And Bye."



CROSS WORDS — Larry Hosford — SRL 52003

Never capturing a theme, this LP moves from one bag into another, carrying some very interesting instrumental and vocal sounds. A case in point is the single pulled from the LP, titled "Wishing I Could," which brings back the lost sound of the musical saw. Leon Russell and George Harrison sing backup vocals. Other selections include "Why I Spend So Much Time In The Bars," "If I Could Talk As Fast As I Think," "Direct Me," "Crossword Puzzle #1," "Loving You Like I Do," "Crossword Puzzle #2," "Last Chance Romance," "Nobody Remembers The Losers," "She Went Back Home," "Crossword Puzzle #3," "50% Of The Blame," "The World Outside," and "Crossword Puzzle #4."



WVOK — MIAMI
 Frog Kissin' — Chet Atkins — RCA
 That Look In Her Eyes — Freddie Hart — Capitol
 Honky Tonk Waltz — Ray Stevens — WB
 Games Daddies Play — Conway Twitty — MCA
 My Prayer — Narvel Felts — ABC/Dot

KLAK — DENVER
 I Wonder If I Ever Said Goodbye — Johnny Rodriguez — Mercury
 Sold Out Of Flagpoles — Johnny Cash — Columbia
 Half As Much — Sheila Tilton — Con Brio
 All I Can Do — Dolly Parton — RCA
 11 Months And 29 Days — Johnny Paycheck — Epic
 Mississippi — Barbara Fairchild — Columbia
 If You've Got The Money — Willie Nelson — Columbia

WUBE — CINCINNATI
 Games Daddies Play — Conway Twitty — MCA
 It's Different With You — Mary Lou Turner — MCA
 All I Can Do — Dolly Parton — RCA
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot

WHOO — ORLANDO
 You're The Reason I'm Living — Price Mitchell — GRT
 Summertime Lovin' — Lang Martine, Jr. — Playboy
 That Look In Her Eyes — Freddie Hart — Capitol
 Texas Woman — Pat Boone — Hitsville
 Try A Little Tenderness — Billy Thundercloud — Polydor
 Games Daddies Play — Conway Twitty — MCA
 Take Me As I Am — Mack White — Commercial

WKDA — NASHVILLE
 That Look In Her Eyes — Freddie Hart — Capitol
 You And Me — Tammy Wynette — Epic
 A Whole Lotta Things To Sing About — Charley Pride — RCA
 That's What I Get For Doing My Own Thinking — Ray Griff — Capitol

KRAK — SACRAMENTO
 One More Time — Crystal Gayle — UA
 My Prayer — Narvel Felts — ABC/Dot
 Don't Stop Believin' — Olivia Newton-John — MCA
 Whispers And Grins — David Rogers — Republic
 Brother Shelton — Brenda Lee — MCA
 They Don't Make 'Em Like That Anymore — Bobby Borchers — Playboy
 40 Hours — James Talley — Capitol (flip)
 That Look In Her Eyes — Freddie Hart — Capitol
 Wine And Weakness — Nate Harvell — Republic
 You And Me — Tammy Wynette — Epic
 Sunday School To Broadway — Sammi Smith — Elektra
 Papa's Sugar — Carter Family — Columbia

WONE — DAYTON
 See You On Sunday — Glen Campbell — Capitol
 My Prayer — Narvel Felts — ABC/Dot
 Whiskey Talkin' — Joe Stampley — Epic
 Honey Hungry — Mike Lunsford — Starday
 Here's Some Love — Tanya Tucker — MCA
 After The Storm — Wynn Stewart — Playboy
 Honky Tonk Waltz — Ray Stevens — WB
 The Great American Classic Cowboy — Penny DeHaven — Starcrest

WSLR — AKRON
 Take Me To Heaven — Sammi Jo — Polydor
 Rosie — Sonny Throckmorton — Starcrest
 They Don't Make 'Em Like That Anymore — Bobby Borchers — Playboy
 Sunday School To Broadway — Sammi Smith — Elektra
 Honky Tonk Waltz — Ray Stevens — WB
 Here's Some Love — Tanya Tucker — MCA
 Black Speck — O.B. McClinton — Mercury

WMC — MEMPHIS
 Boatride — R.W. Blackwood Singers — Capitol
 Here's Some Love — Tanya Tucker — MCA
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot

country radio active most added singles

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

1. Games Daddies Play — Conway Twitty — MCA
2. The Look In Her Eyes — Freddie Hart — Capitol
3. The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
4. You And Me — Tammy Wynette — Epic
5. My Prayer — Narvel Felts — ABC/Dot
6. Don't Stop Believin' — Olivia Newton-John — MCA
7. They Don't Make 'Em Like That Anymore — Bobby Borchers — Playboy
8. Here's Some Love — Tanya Tucker — MCA
9. Teardrops In My Heart — Rex Allen, Jr. — WB
10. Peanuts And Diamonds — Bill Anderson — MCA

most active singles

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

1. If You've Got The Money — Willie Nelson — Columbia
2. Here's Some Love — Tanya Tucker — MCA
3. You Rubbed It In All Wrong — Billy "Crash" Craddock — ABC/Dot
4. I'm A Stand By My Woman Man — Ronnie Milsap — RCA
5. I Wonder If I Ever Said Goodbye — Johnny Rodriguez — Mercury
6. The Letter — Conway Twitty & Loretta Lynn — MCA
7. Redneck National Anthem — Vernon Oxford — RCA
8. Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
9. Here Comes That Girl Again — Tommy Overstreet — ABC/Dot
10. Cowboy — Eddy Arnold — RCA

Whiskey Talkin' — Joe Stampley — Epic
 Teardrops In My Heart — Rex Allen, Jr. — WB
 Honky Tonk Waltz — Ray Stevens — WB
 Teardrops Will Kiss The Morning Dew — Billie Jo Spears & Del Reeves — UA
 My Prayer — Narvel Felts — ABC/Dot

KAYO — SEATTLE
 They Don't Make 'Em Like That Anymore — Bobby Borchers — Playboy
 Sad Country Love Song — Tom Bresh — Farr
 Silver Eagle — Larry Ballard — Capitol

WXCL — PEORIA
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
 Don't Stop Believin' — Olivia Newton-John — MCA
 Honky Tonk Waltz — Ray Stevens — WB
 Games Daddies Play — Conway Twitty — MCA

Teardrops In My Heart — Rex Allen, Jr. — WB
 Boatride — R.W. Blackwood & Singers — Capitol
 Whiskey Talkin' — Joe Stampley — Epic
 11 Months And 29 Days — Johnny Paycheck — Epic
 You And Me — Tammy Wynette — Epic

KLAC — LOS ANGELES
 Here's Some Love — Tanya Tucker — MCA
 All I Can Do — Dolly Parton — RCA
 Sold Out Of Flagpoles — Johnny Cash — Columbia
 While The Feeling's Good — Kenny Rogers — UA
 Half As Much — Sheila Tilton — Con Brio
 Texas Woman — Pat Boone — Hitsville
 We're Getting There — Ray Price — ABC/Dot

WVOJ — JACKSONVILLE
 They Don't Make 'Em Like That Anymore — Bobby Borchers — Playboy

I've Been There Too — Kenny Serratt — Hitsville
 That Look In Her Eyes — Freddie Hart — Capitol
 Don't Stop Believin' — Olivia Newton-John — MCA
 Love Is Thin Ice — Barbara Mandrell — ABC/Dot

WHK — CLEVELAND
 Baby Love — Joni Lee — MCA
 They Don't Make 'Em Like That Anymore — Bobby Borchers — Playboy
 Here Comes That Rainy Day Feelin' Again — Connie Cato — Capitol

Here's Some Love — Tanya Tucker — MCA
 I've Loved You All Of The Way — Donna Fargo — WB
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
 You And Me — Tammy Wynette — Epic
 I Never Met A Girl I Didn't Like — Jim Mundy — ABC/Dot
 40 Hours — James Talley — Capitol (flip)

WJJD — CHICAGO
 Games Daddies Play — Conway Twitty — MCA
 After The Storm — Wynn Stewart — Playboy
 Here I Am Drunk Again — Moe Bandy — Columbia
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot

My Prayer — Narvel Felts — ABC/Dot
 Wichita Jail — Charlie Daniels Band — Epic
 While The Feeling's Good — Kenny Rogers — UA

WYOK — TAMPA
 Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
 Games Daddies Play — Conway Twitty — MCA
 Here's Some Love — Tanya Tucker — MCA
 The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot

Peanuts And Diamonds — Bill Anderson — MCA

WINN — LOUISVILLE
 Teardrops In My Heart — Rex Allen, Jr. — WB
 My Prayer — Narvel Felts — ABC/Dot
 The Look In Her Eyes — Freddie Hart — Capitol
 Peanuts And Diamonds — Bill Anderson — MCA
 I'm Just Pouring Out — David Wills — Epic
 Games Daddies Play — Conway Twitty — MCA
 Don't Stop Believin' — Olivia Newton-John — MCA
 Love Is Thin Ice — Barbara Mandrell — ABC/Dot

WBAM — MONTGOMERY
 Games Daddies Play — Conway Twitty — MCA
 One More Time — Crystal Gayle — UA
 The Curse Of A Woman — Eddy Raven — ABC/Dot
 The Look In Her Eyes — Freddie Hart — Capitol
 You And Me — Tammy Wynette — Epic
 After The Storm — Wynn Stewart — Playboy
 A Whole Lotta Things To Sing About — Charley Pride — RCA

WILT — LANSING
 Teardrops In My Heart — Rex Allen, Jr. — WB
 Ain't Love Good — Jean Sheppard — UA
 Peanuts And Diamonds — Bill Anderson — MCA
 Love Is Thin Ice — Barbara Mandrell — ABC/Dot
 Honey Hungry — Mike Lunsford — Starday
 Put A Little Lovin' On Me — Bobby Bare — RCA

WAME — CHARLOTTE
 Can't You See — Waylon Jennings — RCA
 Let's Put It Back Together Again — Jerry Lee Lewis — Mercury

KCKC — SAN BERNARDINO
 Games Daddies Play — Conway Twitty — MCA
 After The Storm — Wynn Stewart — Playboy
 You And Me — Tammy Wynette — Epic

WHN — NEW YORK
 Redneck National Anthem — Vernon Oxford — RCA
 If You've Got The Money I've Got The Time — Willie Nelson — Columbia

KIRK — HOUSTON
 Games Daddies Play — Conway Twitty — MCA
 Route 66 — Asleep At The Wheel — Capitol

World Int'l. Staff Set

NASHVILLE — Joe Lucus, former president of Commercial Distributing, has now been appointed vice president and general manager of World International Group, Inc.

Dave Woodward, formerly national promotion manager for IRDA, has been acquired to head the promotional department for WIG, Inc. Other officers in the organization include: R.J. Lindsey, Aquarian Records, president; Kit Johnson, owner of Kansa Records, first vice president and treasurer; and John Hart, promotional manager, Aquarian Records.

World International Group, Inc. will be located at 22 Music Square, West (P.O. Box 23857), Nashville, Tenn. 37202, (615) 256-3351.

Music Biz Internship Sponsored By Belmont

NASHVILLE — Belmont College's music business program and Nashville's Top Billing Inc. talent agency are sponsoring Belmont's first music business internship, which will provide "on the job" training for qualified students who are interested in making the music business their career.

A student may receive from 12 to 15 hours by participating in the music business industry as an intern, but only those students who have been approved by the placement and internship committee of the music business council may participate. Applicants are now being reviewed for the program.



STICK 'EM UP — The London Records promotion crew recently "held up" the staff at KLAC radio in Los Angeles to promote the new Jerry Jaye single "Honky Tonk Women Love Reneck Men" on Hi, which is #26 bullet on this week's CB country chart. Pictured (l. to r.): London recording artist Debbie Pearl, London L.A. promotion man Pete Schwartz, KLAC music director Don Langford, and London Records associate director of national promotion Joshua Blardo.

Roy Clark Reveals Details Of His Golf Classic

TULSA, OKLA. — Roy Clark met with representatives of Tulsa's news media recently to outline details of the second annual Roy Clark Celebrity Golf Classic, scheduled here for Sept. 10 and 11.

"Our original goal last year was to prove we could stage a successful event for players, celebrities and the public, and I feel we achieved that goal," Clark told newsmen.

"We learned a lot from that experience, and I'm confident this year's classic will be considerably larger and will more than double proceeds to Children's Medical Center."

Tournament director Stan Brander said some 15,000 people watched the celebrities play golf at Cedar Ridge Country Club, and another 10,000 attended a benefit show at Mabee Center.

Among the celebrities who have accepted Clark's invitation are Bob Hope, Ernest Borgnine, Fred MacMurray, Roger Miller and Jimmy Dean.

"The overall structure of the event will be about the same as last year," Clark explained. "We'll have at least 40 teams consisting of one celebrity and four local amateur players. We'll play two rounds of 'Florida scramble' golf at Cedar Ridge Country Club."

In Florida scramble play, all team members hit their first shot from the tee. The best ball position is determined, and all players hit their second shots from that point.

On Friday evening, Clark will host a benefit performance at Mabee Center called "Roy Clark's Star Night," which will feature Bob Hope, Freddy Fender, B. J. Thomas, Norm Crosby, Mel Tillis, Jimmy Dean, the Woody Herman Orchestra, and Buck Trent, with George Lindsey as master of ceremonies.

Tickets for the 8 p.m. performance are on sale by mail order from Carson Attractions. Prices are \$11, \$9, \$7, and \$4. Gallery tickets for the golf tournament will be announced later.



APPRECIATE YOUR LOCAL ARMADILLO — Artist Jim Franklin, itinerant Shriner Rusty Todd, Mrs. Fred Hotheinz (wife of mayor of Houston) and state representative Gonzalo Barrientos (l to r) present proclamations from the cities of Dallas, Houston and Austin announcing "Armadillo Appreciation Week." Proclamations were presented to (l to r) Bobby Hedderman, vice president of Armadillo World Headquarters, and Eddie Wilson, president. Ceremonies took place on the "living billboard" atop the Armadillo, where Bobby Hedderman has been perched since May 31 to draw attention to the August 7 benefit birthday celebration for the headquarters.

Thunderbyrd Starring Roger McGuinn Sundance With Byron Berline

THE ROXY, L.A. — Clearly basking in the light of a renovated career, Roger McGuinn and his tight three-piece band ran through a number of tunes at the Roxy last week, picking songs from more than a few different times.

The Byrd's material was covered with uncanny replicating, and made one realize that, indeed, McGuinn was the guiding sound of that crucial sixties group. His reading of "Mr. Tambourne Man," with backing vocals from Bruce Barlow and James Q. Smith, sent chills up the spine and made the listener feel oddly, but pleurably, displaced. "Eight Miles High" had the same effect, although McGuinn's Rickenbacker guitar, with all of its internal Christmas tree lighting, was a trifle distracting.

The tunes from the recent "Cardiff Rose" LP were, ultimately, the most satisfying part of the show. McGuinn is certainly an excellent performer, and injects a lot of soul into what would otherwise be predictable stage moves. "Up To Me," a new Dylan song, and "Take Me Away," the singer's current single about the joys of playing in the Rolling Thunder Revue, were both well received.

Overall, this was a nicely paced set, and, if Dylan's Revue ever leaves the road, Roger McGuinn can count on a lucrative solo career.

Sundance, a bluegrass/folk/rock band that stars fiddle and mandolin virtuoso Byron Berline, turned in a successful, if slightly confused bunch of tunes. The group is perhaps a little too eclectic for its own commercial good, however, Sundance has strong potential that will be realized when the group decides on a direction of attack. All the ingredients are there.

j.m.

Martha Velez/ The Faragher Brothers

THE OTHER END, NYC — Martha Velez brought her "Escape From Babylon" album to life here recently with a sensual and energetic performance. Re-creating an album produced by Bob Marley and featuring the Wailers is no easy task, especially in New York, one of Marley's strongest enclaves. But Velez and her band were up to the task.

She has a brooding, almost malevolent stage presence, accentuated by some of the more uninhibited stage moves seen lately. Highlights from the show include the best selections from the LP, such as her own "Money Man" and "Wild Bird," as well as "Disco Nights," which she co-authored with Marley. The tune is slated for release as a single, and with the right promotion and backing, it could go all the way and provide the platform to elevate Velez to the

Shigeru Izumiya

TROUBADOUR, L.A. — It isn't often that an L.A. audience gets a glimpse of what went on here last week. Enthusiasts may go out of their way to seek ethnic entertainment of some sort — Los Angeles bulges with pockets where English is the second language — but rarely does a foreign artist play a major club, singing lyrics in his own tongue (in this case Japanese) exclusively.

Billed as a top folk artist in his own country, Shigeru Izumiya is one of four Japanese musicians who broke away from the Japanese corporate establishment approximately one year ago to form their own label, For Life Records. Since that time, the budding foursome has won over a substantial following among Japanese youth. During his seven years as an individual performer, Izumiya has released ten LPs, each selling 80,000 to 150,000 copies in Japan,

continued on pg. 51

Janis Ian/Billy Joel

UNIVERSAL AMPHITHEATRE, UNIVERSAL CITY, CALIFORNIA — Janis Ian on stage at the Universal Amphitheatre proved to be one of the best shows the venue has seen this season. Backed by a tightly-knit band that had the entire show down pat, Ian's set of tunes was very well received by the crowd, who demanded an encore from the songwriter/performer. Although Janis's rap with the audience was held to a minimum, the contrast between "Jesse" (where she did a beautiful tender vocal with acoustic guitar accompaniment) and "Belle Of The Blues" (done up with tremendous blues feeling and rhythmic timing on keyboards) was great. Claire Bay provided second vocals on several songs, with the harmonies enhancing Janis Ian's musical interpretation of songs like "Boy I Really Tied One On Last Night," and "I Would Like To Dance." The quick cha-cha sound of "I Would Like To Dance," complete with an intense Latin flavor provided by the band, was possibly the best received song of the night. But her encore, the song "Stars" from the album of the same name, made Janis Ian the poet songbird for not only this night, but many nights to come.

Billy Joel was definitely a hit. The dexterity this artist displays while attacking the piano is phenomenal. His spoof of a band that has played Cleveland six months and is glad finally to be back in New York was fun. The song was called "New York State Of Mind," and a beautiful sax instrumental accompanied Joel's piano. Audience jeers of "We paid our money, why can't you turn toward us for one song," caused him to play keyboard with only one hand, while facing that ignored section of the crowd. "Root Beer Rag" was fine, but his excellent vocal style on a song called "James" allowed Billy Joel to completely express his expertise on ballad material.

j.b.c.

stardom that seem inevitably hers.

Although hampered by a sound system which seemed unable to handle the full range of her fine, smoky voice, Velez won the crowd early. She is not hurt in this endeavor by the fact that she is no hardship to the eyes; something that was pleasantly accentuated by her sleek white jumpsuit. In short, Velez has the voice, the songwriting talent, the stage presence and the looks to help her bring her music to a very wide audience.

The Faragher Brothers, a blue-eyed soul group made up of four actual brothers, opened the show. They demonstrated the potential to become a major act in the style of AWB, but they have a way to go in the areas of showmanship and polish. They are, however, an act to watch.

e.r.

Kalapana

THE ROXY, L.A. — Kalapana is the second contemporary sound to come out of the Hawaiian islands recently. Their predecessors, Cecelio & Kaponu, are still gearing up after several passes at mainland audiences while this was one of Kalapana's first major shots. Like C&K, Kalapana has solid enough spawning ground credentials to attempt a major breakout, having drawn 25,000 to the Waikiki Shell over a three-date stand about six weeks ago (breaking a record formerly held by C&K).

Kalapana is a six-member group with wide-ranging, capable instrumentation. The front line harmonizes quite beautifully and have no difficulty delivering their material which runs the gamut from acoustic to electric with tinges of jazz aura occasionally. Kalapana's between-song patter could use a little touch-up work,

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EAST COASTINGS — East Meets West: The owners of the city's usual showcase venues (Bottom Line and Other End) were unwilling to risk the difficulties involved in allowing minors to enter their liquor-selling establishments, but CBGB's on the Bowery turned out to be the perfect aesthetic choice for the New York debut of L.A.'s jailbait rockers, the **Runaways**. The brainchild of producer **Kim Fowley**, the Mercury group displayed a level-headed attitude toward the curiosity a novel act such as theirs would naturally attract. They are attentive to media coverage, however: rhythm guitarist and second vocalist **Joan Jett** criticized the many journalists who had mismatched quotes and **Runaways** in written versions of taped interviews, and drummer **Sandy West** disproved a comment attributed to the group, that the "oldest" music they listened to was Queen, by naming **John Bonham** her favorite percussionist in rock. Asked if they would still be the **Runaways** in five years, the answer was a definite "Yes."

IT WAS A BEAUTIFUL DAY, YESTERDAY — But it's a new day now, for certain members of the San Francisco band that never accrued sales and airplay to match the respect it received from other musicians and a strong cult of followers. Violinist/composer **David LaFlamme** has put together a new group, which includes former **It's A Beautiful Day** bassist **Mitchell Holman**, and he has been writing with his wife **Linda**. LaFlamme has been sorting out management difficulties for the last three years, but now that things are clear, the new band has been signed to Amherst Records, and will soon be in the studio recording their first album for the label. . . . Meanwhile, if you happen to be in New Orleans, visit **Gino's Back Room**, where another former member of a later edition of the group, guitarist **Billy Gregory**, performs regularly with the **O.K. Rubber Welders**, a band of local session men including saxophonist **Leon Price**, who has been heard on albums by **Labelle** and several other of **Allen Toussaint's** productions. The group can switch from four-bar blues to jazz-rock to sounds approaching Coltrane, and it seems to work every time.

EVENTS — **Lou Reed** has been signed to Arista Records. . . . **Ginger Baker** has quit the **Baker-Gurwitz Army**, pretty well stripping the entity of its major source of identification. . . . **Rick Wakeman** has officially disbanded his **English Rock Ensemble**. He claims that activities in other areas of the music business, such as "film, TV and jingle work," have made the maintenance of a full-time band unworkable. . . . Roxy Music guitarist **Phil Manzanera** will appear at Britain's Reading Festival with a band that includes former cohort **Eno**. Roxy's **Brian Ferry**, whose single "Let's Stick Together" has just been released in the U.S., will tour England with a group of crackerjack British session men including guitarist **Chris Spedding**, Roxy drummer **Paul Thompson**, and bassist **John Wetton** (ex-Family, **King Crimson**, **Roxy, Uriah Heep**). The album **Ferry** will release on Atlantic in the States is comprised of material that has been released in the U.K., but he will be working on a new LP with members of the touring group. Roxy's keyboard/violin man **Edwin Jobson** is said to be working with **Frank Zappa**, and although we have no word on the current activities of reedman **Andy Mackay** for the current Roxy hiatus, let's not forget that his original music for the U.K. TV production "Rock Follies" made some noise on the British charts. . . . Jazz guitarist/producer **Joe Beck** has been signed to **Polydor Records**. . . . **Gladys Knight** and her husband **Barry Hankerson** have a new son, **Shanga-Ali**, 10 lbs. and 23 inches at birth, August 1. He is Gladys's third child: her two teenagers are from a previous marriage. The birth marks a "double pip" for the group, since **Elliot Ryan Patton** was born to the **Edward Pattons** recently. . . . Atlantic Records president **Jerry Greenberg** has signed **Rich Billay**. . . . Contrary to any rumors you may have heard, **John Miles** will not appear with **Elton John** for his series of concerts at New York's Madison Square Garden. Miles finished his U.S. stint with Elton in Buffalo last week, and he will do a short promotional tour of the west before returning home to cut a few sides for his next album on London, three sides of which have been recorded with producer **Rupert Holmes** in the U.S. . . . "Here Comes The Weekend" will be the first single by **Dave Edmunds** (in England) under his new deal with Swan Song Records. . . . **Florence LaRue Gordon** of the **Fifth Dimension** was among the judges of the Miss Black America beauty pageant held last week in Gary, Indiana. . . . A new film directed by **Monty Python's Michael Palin**, "Jabberwocky," will star many members of the zany troupe. The story concerns a monster terrorizing a town in the Middle Ages, and has been compared to "Jaws" in subject matter if not in scope. . . . Cleanshaven **Bruce Springsteen** appearing on stage in a three piece suit. . . . Don Kirshner's Rock Concert for August 14 presents **Rufus** featuring **Chaka Khan**, the **Hudson Bros.** and **Tom Snow**.

phil dimauro

POINTS WEST — September 7-14 has been declared **Buddy Holly** week. Even if **Solters & Roskin** didn't say that, it's about time somebody set aside a period of recognition for this rock pioneer. Look for **Linda Ronstadt** and **Denny Laine** both to record **Buddy Holly** tunes. Possibly a double album from **MCA** as well. All of this brings smiles to **Paul McCartney** who recently purchased the **Holly** catalog. . . . A baby daughter, **Tibita** (8 lbs.), born July 28 (or thereabouts) to **Anya** and **Jim (Traffic) Capaldi** in London. . . . 100,000 fans expected for a Labor Day concert 18 miles outside Austin, Texas. Promoted by **Mayday Productions**, the bill claims confirmations so far from (in alphabetical order) **The Band**, **Chicago**, **England Dan & John Ford Coley**, **Firefall**, **Fleetwood Mac** and the **Steve Miller Band**. No word on ticket prices. . . . **Gerry Beckley** of **America** is hospitalized in London, undiagnosed at this point, according to personal manager **John Hartmann**. Illness comes at the close of a three-week tour of Australia, New Zealand and Japan and before a cross-country U.S. tour due later this month. . . . **Tony Bennett** is the new national chairman of **United Way's** "To The People" campaign for 1976. **Bennett's Improv** label will release the charity's theme song, "There's Always Tomorrow." Tony also has a new two-record album release due from **Columbia**, "Tony Bennett Sings The Hits Of Today," including tracks from his 1962 "San Francisco" LP. . . . **American Flyer** out on their first promotional tour for **UA**. Will touch major cities from San Francisco to Cleveland in support of new LP which ships this week. Album includes a **George Martin** tune, "End Of A Love Song." **Martin** produced the album. . . . "New Nation," the **Roderick Falconer** LP due September, will feature backup vocals from a girl group, "The Birds Of Prey," otherwise known as England's **Chanter Sisters**. . . . **Black Oak Arkansas** begins part I of its 1976 world tour with two weeks of concerts in England and the European continent Aug. 14. . . . **James Vincent** signed to **Caribou Records**. First LP produced by **Bruce Botnik** due early Sept. Featured on the album are **Peter Cetera (Chicago)** and **Verdine White (Earth, Wind & Fire)**. **Vincent** also readying for U.S. tour. . . . **Pure Prairie League** back in the studio with new producer **Alan Abrahams** who also heads up west coast A&R for **RCA**. **PPL** put in a surprise performance at the **Great American Music & Pleasure Faire** last week in Long Beach. . . . **Eagles** tour doing well, reportedly drawing 46,000 to the Oakland Coliseum. Others on the program were **Linda Ronstadt**, **Loggins & Messina** and **Renaissance**. New **Eagles** LP due soon. . . . **REEL TO REEL** — At **Sunset Sound**: **Rita Coolidge** for vocal overdubs w/**David Anderle** producing, **Marty Lewis** engineering the **A&M** LP. . . . **Valerie Carter** in to mix **Columbia** album, **George Massenberg** at the controls. . . . **Bill Schnee** in and out mixing two **A&M** singles for **Charlie & The Pep Boys** and (Mean?) **Joe Green & The Gap**. . . .

stephen fuchs



DAVIS HOSTS JAZZ GREATS — Les Davis, nighttime personality on WRVR-FM, New York's all-jazz station, played host recently to Lenny White, Al DiMeola and Randy Brecker. The special open-ended discussion involved the three guests playing cuts from LPs that influenced their own styles. Seated left to right: Randy Brecker, Lenny White. Standing: Al DiMeola, Les Davis.

jazz notes

A&M's Horizon label is readying eight LPs for September release. Included in the coming package are albums by **Charlie Haden**, **Sonny Fortune**, **Don Cherry**, **Mel Lewis**, **Dave Brubeck**, **Jimmy Owens**, **Jlm Hall** and a new group, **Karma**.

In the upcoming MPS/BASF release shipping August 15 is an LP by **Oscar Peterson** entitled "Oscar's Choice." The material is previously unissued titles from a variety of Peterson sessions over the past few years. Also from MPS/BASF is a solo piano L.P. "My Ship." On this **George Shearing** makes his singing debut on "Send In The Clowns." All the people at Audio Fidelity who have heard advance pressings have flipped out over the veteran pianist's vocal abilities!

Verve is readying a **Wes Montgomery** LP package of live material that will include some unissued sides. In addition Verve is un-sweetening some tracks that originally featured overdubbed strings and horns!

Irv Kratka at Music Minus One is blazing

straight ahead with his two jazz labels, Inner City and Classic Jazz. Recent LPs by **The Art Ensemble of Chicago** and **Stephane Grappelli-Jean-Luc Ponty** are on the former while things to come include **Anthony Braxton** ("Saxophone Improvisations-Series F"), **Gato Barbieri-Don Cherry** and a **Randy Weston** solo piano LP recorded last year. Classic Jazz recently issued a double (\$9.96) set by **John Kirby** and will soon, in a major coup, issue for the first time in the U.S. the fabulous sessions of **Mezz Mezzrow** and **Sidney Bechet** recorded more than thirty years ago for Mezzrow's King Jazz label! If all this weren't enough, **Kratka** suggests that everyone be on the lookout for a French pianist, **Jean P. Moss**, who will have an Inner City LP shortly. Irv says he definitely has an artist of star potential here.

Some details on the coming Mercury reissues: artists involved will be **Erroll Gar-**

continued on pg. 51

TOP 40 JAZZ ALBUMS

	Weeks On 8/7 Chart		Weeks On 8/7 Chart
1 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	1 6	21 THE LEPRECHAUN CHICK COREA (Polydor PD 6062)	17 6
2 BOB JAMES THREE (CTI 6063)	2 6	22 THE MEAN MACHINE JIMMY McGRUFF (Groove Merchant 3311)	23 6
3 FEVER RONNIE LAWS (Blue Note/UA BN-LA 628-G)	3 6	23 REFLECTIONS OF A GOLDEN DREAM LONNIE LISTON SMITH & THE COSMIC ECHOES (Flying Dutchman/RCA BDL 1-1460)	18 6
4 THOSE SOUTHERN KNIGHTS CRUSADERS (Blue Thumb/ABC BTSD 6024)	5 6	24 GLOW AL JARREAU (Warner Bros. MS 2248)	27 3
5 GOOD KING BAD GEORGE BENSON (CTI 6062)	4 6	25 THE MAIN ATTRACTION GRANT GREEN (Kudu 29)	28 4
6 ARBOUR ZENA KEITH JARRETT (ECM/Polydor 1-1070)	7 6	26 BLACK WIDOW LALO SCHIFRIN (CTI PS 5000)	26 5
7 HARD WORK JOHN HANDY (ABC/Impulse ASD 9314)	6 6	27 FEELS SO GOOD GROVER WASHINGTON (Kudu KU 24S1)	25 6
8 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	10 6	28 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	— 1
9 SALONGO RAMSEY LEWIS (Columbia PC 34173)	9 6	29 LAND OF THE MIDNIGHT SUN AL DiMEOLA (Columbia PC 34074)	21 6
10 EVERYBODY COME ON OUT STANLEY TURRENTINE (Fantasy F9508)	8 6	30 MYSTERIES KEITH JARRETT (ABC/Impulse ASD 9315)	30 6
11 FLY WITH THE WIND McCOY TYNER (Milestone/Fantasy M9067)	11 6	31 CITY LIFE BLACKBYRDS (Fantasy F9490)	29 6
12 ROMANTIC WARRIOR RETURN TO FOREVER (Columbia PC 34076)	12 6	32 DREAMS SO REAL GARY BURTON QUINTET (ECM/Polydor 1-1072)	— 1
13 LOOK OUT FOR #1 BROTHERS JOHNSON (A&M SP 4567)	14 5	33 WIRED JEFF BECK (Epic PE 33840)	31 6
14 MYSTIC VOYAGE ROY AYERS UBIQUITY (Polydor PD 6057)	13 6	34 AURORA JEAN-LUC PONTY (Atlantic SD 18163)	32 6
15 OH YEAH? JAN HAMMER (Nemperor/ Atlantic NE 437)	15 6	35 BACK TO BACK BRECKER BROTHERS (Arista AL 4061)	36 3
16 BLACK MARKET WEATHER REPORT (Columbia PC 34099)	16 6	36 A DIFFERENT SCENE LOU DONALDSON (Cotillion/Atlantic SD 9905)	— 1
17 TOUCH JOHN KLEMMER (ABC ABCD 922)	20 6	37 PLACES AND SPACES DONALD BYRD (United Artists BNLA 549G)	38 2
18 PRIMAL SCREAM MAYNARD FERGUSON (Columbia PC 33953)	19 6	38 DAVID SANBOURN (Warner Bros. BS 2957)	— 1
19 EARL KLUGH (Blue Note/UA BN-LA 596-G)	22 6	39 NIGHTFLIGHT GABOR SZABO (Mercury SRM 1-1091)	— 1
20 THE NEED TO BE ESTHER SATTERFIELD (A&M SP 3411)	24 6	40 SURPRISES HERBIE MANN (Atlantic SD 1682)	34 6

Jazz Album Picks

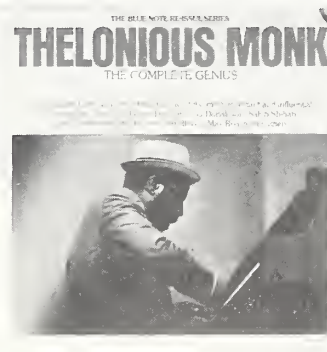
CAN'T HIDE LOVE — Carmen McRae — Blue Note LA 635G — Producer: Dale Oehler — List: 6.98

Carmen is one of the hardy perennials. She sounds so good on Eric Carmen's "All By Myself" and Thad Jones's "A Child Is Born" that one could get the impression that the songs were written for her. The accompaniment is by top Hollywood pros and the arrangements are by the likes of Johnny Mandell, Jones, Dave Grusin and Gerald Wilson. Great songs don't appear as often as they did in the past but when they do we should all be thankful that we have a Carmen McRae to do them justice.



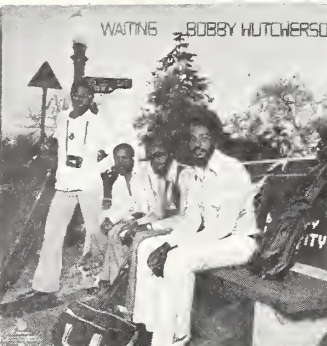
THE CHICK COREA/BILL EVANS SESSIONS — Stan Getz — Verve VE 2-2510 — List: 7.98

The combination of Getz and two of the major pianists of the modern generation makes for splendid listening. The Corea session is the highly acclaimed "Sweet Rain" album though the Evans collaboration while an earlier recording was issued for the first time perhaps three years ago. Polydor has provided excellent pressing quality — a marked improvement on the originals. Perhaps the most outstanding track is "But Beautiful" on which Getz makes it most obvious that he is best on melodic material. But there are many more moments equally impressive throughout the two record set.



THE COMPLETE GENIUS — Thelonious Monk — Blue Note LA 579-H2 — List: 7.98

The entire Blue Note Monk (as leader) is an exceptionally rewarding musical experience. The four sessions from the 1940s are truly revealing, not only for Monk's distinctive piano but for the excellence of his original compositions. Milt Jackson and Art Blakey are the sidemen most adept at interpreting the leader's moods. Dealers should be aware that this material has only been available in phony stereo for several years and fans will want this convenient package in the original mono presented here. Another well produced Blue Note reissue.



WAITING — Bobby Hutcherson — Blue Note LA 615G — Producer: Dale Oehler — List: 6.98

Bobby Hutcherson has been on Blue Note longer than anyone except Donald Byrd and Horace Silver and he seems to have been able to survive all the changes in ownership. This album is a thoroughly creative effort with few commercial concessions. Saxophone and rhythm make up the group and they complement the leader's vibes and marimba in expert fashion. The funky "Don't Be Afraid" will likely garner much of the airplay and lead to another strong seller by this fine musician.

CASH BOX R&B

R&B Ingredients

For Outstanding Community Service . . . Radio station **KDAY** was recently honored by the **United High Blood Pressure Foundation** who presented the station with the **Exceptional Leadership Support Award** from the **Brotherhood Crusade**. The award was in recognition of a \$4,000 donation which was raised by the station through their first annual celebrity/community Bike-A-Thon. The award included a special mention to **Jean Tillman**, KDAY's community relations director and **Jim Maddox**, the station's program director. Among the participating celebrities were **Stevie Wonder** and **Al Green**.

IN HOLLYWOOD, two top executives of the **William Morris Agency, Inc.**, were present to supervise the signing of **Capitol** recording artists **The Sylvers**. The **Morris Agency** will be handling booking for the singing family.



ALL SMILES AS INKED PACT TURNS TO SYLVER — Finalizing **The Sylvers'** contractual agreement with the **William Morris Agency, Inc.** (seated, l to r) are: **Sam Weisbord**, president of the agency; **Abe Lastfogel**, chairman of the board and (standing, l to r) **Al Ross**, manager of **The Sylvers**; **Foster Sylvers** and **Don Zimmerman**, executive vice-president and chief operating officer of **Capitol Records**.

Venturing into the jazz arena, **T.K. Productions** has acquired the distribution rights for **PBR Records**, whose first release under the new distribution agreement is **Bobby Caldwell's** LP, "The House Is Rockin'," reports **T.K. president, Henry Stone**.



THE STARS ARE OUT TONIGHT — Entertainment personalities sport broad smiles after having heard **Dap Sugar Willie's** new LP on **Philly International**. Pictured above (l to r) are: **Fashion Plate Payton**, **Roslyn Cash**, **Billy Paul**, **Freda Payne**, **Dap Sugar Willie** and **Sherry Payne**.

Rufus Thomas stopped by the **Hollywood Cash Box** offices recently to play his new single, "If There Were No Music." And that's not all that's new with **Rufus**, he's got a new label — **Artists of America**. This is the first single in recent memory in which **Thomas** busts out of the "novelty dance" format; this tune is straight-ahead R&B and it's got a good chance of crossing over into the pop market as well. With that kind of potential, this signing could easily be the most important that **AOA** has ever made.

Someone's in the kitchen with **Mike** . . . While doing a guest spot on TV's **Mike Douglas Show**, **Lamonte McLemore** of **The Fifth Dimension** related the tantalizing recipe for his very special gumbo . . . it seems that so many cards and letters poured in asking for the list of fixin's that several publishers have since approached **McLemore** to author a soul food cookbook featuring all his favorite recipes. Now that's R&B Ingredients!

nick nichols

TOP 50 R&B ALBUMS

		Weeks On 8/7 Chart			Weeks On 8/7 Chart		
1	BREEZIN' GEORGE BENSON (WB 2919)	1	19	26	JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC 953)	27	4
2	SPARKLE ARETHA FRANKLIN (Atlantic SD 18176)	2	9	27	STRETCHING OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (WB BS 2920)	28	10
3	ALL THINGS IN TIME LOU RAWLS (Phila. Int'l./Epic PZ 33957)	3	11	28	COLLECTOR'S ITEM HAROLD MELVIN & THE BLUENOTES (Phila. Int'l./Epic PZ 34232)	22	7
4	CONTRADICTION OHIO PLAYERS (Mercury SRM 1-1088)	4	10	29	YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. BS 2948)	24	12
5	HOT ON THE TRACKS COMMODORES (Motown M6-867S1)	6	6	30	ENERGY TO BURN B.T. EXPRESS (Columbia PC 34178)	28	12
6	NATALIE NATALIE COLE (Capitol ST 11517)	5	12	31	DIANA ROSS (Motown M6-861S1)	31	25
7	HARVEST FOR THE WORLD ISLEY BROTHERS (Epic PZ 33809)	7	11	32	DIANA ROSS'S GREATEST HITS (Motown M6-869S1)	38	2
8	MIRROR GRAHAM CENTRAL STATION (WB BS 2937)	9	7	33	AIN'T THAT A BITCH JOHNNY GUITAR WATSON (Amherst DJM/Amherst DJLPA-3)	41	3
9	LOOK OUT FOR #1 BROTHERS JOHNSON (A&M SP 4567)	8	23	34	WHERE THE HAPPY PEOPLE GO THE TRAMMPS (Atlantic SD 18172)	32	14
10	SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)	15	4	35	SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	36	7
11	SKY HIGH TAVARES (Capitol ST 11533)	12	9	36	ARABIAN KNIGHTS RITCHIE FAMILY (Merlin/TK 2201)	45	2
12	HARD WORK JOHN HANDY (ABC/Impulse ASD 9314)	13	10	37	BORN TO GET DOWN MUSCLE SHOALS HORNS (Bang BLP 403)	39	10
13	WILD CHERRY (Sweet City/Epic 34195)	20	4	38	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	46	4
14	MANHATTANS (Columbia PC 33820)	10	16	39	EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	—	1
15	TOGETHER AGAIN . . . LIVE BOBBY BLAND & B.B. KING (ABC ASD 9317)	21	5	40	LOVE TRILOGY DONNA SUMMER (Oasis/Casablanca OC 5004)	43	2
16	YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	23	4	41	LOVE TALK JIM GILSTRAP (Roxbury RLX 105)	—	1
17	THREE BOB JAMES (CTI 6063)	19	8	42	FLOWERS EMOTIONS (Columbia PC 34163)	42	4
18	GOOD KING BAD GEORGE BENSON (CTI 6062)	18	7	43	JOE SIMON TODAY JOE SIMON (Spring/Polydor SP 16710)	44	5
19	FEVER RONNIE LAWS (Blue Note/UA BNLA 628G)	16	11	44	BRASS CONSTRUCTION (United Artists UA LA 545G)	34	29
20	GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curton/WB CU 5007)	17	7	45	ACCEPT NO SUBSTITUTES PLEASURE (Fantasy F9508)	37	5
21	MOTHERSHIP CONNECTION PARLIMENT (Casablanca NBLP 7022)	11	29	46	GET UP OFFA THAT THING JAMES BROWN (Polydor PD 1-6071)	—	1
22	THOSE SOUTHERN KNIGHTS CRUSADERS (Blue Thumb/ABC BTSD 6024)	14	12	47	LET YOUR MIND BE FREE BROTHER TO BROTHER (All Platinum 7015)	40	12
23	I WANT YOU MARVIN GAYE (Motown T634251)	25	20	48	EVERYBODY COME OUT STANLEY TURRENTINE (Fantasy F9508)	50	9
24	HAPPINESS IS BEING WITH THE SPINNERS SPINNERS (Atlantic SD 18181)	30	3	49	MISTY BLUE DOROTHY MOORE (Malaco/TK 6351)	33	12
25	LOVE POTION NEW BIRTH (Warner Brothers BS 2953)	29	4	50	LOVE TO THE WORLD LTD (A&M 4589)	—	1

Soul Waves

The **Quincy Jones** concert in Louisville on August 8 was preceded by a **Quincy Jones Weekend** which was sponsored by **WLOU** radio. The contest, which was geared toward generating excitement for the show was a huge success, reported station music director **Neal O'Rea**. The special promotion included give-aways of LPs, T-shirts, and posters.

New on the **Oakland** radio scene is **Marv Knight**, midnight-to-5 jock for **KDIA**.

Other new personnel include **Helen Hagen** doing the 3-7 pm show for **WSOK Savannah**. Ms. Hagen was previously a member of **WBLN New York's** staff, according to **WSOK** music director **Don Wilson**.

WVOL Nashville reports that air personality **David Lombard** has changed shifts — Lombard, who had been doing the midnight to 6 show, is now on the midday shift.

Also from **WVOL Nashville** — **John Heidelberg** slipped out of the midday spot and into a comfortable groove on the morning drive.

KGFJ's Summer Contest will be continuing for another four weeks, according to station vice-president, **Arnold Schorr**. The purpose of the contest is to make it possible for black youngsters to visit **Avalon Bay** on **Catalina Island**.

nick nichols

ADDITIONS TO R&B PLAYLISTS

WRBD — FT. LAUDERDALE
 #1 — Stretchin' Out — Bootsy Collins
 One For The Money — Whispers — Soul Train
 Have A Good Time — Crystal Image — Nine Chains
 Messin' Up A Good Thing — Honeycone — Hot Wax
 Whatever It Takes — Joey Gilmore — Blue Candle/TK
 Come Get To This — Joe Simon — Spring
 #1 LP — Isley Brothers
 New LPs — Peabo Bryson, LTD
KOKY — LITTLE ROCK
 #1 — I'll Be Good To You — Brothers Johnson
 Flowers — Emotions — Columbia
 Shake Your Booty — K.C. & Sunshine Band — TK
 Baby We Better Try To Get It Together — Barry White —
 20th Century
 I'm Gonna Let My Heart Do The Walking — Supremes —
 Motown
 Entrow — Graham Central Station — WB
 #1 LP — Isley Brothers
 New LPs — Kay-Gees, AWB
WUFO — BUFFALO
 #1 — Getaway — Earth, Wind And Fire
 Lowdown — Boz Scaggs — Columbia
 Let The Good Times Roll — Bobby Bland/B.B. King —
 ABC
 One For The Money — Whispers — Soul Train
 Dancin' Kid — Disco Tex — Chelsea
 #1 LP — Curtis Mayfield
 New LPs — Gino Vannelli, Bobby Bland/B.B. King
KYAC — SEATTLE
 #1 — Something He Can Feel — Aretha Franklin
 You To Me Are Everything — The Real Thing — UA
 10% — Double Exposure
 #1 LP — AWB
WJLB — DETROIT
 #1 — The More You Do It — Ronnie Dyson
 Falling In Love — Nice Creation —
 Get On Up '76 — Esquires
 The Best Disco In Town — Ritchie Family — Marlin/T.K.
 When It Hurts — Terry Huff — Merit
 To The Bone — Gibson Brothers Band
 #1 LP — Parliaments
WBMX — CHICAGO
 #1 — Stretchin' Out — Bootsy Collins
 You + Me = Love — Undisputed Truth — Whitfield
 Underground Music — Peabo Bryson
 Shake Your Romp To The Funk — Bar-Kays — Whitfield
 If I Ever Do Wrong — Betty Wright — Alston
 Summertime — MFSB — Phila. Intl.
 #1 LPs — Ingram Family, Brother To Brother, Roy Ayers
KEAZ — SAN DIEGO
 #1 — Who'd She Coo — Ohio Players
 Changin' — Brass Construction — UA
 Seven Minutes Of Funk — Whole Darn Family — Soul Intl.
 You + Me = Love — Undisputed Truth — Whitfield
 #1 LP — Norman Connors
 New LPs — Undisputed Truth, Whole Darn Family
KGJF — LOS ANGELES
 #1 — Never Find Another Love — Lou Rawls
 Harvest For The World — Isley Brothers — T-Neck
 Ain't Good For Nothing — Luther Ingram — Koko
WGIV — CHARLOTTE
 #1 — Never Find Another Love — Lou Rawls
 Entrow — Graham Central Station — WB
 Kill That Roach — Miami — Drive
 Let The Good Times Roll — B.B. King/Bobby Bland —
 ABC
 Chance With You — Brother To Brother — Turbo
 Free — Natural Four — Curtom
 Spend My Whole Life With You — Street People — Vigor
 Give Me All Your Sweet Lovin' — Chuck Armstrong —
 R&R
 #1 LP — Ronnie Laws
KNOK — DALLAS/FT. WORTH
 #1 — The More You Do It — Ronnie Dyson
 Can't Get Off Till The Feeling Stops — Lamont Dozier —
 WB
 Shake Your Romp To The Funk — Bar-Kays — Mercury
 Give It Up — Tyrone Davis — Columbia
 Baby I'm Gonna Love You — Phylis Hyman — Desert
 Moon
WVON — CHICAGO
 #1 — Never Find Another Love — Lou Rawls
 After The Dance — Marvin Gaye — Tamla
 You To Me Are Everything — The Real Thing — UA
 Kill That Roach — Miami — TK
 Ain't That A Bitch — Johnny "Guitar" Watson
 You + Me = Love — Undisputed Truth — Whitfield
 You Should Be Dancing — Bee Gees — RSO
 #1 LP — Jeannie Reynolds
 New LPs — Jim Gilstrap, John Handy, Johnny "Guitar"
 Watson
WYLD — NEW ORLEANS
 #1 — Getaway — Earth, Wind, and Fire
 Shake Your Booty — K.C. & Sunshine Band — TK

WTMP — TAMPA
 #1 — Who'd She Coo — Ohio Players
 Discotief — Rhythm Heritage — ABC
 Summertime — MFSB — Philly Intl.
 #1 LP — Commodores
 Entrow — Graham Central Station — WB
 Lean On Me — Melba Moore — Buddah
 Chance With You — Brother To Brother — Turbo
 Shake Your Romp To The Funk — Bar-Kays — Mercury
 Party Line — Andrea True Connection — Buddah
WDIA — MEMPHIS
 #1 — Who'd She Coo — Ohio Players
 The More You Do It — Ronnie Dyson — Columbia
 Song From M*A*S*H — New Markettes — Seminole

Soul Searchin' Time — Trammms — Atlantic
 Movin' In All Directions — Peoples Choice — TSOP
 Give It Up — Tyrone Davis — Columbia
 Sweet Summer Music — Attitudes — Dark Horse
 #1 LP — George Benson
 New LPs — Bill Cosby, James Brown
WDAS — PHILADELPHIA
 #1 — Getaway — Earth, Wind, and Fire
 After The Dance — Marvin Gaye — Tamla
 Get The Funk — Brothers Johnson — A&M
 One Love In My Lifetime — Diana Ross — Motown
 Get It While It's Hot — Eddie Kendricks — Tamla
 #1 LP — Isley Brothers
WVRL — NEW YORK
 #1 — Lowdown — Boz Scaggs
 One Love In My Lifetime — Diana Ross — Motown
 Chance With You — Brother To Brother — Turbo
 Get It While It's Hot — Eddie Kendricks — Tamla
 Baby We Better Try To Get It Together — Barry White —
 20th Century
 Only You Babe — Curtis Mayfield — Curtom
 New LPs — Al Jarreau, James Gilstrap, Commodores,
 Bootsy Collins, Fatback Band, Dr. Buzzard's Original
 Savannah Band, Jerry Butler
WVOL — NASHVILLE
 #1 — Sharing The Night Together — Arthur Alexander
 After The Dance — Marvin Gaye — Tamla
 The Street's Got My Lady — Bill Brandon — Piedmont
 One Love In My Lifetime — Diana Ross — Motown
 He Who Laughs Last — Monday After — Buddah
 #1 LP — Parliaments
 New LPs — Special Delivery, Isley Brothers
WLou — LOUISVILLE
 #1 — Getaway — Earth, Wind, and Fire — Columbia
 Anything You Want — John Valenti — Ariola/America
 Let The Good Times Roll — Bobby Bland/B.B. King —
 ABC
 Give A Broken Heart A Break — Impact — Atco
 Changin' — Brass Construction — UA
 #1 LP — Luther
WAMO — PITTSBURGH
 #1 — Heaven Must Be Missing An Angel — Tavares
 After The Dance — Marvin Gaye — Tamla
 Jive Talkin' — Rufus Featuring Chaka Khan
 One Love In My Lifetime — Diana Ross — Motown
 Lean On Me — Melba Moore — Buddah
 Hard Work — John Handy — ABC
 #1 LP — Norman Connors
 New LPs — AWB, New Birth, Wild Cherry, Al Jarreau
WCIN — CINCINNATI
 #1 — Getaway — EWF
 Cotton Candy — Sylvers — Capitol
 Changin' — Brass Construction — UA
 Entrow — Graham Central Station — WB
 No, No Joe — Silver Convention — Midland Intl.
 Give It Up — Tyrone Davis — Columbia
 15 to 11 — Flowers — Emotions
 26 to 10 — We Both Need Each — Norman Connors
 24 to 17 — I Luv Myself — Bill Cosby
 28 to 19 — Get The Funk Out — Brothers Johnson
 34 to 24 — Jive Talkin' — Rufus
 New LPs — Wild Cherry, Emotions
WILD — BOSTON
 #1 — You'll Never Find Another — Lou Rawls
 Lean On Me — Melba Moore — Buddah
 Cotton Candy — Sylvers — Capitol
 Let The Good Times — B.B. King/Bobby Bland — ABC
 Hard Work — John Handy — ABC
 One Love In My — Diana Ross — Motown
 Jive Talkin' — Rufus — ABC
 Just Let Me Hold You — Choice 4 — RCA
 After The Dance — Marvin Gaye — Tamla
 Open Up Your Heart — Muscle Shoals Horns — Bank
 Thank You For Today — Sister Sledge — Cotillion/Ati
 Porcupine — Nature Zone — London
 13 to 5 — Play That Funky — Wild Cherry
 21 to 6 — Getaway — EWF
 23 to 16 — Rock Creek Park — Blackbyrds
 24 to 17 — We Both Need — Norman Connors
 38 to 21 — You To Me — Real Thing
 33 to 22 — The More You Do It — Ronnie Dyson
 35 to 23 — Slow Motion — Dells
 37 to 24 — Just Like In The — Bloodstone
 34 to 25 — Baby We Better — Barry White
 New LPs — Spinners, Emotions, Ritchie Family, Al
 Jarreau, AWB, Dells
WEBB — BALTIMORE
 #1 — Lean On Me — Melba Moore
 Give It Up — Tyrone Davis — Columbia
 Makin' Love Ain't No Fun — Ebony — Buddah
 Free And Red Hot — Shelly Black — Vigor
 27 to 20 — Give Me All Your Good — Chuck Armstrong
 29 to 18 — You Need Love — Bobby Williams
 New LPs — Bobby Williams, Faith Hope, & Charity, James
 Brown, Isaac Hayes

R&B Singles To Watch

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

1. After The Dance — Marvin Gaye — Tamla
2. Give It Up — Tyrone Davis — Columbia
3. Jive Talkin' — Rufus — ABC
4. Let The Good Times Roll — Bobby Bland & B.B. King — ABC
5. Entrow — Graham Central Station — Warner Bros.
6. Changin' — Brass Construction — UA
7. Shake Your Romp — Bar-Kays — Mercury
8. Get The Funk Out — Brothers Johnson — A&M
9. Movin' In All Directions — People's Choice — TSOP
10. Only You Babe — Curtis Mayfield — Curtom

KATZ — ST. LOUIS
 #1 — Never Find Another Love — Lou Rawls
 Love Is Alive — Gary Wright — WB
 Hot Stuff — Rolling Stones — Rolling Stones
 Ain't Good For Nothing — Luther Ingram
 Only You Babe — Curtis Mayfield — Curtom
 The Golden Rod — Roy Ayers — Polydor
 One Love In My Lifetime — Diana Ross — Motown
 Dance With Me — Marvin Gaye — Motown
 Baby We'd Better Try To Get It Together — Barry White —
 20th Century
 #1 LP — Lou Rawls
 New LPs — LTD, Impact, Johnny "Guitar" Watson,
 Emotions, Roy Ayers

WVCO — COLUMBUS
 #1 — Play That Funky Music — Wild Cherry
 After The Dance — Marvin Gaye — Motown
 Here We Go Again — Peoples Choice — TSOP
 Jive Talkin' — Rufus — ABC
 ain't Nothing But A Party — Mark Radice — UA
 No, No Joe — Silver Convention — Midland Intl.
 Flowers — Emotions
 Big Jim — Dap Sugar Willie
 New LPs — Johnny "Guitar" Watson

Give It Up — Tyrone Davis — Columbia
 She's Gone — Hall & Oates — Atlantic
 Entrow — Graham Central Station — WB
 After The Dance — Marvin Gaye — Tamla
 If There Were No Music — Rufus Thomas — AOA
 Shake Your Romp To The Funk — Bar-Kays — Mercury
 #1 LP — Bootsy Collins
KUTE/102 — LOS ANGELES
 #1 — LP — Commodores
 New LPs — Margie Joseph, Ritchie Family, Freddie Hub-
 bard
KDAY — LOS ANGELES
 #1 — Play That Funky Music — Wild Cherry
 Anything You Want — John Valenti — Ariola /America
 You Don't Have To Be A Star — Marilyn McCoo/Billy Davis
 — ABC
 Summertime — MFSB — Phila. Intl.
 The More You Do It — Ronnie Dyson — Columbia
 The Golden Rod — Roy Ayers — Polydor
 #1 LP — Commodores
 New LPs — Paul McCartney & Wings, LTD
KDKO — DENVER
 #1 — Play That Funky Music — Wild Cherry
 Get The Funk Out Of My Face — Brothers Johnson —
 A&M

Most Programmed New LPs

1. Glow — Al Jarreau — Warner Bros.
2. Love To The World — LTD — A&M
3. Ain't That A Bitch — Johnny "Guitar" Watson — DJM
4. Get Up Offa That Thing — James Brown — Polydor
5. Flowers — The Emotions — Columbia
6. Arabian Nights — Ritchie Family — T.K.
7. Everybody Loves The Sunshine — Roy Ayers — Polydor
8. Love Talk — Jim Gilstrap — Roxbury
9. Peabo Bryson — Bullet
10. The Gist Of The Gemini — Gino Vannelli — A&M

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CASH BOX TOP 100 R&B

August 14, 1976

	Weeks On 8/7 Chart		Weeks On 8/7 Chart		Weeks On 8/7 Chart
1 YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE LOU RAWLS (Phila. Int'l/Epic ZS 8-3592)	1 14	33 YOU TO ME ARE EVERYTHING THE REAL THING (UA XW 833-Y)	45 5	68 YOU TO ME ARE EVERYTHING BROADWAY (Granite G540AM)	67 5
2 SOMETHING HE CAN FEEL ARETHA FRANKLIN (Atlantic 45-3326)	2 13	34 BABY, I WANT YOUR BODY AL WILSON (Playboy P6076)	36 8	69 OPEN UP YOUR HEART MUSCLE SHOALS HORNS (Bang 725)	72 3
3 HEAVEN MUST BE MISSING AN ANGEL TAVARES (Capitol P4270)	4 12	35 YOU SHOULD BE DANCING BEE GEES (RSO/Polydor RS 853)	42 5	70 IF I EVER DO WRONG BETTY WRIGHT (Alston/TK 3722)	80 3
4 WHO'D SHE COO OHIO PLAYERS (Mercury 455)	7 8	36 LOWDOWN BOZ SCAGGS (Columbia 3-10367)	50 6	71 ONLY YOU BABE CURTIS MAYFIELD (Curton/WB CMS 0118)	82 2
5 GET UP OFF THAT THING JAMES BROWN (Polydor PD 14326)	6 13	37 WE THE PEOPLE GENERAL JOHNSON (Arista AS 0192)	38 7	72 FIFTH OF BEEHOVEN WALTER MURPHY AND THE BIG APPLE BAND (Private Stock 45073)	85 7
6 PLAY THAT FUNKY MUSIC WILD CHERRY (Sweet City/Epic 8-50225)	10 9	38 WE BOTH NEED EACH OTHER NORMAN CONNORS (Buddah BDA 534)	46 5	73 PORCUPINE NATURE ZONE (London 5N235)	86 2
7 GETAWAY EARTH, WIND & FIRE (Columbia 1-10373)	13 6	39 COTTON CANDY SYLVERS (Capitol 4255)	35 8	74 THANK YOU FOR TODAY SISTER SLEDGE (Cotillion/Atlantic 44202)	76 3
8 (SHAKE, SHAKE, SHAKE) SHAKE YOUR BOOTY K.C. AND THE SUNSHINE BAND (TK 1019)	12 6	40 AIN'T GOOD FOR NOTHING LUTHER INGRAM (Koko KODJ 721)	49 6	75 I LOVE MYSELF BETTER THAN I LOVE MYSELF BILL COSBY (Capitol 4299)	77 3
9 THIS MASQUERADE GEORGE BENSON (WB WBS 8209)	3 12	41 WHO LOVES YOU BETTER (PART 1) ISLEY BROTHERS (T-Neck/Epic ZS 8-2260)	31 15	76 L.O.D. (LOVE ON DELIVERY) BILLY OCEAN (Ariola America/Capitol P7630)	87 2
10 SOMEBODY'S GETTIN' IT JOHNNIE TAYLOR (Columbia 3-10334)	9 12	42 I WANT YOU MARVIN GAYE (Tamla/Motown T5426F)	33 18	77 COME GET TO THIS JOE SIMON (Spring/Polydor SP 166)	— 1
11 SOPHISTICATED LADY (SHE'S A DIFFERENT LADY) NATALIE COLE (Capitol P 4559)	5 15	43 KEEP THAT SAME OLD FEELING CRUSADERS (ABC/Blue Thumb BTA 269)	41 17	78 SLOW MOTION DELLS (Mercury 73807)	83 6
12 KISS AND SAY GOODBYE MANHATTANS (Columbia 3-10310)	8 21	44 FOXY LADY CROWN HEIGHTS AFFAIR (DeLite 1581)	37 17	79 YOU + ME = LOVE UNDISPUTED TRUTH (Whitfield/WB 8231)	84 2
13 HARD WORK JOHN HANDY (ABC/Impulse IMP 31005)	15 12	45 SARA SMILE DARYL HALL & JOHN OATES (RCA JH 10530)	44 21	80 CHANCE WITH YOU BROTHER TO BROTHER (Turbo/All Platinum TU 048)	— 1
14 SUMMER WAR (UA XW 834-Y)	17 6	46 ROCK CREEK PARK BLACKBYRDS (Fantasy F771A)	48 6	81 IF YOU CAN'T BEAT 'EM JOIN 'EM MARC RADICE (UA XW 840-Y)	— 1
15 IT AIN'T THE REAL THING BOBBY BLAND (ABC 12189)	14 13	47 ONE LOVE IN MY LIFETIME DIANA ROSS (Motown M1398F)	60 3	82 ENTROW (PART 1) GRAHAM CENTRAL STATION (Warner Bros. WBS 8235)	— 1
16 I'M GONNA LET MY HEART DO THE WALKING SUPREMES (Motown M1391F)	16 12	48 FLOWERS EMOTIONS (Columbia 3-10347)	55 5	83 JUST LET ME HOLD YOU FOR A NIGHT CHOICE 4 (RCA 10714)	90 4
17 YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. WBS 8181)	11 21	49 THE LONELY ONE SPECIAL DELIVERY FEATURING JERRY HUFF (Mainstream MRL 55581)	40 18	84 KILL THAT ROACH MIAMI (Drive/TK 6251)	88 3
18 CAN'T STOP GROOVIN' NOW WANNA DO IT SOME MORE B.T. EXPRESS (Columbia 3-10346)	18 13	50 GET IT WHILE IT'S HOT EDDIE KENDRICKS (Tamla/Motown T54270F)	39 9	85 LITTLE GIRL BLUE LITTLE BEAVER (Cat/TK 2003)	89 7
19 ONE FOR THE MONEY (PART 1) THE WHISPERS (Soultrain/RCA 10700)	24 8	51 GET THE FUNK OUT OF MY FACE BROTHERS JOHNSON (A&M 8379)	66 2	86 GIVE IT UP (TURN IT LOOSE) TYRONE DAVIS (Columbia 3-10388)	— 1
20 WAKE UP SUSAN SPINNERS (Atlantic 45-3341)	21 8	52 BLT LEE OSKAR (UA XW 807-Y)	43 11	87 GIVE A BROKEN HEART A BREAK IMPACT (Atco/WMOT/Atlantic 45-7056)	— 1
21 THERE YOU ARE MILLIE JACKSON (Polydor/Spring 164)	20 10	53 TRY ME... I KNOW WE CAN MAKE IT DONNA SUMMER (Oasis/Casablanca 406)	47 6	88 JUST LIKE IN THE MOVIES BLOODSTONE (London 1067)	59 5
22 TEAR THE ROOF OFF THE SUCKER PARLIAMENT (Casablanca NB 856)	19 17	54 I NEED IT JOHNNY GUITAR WATSON (Dick James/Amherst DJM 1013)	63 5	89 TELL ME WHY STAIRSTEPS (Dark Horse/A&M 22004)	93 2
23 I'LL BE GOOD TO YOU THE BROTHERS JOHNSON (A&M 1806-S)	22 18	55 TEN PERCENT DOUBLE EXPOSURE (Salsoul 2008)	51 9	90 SENSATION, COMMUNICATION, TOGETHER ALBERT KING (Utopia/RCA UB 10682)	92 6
24 STRETCHIN' OUT (IN A RUBBER BAND) BOOTSIE COLLINS (Warner Bros. WBS 8215)	25 9	56 AFTER THE DANCE MARVIN GAYE (Tamla/Motown 54273)	74 2	91 FREE NATURAL 4 (Curton/WB 0119)	94 3
25 THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME) RONNIE DYSON (Columbia 3-10356)	27 8	57 LOVE HANGOVER DIANA ROSS (Motown M1392F)	52 20	92 BABY HOLD ON TO ME JONATHAN EDWARDS (Cotillion/Atl. 44203)	96 2
26 FUNNY HOW TIME SLIPS AWAY DOROTHY MOORE (Malaco/T.K. M1033)	30 5	58 JIVE TALKIN' RUFUS (ABC 12197)	65 3	93 SHARING THE NIGHT TOGETHER ARTHUR ALEXANDER (Buddah 522)	98 3
27 CAUGHT IN THE ACT FACTS OF LIFE (Kayvette 5126)	23 13	59 SUPER DISCO RIMSHOTS (Stang/All Platinum)	62 9	94 SNAP IT PHIL MEDLEY & M.V.B. ORCHESTRA (Pyramid P8003)	95 4
28 EVERYTHING'S COMING UP LOVE DAVID RUFFIN (Motown M1393F)	26 11	60 LET THE GOOD TIMES ROLL BOBBY BLAND & B.B. KING (Impulse/ABC IMP 31006)	71 3	95 YOU TO ME ARE EVERYTHING (PART 1) REVELATION (RSO RS 854)	97 3
29 HEAR THE WORDS, FEEL THE FEELING MARGIE JOSEPH (Cotillion/Atlantic 45-44201)	28 13	61 UP THE CREEK (WITHOUT A PADDLE) TEMPTATIONS (Motown G7-150F)	54 13	96 SAVING MY LOVE FOR YOU TYRONE DAVIS (Dakar/Brunswick DK 4558)	— 1
30 PARTY VAN MCCOY (H&L 4670)	29 8	62 LOVE GRAHAM CENTRAL STATION (WB 8205)	53 13	97 ANYTHING YOU WANT JOHN VALENTI (Ariola America/Capitol 7625)	100 2
31 ROOTS, ROCK, REGGAE BOB MARLEY (Island IS 060)	32 10	63 UNIVERSAL SOUND KOOL & THE GANG (DeLite 1583)	56 5	98 DANCE SISTER DANCE SANTANA (Columbia 3-10353)	99 3
32 BABY, WE BETTER TRY TO GET IT TOGETHER BARRY WHITE (20th Century TC 2298)	34 7	64 LEAN ON ME MELBA MOORE (Buddah 535)	73 4	99 I AIN'T GONNA TELL NOBODY (ABOUT YOU) CARL CARLTON (ABC 12166)	91 4
		65 SONG FROM M.A.S.H. THE NEW MARKETTES (Farr FR 007)	69 9	100 YOU NEED LOVE LIKE I DO BOBBY WILLIAMS (R&R 15312)	81 5
		66 NO NO JOE SILVER CONVENTION (Midland Int'l./RCA 10723)	79 2		
		67 ALWAYS THERE SIDE EFFECT (Fantasy 769)	78 9		

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

After The Dance (Jobete — ASCAP)	56	Give A Broken (WIMOT/Friday's Child — BMI)	87	Lowdown (Boz Scaggs/Mudmar — ASCAP)	36	Summer (Far Out — ASCAP)	14
Ain't Good For (Klondike — BMI)	40	Give It (NY Times/Content/Little Bear's — BMI)	86	No No Joe (Midsong — ASCAP)	66	Super Disco (Gambi — BMI)	59
Always There (Fizz/At Home — ASCAP)	67	Hard Work (Hard Work — BMI)	13	One For The Money (Golden Fleece/Hip Trip Music Writers — BMI)	19	Tear The Roof Off (Malbiz & Ricks — BMI)	22
Anything You Want (Menta — BMI)	97	Hear The Words (Dozier — BMI)	29	Only You Babe (Mayfield — BMI)	47	Tell Me Why (Screen Gems/Columbia — BMI)	89
Baby Hold On (Robosac — BMI)	92	Heaven Must Be (Bull Pen/Perren-Vibes — BMI/ASCAP)	3	Open Up Your (Muscle Shoals/Gets — BMI)	69	Ten Percent (Lucky Three/Golden Fleece/Mighty Three — BMI)	55
Baby I Want (Caesars Music Library/Wet Bull — ASCAP)	34	If You Can't (Desert Rain — ASCAP)	81	Party (V. McCoy/Warner Tamerlane — BMI)	30	Thank You (Oceans Blue/Friday's Child — BMI)	74
Baby, We Better (Savette/January — BMI)	32	I'll Be Good (Kidada/Goulgris — BMI)	23	Play That (Berna/Blaze — ASCAP)	6	The Lonely One (Brent — BMI)	49
BLT (Far Out/ikke Bad — ASCAP)	52	I'm Gonna Let My (Holland-Dozier-Holland/Jobete — BMI/ASCAP)	16	Porcupine (Musical Development — BMI/Tom Dawes — ASCAP)	73	The More You (Jay's Ent./Chappell — ASCAP)	25
Can't Stop Groovin' (Blackwood — BMI)	18	I Need It (Viv-Jon — BMI)	54	Rock Creek Park (Blackbyrd — BMI)	46	There You Are (Muscle Shoals — BMI)	21
Caught In The Act (Irving — BMI)	27	I Ain't Gonna (Blackwood — BMI)	99	Roots, Rock, Reggae (Tuff Going — ASCAP)	31	This Masquerade (Skyhill — BMI)	9
Chance With (Gambi — BMI)	80	I Love Myself (Stu Gardner — BMI)	75	Sara Smile (Unichappell — BMI)	45	Try Me (Sunday/Rick's — BMI)	53
Come Get To (Pee Wee — BMI)	77	It Ain't The Real (Meadow Ridge — ASCAP)	15	Saving My Love (Lion Pub. — BMI)	96	Universal Sound (Delightful/Gang — BMI)	63
Cotton Candy (Perren-Vibes/Bull Pen — ASCAP)	39	If I Ever (Sherlyn — BMI)	70	Sensation (East Memphis/Wild Rice — BMI)	90	Up The Creek (Stone Diamond — BMI)	61
Dance Sister Dance (Light — BMI)	98	I Want You (Almo/Jobete — ASCAP)	42	Shake, Shake (Sherlyn — BMI)	8	Wake Up (Mighty Three — BMI)	20
Entrow (Nineteen Eighty Foe — BMI)	82	Just Let Me (Casserole/Flamm — BMI)	58	Sharing (AI Cartee — BMI/Music Mill — ASCAP)	93	We Both Need (Electrocod — ASCAP)	38
Everything's Coming (Warner Tamerlane/V. McCoy/Ocean Blue — BMI)	28	Just Like In (Pap/Taya — ASCAP)	88	Slow Motion (Probe II/Lasgo Rand/Gambi — BMI)	78	We The People (Music In General — BMI)	37
Fifth Of Beethoven (RFT — BMI)	72	Keep That Same (Four Knights — BMI)	43	Snap It (Big Sevennatasha/New Regime — BMI)	94	Who'd She Coo (Tight — BMI)	4
Flowers (Saggifire — BMI/Kalimba — ASCAP)	48	Kill That Roach (Sherlyn — BMI)	84	Somebody's Getting It (Groovesville — BMI/Conquistador — ASCAP)	10	Who Loves You (Bovina — ASCAP)	41
Foxy Lady (Delightful — BMI)	44	Kiss And Say (Nattaham/Blackwood — BMI)	12	Something He Can (Warner Tamerlane — BMI)	2	You + Me (Stone Diamond — BMI)	79
Free Jays Ent./Chappell — ASCAP)	91	Let On Me (Van McCoy/Warner Tamerlane — BMI)	64	Sophisticated Lady (Jay's Ent./Chappell — ASCAP/Cole-Arama — BMI)	11	You'll Never Find (Mighty Three — BMI)	1
Funny How Time (Tree — BMI)	26	Let The Good (Warock — ASCAP)	60	Song From M.A.S.H. (20th Cent. — ASCAP)	65	You Need (Lerobal/Music In General — BMI)	100
Get Away (Kalimba — ASCAP)	7	Little Girl Blue (Sherlyn — BMI)	85	Stretchin' Out (Backstage — BMI)	24	Young Hearts Run (DaAnn — ASCAP)	17
Get It While (Stone Diamond/Mills & Mills — BMI)	50	L.O.D. (Black Sheep/Heath Levy — BMI)	76			You Should (Casserole/Unichappell — BMI)	35
Get The Funk (Kidada — BMI)	51	Love (Nineteen Eighty Foe — BMI)	62			You To Me (Colgems — ASCAP)	33,68,95
Get Up Off That (Dynatone/Tub/Belinda/Unichappell — BMI)	5	Love Hangover (Jobete — ASCAP)	57				

Once again, The Isley Brothers prove that you reap what you sow!

Introducing "Harvest for the World." It's the new
single from the Isley Brothers' platinum album of
the same name.

"Harvest for the World" from "Harvest for the World" by the
ZS8 2261 hottest selling group in music today. PZ 33809*



T-NECK

The Isley Brothers. On T-Neck Records.

Also available on Tape.
Distributed by CBS Records.

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Executives On The Move fr 14

Offices, 1370 Avenue of the Americas.

Lippin To Rocket — She was the former east coast director of artist relations and publicity for MCA Records. **Lippin To Rocket** — Ronnie Lippin has been appointed director of national publicity for the Rocket Record Company. Ms. Lippin will be responsible for coordinating all public relations activities of the record company in the United States. Prior to joining Rocket, Ms. Lippin was director of national publicity for ABC Records.

Buddah Appoints Williams — Brian Williams has been appointed tour manager for the Buddah group. Williams will be responsible for the coordination of all promotion for artist tours — coordinating the promotion staff, independent distributors, advertising, sales department, and publicity.

Mevis To ABC — Blake Mevis has been appointed assistant professional manager to Dianne Petty, manager of the Nashville office of the publishing division of ABC Records.

He will be reviewing new material, as well as working with staff writers and re-evaluating the substantial existing catalog.

Levy To Falconer Post — Allen Levy has been retained as press and media coordinator and creative consultant working on Roderick Falconer who is signed with Steve Binder's Management Company. Levy was most recently director of publicity for United Artists.

Brill Resigns ABC — Frank Brill has resigned his position as vice president, Variety Programs for ABC Entertainment to join Jerry Weintraub's newly created Management II Productions division as executive vice president, where he will create and develop new properties for all phases of the entertainment field.

Dawnbreaker/Jasmine Expands — The Dawnbreaker/Jasmine Music Company has expanded with the addition of Bob Wyld to its executive staff.

He will be responsible for the recommendation of signing new and established writers and will be in touch with other artists, producers, and managers in promoting the songs contained in the catalog.

Prior to joining Dawnbreaker, Wyld had his own production company known as Longhair Productions.

Levitt Exits Cash Box — Jess Levitt, R&B editor for **Cash Box**, has announced that he has exited the company after a year and a half. Further information can be obtained at (213) 851-5363.

Feld To Polydor — Steve Feld has been named assistant director of publicity for Polydor, coming from Peter Levinson Communications.

Acts Require Varying Efforts, Say Leber And Krebs fr 7

he would consider re-negotiating their contract to a standard rate.

While Aerosmith and Ted Nugent are Leber and Krebs's most visible acts, they manage several other recording artists of note. Recently, they engineered buy-outs of the contracts of Bobby Womack from UA and Elliott Murphy from RCA. Both artists are now with Columbia, Leber and Krebs' home base. Leber and Krebs thought that Murphy was the type of artist who could appeal to a mass audience, in the light of criticism he has received for writing songs aimed at his substantial cult audience. "Elliott has to broaden his lyrical appeal as well as his overall approach to music. Also the decision is now being made as to whether he should play with a rock and roll band or concentrate on his acoustic songs." Krebs added that Murphy has generated a lot of negative publicity, which he sees as possibly indicating that he is an artist that can generate a lot of interest.

Major Producer Sought

"We would like to see him with a major producer. George Martin is someone whom we are considering. We also have to match him with the right touring acts." The problem with Murphy's career, Krebs added, was that it has lacked continuity. Columbia is his third record company and he has had several managers. "We don't believe in giving up on an artist because he has switched record companies while still at the same level in his career. That is a negative factor, however, just like someone who switches jobs every year; it takes them longer to get where they're going."

They would also like to see Murphy move into acting. "We think that a new crop of actors will come from rock, such as Kristoffer-son. Murphy is also working on a script for a play or film."

Womack: 'New Career'

Bobby Womack is headed for "a whole new career," according to Leber and

AI Bell Acquitted fr 7

someplace else," he said.

Also upcoming is a legal battle between Union Planters and CBS, Inc., both of which claim Stax's master tape catalogue as security for loans. The tapes have been valued at 5 million dollars.

Krebs. "He was in cross-collateralized slavery. True, he had a lot of advances, but there is no reason why he should've had any trouble recouping them. He has also suffered from a lack of total team effort." Leber continued that Womack is "here to stay," and that he is an "institutional writer" who has written "some of the best music that has been covered by the best artists. Now it is time for him to have the hit records." He predicted that Womack would "explode this year like Stevie Wonder exploded. We want to get him on some rock and roll tours. When the white audiences hear him play guitar, they will flip." He was very optimistic about the alliance with Columbia, saying that Columbia has done very well with crossing black artists over to white chart success. Womack will aim for singles successes, he said, with a "strong album behind them."

Market By Market Approach

David Leber spoke about the hard rock group Mahogany Rush, with which Leber and Krebs are taking the same market-by-market approach they used with Aerosmith. "They are an FM album group," he said, adding that they "will never have a hit single unless AM radio has a program-

\$1½ Mil. Weekly For Pickwick's Retail fr 7

\$8.3 million to \$9.5 million.

Retail Breakdown

Breaking down their retail operations, Pickwick began the year with 127 Musicland stores, 1 Aurasound and 73 leased departments for a total of 201 units. They opened 34 additional Musiclands, 6 Aurasounds, and acquired the 49 Discounts, while closing 2 Musiclands, 2 Aurasounds, and 17 leased departments. This left them with 159 Musiclands, 5 Aurasounds, 49 Discounts and 56 leased departments, for the 269 total. Pickwick expects to open 30 new stores this year, and they "expect to finance these store openings out of internally generated profits." Their retail business should climb significantly as a result of the Discount purchase; Discount's sales were included only for the months of March and April, before the end of the fiscal year.

The proprietary products division, which handles the Pickwick economy line and PIP

Cliff Richard fr 24

relationships have been very conducive... I've had what you may call a 'charmed career'... in fact I don't feel like I've ever been ripped off by anybody. I've only had to worry about what I wanted to do... that's singing and acting... but now I'm concerned with being a successful pop-rock singer in the United States."

What will Cliff Richard's future tour plans include? "A 32 date tour would be impossible for me unless maybe I could spread it out into three different sets of dates during the year. I've never even like to be away from home for more than three weeks at a time." When asked about the possibility of losing momentum by spreading one tour into three, Richard said, "it's something I haven't given much thought, but something I will certainly consider."

The direction of Cliff Richard's career is certainly different now than the days of the Shadows, or the 1960 U.S. tour. A successful American acceptance is the newest challenge on the horizon for the 36 year old Richard, who credits 28 of those years as "being in the business." The American tour, the new album and single, along with radio and television spots and MCA's marketing strategy for exposure of Cliff Richard to the American public, will all be ingredients that Richard hopes will mix well and earn him his hope of U.S. success. "It's worth waiting for and I'm gonna be patient," says Richard, and time, as it always does, will tell.

Tape Program fr 18

emphasis is placed on the southwest part of our existing region. We're concentrating on the northeastern seaboard and as far west as Kansas." The reason, quite plainly, is prohibitive freight costs, which American Tape absorbs on both ends of each campaign. There is a 100% return guarantee on all merchandise.

Returns

Is there a return problem at all comparable to the one that record companies face? "It could be better," declared Solomon. "I'd like to think that our efficiency would settle in the low 80s." That's a far cry from a year ago when returns vacillated between the low 40s to the low 80s.

Expansion is, thus, approached very deliberately. "It must be practical, affordable, and profitable," Solomon emphasized. "But we've only scratched the surface. It's a lucrative area for super-market chains, because it generates the pure incremental profit dollars which they sorely need."

Springsteen fr 10

ted a temporary restraining order. Further arguments will be heard on August 9. Appel also filed suit to enable him to receive proceeds from six Springsteen concerts which occurred recently in Red Bank, New Jersey. The judge in the case would not sign a show cause order to impound funds.

Springsteen's attorney responded that "There is a factual basis for all the claims against Appel."

Martin Gold, attorney for Appel, said that the complaints are "absolutely without substance and we intend to defeat it. We have been over the facts with our client, and we will take all necessary steps to enforce all the agreements."

station breaks fr 30

AOR format under PD **Ken Stevens**. New format effective immediately, and album and single service is needed from all sources, according to Lyons. WDIZ is located at 200 East Robinson St., Suite 840, Orlando, Florida, 32801. Mr. Lyons is available for calls from noon to six p.m., Monday through Friday at 305-568-2125. **Phil Hendrie**, formerly with **WKIS**, joins WDIZ as production director, replacing **Thom Sherwood**, who moves to that same position with **KEBC**, Oklahoma City.

Noreen Jenney Associates public relations firm has been retained by **KMEN**, San Bernardino, California for public relations and advertising representation.

Dean Mitchell, who was music director at **96X**, Miami, exits the station.

General managers of **RKO Radio's** all-oldeies automated stations, including **K-Earth**, Los Angeles, **WROR**, Boston, **WAXY**, Fort Lauderdale, and **WFYR**, Chicago, held meetings in LA August 2-4 to discuss programming, sales, promotions, and equipment operation at the stations.

The Daily Planet, audio news service produced by San Francisco's **Earth News** service and hosted by **KSAN** newsman **Dave McQueen**, has begun airing on **KSAN**, San Francisco progressive outlet. The show is broadcast at 3 p.m. and midnight, Monday through Friday, and features "people dealing with their surroundings rather than being victimized by them."

KCSN, national public radio in Los Angeles, aired **Beatles** special on "Backbeat" show August 6. Beatle albums and posters were given to listeners who phoned in questions to host **Laura Gross** on Beatle history.

Neil Sedaka guested on the **Wink Martindale show (KMPC)**- Los Angeles August 9. Listeners were invited to phone in questions; and Sedaka's records were featured on the show.

j.b. carnicle

Tattoo Initiates Marketing Campaign

LOS ANGELES — Tattoo Records has initiated a marketing campaign for Becky Hobbs' "From The Heartland" and "The Omen Soundtrack."

The campaign will consist of radio time-buys and in-store point of purchase displays in several markets throughout the country.

Record Shop Talk: Separate Language fr 14

der apparently was packed by a guy who strongly believed in fun and games.

Middle Island — A middle island is not land surrounded by water. It is a way of displaying albums in the middle of a store.

N.C. — No charge. Merchandise sent in free as part of a deal as in "buy five and get one at no charge." N.C. is a second cousin of 'freebie.'

On Hold — A term that means your shipment is not being shipped because of delinquent or late payments, or no payments at all. Before every and all shipments to you a company credit man has to put his o.k. prior to delivery. If you are not up to date in your payments the credit man can hold up your order. When you call up to find out why your order has not gone out you are told that you are 'on the hold list,' therefore, the shortened 'on hold.'

One Stop — A distributor who supposedly can service your shop with everything. Therefore, the phrase one stop. Your profit margin varies and so do your headaches.

Payola — Illegal payoff in the course of promotion, primarily radio exposure.

Plant — In this case, a person used to make a purchase from a new employee in order to test his honesty.

Plug — Another word for hype.

Promotion Man (P.R. Man) — One who is paid by a company or a distributor to plug, hype, push or do anything short of payola to make an album or hit single into a chart item.

R.A. — Return authorization; a piece of paper from your supplier authorizing you to

return merchandise as per your request for a specific reason.

Rainy Day Fund — Capital that is not used for operating expenses or purchasing, but held in escrow for emergency measures.

Release — Webster says it has something to do with tension. Schwann says it's the monthly issue of new albums.

Shyster — A brother-in-law to a factor. There are two slight differences. A factor is controlled by law thus enabling the shyster to charge more when he collects and to hit harder when he doesn't. Also a factor gives his benefactor coffee or a drink in a glass. The shyster serves his in a cheap paper cup.

Spiff — Extra money for sales clerks for selling specified items.

Step Downs — A style of displaying a variety of albums on a graduating type wall fixture.

Stiffs — See "bombs."

Switcheroo — A customer buys a record for under a dollar, and one at another shop for four or five dollars. At home he switches the two records from their jackets and brings back the more expensive purchase claiming the wrong record was inside the right outer jacket.

Two Ten — A code name for a shoplifter or booster. This expression in a record shop is an all out alert warning that someone has been spotted who has all the earmarks of a professional thief. The "two ten" expression is the coinage of the phrase "Keep your two eyes on those ten fingers."

Izumiya Concert fr 44

according to the program.

The performance featured Izumiya alone in the spotlight. The fact that he neither spoke nor sang in English did not prevent stirring audience acceptance.

Kalapana fr 44

however — a couple of hours in front of a videotape outfit would probably clear that up in a hurry.

Jazz Notes fr 45

ner, **Rahsaan Roland Kirk**, **Clifford Brown**, **Maynard Ferguson** and **Gene Ammons**. Let's hope this latter set will include the sides Gene made with his father **Albert Ammons**.

West coast trumpet man **Don Rader** has a new LP on the PBR label titled "Now." Rader's ex-boss **Maynard Ferguson** has nice words for the album in his brief sleeve note.

A new label of Italian origin, **Pausa**, has an LP featuring **Gerry Mulligan** titled "GM Meets Enrico Intra." Also due shortly from this label is a **Thad Jones-Mel Lewis** LP recorded in 1973 and '74 in Europe. Vocalist **Dee Dee Bridgewater** is featured with the band.

From All Platinum/Chess comes **Woody Herman's** "Double Exposure" **James Moody's** "Moody's Mood" and **John Klemmer's** "Magic Moments." These doubles are in the Chess Jazz Masters Series and in the Chess Blues Master Series we have sets from **Howlin' Wolf**, **Little Walter**, **Muddy Waters** and **Little Milton**. The first three are straight reissues of doubles originally in the Chess 6000 double series while the Milton collection contains some of his biggest hits plus one side of unissued material recorded at The Burning Spear in Chicago. This label has the finest catalogue of post-war blues anywhere and let's hope the success of the series will result in some of the great work by these bluesmen being issued on LP for the first time. There is plenty of it!

Bartell's New VP fr 30

great way to expand my knowledge."

Approached by KBEQ, Kansas City in late 1973, Rochelle Staab assisted in organizing the music, changing the format from progressive to rock, and hiring a new staff. Then in 1974, Ms. Staab set a different direction for the MOR format of WHEN, Syracuse and organized the music there. "I insisted on carrying out the basics," she noted, referring to format and music guidelines set down by previous station consultancy experience. "The station went from a number five in the market to number one and has been there ever since."

Are there any repercussions resulting from being a woman and holding the position she does? Ms. Staab answered with an emphatic no. "I have never had a problem with anybody that I've worked with on anything because of the fact that I'm a woman. It may be a talked-about thing now, but as long as anyone does his job and does it well, being a woman or man just doesn't matter. What could be the difference between working with me two weeks ago and working for me, just because I'm a woman, or I've assumed a new position?"

Future plans for Rochelle Staab? "I haven't set my next goal yet," she replied. "I'm not going to stand still... media is a very exciting industry and I think someday I'd like to be the president of my own radio chain."

Staab mentioned that the first day after she became Bartell vice president, many of her friends called to give congratulations. "I remember wondering what I was going to do next. I don't know that much about broadcasting sales yet... it's really not attractive to me right now, but just as every sales person would like to program a radio station, I think every programmer would like to try to sell radio. That may be my next learning experience."

London Inks L.D. Pearl

LOS ANGELES — London Records has signed L.D. Pearl to a recording contract, and their initial single, "Flying High With You" b/w "Kinda Love" has been released.

Additions to Pop Radio Playlists fr 33

Say You Love Me — Fleetwood Mac — Reprise
16 To 8 — You'll Never Find — Lou Rawls
25 To 15 — Don't Go Breaking — Elton John & Kiki Dee

KGW — PORTLAND

#1 — Wings
*Magic Man — Heart — Mushroom
*If You Leave — Chicago — Columbia
*Street Singin' — Lady Flash — RSO
*Still The One — Orleans — Asylum
*Rock 'n Me — Steve Miller — Capitol
*Showdown — Electric Light Orchestra — UA
12 To 6 — Devil Woman — Cliff Richard
13 To 9 — Baby, I Love — Peter Frampton
19 To 15 — You Should Be Dancing — Bee Gees
20 To 14 — A Little Bit More — Dr. Hook
21 To 16 — Play That Funky Music — Wild Cherry
20 To 23 — Summer — War
ex to 22 — Last Child — Aerosmith
ex to 27 — This Masquerade — George Benson
ex to 29 — Rocky Mountain Music — Eddie Rabbitt
ex to 30 — You'll Never Find — Lou Rawls

KISN — PORTLAND

#1 — Elton John & Kiki Dee
*Young Hearts Run Free — Candi Staton — WB
*Take The Money — Steve Miller — Capitol
*If You Leave Me — Chicago — Columbia
*With Your Love — Jefferson Starship — Grunt
25 To 11 — Devil Woman — Cliff Richard
29 To 18 — Rocky Mountain Music — Eddie Rabbitt
Extra To 22 — Still The One — Orleans

KPAM — PORTLAND

#1 — Wings
Lowdown — Boz Scaggs — Columbia
*I Can't Hear You — Helen Reddy — Capitol
12 To 6 — Devil Woman — Cliff Richard
17 To 11 — Play That Funky Music — Wild Cherry
23 To 18 — You'll Never Find — Lou Rawls
24 To 19 — Shake Your Booty — KC & Sunshine Band
26 To 20 — Summer — War
27 To 22 — Magic Man — Heart
30 To 24 — With Your Love — Jefferson Starship
Extra To 27 — Springtime Mama — Henry Gross
Extra To 28 — If You Leave — Chicago
Extra To 29 — Still The One — Orleans
Extra To 30 — Young Hearts Run Free — Candi Staton

WPRO — PROVIDENCE

#1 — Candi Staton
Play That Funky Music — Wild Cherry — Sweet City
Still The One — Orleans — Asylum
Street Singin' — Lady Flash — RSO
That'll Be The Day — Linda Ronstadt — Asylum
Last Child — Aerosmith — Columbia
22 To 14 — Shake Your Booty — KC & Sunshine Band
23 To 13 — Baby, I Love — Peter Frampton
24 To 17 — Getaway — Earth, Wind & Fire

WING — PROVIDENCE

#1 — Elton John & Kiki Dee
*With Your Love — Jefferson Starship — Grunt
*Fifth Of Beethoven — Walter Murphy — Private Stock
*She's Gone — Hall & Oates — Atlantic
9 To 3 — Young Hearts Run Free — Candi Staton
16 To 8 — This Masquerade — George Benson
21 To 10 — You'll Never Find — Lou Rawls
17 To 11 — I'd Really Love — England Dan & Coley
24 To 14 — Let 'Em In — Wings
29 To 22 — Still The One — Orleans
Extra To 28 — Little Bit More — Dr. Hook

WLEE — RICHMOND

#1 — Beatles
*A Little Bit More — Dr. Hook — Capitol
*Shower The People — James Taylor — WB
*Still The One — Orleans — Asylum
12 To 6 — Don't Go Breaking — Elton John & Kiki Dee
28 To 18 — This Masquerade — George Benson

WRVQ — RICHMOND

#1 — Wild Cherry
I Can't Hear You — Helen Reddy — Capitol
Wham Bam — Silver — Arista
If You Leave — Chicago — Columbia
24 To 20 — Devil Woman — Cliff Richard
23 To 17 — A Fifth Of Beethoven — Walter Murphy
21 To 15 — Shake Your Booty — KC & Sunshine Band
9 To 5 — A Little Bit More — Dr. Hook
6 To 2 — Don't Go Breaking — Elton John & Kiki Dee
Extra To 27 — With Your Love — Jefferson Starship
Extra To 26 — Lowdown — Boz Scaggs
Extra To 25 — She's Gone — Hall & Oates

WBBF — ROCHESTER

#1 — England Dan & John Ford Coley
*Let's Rock — Ellison Chase — Big Tree
*Still The One — Orleans — Asylum
13 To 9 — You Should Be Dancing — Bee Gees
25 To 16 — Devil Woman — Cliff Richard
23 To 17 — Young Hearts Run Free — Candi Staton

KXOK — ST. LOUIS

#1 — Elton John & Kiki Dee
Say You Love Me — Fleetwood Mac — Reprise
This Masquerade — George Benson — WB
Play That Funky Music — Wild Cherry — Sweet City
Shake Your Booty — KC & Sunshine Band — TK
*Nadia's Theme — Perry Botkin, Jr. — A&M
9 To 5 — Let 'Em In — Wings
11 To 6 — You Should Be Dancing — Bee Gees
13 To 7 — You'll Never Find — Lou Rawls
20 To 16 — I'd Really Love — England Dan & Coley
22 To 18 — A Fifth Of Beethoven — Walter Murphy

KSLQ — ST. LOUIS

#1 — Elton John & Kiki Dee
Getaway — Earth, Wind & Fire — Columbia
Harvest For The World — Isley Bros. — T-Neck
Rockin' Me — Steve Miller — Capitol
Music Is My Life — Helen Reddy — Capitol
16 To 7 — Let 'Em In — Wings
19 To 10 — Magic Man — Heart
27 To 17 — Baby, I Love — Peter Frampton

KNDE — SACRAMENTO

#1 — Starland Vocal Band
*Rockin' Me — Steve Miller — Capitol
*Heaven Must Be — Tavares — Capitol
*Can You Do It — Grand Funk Railroad — MCA
15 To 8 — Kiss And Say Goodbye — Manhattans
18 To 11 — This Masquerade — George Benson
19 To 12 — You'll Never Find — Lou Rawls
ex to 25 — Turn The Beat — Vicki Sue Robinson
ex to 26 — Shake Your Booty — KC & Sunshine Band
ex to 27 — With Your Love — Jefferson Starship

KROY — SACRAMENTO

#1 — Elton John & Kiki Dee
Play That Funky Music — Wild Cherry — Sweet City
*Rockin' Me — Steve Miller — Capitol
18 To 6 — Kiss And Say — Manhattans
19 To 8 — Tear The Roof — Parliament
24 To 19 — This Masquerade — George Benson
25 To 20 — Turn The Beat — Vicki Sue Robinson
Extra To 28 — If You Leave — Chicago
Extra To 29 — That'll Be The Day — Linda Ronstadt

KRSP — SALT LAKE CITY

#1 — Walter Murphy
*Don't Stop Believin' — Olivia Newton-John — MCA
*I Can't Hear You — Helen Reddy — Capitol
*The Princess & The Punk — Barry Mann — Arista
17 To 11 — Play That Funky Music — Wild Cherry
24 To 17 — Summer — War
27 To 21 — You'll Never Find — Lou Rawls
29 To 12 — Teddy Bear — Red Sovine

KGFX — SALT LAKE CITY

#1 — Elton John & Kiki Dee
*Princess & The Punk — Barry Mann — Arista
*Don't Stop Believin' — Olivia Newton-John — MCA
*A Little Bit More — Dr. Hook — Capitol
28 To 20 — Summer — War
19 To 12 — Still The One — Orleans
17 To 10 — Shake Your Booty — KC & Sunshine
Extra To 21 — If You Leave — Chicago

B-100 — SAN DIEGO

#1 — Starland Vocal Band
Lowdown — Boz Scaggs — Columbia
With Your Love — Jefferson Starship — Grunt

KCBQ — SAN DIEGO

#1 — Manhattans
Play That Funky Music — Wild Cherry — Sweet City
Heaven Must Be — Tavares — Capitol
Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
*Music Is My Life — Helen Reddy — Capitol
23 To 18 — With Your Love — Jefferson Starship
30 To 13 — I'd Really Love — England Dan & Coley

KFRC — SAN FRANCISCO

#1 — Starland Vocal Band
Shake Your Booty — KC & Sunshine — TK
12 To 7 — This Masquerade — George Benson
15 To 10 — You'll Never Find — Lou Rawls
26 To 14 — She's Gone — Hall & Oates

WWSA — SAVANNAH

#1 — Elton John & Kiki Dee
Wham Bam — Silver — Arista
If You Leave — Chicago — Columbia
With Your Love — Jefferson Starship — Grunt
That'll Be The Day — Linda Ronstadt — Asylum
8 To 1 — Don't Go Breaking — Elton John & Kiki Dee
13 To 8 — Play That Funky Music — Wild Cherry
26 To 22 — Devil Woman — Cliff Richard
28 To 23 — You'll Never Find — Lou Rawls
29 To 24 — Still The One — Orleans
30 To 26 — She's Gone — Hall & Oates

KJR — SEATTLE

#1 — Manhattans
*This Masquerade — George Benson — WB
*Summer — War — UA
11 To 4 — Don't Go Breaking — Elton John & Kiki Dee
14 To 5 — I'd Really Love — England Dan & Coley
21 To 15 — Baby, I Love — Peter Frampton
20 To 16 — I'm Easy — Keith Carradine
23 To 18 — You Should Be Dancing — Bee Gees
25 To 20 — Tear The Roof Off — Parliament
Extra To 23 — Play That Funky Music — Wild Cherry
Extra To 24 — Wham Bam — Silver

KING — SEATTLE

#1 — Elton John & Kiki Dee
*Fifth Of Beethoven — Walter Murphy — Private Stock
*Shake Your Booty — KC & Sunshine Band — TK
*Disco Duck — Rick Dees — RSO
*Can You Do It — Grand Funk — MCA
11 To 7 — Rock And Roll Music — Beach Boys
20 To 12 — Play That Funky Music — Wild Cherry
Extra To 23 — Heaven Must Be — Tavares
Extra To 27 — Magic Man — Heart
Extra To 29 — You'll Never Find — Lou Rawls
Extra To 30 — Wham Bam — Silver

KEEL — SHREVEPORT

#1 — Walter Murphy
Did You Boogie — Flash Cadillac — Private Stock
Devil Woman — Cliff Richard — MCA
*I Can't Hear You — Helen Reddy — Capitol
*Lowdown — Boz Scaggs — Columbia
*Bring It On Home — Mickey Gilley — Playboy
21 To 13 — A Little Bit More — Dr. Hook
25 To 21 — Rainbow — Leon & Mary Russell
26 To 22 — Street Singin' — Lady Flash
27 To 23 — Shake Your Booty — KC & Sunshine Band
28 To 24 — Summer — War
29 To 25 — Play That Funky Music — Wild Cherry
30 To 26 — Ode To Billy Joe — Bobbi Gentry
31 To 27 — Dr. Tarr & Prof. Fether — Alan Parsons

KREM — SPOKANE

#1 — Elton John & Kiki Dee
Can You Do It — Grand Funk Railroad — MCA
If You Leave — Chicago — Columbia
*Take A Hand — Rick Springfield — Chelsea
*Street Singin' — Lady Flash — RSO
*The Reaper — Blue Oyster Cult — Columbia
*I Never Cry — Alice Cooper — WB
*Disco Duck — Rick Dees — RSO
11 To 6 — Play That Funky Music — Wild Cherry
13 To 7 — Little Bit More — Dr. Hook
17 To 10 — Say You Love Me — Fleetwood Mac
20 To 13 — This Masquerade — George Benson
Extra To 18 — You'll Never Find — Lou Rawls
Extra To 20 — Shake Your Booty — KC & Sunshine Band
Extra To 25 — Turn The Beat — Vicki Sue Robinson

KJRB — SPOKANE

#1 — Elton John & Kiki Dee
*If You Leave — Chicago — Columbia
15 To 9 — Play That Funky Music — Wild Cherry
21 To 13 — A Fifth Of Beethoven — Walter Murphy

KJOY — STOCKTON

#1 — Lou Rawls
If You Leave — Chicago — Columbia
Sophisticated Lady — MNatalie Cole — Capitol
Rock 'n Me — Steve Miller — Capitol
*Street Singin' — Lady Flash — RSO
*Princess And The Punk — Barry Mann — Arista
*Get The Funk Out — Brothers Johnson — A&M
27 To 14 — Still The One — Orleans
30 To 18 — The Reaper — Blue Oyster Cult
ex to 28 — Springtime Mama — Henry Gross

continued on page 57

CASH BOX COIN MACHINE

Gottlieb's New 'Card Whiz' Exciting 2-Player Pingame

CHICAGO — Pinball enthusiasts should go wild for "Card Whiz," the latest 2-player flipper produced by D. Gottlieb & Company. It has the "magnetic appeal of playing cards" as Gottlieb states, plus the traditional skill and scoring features of pinball play and a few extras to add challenge.

Visible on the playfield are nine drop targets bearing the familiar card game symbols A, K, Q, J, 10; lighting up five combinations of cards rates a "Scan-Bonus." Players can score double bonus up to 30,000 points. The three "Joker Sequence" lights up the rollovers for 3000 points and the kick-out hole for specials. Three targets and three rollovers score "Jokers."

The game is packed with exciting playfield features and encased in a very attractive cabinet, emblazoned with color and playing card graphics.

Operators are invited to see the new model on display at Gottlieb distributor showrooms across the country.



Can-Am Intro's 'Grand Slam IV' New 4-Game Video Cocktail Table Conversion Kit Also Available

SANTA CLARA, CA. — "Grand Slam IV," a new multiple game video cocktail table, was recently introduced by Can-Am Entertainment, marketing arm of international developer Grand Slam Games. Grand Slam Games is represented in the world market with offices in the United States, Canada, England, France and Germany, and the exclusive contract manufacturer of

the new table, according to Can-Am, is Meadows Games.

Grand Slam IV will accommodate one, two or four players and it is equipped with a unique joystick control which allows the player horizontal and angular, as well as vertical control of the paddle. Players are able to rush the net, miss the ball, then retreat and attempt a second hit. The ball

Service Hint: Define The Problem!

by Fred McCord

LOS ANGELES — Before articles on the why and/or how of video games; some basic ideas and reminders are in order so that the operator can expect and receive the most effective technical support.

The responsibility for minimizing repair time does, in fact lie with the operator whose game becomes in-operative on location. Before anyone starts throwing rocks for that statement, please read on:

The key part of troubleshooting and repair on any piece of equipment is the accurate analysis and definition of the problem. Rather than immediately trying to determine what is wrong, it is sometimes more sensible to identify and eliminate everything that is not wrong. By following this approach you will narrow your problem down into one or two well defined areas. An extremely effective way of applying this principle is by using a functional block diagram such as found on page 18 of the *Video Game Operator's Handbook* (TM 043). These are available through local

Atari distributors or at one of the Atari operator training seminars.

To exemplify; Let's say you have a video game with a movable object, such as a tank, plane, car, etc., and the object is flying around the screen and out of control, the first order of business is to check the power supplies. The +5 volt printed circuit board should be checked at a point furthest away physically from the actual on board supply. If the voltage readings appear to be correct, then it's time to use your most important troubleshooting tools; *your eyes and your mind!!!* Ask yourself exactly what is the game doing wrong?

If it is a Tank, which tank is wrong?

If it is an Indy 800, which car is wrong?

Next, in which direction is it wrong — remember, up and down is vertical and right to left is horizontal.

Assuming the problem is with Tank, for example, and you have assessed the problem to be that the white tank is out of

continued on pg. 54

GRAND-SLAM IV CONVERSION KIT

GAME SELECT **EXPERT** **PRO**

2 or 4 PLAYERS 2 or 4 PLAYERS 1 PLAYER 2 or 4 PLAYERS

TENNIS PONG HOCKEY PONG KNOCKOUT I KNOCKOUT II

GRAND-SLAM IV VIDEO GAME

INSTRUCTIONS

1. SELECT GAME. (Knockout I & II give extra time for 300 pts)
2. INSERT COIN (25c for Singles, 50c for Doubles)
3. SELECT PADDLE SIZE. (This Starts the Game)
4. USE THE 'SPEED' BUTTON AFTER RETURNING THE BALL TO CHANGE THE SPEED AND DIRECTION OF THE BALL

CONVERSION INSTRUCTIONS

1. Open the Top.
2. Remove the Retainer Screw in the top center of the P.C. Board, (if one is installed), and lift out the P.C. Board.
3. Unplug the Female connector on the Right Side of the Board.
4. Take the replacement P.C. Board and plug in the female connector.
5. Slip the new P.C. Board back into place.
6. Attach the new GRAND-SLAM IV label and the machine is ready to operate.



may be hit several times on each side of the net. The four game choices are Tennis Pong (2 or 4-pl.), Hockey Pong (2 or 4-pl), Knockout I (1-pl.) and Knockout II (2 or 4-pl.).

Each joystick on Grand Slam IV has a small activator button beside it which enables the player to alter the speed and course of the ball and thus develop an individual playing strategy. There is no random or programmed ball action beyond the initial "serve," since control of the paddles and ball rests entirely with the player. To further enhance the skill element, an additional control allows player selectivity of the various paddle sizes (expert or pro) and these selections reduce the physical size of the ball, making it more difficult to hit.

Among the unique features of the Hockey game choice are a blue line, icing, variable selection of the puck size and an operator adjustable visual game timing sequence, reflecting a realistic hockey configuration to give the player maximum game involvement. A simple push of a button allows players to select the specific game choices.

Knockout I is a single player game which offers a bonus for scores over 300 points. This particular game choice, as a Can-Am spokesman pointed out, is one of the primary reasons for Grand Slam IV's high revenue results, since most of the early cocktail tables on the market ignored the one-man player.

Conversion Kit

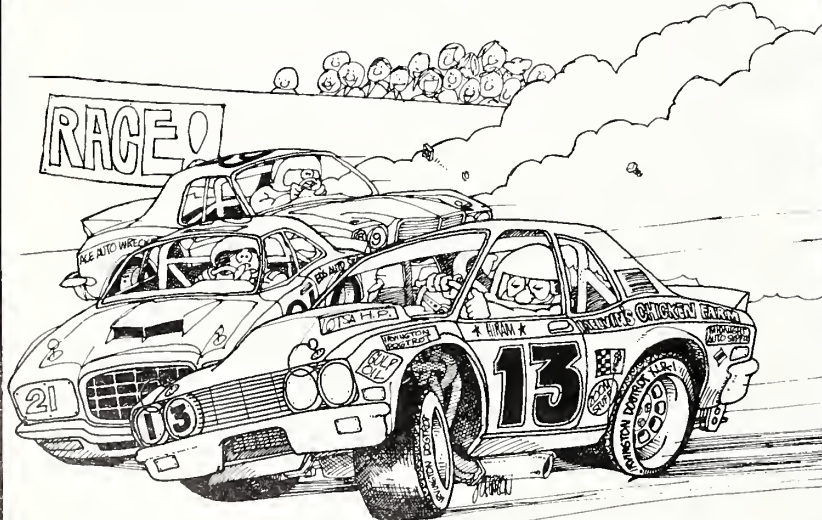
The Grand Slam IV conversion kit has the capability to convert existing Flim Flam cocktail tables to the new multiple format by simply exchanging the P.C. board (without the necessity of drilling holes). Five easy steps complete the procedure: (1) open the top; (2) remove the retainer screw in the top; (3) unplug the female connector on the right side of the board; (4) take the replacement P.C. board and plug in the female connector; (5) slip the new P.C. board back into place; (6) attach the new Grand Slam IV label and the machine is ready to operate.

Marketing Philosophy

The principles and concepts of Grand

continued on pg. 54

RACE!



The Winner!

Put one or two players in control of RACE! and you've made some fans sure to return. Realistic obstacles—oil slicks, wrecked cars—take real skills. Driving ability is evaluated after each run, and with enough practice it's the Pro Circuit! A major profit maker anywhere there are drivers—or future drivers!

- Rugged metal steering, pedal and shift mechanisms
- Realistic sound effects
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- 6 mo. warranty on monitor; 90 days on IC's.
- Parts and service within 24 hours.



Any way you call it, RACE! is in the money — in any location. Give your distributor a call today.

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Juke Box Operators:
This Summer Belongs To

WAR

"Summer" is the smash new single from

WAR

Cashbox  26

Billboard  25

Record World  28

"SUMMER"

UAXW834

Going To Number One With Your Help.

B/W **"All Day Music"**

Another Smash From War.

From the forthcoming "War/Greatest Hits" Album.

War Gives You a Double Hit For Your Money.



A Far Out Production On United Artists Records.

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Ops Praise Play Master's 'Black Lite Billiards'

COLUMBIA, MO. — A North Carolina operator writes that "Black Lite Billiards ... has revitalized billiards in Jacksonville" and resulted in a "75% increase" in pool table revenues. This written testimonial was one of several received by Play Master, Inc. and the subject of all the praise is the firm's Black Lite Conversion Kit, introduced in February of this year.

Another satisfied operator told Play Master that installing the new Black Lite had enabled him to "overcome some direct sales efforts" in his territory and to make installations in night clubs which previously had prohibited conventional pool tables. He also said his collections had increased considerably.

"The excellent operator feedback we've been receiving serves to bear out what we, at Play Master, have been stating all along," said the firm's sales manager Kent Donley, "that Black Lite Billiards will indeed increase revenues, open new locations and stimulate publicity." Donley also said that a totally dark environment is not a prerequisite for the installation since it has proven to be just as effective in a semi-lighted area.

The Black Lite conversion kits are designed to convert an existing table into a "special attraction." Luminous particles are impregnated throughout the balls in the

manufacturing process, to cause them to faintly glow under ultraviolet light. The deluxe kit consists of the following: One set (including 2 3/8" cue balls) of first quality cast phenolic balls, custom made by Albany. A custom made UL-approved light fixture, accommodating four fluorescent type bulbs with switch over capability for using two sockets for regular bulbs and two sockets for ultraviolet bulbs (allowing a table to be played under regular fluorescent light or ultraviolet light without the necessity of removing or changing bulbs); and four 48" bulbs, two regular fluorescent bulbs and two F40BLB Blacklight Blue Ultra Violet bulbs, included with the fixture.

Also included in the kit are four yards (ample to cover rails and playfield) of Mali billiard cloth specially treated to glow a subdued blue under ultraviolet light but to appear green under regular light. A triangle, treated to react to ultraviolet light and specially treated spot, diamonds, bridgehead and stick. In addition, the kit has one set of pocket liners processed so that a portion will glow under ultraviolet light and one roll (60 yards) of fluorescing tape to be used for a temporary or fast conversion until the cloth can be used to recover rails and playfield.

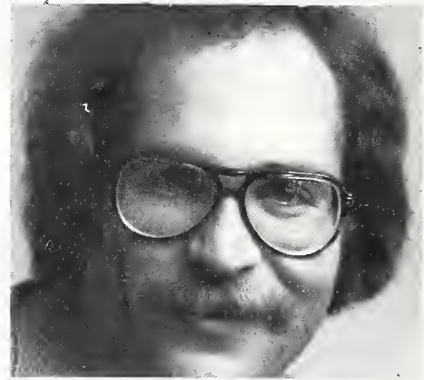
Play Master, Inc. is located at 5909 Paris Road in Columbia, Missouri.

Atari Names Speizer Western Sales Manager

LOS GATOS, CA. — Terry Speizer has been named regional sales manager for Atari, Inc. coin op. products division according to Frank Ballouz, national sales manager for the company. Speizer's primary emphasis will focus on product sales and marketing support to Atari's distributor outlets in the western states.

"Terry's appointment is part of our continuing efforts to increase communication, and offer more personalized service to our distributors and operators," Ballouz said.

Speizer's previous sales and marketing experience includes positions as domestic sales coordinator and field sales representative in the west for American Microsystems, Inc. and the Falstaff Brewing Company.



A Bicentennial Tribute From World Wide Distributors Co.

CHICAGO — "The United States — despite our current problems and the difficulties that we have come through these last two hundred years — is still a very special country."

The above is the opening sentence in a letter signed by Nathan Feinstein, president of World Wide Distributors Co. of Chicago, that accompanies a beautiful copy of the original Constitution of the United States. Mailed to operators throughout the World Wide business area just prior to the 4th of July celebration, it reproduces the original hand-written version of the Constitution, showing the many changes made before agreement by the founding fathers.

Mr. Feinstein's letter points out, "It (the Constitution) was written with sweat, argument, compromise. But what a bulwark it has been for our liberties."

World Wide is a Chicago-based division of American Recreation Group and is distributor for Seeburg, Lektro-Vend, Choice-Vend and Polyvend plus a full line of complementary equipment for the vending/coin amusement industries.

Service Hint

sync horizontally, you have narrowed the problem from roughly 200 I.C.'s to two or three. Not bad, huh? And you haven't even opened up the game. All that's been done is analyze and define the problem.

Now comes the most important part of the whole exercise. Your next step is either to call someone and ask what's next or send the board to them for repair. In either case, you *must* either have or develop the ability to accurately communicate your findings either verbally or in writing.

It is important not to omit anything when relating the findings to someone. Things such as how often does it happen, does it do it when the game is heated up?, cooled down?, etc. Remember, the smallest hint to a technician can mean the difference,

sometimes, between a repair time of minutes versus one of hours.

Now, if you are sending the board to someone, do them & yourself a favor and attach a note that describes exactly what is wrong — Remember, be as precise and definitive as possible!

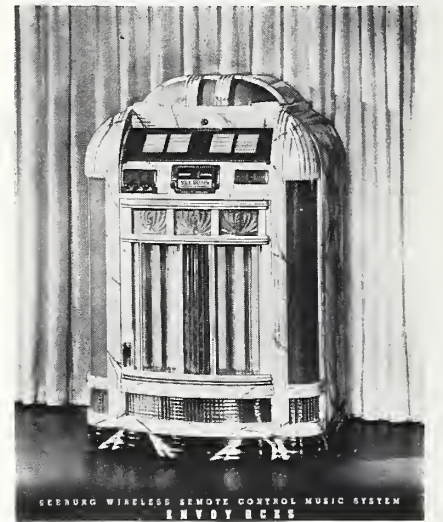
By following this procedure, you should be able to decrease repair time by as much as 50% to 60%.

In closing, remember the term G.I.G.O. (Garbage in, garbage out). In other words, the quality & quantity of effective service you receive from your technical support is most often directly proportional to the quality & quantity of your own communication and support of them.

(Fred McCord is a field service engineer for Atari).

NOSTALGIA CORNER ... a look at some of the equipment of the past.

The year is 1940 and the phonograph pictured here is a 20-selection model, produced by Seeburg. It is structured of shining marbl-glo, with brilliant plastic panels and insets, as well as indirect lighting blended in to enhance its appearance and draw attention on location. Among the model's specifications were: remote control music system (with optional Electric Selection); dual tone flow; illuminated selector, coin chutes, 'record playing' indicator and 'selections remaining' indicator; attachments for auxiliary top spot speakers; 4-point suspension record trays; Seeburg's dual tone compensator, concentric tone arm and record preference meter; free-floating pick-up head, and others. Model had front cabinet accessibility for ease of service and a dust-proof climate-proof record chamber. A collector's item today, a top rate location piece thirty-six years ago!



New Products

MIAMI, FLA. — Aqua-Vend coin-operated vending machines, dispensing either fresh or purified drinking water, were recently introduced in the Publix supermarket chains located in the Florida county areas of Broward and Dade.

The machines are similar in size and appearance to the standard soft drink vending machines and have been successfully in use in Southern California, Arizona and Nevada, according to the company.

Under the Aqua-Vend plan, customers supply their own containers. The machines have the capability of handling containers which range in size from one to five gallons. To operate, a customer positions a container under the dispensing spout, places the specified amount of coins in the appropriate slot and presses either the Purified or Crystal-fresh button.



Grand Slam

Slam Games' marketing program are characterized by high calibre management teams coordinating with individual operators and wholesale distributors. The company is persistent in its efforts to open up new areas throughout the world for the exposure of its product line, and dedicated



in its efforts to develop new products through its research and development groups. The multiple game principle of the Grand Slam IV is designed to regenerate new video game purchasing enthusiasm and increase the revenue producing game cycle of machines on location.

Meet Nakamura Seisakusho Co., Ltd. And call us by our familiar initials "NAMCO"

The Most Exciting Amusement Machines Come From "NAMCO" See us at MOA '76 EXPOSITION... Chicago and JAA EXPO '76 Tokyo



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CHICAGO CHATTER

Heartiest congratulations to backgammon champion **Don Desmond**, president of the Seeburg Music Library, who took third place honors at the recent National Invitational Tournament, sponsored by the National Backgammon League, at the Regency Hyatt O'Hare here in town. Not only did he defeat some real heavy champions but his victory was a source of encouragement to a lot of newcomers since Don is himself a newcomer to the game. He started playing some months back, when he was transferred to Chicago from the east and wanted to occupy himself during the periods of time he was away from his family and commuting regularly to New York. Although he'll be fully relocated, with family and all, in Chicago by mid-August, he'll continue his backgammon activities and, hopefully, enter the upcoming tournament in the Bahamas. Good luck, Don!

THE BALLY MFG. CORP. PLANT resumed full production schedules on August 9 following the annual 2-week summer vacation shutdown — which should please distributors no end, who are clamoring for "Capt. Fantastic" shipments!

LOOK FOR Project Support Engineering (Sunnyvale) to shortly release "our own micro-processing approach" to take form in a new upright piece — and that's the word from the firm's national marketing director **Bill Currier**. Watch for it! Meanwhile, Bill said PSE is celebrating the fact that its "Maneater" has been maintaining top three status as a high earning arcade piece! . . . And congratulations are in order for Bill and his misses who recently welcomed their fourth daughter!

FIRST RELEASE FROM D. Gottlieb & Co. since the plant returned from vacation is a great looking new 2-player pin called "Card Whiz!"

DATELINE HIALEAH: Allied Leisure Ind. has tentatively set an early August date to ship samples for test of its soon to be released "Thunderbolt" 4-player pinball machine. Firm's presently enjoying mucho success with the hot selling Daytona 500!

BEN ROCHETTI, general sales manager at Empire Dist., passed along the good word that, according to initial operator reports, the newly released Midway "Tornado Baseball" is not only a good earner but a dependable piece of equipment — and you sure can't beat that! Among newly arrived samples at Empire this past week were Fun Games "Race" and Atari's "Cops 'N' Robbers" — and they're really looking forward, Ben said, to the soon to come Atari "LeMans" . . . A pair of welcomed visitors at the showroom were Dynamo's **John Lewis** and **Bob Stuart III** — hearing all kinds of great comments, no doubt, about the firm's outstanding new table!

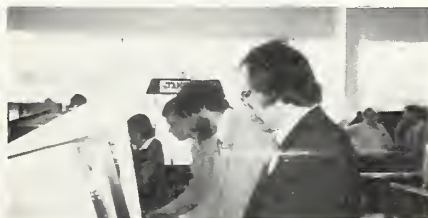
CHICAGO DYNAMIC INDUSTRIES is back in production after the annual summer vacation shutdown — and presently concentrating on catching up with the backlog of orders for the "Sound Stage" pingame.

CENTER OF EXCITEMENT at Electra Games is the newly introduced "Wings" video table, which has tested out just beautifully and is currently in full production at the factory.

ON THE SINGLES SCENE: Among current releases scoring with area ops, according to Lormar's **Joe Ceddla**, are "If You Leave Me Now" by **Chicago** (Columbia), "A Fifth Of Beethoven" by **Walter Murphy** (Private Stock) and "You Should Be Dancing" by the **Bee Gees** (RSO). As for recommendations, Joe sees the newest **Frank Sinatra** single "Stargazer" (Reprise) as a natural for heavy jukebox play!

EASTERN FLASHES

The new Bally "Capt. Fantastic" 4-player, newly arrived at Royal Dist. in Cinncy — instantaneously sold out! A definite case of "we can't get enough of them" as **Jerry Gotljan** put it. Needless to say, they can't wait for Bally to resume post-vacation production! Jerry also mentioned how successful the distrib has been (and is) with the recently acquired "Challenger" foosball table from OBA in Texas. As a follow-up to their series of demo tournaments held some weeks back, Royal's planning for some regular tournaments around September or October. "We're looking forward to a new wall game from Century Industries," Jerry said, adding that the firm's "World Series" was a super seller for them! And during our conversation, the boys were uncrating a sample of the brand new Midway "Tornado Baseball" . . . Ebsco Amusements is negotiating for a "Vulcan" foosball tournament in Asbury Park for late August. More details later. At present, they're heavily back-ordered on the "Vulcan" table . . . July was another big month at Rowe International-Albany and **Bob Catlin's** certainly not complaining about it. The demand for Rowe phonographs continues, he said, and there's been a very big rush for "Tournament Soccer" tables. Also in the selling big department — Gottlieb's "Ship Ahoy" add-a-ball and Ramtek's "Hit Me" upright! . . . Understand the recently held Bally service school at Runyon Sales drew a turnout of more than one hundred and ranked as one of the most successful ever held out there. **Bernie Powers** conducted, of course, and another is planned for early fall . . . Extend best wishes to **Harriet Wolberg** (daughter of **Lou Wolberg**) and **Norman Konig** who will be married on August 15 . . . The excellent photos used in The Village Voice feature (and cover) story on pinball machines (Aug. 2 issue) are the work of **James Hamilton**, photographer and colleague of author **Roger Sharpe**.



FOR THE BENEFIT OF "MR. B" — Pictures to the left and above were taken at a recent product presentation buffet held at C.A. Robinson & Co. Top left, **Chuck Arnold**, vice president of marketing for Ramtek, explains the many features of the new "Hit Me" cocktail table. At bottom left, Atari's customer service manager, **Don Smith**, tries his hand at "Cops 'N' Robbers" while above, from left to right, Atari's **Fred McCord**, field service engineer, **Frank Ballouz**, national sales manager, and **Terry Speizer**, western sales manager, pit their skills against each other seemingly in a photo finish.



CALIFORNIA CLIPPINGS

Nice talking with **Bill Currier**, national sales manager for Project Support Engineering. Associate **Satish Bhutani** is away in Japan on business and things are going well here in the States. Nearly a year old, "Maneater," which is still in production, continues to show great activity, especially on the east coast with distributors like Brady and Runyon, just to mention a couple. Not to go without mention is PSE's latest, "Knights in Armor." Released as a summer piece, "Knights" should continue to capture strong income reports.

Atari's "Flyball" is a very hot item down at Rowe International. The amiable folk at Rowe are anxiously awaiting their new solid state phonographs due sometime in September. Rowe's western regional managers from Phoenix, Denver, Salt Lake City, San Francisco, Seattle, and Los Angeles had a business get-together last week at the L.A. headquarters.

Spoke with **Bob Portale**, Portale Automatic Sales, who is well rested and ready for action after a long deserved vacation care of a Rock-Ola junket to London. Bob said it's always nice to get away once in awhile and London is certainly a top vacation spot.

Keep your eyes and ears open for Exidy's "Old Time Basketball," which should be available this week, and "Death Race" continues to amaze everybody with record sales. Gala product presentation at C.A. Robinson & Co. last week. All types of food and beverage were in abundance and fully relished by the many, many people in attendance. But the real 'stars' of the afternoon were the exciting games that kept everyone entertained for hours. Among those attracting extra special attention were Meadows' beautiful upright, "Cobra Gunship," Exidy's spellbinding "Death Race," Ramtek's infectious "Hit Me" cocktail table, Midway's "Tornado Baseball," and Atari's "Flyball," "Cops 'N' Robbers," and "Le Mans," a unique driving game that completely captivated young and old alike. The ever changing race tracks in "Le Mans" are definitely a bonus and demand the players' utmost skill . . .

ON THE SINGLES SCENE: The following singles are currently hot with local ops according to **Gene** from California Music: "Summer," by **War** (United Artists); "No No Joe," by **Silver Convention** (Midland International); "You'll Never Find Another Love Like Mine," by **Lou Rawls** (Phil. Int'l.); "I'm Easy" by **Keith Carradine** (ABC); "You To Me Are Everything," by **The Real Thing** (United Artists); and "She's Gone," by **Hall & Oates** (Atlantic).

HOUSTON HAPPENINGS

Lee Duran, owner Duran Amusements, Houston, apparently doing OK businesswise. Duran is a big, rugged-looking fellow. He looks more like a football lineman than a coin-machine operator and businessman; definitely the type one would prefer to have as a friend . . .

Lelan Rogers, owner of the Silver Fox, the latest wholesale record and one stop firm established here, reported business slightly below par. He said he was not worried about the present slump and mentioned some factors involved. The move to his present new location at 2114 Polk Ave., Houston, was one. It takes time for customers to become familiar with a new location. The overall business slump that has hit most Houston businesses, including amusement, was another . . .

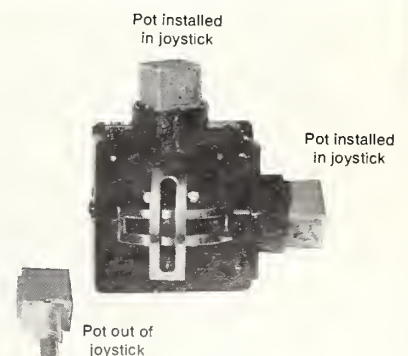
Kathy Franz, daughter of H.A. Franz, president and owner, H.A. Franz & Co. (Seeburg), Houston, enjoyed a very pleasant vacation in London, England . . . Out of town operator, **Ross Todaro**, Bryan, TX, is doing a big bundle of coinmatic equipment shopping in the city . . . **Tony Plaia**, owner Plaia Music Co., Beaumont, TX, is making rounds of major Houston distributors to keep his coin machine inventory up to scratch . . . Broad-minded and ever practical **L.C. Butler**, owner Gulf Coast Distributing Co., a Houston Wurlitzer distributor, discussing jealousy amongst coin-machiners, made some comments maybe worth repeating. He said everyone was in business mainly to make money. There is enough business for all to do. If everyone would put in more time minding his own business and less time running down the other fellows, both would move ahead. Lack of space does not permit mentioning other workable comments . . . Devoted considerable time checking back on **John Walling**, owner Walling Music Co., whom we have not seen for some seven years. Not much success, but did gather from reliable source that he now operates only cigarette machines. He used to conduct music operations from his own nightclub and eating place that specialized in western foods. The spot was near Brazoria County, then and still is, noted for its fine cattle. His steaks maybe were actually worth the price paid as animals went directly from feeding pen to the kitchen . . . Would like to add, on the above subject of jealousy, that such is very, very rare among major distributors. Well remember two sons of a prominent distributor (named Chris and Harry) who never missed a new model phonograph preview, regardless of the name of the machine for which the banquet and celebration were held.

State Association Calendar 1976

August 27-29; No. Carolina Coin Ops. Assn., annual conv., Sheraton Motel, Charlotte	October 2-3; Coin Operated Industries of Nebraska, meeting, Ramada Inn, Omaha
September 10-12; Florida Amusement Merch. Assn., annual conv., Deauville Hotel, Miami Beach	October 2-3; Wisconsin Music Merchants Assn., annual conv., Holiday Inn, Wausau
September 16-18; Music Operators of Virginia, annual conv., Hyatt House, Richmond	October 14-16; West Virginia Music & Vending Assn., annual conv., Sheraton Inn, Clarksburg

New Products

JRW Electronics has recently put on the market a new 100K potentiometer. According to the firm, these potentiometers are ideal for use in *Flim Flam*, *JRW Handicap*, *JRW Handicap conversion kits*, *JRW 4 Square*, *U.S. Billiards Survival*, and other joystick games. The firm also reported that these potentiometers offer a far longer life span and considerably less paddle "jitter" than the old models. JRW Handicap conversion kits are also available and include the new 100K potentiometers. Both are currently in stock. For further information, contact **Ginny Grandin**, JRW sales, 285-E Sobrante, Sunnyvale, Calif. or call (408) 733-3373.



COIN MACHINES WANTED

WANT — all makes new and used phonographs wall boxes TV games, Air Hockey pool tables, bumper pool tables, electronic baseball games, electronic games Kee games floor models ST THOMAS COIN SALES INC 669 Talbot St St Thomas Ontario Canada N5P 1C9 Canada's oldest established distributor since 1927 Phone Vince Barrie (519) 631-9550 Mail current price list if equipment now available

WANTED — BALLY MULTIPLIERS WITH HOPPER all 3- 5- and 65-coin models considered Also wanted Williams and Gottlieb 4-plr pinballs max 3 years old HANSA MYNTAUTOMATER AB Box 300 41 S-400 43 Gothenburg Sweden

WANT — Seeburg AY160, DS160, LPC-1, LPC-480, Electra, Fleetwood, SS160, LS-1, LS-2 We pay cash and pick up our truck unpacked Pan American Amusements, Inc. 1211 Liberty Ave., Hillside, NJ 07205 (201) 353-5540.

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201 No adjustments required — just plug in — eliminate sound distortion needle skipping, excessive record wear \$24.95 postpaid Satisfaction guaranteed Quantity discounts. CA THORP SERVI 1520 Missouri, Oceanside Ca 92054

FOR SALE: Bingos for export only County Fairs \$800, Roller Derby \$800, Silver Sails \$800, Border Beautys \$800, Can Can \$800, Big Wheels \$700 Magic Rings \$900 Sega Gran National \$600 Chicago Rifle Gallery \$750, Super Shifters \$700, Gran Trak 10s \$900, Sega Moto Champ \$700 Key Twin Racers \$1250, TV Basketball \$700 D&P MUSIC 1237 Mt Rose Ave P O Box 243 York, PA 17403 Phone (717) 848-1846

50 SEEBURG 100 selection wall boxes \$5.00 each 50 Seeburg 160 selection wall boxes \$37.50 each 10,000 used 45 rpm records 15 each CENTRAL MUSIC CO P O Box 284 407 E. Ave D Killeen, Texas 76541

FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams Chicago Spanish Mfr available, immediate delivery call for lists Pan American Amusements, 1211 Liberty Avenue Hillside New Jersey, (201) 353-5540.

FOR SALE: Write or call — 200 asst used TV games — 300 asst arcade pieces — late model pins — ROBERT JONES INTERNATIONAL INC. 880 Providence Hwy Dedham Mass. 02026 — (617) 329-4880 or ROBERT JONES INTERNATIONAL INC 601 Thompson Rd N Syracuse, NY — (315) 463-6251

SEEBURG LPC 150, AMI 200, N 150 Johnson coin sorter & counter 295, Tennis Tourny 200, Electro Dart 100 BROWSER 2009 Mott Ave Far Rockaway NY

NEED EQUIPMENT! We have it New & used pins guns driving games, TVs, shuffles Over 75 in showroom COIN MACHINE DISTRIBUTORS, INC 213 Division St., Peekskill, N.Y. 10566 (914) 737-5050.

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25 CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$128 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Ca. 90028

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR I National 21CE candy machine — Vendo Vis-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295 crating extra Arcade equipment Motor Cycle Funland, Pennant, Sami, Sea Raider and Dune Buggy pool tables pinballs and many other items VATHIS VENDORS Call (214) 792-2806 793-3723 or 792-1810

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

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper Jumbos, and late used Gottlieb flippers. These games are completely shopped CALL WASSICK NOVELTY (304) 292-3791 Morgantown, W Va

FOR SALE: Allied F 114; Speed King, Drag Races, Sport A Balls; Rifle Gallery, Flying Carpet Gun; Hi Lo Ace; Swinger; Odds 'N Evens; Hi Hand; Flying Carpet; Sea Ray; Brunswick Air Hockeys; Pong; Paddle Battle; PMC Aztec Cocktail tables. D&L Distrib. Co. Inc. Box 6007, Harrisburg, Pa. 17112. (717) 545-4264.

FOR SALE: Fast Draw \$800; "300"s \$850; Magnotron \$685; Jumping Jack \$465; King Pin \$495; Little Chief \$795; Triple Strike \$675; Hokus Pokus \$785; Air Aces \$725; Flip Flops \$875; Delta Queen \$485; Bow And Arrow \$885; Wizards \$850; Champ \$535; Olympics \$565; Blue Max \$865; Cinema \$875; Twin Skeet Shoot Rifle \$475; Speed King \$495; Prestige \$325; Panzer Attack \$645; Chopper \$575; Goal Tender \$375; Sea Devil \$195; Super Shifter \$725; Monte Carlo \$350; Chopper \$725; Tank \$965; Tank II \$995; Steeplechase \$1175; Sharks Jaws \$775; Goal 4 \$625; Jet Fighter \$875; Flim Flam II \$595; Drop Zone 4 \$580; Ball Parks \$725; Winner \$195; Bi Plane \$995; Rally \$135; Paddle Ball \$175; Pace Race \$495; Dynamos rosewood model \$395; Dynamo \$145; Garlando Foosball \$225; Bio-Rhythm \$565; Flying Ace with seat \$395; Kiss-A-Scope \$250; Air Hockey \$395; Twin Jokers brand new \$465; KING ROCK, New Orleans Novelty Co., 1055 Dryades St., New Orleans, La. 70113. Tel. (504) 529-7321, Cable: NONOVCO.

FOR SALE — One of the largest selections of new & used add-a-balls & arcade machines in the northeast Call or write for our list. COIN MACHINE DISTRIBUTORS INC., 213 N Division St Peekskill, NY 10566 Westchester Co (914) 737-5050.

FOR SALE: August Special — 2 Wall Streets, 2 Bali, 10 Ticker Tapes like new, also 15 stock markets. Excellent 3 Bally Bluechips, new 15 Barrels of Fun excellent \$950. Call Wassick Novelty, Morgantown, W.Va. (304) 292-3791.

FOR SALE OR LEASE: recording studio, 16-24 track, excel lease + midtown location. Equipmt. optional. STUDIO 15 Bridge Road, Weston, Conn. 06880.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each Contact Jack Baker (213) 240-6290

FOR SALE: MIDWAY Bulls Eye Golf Champ, ESP Electro Dart, Wall Games, \$150 D&L DISTRIBUTING CO 6691 Allentown Blvd. Harrisburg Pa (717) 545-4264

FOR SALE: ROCK-OLA 504 WALLBOX \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721 1769 \$65 each WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore 228-7565

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb Write to: SOVODA 51 Rue de Longvic 21300 Chenove France telex 350018

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O K Games, Lido, Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three backglasses, LOWELL ASSOCIATES, P O Box 386, Glen Burnie, Md 21061 (301) 768-3400.

FOR SALE: COMPLETELY RECONDITIONED: Bally Twin Win (2pl) \$695; Bon Voyage (1 pl) \$595; Big Show (2 pl) \$545; Four Million BC (4 pl) \$395; Big Valley (4 pl) \$295; Midway Ball Park \$795; Playtime \$445; Leader upright \$445; Leader Lo Boy \$445; Winner IV \$395; Winner I \$195; Dart Champ \$95; Mickey Anderson, Inc. P.O. Box 6369, Erie, Pa 16503. (814) 452-3207

FOR SALE: WMS Pins, Gott. World Series \$325; Pro Pool \$425; Captain Card \$495; Stratoflite (4 pl) \$695; Super Flite (2 pl) \$645; Triple Strike \$650. No crating. Call Ogden Whitbeck (518) 377-2162, Mohawk Skill Games Co., 67 Swaggertown Road, Scotia, N.Y. 12302.

FOR SALE: Dart Games Electro Dart, Midway Bulls Eye, Football Dart Game \$50; Allied Paddle Battle TV \$125; Pro Quizmaster \$125; Williams Pro Hockey TV \$400; Pantex Hockey TV \$250; Drive Buggy Arcade \$325; C.C. Cycle \$250; Shuffle Alleys, Prestige, Altair, Pyramid, Rebuilt Rowe cigarette machines Riviera \$295; New Pool Tables \$575 and up. Will buy Barrel of Fun, Shoot a Line or Lite a Line. GUERRINI'S VENDING MACHINES, INC., 1211 W. 4th Street, Lewistown, Pa. 17044.

EMPLOYMENT SERVICE

SERVICE SCHOOL FOR GAMES AND MUSIC Ten week night course teaches practical, theory, schematics \$575 full price. COMIT, 2115 Beverly Blvd. Los Angeles, Ca 90057. (213) 483-0300

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in LaGrange Ga 30240.

BUSINESS OPPORTUNITY — Sell reconditioned flipper games, guns and arcade equipment, video games and kiddie rides to operators in your area. Weekly list of available equipment and current prices furnished. Call or write for application CENTRAL DISTRIBUTORS INC 2315 Olive Street, St. Louis, Missouri 63103 (314) 3511

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business — Write BAR-JO at 83-45 Viotor Ave., Suite 2B Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668

SERVICES COIN MACHINE

SCHOOL FOR GAMES & MUSIC. One to two week courses. Phonos, flippers, bingos by schematics. CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

ACE LOCKS KEYS ALIKE. SEND LOCKS AND THE KEY YOU WANT THEM MASTERED TO \$1.00 EACH. RANDEL LOCK SERVICE, 61 Rockaway Avenue, Valley Stream, N.Y. 11580. Tel: (516) VA 5-6216. Our 35th year in vending.

NEW! VIDEO ANALYZER! Don't be caught without one! \$69.95. ASC DIST. SALES, 32 Franklin St., Quincy, Ma. 02169 (617) 773-1804.

HUMOR

FREE! Sample copy of the Hollywood Gag Letter. Monthly comedy service for deejays and other entertainers. Includes: one-liners, stories, outdawns, trivia, much more! Send stamp for free issue and comedy catalog EDMUND ORRIN 2786-C West Roberts, Fresno, Calif. 93711

RECORDS-MUSIC

RARE RECORD SHOPS AND FINDERS List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St Houma, La 70360.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selection of old rock 'n roll and rhythm and blues albums. Our famous 3 in 1 catalog \$1.25. HOUSE OF OLDIES, 267 Bleeker St. N.Y. N.Y. 10014 (212) 243-0500.

FOR EXPORT: ALL LABELS OF PHONOGRAPH RECORDS, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS LTD. 1468 Coney Island Avenue, Brooklyn NY 11230 Cable: EXPODARO NEW YORK

WANT RECORDS & TAPES: 45s AND LPs, surplus returns overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO 453 McLean Ave., Yonkers, New York 10705. (914) GR 6-7778

INTERNATIONAL COLLECTORS find rare LPs by Byrds, Cher, Everly Brothers, Rick Nelson, Sandy Nelson, Dusty Springfield and others in our special collectors list. \$1.00 incl. airmailing. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

OPERATORS — We buy used records not over 1 year old — 10 cents each plus postage JOHN M. AYLESWORTH & CO 9701 Central Ave. Garden Grove, Calif. 92644 (714) 537-5939

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

FOR SALE. Approx. 20,000 45s from 1966 through 1975. Take all 5 each plus ISC postage. Charles Zierer P O Box 482 Tarpon Springs, Fla 33589

OPERATORS — We buy used records right off your jukeboxes on a steady basis. We pay fast! Call Mr. Andrews (516) 822-3733

CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Cal. 90028

Make sure your check is enclosed

Retail LP Selling Prices *lr 7*

Atlanta: At Franklin Music (3 locations), newest releases by Helen Reddy, Merle Haggard, Jessi Colter, Asleep At The Wheel, and Triumvirat (all Capitol), each for \$3.99/\$4.99 tape. (*Sunday Atlanta Journal and Constitution*).

Baltimore: At Korvettes (4 locations), the following features: multi-label sale (including CBS, A&M, RCA, Arista) for \$3.97/\$5.69 tape; eight recently released LPs from CBS (including newest Chicago, Neil Diamond, Boz Scaggs, Jeff Beck, Wild Cherry, Blue Oyster Cult) for \$3.97 each; five recently released LPs from RCA and affiliated labels (including newest Jefferson Starship, David Bowie, John Travolta, Starland Vocal Band) for \$3.97 each; three recently released LPs from A&M/Ode (including newest Cheech & Chong and Brothers Johnson) for \$3.97 each (newest Esther Satterfield, \$5.98 list, for \$3.47). (*Sunday Baltimore Sun*).

Boston: At Jordan Marsh stores, newest releases by Eric Andersen, Loudon Wainwright III, Monty Python, Eric Carmen, and "The Monkees Greatest Hits" (all Arista) for \$3.99 per LP. At Harvard Coop, "Ballad For Americans" (UA) starring Brock Peters with Odette for \$3.99 per LP, tied to area concert appearance by Peters. (*Sunday Boston Globe*).

Cleveland: At Record Theatre (5 locations), numerous titles from the Pablo jazz catalog (RCA) for \$4.99 per single LP. At Gold Circle (7), full page Apple/Capitol and Capitol Records ad promoting "Beatlemania" with the following features: 15 LPs by the Beatles and individual members for \$3.99 each; "The Beatles" (White) and George Harrison's "All Things Must Pass" (both 2-LP sets) for \$9.99 each; "Rock 'N' Roll Music" and the two Beatles anthologies (all 2-LP sets) for \$6.99 each. (*Cleveland Plain Dealer*, July 30).

Dallas: At Disc Records (3 locations), newest Chicago release (Columbia) in addition to four earlier Chicago releases each for \$4.29/\$5.29 tape. At Treasure City stores (6), nine recent releases, including newest Chicago and Neil Diamond (both Columbia), Carpenters (A&M) and Natalie Cole (Capitol), each for \$4.44/\$5.99 tape (Beatles' "Rock 'N' Roll Music," 2-LP set on Capitol, for \$6.87/\$10.99 tape (advertising supplement). (*Sunday Dallas Times Herald and Sunday Dallas Morning News*).

Detroit: At Korvettes (5 locations), the following features: multi-label sale (including CBS, A&M, RCA, Arista) for \$3.97/\$5.69 tape; five recently released LPs from CBS (newest Chicago, Jeff Beck, Aerosmith, Lou Rawls, B.T. Express) for \$3.97 each; five recently released LPs from RCA and affiliated labels (same as in Baltimore) for \$3.97 each; three recently released LPs from A&M/Ode (same as in Baltimore) for \$3.97 each (newest Esther Satterfield for \$3.47). (*Sunday Detroit News*).

Los Angeles: At the Warehouse (36 locations), full page Capitol Records ad featuring the following 2-LP sets by the Beatles: "Rock 'N' Roll Music" for \$6.88/\$7.88 tape; "The Beatles" (White) for \$7.18/\$8.88 tape; two Beatles anthologies for \$6.88/\$7.88 tape each. In addition, "Wings At The Speed Of Sound" for \$3.88/\$4.88 tape, with similar sale prices on entire Beatles catalog and catalogs of the individual members (except "Bangladesh"). At Tower Records (3), eight jazz LPs from Savoy/Arista for \$4.88 each ("or less" due to the fact that some are 2-LP sets and some are single LPs). At May Co. stores, Helen Reddy catalog (Capitol) for \$3.89/\$4.89 tape, with highlight on most recent release. At Music Plus (12), the following features over three pages: full page A&M Records ad promoting "Felix Pappalardi & Creation" and newest release by Joan Armatrading for \$3.69 each, in conjunction with upcoming joint area concert appearance; Pure Prairie League catalog (RCA), with highlight on most recent release, tied to upcoming area concert appearance; Victrola catalog for \$1.99 per LP (\$3.98 list); all single LPs always \$3.99 or less. At Licorice Pizza (18), Blue Oyster Cult catalog (Columbia), with highlight on most recent release, tied to upcoming area concert appearance. Half-page Little David/Atlantic ad promoting Burns/Schreiber's "Watergate Comedy Hour" LP with no store tie-ins. At Leo's Stereo (8), all-label sale for \$3.69 per LP with feature on newest Savoy Brown (London) and debut LP by Michael Pinder (Threshold/London), and newest LPs by Willie Nelson (Columbia), Tubes (A&M), Santana (Columbia). Chrysalis Records tie-in to upcoming area Tull/Trower/Gallagher concert. CTI/Kudu Records ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. (*Sunday Los Angeles Times Calendar section*).

New York: At Sam Goody (27 locations), the following features: all RCA Red Seal and Angel LPs at 3 for \$10; all RCA Victrola and Seraphim LPs at 3 for \$6 (\$3.98 list); all Warner Bros. LPs for \$3.99/\$5.99 tape; two multi-record sets from Deutsche Gramophon, Scott Joplin's "Treemonisha" (2-LP set listing for \$15.96) for \$8.99/\$8.99 tape, and Moore & Latouche's "The Ballad Of Baby Doe" (3-LP set listing for \$23.94) for \$13.47; 10 recently released LPs, including "Helen Reddy's Greatest Hits" (Capitol), "John Travolta" (Midland

International/RCA), Elton John's "Here And There" (MCA), Carpenters' "There's A Kind Of Hush" (A&M), George Benson's "Good King Bad" (CTI), and Ohio Players' "Contradiction" (Mercury), for \$3.59 each; Lili Kraus' "The Complete Mozart Piano Concerti" (12-LP set on Odyssey) for \$39.95 (single records in set for \$3.99 each) and "The Complete Mozart Piano Sonatas" (3-LP set on Odyssey) for \$6, tied to in-store appearance, and in conjunction with upcoming area concert appearance as part of New York's "Mostly Mozart" Festival. At Korvettes (30), the following features: multi-label sale (including CBS, A&M, Arista, Mercury) for \$3.97/\$5.69 tape; Aretha Franklin's "Sparkle" (Atlantic), David Bowie's "Changesonebowie" (RCA), Steely Dan's "Royal Scam" (ABC), and Carly Simon's "Another Passenger" (Elektra) all for \$2.99 per LP, and "Renaissance Live At Carnegie Hall" (2-lp set on Sire/ABC) for \$3.49; 12 recently released "soul" LPs from RCA and affiliates for \$3.97 each; eight jazz LPs from Savoy/Arista for \$3.97 (2-LP sets for \$4.47); soundtrack LP from the motion picture "The Omen" (Tattoo/RCA) for \$3.64; four most recent LPs from Diana Ross (Motown), highlighting "Diana Ross' Greatest Hits," for \$3.97 (Mahogany soundtrack and "Lady Sings The Blues," 2-LP set, for \$3.64 each); four 2-LP sets of jazz music from Verve for \$4.47 each; all operas, operetta soundtracks, and original cast shows for \$3.64 per LP (\$6.98 list). Capitol Records ad, with no store tie-ins, promoting Helen Reddy's newest LP and single, with additional promotion of four earlier releases. (*Sunday New York Times*).

Philadelphia: At Sam Goody (10 locations), the following features: all RCA Red Seal and Angel LPs at 3 for \$10; all RCA Victrola and Seraphim LPs at 3 for \$6 (\$3.98 list); all WB LPs for \$3.99/\$5.99 tape; 10 recently released LPs, including Neil Diamond's "Beautiful Noise" (Columbia), "Wings At The Speed Of Sound" (Capitol), "John Travolta" (Midland International/RCA), and Diana Ross' "Greatest Hits" (Motown), for \$3.59 each; latest release from Helen Reddy plus five earlier releases (all Capitol) for \$3.99/\$5.99 tape. At Korvettes (5), the following features: multi-label sale (including CBS, A&M, RCA, Arista) for \$3.97/\$5.69 tape; five recently released LPs from Capitol (including newest Steve Miller, Wings, Natalie Cole) for \$3.97 each (Beatles' "Rock 'N' Roll Music," 2-LP set, for \$5.39); five recently released LPs from RCA and affiliated labels (same as in Baltimore and Detroit) for \$3.97 each; three recently released LPs from A&M/Ode (same as in Baltimore and Detroit) for \$3.97 each (newest Esther Satterfield for \$3.47). (*Sunday Philadelphia Inquirer*).

Pittsburgh: At Gee Bee stores, most recent releases from Eagles (Asylum), Carly Simon (Elektra), Rod Stewart (Warner Bros.), and Fleetwood Mac (Warner Bros.), each for \$3.99 per LP. (*Sunday Pittsburgh Press*). (Advertising supplement).

St. Louis: At Venture discount stores (9 locations), numerous titles from CBS at the following prices per LP: \$4.98 for \$5.98 and \$6.98 list; \$6.79 for \$7.98 list (original Broadway show soundtracks and 2-LP sets). (*Sunday St. Louis Post-Dispatch*).

San Francisco: At Odyssey Records (5 locations), Bluebird catalog (RCA) for \$4.59 per 2-LP set (\$7.98 list), in conjunction with RCA convention. At Discount Records (5), original soundtracks from "The Omen" (Tattoo/RCA), "Rex" (Red Seal/RCA), and "Pacific Overtures" (Red Seal/RCA), for \$4.88 each (\$7.98 list). At Banana Records (7), two recent releases from Cleo Laine (RCA) for \$3.66 per LP, tied to upcoming area concert appearance. Also, newest "Free Beer" release (RCA) for \$3.66/\$4.66 tape. At Tower Records (3), eight jazz LPs from Savoy/Arista for \$4.88 each ("or less" due to the fact that some are 2-LP sets and some are single LPs). CTI/Kudu Records ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. (*San Francisco Chronicle and Examiner*, July 30 and *Sunday San Francisco Chronicle & Examiner*, Date Book).

Seattle: CTI/Kudu ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. (*Sunday Seattle Times*).

Washington: At Record and Tape, Ltd. (2 locations), the following features: "top 100 rock-soul-jazz" LPs for \$3.99/\$4.99 tape; all other \$6.98 list LPs for \$4.28/\$5.28 tape; various budget classical labels for \$2.29 per LP (\$3.98 list); catalogs of Philips and Deutsche Gramophon for \$4.99 per LP; Angel catalog for \$4.28 per LP; Nonesuch and Turnabout catalogs for \$1.99 per LP (\$3.98 list). At Korvettes (5), the same ad that appeared in Baltimore, with the same offerings, at the same prices. At Serenade Record Shops (3), the following features: Seraphim catalog for \$2.29 per LP (\$3.98 list); Angel and Melodiya catalogs for \$3.99 per LP; Moore & Latouche's "The Ballad Of Baby Doe" (3-LP set listing for \$23.94 on Deutsche Gramophon) for \$14.99. (*Sunday Washington Post*).

Note: All information in the above chart gathered from August 1 editions unless otherwise indicated.

Pop Adds to Radio Playlists *lr 51*

KTAC — TACOMA

#1 — Wings
A Fifth Of Beethoven — Walter Murphy — Private Stock
*Sophisticated Lady — Natalie Cole — Capitol
*If You Leave — Chicago — Columbia
*Magic Man — Heart — Mushroom
13 To 6 — I'd Really Love — England Dan & Coley
15 To 7 — Don't Go Breaking — Elton John & Kiki Dee
*17 To 11 — You Should Be Dancing — Bee Gees
18 To 12 — This Masquerade — George Benson
24 To 17 — Play That Funky Music — Wild Cherry
27 To 23 — You To Me Are Everything — Real Thing
Extra To 26 — Lowdown — Boz Scaggs
Extra To 29 — Wham Bam Shang-A-Lang — Silver

KAKC — TULSA

#1 — Elton John & Kiki Dee
*I Can't Hear You — Helen Reddy — Capitol
*Shake Your Booty — KC & Sunshine Band — TK
20 To 12 — Play That Funky Music — Wild Cherry
14 To 6 — Fifth Of Beethoven — Walter Murphy

KELI — TULSA

#1 — Elton John & Kiki Dee
*Don't Stop Believin' — Olivia Newton-John — MCA
*Can You Do It — Grand Funk Railroad — MCA
*With Your Love — Jefferson Starship — Grunt
*Springtime Mama — Henry Gross — Lifesong
*Street Singin' — Lady Flash — RSO
24 To 15 — Say You Love Me — Fleetwood Mac
30 To 21 — Devil Woman — Cliff Richard
23 To 18 — Sophisticated Lady — Natalie Cole
Extra To 29 — Wham Bam Shang-A-Lang — Silver
Extra To 28 — Shake Your Booty — KC & Sunshine Band
Extra To 25 — Gotta Be The One — Maxine Nightingale
Extra To 26 — Shower The People — James Taylor
Extra To 24 — Summer — War

WPGC — WASHINGTON

#1 — Wild Cherry
Lowdown — Boz Scaggs — Columbia
*Sunshine — Eric Carmen — Arista
*Superstar — Paul Davis — Bang

11 To 6 — You Should Be Dancing — Bee Gees
20 To 13 — Shake Your Booty — KC & Sunshine Band
23 To 16 — Still The One — Orleans
25 To 18 — Turn The Beat — Vicki Sue Robinson
27 To 21 — Heaven Must Be — Tavares
ex to 25 — This Masquerade — George Benson
ex to 29 — I Can't Hear You — Helne Reddy

KLEO — WICHITA

#1 — Walter Murphy
Shake Your Booty — KC & Sunshine Band — TK
Ode To Billy Joe — Bobbie Gentry — Capitol
A Little Bit More — Dr. Hook — Capitol
9 To 3 — Did You Boogie — Flash Cadillac
18 To 8 — Devil Woman — Cliff Richard
20 To 15 — I'd Really Love — England Dan & Coley
23 To 18 — You'll Never Find — Lou Rawls
25 To 20 — Baby, I Love — Peter Frampton
29 To 23 — Say You Love Me — Fleetwood Mac
30 To 24 — Play That Funky Music — Wild Cherry

WORC — WORCESTER

#1 — Elton John & Kiki Dee
*Take A Hand — Rick Springfield — Chelsea
*Shelter Me — Fingertips — MCA
10 To 3 — Young Hearts Run Free — Candi Staton
15 To 8 — Devil Woman — Cliff Richard

'Obsession' Released

NEW YORK — Bernard Hermann's "Obsession" soundtrack has been rush released on London's Phase 4 stereo label to coincide with the film's world premiere August 1 at the Coronet Theatre in New York.

Secondary Radio Adds *lr 34*

36 To 26 — Shake Your Booty — KC & Sunshine Band
32 To 24 — I'd Really Love — England Dan & Coley
7 To 3 — Play That Funky Music — Wild Cherry

WAIR — WINSTON/SALEM

#1 — Wild Cherry
Fifth Of Beethoven — Walter Murphy — Private Stock
She's Gone — Hall & Oates — Atlantic
Devil Woman — Cliff Richard — Rocket
*Listen To The Buddha — Ozo — Buddha
*Let's Rock — Ellison Chase — Big Tree
*Dr. Tarr & Prof. Fether — Allan Parsons — 20th Century
6 To 2 — I'd Really Love — England Dan & Coley
10 To 3 — Shake Your Booty — KC & Sunshine Band
11 To 4 — Don't Go Breaking — Elton John & Kiki Dee
14 To 10 — Let 'Em In — Wings
19 To 15 — Last Child — Aerosmith
28 To 18 — Getaway — EW&F
27 To 22 — Sophisticated Lady — Natalie Cole
29 To 24 — Superstar — Paul Davis

WHOT — YOUNGSTOWN

#1 — Elton John & Kiki Dee
*If You Leave Me Now — Chicago — Columbia
*Lowdown — Boz Scaggs — Columbia
15 To 10 — Say You Love Me — Fleetwood Mac
9 To 5 — I'd Really Love — England Dan & Coley
14 To 9 — You'll Never Find — Lou Rawls
13 To 8 — Baby I Love — Peter Frampton
ex to 19 — Still The One — Orleans

KTOP — TOPEKA

#1 — Elton John & Kiki Dee
Still The One — Orleans — Asylum
A Little Bit More — Dr. Hook — Capitol
7 To 3 — I'd Really Love — England Dan & Coley
30 To 21 — Getaway — Earth, Wind & Fire
31 To 23 — Say You Love Me — Fleetwood Mac
32 To 24 — Devil Woman — Cliff Richard

WTRY — TROY

#1 — Elton John & Kiki Dee
*The Reaper — Blue Oyster Cult — Columbia
*If You Leave Me Now — Chicago — Columbia
*High Fly — John Miles — London
*Who'd She Coo — Ohio Players — Mercury
*Take A Hand — Rick Springfield — Chelsea

*Showdown — ELO — UA

*Out Of The Darkness — Crosby/Nash — ABC
*With Your Love — Jefferson Starship — Grunt
*I Can't Hear You — Helen Reddy — Capitol
*Don't Stop Believin' — Olivia Newton-John — MCA
11 To 1 — Don't Go Breaking — Elton John & Kiki Dee
19 To 9 — Shake Your Booty — KC & Sunshine Band
12 To 6 — Heaven Must Be — Tavares
16 To 10 — Fifth Of Beethoven — Walter Murphy
21 To 11 — Baby I Love — Peter Frampton
23 To 12 — You'll Never Find — Lou Rawls
29 To 18 — This Masquerade — George Benson
26 To 20 — Say You Love Me — Fleetwood Mac
30 To 24 — Wham Bam — Silver
31 To 25 — I'd Really Love — England Dan & Coley
Extra To 30 — Devil Woman — Cliff Richard
Extra To 29 — Springtime Mama — Henry Gross
Extra To 28 — Still The One — Orleans
Extra To 35 — Brand New Love Affair — Jigsaw

WKWK — WHEELING

#1 — Wild Cherry
*If You Leave Me Now — Chicago — Columbia
*The Reaper — Blue Oyster Cult — Columbia
*Don't Stop Believin' — Olivia Newton-John — MCA
29 To 24 — Say You Love Me — Fleetwood Mac
27 To 22 — Popsicle Toes — Michael Franks
28 To 20 — You'll Never Find — Lou Rawls
15 To 10 — Baby I Love — Peter Frampton
21 To 12 — You Should Be Dancing — Bee Gees
Extra To 35 — With Your Love — Jefferson Starship
Extra To 34 — Still The One — Orleans
Extra To 33 — Lowdown — Boz Scaggs
Extra To 31 — Teddybear — Red Sovine

98Q — VIDALIA

#1 — Candi Staton
*Let's Rock — Ellison Chase — Big Tree
*Popsicle Toes — Michael Franks — WB
*With Your Love — Jefferson Starship — Grunt
*Lowdown — Boz Scaggs — Columbia
8 To 2 — Shake Your Booty — KC & Sunshine Band
15 To 8 — Heaven Must Be — Tavares
18 To 11 — You'll Never Find — Lou Rawls
21 To 15 — Play That Funky Music — Wild Cherry
22 To 16 — Dr. Tarr & Prof. Fether — Allan Parsons
28 To 18 — Magic Man — Heart
36 To 22 — This Masquerade — George Benson
31 To 23 — Devil Woman — Cliff Richard

6 Canada Racks, Distribs. Report Semi-Annual Sales

by David Farrell

TORONTO — A survey of six major rack and distribution companies in this country for a general sales picture of the first half of this year failed to yield any clearcut answer to the question: Are sales up or down over previous years?

The Handleman Company reports a soft buying market at present but registered unit increases in the first quarter of 1976. According to Jane Bell, operations manager, catalogue sales are on the increase while new titles by major artists are not achieving the initial sales impact normally accorded them.

The Handleman Company operates a large number of the major budget chain store accounts such as Woolco, Tower and Zellers. With over 500 accounts nationally, Handleman operates offices in New Brunswick, Ontario, Quebec and Alberta.

All Disc Distributors reports single disc sales down by as much as 25 percent but a slight increase in album turnover. Opera-

tions manager Anthony Frank attributes the single decrease to mass-TV-merchandising programs in Canada set up as compilation packages.

Frank has not found substantial increases in catalogue sales but reports heavy turnover in top 40 album product with general interest on "some of the better Beatle numbers," citing Abbey Road and the two historical, compilation sets as examples.

Sound 21 record and tape distributors reports a marginal three-percent decrease in single sales for the first half of 1976 and continuing interest in established albums such as "Frampton Comes Alive," Queen's "Bohemian Rhapsody" and "Dream Weaver" by Gary Wright.

General manager Jim Lemyre forecasts a strong fall beginning in August and says that pop catalogue is showing substantial gains in cassette form.

With over 100 small retail accounts nationally, in addition to racking 11 Shoppers Records and Tape Mart stores in Ontario, Lemyre reports interest in five Beatle albums but sees the renewed interest being short-lived.

Jacque Gagne, general manager for All Records reports "excellent" sales in the first three months of the year but a slump in the latter three. Singles are up, according to Gagne, but major titles are not gaining normally-accorded sales impact. One area booming for the CBS-owned distributorship is MOR product.

"We have promoted MOR in certain areas," Gagne says, "and increased sales by as much as 50 percent over the same time period last year."

At A&A Records and Tapes, Bob Muir reports soft sales in the first three months but "booming business" ever since June with a 30 percent increase over previous year's figures. Noting that single sales are "generally up from last year," Muir said that western-Canadian sales are now providing a breakthrough for the company. Recently the company opened up retail stores in Calgary, Edmonton and Vancouver. Hot album product for A&A's include recent releases by Frampton, Chicago, America, Hagood Hardy and "Gino Vannelli

Speaking for Roblin Distributors, which handles a national retail chain of 39 stores, Sam Sniderman reported no softening in the market with total sales up over last year. No figures were available for print. Sniderman noted increased interest in singles but saw a slight softening in the MOR field. The chain carries catalogue product but Sniderman could not report any significant gains in this area. He did note, however, that street location stores were doing "better than the previous July and August months" and that he expected similar increases for mall locations in the September through December months.

Canadian Record Production Up

OTTAWA — Statistics Canada reports a 19.3 percent growth in the total number of records produced in the first four months of this year over the same period in 1975.

January through April production figures issued by Statistics Canada show total 1975 figures to be 18,648, 813 as opposed to the 22,243,969 produced in the first four months of 1976.

Seven-inch production rose by eight percent to a high of 7,775,729 while album production showed an increase of 26 percent to a high of 14,468,240 units.

World Video

fr28

technologically backward. They know the business but not the tools (electronics). One of the nice things about U.S. technology is the plug-in modules for easy maintenance."

Jerry Lainer seconds Silverman's feelings on the matter. Lainer's firm, Telesco International Corporation, of Plainview, New York, also exports sound and lighting equipment. In the course of his work, Lainer has personally padded through some of the European discos, experiencing some "very poor environments where the sound changes entirely as you move across the floor."

Lainer, figures that if there are 4,000 American discos in operation, there have to be at least half as many elsewhere. Telesco has been servicing discos only a matter of months, so Lainer isn't quick to make a judgment about video introduction. He doesn't rule out the possibility of someone's finding a commercial application, but based on European club operators' slothful attitude toward upgrading the equipment they already employ, Lainer feels disco video may still be "down the line."

Now You See It

In spite of an uphill climb, Girard Landry slips one cassette after another into his playback apparatus and comments on the cost and time factors of tape vs. film. "Maybe a group isn't ready to have \$20,000 invested in a promotional film. With videotape you not only get your message across in a cheaper fashion, but much more quickly. You don't have to wait for the picture to develop and you don't have to go through the pains of splicing and editing. Boom. It's there."

Now You Don't

And boom . . . it may be gone just as quickly, because Landry and the rest of us are living during a time of technological revolution. Some incredible things are just around the corner. One of them, the video disc, may be the very instrument that makes even videotape obsolete in terms of time and cost.

Stephen Edward Poe is a private consultant to industry, with an emphasis primarily in the area of the video disc. Poe has just completed a massive "high-technology" study for the U.S. government.

Francis Smith Opens Studios in Buenos Aires

BUENOS AIRES — Francis Smith, one of the best known composers of hit tunes, publisher and record producer of the past ten years, has finished his own recording studios and will record his oncoming production in them. Smith, who directs his own record producing enterprise and a pubbery, will also produce commercial jingles for agencies and advertisers. His most recent hit is "Dicen Que No Tiene Novio," which reached top ten status during July.

Teen chanter Quique Villanueva, now on the charts with "Historia Triste De Una Muchacha," his fourth hit in a row, has been contracted for performances in Uruguay and Brazil during September.

Estela Raval and Victor Heredia will be the headliners at a new show opening September 1, at the Pigalle Music Hall. Victor recently offered a concert at the Opera Theater with good success, and is releasing a new LP through Philips. Estela has been the leading voice of the very popular group Los Cinco Latinos and some years ago started as soloist. She also records on Philips.

Videodisc

"In my opinion," comments Poe, "the future of videotape is nowhere. The problem is one of function. Videotape is going to be in competition with the Videodisc — there's no question in anybody's mind. The playback function will provide the initial usage. In the discos, for instance.

"Consider the cost. A 60-minute three-quarter-inch video cassette runs about \$38 out the door from the quality duplicating house. This includes the cost of duplication, general administrative cost and overhead expenses of the duplicator and the raw stock. You can go cheaper if you don't care about the quality.

"A laminated video disc comes 30-minutes to a side. Most discs are one-sided, so two discs will add up to 60 minutes of play. On the order of a Philips or RCA model, we're talking about \$2.25 per disc — roughly a \$33 differential, very significant. On a cost basis alone, video tape cannot compete with disc in a playback-only environment.

"Now a thin transmissive disk such as the Thompson CSF coming out of France costs about one dollar out the door including the protective sleeve.

"Then there's the super-low cost photographic disc like i/o Metrics which should cost somewhere around 35¢ out the door."

Four More Years

Poe estimated that "the videotape cassette has probably four more years of reasonable, healthy life before it starts running in head-to-head competition with the video discs."

Does this mean the end of videocassettes?

"No," answered the consultant. "It will force manufacturers into increasingly smaller formats until the form stabilizes into a one-eighth inch cassette. The raw cost of anything larger will not compete."

The bell tolls. But for the time being, don't worry about Girard Landry — he's still ahead of most of the world and he knows which way the wind blows.

Oord Named Managing Dir., RCA Records, U.K.

LONDON — Gerry Oord has been appointed managing director, RCA record division, United Kingdom, effective Sept. 1.

Announcing the change in New York, Robert D. Summer, division vice president, international, RCA Records, said: "Oord's skills and wide experience in all areas of the music industry will enable us to accelerate our expansion goals in the United Kingdom. A major period of opportunity lies ahead."

Oord served as managing director, EMI Records, United Kingdom, until March, 1976 when he was appointed director of group repertoire and promotion. During his four-year association with EMI's United Kingdom operations, Oord concluded licensing agreements with MCA, Elektra, Motown, Elton John and Rocket Records. He also created a strong local artists and repertoire division with artists such as Queen, Cockney Rebel, Pilot and Max Boyce.

Prior to his United Kingdom activities, Oord founded Bovema and Negram in the Netherlands. Over a period of 20 years, he built this group into Holland's largest independent record company, at times distributing various EMI group labels, United Artists, Motown, Warners, ABC, Pye, Vogue, Ariola, Asylum, MCA, Fantasy and Bell.

Bovema and Negram were sold to EMI, Ltd., in 1967, with Oord remaining as chairman until accepting the United Kingdom post in 1972.

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America August 5 at 10 a.m.

Currency	Value
Pound Sterling (Britain)	\$1.79
Dollar (Australia)	\$1.2450
Dollar (Canada)	\$1.0150
Mark (Germany)	\$.3945
Guilder (Holland)	\$.3710
Franc (France)	\$.2022
Lira (Italy)	\$.001199
Yen (Japan)	\$.003415
Cruzeiro (Brazil)	\$.0965
Peso (Mexico)	\$.08
Peso (Argentina)	140 per dollar

Northsea Jazz Festival Bows

THE HAGUE — The Northsea Jazz Festival, the biggest jazz event ever held in the Netherlands, was an enormous success last week at the Congressbuilding of The Hague, Holland.

Critics from Holland and abroad, as well as the public and some 330 participating musicians, were calling the event the most unique presentation of any jazz festival in the world. Lee Konitz spoke of a "52nd Street revived," as the Dutch festival ran three consecutive days in six different halls and rooms concurrently between 6 p.m. and 4 a.m. In other words, one could hear and see Count Basie and his orchestra in one hall while Stan Getz or Dizzy Gillespie were playing another hall, and Teddy Wilson in yet another. There were special halls for dixieland and avant-garde jazz, a hall with continuous showings of jazz films and an exposition hall.

Record companies had their own record market which attracted many thousands of

interested people. Business for Polydor, Phonogram, WEA, Dureco, CNR, Negram, EMI-Bovema, CBS, Inelco (RCA), Ariola and Munich Records was beyond expectations.

Among the artists appearing at the festival were Ray Charles, Count Basie, Lionel Hampton, Sarah Vaughan, Dizzy Gillespie, Stan Getz, Larry Coryell, Horace Silver, The Crusaders, Lee Konitz, John Lee Hooker, Memphis Slim, Randy Weston, Mighty Clouds of Joy, Teddy Wilson, Thad Jones/Mel Lewis, Cedar Walton, Illinois Jacquet, Sir Charles Thompson, Joe Albany, Frank Wright, Vic Dickenson, Bud Freeman, Beryl Bryden and many others.

The Northsea Jazz Festival will be a yearly event in mid-summer. It is almost certain that the city of The Hague will give its support from 1977 on.

Early September Sammy Davis Jr. will do a show at the Amsterdam Concertgebouw, while Harry Belafonte is expected next November.



RIP/KECA EXTENDS IMAGE — Over the past five years Image Music has obtained over forty local recordings throughout Australia and New Zealand where they have represented the Rip/Keca catalog. The majority of these recordings have been Jim Weatherly songs. Pictured in Melbourne recently (l to r): John McDonald, director of Image Music, Larry Gordon, president, Rip/Keca Music, and writer Jim Weatherly sign a new agreement extending the representation pact an additional five years.

Silver Convention, together with soloist members Penny McLean, Linda G. Thompson and Ramona Wulf, is also enjoying considerable success with their recordings in Australia. Image Records reports that the first Silver Convention album, "Save Me," has earned two gold record awards and is on the way to notching a third. The new LP "Get Up And Boogie" is currently charted across the country and expected to be gold within a week. Image Music, a division of Image Records, controls the publishing rights for Silver Convention material, most of which is composed by Sylvester Levay and Stephan Prager. Negotiations are underway for Silver Convention to perform in Australia later this year.

Monte Carlo 'Golden Rose' To Chalkiris

PARIS — Harris Chalkiris has won this year's "Golden Rose d'Antibes" award for his original French presentation of "Milady Lena" before a jury composed of French radio and television personalities.

The festival lasts four days and is sponsored by Radio Monte Carlo, The French station that covers exclusively southern France and parts of Italy.

The newly-signed Barclay artist Cathy Rosier was the guest of honor at the concert which closed the festival. Miss Rosier is a pretty French comedienne well-known for her brilliant appearances in top motion pictures.

Hot Tuna is coming to perform in France for the first time. The event will take place at the Orange Festival. Chances are the group's latest record will finally see French release with this performance. Ted Nugent, Quicksilver Messenger Service and Todd Rundgren are also on the bill for the Orange Festival; all are doing very well in the French market and are looked forward to.

Attic Records: Financing, Experience, Dedication

by David Farrell

TORONTO — If the Canadian government's "forced airplay" policy has done anything for the domestic recording industry, it has been to take Canadian artists from out of the attic and into the front rooms of record stores and homes of the consumer.

It may be less than ironic that one of the most successful independent record companies to blossom forth since the 1971 regulations is Attic Records. Formed by Alexander Mair and Tom Williams in 1974, Attic has quickly become an example for similar-sized operations to follow.

Cash Flow

The key to Attic's success is partially due to solid financing. Mair and Williams (both former promotion men with multi-internationals operating here) invested large personal loans into the operation. Another injection came from the Canadian Enterprise Development Corporation, an established investment company. Without being hampered by cash flow, Attic forged ahead with contracts and releases and by year-end 1975, had a catalog of a dozen albums and 33 singles. Beyond this, Attic became the first Canadian independent to attain a platinum LP with Hagood Hardy's instrumental album, "The Homecoming."

Aggressiveness

Next to cash flow, Attic has a reputation amongst retailers for its aggressiveness at the retail level. As one leading racker put it: "We never have any worries about stocking Attic product — the quality has always been excellent and they know how to get the consumer's attention."

Hagood Hardy was not an overnight success. The record was based on a master tape that had been turned down by most major recording labels and quite a number of independents before arriving at Attic. Both Mair and Williams saw something in its quality that others had been fearful of. They heard an established jazz musician with a highly commercial album tape that had solid MOR potential. As is true in the U.S., Canadian companies have been more concerned with the under-25 market than the over-25 segment. Therefore, the tape was simply "nice music," as one dejected A&R director put it, to most of the potential labels prior to Attic's involvement.

Attic quickly culled the title cut as a single and started working the MOR stations. Reaction was slow but by the fall of 1975 over 100 stations were onto the record. Attic then turned its attention to top 40 airplay. Meanwhile, Heather Murray, marketing head for the company, badgered retailers into giving her prime retail space for posters and mobiles on the Hardy deck. Following this, she was into the major retail chain stores checking to see if they wanted Hardy personal appearances and autograph sessions. Neglected by record companies and quick to see the potential in having housewives drawn into their stores, most agreed. The ball was rolling and the album and single sales picture began to snowball.

'Consistent Flow'

The success of the Hagood Hardy album, according to president of Attic, Al Mair, opened the company's eyes even more to the fact that a "consistent flow of product" is necessary for any company operating in the record industry. An arrangement was made toward the latter part of Attic's first operational year with the non-profit Canadian Talent Library, an MOR-oriented subscription service which provides Canadian talent recordings. This arrangement has led to a number of release deals through Attic.

Both Mair and vice president Tom Williams shrug off MOR when asked if this

is the direction they are following. "We have an album by Triumph set for release any day now," Mair said, "which is probably the heaviest rock act we've signed. We both (Mair and Williams) have a preference for lyrical music which, perhaps, is reflected in our signings."

Acts such as Ken Tobias, Larry Evoy (formerly the principle voice in Edward Bear and an RIAA gold achiever with "You, Me And Mexico"), Shirley Eikhard and Frank Mills all fit into the softer rock fold and have proved, in each case, to be artists with strong crossover potential.

Philosophy

Continuing, Mair expounded on the philosophy behind Attic. "What we are trying to do is build a base in Canada for our own acts in the world market," explained Mair. "We wouldn't sign an act here unless we saw foreign potential. An example of this is Patsy Gallant. She has done very well in the past in the Quebec market and because of this she could do well in the French market. She is able to sing and perform in French and English, though we feel she has the ability to get out of the strictly French-speaking market and work anywhere."

The Gallant signing is probably the company's most conspicuous to date. The first independent English-language label to look at the lucrative and well-endowed province of Quebec, Attic jumped into the middle of the bidding spree to sign the attractive chanteuse. With her arm almost to another contract, Attic's Tom Williams arrested the attention of her manager Ben Kaye, leading her to sign with the white-on-blue Attic logo.

Advantages

Mair sees advantages in not having towering talents such as Elton John and John Denver on the label. "Our advantage is that we can rise and fall with each successive artist. Our commitment is a one-hundred percent thing. Patsy could have signed with a major for a larger sum of money but by taking slightly less both she and her manager have that invisible advantage of dealing directly with the top people at the record company."

The Gallant deal calls for two albums per year over five years with singles. Patsy will record separate French language recordings for Attic although her first single in English, "From New York To L.A.," is to be recorded in French for release shortly in Quebec.

While Attic has been more fortunate than many in the independent field, Mair acknowledges that stations do have a tendency to reserve airplay additions for Can-Con discs and that getting chart positions is still "a problem." As Mair views it, however, "stations that hold back on charting Canadian discs, for whatever reason, are going to hurt themselves in the long run."

The goal of Attic over the next year is to solidify positions for artists Ron Nigrini and Shirley Eikhard. Ken Tobias, an established name with a rather poor track record prior to his signing with Attic, has since had three consecutive top 40 hits which, in turn, have quadrupled his stage earnings. Until now a club attraction, Tobias will headline his first Massey Hall date this fall in Toronto. Hagood Hardy's second album has just been released with 30,000 copies immediately on back order, meaning that he will hit the 50,000 copies necessary for gold certification with ease.

Foreign Masters

In addition to Canadian releases, Attic is scouting foreign masters to lease. Former Spencer Davis band, Ed Harding, is to have an album on the Attic label shortly.

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RECORDS AND TAPES

CASH BOX TOP 100 ALBUMS

August 14, 1976

	Album	6.98	Weeks On Chart		8/7	Album	6.98	Weeks On Chart		8/7	Album	6.98	Weeks On Chart	
			8/7	Chart				8/7	Chart				8/7	Chart
1	FRAMPTON COMES ALIVE PETER FRAMPTON (A&M SP 3703)	7.98	2	29		36	LONG HARD RIDE THE MARSHALL TUCKER BAND (Capricorn/WB CP 0170)	29	8		68	HIDEAWAY AMERICA (Warner Bros. BS 2932)	57	15
2	SPITFIRE JEFFERSON STARSHIP (Grunt/RCA BFL 1-1557)	6.98	1	5		37	BLACK AND BLUE THE ROLLING STONES (Rolling Stones/Atlantic COC 79104)	27	15		69	ALIVE KISS (Casablanca NBLP 7020)	70	45
3	AT THE SPEED OF SOUND WINGS (Capitol SW 11525)	6.98	3	18		38	ALICE COOPER GOES TO HELL ALICE COOPER (Warner Bros. BS 2896)	45	5		70	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista AL 4060)	60	42
4	CHICAGO X CHICAGO (Columbia PC 34200)	6.98	4	7		39	ROYAL SCAM STEELY DAN (ABC ABCD 931)	34	14		71	WEDDING ALBUM LEON & MARY RUSSELL (Paradise/WB PA 2943)	63	16
5	BEAUTIFUL NOISE NEIL DIAMOND (Columbia PC 33695)	6.98	5	7		40	HERE AND THERE ELTON JOHN (MCA 2197)	39	14		72	DARYL HALL & JOHN OATES (RCA APL 1-1144)	62	41
6	ROCK 'N' ROLL MUSIC THE BEATLES (Capitol SKBO 11537)	10.98	6	8		41	STEAL YOUR FACE GRATEFUL DEAD (Grateful Dead/UA GD-LA 620-J2)	44	7		73	I'M EASY KEITH CARRADINE (Asylum 7E-1066)	85	7
7	FLEETWOOD MAC (Warner Bros. MS 2225)	6.98	7	55		42	SUMMERTIME DREAM GORDON LIGHTFOOT (Warner Bros. MS 2246)	42	8		74	SADDLE TRAMP THE CHARLIE DANIELS BAND (Epic PE 34150)	72	14
8	BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	6.98	8	19		43	DIANA ROSS (Motown M6-861S1)	36	25		75	AMIGOS SANTANA (Columbia PC 33576)	71	18
9	ROCKS AEROSMITH (Columbia PC 34165)	6.98	10	12		44	TAKIN' IT TO THE STREETS DOOBIE BROTHERS (Warner Bros. BS 2899)	40	19		76	COLLECTOR'S ITEM HAROLD MELVIN & THE BLUENOTES (Phila. Int'l./Epic PZ 34232)	77	8
10	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	6.98	9	24		45	JAILBREAK THIN LIZZY (Mercury SRM 1-1081)	41	19		77	DESTROYER KISS (Casablanca NBLP 7025)	75	20
11	FLY LIKE AN EAGLE STEVE MILLER BAND (Capitol ST 11497)	6.98	11	12		46	RASTAMAN VIBRATION BOB MARLEY & THE WAILERS (Island ILPS 9383)	38	15		78	RAINBOW RISING BLACKMORE'S RAINBOW (Oyster/Polydor OY 1-1601)	76	12
12	WIRED JEFF BECK (Epic PE 33849)	6.98	12	8		47	FIREFALL (Atlantic SD 18174)	48	16		79	ERIC CARMEN (Arista AL 4057)	74	40
13	15 BIG ONES BEACH BOYS (Warner Bros. MS 251)	6.98	16	5		48	JOHN TRAVOLTA (Midland Int'l./RCA BKL 1-1563)	49	14		80	LOVE WILL KEEP US TOGETHER THE CAPTAIN & TENNILLE (A&M 3505)	82	62
14	THE DREAM WEAVER GARY WRIGHT (Warner Bros. 2868)	6.98	14	53		49	HAPPINESS IS BEING WITH THE SPINNERS SPINNERS (Atlantic SD 18181)	69	3		81	STEPPIN' OUT NEIL SEDAKA (Rocket/MCA PIG 2195)	78	16
15	CHANGES ONE BOWIE DAVID BOWIE (RCA APL 1-1732)	6.98	13	9		50	MOTHERSHIP CONNECTION PARLIAMENT (Casablanca NBLP 7022)	46	33		82	IT'S A GOOD NIGHT FOR SINGIN' JERRY JEFF WALKER (MCA 2202)	84	8
16	IN THE POCKET JAMES TAYLOR (Warner Bros. BS 2912)	6.98	17	7		51	MANHATTANS (Columbia PC 33820)	54	16		83	FROM ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE ELVIS PRESLEY (RCA APL 1-1506)	83	10
17	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	6.98	18	23		52	DIANA ROSS' GREATEST HITS (Motown M6 869S1)	79	2		84	TALES OF MYSTERY AND IMAGINATION ALAN PARSONS PROJECT (20th T-508)	81	13
18	HARVEST FOR THE WORLD ISLEY BROTHERS (T-Neck/Epic PZ 33809)	6.98	15	12		53	SLEEPING BEAUTY CHEECH & CHONG (Ode/A&M SP 77040)	53	8		85	GOOD KING BAD GEORGE BENSON (CTI 6062)	88	8
19	LOOK OUT FOR NUMBER ONE BROTHERS JOHNSON (A&M 4567)	6.98	19	24		54	I WANT YOU MARVIN GAYE (Tamla/Motown T6-342S1)	47	20		86	LIVE AT CARNEGIE HALL RENAISSANCE (Sire/ABC Sasy 3902-2)	86	12
20	SPARKLE ARETHA FRANKLIN (Atlantic SD 18176)	6.98	22	10		55	TOO OLD TO ROCK 'N' ROLL — TOO YOUNG TO DIE! JETHRO TULL (Chrysalis/WB CHR 1111)	50	12		87	HARD WORK JOHN HANDY (ABC/Impulse ASD 9314)	87	13
21	SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)	6.98	24	5		56	MIRROR GRAHAM CENTRAL STATION (Warner Bros. BS 2937)	59	8		88	TED NUGENT (Epic PE 33692)	90	41
22	CONTRADICTION OHIO PLAYERS (Mercury SRM 1-1088)	6.98	20	10		57	SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)	51	22		89	MUSIC, MUSIC HELEN REDDY (Capitol ST 11547)	—	1
23	A NIGHT AT THE OPERA QUEEN (Elektra 7E-1053)	6.98	23	34		58	PRESENCE LED ZEPPELIN (Swan Song/Atlantic SS 8416)	52	17		90	DONNY & MARIE DONNY & MARIE OSMOND (Polydor PD 6068)	89	18
24	OLE ELO ELECTRIC LIGHT ORCHESTRA (UA LA 630-G)	6.98	25	7		59	HISTORY — AMERICA'S GREATEST HITS AMERICA (Warner Bros. BS 2894)	56	39		91	YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	98	14
25	ANOTHER PASSENGER CARLY SIMON (Elektra 7E-1064)	6.98	21	8		60	OLIAS OF SUNHILLOW JON ANDERSON (Atlantic SD 18180)	67	5		92	LOVE TRILOGY DONNA SUMMER (Oasis/Casablanca OC 5004)	94	21
26	A NIGHT ON THE TOWN ROD STEWART (Warner Bros. BS 2938)	6.98	30	5		61	AGENTS OF FORTUNE BLUE OYSTER CULT (Columbia PC 34164)	64	10		93	LEE OSKAR (United Artists UA LA 594-G)	80	21
27	NATALIE NATALIE COLE (Capitol ST 11517)	6.98	26	12		62	ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	65	5		94	MISTY BLUE DOROTHY MOORE (Malaco/TK 6351)	93	12
28	WHISTLING DOWN THE WIRE CROSBY/NASH (ABC ABCD 956)	6.98	33	5		63	FEVER RONNIE LAWS (Blue Note/UA BNLA 628-G)	61	11		95	COME ON OVER OLIVIA NEWTON-JOHN (MCA 2186)	91	22
29	A KIND OF HUSH CARPENTERS (A&M SP 4581)	6.98	31	7		64	CHICAGO'S GREATEST HITS (Columbia PC 33900)	66	38		96	RED TAPE ATLANTA RHYTHM SECTION (Polydor PD 1-6060)	96	12
30	STARLAND VOCAL BAND (Windsong/RCA BHL 1-1351)	6.98	32	11		65	THOSE SOUTHERN KNIGHTS CRUSADERS (Blue Thumb/ABC BTSD 6024)	58	12		97	BEST OF B.T.O. (SO FAR) BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-1101)	—	1
31	ALL THINGS IN TIME LOU RAWLS (Phila. Int'l./Epic PZ 33957)	6.98	37	10		66	SKY HIGH TAVARES (Capitol ST 11533)	68	10		98	ELTON JOHN'S GREATEST HITS (MCA 2128)	97	81
32	DREAMBOAT ANNIE HEART (Mushroom 5005)	6.98	35	19		67	THREE BOB JAMES (CTI 6063)	73	8		99	VIVA! ROXY MUSIC ROXY MUSIC (Atco SD 36-1391)	—	1
33	HOT ON THE TRACKS COMMODORES (Motown M6-862S1)	6.98	43	7							100	NEVER GONNA LET YOU GO VICKI SUE ROBINSON (RCA APL 1-12561)	101	22

Cash Box Top Albums/101 to 200

August 14, 1976

	Weeks On Chart		Weeks On Chart		Weeks On Chart						
101 RUN WITH THE PACK BAD COMPANY (Swan Song/Atlantic SS 8415)	6.98	92	27	133 JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC ABCD 953)	6.98	143	3	166 ACCEPT NO SUBSTITUTES PLEASURE (Fantasy F-9506)	6.98	176	8
102 LIVE BULLET BOB SEGER (Capitol SKBB 11523)	6.98	95	16	134 AEROSMITH (Columbia PC 32005)	6.98	134	30	167 OLD LOVES DIE HARD TRIUMVIRAT (Capitol ST 11551)	6.98	179	3
103 STRETCHING OUT IN BOOTSYS RUBBER BAND BOOTSYS RUBBER BAND (Warner Bros. BS 2920)	6.98	100	18	135 STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON (Columbia PC 33540)	6.98	116	43	168 ON THE TRACK LEON REDBONE (Warner Bros. BS 2888)	6.98	170	6
104 ROSE OF CIMARRON POCO (ABC ABCD 964)	6.98	102	13	136 SLIPPIN' AWAY CHRIS HILLMAN (Asylum 7E-1062)	6.98	127	9	169 TO THE HEART MARK-ALMOND (ABC ABCD 945)	6.98	182	3
105 WHERE THE HAPPY PEOPLE GO THE TRAMMPS (Atlantic SD 18172)	6.98	103	15	137 GREATEST STORIES — LIVE HARRY CHAPIN (Elektra 7E-2009)	7.98	129	16	170 VOLUNTEER JAM VARIOUS ARTISTS (Capricorn CP 0172)	6.98	172	4
106 I DON'T WANT TO GO HOME SOUTHSIDE JOHNNY & THE ASBURY JUKES (Epic PE 34180)	6.98	111	7	138 GO STOMU YAMASHTA, STEVE WINWOOD, MICHAEL SHRIEVE (Island ILPS-9387)	6.98	180	2	171 AIN'T THAT A BITCH JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-3)	6.98	191	4
107 RESOLUTION ANDY PRATT (Nemperor/Atlantic NE 438)	6.98	109	9	139 LED ZEPPELIN IV (Atlantic SD 7208)	6.98	135	203	172 THE JACKSON 5 ANTHOLOGY JACKSON 5 (Motown M7-868R3)	7.98	177	2
108 BRASS CONSTRUCTION (UA LA 545G)	6.98	99	28	140 SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	6.98	151	7	173 GLOW AL JARREAU (Warner Bros. MS 2248)	6.98	178	2
109 MAIN COURSE BEE GEES (RSO/Atlantic SO 4807)	6.98	106	63	141 RELEASE HENRY GROSS (Lifesong L8 6002)	6.98	122	28	174 THE LEGENDARY CHRISTINE PERFECT ALBUM CHRISTINE McVIE (Sire/ABC SASD 7522)	6.98	—	1
110 TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	6.98	110	69	142 YOUNG AND RICH THE TUBES (A&M SP 4580)	6.98	121	14	175 JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374)	6.98	159	163
111 EARGASM JOHNNIE TAYLOR (Columbia PC 33951)	6.98	104	23	143 STRUTTIN' MY STUFF ELVIN BISHOP (Capricorn/WB CP 0165)	6.98	128	30	176 HIGH ENERGY SUPREMES (Motown M863S1)	6.98	147	13
112 MORE, MORE, MORE ANDREA TRUE CONNECTION (Buddah BDS 5670)	6.98	105	9	144 THE GIST OF GEMINI GINO VANNELLI (A&M AP 4596)	6.98	—	1	177 I'VE GOT YOU GLORIA GAYNOR (Polydor PD 1-6063)	6.98	—	1
113 MOONLIGHT FEELS RIGHT STARBUCK (Private Stock PS 2013)	6.98	124	7	145 THIS IS IT MELBA MOORE (Buddah 5657)	6.98	153	17	178 RIGHT BACK WHERE WE STARTED FROM MAXINE NIGHTINGALE (UA-LA 626-G)	6.98	150	10
114 GRATITUDE EARTH, WIND & FIRE (Columbia PG 33694)	7.98	114	37	146 FAITHFUL TODD RUNDGREN (Bearsville/WB BR 6963)	6.98	133	14	179 SANBORN DAVID SANBORN (Warner Bros. BS 2957)	6.98	—	1
115 SEALS & CROFTS' GREATEST HITS (Warner Bros. BS 2886)	6.98	118	41	147 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	6.98	—	1	180 CHOCOLATE KINGS P.F.M. (Asylum 7E-1071)	6.98	181	2
116 ENERGY TO BURN B.T. EXPRESS (Columbia PC 34178)	6.98	107	12	148 HELEN REDDY'S GREATEST HITS (Capitol ST 11467)	6.98	141	37	181 THE BEATLES 1962-66 (Apple/Capitol SKBO 3403)	10.98	183	36
117 BOBBY BLAND AND B.B. KING TOGETHER AGAIN... LIVE (ABC ASD 9317)	6.98	123	6	149 THE MONKEES GREATEST HITS (Arista 4089)	6.98	173	3	182 LOVE POTION NEW BIRTH (Warner Bros. BS 2953)	6.98	185	2
118 EVERYBODY COME OUT STANLEY TURRENTINE (Fantasy F9506)	6.98	108	10	150 THE BEST OF ROD STEWART (Mercury SRM 2-7507)	7.98	139	13	183 DERRINGER RICK DERRINGER (Epic PZ 34181)	6.98	187	2
119 ENDLESS SUMMER BEACH BOYS (Capitol ST 11307)	6.98	175	48	151 ILLEGAL STILLS STEPHEN STILLS (Columbia PC 34148)	6.98	136	14	184 DR. BUZZARD'S ORIGINAL 'SAVANNAH' BAND THE SAVANNAH BAND (RCA APL 1-1504)	6.98	200	2
120 BLOW YOUR FACE OUT J. GEILS BAND (Atlantic SD 2-507)	7.98	112	14	152 ONE OF THESE NIGHTS EAGLES (Asylum 7E-1039)	6.98	144	60	185 CHILD IN TIME IAN GILLIAN BAND (Oyster/Polydor OY 11602)	6.98	186	2
121 ARABIAN NIGHTS THE RITCHIE FAMILY (Marlin/TK 2201)	6.98	154	5	153 THE OUTLAWS WAYLON JENNINGS, WILLIE NELSON, JESSI COLTER & TOMPALL GLASER (RCA APL 11321)	6.98	130	28	186 TAPESTRY CAROLE KING (Ode/A&M 77099)	6.98	174	260
122 TURNSTILES BILLY JOEL (Columbia PC 33848)	6.98	119	12	154 I ONLY HAVE EYES FOR YOU JOHNNY MATHIS (Columbia PC 34117)	6.98	155	7	187 SURREAL THING KRIS KRISTOFFERSON (Monument/Columbia PZ 34254)	6.98	—	1
123 VENUS AND MARS WINGS (Capitol SMAS 11419)	6.98	117	62	155 YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. BS 2948)	6.98	140	8	188 REBEL JOHN MILES (London PS 669)	6.98	—	1
124 YOU CAN'T ARGUE WITH A SICK MIND JOE WALSH (ABC ABCD 923)	6.98	125	19	156 DARK SIDE OF THE MOON PINK FLOYD (Capitol SMAS 11163)	6.98	152	177	189 STARZ STARZ (Capitol ST 11539)	6.98	189	3
125 ABANDONED LUNCHEONETTE HALL & OATES (Atlantic SD 7269)	6.98	131	33	157 BILL COSBY IS NOT HIMSELF THESE DAYS BILL COSBY (Capitol ST 11530)	6.98	138	11	190 CITY BOY (Mercury SRM 1-1098)	6.98	194	2
126 REGGAE GOT SOUL TOOTS & THE MAYTALS (Island ILPS 9374)	6.98	132	6	158 WE GOT A LIVE ONE HERE COMMANDER CODY & HIS LOST PLANET AIRMEN (Warner Brothers 2LS-2939)	7.98	165	4	191 FARTHER ALONG SPIRIT (Mercury SRM 1-1094)	6.98	195	3
127 A CIRCLE FILLED WITH LOVE THE SONS OF CHAMPLIN (Ariola America/Capitol ST 50007)	6.98	113	12	159 GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curtom/W.B. CU 5007)	6.98	164	6	192 NIGHT FEVER FATBACK BAND (Spring/Polydor SP 1-6711)	6.98	—	1
128 FOOL FOR THE CITY FOGHAT (Bearsville/WB 6959)	6.98	126	46	160 POINT BLANK POINT BLANK (Arista 4087)	6.98	193	3	193 THE MOVIES (Arista AL 4085)	6.98	196	2
129 I'VE GOT A REASON THE RICHIE FURAY BAND (Asylum 7E-1067)	6.98	149	3	161 DESIRE BOB DYLAN (Columbia PC 33893)	6.98	148	30	194 TEN PERCENT DOUBLE EXPOSURE (Salsoul SZS 5503)	6.98	—	1
130 SILVER CONVENTION (Midland Int'l./RCA BKL 1-1369)	6.98	120	20	162 SHOWCASE THE SYLVERS (Capitol ST 11465)	6.98	146	29	195 BARRY MANILOW II (Arista 4007)	6.98	188	5
131 BEATLES (WHITE LP) BEATLES (Apple/Capitol 101)	12.98	137	76	163 EVERYTHING'S COMING UP LOVE DAVID RUFFIN (Motown M6-866S1)	6.98	142	9	196 CATHEDRALS D.C. LARUE (Pyramid/Roulette PY-9003)	6.98	—	1
132 SINCERELY DWIGHT TWILLEY BAND (Shelter/ABC SRL-52001)	6.98	145	4	164 LOVE TO THE WORLD LTD (A&M 4589)	6.98	184	2	197 BORN TO GET DOWN MUSCLE SHOALS HORNS (Bang BLP 403)	6.98	171	9
				165 THE BEATLES 1967-70 BEATLES (Apple/Capitol SKBO 3404)	10.98	169	49	198 THE RUNAWAYS (Mercury SRM 1-1090)	6.98	199	2
								199 BAND ON THE RUN PAUL McCARTNEY & WINGS (Apple/Capitol SO 3415)	6.98	192	53
								200 ROLLIN' ON DUKE & THE DRIVERS (ABC ABCD 942)	8.98	—	1

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Aerosmith	9,110,134	Cole, Natalie	27	Gross, Henry	141	Mathis, Johnny	154	Redbone, Leon	168	Steely Dan	39
America	59,68	Commander Cody	158	Hall & Oates	72,125	Mayfield, Curtis	159	Reddy, Helen	89,148	Stewart, Rod	26,150
Anderson, Jon	60	Commodores	33	Handy, John	87	McVie, Christine	174	Renaissance	86	Stills, Stephen	151
Atlanta Rhythm Section	96	Connors, Norman	91	Hayes, Isaac	133	Melvin, Harold/		Ritchie Family	121	Summer, Donna	92
Average White Band	21	Cooper, Alice	38	Heart	32	Buenotes	76	Robinson, Vicki Sue	100	Supremes	176
Ayers, Roy	147	Cosby, Bill	157	Hillman, Chris	136	MFSB	140	Rolling Stones	37	Sylvers	162
Bachman-Turner Overdrive	97	Crosby/Nash	28	Isley Brothers	18	Miles, John	188	Ross, Diana	43,52	Tavares	66
Bad Company	101	Crusaders	65	Jackson 5	172	Miller, Steve	11	Roxy Music	99	Taylor, James	16
Beach Boys	13,119	Daniels, Charlie	74	James, Bob	67	Monkees	149	Ruffin, David	163	Taylor, Johnnie	111
Beatles	6,131,165,181	Denver, John	175	Jarreau, Al	173	Moore, Dorothy	94	Runaways	198	Thin Lizzy	45
Beck, Jeff	12	Derringer, Rick	183	Jefferson Starship	2	Moore, Melba	145	Rundgren, Todd	146	Toots & The Maytals	126
Bee Gees	109	Diamond, Neil	5	Jennings/Waylon/		Movies	193	Russell, Leon & Mary	71	Trammals, The	105
Benson, George	8,85	Doobie Bros.	44	Colter/Glaser	153	Muscle Shoals Horns	197	Sanbourn, David	179	Travis, John	48
Bishop, Elvin	143	Double Exposure	194	Jennings, Waylon	62	New Birth	182	Santana	75	Triumvirat	167
Blackmore's Rainbow	78	Duke & The Drivers	200	Jethro Tull	55	Newton-John, Olivia	95	Savannah	184	Tubes, The	142
Bland, Bobby/B.B. King	117	Dylan, Bob	161	Joel, Billy	122	Nightingale, Maxine	178	Scaggs, Boz	17	True, Andrea/Connection	112
Blue Oyster Cult	61	Earth, Wind & Fire	114	John, Elton	40,98	Nugent, Ted	88	Seals & Crofts	34,115	Turrentine, Stanley	118
Bootsy's Rubber Band	103	Electric Light Orch.	24	King, Carole	186	Osaka Players	22	Sedaka, Neil	81	Twilley, Dwight	132
Bowie, David	15	Fatback Band	192	Kiss	69,77	Oskar, Lee	93	Seger, Bob	102	Vannelli, Gino	144
Brass Construction	108	Firefall	47	Kristofferson, Kris	187	Osmond, Donny & Marie	90	Silver Convention	130	Volunteer Jam	170
Brothers Johnson	19	Fleetwood Mac	7	Larve, D.C.	196	Parliament	50	Simon, Carly	25	Walker, Jerry Jeff	82
B.T. Express	116	Foghat	128	Laws, Ronnie	63	Parsons, Alan	84	Simon, Paul	135	Walsh, Joe	124
Captain & Tennille, The	57,80	Frampton, Peter	1	Led Zeppelin	58,139	P.F.M.	180	Sons Of Champlin	127	Watson, Johnny Guitar	171
Carradine, Keith	73	Franklin, Aretha	20	Lightfoot, Gordon	42	Pink Floyd	156	Southside Johnny/		Wild Cherry	35
Carmen, Eric	79	Furay, Richie	129	LTD	164	Pleasure	166	Asbury Jukes	106	Wings	3,123,199
Carpenters	29	Gaye, Marvin	54	Manhattans	51	Poco	104	Spinners	49	Wright, Gary	14
Chapin, Harry	137	Gaynor, Gloria	177	Manilow, Barry	70,195	Point Blank	160	Spirit	191	Yamashta/Winwood/	
Cheech & Chong	53	Gillan, Ian	185	Mark-Almond	169	Pratt, Andy	107	Starbuck	113	Shrieve	138
Chicago	4,64	Graham Central Station	56	Marley, Bob/Wailers	46	Presley, Elvis	83	Starland Vocal Band	30		
City Boy	190	Grateful Dead	41	Marshall Tucker Band	36	Queen	23	Starz	189		
						Rawls, Lou	31	Staton, Candi	155		

INTERNATIONAL BEST SELLERS

Japan

- 1 **Yokosukasen Story** — Momoe Yamaguchi — CBS-Sony
- 2 **Beautiful Sunday** — Daniel Boone — Discomate
- 3 **Akayi High Heel** — Hiromi Oota — CBS-Sony
- 4 **Wakatte Kudasayi** — Akira Inaba — Discomate
- 5 **Kirameki** — Goro Noguchi — Polydor
- 6 **Soul Dracula** — Hot Blood — Overseas/Teichiku
- 7 **Natsu Ni Goyoojin** — Junko Sakurada — Victor
- 8 **Kitano Yadokara** — Harumi Miyako — Columbia
- 9 **Ganpeki No Haha** — Yuriko Futaba — King
- 10 **Jaguar** — Hideki Saijo — RCA/RVC
- 11 **Koyibito Shiken** — Chiyeko Matsumoto — Canyon
- 12 **Oh Mariyana** — Seyiji Tanaka — Victor
- 13 **Bon Gayeri** — Masatoshi Nakurama — Columbia
- 14 **Yamaguchisanchi No Tsutomukun** — Hiroshi Kawahashi — Columbia
- 15 **Yamaguchisanchi No Tsutomukun** — Kozue Sayito — Philips/Phonogram
- 16 **Haru Urara** — Masamitsu Tayama — Canyon
- 17 **Kita Sakaba** — Hiroshi Itsuki — Minoruphone/Tokuma
- 18 **Sexy Bus Stop** — Oriental Express — Victor
- 19 **Rock And Roll Love Letter** — Bay City Rollers — Arista/Toshiba
- 20 **Natsuga Kita** — Candies — CBS-Sony

TOP FIVE LPs

- 1 **Yumin Brand** — Yumi Araya — Toshiba
- 2 **Michikusa** — Keyi Ogura — Polydor
- 3 **Tezukuri No Gashu** — Hiromi Ohta — CBS-Sony
- 4 **Nanika Yiyiwasuretayooode** — Akira Inaba — Discomate
- 5 **There's A Kind Of Hush** — Carpenters 7th Collection — King
- 6 **Asuni Mukatte Hashire** — Takuroo Yushida — For Life
- 8 **Yuzoo Kayama Best 40** — Toshiba
- 9 **Alice V** — Toshiba
- 10 **Yuuzoo Kayama** — Umi Sono Ai — Toshiba

Argentina

- 1 **Quiero** — Julio Inglesias — CBS
- 2 **Llamada De Amor Indio** — Ray Stevens — Microfon
- 3 **Solo Tu** — Camilo Sesto — RCA
- 4 **Let's Twist Again** — Chubby Checker — EMI
- 5 **Serenata Para Dos Amores** — Jean Claude Borelli — Music Hall
- 6 **Historia Triste De Una Muchacha** — Quique Villanueva — RCA
- 7 **La Ultima Nieve De Primavera** — Franco Micalizzi — RCA
- 8 **Otra Mujer** — I Cugini di Campagna — Music Hall
- 9 **Dama De Azul** — Joe Dolan — Music Hall
- 10 **Hay Una Especie De Silencio** — Carpenters — EMI

TOP TEN LPs

- 1 **El Amor** — Julio Iglesias — CBS
- 2 **Flecha Juventud** — Selection — RCA
- 3 **Oldies But Goldies** — Beatles — Polydor
- 4 **Domingos Estudiantiles** — Selection — Music Hall
- 5 **Para Ballar En Jeans** — Selection — EMI
- 6 **A Un Semejante** — Susana Rinaldi — Trova
- 7 **Valses Criollos** — Ariel Ramirez — Phillips
- 8 **Contata De Dos Orillas** — Luis Landriscina — Phillips
- 9 **Top Bolche's Music** — Selection — CBS
- 10 **Pato C Special** — Selection — RCA

Italy

- 1 **Non Si Puo' Morire Dentro** — Gianni Bella — Derby
- 2 **Ramaya'** — Afric Simone — Barclay
- 3 **Linda Bella Linda** — Daniel Sentacruz — EMI
- 4 **La Prima Volta** — Andre & Nicole — EMI
- 5 **Dolce Amore Mio** — Santo California — YEP
- 6 **Fernando** — Abba — Dig It
- 7 **Get Up And Boogie** — Silver Convention — Durium
- 8 **Hurricane** — Bob Dylan — CBS
- 9 **Europa** — Santana — CBS
- 10 **Could It Be Magic** — Donna Summer — Durium

TOP FIVE LPs

- 1 **Amigos** — Santana — CBS
- 2 **Desire** — Bob Dylan — CBS
- 3 **La Batteria E Il Contrabbasso** — Lucio Battisti — Numero 1
- 4 **A Love Trilogy** — Donna Summer — Durium
- 5 **Buffalo Bill** — Francesco De Gregori — RCA

Holland

- 1 **Show Me The Way** — Peter Frampton — A&M
- 2 **Nice 'N Slow** — Jesse Green — Negram
- 3 **Standing On The Inside** — Fullhouse — CBS
- 4 **Kiss And Say Goodbye** — Manhattans — CBS
- 5 **You To Me Are Everything** — Real Thing — Pye
- 6 **Doctor Bernhard** — Bonnie St. Clair — Philips
- 7 **Arms Of Mary** — Sutherland Brothers & Quiver — CBS
- 8 **I'll Go Where The Music Takes Me** — Jimmy James & The Vagabonds — Pye
- 9 **Sunshine Baby** — Classics — Killroy

TOP FIVE LPs

- 1 **Beautiful Noise** — Neil Diamond — CBS
- 2 **It's Raining In My Heart** — Lee Towers — Ariola
- 3 **Frampton Comes Alive** — Peter Frampton — Ariola
- 4 **Viva** — Roxy Music — Ariola
- 5 **Once Upon A Time In The West** — Ennio Morricone — Inelco

Great Britain

- 1 **The Roussos Phenomenon** — Demis Roussos — Philips
- 2 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 3 **Misty Blue** — Dorothy Moore — Contempo
- 4 **A Little Bit More** — Dr. Hook — Capitol
- 5 **Young Hearts Run Free** — Candi Staton — Warner Bros.
- 6 **You To Me Are Everything** — Real Thing — Pye
- 7 **You Are My Love** — Liverpool Express — Warner Bros.
- 8 **Kiss & Say Goodbye** — Manhattans — CBS
- 9 **You're My Best Friend** — Queen — EMI
- 10 **Leader Of The Pack** — Shangri-Las — Contempo
- 11 **Man To Man** — Hot Chocolate — Rak
- 12 **I Recall A Gypsy Woman** — Don Williams — ABC
- 13 **It Only Takes A Minute** — 100 Tons and a Feather — UK
- 14 **Tonight's The Night** — Rod Stewart — Riva
- 15 **Let's Stick Together** — Bryan Ferry — Island
- 16 **I Love To Boogie** — T-Rex — EMI
- 17 **The Boston Tea Party** — Alex Harvey Band — Mountain
- 18 **Heaven Must Be Missing An Angel** — Tavares — Capitol
- 19 **You Just Might See Me Cry** — Our Kid — Polydor
- 20 **Me And Baby Brother** — War — Island

TOP TEN LPs

- 1 **20 Golden Greats** — Beach Boys — Capitol
- 2 **A Night On The Town** — Rod Stewart — Riva
- 3 **Changesonebowie** — David Bowie — RCA
- 4 **Wings At The Speed Of Sound** — Wings — Capitol
- 5 **Abba's Greatest Hits** — Epic
- 6 **Forever & Ever** — Demis Roussos — Philips
- 7 **Happy To Be** — Demis Roussos — Philips
- 8 **A Kind Of Hush** — Carpenters — A&M
- 9 **Passport** — Nana Mouskouri — Philips
- 10 **Live In London** — John Denver — RCA

France

- 1 **Derriere L'Amour** — Johnny Hallyday — Phonogram/Phillips
- 2 **Je Vais T'aimer** — Michel Sardou — Trema/Sonopresse
- 3 **Pas De Boogie Woogie** — Eddy Mitchell — Barclay
- 4 **L'Amour C'est Comme Les Bateaux** — Sylvie Vartan — RCA
- 5 **Tu Me Fais Planer** — Michel Delpech — Barclay
- 6 **Si Tu Te Souviens** — Alain Barriere — Albatros/Discodis
- 7 **Tu Sais Je T'Aime** — Shake — Isrecord/Carrier
- 8 **Il Etait Une Fois Nous Deux** — Joe Dassin — CBS
- 9 **Right Back Where We Started From** — Maxine Nightingale — United Artists
- 10 **Ne Parle Pas** — Daniel Guichard — Barclay
- 11 **Get Up And Boogie** — Silver Convention — Polydor
- 12 **La Decision** — Dave — CBS
- 13 **Besame Mucho** — Dalida — Barclay
- 14 **Dans Un Vieux Rock 'N' Roll** — William Sheller — Phillips
- 15 **Toi Et La Musique** — Il Etait Une Fois — Pathe/EMI
- 16 **We Don't Need The Money** — Peter Noone — Phillips
- 17 **Patrick Mon Cheri** — Sheila — Carrere
- 18 **Si Tu Me Loupes** — Martin Circus — Vogue
- 19 **La Ceggal E La Foorml** — Pierre Pechin — Barclay
- 20 **It's So Long** — C. Jerome — Az/Discodis

TOP TWENTY LPs

- 1 **Radioactivity** — Kraftwerk — Pathe Marconi
- 2 **L'Enfant Aux Cheveux Blancs** — Patrick Juret — Barclay
- 3 **Rock 'N' Roll Music** — Beatles — Pathe Marconi
- 4 **Sorrow** — Mort Shuman — Phillips
- 5 **Europa** — Santana — CBS
- 6 **Silly Love Songs** — Wings — Pathe Marconi
- 7 **Show Me The Way** — Peter Frampton — A&M/Barclay
- 8 **Jean Claudric**
- 9 **Could It Be Magic** — Donna Summer — WEA /Filippacchi
- 10 **Fool To Cry** — Rolling Stones — WEA/Filippacchi
- 11 **The Best Disco In Town** — Ritchie Family — Cawabine/Discodis
- 12 **Positive Vibration** — Bob Marley — Phillips
- 13 **L'Amour Violet** — Nicoletta — Barclay
- 14 **Je Reviendrai A Montreal** — Robert Charlebois — RCA
- 15 **Le Moment D'Etre Heureux** — Gerard Manset — Pathe Marconi
- 16 **Tchin Tchin** — Hugues Aufray — WEA Filippacchi
- 17 **Ravel Et Moi** — Rachid Bahri — Pathe Marconi
- 18 **Le Printemps** — Michel Fugain — CBS
- 19 **La Parisienne** — Marie-Paule Belle — Polydor
- 20 **Ricochet** — Tangerine Dream — Barclay

Australia

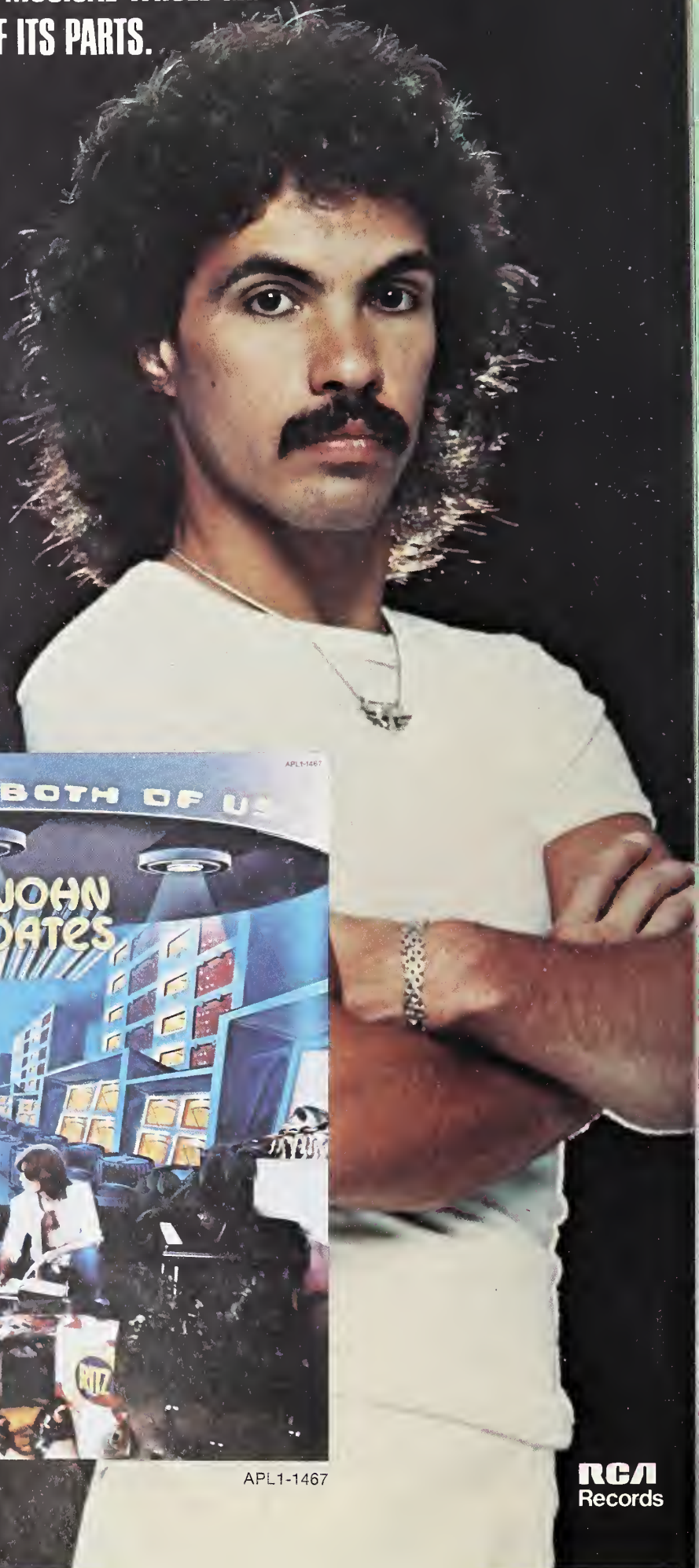
- 1 **Howzat** — Sherbert — Infinity
- 2 **Save Your Kisses For Me** — Brotherhood of Man — Astor
- 3 **Single Bed** — Fox — GTO
- 4 **Only Sixteen** — Dr. Hook — Capitol
- 5 **Happy Days** — Silver Studs — Polydor
- 6 **Love Really Hurts Without You** — Billy Ocean — GTO
- 7 **We Do It** — R&J Stone — RCA
- 8 **Fernando** — Abba — RCA
- 9 **On The Prowl** — Ol'55 — Mushroom
- 10 **Movie Star** — Marpo — EMI

TOP FIVE LPs

- 1 **Take It Greasy** — Ol'55 — Mushroom
- 2 **Beautiful Noise** — Neil Diamond — CBS
- 3 **Best Of Abba** — Abba — RCA
- 4 **A Night On The Town** — Rod Stewart — WB
- 5 **Frampton Comes Alive** — Peter Frampton — A&M

Daryl Hall JOHN OATES

There are certain very special MOMENTS WHEN TWO INDIVIDUALS
meet in time to create A MUSICAL WHOLE GREATER
than the sum OF ITS PARTS.



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