

# CASH BOX

November 19, 1977

NEWSPAPER

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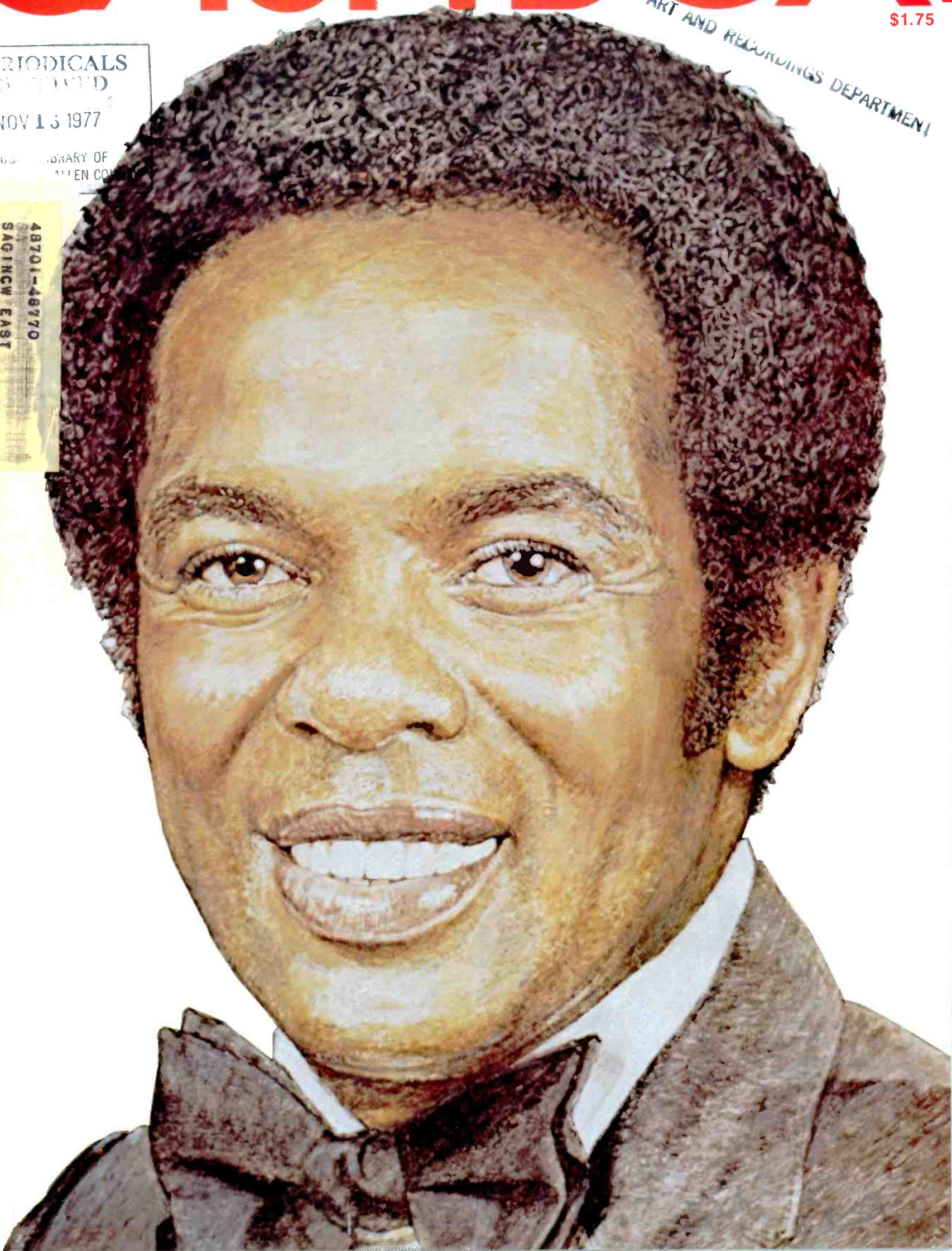
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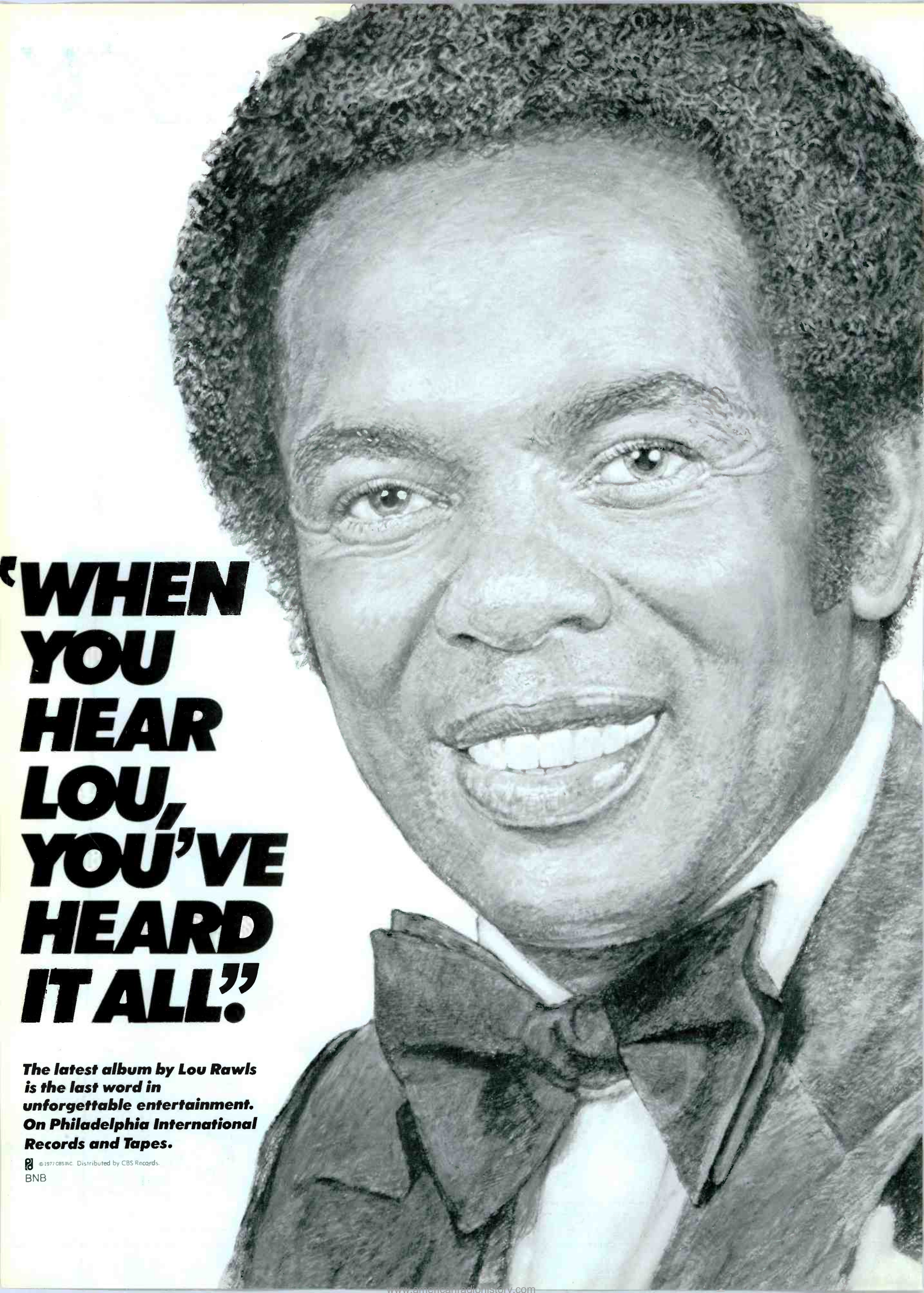
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# CASH BOX

VOLUME XXXIX — NUMBER 27 — November 19, 1977

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## The Industry Mourns A Great Loss

This week, the record and music industry suffered an irreplaceable loss in the untimely passing of Joel Friedman. It has been the honor of this writer to have employed this great man in the very earliest part of his career.

He was a dedicated music and record man and a sensitively tender human being who gave of himself to all people in this industry. His innovative contributions are bountiful and will continue to live on for years to come. With an extended helping hand to all who needed it to make their way in this business, Joel Friedman leaves his legacy in the people that he touched.

His personal greatness was one of the contributing factors in the maintenance of the stature and integrity which this industry has been able to enjoy because of his presence.

We will miss his sense of fairness and understanding which he displayed throughout the years of our association.

This tragic loss will be mourned by all.

*George Albert*

George Albert  
President and Publisher



**NUMBER ONE  
SINGLE OF THE WEEK**  
YOU LIGHT UP MY LIFE  
DEBBY BOONE  
Warner/Curb 8446  
Writer: Joe Brooks



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

# CASH BOX TOP 100 SINGLES

November 19, 1977

Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart		
			11/5	11/12	Chart				11/5	11/12	Chart				11/5	11/12	Chart
1	YOU LIGHT UP MY LIFE	DEBBY BOONE (WB/Curb 8455) CPP	1	1	13	36	THE KING IS GONE	RONNIE McDOWELL (GRT 135) CPP	27	24	11	72	TURN TO STONE	ELECTRIC LIGHT ORCHESTRA (Jet Records JT-XW1099)	—	—	1
2	BOOGIE NIGHTS	HEATWAVE (Epic 8-50370) ALM	3	3	20	37	SLIP SLIDIN' AWAY	PAUL SIMON (Columbia 3-10630) BB	42	51	6	73	KICK IT OUT	HEART (Portrait 6-70010) WB	75	—	2
3	DON'T IT MAKE MY BROWN EYES BLUE	CRYSTAL GAYLE (United Artists UA XW 1016) B-3	5	7	14	38	DRAW THE LINE	AEROSMITH (CBS 3-10637) WB	41	48	6	74	HEAVEN'S JUST A SIN AWAY	THE KENDALLS (Ovation OV 1103) B-3	77	81	6
4	NOBODY DOES IT BETTER	CARLY SIMON (Elektra 45413) B-3	2	2	18	39	HERE YOU COME AGAIN	DOLLY PARTON (RCA PB 11123) CPP	44	53	6	75	BLOAT ON	CHEECH & CHONG (Epic 850471)	82	—	2
5	STAR WARS THEME	MECO (Millennium/Casablanca 604) CPP	6	5	17	40	THE WAY I FEEL TONIGHT	BAY CITY ROLLERS (Arista ASO272) CPP	47	57	7	76	DON'T LET ME BE MISUNDERSTOOD	SANTA ESPERALDA (Casablanca NB902) B-3	83	93	3
6	HOW DEEP IS YOUR LOVE	BEE GEES (RSO 882) WB	14	20	9	41	WE ARE THE CHAMPIONS	QUEEN (Elektra E-45441) CPP	48	60	5	77	GEORGIA RHYTHM	ATLANTA RHYTHM SECTION (Polydor PB 14432) CPP	81	85	6
7	IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME	BARRY WHITE (20th Century 2350) B-3	8	12	15	42	YOU'RE IN MY HEART	ROD STEWART (WBS 8475)	50	64	5	78	ECHOES OF LOVE	DOOBIE BROTHERS (WBS 8471) WB	80	82	6
8	HEAVEN ON THE SEVENTH FLOOR	PAUL NICHOLAS (RSO RS 878) CH	9	10	15	43	POINT OF KNOW RETURN	KANSAS (Kirshner ZS8 4273) WB	57	76	3	79	STONE COLD SOBER	CRAWLER (Epic 50442) AB/B	84	86	7
9	BABY, WHAT A BIG SURPRISE	CHICAGO (Columbia 3-10620) CPP	11	13	9	44	SWAYIN' TO THE MUSIC	JOHNNY RIVERS (Big Tree/Atl. 16094) WB	28	22	22	80	NATIVE NEW YORKER	ODDESSY (RCA PB 11129)	57	76	3
10	JUST REMEMBER I LOVE YOU	FIREFALL (Atlantic 3420) WB	10	11	15	45	COLD AS ICE	FOREIGNER (Atlantic 3410) WB	30	16	18	81	SAD EYES	BROOKLYN DREAMS (MM/Casb. 606)	89	—	2
11	WE'RE ALL ALONE	RITA COOLIDGE (A&M 1965) WB	12	15	11	46	YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)	HIGH INERGY (Gordy/Motown G-7155) CPP	58	74	5	82	GIRL'S SCHOOL/MULL OF KINTYRE	WINGS (Capitol SPRO-8747)	—	—	1
12	BLUE BAYOU	LINDA RONSTADT (Elektra E-45431) AR	13	18	11	47	THUNDER IN MY HEART	LEO SAYER (Warner Bros. WBS 8465) ALM	35	38	8	83	MIND BENDER	STILLWATER (Capricorn CPS 0280)	85	88	3
13	I FEEL LOVE	DONNA SUMMER (Casablanca NB 884) ALM	4	5	16	48	FAIR GAME	CROSBY, STILLS & NASH (Atlantic 3432) WB	49	59	7	84	IF YOU'RE NOT BACK IN LOVE BY MONDAY	MILLIE JACKSON (Spring/Polydor 175)	—	—	1
14	HELP IS ON THE WAY	LITTLE RIVER BAND (Capitol 4428) WB	15	17	17	49	SHE DID IT	ERIC CARMEN (Arista ASO 266) WB	33	21	9	85	AS	STEVIE WONDER (Tamla 54291) CPP	100	—	2
15	ISN'T IT TIME	THE BABYS (Chrysalis CHS-2173) CPP	20	26	8	50	DO YOU WANNA GET FUNKY WITH ME	PETER BROWN (Drive 6258) CPP	46	41	8	86	CLOSER TO THE HEART	RUSH (Mercury 73958) WB	90	90	4
16	WE JUST DISAGREE	DAVE MASON (Columbia 3-10575) AB/B	17	19	11	51	RUNAROUND SUE	LEIF GARRETT (Atlantic 3440) ALM	66	83	3	87	WHY DO LOVERS (BREAK EACH OTHERS HEART)	HALL & OATES (RCA PB-11132) CH	88	91	5
17	SEND IN THE CLOWNS	JUDY COLLINS (Elektra 45253-A) PLY	19	25	9	52	MY WAY	ELVIS PRESLEY (RCA PB 11165) MCA/BEL	64	—	2	88	DANCE, DANCE, DANCE	CHIC (Atlantic 3435) WB	98	98	4
18	IT'S SO EASY	LINDA RONSTADT (Elektra 45438) B-3	22	30	7	53	SILVER LADY	DAVID SOUL (Private Stock 163) ALM	56	58	8	89	LOVELY DAY	BILL WITHERS (Columbia 3-10627)	—	—	1
19	YOU MAKE LOVIN' FUN	FLEETWOOD MAC (WBS 8480) WB	24	35	6	54	SHORT PEOPLE	RANDY NEWMAN (WBS 8492) WB	68	—	2	90	SOUL & INSPIRATION	DONNY & MARIE (Polydor 14439)	—	—	1
20	YOUR SMILING FACE	JAMES TAYLOR (Columbia 3-10602) WB	23	29	8	55	IT WAS ALMOST LIKE A SONG	RONNIE MILSAP (RCA PB 10976) ALM/CPP	43	14	20	91	DON'T LET THE FLAME BURN OUT	JACKIE DeSHANNON (Amherst AM725)	93	94	4
21	DAYBREAK	BARRY MANILOW (Arista AS 2073) B-3	21	27	8	56	GOIN' PLACES	THE JACKSONS (Epic 50454) AB/B	60	63	7	92	CAN'T IT ALL BE LOVE	RANDY EDELMAN (Arista AS 0268) B-3	91	92	5
22	GONE TOO FAR	ENGLAND DAN & JOHN FORD COLEY (Big Tree BT-16102) WB	25	36	8	57	YOU'RE MOVING OUT TODAY	CAROLE BAYER SAGER (Elektra 45422) CH	61	65	10	93	MOON DANCE	VAN MORRISON (WBS 8450) WB	94	95	3
23	BRICK HOUSE	COMMODORES (Motown M 1425) CPP	7	6	13	58	FROM GRACELAND TO THE PROMISED LAND	MERLE HAGGARD (MCA 40804) B-3	62	66	7	94	ANY WAY YOU WANT ME	SYLVERS (Capitol 4493)	95	99	4
24	SWINGTOWN	STEVE MILLER (Capitol P4496) WB	29	44	6	59	(LOVE IS) THICKER THAN WATER	ANDY GIBB (RSO RS 883) WB	70	78	3	95	FALLING	LeBLANC & CARR (Big Tree 16100) CPP	96	96	5
25	MY FAIR SHARE	SEALS & CROFTS (Warner Bros. WBS 8405) WB	26	31	12	60	GETTIN' READY FOR LOVE	DIANA ROSS (Motown 1427) CPP	69	79	4	96	TIME BOMB	LAKE (Columbia 3 10614) CPP	97	97	3
26	THAT'S ROCK 'N' ROLL	SHAUN CASSIDY (WB/Curb 8423) WB	16	8	17	61	HARD TIMES	BOZ SCAGGS (Columbia 3-10606)	63	67	6	97	HOW CAN I LEAVE YOU AGAIN	JOHN DENVER (RCA JH-11036)	—	—	1
27	BABY COME BACK	PLAYER (RSO 879) CPP	32	45	8	62	SERPENTINE FIRE	EARTH, WIND & FIRE (Columbia 3-10625) CPP	72	84	3	98	DON'T ASK MY NEIGHBORS	EMOTIONS (Columbia 3-10622)	99	—	2
28	KEEP IT COMIN' LOVE	KC & THE SUNSHINE BAND (TK 1023) CPP	18	9	17	63	HEY DEANIE	SHAUN CASSIDY (WB/Curb 8488) WB	73	—	2	99	SHAKE IT WELL	DRAMATICS (ABC 12299) CPP	86	89	7
29	SENTIMENTAL LADY	BOB WELCH (Capitol P-4479) WB	37	52	7	64	EMOTION	SAMANTHA SANG (PS 45,178)	74	—	2	100	WAS DOG A DOUGHNUT	CAT STEVENS (A&M 1971)	—	—	1
30	DUSIC	BRICK (Bang 734) WB	31	34	12	65	MONEY, MONEY, MONEY	ABBA (Atlantic 3434) CPP/IMM	65	71	6						
31	I GO CRAZY	PAUL DAVIS (Bang B-733) WB	36	39	13	66	JUST THE WAY YOU ARE	BILLY JOEL (Columbia 3-10646)	76	—	2						
32	COME SAIL AWAY	STYX (A&M 1977) ALM	34	43	11	67	I HONESTLY LOVE YOU	OLIVIA NEWTON-JOHN (MCA 40811) ALM	78	—	2						
33	(EVERY TIME I TURN AROUND) BACK IN LOVE AGAIN	L.T.D. (A&M 1974) ALM	38	46	10	68	DO YOUR DANCE	ROSE ROYCE (Whitfield/WB 8440) WB	67	70	7						
34	CALLING OCCUPANTS OF INTERPLANETARY CRAFT	CARPENTERS (A&M 1978) WB	40	49	9	69	RED HOT	ROBERT GORDON WITH LINK WRAY (Private Stock 156) CPP	71	72	10						
35	SHE'S NOT THERE	SANTANA (Columbia 3-10616) CPP	39	47	8	70	ON AND ON	STEPHEN BISHOP (ABC 12260) ALM	51	23	28						
						71	SIGNED, SEALED, DELIVERED	PETER FRAMPTON (A&M 1972) CPP	52	28	13						

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

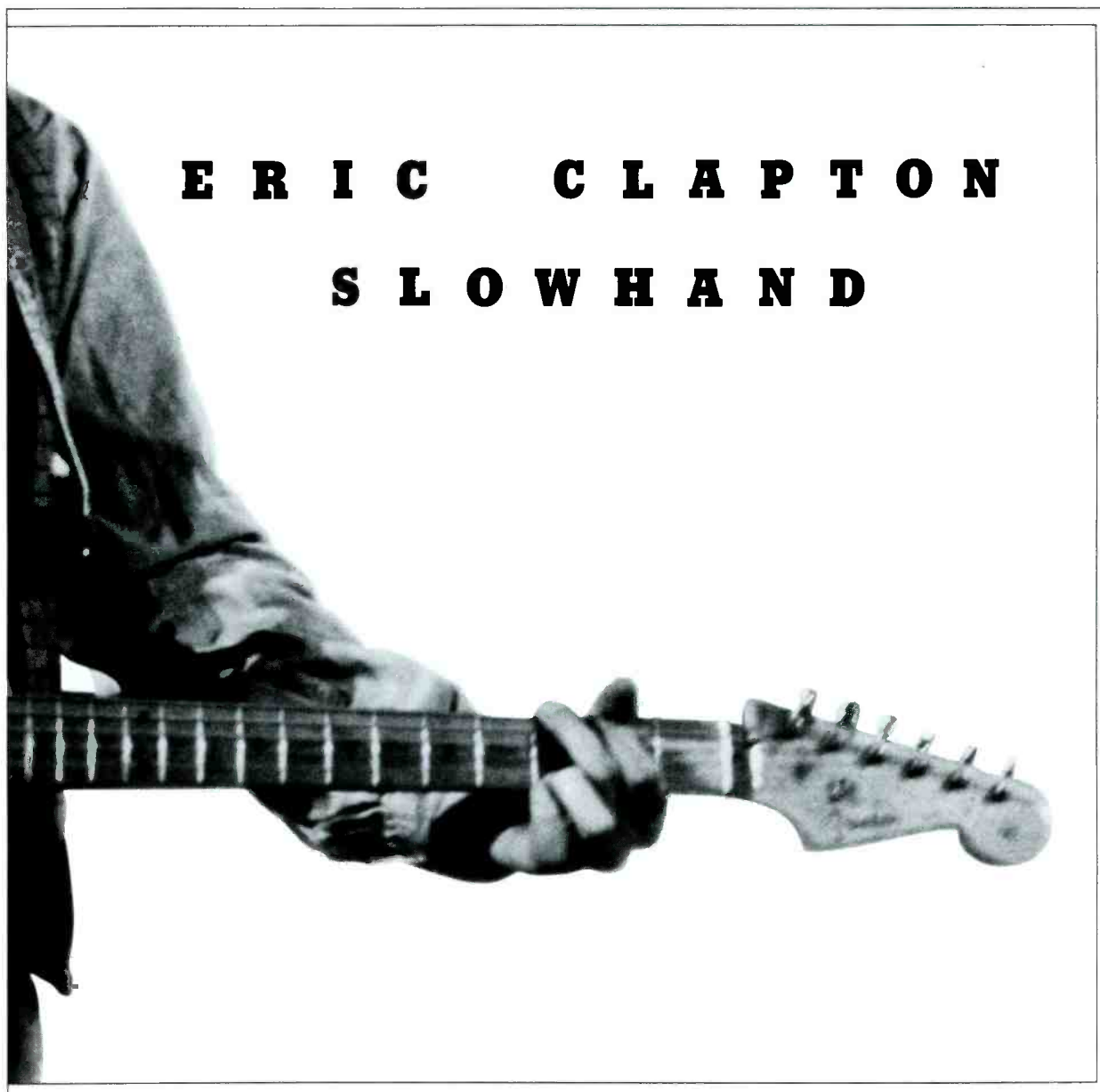
AnyWay You (Rosy Publishing Inc. — ASCAP) . . . . . 94	Emotion (Barry Gibb/Flamm/Stigwood/Unichappell — BMI) . . . . . 64	It's So Easy (MPL Communications Inc. — BMI) . . . . . 18	Short People (High Tree — BMI) . . . . . 54
As (Jobette/Black Bull — ASCAP) . . . . . 85	Every Time (Teeman — BMI) . . . . . 63	It Was (Chess/Case David — ASCAP) . . . . . 55	Signed, Sealed (Jobette — ASCAP) . . . . . 71
Baby Come Back (Touch Of Gold/Crowbeck/Stigwood — BMI) . . . . . 27	Fair Game (Gold Hill Music Inc. — ASCAP) . . . . . 48	Just Remember (Stephen Stills — BMI) . . . . . 10	Silver Lady (Topanga/Ship Tree — ASCAP) . . . . . 53
Baby, What A (Polish Prince Music — ASCAP) . . . . . 9	Falling (Carrhern Music — BMI) . . . . . 95	Just The Way (Joelsongs — BMI) . . . . . 66	Slip Slidin' Away (Paul Simon — BMI) . . . . . 37
Bloat On (ABC/Dunhill/Woodsongs — BMI) . . . . . 75	Georgia Rhythm (Low-Sal Music Co. — BMI) . . . . . 77	Keep It Comin' Love (Sherlyn — BMI) . . . . . 28	Star Wars (Fox Fantare — BMI) . . . . . 5
Blue Bayou (Acuff-Rose Pub. Inc. — BMI) . . . . . 12	Getting Ready (Braintree/Golde's Gold/Snow — ASCAP) . . . . . 60	Kick It Out (Wilson — BMI) . . . . . 73	Stone Cold Sober (April — ASCAP) . . . . . 79
Boogie Nights (Rondor/Almo — ASCAP) . . . . . 2	Girl's School/Mull Of (ATV Music Corp. — BMI) . . . . . 82	Love Is (Stigwood/Gibb/Unichappell — BMI) . . . . . 59	Swayin' To (WB — ASCAP) . . . . . 44
Brick House (Jobette — ASCAP) . . . . . 23	Goin' Places (Mighty Three — BMI) . . . . . 56	Lovely Day (Golden Withers Chappell — BMI) . . . . . 89	Swingtown (Sailor Music — ASCAP) . . . . . 24
Calling Occupants (Welbeck — ASCAP) . . . . . 34	Gone Too Far (Dawn Breaker/Cold Zinc — BMI) . . . . . 22	Mindbender (No Exit/Low-Sal — BMI) . . . . . 83	That's Rock 'N' Roll (C.A.M./USA — BMI) . . . . . 26
Can't It All (Piano Picker/Unart — BMI) . . . . . 92	Graceland To The (Shade Tree — BMI) . . . . . 58	Money, Money (Artwork — ASCAP) . . . . . 65	The King Is (Midnight & Brim — SESAC) . . . . . 36
Closer To The (Lor Music Pub. — ASCAP) . . . . . 86	Hard Times (Boz Scaggs Music — ASCAP) . . . . . 61	Moondance (WB — ASCAP/Caledonia — BMI) . . . . . 93	The Way I Feel (Rosewater/Careers — BMI) . . . . . 40
Cold As Ice (Somerset/Evensong/WB — ASCAP) . . . . . 45	Heaven On The (Keyboard Pendulum/Chappell — ASCAP) . . . . . 8	My Fair Share (Warner Bros. — ASCAP) . . . . . 25	Thunder In My (Braintree/Longmanor/Chrysalis — ASCAP) . . . . . 47
Come Sail Away (Almo/Stygin — ASCAP) . . . . . 32	Help Is On The (Australian Tumblewood — BMI) . . . . . 14	My Way (Spanka — BMI) . . . . . 52	Time Bomb (Colgems-EMI — BMI) . . . . . 96
Dance, Dance, Dance (Cotillion/Kreimer — BMI) . . . . . 88	Here You Come (Screen Gems-EMI/Summerhill — BMI) . . . . . 39	Native New (Featherbed/Desiderata/Unichappell — BMI) . . . . . 80	Turn To Stone (Unart/Jet — BMI) . . . . . 72
Daybreak (Kamakazi /Angeldust — BMI) . . . . . 21	Hey Deanie (C.A.M.-U.S.A. — BMI) . . . . . 63	Nobody Does It (UA — ASCAP/Unart — BMI) . . . . . 4	Was Dog (Colgems-EMI — ASCAP) . . . . . 100
Don't Ask My (Unichappell — BMI) . . . . . 98	How Can I (Cherry Lane Music — ASCAP) . . . . . 97	On And On (Stephen Bishop — BMI) . . . . . 70	We Are The (Queen Music Ltd.) . . . . . 41
Don't It Make (United Artists — BMI) . . . . . 3	How Deep Is (Stigwood/Unichappell — BMI) . . . . . 6	Point Of Know (Kirshner — BMI) . . . . . 43	We Just Disagree (Blackwood/Bruser — BMI) . . . . . 16
Don't Let Me Be (Ben E. Benjamin — ASCAP) . . . . . 76	I Feel Love (Ricks — BMI) . . . . . 13	Red Hot (Hi Lo — BMI) . . . . . 69	We're All Alone (Boz Scaggs Music — ASCAP) . . . . . 11
Don't Let The Flame (Halwill/Plain & Simple — ASCAP) . . . . . 91	If You're Not (Tree — BMI) . . . . . 84	Sad Eyes (Starrin — BMI) . . . . . 81	Why Do Lovers (Hot-Cha/Unichappell — BMI) . . . . . 87
Do Your (May Twelfth Pub. Inc. — BMI) . . . . . 68	I Go Crazy (Web IV Music — BMI) . . . . . 31	Send In The (Beautiful/Revelation — ASCAP) . . . . . 17	You Can't Turn (Jobette — ASCAP) . . . . . 46
Do You Wanna Get (Sherlyn Pub. Co. Inc. — BMI) . . . . . 50	I Honestly (Irving/Woolnough/Broadside — BMI) . . . . . 67	Sentimental Lady (Warner Bros. — ASCAP) . . . . . 29	You Light Up (Big Hill — ASCAP) . . . . . 1
Draw The Line (Daksel/Vinaloo/Song & Dance — BMI) . . . . . 38	Isn't It Time (Jacon Music/X-Ray Music — BMI) . . . . . 15	Serpentine Fire (Saggiare/Free Delivery — BMI) . . . . . 62	You Make Lovin' (Gentoo — BMI) . . . . . 19
Dusic (Caliber/Good High — ASCAP) . . . . . 30	It's Ecstasy (Sa-Vette Music Co. — BMI) . . . . . 7	Shake It Well (Groovesville — BMI/Conquistador — ASCAP) . . . . . 99	You're In My (Riva — ASCAP) . . . . . 42
Echoes Of Love (Soquel Songs — ASCAP) . . . . . 78		She Did It (C.A.M. — BMI) . . . . . 49	You're Moving Out (Unichappell/Begonia Melodies/Fedora/Devine's — BMI) . . . . . 57
		She's Not There (Al Gallico Music Corp. — BMI) . . . . . 35	You're My (Screen Gems-EMI Music Inc. — BMI) . . . . . 90
			Your Smiling (Country Road — BMI) . . . . . 20

AB/B - April Blackwood/Bradley ALM - Almo AR - Acuff-Rose BB - Big Bells B-3 - Big Three CH - Chappell CIM - Cimno CPP - Columbia Pictures Pub HAN - Hansen IMM - Irving Mogel PLY - Plymouth WB - Warner Brothers

# **SLOWHAND/CLAPTON**

BY

# **ERIC CLAPTON**



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Side Two  
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I N M E M O R I U M

May 4, 1925 ~ November 8, 1977

**wea**

Warner/Elektra/Atlantic Corporation



A Warner Communications Company

## Entire Industry Pays Tribute To WEA's Friedman

by Peter Hartz

LOS ANGELES — Tributes for Joel Friedman flowed in from distributors and retailers across the nation following his death on November 8. Friedman, the president of Warner/Elektra/Atlanta Corp., was 52.

David Lieberman, president of Lieberman Enterprises, remarked, "I guess Shakespeare told it best when he had Hamlet, speaking of his father, say, 'He was a man taken for all and all, I shall not look upon his like again.' Joel was that kind of unique person. There will be a void in this business because of his absence. He was a dear friend."

"Dedicated, emotional, and intense are the words that best describe Joel Friedman," commented John Kaplan, executive vice president of Handleman Company. "Our encounters in recent years often pit-

(continued on page 67)

## Joel Friedman, Founder Of WEA, Dead At 52

LOS ANGELES — Joel M. Friedman, president of Warner/Elektra/Atlantic Corp., died Nov. 8 at his home in Encino, Calif. He was 52.

Friedman founded WEA, the distribution arm of Warner Bros., Elektra/Asylum and Atlantic Records, in 1970. He previously served as vice president and director of marketing for Warner Bros. Records. Friedman was also the first music editor of **Cash Box**, and later served as editor of *Billboard*.

Friedman held an LLB degree from the University of San Fernando Valley College of Law, and was a founder and member of the California Copyright Conference. He also served two terms as first vice-president and treasurer of the National Academy of Recorded Arts and Sciences.

Most recently, Friedman was president of the music division of the City of Hope and the 1977 recipient of the Human Relations Award of the music and performing arts division of the Anti-Defamation League of B'nai B'rith.

Funeral services were held Nov. 10 at

Mount Sinai Memorial Park in Burbank.

In a prepared statement, David H. Horowitz, president of Warner Communications Inc., commented on the death of Friedman:

"We are all filled with sadness at the death of Joel Friedman; it is hard to believe that his wonderful energy, vitality, zest and enthusiasm have been stilled. Joel was, first and foremost, a warm human being, a true friend, a decent and good man. He was in addition a superbly gifted professional, completely dedicated to his work, who earned the respect and total devotion of all those who worked with him. He was uniquely able to both focus on the day to day details of an enormous business and at the same time look ahead and plan for the future.

### 'Joel's Monument'

"The building of the WEA branch distribution system — 'the miracle of WEA' — was in large measure his achievement; and he thereby played a crucial role in the extraordinary success story of the WCI record group. He built that distribution company



Joel Friedman

from the ground up. It was made to last; it today has the strength of Gibraltar and a group of able and dedicated people to man it; it is Joel's monument, and we will always be in his debt.

"Above and beyond all that, his human gifts, which made him an indefatigable worker for charitable causes, will be sorely missed by everyone in the WCI record group and the entire Warner Communications family."

Mo Ostin, chairman and president of Warner Bros. Records, said, "I knew Joel when he was a trade reporter. He interviewed me when I started in this business at Verve.

"We first worked together when Warner Bros. bought Reprise. He was with Warner Bros. and I was with Reprise — we've been friends ever since. Aside from his many contributions to Warner Bros. Records and Warner Communications, Joel made a great contribution as a human being. He was a close associate and a dear friend and I am going to miss him."

### 'Invaluable Help'

Ahmet Ertegun, chairman of the board of Atlantic Records, said, "When I first came to New York in 1947 with the hope of starting a small jazz and blues label, Joel Friedman was one of the very first people I met. He was then music editor of **Cash Box**, which was also in its infancy. I will never forget Joel's invaluable help and friendship during that time and throughout the initial years of Atlantic.

"We used to call him 'the little general.'"

(continued on page 59)

## Fall Marketing Campaigns Spur Record Sales

(The following article was compiled from staff reports. Written and edited by Alan Sutton.)

LOS ANGELES — Some record companies like to build their seasonal merchandising and marketing campaigns around a centralized theme, while others rely on individual programs tailored to specific releases. But regardless of which approach they are currently taking, label executives agree on one thing: 1977 fall sales are running well ahead of last year.

As a result, many predict that year-end totals will exceed those for 1976, with some expecting sales to reach all-time record levels. "This year dwarfs any previous year," commented a spokesman for CBS. "It's just going to be phenomenal for everyone."

Labels that employ a single, all-encompassing campaign usually include a broad range of current as well as catalog product which is supported by additional dealer incentives such as special discounts and extended dating. WEA's "Year-End Marketing Program," for example, includes not only discounts to customers on more than 200 top WEA albums, extended dating and in-store merchandising tools, but also a newly developed profile of each account which company executives feel will result in more accurate orders.

### Football Tie-In Campaign

Similarly, CBS' "Winning Season/Superstars" campaign focuses on the new releases and catalogs of about 50 artists (including Aerosmith, Joan Baez, Boston, Chicago, Neil Diamond, Bob Dylan, Earth,

Wind & Fire, Kansas, the O'Jays, Pink Floyd, the Emotions, Boz Scaggs, Bruce Springsteen, Barbra Streisand and James Taylor) as well as classical and country and western product and the label's \$4.98 budget line. Various dealer incentives, such as free goods and additional dating, are also included.

Based on a football motif, the CBS program utilizes in-store appearances by National Football League players, in addition to streamers, pennants and other merchandising aids to exploit America's near-fanatical preoccupation with the sport. And like a football game, the program is divided into four quarters.

Each of the first three quarters ran for two weeks, concentrating on placement of product and restocking inventory. The fourth quarter, which runs through February, focuses on in-store merchandising and advertising during the crucial holiday months.

### 'Display It Again, Sam'

ABC has taken another approach in embarking on a program that offers prizes,

(continued on page 53)

## 'Future Delivery' Album Deals May Spark Fiercer Bidding

by Mark Mehler

NEW YORK — An increasing number of recording artists, particularly catalog jazz artists, are negotiating contracts for "future delivery" of product to labels other than their existing ones. In some cases, these artists have contracted to deliver product as far away as the early 1980s.

At present, the trend is not too widespread. Industry sources expressed concern, however, that if such deals proliferate, they could add more fuel to already intense bidding wars and adversely affect existing relationships between artists and their labels.

One source noted that this "trend" began with the signing of Neil Diamond to a multi-million dollar future deal with CBS, while Diamond was still at MCA. Today a number of rock/pop acts have entered into future recording contracts, but two sources suggested that this contractual device was more likely to spread to the jazz area, because jazz record buyers tend to maintain a long-term loyalty to their favorite artists.

In contrast, few pop or rock stars can be assured of long-lasting success. Driving this point home, a music industry lawyer, representing some artists who have signed future recording contracts, noted that there are only a handful of established rock stars who are assured of remaining million-selling album artists over a four or five-year period. "On any other rock acts, the company that signs them to a deal beginning in

1980 is taking a big gamble," the lawyer said.

### Jazz Has Longevity

One example of a crossover jazz artist who should continue to log steady sales for many years is Chick Corea. Presently with Polydor, he will record his first LP for Warner Bros. in 1979.

A source familiar with Corea's career noted that Corea was "perfect for such an arrangement. His catalog has been selling for 10 years. He may not sell in the millions, but he's proven himself a sustaining artist. He represents no gamble at all."

Still another reason why jazz artists are more likely to sign future recording con-

(continued on page 30)

## License Fee Poses No Burden To Broadcasters, Study Says

by Joanne Ostrow

WASHINGTON, D.C. — A performance right license fee would cause no significant strain on radio stations, according to an independent study which contradicts the broadcast industry's claim that such a fee would force many marginally profitable stations into bankruptcy.

The study was done by an independent

Washington research firm at the request of the Copyright Office as one of several studies in advance of the Register's report to Congress on proposed changes in the copyright law. The study concludes that broadcasters could afford the added expense and could easily pass on the extra costs to advertisers.

Broadcasters have repeatedly testified that a number of stations are barely in the black — or are already unable to make ends meet — and that any increase in operating costs would force more stations into the loss category.

To the contrary, findings in the 179-page study by Rutenberg, Friedman, Kilgallon, Gutches & Associates suggests "that radio broadcast stations would be able to pay a record music license fee without any significant impact, either on profits or the number of stations in operation. In addition there is evidence that the radio broadcasting industry would be able to pass on any increase in the costs of operation to the purchasers of advertising time without loss of business or revenues."

The study includes an examination of data furnished by the FCC (on station

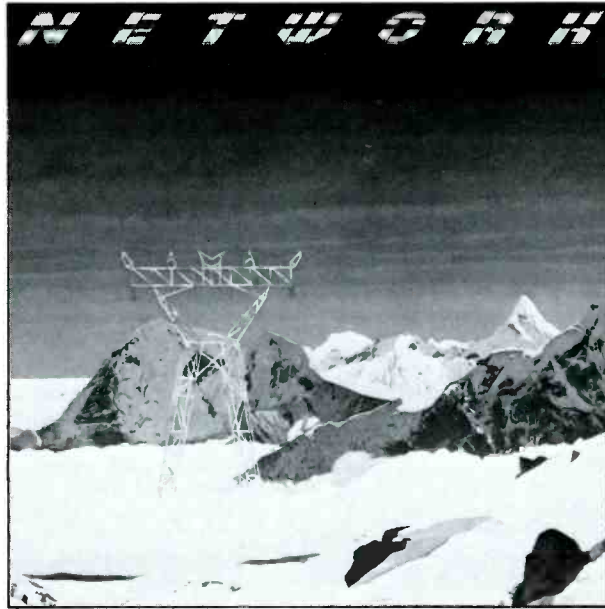
(continued on page 67)



**MOLTEN GOLD** — Epic recording artists Heatwave recently visited Epic's New York offices for a double gold presentation honoring their debut Epic album, "Heatwave," and their debut single, "Boogie Nights." Pictured at the ceremony (l-r) are: Lennie Petze, vice president of A&R for Epic Records; Jim Tyrrell, vice president of marketing for Epic/Portrait/CBS Associated Labels; Ron Alexenburg, senior vice president of Epic/Portrait/CBS Associated Labels; Johnnie Wilder of Heatwave; Bruce Lundvall, president of CBS Records Division; Rod Temperton of Heatwave; Walter Yetnikoff, president of CBS Records Group; Dick Asher, president of CBS Records International; and Dick Leahy, president of GTO Records.

# Working and Playing.

Getting tumultuous response from audiences as they continue to tour with Hall & Oates, Network is driving home their timeless rock. Of course, it doesn't hurt that FM stations are all over their debut album, and AM stations are beginning to pick up on the single, "You Lied."



11/1/77 Roxy, Los Angeles, Cal.; 11/3 Choo Choo's, Tucson, Ariz.; 11/7 Armadillo, Austin, Tex.; 11/12 Iowa Wesleyan, Mt. Pleasant, Iowa; 11/13 Oriental Theatre, Milwaukee, Wisc.; 11/16 Beginnings, Schaumburg, Ill.; 11/17 Sports Arena, Toledo, Ohio; 11/19 Notre Dame University, South Bend, Ind.; 11/20 Univ. of Cincinnati, Cincinnati, Ohio; 11/22 Tomorrow Theatre, Youngstown, Ohio; 11/25 Ridgfield Coliseum, Cleveland, Ohio; 11/26 Convention Center, Indianapolis, Ind.; 11/27 Metro Auditorium, Lansing, Mich.; 11/28-29 Cobo Hall, Detroit, Mich.; 12/1 Music Hall, Boston, Mass.; 12/2-4 Palladium, New York, N.Y.; 12/7 War Memorial, Buffalo, N.Y.; 12/8 Hershey Park Arena, Hershey Park, Pa.; 12/9 Civic Arena, Pittsburgh, Pa.; 12/10 Capital Center, Largo, Md.; 12/12-13 Spectrum, Philadelphia, Pa.

Management and Direction: Tommy Mottola.  
Produced by Albhy Galuten and Karl Richardson for Karlbhy Productions.

PE 34979

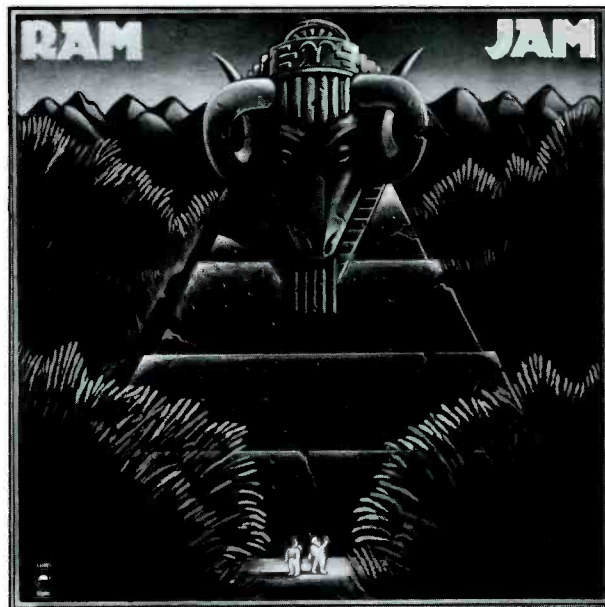
Charlie Daniels is always spreading his good music around, and this month is no exception. Few bands can stir up an audience into more of a frenzy than the CDB, and their brand new album is a beauty... selling everywhere the CDB has ever played...and that's everywhere!



11/3 Palladium, New York, N.Y.; 11/4 Suffolk Forum, Commack, L.I., N.Y.; 11/5 Orpheum, Boston, Mass.; 11/6 Tower Theatre, Philadelphia, Pa.; 11/7 Century Theatre, Buffalo, N.Y.; 11/8 Radio Promo, Philadelphia, Pa.; 11/9 Civic Center, Springfield, Mass.; 11/10 Leroy Theatre, Pawtucket, R.I.; 11/11 Capitol Theatre, Passaic, N.J.; 11/12 Music Hall, Cleveland, Ohio; 11/13 Convention Center, Indianapolis, Ind.; 11/14 Radio Promo, Chicago, Ill.; 11/15 Riverside Theatre, Milwaukee, Wis.; 11/16 Stadium, Grand Rapids, Mich.; 11/17 Royal Oak Theatre, Detroit, Mich.; 11/18 Aragon Ballroom, Chicago, Ill.; 11/19 Civic Arena, St. Paul, Minn.; 11/20 Pershing Auditorium, Lincoln, Neb.; 11/25 The Garden, Louisville, Ky.; 11/26 Memorial Auditorium, Chattanooga, Tenn.; 11/27 Mid-south Coliseum, Memphis, Tenn.; 12/2 Riverfront Stadium, Cincinnati, Ohio; 12/3 Freedom Hall, Johnson City, Tenn.; 12/4 Civic Center Arena, Charleston, W. Va.; 12/5 Civic Arena, Pittsburgh, Pa.; 12/6 Constitution Hall, Washington, D.C.; 12/7 Civic Center, Salem, Va.; 12/8, Raleigh, N.C.; 12/9 Civic Center, Hampton, Va.; 12/10 Civic Coliseum, Knoxville, Tenn.; 12/11 South Carolina Coliseum, Columbia, S.C.; 12/26, Mobile, Ala.; 12/27, Dothan, Ala.; 12/28, Jackson, Miss.; 12/29, Montgomery, Ala.; 12/30 Huntsville, Ala.; 12/31, Birmingham, Ala.

PE 34970

Ram Jam used their hit "Black Betty" to open up the door to their wonderful music, and now they're storming in... on tour through the midwest and south... getting wildly enthusiastic response from every song that they perform off their Epic debut album!



11/1, Flint, Mich.; 11/3 Capitol Center, Largo, Md.; 11/20, Hammond, Ind.; 11/25 Ellis Auditorium, Memphis, Tenn. (w/Styx); 11/26 Civic Center, Montgomery, Ala. (w/Styx); 11/27 Municipal Auditorium, Birmingham, Ala. (w/Styx)

PE 34885

## Doing it all on Epic Records and Tapes.

Produced by Kasenetz-Katz.  
Management: Ed Kleven Enterprises.

EPIC MARCA REG. © 1977 CBS INC.



## Motown Promotes Gordy, de Passe During Best Year

LOS ANGELES — Berry Gordy IV has been named executive vice president of the creative division of Motown Records and Suzanne de Passe has been promoted to vice president of Motown Industries.

Gordy will continue to be responsible for administration of Motown Industries in addition to his new duties while de Passe will serve as staff assistant to Motown chairman Berry Gordy.

In announcing the appointments, Michael Roshkind, vice chairman of Motown Industries, said the promotions "are in keeping with Motown's continual policy of expansion and consolidation to meet change with change."

Roshkind also announced that Motown Records is currently experiencing the most successful year in the label's 17 year history. He pointed to recent releases by Diana Ross, Thelma Houston and High In-

(continued on page 71)

## Artist Development Series: Capitol's Artist Development Dept. Stresses Quick Reaction Time, Teamwork Concept

by Dave Fulton

LOS ANGELES — Once a week and sometimes more often, the meeting room on the ninth floor of the Capitol Records circular building is filled to capacity with representatives from nearly all of the company's departments. Merchandising and advertising, A&R, press and artist relations, international, business affairs, sales, creative services, marketing, special markets, promotion, market research and imports along with the top executives from the firm.

As they enter the meeting room, their department affiliations are forgotten and they become members of the Capitol team with the sole purpose of maintaining, improving and/or changing the game plan for Capitol product and artists.

Bruce Garfield, director of press and artist relations, pointed out that artist development at Capitol is a "total all-out effort with a tremendous intermeshing between departments."

### Freedom For Expression

According to Ray Tusken, national AOR promotion manager, these massive meetings allow for freedom of expression

with more concern for a unified effort than parading specific responsibilities. "We know what each other is doing, and if I have a suggestion for merchandising or press relations, I have the freedom to express those ideas without overstepping my boundaries."

Being able to react quickly is the catchphrase that company spokesmen emphasize as their main strength. An example to support this attitude revolves around the Little River Band. A member of the field staff in Florida called "the Tower" raving about sales action of the group in his area. He pointed out that the group's latest album was matching sales with the multi-million selling "Frampton Comes Alive" which caused management to reassess the marketing campaign that was in progress. If LRB could generate this type of sales enthusiasm in this region, why not across the country?

Plans were changed quickly and the band became a higher priority. Consequently, their latest album has now sold over 400,000 units with established airplay and a good national exposure.

Tusken explained that emphasis is

placed on both new and established artists. He added that an artist's career is always a priority over any specific product.

Capitol has successfully brought Bob Seger and Steve Miller, both rock veterans, to new sales and exposure levels while gaining considerable momentum for newer

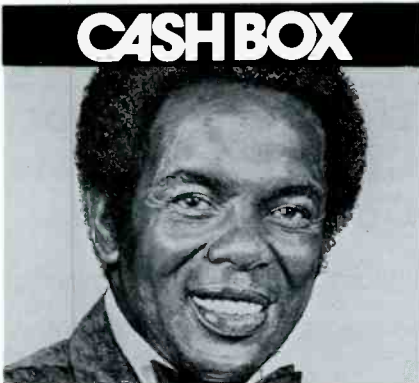
(continued on page 57)

## Midsong And CBS Reportedly Close To Distrib. Pact

NEW YORK — Midsong Records International and CBS Records are imminently close to signing a domestic distribution deal, according to a source close to the negotiations.

An international distribution agreement "may be part and parcel of the domestic deal" as well, the source revealed.

Midsong, which has scored chart successes with "Doctor's Orders" by Carol Douglas and "Fly Robin Fly" by the Silver Convention, terminated its distribution deal with RCA Records on October 31. Earlier, it had been reported that, while Midsong would be free to place new masters with other labels, RCA would continue to distribute its older product.



"When You Hear Lou, You've Heard It All" is the title of recording artist Lou Rawls' new album. It is also the advertising slogan of Rawls' plugs for Budweiser Beer, and is obviously the opinion of the millions of people who have bought his "rock and soul" records.

Lou Rawls has been in the music business for over 25 years. Beginning as a teenage gospel singer, he worked his way through the midwest nightclub circuit in the 1950s and blossomed into a top blues vocalist in the 1960s. During that period, he recorded a hit single, "Dead End Street," and a few well-received but less commercial albums.

With the release of his single, "A Natural Man," Lou Rawls started taking off commercially. In 1976, he signed with Philadelphia International, and is now a top-selling R&B, pop and MOR artist, who can appeal to all demographics without compromising his "natural" singing quality.

## Renowned Bandleader Guy Lombardo Dead At 75; Buried In Long Island

NEW YORK — Funeral services for bandleader Guy Lombardo were held November 9 at Holy Redeemer Church in Freeport, Long Island. Several hundred mourners attended as the man who helped generations celebrate New Year's Eve was laid to rest at Pine Lawn Memorial Park in Farmingdale, Long Island.

Several members of Lombardo's 13-man band served as pallbearers. The eulogy was delivered by Lombardo's long-time friend Robert Moses.

Lombardo, 75, died Nov. 5 from heart and kidney failure in Methodist Hospital in Houston, where he had undergone surgery for a lung ailment. He had been first hospitalized in Sept. and was readmitted Oct. 27.

Lombardo's wife of 53 years, Lilliebell, was at his side when he died.

Born Gaetano Albert Lombardo in Canada in 1902, Lombardo studied violin

and saxophone and formed his first band with his brothers Libert and Victor. In the 1920s Lombardo formed The Royal Canadians, one of the first bands to become widely known through live radio, and later, TV performances. He continued to travel with the Royal Canadians until he was hospitalized in September.

Lombardo's career got off the ground in 1927 when The Royal Canadians, represented by MCA talent agency, signed a recording contract with Columbia Records and were given their own radio show in Chicago. The same year, the band's first million-selling records, "Cochette" and "Beloved," were released by Columbia.

### Businessman's Bounce

Lombardo's band was most popular in the '30s and '40s when their arrangements were noted for smooth rhythms which were labeled "the businessman's bounce."

In the 1950s Lombardo performed 78 half-hour TV shows. At the time of his death some 300,000,000 of his recordings had been sold. Recently, 300,000 copies of a \$25 six-record collection of Lombardo's tunes compiled by Reader's Digest were sold.

"Auld Acquaintance," Lombardo's biography, was published in 1975.



Guy Lombardo

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## Atlantic Sets Up New Department To Promote Albums, Develop Artists

NEW YORK — Atlantic Records has created an album promotion/artist development department. The purpose of the new division, according to Dick Kline, senior vice president of promotion, and Michael Klenfner, senior vice president/executive assistant to the president, is to streamline field operations in the areas of FM album promotion, progressive retail marketing and artist development as that relates to touring.

Three appointments have been made, effective immediately. Steve Leeds has been named northeast regional album promotion/artist development manager, and will be based in Atlantic's New York Offices. Sam Kaiser, based in St. Louis, has been appointed midwest regional album pro-

motion/artist development manager. And Mike Prince, working out of Atlanta, has become southern regional album promotion/artist development manager.

The newly-appointed regional managers will report directly to Larry King, director of field operations. King, in turn, will channel their communications to Tunc Erim, national pop album promotion director, and to Perry Cooper, artist relations director.

"With the creation of this new team and these new positions," Kline commented, "Atlantic will be in an even better position to consolidate all relevant input from its field staff on LP-oriented artists."

Klenfner added, "Information on FM

(continued on page 71)



**TOM JOHNSTON SIGNS** — Tom Johnston, a former member of the Doobie Brothers, has signed with Warner Bros. Records and his debut solo LP will be produced by Ted Templeman, who previously produced for the Doobies. Pictured (l-r) at the signing are: Bruce Cohn, Johnston's manager; Templeman; Johnston and Mo Ostin, Warner Bros. chairman and president.



Leeds



Kaiser



Prince

Index	
Album Reviews .....	26
Artists On The Air .....	12
Classified .....	65
Classical .....	45
Country Album Chart .....	46
Country Singles Chart .....	48
East Coastings/Points West .....	14
FM Analysis .....	30
International Section .....	68
Jazz .....	44
Jukebox Singles Chart .....	60
Looking Ahead .....	16
Looking Back .....	16
New Faces To Watch .....	10
Pop Album Chart .....	73
Pop Radio Analysis .....	40
Pop Radio Playlist Highlights .....	36
Pop Singles Chart .....	4
Radio News .....	34
Regional Album Action .....	42
Retail Selling Prices .....	53
R&B Album Chart .....	54
R&B Singles Chart .....	55
Singles Bullets .....	32
Singles Reviews .....	24
Top Ten's .....	42
Upcoming Industry Conventions ..	14

## New Faces To Watch



**Bill Quateman**

"Saying something someone would have wanted to say themselves" is a crucial element of songwriting, according to Bill Quateman. In "Josephine," one of the more intriguing cuts on his new RCA album, "Shot In The Dark," Quateman put his theory into practice. "I borrowed it from just about any funky marriage. I've seen the story hundreds of times, where a guy is so good at selling in his business situation that he sells his old lady, too."

Bill wrote the song a year ago, and he admits that he feared negative reactions. "I thought, people don't really want to know about that kind of stuff; then, on the other hand, you constantly hear of rising divorce statistics. Then one night, on prime time Saturday television, I saw this amazing Dodge commercial. A chick is walking down the steps of what is obviously a courthouse, with a paper in her hand, and a couple of Dodge boys pop into the frame. They say, 'What's going on?' and she says, 'Well, I just got a divorce and he took the car.' And they say, 'Well, have we got a deal for you?' Somehow, it gave me courage."

If Quateman's songs are hitting home, it's because this is the first time he's had the luxury of spending the time necessary to make what he considers a good album. Recording "Night After Night," his first for RCA, wasn't quite the same experience. "It was the first time I had been in the studio for a long time, because of the break I'd had with getting away from all the business affairs that had crumbled around my ankles. It was more like a refresher course than anything else. 'Shot In The Dark' is the album that 'Night After Night' could have been if I had been making records all along."

Quateman's first LP, recorded for another label about four years ago, marked the beginning of record company and management entanglements that he likens to Bruce Springsteen's, with one important difference. "If you're a priority at a record company, that is, if you're selling records and making money for them, everything gets taken care of right away. If you're at the bottom of the list, it can take a long period of time to get things in motion." Just as Quateman was in the final stages of freeing himself from his old contracts, a new manager, David Alexander, came along, and a new recording agreement with RCA soon followed.

Bill harbors no ill feelings about the business setbacks in his career. "Part of what you do in this business is go straight up and straight down," he explains. "Unless you're ready to accept that as a fact of life, you're asking for trouble."

Bill Quateman has just finished rehearsals with a new band of musicians.

## CBS Ups Its Dividend

NEW YORK — The CBS Board of Directors has declared a cash dividend of 60¢ per share on CBS common stock payable on December 9 to shareholders of record at the close of business on November 25.



**Bad Boy**

One of the biggest tributes that a band can do for someone that has helped their career is to title or dedicate their album to the respective person or persons. In the case of Bad Boy, they took this deferential treatment one step further by dedicating their album to a city, "The Band That Milwaukee Made Famous."

Sensing a void for a hard rock band, Bad Boy leader Steve Grimm brought his group to Milwaukee some four years ago. The gamble paid off as both the city and midwest region actively responded to Bad Boy's music.

On the strength of their regional following and a local hit single, the group met Bob Brown, a producer, who subsequently contracted them to United Artists. The result was the album, a raucous collection of original rock 'n' roll numbers which featured guitarist Steve Hunter in a guest role.

Grimm explained, "Steve had helped us with some demos, and the timing worked out that he could come in and play on some of the album. He helped on the arrangements, cut down on some of the excesses, but was more of a spiritual help than anything."

The band divided recording time between New York and Los Angeles, but Grimm said that their next effort will be concentrated in New York. "There's a metabolic lift that we need for the album, and New York has that natural state to it."

The present Bad Boy, comprised of Grimm and Joe Luchessi, guitars, keyboards and vocals; John Marcelli, bass and vocals, and Lars Hansen, drums and percussion, has been together for about a year. While the writing is primarily done by Grimm and Marcelli, Grimm noted that input is utilized from all of the band members during recording.

Grimm's initiation into music came in Boston where he was studying at the Berkeley School of Music. Besides classical, he said that a number of British rock groups like The Who, Robin Trower and Led Zeppelin have had influence in his writing.

"There comes a time when you have to stop thinking about all the influences and you start delving into yourself. It's kind of an abstract situation, but it inspires you to keep on going," philosophized Grimm.

## Rolontz Named VP Of N.Y. Cosmos

LOS ANGELES — Robert Rolontz, director of corporate information for Warner Communications Inc., has been appointed a vice-president of the Cosmos soccer team. He will oversee the sales, public relations and media advertising of the Cosmos, while retaining his duties at Warner.

Rolontz has been with WCI since 1974. Before that he was vice president of public relations and advertising for Atlantic Records, a Warner Communications company.

## Elvis Sales Boom Continues As 'In Concert' Charts at #7

NEW YORK — The booming demand for Elvis Presley-related products is continuing unabated, a full three months after the singer's death.

Presley's record sales continue to soar. "My Way," the latest Presley single release on RCA Records, is currently bulleting at #52 on this week's **Cash Box** Top 100 Singles chart. On the **Cash Box** Top 200 Albums chart, Presley is represented by nine RCA albums, led by the label's latest release, "Elvis In Concert," currently bulleting at #7. The other albums are "Moody Blue" (#20), "Welcome To My World" (#93), "Elvis' Golden Records: Volume 1" (#101), "Aloha In Hawaii" (#152), "Elvis' Golden Records: Volume III" (#168), "Legendary Performer: Volume I" (#170), "How Great Thou Art" (#171), and "Pure Gold" (#173).

Mail order Presley albums are also flooding the market. Since Presley's death, Brookville Marketing Corporation has, according to Bill Isaacs, the firm's A&R director, sold over 500,000 copies of "Elvis Hounddog," a two-record set of Presley hits which is priced at \$7.98. Brookville has licensed a good amount of original Presley material from RCA, including a compilation of songs from Presley's movies. Packaged as "Elvis In Hollywood," the two-album set lists for \$7.98. Brookville's Elvis product is advertised exclusively on television.

Other mail order firms currently marketing Presley albums include Suffolk Marketing, Crane Norris Marketing Inc., and Candelite Music. Suffolk, advertising in the print medium only, is selling RCA-licensed material on two albums: "Elvis Presley Christmas Album," and "You'll Never Walk Alone," each of which are selling for \$6.98.

Crane Norris is presently marketing two double sets of material culled from RCA's budget Camden line. The albums, "Elvis Double Dynamite" and "Elvis Christmas Album," are being advertised in print and television for \$7.99 each.

## Polydor Projects 23% Sales Jump

NEW YORK — Polydor Records has projected a 23% increase in sales for the four-month period ending December 31, 1977.

Lou Simon, executive vice president and general manager of the label, noted that October was the best sales month in the company's history. He cited the breakthroughs of the Atlanta Rhythm Section and Roy Ayers and the recent signing of Nektar as outward signs of Polydor's "maturity."

Simon further noted that Millie Jackson's "Feelin' Bitchy" and Jean-Michel Jarre's "Oxygene" were making impacts at the radio and retail levels.

Candelite is marketing "The Elvis Presley Story," a seven-album set of RCA-licensed original Presley material, for \$24.99 (**Cash Box**, October 15).

### 'Tribute' Records

In the retail stores, Presley-related "tribute" records, such as Ronnie McDowell's single, "The King Is Gone," Carl Perkins' single, "The E.P. Express," and an instrumental version of Presley's hits on London Records, have continued to create considerable consumer demand. In country music, Merle Haggard's "From Graceland To The Promised Land" has also created considerable impact.

The Presley boom is also reflected in book and movies sales. Viacom Enterprises, for instance, is leasing a special package of Presley's movies to television stations, using the advertising slogan, "A lasting legacy..."

Ballantine Books' "Elvis: What Happened?" currently is the largest selling Presley book, with over 5 million copies in print. In addition, Fawcett Books Group's

(continued on page 66)

## Wallichs Creditor Compromise Gets Court Approval

by Alan Sutton

LOS ANGELES — Bankruptcy Judge James Dooley last week approved a compromise settlement between the Wallichs Music City retail operation here and Westinghouse Credit Corp., one of the debt-troubled chain's major creditors.

In approving the compromise at a hearing on November 7, Judge Dooley eliminated a persistent obstacle blocking confirmation of Wallichs' modified plan of arrangement (**Cash Box**, Oct. 8).

Another obstacle, however, was introduced in the form of a \$85,000 administrative claim filed on behalf of Pacific Coast Music, Inc., formerly a concessionaire at Wallichs. According to Lawrence Diamond, attorney for Pacific Coast Music, the claim involves several areas.

### 'Intentional Destruction'

First, it is for alleged "intentional destruction of certain leasehold improvements," he said. In addition, Diamond indicated the claim was filed to recover an "unexplained" loss of inventory supposedly belonging to his client. Finally, it involves a dispute over an increase in the leasehold agreement whereby Wallichs was supposed to furnish additional personnel, which Diamond claims the chain never did.

John Brink, attorney for Wallichs, countered that he was prepared to file an objection to the claim and urged the court to set a hearing on the matter as soon as possible.

(continued on page 58)



**GOLD DISCS FOR STYX** — A&M recording group Styx recently received two gold LP awards for their albums "The Grand Illusion" and "Equinox," following a performance at New York's Palladium. Pictured (l-r) at the presentation are: Kip Cohen, A&R director for A&M; Harold Childs, A&M vice president of promotion; Gil Friesen, A&M president; Jerry Moss, A&M chairman, and Dennis DeYoung, James Young, Tommy Shaw, Chuck Panozzo and John Panozzo of Styx.

# THE ANGLES

## "The Winter Song" NBLP 7085



White Hot

From their  
forthcoming  
album  
**"White Hot"**

NBLP 7085

Produced by  
Eddie Leonetti  
on CASABLANCA RECORD  
AND FILMWORKS, INC.

**toby**  
ORGANIZATION, INC.

**Casablanca**  
Records and Filmworks

## Atlantic's First Charles Disc In 17 Years Gets Big Push

by Charles Paikert

NEW YORK — Ray Charles' "True To Life" album, which marks the singer's return to Atlantic Records after a 17 year absence, is currently the focus of a "grand welcome back" support campaign, according to Primus Robinson, national R&B promotion director for Atlantic.

Initially, Atlantic's radio promotion for the album has been aimed not only at the R&B market, Robinson said, but also at MOR and AOR stations. Top 40 stations have also been targeted for the Charles campaign with the forthcoming single release from the album, "I Can See Clearly Now."

Atlantic has also launched an extensive merchandising and advertising campaign to support the album. Custom-made 2x2 styrofoam displays and print posters

featuring the album cover have been distributed to retailers for in-store showing.

Besides solo merchandising and advertising for "True To Life," Atlantic plans to prominently include the album in its upcoming "Soulstastic Presentation" campaign, scheduled to begin November 15, according to Robinson.

The "Soulstastic Presentation" which will include Atlantic artists, The Temptations, Roberta Flack, The Spinners and The Trammps, is planned as a comprehensive marketing campaign geared towards Christmas sales, Robinson said.

### Radio Ads

In conjunction with the multiple advertising spots featuring "True To Life," Robinson stated that solo radio ads for the Charles album are currently being aired, with solo print ads to follow in the consumer press after Christmas.

Television appearances and a concert tour have also been slated to support the new album. Charles began touring November 4, and has dates scheduled through December. On television, Charles appeared as a guest host on "Saturday Night Live" November 12, and the singer is also slated to perform on NBC's Thanksgiving Day Special, "The Beatles Forever," as well as on "The Barry Manilow Special Featuring Ray Charles," set for ABC on January 16.

## Thiele, Jazz Prod., Is Signed by CBS

NEW YORK — Veteran jazz producer Bob Thiele has been signed to a production and artist acquisition arrangement with CBS Records.

Thiele's Frankenstein Productions, Inc., under the terms of the agreement, will produce selected artists for CBS and scout new talent for the label. However, Thiele is free to produce acts on other labels through his Frankenstein company.

Artists produced by Thiele have included John Coltrane, Duke Ellington, Louis Armstrong, and Pharoah Sanders. Thiele has also founded the Signature, Jazz, and Flying Dutchman record labels.

In another jazz-related development CBS began its "Winning Season of Jazz" marketing campaign to support 22 jazz albums recently released on Columbia, Epic and the Associated Labels. Included in the series are seven albums comprising the initial releases of Columbia's Contemporary Masters Series, featuring performances by Charlie Parker, Miles Davis, Lester Young and Gerry Mulligan.

## MCA Records Div. Sales And Profits Down In 3rd Qtr.

LOS ANGELES — MCA Inc. has reported the second highest income and earnings per share of any quarter in the corporation's history, although the record and music publishing division's operating income was down more than 50% in both the third quarter and first nine months of 1977.

During the third quarter, operating income for the record and music publishing division was \$1.68 million, down \$1.93

(continued on page 58)

## Artists On The Air

**Crystal Gayle** will kick off a series of three TV appearances when she performs on "The Wayne Newton Special" on Thanksgiving. Other shows she will appear on include the "Dean Martin Christmas Special" on December 18 and "Dick Clark's New Year's Rockin' Eve '78" on December 31.

Also appearing on "Dick Clark's New Year's Rockin' Eve '78" will be **Shaun Cassidy, KC And The Sunshine Band, The Ohio Players** and **Johnny Rivers**.

**Mac Davis** is set to host his own Christmas special "Mac Davis... I Believe In Christmas" on December 7 on NBC. Davis will be joined by **David Soul** and **Engelbert Humperdinck**.

**Chuck Mangione's** performance at the 7th Annual Las Vegas Entertainment Awards program at the Aladdin Theatre in Las Vegas will be aired December 4 as an NBC special.

**Average White Band, Heatwave, Gato Barbieri, Alan Price, Ronee Blakely, J.J. Barrie** and **Crystal Gayle** will be guests on the Midnight Special Nov. 18 when the show is hosted by **The Spinners**.

**David Cassidy** will make his first public singing appearance in three years when he performs on the "My Three Sons-Partridge Family Thanksgiving Reunion" special on ABC on November 25.



**DONNA SUMMER GETS SILVER** — Casablanca artist Donna Summer was presented a silver record award by the British phonographic industry for "Down Deep Inside (Theme From The Deep)." Pictured at the award ceremony are (l-r): Walter Woyda, managing director, Pye Records; Ron De Blasio, Summer's manager; Mauri Lathower, vice president of international for Casablanca; Summer; Louis Benjamin, chairman of the board, Pye Records; and Robin Taylor, general manager of Pye Records.



Alfano

Charne

Collins

Applegate

**Alfano To E/A** — Sammy Alfano has been appointed as national singles promotion director at Elektra/Asylum Records. Alfano, an independent promotion man for the past year, worked for four and a half years as national singles promotion director of ABC Records. **Charne Appointed** — Epic/Portrait/CBS Associated Labels has announced the appointment of Jim Charne as director, product management, east coast, Epic/Portrait/CBS Associated Labels. He joined CBS Records in 1969 as one of the original CBS College reps, located in Madison, Wisc. In 1972 he was appointed the first Epic local promotion manager in Minneapolis, and was responsible for all promotional activities for Nebraska, Minnesota, North and South Dakota, and Iowa. In 1973 he came to New York as an Epic product manager, and in July of this year was promoted to associate director, product management, E/P/A. In addition to his E/P/A responsibilities, he is nearing the completion of his J.D. degree at New York Law School.

**Collins To Polydor** — Polydor Inc. has announced that Jim Collins has been appointed national singles promotion manager for Polydor Inc. Prior to his appointment at Polydor, he was program director for WPGC AM & FM radio located in Washington, D.C., for three years. He also worked at the station as a D.J. for two years before being appointed program director.

**Applegate Named At Ariola** — Ariola Records announced that Bobby Applegate has been appointed vice president, director of album promotion and artist relations. He got his start in the record business doing regional promotion for Dot Records, worked with ABC, and most recently was national promotion director for Island Records.

**Sidoti Named At Fox** — 20th Century-Fox Records has announced the appointment of Rick Sidoti as manager of new artist development.

**Appointments At ABC** — ABC Records has announced the formation of a new west coast promotion team. In all, there are five appointments. Lou Galliani will be regional director of promotion and sales, west coast. John Bettencourt, Bob Galliani, Fred Zaehler, and Mike Brannen all have been appointed individually to the position of promotion and sales manager. Bettencourt's area of responsibility encompasses Los Angeles, San Diego, and Phoenix. Bob Galliani will be in charge of the San Francisco and northern California areas. Zaehler takes over the Seattle, Portland, and greater northwest areas. Brannen has been assigned the Denver area. Lou Galliani was previously west coast regional promotion manager for Elektra/Asylum Records. Bettencourt previously was an ABC promotion



Sidoti

L. Galliani

Bettencourt

Zaehler

manager in San Francisco. Prior to joining the company, he was music director for radio station KLIV in San Francisco. Bob Galliani was formerly a local promotion manager for Warner Bros. Records. Based in San Francisco, he held the position for four years. Zaehler previously covered the Seattle area as part of Elektra/Asylum Records' promotion team. Brannen has been involved in sales and promotion at ABC Records for nearly four years.

**Slaughter Appointed At CBS** — CBS Records has announced the appointment of Vernon Slaughter as director/jazz & progressive music marketing. He joined CBS Records in 1970 as a college representative. In 1973, he was promoted to local promotion manager for the Baltimore/Washington and Virginia areas. Most recently, he was associate director of album promotion/special markets, New York.

**Alexander Upped At ABC** — ABC Records has announced the appointment of Phil Alexander as project manager, marketing and creative services, ABC. He was previously assistant to the president in ABC's international division, a position he held for two years. Prior to joining ABC, he was international editor for **Cash Box** magazine.

**Appointments At Polygram** — Polygram Corp. has announced the appointments of Ruth Ennis as vice president/personnel and Peter Dordal to vice president/tax. Ennis joined Polygram Corp. in 1974 as director of personnel. Prior to that she had been with Helena Rubenstein for 12 years as manager of employment and personnel. Dordal started with Polygram Corp. in 1976 as director of taxes. He came to the group after three years as director/tax compliance for CBS, a position he filled after 10 years of working in all phases of taxation.

**Scull To Private Stock** — Private Stock Records announced the appointment of Bill Scull to handle midwest regional promotion for the label. Prior to joining Private Stock, he handled midwest promotion for Arista Records for two and a half years.

**Rodriguez Named At Casablanca** — Casablanca Record and FilmWorks has announced the appointment of Ruben Rodriguez to handle northeast regional promotion for the label. He comes to Casablanca from Motown Records, where he was responsible for their northeast regional promotion.



Brannen

Slaughter

Alexander

Ennis

**UA Appoints Hager** — United Artists Records has announced the appointment of John

(continued on page 31)



*Guy Lombardo*

# Country Music Concerts On The Increase In N.Y. Area

by Phil DiMauro

NEW YORK — Live performances by country artists have become increasingly popular in the New York metropolitan area, and many observers feel that their popularity will continue to grow. The potential of country music in New York remains a controversial issue, however, and major figures on the local concert scene continue to exhibit differences of opinion on the future

## Musicians Union Expected To Sign Wage Pact Soon

NEW YORK — A new contract between the American Federation of Musicians and the recording industry, boosting the musicians' wages 15% over a two-year period, is expected to be ratified before the end of November, according to union and industry sources.

Under the terms of the new contract, the present \$110 session scale will increase by 10%, effective November 1. In November, 1978, the session wages will rise an additional five percent.

Copyists are slated to receive a 15% wage hike for the first year of the new contract, followed by another five percent during the second year. Health and welfare payments to copyists are scheduled to rise to \$2.75 per day.

For musicians, health and welfare payments will rise to \$3.50 per session, and for arrangers, the payments will increase to \$2.25 per composition.

The new contract also includes provisions for a \$50 payment to personnel who are required to stay overnight during out-of-town sessions. If they return home the same day, the payment is \$35.

In addition, record companies transferring a movie soundtrack to vinyl will be required to pay the musicians involved in the original recording within 45 days of the album's release.

development of country concert audiences in the New York area. Agents and managers of country artists also differ on the importance of playing in this market to their artists' careers.

At present, most of the activity in live country music in the metropolitan area is found in clubs of 500 seats or less. In Manhattan, the Lone Star Cafe and O'Lunney's specialize in country programs, while the Bottom Line and the Other End each have showcased several country acts over the past year. Outside the city limits, the Blue Ribbon Inn in Hillside, New Jersey has prospered with a mixture of Nashville acts, local country talent and country rock.

Country music has yet to move into the area's larger theaters in a big way, though there are notable exceptions. In Manhattan, Carnegie Hall hosted a sold-out quadruple bill on May 17, 1977, featuring Roy Clark, Freddy Fender, Hank Thompson and Don Williams. James Nederlander and Jim Halsey, promoters of the event, have scheduled a November 28 show at the venue with Mel Tillis, Donna Fargo, the Oak Ridge Boys and Alvin Crow, with a concert featuring the same bill as the May show scheduled for February 1978. In Lake Success, New Jersey, 45 miles from New York City, Lt. Cornine of the Fraternal Order of Police (F.O.P.) Lodge #18 has successfully promoted 17 country concerts over the past four years. The 1600-seat Roxbury High School auditorium has supported two-show nights with Conway Twitty, Loretta Lynn, Crystal Gayle, Ronnie Milsap, Tammy Wynette and Ray Price. A bill featuring Billy "Crash" Craddock and Bill Anderson has already sold out several weeks in advance.

Great Adventure, an amusement park in New Jersey, also held several country concerts over the summer.

### Country Radio In N.Y.

Among country music's staunchest advocates in New York are the executives of

(continued on page 57)

## UPCOMING INDUSTRY CONVENTIONS

Gospel Music Association	Nov. 28	Nashville
Australian Music Expo	Dec. 8-11	Sydney
NARM Regional Meeting	Jan. 11	San Francisco
NARM Regional Meeting	Jan. 12	Seattle
NARM Regional Meeting	Jan. 16	Los Angeles
MIDEM	Jan. 20-26	Cannes, France
34th Annual Amusement Trades Exhibition	Jan. 24-26	London
Secondary Radio Conference	Feb. 3-4	Birmingham, AL
NARM Regional Meeting	Feb. 7	Washington, D.C.
NARM Regional Meeting	Feb. 9	New York City
NARM Regional Meeting	Feb. 16	Dallas
NAIRD	Feb. 17-19	Burlingame, CA
NECAA 18th Annual Conv.	Feb. 22-26	New Orleans, LA
Secondary Radio Conference	March 19-20	San Luis Obispo, CA
International Country Music Festival	March 25-27	Wembley, England



**GOIN' DANCING** — Epic recording artists The Jacksons were recently honored at a party thrown by CBS Records at Studio 54 in Manhattan. The occasion was the release of "Goin' Places," the Jacksons' latest album. Pictured at the party are (l-r): Lennie Petze, vice president of A&R for Epic Records; Bruce Lundvall, president of CBS Records division; Michael Jackson; and Walter Yetnikoff, president of CBS Records Group.

**EAST COASTINGS — VOICE OF THE VOICE** — At a recent New York luncheon thrown by the *Village Voice* for record company staffers and media people, jazz critic Gary Giddins and rock critic Robert Christgau of the *Voice* had some rather unkind things to say about the labels' A&R policies. Giddins noted that, due to the recent resurgence of public interest in jazz, many manufacturers have jumped on the bandwagon, releasing commercially palatable LPs which he said were only remotely related to jazz. He also pointed out that, despite the critical acclaim for certain new jazz releases, the companies have not promoted those albums as much as they do pop discs which have received the same favorable reaction.

When a guest responded to Giddins' charges, insisting that the labels themselves had created the current acceptance for jazz, Christgau, then in front of the mike, replied that this statement was nonsensical. "All of us here know that there's an enormous amount of inertia at the record companies," he said. "They spend an enormous amount of time and money promoting what is already established, and show a great deal of fear about music that is unknown."



**DOZIER AT QUEEN'S PARTY** — Motown writer-producer Lamont Dozier was a guest at a recent London party to launch Queen's new album "News Of The World," and is seen here with Queen members Freddie Mercury (l) and Roger Taylor (r).

Christgau was then challenged by another guest, Paul Livert of CTI, who said he thought that a large percentage of the *Voice's* readership consists of "closet hippies" who "want to be a part of the scene by osmosis." Implying that the *Voice* was catering to this element by focusing on "purist" music, he asked whether or not any consideration was being given to albums (like many on the CTI label) which fall into a "gray area" between traditional and avant garde jazz.

Christgau answered with the observation that, although he feels that most people who write on this musical area (and perhaps the listeners as well) are fools, the *Voice* does cover it to some extent.

At this point, mercifully, the *Voice's* advertising manager stepped up to the mike to explain that the interchange everyone had just witnessed was merely another demonstration of his newspaper's utter honesty. Everyone clapped, and peace was restored once more. Moral: If you're going to insult your advertisers, feed them well first.

**CHUCKIE, SPARKY & PEPE** — Fans at the Bottom Line received a minor shock when New York Yankee relief pitcher Sparky Lyle jumped on the stage during a recent performance by Chuck Mangione. Sparky traded his baseball cap for Chuck's characteristic flat-brimmed hat, and Chuck completed his concert in Yankee gear. Despite the fact that Lyle won the Cy Young award for his performance this year, he was in complete awe of Mangione's trumpet and flugelhorn artistry: "If I could pitch like this guy plays, I'd be hell."

jazz fan Lyle told the audience. Incidentally, Lyle and Mangione weren't the only ones who were doing hat-switching last week. *Daily News* sportswriter Phil Pepe, a friend of Mangione's who brought Lyle to the show, also had a review of the concert placed in the paper.



**THE GONG SPEAKS** — My Father's Place in Roslyn, Long Island will institute a novel form of club entertainment with the debut of "Will The Real Gong Show Please Stand Up" on Tuesday, November 29. The panelists' names promise a fine evening of entertainment: Flo & Eddle have pledged their services, with probable appearances by Patti Smith, various WLIR-FM air personalities and Long Island rock critics. The management promises a full, professional production, with all talent auditioned beforehand. Peter Massey, who worked on "The Gong Show" on the west coast, will be assistant producer of the event, and Doug Katsorlis, musical director of the current Broadway production of "Hair," will lead the orchestra. There will be a \$50 prize for the best act, with the same amount of cash going to the worst. If the event proves successful, the management of My Father's Place hopes to be gonging monthly.

**KDAY** — The staff of KDAY radio recently hosted its third annual party for record industry personnel and advertisers in recognition of their support for the station during the year. Shown atop the Observatory in Griffith Park where the affair was held are (l-r): Steve Woods, KDAY air personality; Tommy Davis, Casablanca Records, and Gary Price, general manager at the station.

**THE CAPTAIN STALKS AGAIN** — Take heart, beef and music lovers! The one and only Captain Beefheart is now touring the east coast, and he will land at New York's Bottom Line on November 25 and 26. Before then, however, he will headline a concert commemorating the annual festival of the French Socialist Party, to be held at the Paris Hippodrome, November 19. Beefheart's new Magic Band now consists of two guitarists, a bass player who doubles on synthesizer, a drummer and a manager named Harry Duncan who doubles on harmonica. Duncan has been playing harmonica with legendary Chicago blues pianist Sunnyland Slim, who is also on the bill with Beefheart for several dates of this tour. Beefheart, of course, will be playing harmonica, soprano sax and singing, and we may soon hear him on an album he recorded nearly one year ago, entitled "Bat Chain Puller." This is the fabled LP that somehow became a British bootleg last year, gaining some enthusiastic reviews with no stock in the stores. Oh well, Captain Beefheart hasn't had the best of luck, but things are now looking up. He's now negotiating for a new label, and though Polydor has been the company most often mentioned in rumors, we haven't gotten any final word as yet.

**MORE IN THE PRECIOUS AND UNRELEASED DEPT.** — The debut album by Taxi, led by ex-Ten Wheel Drive vocalist Genya Ravan, was unveiled last week at a reception at Media Sound Studios in New York. Highlighted by Ravan's "Aye Colorado," on which Lou Reed is co-vocalist, the LP also includes cover versions of the Supremes' "Back In My Arms Again" and James Brown's "I'll Go Crazy." Expo Music, a production company which is jointly owned by Media Sound and TWM Management, is currently looking to place the finished master with a label. Ms. Ravan, who has been heavily involved in production of late (Dead Boys), will definitely be out on the road with her new band. "Once a performer, always a performer," she quipped. . . . By the way, "Back In My Arms Again" is also featured on the B-side of The Jam's new British EP, "The Modern World." The proliferation of 1960s remakes continues to amaze. . . . Could Arthur Murray ever teach Mrs. Miller to do the

(continued on page 16)

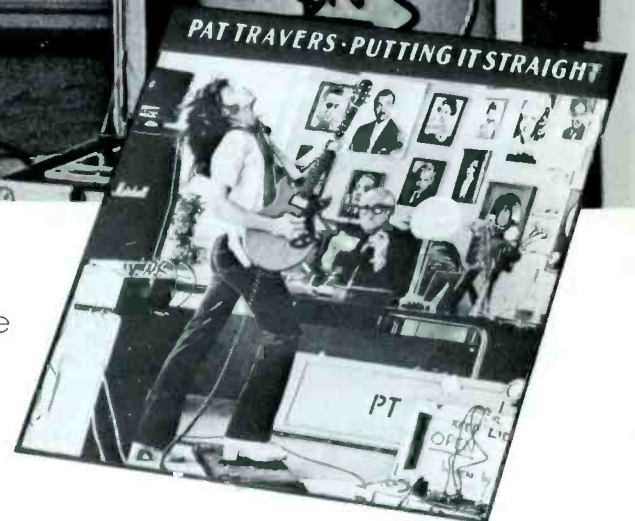
# PAT TRAVERS IS MAKIN' MAGIC AGAIN BY PUTTING IT STRAIGHT.



Watch out for this one. In its first week it's already burning up the airwaves in San Francisco, Portland, Austin, Miami and Dallas. And this power guitarist is going to overpower everybody. "Putting it Straight" really puts it straight. Pat Travers writes it.

Sings it. And he really plays it. All the excitement that started with his previous album "Makin' Magic" is accelerated here just to prove that rock and roll and great guitar isn't dead. It's alive and well and truly great in the person of Pat Travers.

## PAT TRAVERS IS "PUTTING IT STRAIGHT" ON POLYDOR RECORDS & TAPES.



PD-4-6121

## Label Release Announcements

### Record Plant, Int'l Talent Consultants Form New Label

NEW YORK — Hologram Records, a new record company, has been formed as a joint venture by the principals of Record Plant Studios and the executives of International Talent Consultants Corp.

Abe Silverstein, treasurer of Record Plant Studios, has been named Hologram's chairman of the board. Joe Greenberg and Alfred Schweitzman, co-founders of International Talent Consultants, have been selected as, respectively, president and executive vice president of the new label.

Additionally, Roy Cicala, owner and president of The Record Plant, will be executive producer for Hologram, and Irv Stimler, formerly associated with MGM Records and Decca Records, will serve as the label's director of marketing.

Hologram Records' offices are located at 888 Seventh Avenue, New York, N.Y. 10019. The telephone number is 212-245-8170.

### Preston, Wakeman LPs Top New A&M Roster

LOS ANGELES — Billy Preston's "A Whole New Thing" and "Rick Wakeman's Criminal Record" lead the list of new LPs from A&M Records.

A&M has also released a series of greatest hits albums, including "Captain & Tennille's Greatest Hits," "Joe Cocker's Greatest Hits," "The Best Of Joan Baez" and "Hoyt Axton Road Songs."

New jazz LPs on the Horizon label include "Live" by Thad Jones & Mel Lewis, "Enhance" by Billy Hart and "The Golden Number" from bassist Charlie Haden. Also on Horizon is "You Can't Go Home Again" by Chet Baker.

### Doucette Debut LP Out

LOS ANGELES — The debut LP from Doucette, "Mama Let Him Play," has been released by Mushroom Records.

### Skynyrd Single Due

LOS ANGELES — "What's Your Name," a single written by Gary Rossington and Ronnie Van Zant, is set for release from Lynyrd Skynyrd's "Street Survivors" LP on November 14.

## LOOKING AHEAD

- 101 **PEG**  
(ABC/Dunhill Music Inc. — BMI)  
STEELY DAN (ABC AB 12320)
- 102 **SWEET MUSIC MAN**  
(Jolly Rogers Pub. Co. — ASCAP)  
KENNY ROGERS (United Artists UAST-18848)
- 103 **JUST FOR YOUR LOVE**  
(Pennetford Music — ASCAP)  
THE MEMPHIS HORNS (RCA PB 11064)
- 104 **BREAKDOWN**  
(Skyhill Publishing Co., Inc. — BMI)  
TOM PETTY & THE HEARTBREAKERS  
(SR-62008)
- 105 **CRYIN' IN MY SLEEP**  
(Canopy Music, Inc. — ASCAP)  
ART GARFUNKEL (Columbia 3-10608)
- 106 **YOU DON'T HAVE TO SAY YOU LOVE ME**  
(Miller Music Corp. — ASCAP)  
FLOATERS (ABC AB 12313)
- 107 **WHAT'S YOUR NAME**  
(Duchess Music Corp./Get Loose Music Inc. — BMI)  
LYNYRD SKYNYRD (MCA 40819)
- 108 **WRAP YOUR ARMS AROUND ME**  
(Sheryllyn Pub./Harrick Music — BMI)  
KC & THE SUNSHINE BAND (TK 1022)
- 109 **STREET CORNER SERENADE**  
(Muscadine/Xaignon/Yo' Mama's — BMI)  
WET WILLIE (Epic 50478)
- 110 **OOH BOY**  
(May Twelfth/Warner-Tamerlane — BMI)  
ROSE ROYCE (Whitfield/WB 8491)

### New Zombie Label Features New Wave

LOS ANGELES — Zombie Records, a new label featuring New Wave artists, has been formed by Scott Shannon, senior vice president of Ariola Records. The new label will be distributed by Ariola.

"This is a crucial phase in the development of Ariola," Shannon said. "We're taking a different attitude toward New Wave than most other labels which have shown interest in the phenomenon. Zombie will be dedicated to great rock n' roll and nothing less. New Wave has been mishandled and misunderstood — it's simply rock music made exciting by a whole new attitude."

Shannon will assume the duties of general manager of the label while Don Waller, former editor of Back Door Man magazine, has been appointed director of promotion and marketing. Pam Turbov, who has freelanced for a number of rock publications, will be the new label's director of publicity and public relations.

### Baccara Duo Signed By Manhattan Records

LOS ANGELES — Spanish recording duo Baccara recently signed with Manhattan Records and has released a single, "Yes Sir, I Can Boogie."

### McWilliams' Debut Out

BERKELEY — Singer Paulette McWilliams' debut album "Never Been Here Before" has been released on Fantasy Records.

### Flo Lacey Releases 1st Single On Krugerrand

LOS ANGELES — Krugerrand Records, a new label formed by Trustin Howard and Jeff Mercer, has signed Flo Lacey and released her single "Bluebird" b/w "What's Expected Of Me Now" as the label's first record.

## Looking Back

- 1 Year Ago Today (11/20/76)
  - 18 albums debuted with bullets on the CB LP chart, the highest number so far in 1976
  - RCA Records entered into a deal with Clarence Avant's Tabu Records
  - Mercury was ready to release its EmArcy jazz series
  - Jerry Wagner was named vp/gm at CTI Records
  - David Geffen was named executive assistant to Steven Ross at WCI
  - NBC halted its all news NIS format
- 5 Years Ago Today (11/18/72)
  - London Records released its Orphic Egg series
  - Jack Kernan was named national sales manager of RCA Records
  - Ernest Gilbert was appointed associate prod. mgr. for Odyssey & Masterworks
  - Sandy Gibson was named account exec at Gibson & Stromberg
- 10 Years Ago Today (11/18/67)
  - Capitol Records and Audio Devices merged
  - Bill Gallagher joined MCA's entertainment division in a marketing post
  - Mel Bly joined Viva Records as vice president
  - Procol Harum played their first date at New York's Filmore Auditorium
  - Fontana Records signed Helen Reddy to a recording contract
- 15 Years Ago Today (11/17/62)
  - Dion signed with Columbia
  - Roy Acuff was named to the Country Music Hall of Fame
  - The Isleys were awarded a gold record for "Twist And Shout"
  - Atco Records picked up distribution on a Volt Records master

(continued on page 14)

hustle? Producers Robby Adcock, Joe Long and Jim Ed Norman promise that their upcoming single, "Mrs. Stein Goes Disco," will be even more outrageous. In the course of her performance of "The Worst That Could Happen," Mrs. Stein flutters through "Turn The Beat Around," "You Should Be Dancing," and "I Could Have Danced All Night."

**SHORT LINES** — The **Shirts** have been signed to Capitol Records in the U.S. and EMI Records in England... Windsong Records, distributed by RCA, has signed famed rock 'n' roller **Jimmy Thudpucker**, known to America through his trials and tribulations as a character in the comic strip, *Doonesbury*. The label promises that the album, "Greatest Hits," although as yet unrecorded, "has already been hailed by critics as a possible masterpiece." All kidding aside, with **Steve Cropper** and **Booker T & the MGs** involved in production and performance, it's quite possible... Atlantic artist **Narada Michael Walden** will begin a U.S. tour November 18 in Cleveland, Ohio, playing several dates with the CBS All-Stars...

phil dimauro & ken terry

**POINTS WEST** — **A BLUE MOVE** — **Elton John**, during his Nov. 3 concert at London's Empire Pool, said he is giving up touring. "It's been a painful decision to me whether to carry on touring or not," Elton told the 7,000 fans, "but I have made the decision and this is going to be the last show"... On the lighter side of the announcement, someone later asked about Rocket recording group **China**, who opened the show that night for Elton. "How is China doing in England?" The tongue-in-cheek reply was, "They were so good, Elton announced he was quitting halfway through his show." China consists of some of the members of Elton's former backup band... Coincidentally, Elton was a guest for two days last week on the **Mike Douglas Show**, where he discussed his career, some of his personal life and the record business. He said although he was influenced by such early greats as **Little Richard**, **Fats Domino**, **Jerry Lee Lewis** and **Ramsey Lewis**, it was **Leon Russell** and **The Band** who revolutionized his style. To those who have accused him of being materialistic, he said it is true but came about because, as an only child, he was forced to substitute "things" for brothers and sisters. Of the record industry, Elton said it has been taken over by "lawyers and hideous accountants" who he feels are making the wrong decisions too often. "The record industry, at this moment, is disgusting." He added that he is "into cleaning" and his idea of a good time is "a dirty table and a can of Pledge"... Another article on **Debbie Boone**'s "You Light Up My Life" success appears in the Nov. 15 issue of *US* magazine. *US*, however, did not mention **Cash Box** in connection with the record, as did *People* in its recent story... Debbie and her father, **Pat Boone**, sing for the first time in the same film, "Lassie, My Lassie"... UCLA's department of communication studies is hosting a panel Nov. 15 titled "How Publicity Manipulates the Media." Guest panelists include **Allen Levy**, publicist for A&M Records, **Elliot Sekuler**, of Solters & Roskin, and **Fred Bronson**, from NBC-TV's publicity department.

**STAR WARS** — Perhaps as an attempt to outdo the cover of **Ringo Starr**'s "Goodnight Vienna" album, for which he chose a still from the 1951 science-fiction classic "The Day the Earth Stood Still," **Queen**'s new "News of the World" features an adaptation of the cover of the Oct. 1953 issue of *Astounding Science Fiction* magazine. That cover was painted by **Frank Kelly Freas**, known as the Norman Rockwell of science fiction, who also created some of the famous covers for *MAD* magazine during its "golden years" of 1955-1962. Just by accident (?), Freas will have a showing of his science-fiction art Nov. 25 in Norfolk, Virginia, the same day Queen is scheduled to come through town... If anyone is wondering whether the "Sheer Heart Attack" cut on the new Queen LP is the title cut from the group's album of the same name a few years back, it isn't. But Queen fans already know that is simply because



**BEAUTIFUL DOWNTOWN BURBANK** — Warner Bros. Records' headquarters in Burbank recently was presented an award for superior landscaping by Los Angeles *Beautiful*, a local civic group. Pictured (l-r) are: Ed Thrasher, Warner Bros. art director; actress Jane Wyatt and Quincy Jones, the architect whose firm designed the building.

there was no title cut on that album... While rehearsing in Fayetteville, Ark. for his first solo tour, **Levon Helm**, of the Band, was presented with a city flag by the mayor. The tour, which began Nov. 11, will travel through 26 cities in 19 states ending Dec. 31 at the New York City Palladium... The ultimate crossovers? English folkie **Cal Stevens** is getting airplay on Detroit's R&B stations on his "Was Dog A Doughnut," while **Crystal Gayle**'s "Don't It Make My Brown Eyes Blue" is reportedly being added at some R&B stations.

**INTERNATIONAL GOLD** — WEA International hosted a celebration at Chasen's where gold and platinum records were presented to WEA artists for their worldwide sales. The highlight of the event was the presentation to the Eagles' "Hotel California," which has sold two million copies outside the U.S. **Nesuhi Ertegun**, chairman of WEA International, said it was a tremendous achievement and the high point of his career. Eagle **Don Henley** was present and received a tumultuous ovation when he told the WEA representatives from around the world, "This is the highlight of my career and all I can say is that we will double those figures next year"... A Santa Monica Superior Court judge has ruled that the five children of **Bob** and **Sara Dylan** must live with Sara, for the present. The court, however, has appointed a psychiatrist to evaluate the custody situation and set a hearing for Dec. 1... As far as the Dylan's \$20 million property settlement, it appears it will be split 50/50... Bob, meanwhile, may begin a tour of the U.S., Australia and Japan Feb. 1, *Starship* reports, designed as a money-maker. No supporting line-up has been set, but it will not be the Rolling Thunder Revue...

**ALL THINGS DO NOT NECESSARILY PASS** — A motion for a partial new trial in the plagiarism case of Bright Tunes Music vs. **George Harrison**, has been filed in New York Federal Court by the plaintiff. Harrison was convicted last year of "unconsciously plagiarizing" the music to "He's So Fine" for his 1970 hit "My Sweet Lord." The plaintiff seeks to reverse the decision that the plagiarism had been unintentional... When the box office at the Inglewood Forum opened at 10 a.m. Nov. 7, there was an estimated crowd of 10,000 on hand waiting to buy tickets for **Rod Stewart**'s Dec. 12 and 13 concerts. By 11:30 a.m., virtually all of the tickets had been sold, so a Dec. 14 concert was added. By 3:45 that afternoon, approximately 35,450 tickets for the three shows had been sold. It is reported to be a record sellout. Attempts were made to add a fourth show, but the Forum was previously booked for Dec. 15. The promoters are looking to other venues... **Wolf & Rismiller** concert promoters will present the **L.A. Philharmonic Orchestra** Nov. 20, under conductor **Zubin Mehta**, in a tribute to "space music" from "Star Wars" and "2001: A Space Odyssey" among others. It is the first classical concert sponsored by W&R... One week later, Nov.

(continued on page 20)



A Leader, An Innovator, A Friend  
JOEL FRIEDMAN

May 4, 1925  
November 8, 1977



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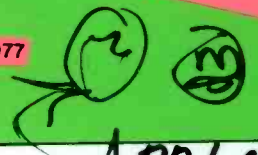
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## Prelude Starts Push On Several New Acts

NEW YORK — Prelude Records will launch a concentrated promotion and marketing push on a number of new artists signed over the past few months.

Marvin Schlachter, president of the eight-month-old label, said the focus of the push will be new LPs by Prana People, Sine, and Silk, which was one of the label's three original acts. Other recently-signed acts include Mastermind, Bill Brandon, and Lorraine Johnson.

## RATW Ups Volume

LOS ANGELES — *Rock Around The World* will increase its national newspaper circulation base to over 155,000 copies (effective Jan. 1), according to publisher, Daniel Lipman. The paper is tied in with 160 radio stations featuring the weekly RATW radio syndication.

## Big Sound Picks Dist.

WALLINGFORD, CT — Big Sound has signed Pickwick International to be its distributor in the Atlanta area.

(continued from page 16)

27. **Henry "the Fonz" Winkler** joins Zubin as a special guest for a low-price Thanksgiving Family Picnic Concert at the Bowl. Winkler will narrate "Peter And The Wolf."

**WAVE NEWS** — A big week for new wave with the release of new albums by the **Sex Pistols** and the **Ramones**. . . KSJO in San Jose has instituted a program of new wave music and interviews every Sunday night from 10 p.m. to midnight. A regular feature of the show is the "New Wave Top 10." . . . **Marina Del Rey**, of new wave group **Backstage Pass**, came to the Starwood with powers and abilities far beyond those of mortal punks. And who, disguised as **Joanne Russo**, mild-mannered reporter for *Teen* magazine, fights a never ending battle for truth, justice and new wave. . . The **John Bauer** Concert Company is continuing its efforts to bring punk rock and new wave acts to the Pacific Northwest. . . Blue Note artist **Noel Pointer** is co-authoring a Broadway play with **Mickey Grant**, who wrote "Don't Bother Me, I Can't Cope." While in UA's L.A. office, Pointer, a violinist, played a new tune, "Stardust Lady," on the piano in the publicity department for **Iris**, of that department. . . *Starship* also reports a terrific trio comprised of **Linda Ronstadt**, **Dolly Parton** and **Emmylou Harris** may record an album. "Wildflowers," the title song, apparently has been written by Dolly. Studio time has been booked for December in Los Angeles. . . **Rudolph Nureyev** will join "The Muppet Show" for a great appearance in which the famous ballet dancer will perform "Swine Lake" with a six-foot ballerina Muppet pig. Coming up on the show later in the season will be **Elton John**, **Steve Martin**, **Judy Collins** and **Petula Clark**, among others. . . **Bobby Vinton** gets his star on the Hollywood Boulevard Walk of Fame Nov. 16, which has been declared "Bobby Vinton Day" by **Tom Bradley**, mayor of Los Angeles. . .

**WINGS INTO SPACE?** — **Gene Roddenberry**, currently at work on the new version of *Star Trek* for Paramount studios, says he has delivered the first draft of a screenplay story to **Paul McCartney** for **Wings**, although he doesn't say what it's about. . . **William Shatner**, who will be recreating his famous role as Capt. Kirk in the series, is set for a spring tour of college campuses with new material. . . **Aaron Russo's** "Star Spangled Night For Human Rights" at the Hollywood bowl in mid-September raised \$118,853 for the "Save Our Human Rights" foundation, a San Francisco-based gay rights organization. The gross for the show, which starred **Bette Midler**, **Lily Tomlin** and **Richard Pryor**, was about \$350,000. . . Casablanca artists **Village People** and **Patti Brooks** head out on separate "disco hops," or tours to discos, as well as concert settings. . . The **Crusaders**, now playing together for 27 years, return to their home town of Houston Nov. 15 to play Hofheinz Pavilion. It will be both the 50th anniversary of Wheatley High School, alma mater for some of the Crusaders, and the 30th anniversary of Texas Southern University. . . **Valentine**, a new group on RCA featuring **Sylvester Stallone's** kid brother **Frank**, is finishing recording its first album in Sommerville, N.J. The band will appear in Stallone's latest picture, "Paradise Alley". . . The months of speculation have ended. BASF has, in fact, opened a coating, slitting and compact cassette loading facility near Djakarta, Indonesia. . . **LeBlanc** and **Carr** were almost busted and their show almost cancelled while in the tri-city area of Alabama. The city they were in, Florence, is a dry city, so the 6-pack some friends left in the pair's dressing room was found by some policemen and caused the ruckus.

**NEW PANTHO** — Country recording artist **Freddy Fender** will portray **Pancho Villa** in the upcoming film "She Came to the Valley" by Max Youngstein. It is said to be the first time a Mexican-American has played the role in a major American film and Fender says he hopes to project Villa as a soldier and national hero, rather than the bandit he is usually seen as. . . **Bonnie Raitt** celebrated her 28th birthday last week at the Troubadour. Although she said she does feel a little older now, she still thinks in terms of "us" vs. "them". . . **Shaun Cassidy** will give away the bride when his mother, **Shirley Jones**, marries producer **Marty Engels** Nov. 13. Shaun is the son of the late **Jack Cassidy**. . . Best of luck to **Jeff Weber**, who leaves **Cash Box** to try his hand as a record producer. . .

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## Alleged Record Pirate Is Warned By Court

LOS ANGELES — Joseph Martin, an official of the National Music Company, the Tape Company and Pearl Music Company, Inc., has been fined \$7,500 plus court costs in a copyright infringement case. Martin was found guilty of violating permanent injunctions barring him from unauthorized duplication of sound recordings produced by seven record companies.

U.S. District Court Judge Irving Hill warned Martin that he would probably be sent to jail if he further disregarded the court's decree.

The injunctions against Martin were obtained last year by Capitol, ABC, CBS, MCA, RCA, Warner Brothers and Atlantic.

## 'Polaroid Art' Is Explained In A New Publication

LOS ANGELES — Dominic Sicilia has authored "Instant Photo/Instant Art" (Price/Stern/Sloan) which describes the process of manipulating a freshly-taken Polaroid photo into an unusual "painting." "Polaroid painting" owes its origin to the liquid Polaroid SX-70 film emulsion which stays wet for at least five minutes after the photo is ejected from the camera. Skillful manipulation of this emulsion (the author recommends a knitting needle or a toothpick) creates art in a highly unique style.



**HIGH INERGY** — Motown's High Inergy ladies recently visited radio station KUTE in L.A. to thank the station's DJ's for programming their hit single "You Can't Turn Me Off." Pictured (l-r) are: Vernessa Mitchell, Lee Bailey, Michelle Martin, Lucky Pierre, Linda Howard, Bill Stevens and Barbara Mitchell.

# JOEL M. FRIEDMAN

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May 4, 1925~November 8, 1977

George Albert and the Staff at Cashbox

### 3 UA Acts Spur Catalog Sales With Recent 45s

LOS ANGELES — Recent singles by Kenny Rogers, Crystal Gayle and Electric Light Orchestra have spurred sales of the artists' catalogs according to a recent report from United Artists Records.

Those singles, "Don't It Make My Brown Eyes Blue" by Crystal Gayle, "Lucille," "Daytime Friends" and "Sweet Music Man" by Rogers and "Telephone Line" by ELO, were credited for the sales increase.

"The hit singles from these artists have not only sold the LPs in which they are contained, but have generated tremendous catalog sales overall for these three acts," said Danny Alvino, vice president of sales for UA.

The **Cash Box** charts currently reflect the popularity of the three UA acts.

Crystal Gayle's "Don't It Make My Brown Eyes Blue" is #3 with a bullet on this week's Pop Singles Chart while her LP "We Must Believe In Magic" is #5 on the Country LP Chart and #35 with a bullet on the Pop LP Chart. Gayle's LP "Crystal" is #32 on the Country LP Chart.

Roger's "Sweet Music Man" 45 is currently #22 on the **Cash Box** Country Singles Chart while his LP "Daytime Friends" is #156 on the Pop LP Chart and #4 on the Country LP Chart. His self-titled album is #14 this week on the Country LP Chart.

Electric Light Orchestra's LP "A New World Record" is #145 this week on the **Cash Box** Pop LP chart. And the group's new single "Turn To Stone" debuted this week at #72 with a bullet on the **Cash Box** Pop Singles Chart.



**JAY FERGUSON AT ROXY** — Elektra/Asylum recording artist Jay Ferguson's recent performance at the Roxy in Los Angeles was taped by KWST-FM for a broadcast in the near future. Ferguson is currently on tour in support of his new LP "Thunder Island." Pictured backstage (l-r) before the show are: Alan Blazek, producer; Ferguson; Don Felder of the Eagles; Debbie Ferguson; Marty Pichinson, Ferguson's manager; Burt Stein, E/A national album promotion director; Sally Stevens, E/A publicity, and Rip Pelley, E/A national artist relations coordinator.

### Piks Opens 4th Sales Office In Cincinnati

LOS ANGELES — Piks Corp., an independent distributor with warehouses in Cleveland and sales offices in Cincinnati, Pittsburgh and Buffalo, will open a fourth sales office at 21415 Civic Center Drive, Southfield, Michigan on Nov. 21.

"After researching the territory for many months, we feel an aggressive independent distributor in Michigan, one that covers all bases in sales, promotion and marketing, is a necessity," said Harvey Korman, co-owner of Piks, announcing the opening.

### NARM Sets Second Phase Of Regionals

NEW YORK — The second half of NARM's scheduled 12 regional meetings is set to begin on January 11 in San Francisco.

NARM meetings are also set for Seattle on January 12, Los Angeles on January 16, Washington, D.C. on February 7, New York on February 10, and Dallas on February 17.

## Marley Injury, Management Problems Keep Reggae In American Music Background

by Mark Mehler

NEW YORK — Reggae music, which to many seemed on the verge of becoming a national movement only a year ago, is currently in a deep slump, leading even reggae's most ardent supporters to question its future in this country.

Among the major reasons for the slump, according to industry sources, are the following developments:

The foot injury incurred by Bob Marley, which forced the cancellation of his 1977 U.S. tour and possibly prevented his latest LP, "Exodus," from becoming reggae's first gold album;

A lack of sustained airplay, caused by a combination of radio reluctance and lack of interest on the part of some national promotion people;

"Unprofessional" management and the unreliability of some of the artists themselves, which have led to cancelled shows and poor relations with booking agents and promoters.

#### In 'Dire Straits'

Lister Hewan-Lowe, recently hired by Island Records to coordinate the Island-distributed Mango label, noted that reggae in America was in "dire" straits. He kept insisting, however, that what was holding reggae back from widespread acceptance was not the music itself, but rather the people involved in it.

"The consumer demand is there," he asserted. "But it's a whole political thing. The biggest problem, I think, is the management . . . (Many of these reggae

groups) are managed by ignorant bleeping rejects . . . there is no coordination between the managers and the record companies."

Hewan-Lowe, from Jamaica, further placed blame on promotion men, particularly the RSO promotion staff (which works Island product). "RSO, they don't give a damn about reggae." As an example, he cited the fact that Andy Gibb was being played on the New York R&B station, WWRL, before the station picked up Marley.

"A little kid walked up to me in the ghetto, and he told me Andy Gibb was a black man. This is where their (RSO) heads are at. It's sad."

Rich Fitzgerald, vice president of promotion for RSO, totally denied these assertions. However, he conceded that the relationship between RSO's promotion team and Island was often less than satisfactory, leading to a termination of the promotion arrangement, effective in December. Island will then begin promoting their own product as they had before the deal with RSO was hatched earlier this year.

#### R&B Route Bombs

Fitzgerald asserted that RSO had achieved "substantial" AOR play on "Exodus," but that Island decided to attempt to break the record by the R&B route. While RSO did have some success at the black radio level, Fitzgerald said, the effort detracted somewhat from the AOR momentum generated earlier.

"But what broke our backs," Fitzgerald lamented, "was that he (Marley) didn't tour. We had it all set up. Everybody (AOR) was playing the record like crazy, then he postponed the tour the first time. We maintained the airplay for months, but when he cancelled the second time, we just couldn't ask radio to keep playing the record forever."

Fitzgerald noted that the problem in attempting to break Marley, or any reggae artist in the R&B market, is that usually, only Top 5 R&B records are able to cross over big into pop. "Exodus," he said, may have been a Top 20 R&B single, but was simply not enough of a "soul record" to go Top 5.

This, coupled with "tremendous resistance" at white rock n' roll stations and certain "tight-formatted" AOR stations, hurt Marley and continues to hurt reggae in general.

#### Punk Pushes Out Reggae

The emergence of "new wave" (punk rock, new rock n' roll) has grabbed the attention of "progressive" programmers, Fitzgerald said, making it even more difficult to get reggae music played. This has been verified by several radio programmers, who noted that the music had been hurt by being labeled "reggae."

While the "punk" label has served as a promotional tool for labels like Sire and A&M, promotion men have found that radio now views reggae as esoteric, non-commercial product.

According to those questioned by **Cash Box**, the circumstances surrounding Marley's ill-fated tour have affected nearly all reggae acts. "Bob Marley didn't tour, so nobody toured this year. You can't break it (reggae) that way," said Hewan-Lowe.

One major reggae artist whose career seems to be floundering is Peter Tosh. According to a spokesman for his label, Columbia, his option has not yet been picked up and may not be. His manager, Ozzie Brown, has no telephone and could not be reached for comment.

However, a spokesman for My Father's Place, a Long Island club that has been holding "reggae nights" once a week for two years, said, "Tosh has not been showing up for his concerts. I think he could be a success if he'd show up."

Going beyond Tosh, the spokesman noted that the club has had great difficulty in booking reggae acts "because they are hard to stage, they don't show up on time, they'll be in Jamaica and get busted the day before a concert. Promoters can't depend on them."

Burning Spear and The Mighty Diamonds, two other well-known reggae bands, have also recently postponed shows at My Father's Place.

#### Marley May Tour

Still, there are a few bright spots on the reggae horizon. Bob Marley, hopefully, will finally tour in 1978. Of course he is unlikely to receive tour support from his label unless he produces a new album first.

Other positive developments include: CBGB's, the New York club known for punk rock, beginning weekly reggae nights; and a new \$1 million Broadway musical, "Reggae," which will debut next spring, featuring Island recording artist Max Romeo as both actor and composer. Producer Michael Butler also hopes to feature music by Bob Marley and other key reggae artists in the show.

Finally, a new movie, "Rockers," featuring the music by Burning Spear, is due shortly. The film will be considerably more "hard core reggae" than Jimmy Cliff's "The Harder They Come," which sparked the reggae phenomenon in America several years ago.

Hewan-Lowe does not envision reggae becoming a major national movement, at least not until it is played on stations like WABC and WBLS, which show no inclination to adopt reggae now or in the near future.

"It's a closed scene, the way it is now. I'm hopeful about changing it, but it's a faddish country, and we've got other fads going on."

### Laser Beams Utilized In New Audio System

NEW YORK — Laser beams have been utilized in a newly developed digital encoding system for audio signals that is expected to revolutionize the juke box industry.

The system, called the PCM laser recorder, was jointly developed by Mitsubishi Electric Corporation, TEAC Corporation and Tokyo Denka Company and has the ability to hold dozens of songs on a single small disc, and select the songs in a short period of time.

By projecting an extremely small laser beam onto the disc, the PCM laser recorder converts segments of sound lasting 1/40,000th of a second into binary pulse code signals, modulates each one into FM digital signals and then records them.

The unit is expected to sell for approximately \$800, and was introduced to the U.S. market on November 4 at the AES meeting in New York City.



**MANGIONE HONORED** — A&M recording artist Chuck Mangione was feted by A&M execs at a party recently to celebrate the fact that he was chosen to perform and write his first feature length soundtrack for an upcoming Hall Bartlett film, "The Children of Sanchez," starring Anthony Quinn. Pictured (l-r) are: Bartlett; Lepitta Ferrer, co-star in the film; Gil Friesen, president of A&M Records; Mangione and Jerry Moss, chairman of A&M Records.

# SAM IS ON THE CASE!

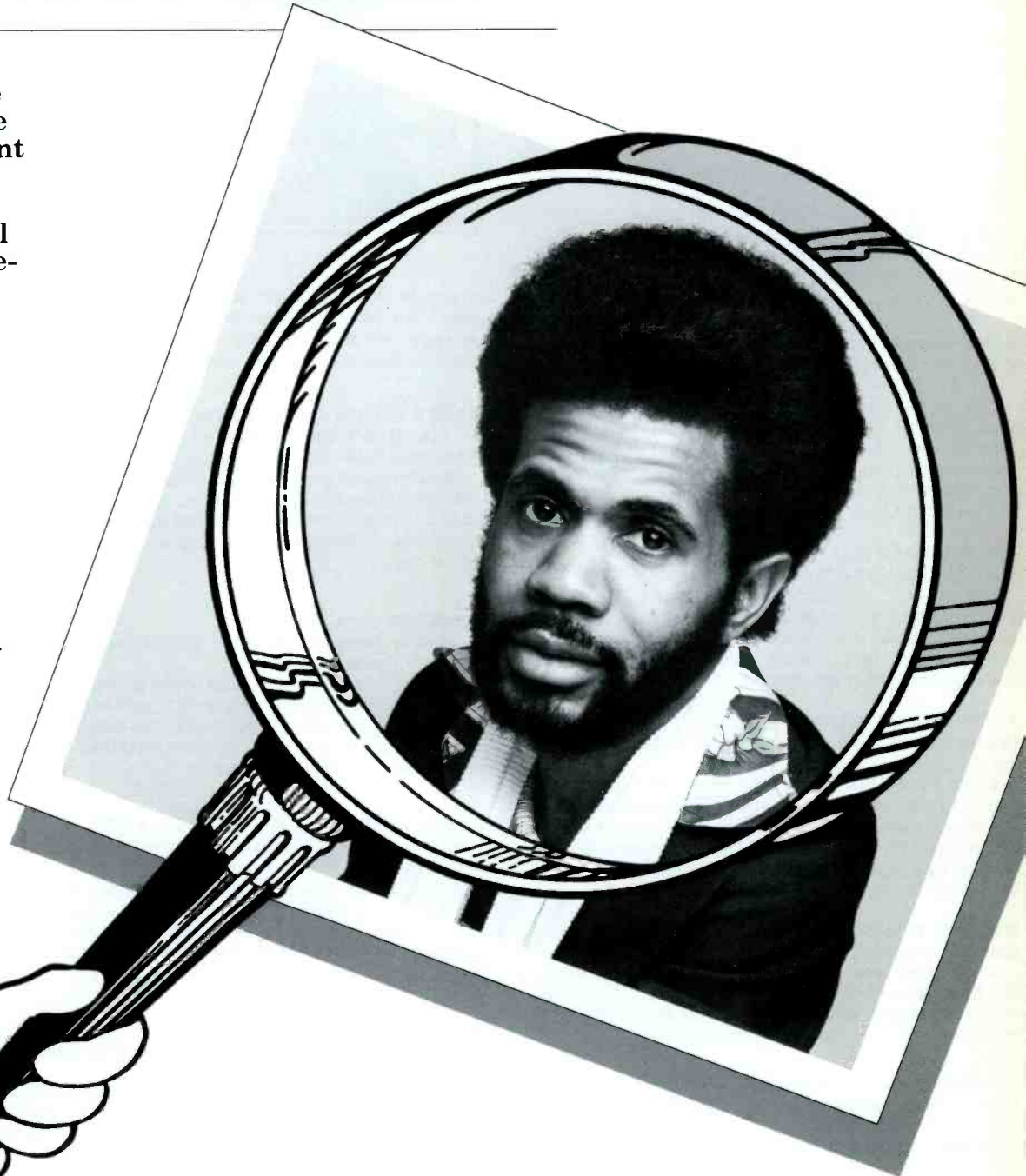
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## picks of the week

**DONNY & MARIE** (Polydor/Kolob 14439)  
**(You're My) Soul and Inspiration** (3:19) (Screen Gems-EMI — BMI) (Weil, Mann)

The brother and sister duo lends a new touch to the familiar tune that was a big hit for The Righteous Brothers in 1965. Already doing very well airplay-wise, this remake will also receive the benefit of audio-visual exposure on one of nationwide TV's most popular variety programs.

**B.T. EXPRESS** (Columbia/Roadshow 10649)  
**Shout It Out** (3:30) (Triple O/Bilee/B.T. — BMI) (Nichols, Romer, Williams)

Everyone needs to get it all off his chest once in a while, and B.T. Express' sound advice should be heeded by R&B and pop listeners. This gifted, self-contained group has once again turned in an admirable performance, instrumentally as well as vocally.

**GLEN CAMPBELL** (Capitol 4515)  
**God Must Have Blessed America** (3:21) (Warner-Tamerlane/Marsaint — BMI) (Toussaint)

The union of singer Campbell and songwriter Allen Toussaint yielded a hit with "Southern Nights." With barrelhouse banjos and a New Orleans street-beat, this new single also has qualities that will appeal to a variety of pop formats.

**NONA HENDRYX** (Epic 50479)  
**Everybody Wants To Be Somebody** (3:15) (Eat Your Heart Out — BMI) (Hendryx)

The former Labelle vocalist's new album reveals a radical change in musical direction, exemplified by this rock and roll cut from her debut solo LP. Her forthright vocalization, along with the guitar and backing vocal arrangements, should introduce a whole new Nona to pop audiences.

**HUMMINGBIRD** (A&M 1993)  
**She Is My Lady** (3:34) (Sweet Hooper — ASCAP) (Ames)  
 This mellow selection from the album "Diamond Nights" begins by concentrating on the pure melodic quality of the lead vocal, then settles into a pleasant jazzy groove by the close. Built-in ingredients for pop, R&B and easy listening programming.

**STEVE MARTIN** (Warner Bros. 8503)  
**Grandmother's Song** (3:00) (Colorado — ASCAP) (Martin)  
 Could he be the silliest man alive? This little ditty begins in perfect innocence, and progressively exceeds the boundaries of sanity. Best of all, Martin pokes fun at the idiocy of most sing-alongs. This selection could introduce new record buyers to the hit album, William E. McEuen presents Steve Martin, "Let's Get Small."

**MARILYN SCOTT** (Big Tree/Atlantic 16106)  
**God Only Knows** (2:33) (Irving — BMI) (Wilson)  
 A fresh new feeling in this R&B flavored interpretation of a Brian Wilson song. Ms. Scott isn't afraid to belt it out loudly and clearly, and the arrangement and production are appropriate for pop, R&B and disco play.

**RONNIE MILSAP** (RCA 11146)  
**What a Difference You've Made In My Life** (3:57) (Chess — ASCAP) (Jordan)  
 Milsap enters as the solitary balladeer on selection from his album, "Like A Song." As the simple tune develops, large-scale orchestration and a vocal chorus add to the drama. For Milsap, another strong shot at top 40 and easy listening radio.

**WISHBONE ASH** (MCA 40829)  
**Goodbye Baby Hello Friend** (3:50) (Pit — BMI) (Wisefield)  
 Wishbone Ash seems to have been influenced by their two years' American judging by the first single from their album, "Front Page News." The emphasis is on vocal harmony and a recurring hook, with massive power chords felt in the distance. A strong candidate for top 40 playlists.

**T-CONNECTION** (Dash/TK 5041)  
**On Fire** (3:38) (Sherlyn/Decibel — BMI) (Coakley)  
 The title tells it all in this single from a group that con-



**WINGS** (Capitol 8426)  
**Mull Of Kintyre** (3:31) (MPL/ATV - BMI) (McCartney, Laine)  
 The Mull of Kintyre is a cape jutting into the strait which divides Scotland and Northern Ireland, and the place's quiet beauty is communicated by Paul McCartney's lone voice over acoustical guitars. The spine-tingling entrance of bagpipes is a bold stroke that transforms this simple folkish tune into something much more exotic. Already shaping up to be a chart-topping hit for Wings.

**ELECTRIC LIGHT ORCHESTRA** (Jet/UA 19239)  
**Turn To Stone** (3:47) (Unart/Jet - BMI) (Lynne)  
 Jeff Lynne's carefully balanced combination of "art rock" elements and good old pop hooks continues to appeal to top 40 radio in greater degrees. This string-laden shuffle from the double LP "Out Of The Blue" is already showing early signs of pop success.

**RANDY NEWMAN** (WB 8492)  
**Short People** (2:54) (Hightree - BMI) (Newman)  
 Chart singles and bullets are not Randy Newman's usual game, but this funny little song received heavy enough FM airplay to make the cross to top 40. His sense of humor is working on several levels here, but you need understand only one of them to laugh along.

**JOHN DENVER** (RCA 11036)  
**How Can I Leave You Again** (3:07) (Cherry Lane — ASCAP) (Denver)  
 Denver makes an undeniable return to the pop mainstream with this ode to his beloved, from the album, "I Want To Live." Tasteful string and vocal arrangements will take this record along the top 40 and easy listening airplay routes, as will Denver's current exposure in films and television.

tinues to build its track record in the R&B and disco fields. An ascending bass line keeps the instrumental arrangement taut, while the vocal chorus delivers the record's memorable hook. Their best effort to date.

**JAMES BROWN AND THE NEW J.B.'s** (Polydor 14438)  
**If You Don't Give A Doggone About It** (3:07) (Dynatone/Belinda/Unichappell — BMI) (Brown, Brown)  
 Brown is back in an infectious groove with this cut from "Mutha's Nature." The beat flows along with a facile conga rhythm, while the horns and backing vocals add traditional R&B touches. Looking to black radio and disco play.

**RAMONES** (Sire/WB 1008)  
**Rockaway Beach** (2:06) (Bleu Disque/Taco Tunes — ASCAP) (Ramones)  
 Who cares if the water's a little on the grungy side? The Ramones are out to prove that exciting surf music can be inspired by gray urban beachfronts, and they do an admirable job. Could turn new listeners on to their most recent album, "Rocket To Russia."

**BOBBY ARVON** (First Artists/Mercury 41000)  
**Until Now** (3:42) (Colgems-EMI/First Artists — ASCAP) (Arvon)  
 Bobby Arvon presents a grandly produced ballad in this first single on a brand new label. He is capable of handling delicate moments as well as the full blown passages, and his performance has what it takes to get this song onto pop and MOR playlists.

**CHERYL DILCHER** (Butterfly 1202)  
**Lovin' Woman** (3:06) (Quixotic Gestures/Blue Sailor — ASCAP) (Dilcher)  
 Ms. Dilcher's vocal emphasizes her interpretive talents as she renders her own composition in this label debut. Pressed on white vinyl for impact, this single is aimed at pop and easy listening stations.

**MARILYN SCOTT** (Big Tree/Atlantic 16105)  
**God Only Knows** (2:33) (Irving Music, Inc. — BMI) (Brian Wilson)  
 This upbeat, R&B/disco version of the old Beach Boys song is accented by some crisp horns and a tight rhythm section. Scott's voice is effective and reminiscent of Aretha Franklin, Martha Reeves and Fontella Bass.

**THE NOBLES** (Columbia 10642)  
**Nobody But You** (3:45) (C.A.M.-USA — BMI) (Noble)  
 A record that is both extremely listenable and danceable from this versatile group of vocalists. Their singing is powerful individually as well as collectively, while the incisive arrangement and production talents of Bert De Coteaux are further assurance of heavy disco and R&B airplay.

**NICK GILDER** (Chrysalis 2174)  
**Rated X** (3:06) (Beechwood — BMI) (Gilder/McCulloch)  
 Gilder tells the story of a porno queen whose life is not all that much fun. The production, and vocal mix, often call Marc Bolan and T-Rex to mind. For FM progressive and top 40 playlists.

**PAULETTE McWILLIAMS** (Fantasy 807)  
**Don't Let Love Go** (2:54) (Kengorus — ASCAP) (Russell, Russell)  
 This version departs from Brian and Brenda Russell's original version with a slight stiffening of the beat, as well as a smoother mix of the vocal harmonies.  
 An emotive interpretation of a beautiful ballad for pop stations.

**THE TRAMMPS** (Atlantic 3442)  
**The Night The Lights Went Out** (3:24) (Six Strings/Golden Fleece — BMI) (Felder, Harris, Tyson)  
 The theme is the New York City blackout of last July; according to the Trammeps, it was one big sex orgy. Whether you agree or not, this high energy music will certainly take hold in discotheques, especially those in the Big Apple.

**TOUCH OF CLASS** (Midsong Int'l/RCA11157)  
**Said It Before** (3:30) (Askme/Diagonal — BMI) (Jackson, Jackson)  
 There's a haunting, eastern quality to the chorus of this single, the group's best in several releases. A chattering rhythm section and a sizzling blues guitar add the finishing touches to this record for R&B radio and the dance market.

**NORMAN CONNORS** (Buddah/Arista 580)  
**For You Everything** (3:20) (Golden Cornflake — BMI) (Peters, Mack)  
 Philip Mitchell and Eleanor Mills are each strong lead vocalists here, but it's the crucial blend of voices that makes this record work as a duet. The floating, mesmerizing effect of the instrumental tracks is a typical Connors production touch. Initially aimed at R&B stations.

**DAYBREAK** (PAP 003)  
**Everything Man** (3:22) (Leeds/Pap — ASCAP, Duchess/Myopic — BMI) (Adams, Dodson)  
 A steadily throbbing tom-tom sets the pace for this little proposal set to music. A soaring lead vocal and an unusual piano solo are the outstanding features of this single for R&B stations and discos.

**STORM** (Axent 143)  
**I Can Feel The Rain** (3:27) (Singing River — BMI) (Mays)  
 A gentle pulse of the bass and acoustical guitars weave the rock and roll web of this single. The closely harmonized female lead vocal and glossy production will help drive the song's hooks home at top 40 radio.



# CAPITOL RECORDS HAS THE ORIGINAL SOUNDTRACK ALBUM TO WALT DISNEY'S NEW MOTION PICTURE!



SW-11704

© MCLXXVII Walt Disney Productions

## Features HELEN REDDY Singing "Candle On The Water"!



On Capitol Records and Tapes

# ALBUM REVIEWS

**ONCE UPON A TIME — Donna Summer — Casablanca NBLP 7078-2 — Producer: Georgio Moroder & Pete Bellotte — List: 11.98**

From a blue-collar worker to a sensual disco songstress was no small step but her increasing expansion of singing abilities has been one of the nicest surprises in this business. This two-record album conceptually deals with a simple and timeless premise — the search for and fulfillment of a love relationship. Her style, from breathless to full-bodied is amply complemented by Moroder's inexorable synthesizer and first-rate production.

**GREATEST HITS, ETC. — Paul Simon — Columbia JC 35032 — Producer: Paul Simon, Phil Ramone, Roy Halee and The Muscle Shoals Rhythm Section — List: 7.98**

Paul Simon is a master craftsman of the pop song. As this collection shows, even without considering his work with Simon & Garfunkel, he is a writer and performer of the highest calibre. There is possibly no finer love song in recent years than his "Something So Right." "American Tune" points out the sociological loss of innocence in the '70s in a way no other song has. With "Slip Slidin' Away" and one other new song, this package can't miss.

**I'M GLAD YOU'RE HERE WITH ME TONIGHT — Neil Diamond — Columbia — JC 34900 — Producer: Bob Gaudio — List: 7.98**

Though Neil Diamond's new material here is of the usual high caliber and genuinely classy work, the "cover" songs that open and close the album show just what Diamond can do with a piece of familiar music. In his capable hands, Diamond transforms recognizable melodies into new musical forms with the fluid grace that has become his trademark.

**MY AIM IS TRUE — Elvis Costello — Columbia JC 35037 — Producer: Nick Lowe — List: 7.98**

The much talked about former computer operator from England is one of the most welcome additions to the music scene in recent years. His songs combine the 1960's musical infectiousness of the Beatles and the Dave Clark 5 with a 1970's lyrical consciousness of Graham Parker, Van Morrison and Bruce Springsteen. From ballads such as "Alison," to a rocker such as "(The Angels Wanna Wear My) Red Shoes," Costello demonstrates great promise, especially since this is his first work.

**CONSEQUENCES — Lol Creme/Kevin Godley — Mercury SRM 3-1700 — Producer: Creme & Godley — List: 20.94**

At long last the epic opus from former 10cc members Creme & Godley is completed and is a giant step into the creative unknown for them and the listener. Their much-heralded gizmo is indeed capable of some stunning effects but the whole project is kept in perspective by Creme & Godley's pop-flavored tunes, interjected capably in the midst of long instrumental passages. It is an inventive, elaborate and certainly risky due to the concentration it requires but Creme & Godley seem philosophically prepared to accept the Consequences.

**TWO THE HARD WAY — Allman & Woman — Warner Bros. BSK 3120 — Producer: Johnny Sandlin, Gregg Allman & John Haney — List: 7.98**

Take that, cynics and neer-do-well doomsayers, Gregg and Cher are alive and doing quite well together, thank you. This album was begun nearly two years ago, about the same time their child was conceived. There were some complications in the meantime, as the title perhaps alludes to, but the end result is all you could ever hope for in a collaboration from these two unique musical performers. It's a very personal and moving album, and if there is an anthem, it might just be the gritty "We're Gonna Make It," which we hope is prophetic.

**NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS — Warner Bros. BSK 3147 — Producer: Chris Thomas and Bill Price — List: 7.98**

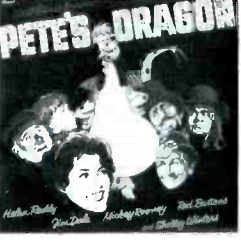
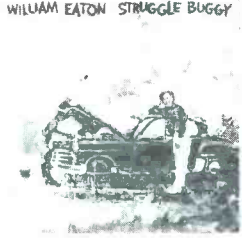
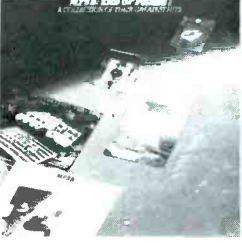
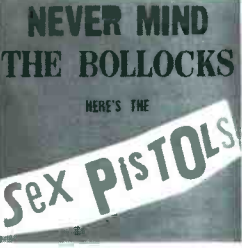
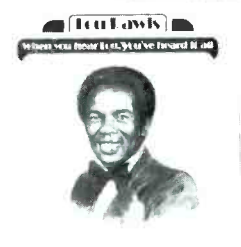
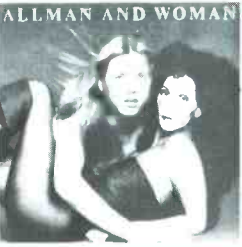
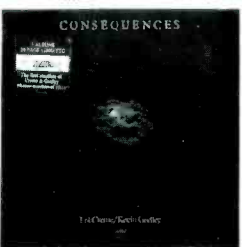
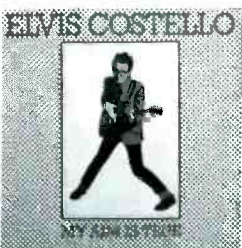
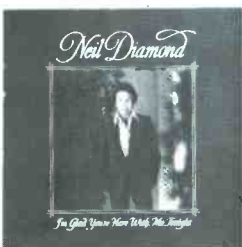
The Sex Pistols, the premier voice in the British punk/new wave movement, have finally made it in the U.S. The lyrical content may put some listeners off, but much of it is written for its shock value, designed to jar us out of our complacency. The narcissism in "No Feelings," for instance, is merely a reflection of an egocentric, apathetic society in general. Johnny Rotten's distinctive lead vocals highlight the album, which contains "Holidays In The Sun," "Anarchy In The U.K." and "God Save the Queen." Bursting with raw energy.

**END OF PHASE I — MFSB — Philadelphia Intl./CBS PZ 34658 — Producers: Various — List: 6.98**

Dancers delight! Ten tracks of sizzling MFSB material, soulfully rendered with class and sophistication, are what is offered in this fine LP. It's not all a fast pace however, though a fine spirit of funk does prevail. There are some excellent mood pieces included, perfectly conducive to setting the proper aural environment for entertaining late-night visitors.

**STRUGGLE BUGGY — William Eaton — Marlin/TK. Marlin 2211 — Producer: Ralph McDonald, William Salter & William Eaton — List: 6.98**

This album is not only good music, it's a lot of fun with some wry humorous insights on a couple of tracks. But Mr. Eaton is first a musician and the respect he has in the music community is well-documented by the people in on this session, names too numerous to mention, but instantly recognizable. Eaton is a clever and immensely entertaining songwriter who delivers his material with a sly undersell that melts away skeptics resistance like a good spring thaw.



**I WANT TO LIVE — John Denver — RCA AFL 1-2521 — Producer: Milton Okun — List: 7.98**

John seems to have included something for everyone in his latest LP. For Denver's "Rocky Mountain High" fans, he sings his praises of love and nature in "To The Wild Country" and "Singing Winds & Dancing Waters." For the critics, he tries some new themes and does successful versions of songs by Eric Andersen, Bill Danoff and Tom Paxton. The title song, in particular, is an affecting ode to children and their aspirations for the future.

**NEWS OF THE WORLD — Queen — Elektra 6E-112 — Producer: Queen — List: 7.98**

"News of the World" is an improvement over last year's "A Day at the Races" in that it expands upon, rather than merely repeats, Queen's landmark "A Night at the Opera." The operatic-rock hybrid the group developed on that album can still be found on the recent single, but this time the group has gone beyond simply retracing past steps with a reggae-ish "Who Needs You" and a bluesy shuffle on "Sleeping on the Sidewalk."

**GALAXY — War — MCA MCA-3030 — Producer: Jerry Goldstein with Lonnie Jordan & Howard Scott — List: 7.98**

War has found a new home at MCA and, from the sounds of things, a new lease on life as well. This album is composed of only five tracks but the reason is obvious — the lessened number of tunes gives them a chance to explore each track at a leisurely pace and to expand the musical possibilities of each song to its maximum potential. If there's an underlying message here one can surmise that War wants to encourage their fellow humans to take the time to enjoy our individual worlds, our own personal galaxies.

**AMERICA LIVE — America — Warner Bros. BSK 3136 — Producer: George Martin — List: 7.98**

If you add the single letter "s" to the title of this album you are even closer to the truth because this album affirms, via a live concert at L.A.'s Greek Theatre, that America still lives on after the departure of Dan Peek. This fine LP was put together in the truest way — just as it was played to the audience so was it sequenced to the vinyl. The result is a feeling of having truly captured the spirit and the ethereal nature of an evening's concert under the stars.

**TOUCH AND GONE — Gary Wright — Warner Bros. BSK 3137 — Producer: Gary Wright — List: 7.98**

Wright's third solo album for his Burbank backers should turn some ears that weren't already convinced to a healthy exploration of his world. It is unquestionably his best and easily most sophisticated achievement. The pacing is the best improvement this time out and Wright has carefully fit his slow-temp and faster-paced tunes together so he consistently maintains interest. As always, the vocals are flawless.

**WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL — Lou Rawls — Philadelphia Intl./CBS JZ 35036 — Producer: various — List: 7.98**

As you might expect from the title this album is a Whitman sampler of sounds from jazz to disco, funk to ballads and several stops in between. From the sound and the cover credits this album was carefully built, track by track with emphasis more on the impact of each individual selection than on an overall feeling. Some artists could not pull it off but Rawls does it well, making each song stand out to the extent that you anxiously await the next one to see what he'll come up with next.

**GREATEST HITS — Roxy Music — Atco/Atlantic SD 38-103 — Producer: Roxy Music, Chris Thomas, John Punter, Peter Sinfield and John Anthony — List: 7.98**

As the future of Roxy Music remains very much up in the air, the time is right to put their achievements into perspective with a retrospective collection of their best endeavors. This album has all the more well-known hits that attracted a strong following of radio fans and a couple of the more obscure ones that only the paying public knew about from their Roxy albums at home. Vintage stuff here and a must album for those who want a good overall introduction to one of the seventies' more colorful bands.

**THE BEST OF ARLO GUTHRIE — Warner Bros. BSK 3117 — Producer: Various — List: 7.98**

Arlo was perhaps the consummate "hippie poet-songwriter" of the late 1960s. But he was never limited to that position, as he later moved on to write some highly provocative and poignant songs. This album contains the best of both, with the original "Alice's Restaurant" and an updated version of the famous "Motorcycle Song." In a more serious vein, there is "Gabriel's Mother's Hiway Ballad #16 Blues" and his outstanding version of the Steve Goodman classic "City of New Orleans."

**"PETE'S DRAGON" — Helen Reddy — Motion Picture Soundtrack — Capitol SW-11704 — Producer: Ron Miller & Jerome Courtland — List: 7.98**

Ms. Reddy's first venture into films is a resounding success if you can judge by the quality of the music she performs for this Disney vehicle. Her smooth vocals are colorfully dramatic but also warmly soothing, which are quite complementary attributes when entertaining children. The truth is, this is a movie that parents will 'ake their kids to, end up enjoying themselves and probably wind up playing the music from the movie on their home stereos whether the kids are home or not.

# WISHBONE ASH

An exciting new album, back with MCA and touring America includes the single "Goodbye Baby Hello Friend" (MCA-40829)



MCA-2311

Produced by Ron Albert and Howard Albert for Fat Albert Productions, Inc.



Nov. 11	Chicago, IL	Nov. 22*	Bakersfield, CA	Nov. 30	Portland, OR
Nov. 12	Rock Island, IL	Nov. 23*	Fresno, CA	Dec. 1-2*	San Francisco, CA
Nov. 15	Detroit, MI	Nov. 25*	Long Beach, CA	Dec. 4*	Las Vegas, NV
Nov. 18	St. Louis, MO	Nov. 26*	San Bernardino, CA	Dec. 7*	Corpus Christi, TX
Nov. 19	Kansas City, MO	Nov. 27*	San Diego, CA	Dec. 8*	Ft. Worth, TX
Nov. 21*	Santa Barbara, CA	Nov. 29*	Seattle, WA	Dec. 9*	San Antonio, TX
				Dec. 10*	Houston, TX

\* with Robin Trower  
More dates to be announced.

MCA RECORDS

**XXX**  
WILLIAM MORRIS AGENCY  
Bob Ringe

(continued from page 26)

## Helen Keane Talks Of Women Manager-Producers In Music

by Jeffrey Weber

LOS ANGELES — As one of the few female manager-producers in the business, Helen Keane can find time to fall asleep only on an occasional weekend. Her schedule contains a never ending stream of meetings, phone calls, record dates and tours. Her roots in the industry began when she became the first female agent for MCA when that company was the largest talent agency in the world. Her next move was a six year stint with CBS and then she went on her own. With many production credits to her name, Keane currently handles Kenny Burrell, Bill Evans (for 16 years), and Joao Gilberto.

Keane indicated that being a manager has helped her greatly in becoming a better producer. "When your client is in the studio and you are in the control room and you trust each other the way an ideal client/manager trust should develop, you have to have great things happen on that date because when the artist trusts the person sitting in the booth, he can relax completely and really go to work. He knows the ears in the control room will guide him."

### Natural Transition

Keane believes that when one examines the positions of manager and producer it is difficult to find when one job officially stops and the other starts. "I am surprised more managers aren't producers as it was a natural transition for me," Keane cautioned

that there must be a certain amount of self confidence on the manager's part should he or she decide to be a producer. "You have to know or have enough confidence in your own ability to say, 'This tune would be good for you or this tune would not. I think that is the best take and we don't need to do



Helen Keane

that take again.' You have to think of the ultimate goal as you are doing it. You don't have to play an instrument or be a musician to be a good producer. You have to have tremendous ears and that is a gift. It is gift that you must develop, as in all gifts, but I think to begin with, you must have good ears and a definite musical sense."

Very often, Keane explained, producers come in with their own concept of what a record should sound like and they sometimes lose sight of the artist. "The idea of bringing in a big name producer is very often just to get the artist on the charts. The thinking is that the artist may be great but doesn't sell records. Let's bring in the 'big producer' to make a hit. I respect that a

(continued on page 71)

## Theft Of Records Not Charged In Music Plus Suit

In our October 22 1977 issue there was an inaccurate statement as to one of the allegations contained in the Music Plus lawsuit. It was not alleged that "Goldberg, Kolberg, Colestock & Kincheloe actually stole the records..."

The Complaint did allege, upon information and belief, that; "defendants Goldberg, Kolberg & Colestock sold defendants Music Plus, Berkowitz, Fogelman, Marker & Pringle stolen records at a price substantially below that of the record manufacturers, which stolen records were paid for out of the 'Zebra Account.'"

## Comedian Pryor Hospitalized in Peoria

by Carita Spencer

LOS ANGELES — Controversial comedian Richard Pryor has been secretly admitted to Methodist Medical Center in Peoria, Illinois. Rumors have it that he was admitted to the coronary ward on Wednesday after suffering a mild heart attack which may suggest that the tireless comedian has over committed himself.

Cash Box contacted the hospital and although it has been verified through a reliable source that Pryor has indeed been admitted, a spokesperson for the hospital refused to acknowledge the comedian's presence.

Pryor, who hails from Peoria, was visiting his family when the incident occurred.

The comedian's television show on NBC was recently cancelled because of the controversy over censorship. He had just completed filming segments of the Motown production of "The Wiz," in which he plays The Wiz. His latest movie, in which he portrays the three main characters recently premiered. Pryor also married Deborah McGuire, a 25 year old former actress/model last month.

Pryor's agent could not be reached for further comment.

## Mistrial Declared In Klein Case; Will Be Retried

NEW YORK — A mistrial was declared late last week in the trial of Allen Klein, former Beatles manager, charged with evading over \$200,000 in income taxes allegedly gained from the sale of promotional records. According to a spokesman for the U.S. Attorney's Office, the jury was hung 8-4 in favor of conviction.

"Of course, Engel (prosecutor Thomas Engel) is very disappointed," the spokesman said. "But we're definitely going to try this case again after 60 days (have elapsed)."

The jury had been deliberating off and on for over a week. The trial itself, which lasted nearly a month, featured extensive testimony from local New York distributors and others to the effect that Klein had an associate deliver the promotional albums, cash the checks, and then deliver the proceeds to him.

## De-Lite, Mercury In Distrib Pact

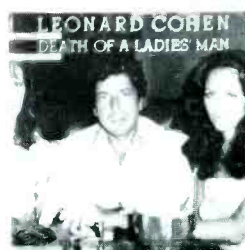
NEW YORK — De-Lite Records has signed a marketing and distribution agreement with Phonogram/Mercury Records. The deal calls for De-Lite product to be marketed by Mercury and distributed by Phonodisc, the distribution arm of the entire Polygram Record Group.

De-Lite's roster includes Kool And The Gang, The Crown Heights Affair and Frankie Avalon.



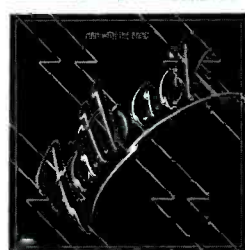
**ROCKET TO RUSSIA — Ramones — Sire SR 6042 — Producer: Tony Bongiovi and T. Erdelyi — List:**

The Ramones have the same outward outrageousness typical of new wave bands, as exemplified by the defiance in "I Don't Care" and "Teenage Lobotomy." But beneath the rebellion is a solid base of rock and roll music. The band even does remakes of the 1958 classic "Do You Wanna Dance" (done in a high-energy electric style) and a mid-1960s "Surfin' Bird/Papa Ooh Mow Mow" medley. Throughout, the album is a hard driving, fast-paced work.



**DEATH OF A LADIES MAN — Leonard Cohen — Warner Bros. BS 3125 — Producer: Phil Spector — List: 7.98**

The teaming of Cohen, one of music's most respected writers, with Spector, perhaps the most influential record producer in pop, results in an album which may give Cohen the commercial acceptance he has long deserved. Spector wrote the music for all the songs and it complements perfectly Cohen's lyrics, which often deal with the harsh realities of love gone cold. The title song is a 9½ minute epic tale which ranks as one of the best things Cohen or Spector have ever done.



**MAN WITH THE BAND — Fatback — Polydor SP-1-6717 — Producer: The Fatback Band — List: 7.98**

The Fatback Band has a no-secret formula that has been good to them over the years — if the people in the studio start to dance while they are recording they know they've got it right. When this newest Fatback project gets out the dancing will be even more widespread than in the limited confines of a studio. This album is another work of soulful funk with a great concept. Side one is devoted to a "vintage" House Party with side two given to a "tasty" Disco Party.



**ONLY THE STRONG SURVIVE — Billy Paul — Philadelphia/International/CBS PZ 34923 — Producer: Kenny Gamble, Leon Huff, Jack Faith, Sherman Marshall & Dexter Wansel — List: 6.98**

This is a week for absorbing the abundantly available Philadelphia sound — lush but still funky, fun but still meaningful. Billy Paul's new one is a polished work of vocal perfection and he is backed up by some fine session men and background vocalists. The "TSOP" trademark is becoming increasingly more identifiable as artists of Billy Paul's stature lend their vocal talents to the smooth arrangements and superior production from the City of Brotherly Love.



**THE JONESES — The Joneses — Epic PE 34898 — Producer: Bobby Eli — List: 6.98**

Their first product for their new label is composed of the same sweet soul sauce as previous efforts. The Joneses are a finger-poppin', body-movin' assemblage whose music evokes similar responses from their audiences whether live in-concert or on record. These street-wise survivors have been at it since 1969 but there's a quality of fresh commitment on this energetic new album.



**SISSY HOUSTON — Sissy Houston — Private Stock 06 PS 2031 — Producer: Michael Zager — List: 6.98**

Sissy Houston is that classy kind of performer who looks just fine in front of a full orchestra but can do just as well with a three-piece combo. On this, her first for Private Stock, Sissy belts out a bevy of tunes that show her range and stylistic variety. The session musicians have been picked carefully and the arrangements artfully constructed. The best and most chilling example of Sissy's power just might be the song that begins side two, "He Ain't Heavy, He's My Brother."



**COWBOY — Cowboy — Capricorn CPN-0194 — Producer: Sam Whiteside & Cowboy — List: 7.98**

On Cowboy's fourth album the quintet offers a pleasant sound that is rich in variety and energy. All of their songs are written by group members and they have a great deal of songwriting talent from which to draw. Their key features, though, are a healthy respect for group harmonies, a balanced vocal and instrumental approach and a deadly accurate aim for the middle of the road. Sometimes that kind of aim dooms a group to blandness but Cowboy's approach is accessible while still fresh and airy.



**LONGER FUSE — Dan Hill — 20th Century T-547 — Producer: Matthew McCauley & Fred Mollin — List: 7.98**

Most of the people who attended this warmly inviting balladeer's concerts in Canada were romantically-involved couples because Dan Hill is a man whose main interest and overriding concern is the love that most of us seek. All of the songs were written or co-written by Dan and they contain intensely personal statements such as his role as a professional troubadour on "Still Not Used To." Hill's third album seems sure to be one of Canada's brightest exports this year.



**FANNY BROWN — Don Thompson — Brunswick BL 754215 — Producer: Don Thompson, Bill McSwain & Sidney Smith — List: 6.98**

The groundswell support for this talented singer/songwriter is starting to build to a nice buzz and may soon erupt into a full-scale roar. Thompson's first album is a nice surprise, a work of amazingly high quality for a debut effort and features Thompson's vocal abilities at the forefront. His is a voice that is hard to describe but imminently easy to listen to and it is obvious that Mr. Thompson not only sings a lot, he listens as well, and that depth gives him a stylistic range that is quite impressive.

# BLOOD, SWEAT AND TEARS WITH DAVID CLAYTON-THOMAS

## BRAND NEW DAY



More than a band, a tradition.

## BRAND NEW DAY.

It's a brand new day for Blood, Sweat and Tears with David Clayton-Thomas. And like all traditions, they're

growing stronger, with new band personnel and the catalytic combination of original B, S & T. hit producers

Roy Halee and Bobby Colomby. There's even a duet with David Clayton-Thomas and Chaka Khan. Blood

Sweat and Tears with David Clayton-Thomas. More than a band, a tradition. *A great tradition.*

Their premiere album on

**abc Records**

**GRT Tapes**

# CASH BOX FM ALBUM CHART

TW	WKS	Actv. Reg.	TITLE	ARTIST	LABEL	CB LP Chart Pos.	PRIME CUTS
1	7	N	Aja	Steely Dan	ABC	4*	Black Cow, Deacon, Peg, Home
2	8	N	Simple Dreams	Linda Ronstadt	Elektra	2	Poor, Bayou, Carmelita, Dice
3	5	N	Point Of Know Return	Kansas	Epic	14*	Title, Dust, Paradox, Lightnings
4	3	N	Street Survivors	Lynyrd Skynyrd	MCA	18	That Smell, I Never Dreamed
5	8	N	The Stranger	Billy Joel	Columbia	29*	Italian Res., Just The Way, Moving
6	8	N	Chicago XI	Chicago	Columbia	3	Little One, Take Me Back
7	6	N	Little Criminals	Randy Newman	WB	44	Short, Einstein, Germany, Jolly Coppers
8	5	N	Show Some Emotion	Joan Armatrading	A&M	60*	Woncha, Opportunity, Title
9	8	1.5	Livin' On The Fault Line	Doobie Brothers	WB	26	Title, Echoes, Heartache
10	2	N	Out Of The Blue	ELO	Jet	—	Turn To Stone, Thunder, Standing In
11	8	3.4	French Kiss	Bob Welch	Capitol	24*	Sentimental, Ebony, Mystery
12	5	2.3	Night After Night	Nils Lofgren	A&M	79*	Beggars, Rock 'N' Roll, Take You
13	4	1.5	Moonflower	Santana	Columbia	27*	She's Not There, Black Magic
14	6	1.5	Foreign Affairs	Tom Waits	Elektra	131	Potters, Burma, Strangers
15	3	1.3	Stick To Me	Graham Parker	Mercury	103*	Soul On Ice, Tear, Title
16	5	1.3	Eddie Money	Eddie Money	Columbia	151*	Two Tickets, You've Really Got, Jealousy
17	3	2.4	Heroes	David Bowie	RCA	81	Joe The Lion, Beauty And The Beast
18	4	3	Rain Dances	Camel	Janus	126*	Metronome, Highways
19	4	1.5	Brooklyn Dreams	Brooklyn Dreams	Millennium	—	Sad Eyes, Harmony, Street Dance
20	2	3	Spectres	Blue Oyster Cult	Columbia	59*	Godzilla, Leather, Fireworks
21	8	N	Let's Get Small	Steve Martin	WB	16*	Various
22	8	2.3	Rough Mix	Townshend/Lane	MCA	69	My Baby Gives It Away
23	7	1.5	Love You Live	Rolling Stones	Atlantic	8	Brown Sugar, Jumpin' Jack, Sympathy
24	2	1.3	Crosby/Nash Live	Crosby/Nash	ABC	90*	Immigration Man, Deja Vu, Lee Shore
25	2	3.4	Levon Helm & The RCO All Stars	L. Helm & The RCO	ABC	186	Washer Woman, Tie That Binds, Rain
26	1	N	Foot Loose & Fancy Free	Rod Stewart	WB	46*	Hot Legs, Title, You're In My Heart
27	3	3.4	Don't Look Down	Ozark Mtn. Dare.	A&M	184	River To The Sun, Stinghead, Crazy
28	6	2.5	Broken Heart	The Babys	Chrysalis	76*	Isn't It Time, Give Me
29	3	3	Network	Network	Epic	—	You Lied, Go Find Another, Back Seat
30	8	3.5	Rumours	Fleetwood Mac	WB	1	Dreams, Gold Dust, Lovin' Fun
31	2	1.3	Recycled	Edgar Winters	Epic	—	Puttin' It Back, Leftover, Shake It
32	1	3.4	A Pauper In Paradise	Gino Vannelli	A&M	115*	Mardi Gras, Valleys, Black And Blue
33	1	1	My Aim Is True	Elvis Costello	Columbia	—	Working Week, Miracle Man, Alison
34	1	5	Alive II	Kiss	Casablanca	78*	
35	1	1.5	Decade	Neil Young	WB	86*	Sugar Mountain, After The Gold Rush
36	5	1	Bat Out Of Hell	Meat Loaf	Epic	134*	Paradise, All Revved, You Took
37	2	3	Finale	Loggins & Messina	Columbia	96	Peacemaker
38	1	1.5	The Player Not The Game	Jess Roden Band	Island	—	
39	3	1	Live Start	Brand X	Passport	—	
40	1	3.4	Manorisms	Wet Willie	Epic	—	
41	1	3.5	Expect No Mercy	Nazareth	A&M	162*	
42	8	2.3	Karla Bonoff	Karla Bonoff	Columbia	56	Someone To Lay, Can't Hold On, Isn't It
43	3	1	Citadel	Starcastle	Epic	155*	Could This Be Love, Shine On
44	8	2.5	In City Dreams	Robin Trower	Chrysalis	33	Bluebird, Sweetwine, Smile
45	5	3.5	Midnight Band	Charlie Daniels Band	Epic	117	Redneck, Heaven
46	8	3.4	Oops! Wrong Planet	Utopia	Bearsville	—	Marriage, Love Is The Answer, Angel
47	1	1.5	Don't Let Me Be Misunderstood	Santa Esmeralda	Casablanca	—	Gloria, Title
48	8	1.5	CSN	Crosby, Stills & Nash	Atlantic	28	Fair Game, Shadow, Cathedral
49	3	3	Red Wing	Grinderswitch	Atco	—	
50	1	2	Let There Be Rock	AC/DC	Atco	—	

KEY FOR FM LP CHART 1 - NORTHEAST REGION 2 - SOUTHEAST REGION 3 - MIDWEST REGION 4 - CENTRAL REGION 5 - WESTERN REGION N - NATIONAL AIRPLAY

**WNEW-FM — NEW YORK — Tom Morrera**  
 Neil Young  
 Leonard Cohen  
 Rod Stewart  
 Eric Clapton  
 Saturday Night Fever  
 Wet Willie  
 Kiss  
 Michelle Phillips  
 Genesis  
 Annie Haslam  
 Bunny Wailer

**WLIR-FM — LONG ISLAND — Denis McNamara**  
 Eric Clapton  
 Treasure  
 Cheryl Dlicher  
 Strangers — EP  
 Leonard Cohen  
 Queen  
 Arlo Guthrie  
 America  
 Gary Wright  
 Scratch Band  
 Baby Grand  
 Paul Simon  
 Consequences

**WPLJ-FM — NEW YORK — Gloria Ehrenfeld**  
 Bob Welch  
 Queen  
 Wings (45)

**WBAB-FM — LONG ISLAND — Bernie Bernard**  
 Eric Clapton  
 Baby Grand  
 Wet Willie  
 Elvis Costello  
 Genesis  
 Kiss  
 Consequences  
 Rick Danko  
 Gary Wright  
 ELP

**WRNW-FM — WESTCHESTER — Meg Griffin**  
 Queen  
 ELP  
 Genesis  
 Eric Clapton  
 Wet Willie  
 Arlo Guthrie  
 Paul Simon  
 Ramones  
 Jean Luc Ponty  
 Gary Wright  
 Wings(45)

**WJKL-FM — CHICAGO — Wally Lelserling**  
 Rod Stewart  
 Jan Hammer  
 Neil Young  
 Genesis  
 Eric Clapton  
 Intergalactic Touring Band

Nazareth  
 Levon Helm  
 Jess Roden  
**WKQX-FM — CHICAGO — Bob King**  
 Genesis  
 Eric Clapton  
**WXRT-FM — CHICAGO — Bob Geims**  
 Elvis Costello  
 Billy Cobham  
 Baby Grand  
 Montreaux Live  
 Rod Stewart  
 Wet Willie  
 Eric Clapton  
 Jan Hammer  
 Genesis  
 Jethro Tull  
 Neil Young  
 Sex Pistols  
 Tangerine Dream  
 Preservation Jazz Band  
**KMET-FM — LOS ANGELES — Ada Henning**  
 Jethro Tull — Repeat-Vol II — Chrysalis  
 Cowboy — Capricorn  
 Neil Young — Decade — Reprise  
 Queen — News Of The World — Elektra  
 Gary Wright — Touch & Gone — WB  
**KNX-FM — LOS ANGELES — Michael Sheehy**  
 Billy Joel — Just The Way You Are(45) — Columbia  
 Carol Bayer Sager — You're Moving Out Today (45) — Elektra

Bee Gees — Saturday Night Fever — RSO  
 Eric Clapton — Slowhand — RSO  
 Patty Austin — Havana Candy — CTI  
 Kate Moffit — Columbia  
 John Denver — I Want To Live — RCA  
 Alan Price — UA  
 Pearl — London  
 Michelle Phillips — A&M  
**KWST-FM — LOS ANGELES — Charlie Kendall**  
 Eric Clapton — Slowhand — RSO  
 Elvis Costello — My Aim Is True — Columbia  
 Glenda Griffith — Ariola  
 Queen — News Of The World — Elektra  
 Genesis — Seconds Out — Atlantic  
 Doucette — Arista  
 Kiss — Alive II — Casablanca  
 Wings — School Girls (45) — Capitol  
**WIOQ-FM — PHILADELPHIA — Helen Leicht**  
 Eric Clapton  
 Kiss  
 Wings  
 Genesis  
 Leonard Cohen  
 Treasure  
 Tangerine Dream  
 Glenda Griffith  
 Gary Wright  
 Annie Haslam  
 Queen  
 Paul Simon  
 Billy Cobham

# CASH BOX MOST ADDED FM LP'S

	Title	Artist	Label	No.	FM Stations Adding This Week
1	Slowhand	Eric Clapton	RSO	28	WJKL, WNEW, WLIR, WEBN, WOUR, WIOQ, WBAB, WRNW, KZEW, WCOL, WXRT, WLVQ, WCOZ, WKQX, WMC, WAAL, KFWD, WUSB, KSHE, KMEL, WABX, KZAM, KPFT, KNAC, KSN, KSJO, KOME, KINK.
2	Seconds Out	Genesis	Atlantic	21	KYA, WNEW, WOUR, WIOQ, WBAB, WRNW, WYDD, M-105, WCOL, WXRT, WLVQ, WKQX, WAAL, KFWD, WUSB, KSHE, WABX, KPFT, KZEL, KSJO, KEZY.
3	News Of The World	Queen	Elektra	15	KYA, WLIR, WOUR, WIOQ, WRNW, WYDD, M-105, WCOL, WPLJ, WCOZ, WMC, KSHE, KWST, KNAC, KMET.
4	Decades	Neil Young	WB	14	WJKL, WNEW, WEBN, WOUR, WCOL, WXRT, WMC, WAAL, KPFT, KZEL, KSJO, KDKB, KOME, KMET.
5	Foot Loose	Rod Stewart	WB	13	WJKL, WNEW, WEBN, WOUR, WCOL, WXRT, WCOZ, WAAL, KSHE, KPFT, KBPI, KSJO, KDKB.
6	Manorisms	Wet Willie	Epic	11	KYA, WBAB, WRNW, KZEW, WXRT, WCOZ, WMC, KFWD, KZAM, KSJO, KEZY.
7	Alive II	Kiss	Casablanca	9	KYA, WIOQ, WEBN, WBAB, WLVQ, WAAL, KSHE, KWST, KPFT.
	Touch & Gone	Gary Wright	WB	9	KYA, WLIR, WIOQ, WBAB, WRNW, WYDD, KFWD, KNAC, KMET.
	My Aim Is True	Elvis Costello	Columbia	9	WIOQ, WBAB, WXRT, WCOZ, WAAL, WUSB, KZAM, KWST, KOME.

### Key LP Cut Singles

- School Girls — Wings — Capitol
- Just The Way — Billy Joel — Columbia
- Galaxy — War — MCA
- Slip Slidin' Away — Paul Simon — Columbia

Elvis Costello  
**WABX-FM — DETROIT — Carl Galeana**  
 Eric Clapton — Slowhand — RSO  
 Genesis — Seconds Out — Atlantic  
 Doucette — Arista  
 Paul Simon — Slip Slidin' Away(45) — Columbia  
 Wings — School Girls(45) — Capitol  
**KMEL-FM — SAN FRANCISCO — Tom O'Hair**  
 Eric Clapton — Slowhand — RSO  
 Doucette — Arista  
 Edgar Winter's White Trash — Recycled — Blue Sky/CBS  
 Bee Gees — Saturday Night Fever — RSO  
 Blue Oyster Cult — Spectres — Columbia  
 Camel — Rain Dances — Janus  
 War — Galaxy(45) — MCA  
 Wings — School Girls(45) — Capitol  
**KSAN-FM — SAN FRANCISCO — Beverly Wilshire**  
 Ramones — Rocket To Russia — Sire  
 Creme & Godley — Consequences — Mercury  
 Eric Clapton — Slowhand — RSO  
 Rockets — Love Transfusion — RCA  
**KYA-FM — SAN FRANCISCO — Jay Hansen**  
 Genesis — Seconds Out — Atlantic  
 Kiss — Alive II — Casablanca  
 Player — Island  
 Queen — News Of The World — Elektra  
 Paul Simon — Greatest Hits — Columbia  
 Pat Travers — Putting It Straight — Polydor  
 Wet Willie — Manorisms — Epic  
 Gary Wright — Touch & Gone — WB  
**WHFS-FM — WASHINGTON D.C. — Dave Einsteln**  
 Levon Helm  
 John Nicholas  
 Les McCann  
 Annie Haslam  
 Leonard Cohen  
 Cowboy  
 Dexter Gordon  
 Scratch Band  
 Paula Lockhart  
 Nazareth  
 Glenda Griffith  
**WCOZ-FM — BOSTON — Beverly Mire**  
 Queen  
 Eric Clapton  
 Rod Stewart  
 Elvis Costello  
 Wet Willie  
 Alan Price  
**KFWD-FM — DALLAS — Steve Sutton**  
 Eric Clapton  
 Genesis  
 Gary Wright  
 Wet Willie  
 Blue Oyster Cult  
 Pat Travers  
**KZEW-FM — DALLAS — Mike Hedges**  
 Jess Roden  
 Eric Clapton  
 Wet Willie  
**KSHE — ST. LOUIS — Ted Habeck**  
 Genesis — Seconds Out — Atlantic  
 Eric Clapton — Slowhand — RSO  
 Kiss — Alive II — Casablanca  
 Rod Stewart — Foot Loose & Fancy Free — WB  
 Queen — News Of The World — Elektra  
 Doucette — Arista  
**WYDD-FM — PITTSBURGH — Steve Downes**  
 Queen  
 Genesis  
 Jethro Tull  
 Neil Young  
 Brooklyn Dreams  
 Levon Helm  
 Gary Wright  
 Motors  
**KPFT-FM — HOUSTON — Colin Kellman**  
 Bob James — Heads — Columbia  
 Kiss — Alive II — Casablanca  
 ELO — Out Of The Blue — UA  
 Intergalactic Touring Band — Passport  
 Genesis — Seconds Out — Atlantic  
 David Bowie — Heroes — RCA  
 Steve Kahn — Lightrope — Columbia  
 Nazareth — Expect No Mercy — A&M  
 Cowboy — Capricorn  
 Eric Clapton — Slowhand — RSO  
 Rod Stewart — Foot Loose & Fancy Free — WB

Jess Roden Band — The Player Not The Game — Island  
 Tangerine Dream — Encore — Virgin  
 Neil Young — Decade — Reprise  
 Bunny Wailer — Protests — Island  
 Sammy Hagar — Musical Chairs — Capitol  
 Grinder Switch — Red Wing — Rabbit  
 Dan Hill — Longer Fuse — 20th Century  
 David Bromberg Band — Reckless Abandon — Fantasy  
 Leif Garrett — Runaround Sue(45) — Atlantic  
 Levon Helm & The RCO All Stars — ABC  
 Beatles — Love Songs — Capitol  
**M105-FM — CLEVELAND — Eric Stevens**  
 Saturday Night Fever — Genesis  
 Queen — News Of The World — Elektra  
 America — Wings(45)  
**KEZY-FM — ANAHEIM — Jack Snyder**  
 Genesis — Seconds Out — Atlantic  
 Steve Hillage — Motivation Radio — Atlantic  
 Mark Farner — Atlantic  
 Wet Willie — Manorisms — Epic  
 Baby Grand — Arista  
**KBPI-FM — DENVER — Jean Valdez**  
 Rod Stewart — Foot Loose & Fancy Free — WB  
 ELO — Out Of The Blue — UA  
 Lynyrd Skynyrd — Street Survivors — MCA  
**KZAM-FM — SEATTLE — Jon Kertzer**  
 Rick Danko — Arista  
 Chieftans — Live — Island  
 Jan Hammer Group — Melodies — Nemperor  
 Eric Clapton — Slowhand — RSO  
 Leonard Cohen — Ladies Man — WB  
 Wet Willie — Manorisms — Epic  
 Jethro Tull — Repeat-Vol II — Chrysalis  
 Elvis Costello — My Aim Is True — Columbia  
**WEBN-FM — CINCINNATI — Denton Marr**  
 Loggins And Messina  
 Starcastle  
 Blue Oyster Cult  
 Crosby And Nash  
 Kiss  
 Camel  
 ELO  
 Neil Young  
 Rod Stewart  
 Eric Clapton  
**KOME-FM — SAN JOSE — Dana Jang**  
 Neil Young — Decade — Reprise  
 Elvis Costello — My Aim Is True — Columbia  
 Eric Clapton — Slowhand — RSO  
 David Bromberg Band — Reckless Abandon — Fantasy  
**KSJO-FM — SAN JOSE — Paul Wells**  
 Eric Clapton — Slowhand — RSO  
 Jess Roden Band — The Player Not The Game — Island  
 Neil Norman — Not Of This Earth — GNT  
 Albert King — King Albert — Tomatoe  
 Rockets — Love Transfusion — RCA  
 Wet Willie — Manorisms — Epic  
 Crosby/Nash — Live — ABC  
 Iggy & The Stooges — Metallic KO — Import  
 Neil Young — Decade — Reprise  
 Elvis Costello — My Aim Is True — Columbia  
 Rod Stewart — Foot Loose & Fancy Free — WB  
 Treasure — Epic  
 George Duke — Epic  
 Ramones — Rocket To Russia — Sire  
 Genesis — Seconds Out — Atlantic  
**KDKB-FM — PHOENIX — Hank Cookenboo**  
 Neil Young — Decade — Reprise  
 Leonard Cohen — Ladies Man — WB  
 Billy Cobham — Magic — Columbia  
 Levon Helm & The RCO All Stars — ABC  
 Dan Hill — Longer Fuse — 20th Century  
 Edgar Winter's White Trash — Recycled — Blue Sky/CBS  
 Eddie Money — Columbia  
 Rod Stewart — Foot Loose & Fancy Free — WB  
 War — Galaxy(45) — MCA  
**KINK-FM — PORTLAND — Mike Bailey**  
 John Denver — I Want To Live — RCA  
 Eric Clapton — Slowhand — RSO  
 John Denver — How Can I Leave You Again(45) — RCA  
 Linda Ronstadt — It's So Easy(45) — Asylum  
**WCOL-FM — COLUMBUS — Guy Evans**  
 Genesis  
 Rod Stewart  
 Neil Young  
 Eric Clapton  
 Queen  
**WLVQ-FM — COLUMBUS — Steve Runner**  
 Kiss  
 Genesis  
 Eric Clapton  
 Camel  
**WMC-FM — MEMPHIS — Ron Olson**  
 Queen  
 Ozark Mtn. Daredevils  
 Dan Hill  
 Wet Willie  
 Eric Clapton  
 Neil Young

**KFIG-FM — FRESNO — Art Farkas**  
 Loggins/Messina — Live — Columbia  
 Jess Roden Band — The Player Not The Game — Island  
 ELO — Out Of The Blue — UA  
 Blood, Sweat & Tears — Brand New Day — ABC  
**WOUR-FM — UTICA — Tom Starr**  
 Eric Clapton  
 Rod Stewart  
 Genesis  
 Queen  
 Consequences  
 Eddie And The Hot Rods  
**KNAC-FM — LONG BEACH — Bill Clay**  
 Gary Wright — Touch & Gone — WB  
 Queen — News Of The World — Elektra  
 Wings — School Girls(45) — Capitol  
 Eric Clapton — Slowhand — RSO  
 Jess Roden Band — The Player Not The Game — Island  
 Treasurer — Epic  
**KZEL-FM — EUGENE — Stan Garrett**  
 Genesis — Seconds Out — Atlantic  
 Billy Conham — Magic — Columbia  
 Glenda Griffith — Ariola  
 Rick Danko — Arista  
 Neil Young — Decade — Reprise  
 Intergalactic Touring Band — Passport  
 Baby Grand — Arista  
 Commodores — Live — Motown

Steve Gibbons Band — Caught In The Act — MCA  
**WUSB-FM — STONY BROOK — Jim Leiblich**  
 Genesis  
 Eric Clapton  
 Edgar Winter  
 Shakti  
 Stomo Yamashta  
 Billy Cobham  
 Tangerine Dream  
 Elvis Costello  
 Intergalactic Touring Band  
 Dexter Gordon  
**WAAL-FM — BINGHAMTON — Steve Becker**  
 Rod Stewart  
 Genesis  
 Rick Danko  
 Pat Travers  
 Elvis Costello  
 Blood, Sweat & Tears  
 Billy Cobham  
 Treasure  
 Rick Wakeman  
 Maynard Ferguson  
 Eric Clapton  
 Neil Young  
 Jethro Tull  
 Kiss

## EXECUTIVES ON THE MOVE

(continued from page 12)



Dordal Rodriguez Hager DiMatteo

Hager as regional promotion manager for the label in the Detroit area. Prior to his appointment, Hager owned and operated a retail outlet in Milwaukee, Wis., as well as doing midwest regional promotion for Columbia Records, Milwaukee/Chicago area promotion for Elektra Records, midwestern sales and promotion for Metromedia and midwest regional promotion for RCA.

**Changes At CBS International** — Bernard DiMatteo has been appointed vice president operations with his primary responsibility to direct and coordinate the division's worldwide technical, manufacturing and logistical operations. DiMatteo has been vice president, administration and development since 1973 and joined CBS in 1966. He replaces John Dolan, who recently assumed CRI responsibilities. Paul Russell has been named to the newly-created position of vice president, administration. In his new capacity, Russell will have overall responsibility for all CRI's business development, planning, personnel and business affairs activities. He came to CBS Records in 1973 in the United Kingdom as director of business affairs, and more recently served as vice president and assistant to the president of CRI. Caroline Moore has been appointed to staff assistant, president's office. She has been with CRI since July, 1976 as manager, area desk east, and previously worked in marketing and economics for firms domestically and abroad. All three people report to Dick Asher, president of CRI. Raymond Pitts and Adalberto Ribeiro have been appointed to positions of area desk managers. Their responsibilities will include monitoring the market conditions and providing market research for countries where CRI has or anticipates establishing companies. Pitts comes to CBS from Radio Denmark where he served as a musical director, staff arranger and producer. He is an accomplished composer. Ribeiro has extensive experience in business systems as general manager of the International Surety Department of the Public Services Mutual Company of New York. Both men will report to Frank Welzer. Robert J. Witt, Jr. has been named director, asset control. Witt has been employed with CBS since 1975 working in CHD. Michael Adams has been appointed assistant controller, asset management. He joined CBS in 1967 as a financial analyst in the news division and subsequently served in various positions in the corporation before coming to CRI as director of asset management in 1976. Roger Romano has been named assistant controller, budgets and accounting. He became associated with CRI in 1968 as a financial analyst and most recently served as assistant controller, asset management. All three appointees will report to Jay Edelman. Frank J. Welzer has been appointed as vice president, business development. In this new position, Welzer will be responsible for business development with emphasis on acquisitions, joint ventures, licenses and the development of new and existing markets. Welzer originally came to CBS in 1969 and most recently served as vice president, compensation, benefits and personnel systems. He will report directly to Paul Russell. Reporting to Welzer in his new area will be Jack Oppenheimer, previously director of development, now director of business development, west, and Eliot Loshak, formerly director of administration, now director of business

(continued on page 58)



**#3 CRYSTAL GAYLE** — Receiving top 5 airplay at 47 CB reporting stations including KPAM-1, KEEL-1, KNDE-1, KJR-1, KSLY-1, WKBW-2, KGW-2, KSTP-2, BJ105-2, KBEQ-2, WFIL-2, WAPE-2, WNDE-2, KIOA-2, WAYS-2, WNCI-2, WBBF-2, KDWB-2, KING-2, KFRC-2, 13Q-3, WLEE-3, WGCL-3, WAKY-3, WSGA-3, WZZD-3, WCOL-3, WISM-3, KXOK-3, KHJ-4, 10Q-4, WPRO-FM-4, KSLQ-4, KAKC-4, WCAO-4, WMET-5, WPEZ-5, WOKY-5, WBBQ-5, WLAC-5, WSAI-5, WVBF-5, 96X-5, KTAC-5. Top 5 sales at Worldwide. Music St./Seattle, All Records/Oakland, Banana/S.F., Tower/Sac., L.A., Alta/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Music Plus/L.A., Win One Stop/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Singer/Chicago, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Stark/Cleve., Sound Warehouse/Dallas.

**#6 BEE GEES** — #3 most active record this week with 23 jumps including WABC 16-14, KFRC 22-12, WMET 22-14, KXOK 13-7, KSTP 12-8, KGW 15-11, WPEZ 18-9, WMPS 28-21, Q102 20-16, KSLQ 16-12, WDRQ 21-13, 99X 14-9, 10Q 19-12, KING 10-6, WZZD 15-10, KLEO 13-4, WNOE 27-22, WIFI 17-7, 96X 17-8, WSAI 20-15, KCBQ 23-13, KTAC 14-10, WBBF 23-18. Receiving top 5 airplay at B100-1, WOW-1, WHHY-1, WRKO-2, WPRO-FM-2, WSGN-2, WCAO-2, KLIF-3, KCPX-3, WKY-3, Q94-3, WAYS-3, KLEO-4, WISM-4, KPAM-4, KHJ-5, KJR-5, 13Q-5. Top 10 sales at Worldwide, Music St./Seattle, Everybody's/Portland, Tower/S.F., L.A., Alta/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Music Plus/L.A., Bee Gee/Albany, King Karol/N.Y., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo, Father's & Sun's/Indianapolis, Bromo/Okla. City, Western/Amarillo, Cactus/Houston, Sieberts/Little Rock.

**#9 CHICAGO** — Receiving top 5 airplay at WZUU-1, KGW-1, KCPX-1, WOW-2, WSGA-2, KSLQ-3, KING-3, WDRQ-3, KPAM-3, WFI-3, BJ105-3, KFRC-4, KTLK-4, WZZD-4, WFIL-4, Y100-4, B100-4, WMAK-5, KLEO-5, KERN-5, Q94-5, KXXK-5, KAKC-5. Jumps this week include WLS 19-13, WGCL 24-18, WZUU 19-7, 13Q 24-19, WQAM 14-6, WLAC 21-11, KXOK 10-6, Q94 11-5, WKY 13-9, WAYS 13-8, KEEL 11-7, KDWB 11-7, KCBQ 20-10, WNOE 10-6. Top 10 sales at All Records/Oakland, Music St./Seattle, Banana/S.F., Odyssey/Santa Cruz, City One Stop, Wherehouse, Tower/L.A., Win One Stop, King Karol/N.Y., Richman Bros./Phila., Schwartz Bros./D.C., Father's & Sun's/Indianapolis, Poplar Tunes/Memphis, Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Sieberts/Little Rock.

**#11 RITA COOLIDGE** — Jumps this week include WABC 13-11, KHJ 16-12, KFRC 14-10, KILT 12-7, WLS 13-10, WMET 15-11, WKY 12-6, WQAM 20-12, KGW 8-3, Y100 14-9, 10Q 22-16, WBBF 17-5, KTAC 12-8. Receiving top 5 rotation at KIMN-1, WAKY-1, WNOE-1, KING-1, KXXK-1, KLIF-2, KJR-2, KPAM-2, WFI-2, KTLK-2, WPEZ-3, WDRQ-3, KGW-3, WFIL-3, WMPA-4, WSAI-4, WSGA-4, WNCI-4, KDWB-4, KXOK-4, KCPX-5, WBBF-5, WISM-5, KSTP-5, Q102-5. Top 15 sales at Worldwide/Seattle, Everybody's/Portland, Banana/S.F., Circles, Alta/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Wherehouse, Music Plus, Tower/L.A., Bee Gee/Albany, King Karol, Win One Stop, Aravox/N.Y., Cavages/Bufalo, Richman Bros./Phila., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Galgano/Chicago, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Stark/Cleve., Radio Doctors/Milw., Poplar Tunes/Memphis, Bromo/Okla. City, Sieberts/Little Rock, Warehouse Record & Tape/New Orleans.

**#12 LINDA RONSTADT** — #5 most active record this week with 20 jumps including WABC 22-19, WRKO 27-23, KLIF 11-6, WFIL 19-14, KCPX 25-20, WDRQ ex-28, WKY 17-12, WAKY 19-13, KSTP 13-7, KING 15-9, WIFI 16-12, 96X 20-15, WLEE ex-24, KCBQ 14-8, KAKC 9-2, KNDE ex-15, WPRO-FM 14-5, BJ105 24-18, WOW 10-3, WNDE 20-10. Receiving top 5 airplay at 10Q-1, WCAO-1, KILT-1, CKLW-2, WPEZ-2, KHJ-2, KAKC-2, WGCL-2, Z93-2, KRBE-2, KERN-2, WMPA-3, WKBW-3, WOW-3, WNCI-3, 13Q-4, WDRQ-4, KSLY-4, WPRO-FM-5, WQXI-5, KPAM-5, KEEL-5, KFRC-5. Top 15 sales at Banana/S.F., Tower/Sac., L.A., Odyssey/Santa Cruz, Alta/Phoenix, City One Stop, Licorice Pizza, Music Plus/L.A., Bee Gee/Albany, Cavages/Bufalo, Win One Stop/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., J.L. Marsh/Minn., Stark/Cleve., Radio Doctors/Milw., Poplar Tunes/Memphis, Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Cactus/Houston, Sieberts/Little Rock, Warehouse Rec. & Tape/New Orleans.

**#15 THE BABYS** — Added this week at Z93, WSAI, WNDE. Jumps this week include KLIF 30-26, WQXI 30-23, WGCL 20-14, WCAO 23-18, Q102 23-18, KEEL ex-21, WOKY 34-30, WDRQ ex-30, KLEO 20-12, WLEE 26-21, KAKC 23-15, KBEQ 19-16, BJ105 29-21. Top 15 sales at Everybody's/Portland, Tower/S.F., L.A., Alta/Phoenix, Odyssey/Santa Cruz, Wherehouse/L.A., Bee Gee/Albany, Cavages/Bufalo, Win One Stop/N.Y., Bromo/Okla. City, Sieberts/Little Rock. Top 20 sales at Worldwide/Seattle, Banana/S.F., City One Stop, Music Plus/L.A., Waxie Maxie/D.C., Father's & Sun's/Indianapolis.

**#17 JUDY COLLINS** — Added this week at 13Q, WZZD, WNCI, WAPE. Jumps this week include KFRC 27-22, WMET 25-18, WAKY 23-18, WCOL 22-16, WKBW 23-19, WMAK 21-16, WNDE 13-6, WOW 22-17, KERN 25-21, KPAM ex-28, KNDE ex-28. Top 20 sales action at Everybody's/Portland, Circles/Phoenix, Odyssey/Santa Cruz, Win One Stop, King Karol, Aravox/N.Y., Cavages/Bufalo, N.E. Music City/Boston, J.L. Marsh/Minn., Stark/Cleve.

**#18 LINDA RONSTADT** — Adds this week include KLIF, KLAC, KTAC, WKY, KJR, WMAK, KLEO. Jumps this week at WABC ex-20, KILT 29-19, KFRC 12-8, Q102 10-6, WBBQ 25-18, KSTP 20-15, WDRQ 16-11, WHHY 20-12, WAPE 27-10, KIMN 22-18, WBBF 26-20, BJ105 24-18, WPRO-FM 14-5, KAKC ex-31, 96X 20-15, WIFI 16-12, KRBE ex-25, WZZD 20-14. Top 20 sales at Banana/S.F., Odyssey/Santa Cruz, Licorice Pizza/L.A., Bee Gee/Albany, Cavages/Bufalo, Win One Stop, King Karol/N.Y., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Father's & Sun's/Indianapolis, Stark/Cleve., Western/Amarillo, Sieberts/Little Rock.

**#19 FLEETWOOD MAC** — This week's #1 most active record with 34 jumps include WLS 22-17, KHJ 18-13, KLIF 17-10, WKBW 24-16, KSLQ 20-15, WHBQ ex-29, WMAK 13-8, WGCL 30-21, 10Q 20-10, KING 17-12, Q102 26-21, WMPS 26-19, Y100 27-22, KGW 13-8, WLAC ex-38, KXOK 14-10, WAKY 25-15, WKY 10-4, KEEL 19-13, WNDE 27-20, WAPE 12-5, WOW 12-7, KERN 24-20, KPAM 13-6, KIMN 19-15, WSGA 12-8, KXXK 9-3, KAKC 30-22, WLEE 22-16, WSAI 15-6, 96X 28-23, WNOE 25-21, WZZD 11-6, WZUU 17-12. Top 20 sales at Music St./Seattle, Banana/S.F., Odyssey/Santa Cruz, City One Stop/L.A., Win One Stop, King Karol/N.Y., Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Galgano, Singer/Chicago, Father's & Sun's/Indianapolis, J.L. Marsh/Minn., Radio Doctors/Milw., Bromo/Okla. City, Western/Amarillo, Sieberts/Little Rock.

**#20 JAMES TAYLOR** — Added this week at WRKO, KLIF, WLAC, WAYS, KLEO. Jumps this week include CKLW 15-11, KILT 26-21, WFIL ex-21, WGCL 18-13, KTLK 29-21, KGW 28-24, WLAC 10-5, WCAO 20-15, WMET 27-21, WNDE ex-26, WAPE 19-11, KJR 20-14, WISM 28-24, KPAM 21-17, WBBF 28-22, KXXK 21-16, KBEQ 23-17, WNOE 17-13, KRBE 28-21. Top 20 sales at Odyssey/Santa Cruz, Bee Gee/Albany, Richman Bros./Phila., Schwartz Bros./D.C., Father's & Sun's/Indianapolis, Stark/Cleve.

**#22 ENGLAND DAN & J.F. COLEY** — Adds this week include KLIF, WQXI, KTAC, WAKY, WDRQ, KIMN, WNDE. Jumps this week include KFRC ex-29, WMPS 19-15, WKBW 22-18, WBBQ 24-19, KSTP 24-20, KEEL 15-10, KCPX ex-27, WMAK 36-31, KLEO 27-22, WOW 25-21, KERN ex-30, KCBQ ex-30. Top 25 sales at Odyssey/Santa Cruz, Bee Gee/Albany, Win One Stop/N.Y., Waxie Maxie, Schwartz Bros./D.C., Radio Doctors/Milw., Bromo/Okla. City, Western/Amarillo.

**#24 STEVE MILLER** — #2 most active record this week with 25 jumps including KILT 38-26, WRKO 30-25, KHJ ex-27, KLIF 29-20, WKBW ex-28, WMAK 15-10, Y100 25-20, KGW 17-12, WLAC ex-37, KSTP 16-12, Q94 25-19, WAYS 21-17, KEEL 24-20, WNDE ex-28, WHHY 14-6, WAPE 20-16, WOW 15-9, B100 19-12, WISM ex-30, KIMN 8-4, KTAC ex-26, BJ 105 18-8, KAKC ex-39, WSAI 25-18, 96X ex-28. Top 25 sales at Circles/Phoenix, Odyssey/Santa Cruz, Bee Gee/Albany, Win One Stop, Aravox/N.Y., Cavages/Bufalo, N.E. Music City/Boston, Father's & Sun's/Indianapolis, Bromo/Okla. City, Sieberts/Little Rock.

**#27 PLAYER** — #4 most added record this week with adds at WFIL, WKBW, KGW, WQAM, WAKY, KCPX, KPAM, B100, WOW, KLEO. Jumps this week include CKLW ex-30, WPGC 18-12, KFRC ex-27, KILT ex-40, Z93 15-10, WPEX 12-6, WAYS 25-20, KSTP ex-24, WMAK ex-27, WISM 20-15, 96X 25-19, WIFI 30-21, WPRO-FM ex-23, KAKC 32-24, WAPE ex-29. Top 30 sales at All Records/Oakland, Music St./Seattle, Banana/S.F., Wherehouse, Music Plus, Tower/L.A., Bee Gee/Albany, Richman Bros./Phila., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo, Stark/Cleve.

**#29 BOB WELCH** — The #1 most added record this week with 17 adds including WQXI, KHJ, KLIF, WFIL, Z93, Q102, Q94, WOKY, WCAO, KCPX, KERN, WHHY, WNDE, KBEQ, 96X, WVBF, WZZD. #4 most active record this week with 21 jumps including WPGC 27-22, CKLW ex-29, KFRC ex-25, WRKO ex-28, WDRQ 26-22, WMAK ex-25, KTLK 20-15, WPEZ ex-26, WLAC 37-23, WDRQ 21-17, KEEL 29-22, KDWB 15-12, WAPE ex-27, WOW 23-15, KXXK 13-6, BJ105 19-14, WPRO-FM ex-30, KAKC ex-36, WLEE ex-26, WNOE 24-17, WZUU ex-20. Top 30 sales action at Banana/S.F., Music Plus/L.A., Win One Stop/N.Y., Bee Gee/Albany, Cavages/Bufalo, N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., J.L. Marsh/Minn., Poplar Tunes/Memphis, Sound Warehouse/Dallas, Sieberts/Little Rock.

**#31 PAUL DAVIS** — Added this week at KSLQ, KSTP, WOKY, WIFI, WBBF. Jumps this week at KILT 17-10. Good sales at Music Plus/L.A., Galgano/Chicago.

**#33 L.T.D.** — Added this week at WAYS, KEEL, BJ105, WHHY. Jumps this week include WPGC 13-9, KILT 16-8, KFRC 25-19, KLIF ex-30, KSLQ 18-14, 99X 31-27, WMAK ex-30, WGCL 29-22, WMPS 18-14, WBBQ ex-30, WQAM 24-17, Q94 26-20, WCAO 27-22, WSGA 17-10, WAPE 23-15, KNDE ex-21, WLEE 19-12, WNOE 35-29, KRBE 14-7. Top 30 sales at All Records/Oakland, Banana/S.F., Tower/S.F., Sac., L.A., City One Stop, Music Plus/L.A., Win One Stop/N.Y., Norman Cooper, Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo, Galgano/Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Poplar Tunes/Memphis, Cactus/Houston, Southern/Miami.

**#34 CARPENTERS** — Added this week at WKBW, KDWB, KERN, WAPE. Jumps this week include WRKO ex-29, KTLK ex-30, KING 19-15, KAKC 24-19, KBEQ 29-25, KTAC ex-25. Good sales at Worldwide, Music St./Seattle, Everybody's/Portland, Licorice Pizza/L.A., N.E. Music City/Boston, Stark/Cleve., Bromo/Okla. City, Sound Warehouse/Dallas.

**#35 SANTANA** — Added this week at KLIF, KLEO. Jumps this week include KHJ 22-16, KSLQ 28-24, KGW 24-20, KSTP 19-14, KDWB 27-21, KTLK ex-29, KING ex-25, WNOE 28-20, KJR ex-25, KBEQ 30-26, WAPE ex-30, KAKC ex-40. Very good sales action at All Records/Oakland, Music St./Seattle, Circles/Phoenix, Odyssey/Santa Cruz, City One Stop, Licorice Pizza, Wherehouse, Music Plus/L.A., Sound Warehouse/Dallas, Stark/Cleve.

**#37 PAUL SIMON** — Added this week at WMPS, KAKC, Q102, Z93, KING, KTLK. Jumps this week include WQXI 24-18, KILT 22-17, WPEZ ex-34, WOKY 32-27, WCAO ex-30, WAPE 28-22, KRBE 22-16, 10Q ex-29. Good sales at Everybody's/Portland, Tower/Sac., Odyssey/Santa Cruz, City One Stop/L.A., King Karol, Aravox/N.Y., Richman Bros./Phila., N.E. Music City/Boston, Cavages/Bufalo, Singer/Chicago, Father's & Sun's/Indianapolis, Stark/Cleve., Cactus/Houston, Sieberts/Little Rock.

**#38 AEROSMITH** — Added this week at WOKY, WOW. Jumps this week include KHJ ex-31, WCAO 21-16, KJR 24-19, 10Q 29-21. Sales at City One Stop/L.A., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo.

**#39 DOLLY PARTON** — Added this week at WPGC, WFIL, KSLQ, WGCL, KBEQ, WAPE, WLEE. Jumps this week include KILT ex-28, KLIF ex-28, WHBQ 30-26, WMAK 20-11, Z93 13-9, WPEZ 32-27, WLAC 29-22, WCAO ex-27, WAYS 23-12, WMET 29-25, KAKC 19-13. Good sales at All Records/Oakland, Tower/S.F., Sac., L.A., Circles/Phoenix, City One Stop, Licorice Pizza, Wherehouse/L.A., Win One Stop/N.Y., N.E. Music City/Boston, Stark/Cleve., Bromo/Okla. City, Western/Amarillo, Sound Warehouse/Dallas, Cactus/Houston, Sieberts/Little Rock.

**#40 BAY CITY ROLLERS** — Added this week at WQXI, WGCL, KING, WLAC, BJ105, WKY, KIOA, KJR. Jumps this week include WCAO ex-29, WHHY ex-30, KERN ex-28, KEEL 28-23, 13Q ex-29, KGW 26-17, KAKC 16-11, WMAK 40-35. Sales at Tower/L.A., N.E. Music City/Boston, Schwartz Bros./D.C., Bromo/Okla. City.

**#41 QUEEN** — Added this week at WQXI, WPEZ, WAYS, WGCL, WSAI, KRBE. Jumps this week include CKLW 30-23, 99X 19-13, WDRQ 30-24, KCPX ex-30. Sales at Music Plus/L.A., Bee Gee/Albany, Win One Stop/N.Y., N.E. Music City/Boston, Waxie Maxie, Schwartz Bros./D.C., Galgano/Chicago, Father's & Sun's/Indianapolis.

**#42 ROD STEWART** — Added this week at WPGC, WSGN, WPRO-FM, BJ105, KPAM, WOW. Jumps this week include WQXI 29-22, KILT 34-24, WKBW ex-26, WNOE 29-24, KAKC ex-32, WPEZ ex-28, WLAC ex-29, Q94 ex-22, KERN ex-27, KJR ex-24. Good sales action at Banana/S.F., Licorice Pizza, Tower/L.A., Win One Stop/N.Y., Cavages/Bufalo, Waxie Maxie/D.C., Stark/Cleve., Bromo/Okla. City, Warehouse Rec. & Tape/New Orleans.

**#43 KANSAS** — Added this week at KTLK, KAKC, KNDE, WBBQ, WMET, KPAM, B100, WHHY. Jumps this week include WOW 24-18, WCAO ex-28, KBEQ ex-29, WSGN ex-29, KSLQ 30-25, WIFI ex-27. Sales action at Banana/S.F., Waxie Maxie/D.C., Stark/Cleve.

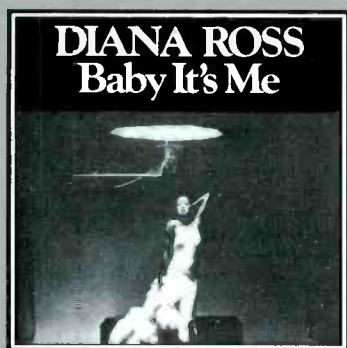
**#46 HIGH INERGY** — Added this week at KFRC, CKLW, WMPS, Q94, WAYS. Jumps this week include WPGC 28-21, KILT ex-38, KHJ 20-15, WCAO 30-24, WDRQ 15-9, WGCL ex-27, 96X ex-27, 10Q 21-15. Good sales at All Records/Oakland, Music St./Seattle, Circles/Phoenix, City One Stop, Music Plus, Tower/L.A., Win One Stop/N.Y., Schwartz Bros./D.C., Western/Amarillo, Cactus/Houston.

**#51 LEIF GARRETT** — Added this week at WPEZ, WLAC, KXOK, WCAO, WDRQ, KEEL, WSGA, KNDE. Jumps this week include KFRC ex-28, WNDE 38-30, Y100 16-11, WPRO-FM ex-29, BJ105 39-29. Good sales at Banana/S.F., City One Stop, Tower/L.A., Bee Gee/Albany, Waxie Maxie, Schwartz Bros./D.C., Cavages/Bufalo.

(continued on page 59)



# HOT MAGIC!



**DIANA ROSS**

**"GETTIN' READY FOR LOVE"**

M 1427F

FROM THE ALBUM "BABY IT'S ME"

M7-890R1

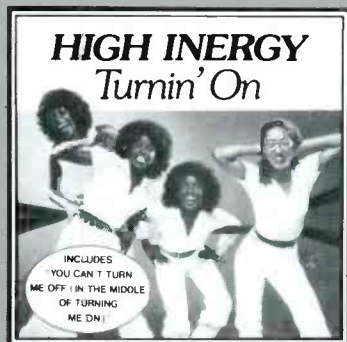
**CASHBOX BILLBOARD**

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22



**HIGH ENERGY**

**"YOU CAN'T TURN ME OFF"**

G 7155F

FROM THE ALBUM "TURNIN' ON"

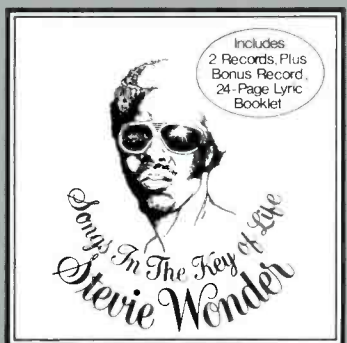
G6-978S1

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65



**STEVIE WONDER**

**"AS"**

T 54291

FROM THE ALBUM "SONGS IN THE KEY OF LIFE"

T13-340C2

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114

# MOTOWN

## Artists Visit Stations



**OSMONDS SIGN AND SIGN AND SIGN** — Some 4,500 fans were on hand at KCQB in San Diego recently when the station held an autograph party for Polydor recording artists Donny and Marie Osmond. Pictured (l-r) are: Nina Gomez, KCQB music director; Donny and Marie; Billy Brill, Polydor's promotion man, and Gerry Peterson, KCQB's program director.



**TIME FOR DEAN** — Lifesong recording artist Dean Friedman recently assembled in the middle of Times Square with friends from his label to salute WNEW-FM, whose name went up in lights, along with Dean's, on the Spectacolor sign facing Manhattan's 42nd Street. Pictured standing (from left) are: Bob Russo, promotion director for Lifesong; Scott Muni, program director for WNEW-FM; Friedman; Bob Sarlin, vice president of media and product management for Lifesong; and Ira Sherman, product manager for Epic Records. Pictured kneeling are (from left): Allan Hecht, director of artist development for Lifesong; and Stan Nowak of Lifesong.

## Future LP Deals May Spark Bids

(continued from page 7)

tracts, according to sources, is that, unlike rock groups, jazz artists are not subject to breakups that might ruin their commercial worth. A jazz artist, noted an attorney, can be equally successful recording in any configuration, including solo.

Joe Fields, president of Muse Records and a longtime jazz figure, said that most jazz artists who have yet to crossover to pop "have enough trouble getting day-to-day deals without worrying about the 1980s."

Still, Fields noted that, if future recording deals do flourish, "I'm afraid they will hurt a company's commitment to an artist. If I have an artist who I know has made a deal to go to another label in a few years, I'm not going to bust my ass to build his career now."

Among the major pop acts that have entered future delivery arrangements are Steely Dan, which owes one more LP to ABC before moving to Warners, and Al Stewart, who must fulfill a contract with Janus before moving to Arista.

Mary Meyerson, vice president of A&R for ABC, said that, while the label was obviously unhappy about losing Steely Dan, "I feel that all's fair in love and contracts. Meanwhile, they still have an album to do for us, and being a hit act, we are going to get all we can (sales-wise) out of it. The band, for their part, are much too professional to give us anything but their

best effort."

Meyerson said that in most cases, musicians would not want to ruin their reputations by delivering inferior product to their lame duck companies. And the companies, he added, would be foolish not to attempt to reap the benefits from the artists' final merchandise.

### Competition

"What is behind all this," concluded an industry attorney, "is the tremendous competition for fewer acts. Companies are looking ahead to 1980 and 1981 now. The smart companies, as usual, will come out ahead. The ones behind the eight-ball will gamble big and lose."

## U.S. Radio Sales Drop

NEW YORK — Total U.S. market sales of radios to dealers declined three percent in October, 1977, over the comparable period of 1976, according to the Electronic Industry Association.

Total radio sales were 4.85 million, compared with almost 5 million last year. Sales of AM/FM and FM-only radios both increased in October, however.

## Taft Declares Dividend, Approves WYFN Buy

CINCINNATI — The board of directors of Taft Broadcasting Company recently declared a quarterly dividend of 25 cents per share of common stock and approved the acquisition of WYFN in Petersburg, Florida.

## Promotion In Motion

**TO CONTRACT OR NOT CONTRACT?** — "We're in a period of the free agent," said one national promotion vice president. "In baseball, and in the record business." He was referring to the now-common practice of giving contracts to top record executives. This is not a new development, but it has apparently escalated in recent months. In the area of promotion, the most volatile segment of the industry, the contract has given some vice presidents at least a measure of job security.

**Stan Montelro**, vice president of national promotion and artist development for UA, while noting that he is **not** under contract, suggested that his position might be different if he had a new house, a big mortgage, and young children.

"It's a personal thing, really," Monteiro asserted. "I've always thought of myself as a maverick. I've never had trouble getting a job. It's question, basically, of self-confidence." Monteiro spoke of a situation in which a promotion vice president moved to the label that hadn't had a hit in a long time, and didn't appear to be going anywhere. "Even there, it's a matter of confidence, of knowing what you're doing. I've been at hot labels and cold labels. If you've protected your reputation, if you've been honest, there are lots of opportunities if you're let go."

Monteiro concluded, "There is another side to the issue. You're as locked in as the company is. For example, if I have an incredible year, when I come up for review after the standard 12-18 months, I can negotiate from strength. With a contract, you have the big problem of trying to renegotiate. Plus, a promotion exec who finds himself in a bad position (at a job) might have to make a financial sacrifice to get out (of a contract)."

According to Monteiro and others, the reason for the contracts is the feeling on the part of some labels that there is a limited pool of top executive talent; and that it is worth pursuing this talent with generous incentives.

However, at least a few major record companies, including CBS and A&M, reportedly do not offer job contracts as a matter of policy. This stems from their belief that the key to acquiring successful management is training their own young field personnel.

**Harold Childs**, vice president of promotion for A&M, agreed that the ideal way to bring people up to the vice president level was through in-house training. "But few companies have the resources to do this," Childs added.

"I think where you find most contracts being awarded is at companies who are not doing well and need the right help quickly. Also, while there are a lot of people who are naturally good national promotion reps, who can get a lot of records played, there aren't that many who can run a \$1 million or \$2 million-budgeted promotion department. Those management skills are rare, and companies are willing to pay."

**ON THE STREET** — Six-hour "Dream Concert" on KSFJ November 12 featured material by such artists as the **Emotions**, **Marvin Gaye**, **Santana**, the **Commodores** and **War** that had never been made public. Audience sounds were added to the recordings within the production studios... CBS "A&R/marketing" meetings at La Costa Country Club ended up encompassing dozens of execs from all departments, including promotion... Is Peter Pan Records' live "disco duck," **Irwin**, making the retail rounds around the country... Is **Wolfman Jack** branching into the magazine business?... **Norm Gardner** of Fantasy putting finishing touches on a well-researched music industry novel... **Phil DiMauro** of **Cash Box** was dining with friends near Carmine Street in Greenwich Village recently, when he heard several loud pops. "What was that?" asked Phil. "Oh, just firecrackers," said a companion. "The kids are always setting them off." Later, DiMauro learned that they were the gunshots that slew Gino Gallina, a mob lawyer and federal informant. DiMauro is glad he didn't look out the window.

mark mehlner

## STATION BREAKS

**Steve Becker**, former music director of **WAAL**, Binghamton is the new 7-midnight jock at **WAVA**, Washington.

The new lineup at **WROK**, Rockford is: **Mel Young**, 5-9 am; **John Arthur**, from **KWWL**, Waterloo, 9-12 am; **Dan Campbell**, 2-6 pm; **Chuck Diamond**, from **WSAI**, Cincinnati, 6-10 pm; **Kim Carson**, from **WKVQ**, Knoxville, 10-2 am; **Bobby B. Soeder**, 2-5 am; and **Nic Scott**, weekends and swing man.

**Jeff Jaye** has left **WQPD**, Lakeland to go to Columbus, Ohio. The 8-midnight replacement is **Ross Weldon**, formerly with **WFLA**, Tampa.

**WBBF**, Rochester is looking for a jock. Send tapes and resumes to **Jeff Ryder**, WBBF, 850 Midtown Tower, Rochester, New York 14604.

The new 10-2 am jock at **WTCQ (98Q)**,

Vidalia is **Cowboy Bob**.

**Jack Ryan** has been named general sales manager of **WSNI/WRCP**, Philadelphia. Before joining the stations, Ryan was vice president of sales for **WZTV**, Nashville.

**Nancy Boehmcke** has joined **WNBC** Radio as a national account executive. Before joining **WNBC**, she was FM sales manager for **RKO** Radio sales.

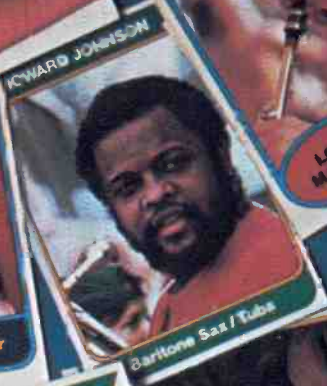
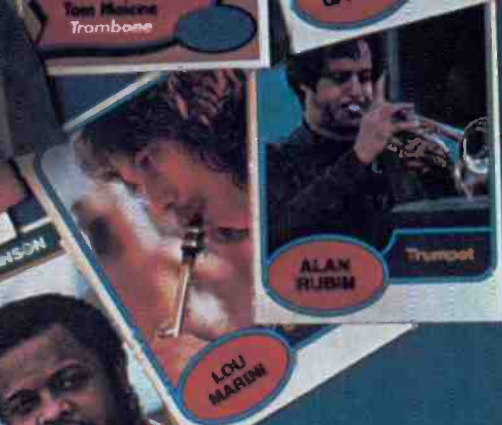
**Jane Hassler**, an 11-year employee at **KMPC**, has been named assistant music director by **Mark Billnof**, program director.

jeff ray



**'HAPPY DAYS' HERO AT KHJ** — **Henry Winkler**, who stars in Universal's new film "Heroes" and the television series "Happy Days," recently stopped by **KHJ** in Los Angeles for an on-the-air chat with air personality **Charlie Tuna**. Pictured (l-r) at the station are: **Paul Drew**, president of **Paul Drew Enterprises**; **Winkler** and **Michael Spears**, **KHJ** operations manager.

# It's a whole new ball game.



AB-1017

Levon Helm: Lead vocals on *The Night They Drove Old Dixie Down*, *Rag Mama Rag*, and is the drummer with The Band.

Booker T. Jones, Mac "Dr. John" Rebennack.

There's not a stronger team of Rock Superstars anywhere. Hear them in action on their premiere ABC album. Watch them in action on their 50-date tour.

The RCO All-Stars: Paul Butterfield, Fred Carter, Jr., Steve Cropper, Donald "Duck" Dunn,



# POP RADIO PLAYLIST HIGHLIGHTS

Playlist Highlights contain the following information:

**Number One Song**, with last week's position;

**New Numbered Additions**;

**New Hitbounds (\*)**: records receiving highest frequency of rotation for current product without attaining numbered positions;

**New Part-Time Records (\*\*)**: 'LP cut' rotations, day-only and night-only play;

**Prime Movers**; and

**Debuts**: records moving from hitbound or part-time rotations into numbered positions.

## WCUE — AKRON

1-1 — Debby Boone  
\*Cheech & Chong  
\*Bay City Rollers  
\*Jackie DeShannon  
\*Randy Newman  
\*Diana Ross  
13 To 6 — Linda Ronstadt — Easy Blue  
22 To 11 — L.T.D.  
30 To 22 — Bob Welch  
Ex To 38 — Kansas  
Ex To 39 — Dolly Parton  
Ex To 40 — Queen

## KRKE — ALBUQUERQUE

2-1 — Linda Ronstadt — Blue  
23 — Linda Ronstadt — Easy  
\*Earth, Wind & Fire  
\*\*England Dan & J.F. Coley  
\*\*ELO  
\*\*L.T.D.  
\*\*Judy Collins

## WABE — ALLENTOWN

3-1 — Crystal Gayle  
\*John Denver  
26 To 13 — Linda Ronstadt — Easy  
40 To 27 — Leif Garrett  
Ex To 31 — Odyssey  
Ex To 37 — Styx  
Ex To 38 — Bob Welch

## WISE — ASHVILLE

1-1 — Debby Boone  
\*Leif Garrett  
\*Kansas  
\*Randy Newman  
\*Elvis Presley  
\*\*Santana  
\*\*Missouri

## WFRM — ATHENS

1-1 — Debby Boone  
\*Rod Stewart  
\*Kansas  
\*Andy Gibb  
\*Samantha Sang  
\*Lynyrd Skynyrd  
14 To 9 — Styx  
23 To 17 — L.T.D.  
27 To 22 — Linda Ronstadt — Both  
28 To 23 — Paul Simon  
31 To 26 — Santana  
34 To 29 — Carpenters  
35 To 30 — Steve Miller  
Ex To 31 — Billy Joel  
Ex To 32 — Jackie DeShannon  
Ex To 33 — Dolly Parton  
Ex To 34 — High Inergy  
Ex To 35 — Myron LeFevre

## Z-93 — ATLANTA

1-1 — Debby Boone  
\*Earth, Wind & Fire  
\*Paul Simon  
\*Olivia Newton-John  
\*Bob Welch  
\*The Babys  
13 To 7 — Dolly Parton  
15 To 10 — Player  
Ex To 23 — Billy Joel

## WQXI — ATLANTA

1-1 — Debby Boone  
24 — Elvis Presley  
29 — Bob Welch  
30 — Queen  
\*England Dan & J.F. Coley  
\*ELO  
\*Bay City Rollers  
\*Leif Garrett  
\*\*Steeley Dan  
\*\*Wings  
\*\*Samantha Sang

## WBBQ — AUGUSTA

1-1 — Debby Boone  
\*Kansas  
\*Samantha Sang  
\*Adriani Brothers  
\*Randy Newman  
24 To 18 — England Dan & J.F. Coley  
25 To 19 — Linda Ronstadt — Easy  
Ex To 29 — KC & The Sunshine Band  
Ex To 30 — L.T.D.

## WAUG — AUGUSTA

1-1 — Debby Boone  
\*Rod Stewart  
\*Randy Newman  
\*Bob Welch  
\*Judy Collins  
\*Leif Garrett  
20 To 13 — James Taylor  
21 To 10 — Fleetwood Mac  
22 To 17 — Linda Ronstadt — Blue  
Ex To 24 — Queen  
Ex To 26 — Stillwater  
Ex To 28 — L.T.D.  
Ex To 29 — Andy Gibb  
Ex To 30 — KC & The Sunshine Band

## KERN — BAKERSFIELD

1-1 — Debby Boone  
\*Bob Welch  
\*Carpenters  
\*Andy Gibb  
\*Cheech & Chong  
\*Donnie & Marie  
24 To 20 — Fleetwood Mac  
25 To 21 — Judy Collins  
30 To 22 — Seals & Crofts  
Ex To 27 — Rod Stewart  
Ex To 28 — Bay City Rollers  
Ex To 29 — Styx  
Ex To 30 — England Dan & J.F. Coley

## KAFY — BAKERSFIELD

1-1 — Debby Boone  
\*Leif Garrett  
\*Bee Gees — Stay Alive  
\*Kansas  
13 To 7 — Bee Gees  
15 To 11 — Player  
18 To 13 — Judy Collins  
22 To 16 — Seals & Crofts  
24 To 20 — Santana  
Ex To 28 — Rod Stewart  
Ex To 30 — Aerosmith

## WCAO — BALTIMORE

5-1 — Linda Ronstadt — Both  
\*Wings  
\*Leif Garrett  
\*Bob Welch  
\*Brooklyn Dreams  
20 To 15 — James Taylor  
21 To 16 — Aerosmith  
23 To 18 — The Babys  
26 To 19 — Diana Ross  
27 To 22 — L.T.D.  
30 To 24 — High Inergy  
Ex To 27 — Dolly Parton  
Ex To 28 — Kansas  
Ex To 29 — Bay City Rollers  
Ex To 30 — Paul Simon

## WFBR — BALTIMORE

1-1 — Debby Boone  
\*Santana  
\*Leif Garrett  
\*Jackie DeShannon  
\*Leif Garrett  
Ex To 27 — Steve Miller  
Ex To 29 — Odyssey  
Ex To 30 — Elvis Presley

## WGUY — BANGOR

1-1 — Debby Boone  
\*Wings  
\*Queen  
\*Linda Ronstadt — Blue  
15 To 9 — Bay City Rollers  
16 To 8 — Judy Collins  
21 To 16 — Abba  
Ex To 28 — Shaun Cassidy  
Ex To 29 — Player  
Ex To 30 — Paul Davis

## WHNN — BAY CITY

1-1 — L.T.D.  
28 — High Inergy  
29 — Stevie Wonder  
30 — Kansas  
\*Heart  
17 To 13 — Art Garfunkel  
25 To 17 — The Babys  
26 To 20 — Linda Ronstadt — Easy  
29 To 24 — England Dan & J.F. Coley  
30 To 25 — Bob Welch  
Ex To 23 — Player

## WERC — BIRMINGHAM

1-1 — Debby Boone  
\*Steve Miller  
\*Billy Joel  
\*Bob Welch  
\*Adriani  
Ex To 23 — Rod Stewart  
Ex To 26 — Kendalls

## WKXX — BIRMINGHAM

1-1 — Debby Boone  
\*Santana  
\*Stevie Wonder  
\*Carpenters  
18 To 13 — Player  
26 To 18 — Billy Joel  
32 To 25 — Randy Newman  
Ex To 28 — Kansas  
Ex To 30 — Stillwater

## WSGN — BIRMINGHAM

1-1 — Debby Boone  
\*Billy Joel  
\*Rod Stewart  
\*Leif Garrett  
\*Shaun Cassidy  
10 To 5 — James Taylor  
11 To 4 — Barry White  
15 To 10 — Eric Carmen  
29 To 22 — Dolly Parton  
Ex To 25 — Samantha Sang  
Ex To 29 — Kansas  
Ex To 31 — Elvis Presley

## KYFR — BISMARCK

1-1 — Debby Boone  
\*John Denver  
\*Linda Ronstadt — Easy  
\*Donny & Marie  
15 To 10 — Carpenters  
20 To 16 — Dolly Parton  
Ex To 20 — Bob Welch

## WRKO — BOSTON

1-1 — Debby Boone  
\*James Taylor  
16 To 10 — Crystal Gayle  
25 To 18 — Odyssey  
27 To 23 — Linda Ronstadt — Blue  
30 To 25 — Steve Miller  
Ex To 28 — Bob Welch  
Ex To 29 — Carpenters  
Ex To 30 — Crawler

## WVBF — BOSTON

1-1 — Debby Boone  
20 — Odyssey  
\*Bob Welch  
\*Rod Stewart  
\*Seals & Crofts  
\*Stevie Martin  
20 To 5 — Crystal Gayle

## WBGW — BOWLING GREEN

1-1 — Debby Boone  
\*ELO  
\*Dolly Parton  
\*Leif Garrett  
\*Adriani  
\*Alan Parsons  
\*Styx  
14 To 8 — Bee Gees  
16 To 11 — The Babys  
17 To 12 — Steve Miller  
22 To 16 — James Taylor  
Ex To 20 — Buckingham-Nicks  
Ex To 21 — Bay City Rollers  
Ex To 22 — Bob Welch  
Ex To 23 — Brick  
Ex To 24 — Peter Brown  
Ex To 25 — B.J. Thomas  
Ex To 26 — Jackie DeShannon

## WICC — BRIDGEPORT

1-1 — Debby Boone  
\*Carpenters  
\*Player  
\*ELO  
\*Randy Newman  
\*\*Wings  
\*\*Cheech & Chong  
\*\*Shaun Cassidy  
\*\*Dolly Parton  
9 To 4 — Bee Gees  
19 To 14 — Linda Ronstadt — Blue  
26 To 21 — Queen  
27 To 22 — Rod Stewart

## WKBW — BUFFALO

1-1 — Debby Boone  
\*Jackie DeShannon  
\*Player  
\*Randy Newman  
\*Carpenters  
22 To 18 — England Dan & J.F. Coley  
23 To 19 — Judy Collins  
24 To 16 — Fleetwood Mac  
25 To 21 — Styx  
Ex To 26 — Rod Stewart  
Ex To 28 — Steve Miller

## WTMA — CHARLOTTE

7-1 — Brick  
24 — Dolly Parton  
25 — Steve Miller  
26 — England Dan & J.F. Coley  
27 — Bob Welch  
28 — Leo Sayer  
29 — Earth, Wind & Fire  
30 — Rod Stewart  
10 To 5 — Bee Gees  
21 To 15 — Peter Brown  
24 To 17 — Fleetwood Mac  
27 To 18 — Player  
26 To 21 — The Babys  
29 To 22 — Paul Davis  
30 To 16 — Paul Simon  
Ex To 14 — L.T.D.

## WAYS — CHARLOTTE

1-1 — Debby Boone  
24 — James Taylor  
25 — Elvis Presley  
\*Billy Joel  
\*Queen  
\*High Inergy  
\*ELO  
\*L.T.D.  
10 To 6 — Dave Mason  
13 To 8 — Chicago  
21 To 17 — Steve Miller  
23 To 12 — Dolly Parton  
25 To 20 — Player  
Ex To 26 — KC & The Sunshine Bnad

## WFLI — CHATTANOOGA

1-1 — Debby Boone  
\*Bob Welch  
\*Elvis Presley  
\*Santana  
\*Rod Stewart  
\*Bay City Rollers  
18 To 12 — Fleetwood Mac  
25 To 17 — L.T.D.

## WLS — CHICAGO

1-1 — Debby Boone  
15 — Foghat  
21 — Bee Gees  
\*Styx  
6 To 2 — Heatwave  
11 To 8 — Barry Manilow  
13 To 10 — Rita Coolidge  
15 To 11 — Styx  
19 To 13 — Chicago  
22 To 17 — Fleetwood Mac

## WMET — CHICAGO

1-1 — Debby Boone  
29 — Kansas  
15 To 11 — Rita Coolidge  
22 To 14 — Bee Gees  
25 To 18 — Judy Collins  
27 To 21 — James Taylor  
29 To 25 — Dolly Parton

## Q-102 CINCINNATI

1-1 — Debby Boone  
24 — Linda Ronstadt — Blue  
27 — Steve Miller  
\*Bob Welch  
\*Paul Simon  
\*\*Fleetwood Mac  
\*\*Hall & Oates  
6 To 2 — Commodores  
10 To 6 — Linda Ronstadt — Easy  
20 To 16 — Bee Gees  
23 To 18 — The Babys  
26 To 21 — Fleetwood Mac

## WSAI — CINCINNATI

1-1 — Debby Boone  
28 — Queen  
30 — The Babys  
10 To 5 — Crystal Gayle  
15 To 6 — Fleetwood Mac  
17 To 12 — Commodores  
20 To 15 — Bee Gees  
24 To 16 — Dave Mason  
25 To 18 — Steve Miller

## WGCL — CLEVELAND

1-1 — Debby Boone  
28 — Queen  
29 — Dolly Parton  
\*Bay City Rollers  
18 To 13 — James Taylor  
20 To 14 — The Babys  
24 To 18 — Chicago  
29 To 22 — L.T.D.  
30 To 21 — Fleetwood Mac  
Ex To 27 — High Inergy  
Ex To 30 — Dramatics

## WCOL — COLUMBUS

1-1 — Debby Boone  
29 — Rush  
30 — Steve Miller  
22 To 16 — Judy Collins  
30 To 21 — Kendalls

## WNCI — COLUMBUS

1-1 — Debby Boone  
18 — Judy Collins  
20 — Bee Gees  
13 To 9 — Rush

## KLIF — DALLAS

1-1 — Debby Boone  
23 — James Taylor  
\*England Dan & J.F. Coley  
\*Santana  
\*Linda Ronstadt — Easy  
\*Bob Welch  
11 To 6 — Linda Ronstadt — Blue  
17 To 10 — Fleetwood Mac  
23 To 14 — Paul Nicholas  
28 To 24 — Barry Manilow  
29 To 20 — Steve Miller  
30 To 26 — The Babys  
Ex To 28 — Dolly Parton  
Ex To 30 — L.T.D.

## WING — DAYTON

2-1 — Firefall  
Ex To 41 — Elvis Presley  
Ex To 42 — Shaun Cassidy  
Ex To 43 — ELO  
Ex To 44 — Leo Sayer  
Ex To 45 — Jackie DeShannon

## WMFN — DAYTONA BEACH

2-1 — Bay City Rollers  
\*Leif Garrett  
\*Jackie DeShannon  
\*Tavares  
\*Cheech & Chong  
15 To 7 — Player  
16 To 9 — Fleetwood Mac  
22 To 12 — James Taylor  
23 To 16 — The Babys  
26 To 20 — Rod Stewart  
30 To 25 — Brooklyn Dreams  
31 To 22 — L.T.D.  
Ex To 27 — Linda Ronstadt — Blue  
Ex To 28 — Styx  
Ex To 29 — Andy Gibb  
Ex To 31 — Dan Hill

## KTLL — DENVER

1-1 — Steve Miller  
\*Styx  
\*Paul Simon  
\*Kansas  
19 To 13 — Heatwave  
20 To 15 — Bob Welch  
29 To 21 — James Taylor  
Ex To 29 — Santana  
Ex To 30 — Carpenters

## KIMN — DENVER

1-1 — Rita Coolidge  
30 — Olivia Newton-John  
\*England Dan & J.F. Coley  
\*ELO  
8 To 4 — Steve Miller  
15 To 10 — Crystal Gayle  
19 To 15 — Fleetwood Mac  
21 To 16 — Shaun Cassidy  
22 To 18 — Linda Ronstadt — Easy

## KKKX — DENVER

1-1 — Rita Coolidge  
9 To 3 — Fleetwood Mac  
10 To 6 — Bob Welch  
23 To 17 — Commodores  
KIOA — DES MOINES  
1-1 — Debby Boone  
22 — Bay City Rollers  
11 To 4 — Kendalls

## CKLW — DETROIT

1-1 — Debby Boone  
\*Millie Jackson  
\*Bill Withers  
\*High Inergy  
15 To 11 — James Taylor  
20 To 8 — Crystal Gayle  
26 To 18 — Firefall  
29 To 22 — Rose Royce  
30 To 23 — Queen  
Ex To 20 — Earth, Wind & Fire  
Ex To 25 — Cat Stevens  
Ex To 29 — Bob Welch  
Ex To 30 — Player

## WDRO — DETROIT

1-1 — Heatwave  
32 — Firefall  
33 — George Duke  
34 — Wings  
35 — Bill Withers  
15 To 9 — High Inergy  
17 To 7 — Cat Stevens  
21 To 13 — Bee Gees  
24 To 15 — Brick  
26 To 22 — Bob Welch  
30 To 20 — Crystal Gayle  
34 To 27 — Millie Jackson

## WDBQ — DUBUQUE

1-1 — Debby Boone  
\*Bay City Rollers  
\*Styx  
\*B.J. Thomas  
\*Gene Pitney  
14 To 18 — Bee Gees  
16 To 10 — The Babys  
20 To 15 — Chicago  
23 To 19 — Seals & Crofts  
24 To 20 — Fleetwood Mac  
27 To 22 — Carpenters  
30 To 23 — England Dan & J.F. Coley  
Ex To 27 — Linda Ronstadt — Easy  
Ex To 28 — Dolly Parton  
Ex To 30 — Bob Welch

## WEBC — DULUTH

2-1 — Crystal Gayle  
\*Styx  
\*Paul Davis  
\*Rod Stewart  
9 To 4 — Paul Nicholas  
11 To 7 — Judy Collins  
15 To 11 — The Babys

## 17 To 13 — Linda Ronstadt — Blue

26 To 18 — Player  
Ex To 26 — Linda Ronstadt — Easy  
Ex To 27 — England Dan & J.F. Coley  
Ex To 28 — Santana  
WEAQ — EAU CLAIRE  
1-1 — Debby Boone  
28 — Bob Welch  
29 — Dolly Parton  
30 — Linda Ronstadt — Blue  
20 To 15 — England Dan & J.F. Coley  
22 To 15 — Steve Miller  
29 To 22 — Linda Ronstadt — Easy  
30 To 22 — Carpenters

## KINT — EL PASO

1-1 — Debby Boone  
\*Bob Welch  
\*Little River Band  
\*Rod Stewart  
15 To 6 — Linda Ronstadt — Easy  
17 To 13 — Steve Miller  
23 To 16 — Linda Ronstadt — Blue  
26 To 20 — Steely Dan  
Ex To 29 — Cheech & Chong  
Ex To 24 — Santana

## KQWB — FARGO

1-1 — Debby Boone  
\*England Dan & J.F. Coley  
\*Steve Miller  
10 To 5 — Linda Ronstadt — Blue  
12 To 8 — Paul Davis  
17 To 9 — Seals & Crofts  
Ex To 15 — Dolly Parton  
Ex To 23 — Bob Welch  
Ex To 24 — James Taylor  
Ex To 25 — Player

## WFLB — FAYETTEVILLE

2-1 — Rita Coolidge  
\*Wings  
\*Emotions  
\*Leif Garrett  
16 To 6 — L.T.D.  
17 To 12 — Player  
20 To 13 — Earth, Wind & Fire  
23 To 15 — Linda Ronstadt — Both  
24 To 18 — Brothers Johnson  
27 To 22 — Styx  
29 To 20 — Dolly Parton  
30 To 25 — Elvis Presley  
32 To 27 — Santana  
34 To 28 — Bob Welch  
35 To 30 — Rod Stewart  
Ex To 19 — Shaun Cassidy  
Ex To 26 — High Inergy  
Ex To 33 — Paul Simon  
Ex To 34 — Samantha Sang

## Z-97 — DALLAS/FT. WORTH

5-1 — Bee Gees  
17 — Dave Mason  
9 To 4 — Judy Collins  
15 To 6 — Fleetwood Mac  
17 To 8 — Barry Manilow  
18 To 7 — Linda Ronstadt — Easy  
19 To 9 — Steve Miller  
KYNO — FRESNO  
1-1 — Debby Boone  
\*Cheech & Chong  
26 To 15 — Linda Ronstadt — Blue  
28 To 22 — Barry White  
30 To 21 — Bay City Rollers  
Ex To 25 — L.T.D.  
Ex To 28 — Barry Manilow  
Ex To 29 — Player  
Ex To 30 — Leif Garrett

## Z-96 — GRAND RAPIDS

1-1 — Debby Boone  
\*Wings  
\*Bob Welch  
9 To 4 — Paul Nicholas  
20 To 13 — Chicago  
21 To 14 — Bee Gees  
26 To 20 — Judy Collins  
28 To 22 — Peter Brown  
30 To 24 — Barry White  
Ex To 27 — Linda Ronstadt — Blue  
Ex To 30 — Crystal Gayle

## WGSV — GUNTERSVILLE

1-1 — Crystal Gayle  
\*ELO  
\*Randy Newman  
\*Kansas  
\*Wings  
10 To 4 — Chicago  
22 To 16 — Jackie DeShannon  
Ex To 32 — Billy Joel  
Ex To 33 — Diana Ross  
Ex To 34 — Leif Garrett  
\*Dave Mason  
12 To 7 — Seals & Crofts  
16 To 11 — Linda Ronstadt — Blue  
21 To 17 — Bob Welch  
29 To 21 — Barry White  
30 To 24 — Queen  
Ex To 27 — Paul Nicholas  
Ex To 28 — Linda Ronstadt — Blue  
Ex To 29 — Van Morrison  
Ex To 30 — The Babys

## KILT — HOUSTON

1-1 — Linda Ronstadt — Blue  
\*Andy Gibb  
\*ELO  
\*Wings  
12 To 7 — Rita Coolidge  
16 To 8 — L.T.D.  
17 To 10 — Paul Davis  
22 To 17 — Paul Simon  
26 To 21 — James Taylor  
29 To 19 — Linda Ronstadt — Easy  
34 To 24 — Santa Esmeralda  
40 To 22 — Rod Stewart  
Ex To 32 — Randy Newman  
Ex To 38 — High Inergy  
Ex To 39 — Steve Martin  
Ex To 40 — Player

## WDEE — INDIANAPOLIS

1-1 — Debby Boone  
\*Bob Welch  
\*The Babys  
\*England Dan & J.F. Coley  
19 To 11 — Dave Mason  
20 To 10 — Bee Gees  
27 To 20 — Fleetwood Mac  
28 To 22 — Barry White  
Ex To 26 — James Taylor  
Ex To 28 — Steve Miller  
Ex To 29 — Foghat

## WJDX — JACKSON

1-1 — Rita Coolidge  
\*Donny & Marie  
17 To 11 — Bay City Rollers  
20 To 15 — Firefall  
24 To 19 — Peter Brown  
Ex To 20 — Millie Jackson  
Ex To 27 — KC & The Sunshine Band  
WAPE — JACKSONVILLE  
1-1 — Debby Boone  
\*Carpenters  
\*Judy Collins  
\*Dolly Parton  
\*Samantha Sang  
\*Jackie DeShannon  
\*Elvis Presley  
12 To 5 — Fleetwood Mac  
19 To 11 — James Taylor  
20 To 16 — Steve Miller  
23 To 15 — L.T.D.  
28 To 22 — Paul Simon  
Ex To 27 — Bob Welch  
Ex To 29 — Player  
Ex To 30 — Santana

## KBEE — KANSAS CITY

1-1 — Debby Boone  
27 — Bob Welch  
28 — Dolly Parton  
\*Alan Parsons  
\*ELO  
\*\*Steeley Dan  
19 To 16 — The Babys  
22 To 15 — Brick  
23 To 17 — James Taylor  
29 To 25 — Carpenters  
30 To 26 — Santana  
Ex To 29 — Kansas  
Ex To 30 — Missouri

## WRJZ — KNOXVILLE

1-1 — Debby Boone  
\*L.T.D.  
\*Shaun Cassidy  
\*Elvis Presley  
\*\*Stillwater  
\*\*Santa Esmeralda  
17 To 10 — James Taylor  
21 To 15 — Santana  
24 To 18 — Player  
25 To 19 — Styx  
Ex To 25 — England Dan & J.F. Coley  
Ex To 26 — Jackie DeShannon  
Ex To 27 — Bay City Rollers  
Ex To 28 — Steve Miller

## WOPD — LAKELAND

1-1 — Debby Boone  
39 — John Denver  
40 — Leif Garrett  
\*Cheech & Chong  
\*Rod Stewart  
\*Billy Joel  
\*B.J. Thomas  
\*Adriani Brothers  
\*Eloise Laws  
\*Alan Parsons  
\*Brothers Johnson  
\*Diana Ross  
\*Samantha Sang  
\*Jay Ferguson  
37 To 17 — Abba  
Ex To 37 — Player  
Ex To 38 — Aerosmith

## KENO — LAS VEGAS

1-1 — Debby Boone  
32 — England Dan & J.F. Coley  
34 — Cheech & Chong  
35 — Bob Welch

## KAAY — LITTLE ROCK

1-1 — Debby Boone  
\*James Taylor  
\*England Dan & J.F. Coley  
\*Atlanta Rhythm Section  
\*Hall & Oates  
8 To 4 — Rita Coolidge  
10 To 5 — Bee Gees  
15 To 7 — Linda Ronstadt — Blue  
Ex To 17 — Dave Mason  
Ex To 18 — Steve Miller

## KHJ — LOS ANGELES

1-1 — Debby Boone  
\*Bob Welch  
\*Abba  
\*Wings  
\*ELO  
15 To 10 — Paul Nicholas  
16 To 12 — Rita Coolidge  
18 To 13 — Fleetwood Mac  
20 To 15 — High Inergy  
22 To 16 — Santana  
25 To 18 — Shaun Cassidy  
Ex To 27 — Steve Miller  
Ex To 30 — Diana Ross  
Ex To 31 — Aerosmith

## 10-Q — LOS ANGELES

3-1 — Linda Ronstadt — Blue  
\*John Denver  
\*Wings  
19 To 12 — Bee Gees  
20 To 10 — Fleetwood Mac  
21 To 15 — High Inergy  
22 To 16 — Rita Coolidge  
29 To 21 — Aerosmith  
Ex To 28 — Randy Newman  
Ex To 29 — Paul Simon  
Ex To 30 — Diana Ross

## WAKY — LOUISVILLE

2-1 — Rita Coolidge  
28 — Little River Band  
30 — Player  
\*England Dan & J.F. Coley  
19 To 13 — Linda Ronstadt — Blue  
23 To 18 — Judy Collins  
25 To 15 — Fleetwood Mac  
Ex To 27 — Barry Manilow

## WISM — MADISON

1-1 — Debby Boone  
12 To 7 — Chicago  
13 To 8 — Firefall  
20 To 15 — Player  
21 To 17 — Barry White  
23 To 14 — Barry Manilow  
27 To 20 — Little River Band  
28 To 24 — James Taylor  
Ex To 28 — Elvis Presley  
Ex To 29 — Styx  
Ex To 30 — Steve Miller

## KRIB — MASON CITY

1-1 — Debby Boone  
\*Paul Simon  
\*Andy Gibb

## 8

## 8

## 8

## 8

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## 8

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## 8

## 8

## 8

## 8

## 8

## 8

## 8

\*Heart  
 \*Shaun Cassidy  
 \*Kansas  
 \*Crawler  
 \*\*ELO  
 20 To 16 — Steve Miller  
 23 To 18 — Linda Ronstadt — Easy  
 Ex To 23 — Dolly Parton  
 Ex To 24 — Player  
 Ex To 25 — Kendalls

**WMPS — MEMPHIS**  
 1-1 — Debby Boone  
 27 — Paul Simon  
 30 — High Inergy  
 18 To 14 — L.T.D.  
 19 To 15 — England Dan & J.F. Coley  
 22 To 18 — Dave Mason  
 26 To 19 — Fleetwood Mac  
 28 To 21 — Bee Gees

**WHBQ — MEMPHIS**  
 1-1 — Debby Boone  
 No new additions  
 21 To 17 — Barry Manilow  
 24 To 19 — Firefall  
 29 To 22 — Paul Nicholas  
 30 To 26 — Dolly Parton  
 Ex To 28 — Shaun Cassidy  
 Ex To 29 — Fleetwood Mac  
 Ex To 30 — Samantha Sang

**Y-100 — MIAMI**  
 1-1 — Debby Boone  
 No new additions  
 11 To 6 — Peter Brown  
 14 To 9 — Rita Coolidge  
 16 To 11 — Leif Garrett  
 18 To 13 — Crystal Gayle  
 25 To 20 — Steve Miller  
 27 To 22 — Fleetwood Mac  
 30 To 23 — Shaun Cassidy

**WQAM — MIAMI**  
 1-1 — Debby Boone  
 38 — Player  
 39 — Stevie Wonder  
 40 — Cheech & Chong  
 14 To 6 — Chicago  
 20 To 12 — Rita Coolidge  
 24 To 17 — L.T.D.  
 25 To 18 — Crystal Gayle

**96-X — MIAMI**  
 1-1 — Debby Boone  
 30 — Wet Willie  
 \*Bob Welch  
 \*Stevie Wonder  
 17 To 8 — Bee Gees  
 20 To 15 — Linda Ronstadt — Both  
 25 To 19 — Player  
 28 To 23 — Fleetwood Mac  
 30 To 21 — Elvis Presley  
 Ex To 22 — Billy Joel  
 Ex To 25 — Brothers Johnson  
 Ex To 27 — High Inergy  
 Ex To 28 — Steve Miller  
 Ex To 29 — Foghat

**WOKY — MILWAUKEE**  
 1-1 — Debby Boone  
 18 — Linda Ronstadt — Blue  
 32 — Bob Welch  
 33 — Steve Miller  
 \*Paul Davis  
 \*Atlanta Rhythm Section  
 \*Aerosmith  
 \*David Soul  
 21 To 17 — Peter Brown  
 25 To 11 — Dave Mason  
 32 To 27 — Paul Simon  
 34 To 20 — The Babys

**WZUU — MILWAUKEE**  
 2-1 — Chicago  
 7 To 3 — Paul Nicholas  
 10 To 4 — Crystal Gayle  
 17 To 12 — Fleetwood Mac  
 19 To 7 — Rita Coolidge  
 Ex To 18 — Styx  
 Ex To 20 — Bob Welch

**KDWB — MINNEAPOLIS**  
 1-1 — Debby Boone  
 29 — Carpenters  
 8 To 3 — Carly Simon  
 11 To 7 — Chicago  
 14 To 11 — Little River Band  
 15 To 12 — Bob Welch  
 19 To 13 — Pablo Cruise  
 27 To 21 — Santana

**KSTP — MINNEAPOLIS**  
 1-1 — Debby Boone  
 \*Brooklyn Dreams  
 \*Crawler  
 \*Stevie Wonder  
 \*Olivia Newton-John  
 \*Wings  
 \*Paul Davis  
 12 To 8 — Bee Gees  
 13 To 7 — Linda Ronstadt — Blue  
 16 To 12 — Steve Miller  
 19 To 14 — Santana  
 20 To 15 — Linda Ronstadt — Easy  
 Ex To 24 — Player

**WHYY — MONTGOMERY**  
 1-1 — Bee Gees  
 \*Kansas  
 \*L.T.D.  
 \*Adriani Brothers  
 \*Bob Welch  
 13 To 5 — Dave Mason  
 14 To 6 — Steve Miller  
 19 To 10 — Randy Newman  
 20 To 12 — Linda Ronstadt — Easy  
 24 To 17 — Billy Joel  
 Ex To 27 — Stillwater  
 Ex To 28 — ELO  
 Ex To 29 — Andy Gibb  
 Ex To 30 — Bay City Rollers

**WLAC — NASHVILLE**  
 1-1 — Debby Boone  
 30 — Elvis Presley  
 40 — James Taylor  
 \*Linda Ronstadt — Easy  
 \*ELO  
 \*Bay City Rollers  
 \*Randy Newman  
 \*Little River Band  
 \*Cheech & Chong  
 7 To 2 — Donna Summer  
 21 To 11 — Chicago  
 37 To 23 — Bob Welch  
 Ex To 29 — Rod Stewart  
 Ex To 37 — Steve Miller  
 Ex To 38 — Fleetwood Mac  
 Ex To 39 — England Dan & J.F. Coley

**WMAK — NASHVILLE**  
 1-1 — Debby Boone  
 \*Samantha Sang  
 \*Linda Ronstadt — Easy  
 \*Lynrd Skynrd  
 \*\*Elvis Presley  
 \*\*Donny & Marie  
 13 To 8 — Fleetwood Mac  
 15 To 10 — Steve Miller  
 20 To 11 — Dolly Parton  
 22 To 13 — Seals & Crofts  
 28 To 21 — Barry Manilow  
 36 To 31 — England Dan & J.F. Coley  
 40 To 35 — Bay City Rollers  
 Ex To 25 — Bob Welch  
 Ex To 27 — Player  
 Ex To 30 — L.T.D.

**WAVZ — NEW HAVEN**  
 3-1 — L.T.D.  
 30 — Shaun Cassidy  
 \*Kansas  
 \*England Dan & J.F. Coley  
 \*Billy Joel  
 \*Carole Bayer Sager  
 21 To 17 — Queen  
 28 To 22 — Seals & Crofts  
 33 To 24 — Odyssey  
 Ex To 26 — High Inergy  
 Ex To 28 — Steely Dan

**WNOE — NEW ORLEANS**  
 1-1 — Rita Coolidge  
 38 — Randy Newman  
 \*Samantha Sang  
 \*\*ELO  
 10 To 6 — Chicago  
 15 To 10 — Elvis Presley  
 17 To 13 — James Taylor  
 24 To 17 — Bob Welch  
 25 To 21 — Fleetwood Mac  
 27 To 22 — Bee Gees  
 28 To 20 — Santana  
 29 To 24 — Rod Stewart  
 Ex To 32 — Crystal Gayle  
 Ex To 35 — KC & The Sunshine Band  
 Ex To 36 — Tom Petty

**WABC — NEW YORK**  
 1-1 — Debby Boone  
 No new additions  
 12 To 8 — Paul Nicholas  
 13 To 11 — Rita Coolidge  
 16 To 14 — Bee Gees  
 22 To 19 — Linda Ronstadt — Blue  
 Ex To 20 — Linda Ronstadt — Easy

**99-X — NEW YORK**  
 1-1 — Debby Boone  
 21 — Linda Ronstadt — Blue  
 26 — Chic  
 36 — Wings — Girls School  
 14 To 9 — Bee Gees  
 15 To 10 — Rose Royce  
 19 To 13 — Queen  
 28 To 20 — Firefall  
 31 To 27 — L.T.D.  
 35 To 25 — Dave Mason

**WGH — NORFOLK**  
 1-1 — Debby Boone  
 \*Judy Collins  
 \*Player  
 \*Dave Mason  
 \*Kansas  
 \*\*James Taylor  
 \*\*Santana  
 13 To 8 — Rita Coolidge  
 15 To 9 — Chicago

**WKY — OKLAHOMA CITY**  
 1-1 — Debby Boone  
 \*Linda Ronstadt — Easy  
 \*Bay City Rollers  
 10 To 4 — Fleetwood Mac  
 12 To 6 — Rita Coolidge  
 13 To 9 — Chicago  
 14 To 10 — Paul Nicholas  
 17 To 12 — Linda Ronstadt — Blue  
 20 To 13 — Dave Mason  
 Ex To 20 — Styx

**WOW — OMAHA**  
 4-1 — Bee Gees  
 22 — Rod Stewart  
 24 — Leo Sayer  
 25 — Player  
 26 — John Denver  
 \*Aerosmith  
 \*Santa Esmeralda  
 \*Crawler  
 10 To 3 — Linda Ronstadt — Blue  
 12 To 7 — Fleetwood Mac  
 15 To 9 — Steve Miller  
 21 To 16 — Elvis Presley  
 23 To 15 — Bob Welch

**BJ-105 — ORLANDO**  
 1-1 — Debby Boone  
 39 — Rod Stewart  
 40 — Bay City Rollers  
 \*L.T.D.  
 \*KC & The Sunshine Band  
 \*Olivia Newton-John  
 18 To 8 — Steve Miller  
 19 To 14 — Bob Welch  
 23 To 12 — Player  
 24 To 18 — Linda Ronstadt — Both  
 29 To 21 — The Babys  
 39 To 29 — Leif Garrett  
 40 To 30 — Crosby, Stills & Nash  
 Ex To 37 — Judy Collins  
 Ex To 38 — Q

**WBSR — PENSACOLA**  
 1-1 — Debby Boone  
 \*Santa Esmeralda  
 \*Carpenters  
 \*Diana Ross  
 \*Leif Garrett  
 \*Elvis Presley  
 19 To 12 — James Taylor  
 24 To 18 — Paul Simon  
 27 To 21 — L.T.D.  
 30 To 24 — Dolly Parton  
 35 To 28 — Linda Ronstadt — Easy  
 Ex To 35 — Jackie DeShannon  
 Ex To 36 — Seals & Crofts  
 Ex To 39 — Rod Stewart  
 Ex To 40 — Bob Welch

**WIRL — PEORIA**  
 1-1 — Debby Boone  
 26 — Santana  
 29 — Bay City Rollers  
 \*Bob Welch  
 \*England Dan & J.F. Coley  
 12 To 8 — Dave Mason  
 16 To 10 — Carpenters  
 17 To 11 — The Babys

19 To 14 — Little River Band  
 21 To 17 — Styx  
 24 To 20 — Steve Miller  
 26 To 18 — Linda Ronstadt — Blue  
 Ex To 15 — Elvis Presley  
 Ex To 24 — Judy Collins

**WIFI — PHILADELPHIA**  
 1-1 — Debby Boone  
 No new additions  
 \*\*Paul Davis  
 17 To 7 — Bee Gees  
 19 To 9 — Crystal Gayle  
 30 To 21 — Player  
 Ex To 27 — Kansas

**WPEZ — PITTSBURGH**  
 1-1 — Debby Boone  
 \*Randy Newman  
 \*Wet Willie  
 \*Queen  
 \*Meatloaf  
 \*Leif Garrett  
 12 To 6 — Player  
 18 To 9 — Bee Gees  
 24 To 19 — Styx  
 27 To 21 — Queen  
 28 To 22 — Seals & Crofts  
 33 To 24 — Odyssey  
 Ex To 26 — High Inergy  
 Ex To 28 — Steely Dan

**13Q — PITTSBURGH**  
 1-1 — Rita Coolidge  
 21 — Judy Collins  
 30 — Andy Gibb  
 24 To 19 — Chicago  
 Ex To 29 — Bay City Rollers

**KGW — PORTLAND**  
 \*Player  
 \*Gadzooks  
 8 To 3 — Rita Coolidge  
 9 To 5 — Firefall  
 13 To 8 — Fleetwood Mac  
 15 To 11 — Bee Gees  
 17 To 12 — Steve Miller  
 24 To 20 — Santana  
 25 To 19 — Dave Mason  
 26 To 17 — Bay City Rollers  
 28 To 24 — James Taylor

**WPRO-FM — PROVIDENCE**  
 1-1 — Debby Boone  
 \*Rod Stewart  
 \*Shaun Cassidy  
 \*Wings  
 14 To 5 — Linda Ronstadt  
 30 To 13 — Barry White  
 Ex To 23 — Player  
 Ex To 29 — Leif Garrett  
 Ex To 30 — Bob Welch

**WKIX — RALEIGH**  
 1-1 — Debby Boone  
 \*Leif Garrett  
 \*Billy Joel  
 \*Carpenters  
 \*Shaun Cassidy  
 9 To 4 — Linda Ronstadt — Blue  
 12 To 5 — Barry White  
 17 To 11 — James Taylor  
 20 To 15 — Fleetwood Mac  
 21 To 2 — L.T.D.  
 24 To 19 — Jackie DeShannon  
 27 To 20 — Paul Davis  
 Ex To 25 — Kansas  
 Ex To 27 — Dolly Parton  
 Ex To 28 — Elvis Presley  
 Ex To 29 — Steve Miller

**KKLS — RAPID CITY**  
 1-1 — Debby Boone  
 25 — Paul Simon  
 \*ELO  
 \*Elvis Presley  
 \*Andy Gibb  
 11 To 7 — Bee Gees  
 13 To 9 — England Dan & J.F. Coley  
 19 To 14 — Linda Ronstadt — Easy  
 23 To 17 — Steve Miller  
 28 To 23 — Dolly Parton  
 Ex To 26 — Diana Ross

**WLEE — RICHMOND**  
 1-1 — Debby Boone  
 \*Dolly Parton  
 19 To 12 — L.T.D.  
 22 To 16 — Fleetwood Mac  
 26 To 21 — The Babys  
 Ex To 24 — Linda Ronstadt — Blue  
 Ex To 26 — Bob Welch  
 Ex To 30 — Elvis Presley

**Q94 — RICHMOND**  
 1-1 — Debby Boone  
 \*High Inergy  
 \*Bob Welch  
 \*Randy Newman  
 11 To 5 — Chicago  
 25 To 19 — Steve Miller  
 26 To 20 — L.T.D.  
 Ex To 22 — Rod Stewart

**WBBF — ROCHESTER**  
 1-1 — Debby Boone  
 \*Jay Ferguson  
 \*Paul Davis  
 17 To 5 — Rita Coolidge  
 19 To 10 — Van Morrison  
 23 To 18 — Bee Gees  
 26 To 20 — Linda Ronstadt — Easy  
 28 To 22 — James Taylor

**WR0K — ROCKFORD**  
 4-1 — Donna Summer  
 35 — Linda Ronstadt — Easy  
 \*Player  
 \*Rod Stewart  
 \*Santana  
 12 To 7 — Eric Carmen  
 15 To 9 — Crystal Gayle  
 22 To 17 — Fleetwood Mac  
 24 To 19 — Barry Manilow  
 25 To 20 — Linda Ronstadt — Blue  
 Ex To 26 — Bob Welch  
 Ex To 27 — Steve Miller  
 Ex To 32 — Judy Collins

**KNDE — SACRAMENTO**  
 5-1 — Crystal Gayle  
 26 — Randy Newman  
 \*Al Martino  
 \*Leif Garrett  
 \*Andy Gibb  
 \*Kansas  
 10 To 5 — Cheech & Chong  
 22 To 16 — Rose Royce  
 Ex To 15 — Linda Ronstadt — Blue  
 Ex To 21 — L.T.D.  
 Ex To 22 — Rita Coolidge

Ex To 28 — Judy Collins  
 Ex To 30 — Shaun Cassidy

**KROY — SACRAMENTO**  
 1-1 — Debby Boone  
 27 — The Babys  
 28 — Bay City Rollers  
 29 — Olivia Newton-John  
 22 To 17 — Fleetwood Mac  
 29 To 24 — Firefall  
 30 To 26 — Donny & Marie

**WJON — ST. CLOUD**  
 1-1 — Debby Boone  
 \*Linda Ronstadt — Easy  
 \*Bay City Rollers  
 \*Rod Stewart  
 15 To 11 — Dave Mason  
 16 To 12 — Bob Welch  
 17 To 13 — Barry Manilow  
 20 To 15 — James Taylor  
 Ex To 18 — Judy Collins  
 Ex To 19 — Steve Miller  
 Ex To 20 — England Dan & J.F. Coley

**KSLO — ST. LOUIS**  
 1-1 — Debby Boone  
 30 — Earth, Wind & Fire  
 31 — Paul Davis  
 32 — ELO  
 33 — Dolly Parton  
 \*Millie Jackson  
 16 To 12 — Bee Gees  
 18 To 14 — L.T.D.  
 20 To 15 — Fleetwood Mac  
 24 To 20 — Brick  
 28 To 24 — Santana  
 30 To 25 — Randy Newman

**KXOK — ST. LOUIS**  
 1-1 — Debby Boone  
 37 — Elvis Presley  
 38 — Odyssey  
 39 — Leif Garrett  
 40 — Randy Newman  
 7 To 3 — Crystal Gayle  
 10 To 6 — Chicago  
 13 To 7 — Bee Gees  
 14 To 10 — Fleetwood Mac  
 16 To 12 — Foghat

**KCPX — SALT LAKE CITY**  
 3-1 — Chicago  
 \*ELO  
 \*Bob Welch  
 \*Player  
 25 To 20 — Linda Ronstadt — Blue  
 26 To 22 — Styx  
 Ex To 27 — England Dan & J.F. Coley  
 Ex To 29 — Randy Newman  
 Ex To 30 — Queen

**KRSP — SALT LAKE CITY**  
 4-1 — Firefall  
 \*L.T.D.

**WSPY — STEVENS POINT**  
 1-1 — Styx  
 \*Aerosmith  
 \*Paul Simon  
 \*Rod Stewart  
 \*Leif Garrett  
 12 To 7 — Bee Gees  
 14 To 9 — Fleetwood Mac  
 19 To 14 — Jean Michael Jarre  
 20 To 15 — James Taylor  
 21 To 17 — Crawler  
 23 To 16 — Seals & Crofts  
 25 To 20 — Stillwater  
 26 To 21 — Steve Miller  
 28 To 19 — Bay City Rollers  
 29 To 23 — Barry Manilow  
 30 To 25 — Player  
 Ex To 27 — Santana  
 Ex To 28 — Bob Welch  
 Ex To 29 — Paul Davis  
 Ex To 30 — Jackie DeShannon

**KTAC — TACOMA**  
 3-1 — Heatwave  
 \*Styx  
 \*Linda Ronstadt — Easy  
 \*England Dan & J.F. Coley  
 Ex To 25 — Carpenters  
 Ex To 26 — Steve Miller

**WTRY — TROY**  
 1-1 — Debby Boone  
 \*Paul Simon  
 \*Carpenters  
 \*Kansas  
 \*ELO  
 \*Shaun Cassidy  
 18 To 10 — Fleetwood Mac  
 22 To 16 — Dave Mason  
 23 To 19 — Steve Miller

25 To 19 — L.T.D.  
 26 To 21 — Firefall  
 27 To 22 — Judy Collins  
 28 To 24 — Stevie Wonder  
 Ex To 25 — Bob Welch  
 Ex To 26 — Shaun Cassidy  
 Ex To 27 — Player  
 Ex To 28 — Leif Garrett  
 Ex To 29 — England Dan & J.F. Coley

**KSLS — SAN LUIS OBISPO**  
 1-1 — Crystal Gayle  
 \*Brian & Brenda  
 \*Donny & Marie  
 \*B.J. Thomas  
 \*Bob Welch  
 10 To 3 — Dolly Parton  
 27 To 22 — Jackie DeShannon  
 28 To 23 — Rod Stewart  
 32 To 27 — Olivia Newton-John

**WSPA — SAVANNAH**  
 1-1 — Debby Boone  
 \*Leif Garrett  
 \*Lynrd Skynrd  
 17 To 10 — L.T.D.

**KJR — SEATTLE**  
 1-1 — Crystal Gayle  
 \*Bay City Rollers  
 \*ELO  
 \*Linda Ronstadt — Easy  
 \*James Taylor  
 \*Billy Joel  
 Ex To 22 — Styx  
 Ex To 24 — Rod Stewart  
 Ex To 25 — Santana

**KING — SEATTLE**  
 1-1 — Rita Coolidge  
 \*Bay City Rollers  
 \*Paul Simon  
 10 To 6 — Bee Gees  
 15 To 9 — Linda Ronstadt — Blue  
 17 To 12 — Fleetwood Mac  
 19 To 15 — Carpenters  
 Ex To 24 — Little River Band  
 Ex To 25 — Santana

**KEEL — SHREVEPORT**  
 4-1 — Crystal Gayle  
 30 — L.T.D.  
 31 — Leif Garrett  
 32 — Jackie DeShannon  
 33 — Dan Hill  
 34 — Tavares  
 35 — Cheech & Chong  
 \*Brooklyn Dreams  
 11 To 7 — Chicago  
 15 To 10 — England Dan & J.F. Coley  
 19 To 13 — Fleetwood Mac  
 23 To 19 — Millie Jackson  
 24 To 20 — Steve Miller  
 28 To 23 — Bay City Rollers  
 Ex To 21 — The Babys

**WTLB — UTICHA**  
 1-1 — Debby Boone  
 \*Leif Garrett  
 \*Kansas  
 \*Randy Newman  
 19 To 11 — Linda Ronstadt — Both  
 18 To 13 — James Taylor  
 25 To 19 — Player  
 26 To 21 — Fleetwood Mac  
 27 To 22 — Styx  
 30 To 23 — Bay City Rollers  
 Ex To 25 — Carpenters  
 Ex To 26 — Rod Stewart  
 Ex To 30 — Shaun Cassidy

**WAIR — WINSTON/SALEM**  
 1-1 — Debby Boone  
 \*Santa Esmeralda  
 \*Billy Joel  
 \*Andy Gibb  
 \*John Denver  
 \*B.J. Thomas  
 \*Millie Jackson  
 15 To 10 — James Taylor  
 17 To 11 — Eric Carmen  
 18 To 13 — Bay City Rollers  
 19 To 14 — The Babys  
 23 To 15 — Dolly Parton  
 25 To 16 — Player  
 29 To 21 — Kendalls  
 30 To 23 — Linda Ronstadt — Both  
 34 To 26 — L.T.D.  
 35 To 24 — Shaun Cassidy  
 Ex To 27 — Leif Garrett  
 Ex To 32 — Elvis Presley

27 To 18 — Linda Ronstadt — Blue  
 30 To 25 — Santana  
 Ex To 27 — Seals & Crofts  
 Ex To 28 — Bay City Rollers  
 Ex To 29 — Bob Welch  
 Ex To 30 — Rod Stewart

**KAKC — TULSA**  
 1-1 — Debby Boone  
 \*Billy Joel  
 \*Paul Simon  
 \*Crawler  
 \*Santa Esmeralda  
 \*Kansas  
 \*ELO  
 9 To 2 — Linda Ronstadt — Blue  
 10 To 8 — Dave Mason  
 16 To 13 — Dolly Parton  
 23 To 15 — The Babys  
 24 To 19 — Carpenters  
 30 To 22 — Fleetwood Mac  
 32 To 24 — Player  
 38 To 31 — Elvis Presley  
 Ex To 32 — Rod Stewart  
 Ex To 36 — Bob Welch  
 Ex To 37 — Linda Ronstadt  
 Ex To 38 — Kendalls  
 Ex To 39 — Steve Miller  
 Ex To 40 — Santana

**KELI — TULSA**  
 1-1 — High Inergy  
 Leif Garrett  
 \*High Inergy  
 \*Kansas  
 \*Santa Esmeralda  
 21 To 15 — Carpenters  
 25 To 20 — The Babys  
 27 To 21 — Seals & Crofts  
 Ex To 20 — Paul Simon  
 Ex To 29 — Santana  
 Ex To 30 — Player

**98-Q — VIDALIA**  
 1-1 — Debby Boone  
 \*Billy Joel  
 \*Dolly Parton  
 \*ELO  
 \*Randy Newman  
 \*Elvis Presley  
 13 To 7 — Bee Gees  
 15 To 8 — Kendalls  
 22 To 16 — L.T.D.  
 Ex To 27 — Player  
 Ex To 32 — Steve Miller  
 Ex To 34 — Kansas  
 Ex To 35 — Bob Welch

**WPCC — WASHINGTON**  
 1-1 — Debby Boone  
 \*Dolly Parton  
 \*Olivia Newton-John  
 \*Rod Stewart  
 \*Odyssey  
 13 To 9 — L.T.D.  
 18 To 12 — Player  
 24 To 18 — Brick  
 28 To 21 — High Inergy  
 27 To 22 — Bob Welch



**DAL BELLO IN DETROIT** — MCA recording artist Lisa Dal Bello was on hand for the grand opening of a Peaches store outside Detroit recently while on a promotional tour in the area. Pictured (l-r) are: Graeme Waymark, Lisa's manager; Lou Sicurezza, MCA district product manager; Tom Heiman, Peaches owner; Denise Moncel, MCA promotion manager; Norton Buffalo, recording artist; Dal Bello; Donald Handleman, Handleman Co., and Steve Knill, MCA Cleveland promotion manager.

**T**HIS IS THE  
HOUSE THAT  
EARTH, WIND &  
FIRE BUILT.



# EARTH WIND & FIRE



"ALL'N ALL" —  
THE SEVENTH  
COMING OF  
EARTH, WIND & FIRE.  
ON COLUMBIA  
RECORDS AND TAPES.



Produced by Maurice White  
for Kalimba Productions

Exclusive Representation  
Cavallo-Ruffalo Management  
Beverly Hills, California

# CASH BOX POP RADIO ANALYSIS

## MOST ADDED RECORDS

This To  
Week Date

## STATIONS ADDING THIS WEEK

1. SENTIMENTAL LADY — BOB WELCH — CAPITOL	20%	81%	WQXI, KHJ, KLIF, WFIL, Z93, Q102, Q94, WOKY, WCAO, KCPX, KERN, WHHY, WNDE, KBEQ, 96X, WVBF, WZZD.
2. TURN TO STONE — ELO — UA	14%	14%	KHJ, KILT, WQXI, KSLQ, WLAC, WAYS, KCPX, KJR, KIMN, KBEQ, KAKC, WZZD.
3. GIRL'S SCHOOL/MULL OF KINTYRE — WINGS — CAPITOL	12%	12%	KILT, KHJ, WING, 10Q, 99X, WDRQ, KSTP, WCAO, WPRO-FM, KRBE.
4. BABY COME BACK — PLAYER — RSO	12%	67%	WFIL, WKBW, KGW, WQAM, WAKY, KCPX, KPAM, B100, WOW, KLEO.
5. SHORT PEOPLE — RANDY NEWMAN — WARNER BROS.	11%	18%	WKBW, WPEZ, WBBQ, WLAC, KXOK, Q94, KNDE, WNOE, WZZD.
6. RUNAROUND SUE — LEIF GARRETT — ATLANTIC	10%	27%	WPEZ, WLAC, KXOK, WCAO, WDRC, KEEL, WSGA, KNDE.
7. POINT OF KNOW RETURN — KANSAS — KIRSHNER	10%	25%	WBBQ, WMET, KTLK, KAKC, KNDE, KPAM, B100, WHHY.
8. THE WAY I FEEL TONIGHT — BAY CITY ROLLERS — ARISTA	10%	44%	WQXI, WLAC, WGCL, KING, WKY, KIOA, KJR, BJ105.
9. HERE YOU COME AGAIN — DOLLY PARTON — RCA	8%	29%	WPGC, WFIL, KSLQ, WGCL, KBEQ, WAPE, WLEE.
10. GONE TOO FAR — ENGLAND DAN & J.F. COLEY — BIG TREE	8%	59%	KLIF, WQXI, KTAC, WAKY, WDRC, KIMN, WNDE.
11. IT'S SO EASY — LINDA RONSTADT — ASYLUM	8%	84%	KLIF, WLAC, KTAC, WKY, KJR, WMAK, KLEO.
12. I HONESTLY LOVE YOU — OLIVIA NEWTON-JOHN — MCA	7%	12%	WPGC, KCBQ, Z93, KSTP, KIMN, BJ105.
13. MY WAY — ELVIS PRESLEY — RCA	7%	25%	WQXI, WLAC, KXOK, WAYS, WAPE, WMAK.
14. YOU'RE IN MY HEART — ROD STEWART — WARNER BROS.	7%	28%	WPGC, WSGN, WPRO-FM, BJ105, KPAM, WOW.
15. WE ARE THE CHAMPIONS — QUEEN — ELEKTRA	7%	41%	WQXI, WPEZ, WAYS, WGCL, WSAI, KRBE.
16. SLIP SLIDIN' AWAY — PAUL SIMON — COLUMBIA	7%	58%	KTLK, KING, Z93, Q102, KAKC, WMPS.
17. YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA	7%	88%	WRKO, KLIF, WLAC, WAYS, KJR, KLEO.
18. (LOVE IS) THICKER THAN WATER — ANDY GIBB — RSO	6%	23%	KILT, KNDE, 13Q, KPAM, KERN.

## RADIO ACTIVE SINGLES

## SECONDARY RADIO ACTIVE

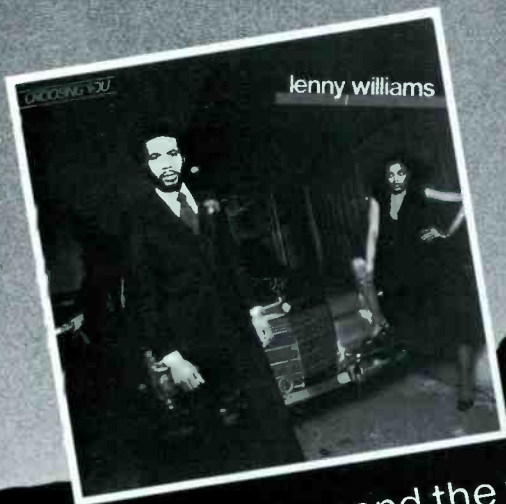
- YOU MAKE LOVIN' FUN — FLEETWOOD MAC — WARNER BROS.**  
WLS 22-17, KHJ 18-13, KLIF 17-10, WKBW 24-16, KSLQ 20-15, WHBQ ex-29, WMAK 13-8, WGCL 30-21, 10Q 20-10, KING 17-12, Q102 26-21, WMPS 26-19, Y100 27-22, KGW 13-8, WLAC ex-38, KXOK 14-10, WAKY 25-15, WKY 10-4, KEEL 19-13, WNDE 27-20, WAPE 12-5, WOW 12-7, KERN 24-20, KPAM 13-6, KIMN 19-15, WSGA 12-8, KXKX 9-3, KAKC 30-22, WLEE 22-16, WSAI 15-6, 96X 28-23, WNOE 25-21, WZZD 11-6, WZUU 17-12.
- SWINGTOWN — STEVE MILLER — CAPITOL**  
KILT 38-26, WRKO 30-25, KHJ ex-27, KLIF 29-20, WKBW ex-28, WMAK 15-10, Y100 25-20, KGW 17-12, WLAC ex-37, KSTP 16-12, Q94 25-19, WAYS 21-17, KEEL 24-20, WNDE ex-28, WHHY 14-6, WAPE 20-16, WOW 15-9, B100 19-12, WISM ex-30, KIMN 8-4, KTAC ex-26, BJ105 18-8, KAKC ex-39, WSAI 25-18, 96X ex-28.
- HOW DEEP IS YOUR LOVE — BEE GEES — RSO**  
WABC 16-14, KFRC 22-12, WMET 22-14, KXOK 13-7, KSTP 12-8, KGW 15-11, WPEZ 18-9, WMPS 28-21, Q102 20-16, KSLQ 16-12, WDRQ 21-13, 99X 14-9, 10Q 19-12, KING 10-6, WZZD 15-10, KLEO 13-4, WNOE 27-22, WIF1 17-7, 96X 17-8, WSAI 20-15, KCBQ 23-13, KTAC 14-10, WBBF 23-18.
- SENTIMENTAL LADY — BOB WELCH — CAPITOL**  
WPGC 27-22, CKLW ex-29, KFRC ex-25, WRKO ex-28, WDRQ 26-22, WMAK ex-25, KTLK 20-15, WPEZ ex-26, WLAC 37-23, WDRC 21-17, KEEL 29-22, KDWB 15-12, WAPE ex-27, WOW 23-15, KXKX 13-6, BJ105 19-14, WPRO-FM ex-30, KAKC ex-36, WLEE ex-26, WNOE 24-17, WZUU ex-20.
- BLUE BAYOU — LINDA RONSTADT — ASYLUM**  
WABC 22-19, WRKO 27-23, KLIF 11-6, WFIL 19-14, KCPX 25-20, WDRC ex-28, WKY 17-12, WAKY 19-13, KSTP 13-7, KING 15-9, WIF1 16-12, 96X 20-15, WLEE ex-24, KCBQ 14-8, KAKC 9-2, KNDE ex-15, WPRO-FM 14-5, BJ105 24-18, WOW 10-3, WNDE 20-10.
- BACK IN LOVE AGAIN — L.T.D. — A&M**  
WPGC 13-9, KILT 16-8, KFRC 25-19, KLIF ex-30, KSLQ 18-14, 99X 31-27, WMAK ex-30, WGCL 29-22, WMPS 18-14, WBBQ ex-30, WQAM 24-17, Q94 26-20, WCAO 27-22, WSGA 17-10, WAPE 23-15, KNDE ex-21, WLEE 19-12, WNOE 35-29, KRBE 14-7.
- YOUR SMILING FACE — JAMES TAYLOR — COLUMBIA**  
CKLW 15-11, KILT 26-21, WFIL ex-21, WGCL 18-13, KTLK 29-21, KGW 28-24, WLAC 10-5, WCAO 20-15, WMET 27-21, WNDE ex-26, WAPE 19-11, KJR 20-14, WISM 28-24, KPAM 21-17, WBBF 28-22, KXKX 21-16, KBEQ 23-17, WNOE 17-13, KRBE 28-21.
- IT'S SO EASY — LINDA RONSTADT — ASYLUM**  
WABC ex-20, KILT 29-19, KFRC 12-8, Q102 10-6, WBBQ 25-18, KSTP 20-15, WDRC 16-11, WHHY 20-12, WAPE 27-10, KIMN 22-18, WBBF 26-20, BJ105 24-18, WPRO-FM 14-5, KAKC ex-37, 96X 20-15, WIF1 16-12, KRBE ex-25, WZZD 20-14.

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

- RUNAROUND SUE — LEIF GARRETT — ATLANTIC**  
Adds: WBGJ, WKIX, WQPD, WISE, WSPT, KELI, KAFY, WMFJ, WBSR, WFLB, WAUG, WFBR. Jumps: WAEB 40-27, WAIR ex-27, KYNO ex-30, WGSV ex-34, KRSP ex-30.
- MY WAY — ELVIS PRESLEY — RCA**  
Adds: 98Q, WISE, WRJZ, WBSR, WFLI. Jumps: WFLB 30-25, WFBR ex-30, WING ex-41, WIRL ex-15, WISM ex-28, WAIR ex-32, WKIX ex-28.
- DON'T LET THE FLAME BURN OUT — JACKIE DeSHANNON — AMHERST**  
Adds: WMFJ, WCUE. Jumps: WKIX 24-19, WGSV 22-16, KSLY 27-22, WBGJ ex-26, WRFC ex-32, WSPT ex-30, WRJZ ex-26, WBSR ex-45, WFBR ex-45.
- JUST THE WAY YOU ARE — BILLY JOEL — COLUMBIA**  
Adds: WKIX, WQPD, WAIR, KAKC, WAVZ, WERC, 98Q. Jumps: WKXX 26-18, WGSV ex-32, WICC ex-30, WRFC ex-31.
- HEY DEANIE — SHAUN CASSIDY — CURB**  
Adds: WANS, WTRY, WICC, WRJZ, WAVZ. Jumps: WAIR 35-24, KRSP 24-16, WFLB ex-19, WING ex-42, WTLB ex-30.
- TURN TO STONE — ELECTRIC LIGHT ORCHESTRA — UA**  
Adds: WBGJ, WANS, 98Q, WTRY, KRIB, KAKC, WICC, WGSV. Jumps: WING ex-43.
- SHORT PEOPLE — RANDY NEWMAN — WB**  
Adds: WTLB, 98Q, WISE, WICC, WAUG, WGSV, WCUE. Jumps: WKXX 32-25.
- HEAVEN'S JUST A SIN AWAY — KENDALLS — OVATION**  
Jumps: WANS 26-19, 98Q 15-8, WISE 28-22, WAIR 29-21, KRIB ex-25, KAKC ex-38, WERC ex-26.
- BLOAT ON — CHEECH & CHONG — EPIC**  
Adds: WQPD, KYNO, KENO, WICC, WMFJ, WCUE. Jumps: KINT ex-29.
- STILL THE LOVIN' IS FUN — B.J. THOMAS — MCA**  
Adds: WQPD, WAIR, WDBQ, KSLY. Jumps: WFLB 28-24, WBGJ ex-25.
- MINDBENDER — STILLWATER — CAPRICORN**  
Adds: WRJZ. Jumps: WANS ex-29, WISE ex-29, WSPT 25-20, WAUG ex-26, WKXX ex-30.
- (LOVE IS) THICKER THAN WATER — ANDY GIBB — RSO**  
Adds: WRFC, WAIR, KRIB. Jumps: WMFJ ex-29, WFLB ex-35, WAUG ex-29.



# Lenny Williams



Nice Choice.

By popular demand the title cut from Lenny Williams' album Choosing You has been chosen as the new single.

**Lenny Williams... "Choosing You"**  
The new single from the album.

AB-12289  
Produced by Frank E. Wilson  
A Spec-O-Lite Production

AB-1023

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abc Records  
GRT Tapes

# Album Action

## Northeast

1. DEBBY BOONE
2. ODYSSEY
3. COMMODORES
4. BOB WELCH
5. BEATLES
6. "YOU LIGHT UP MY LIFE"
7. BILLY JOEL
8. JOAN ARMATRADING
9. BLUE OYSTER CULT
10. SANTANA

## Baltimore/Washington

1. GEORGE DUKE
2. HIGH INERGY
3. ODYSSEY
4. ASHFORD & SIMPSON
5. "YOU LIGHT UP MY LIFE"
6. JOAN ARMATRADING
7. BOB WELCH
8. DEBBY BOONE
9. CRYSTAL GAYLE
10. BABYS

## Southeast

1. DEBBY BOONE
2. BILLY JOEL
3. COMMODORES
4. "YOU LIGHT UP MY LIFE"
5. SANTANA
6. L.T.D.
7. ROD STEWART
8. OLIVIA NEWTON-JOHN
9. GINO VANNELLI
10. DOLLY PARTON

## South Central

1. SANTANA
2. COMMODORES
3. DEBBY BOONE
4. GINO VANNELLI
5. OLIVIA NEWTON-JOHN
6. BOB WELCH
7. BILLY JOEL
8. BEATLES
9. CRYSTAL GAYLE
10. CARPENTERS

## Midwest

1. "YOU LIGHT UP MY LIFE"
2. DEBBY BOONE
3. BOB WELCH
4. SANTANA
5. COMMODORES
6. BLUE OYSTER CULT
7. GEORGE DUKE
8. GINO VANNELLI
9. OLIVIA NEWTON-JOHN
10. DAVID BOWIE

## West/Northwest

1. SANTANA
2. ROD STEWART
3. DAVID BOWIE
4. RANDY NEWMAN
5. DEBBY BOONE
6. KISS
7. COMMODORES
8. BOB WELCH
9. BEATLES
10. JOAN ARMATRADING

## Denver/Phoenix

1. COMMODORES
2. BOB WELCH
3. ROD STEWART
4. SANTANA
5. KISS
6. NEIL YOUNG
7. BLUE OYSTER CULT
8. DEBBY BOONE
9. JETHRO TULL
10. DENIECE WILLIAMS

## North Central

1. DEBBY BOONE
2. ELVIS (GOLD REC. VOL. 1)
3. "YOU LIGHT UP MY LIFE"
4. OLIVIA NEWTON-JOHN
5. CRYSTAL GAYLE
6. ELVIS (WELCOME TO MY WORLD)
7. ELVIS (HOW GREAT THOU ART)
8. BEATLES
9. COMMODORES
10. BLUE OYSTER CULT

## National Breakouts

- |                           |                       |
|---------------------------|-----------------------|
| 1. DEBBY BOONE            | 9. OLIVIA NEWTON-JOHN |
| 2. COMMODORES             | 10. CRYSTAL GAYLE     |
| 3. SANTANA                | 11. BLUE OYSTER CULT  |
| 4. BOB WELCH              | 12. JOAN ARMATRADING  |
| 5. "YOU LIGHT UP MY LIFE" | 13. SHAUN CASSIDY     |
| 6. ROD STEWART            | 14. KISS              |
| 7. DAVID BOWIE            | 15. ODYSSEY           |
| 8. BILLY JOEL             |                       |

# T O P T E N

## Account Reports

### Sam Goody — New York

1. FLEETWOOD MAC
2. LINDA RONSTADT
3. STEELY DAN
4. SHAUN CASSIDY
5. ELVIS PRESLEY
6. KANSAS
7. LYNRYD SKYNYRD
8. YOU LIGHT UP MY LIFE
9. STEVE MARTIN
10. SANTA ESMERALDA

### Richman — Philadelphia

1. FLEETWOOD MAC
2. LINDA RONSTADT
3. STEELY DAN
4. ELVIS PRESLEY — LIVE
5. KANSAS
6. LYNRYD SKYNYRD
7. BILLY JOEL
8. ELO
9. DEBBY BOONE
10. FOGHAT

### Galgano — Chicago

1. COMMODORES — LIVE
2. FLEETWOOD MAC
3. LINDA RONSTADT
4. STEELY DAN
5. CHICAGO
6. ELVIS PRESLEY — LIVE
7. BARRY WHITE
8. KANSAS
9. HEATWAVE
10. STEVE MARTIN

### Wherehouse — Los Angeles

1. FLEETWOOD MAC
2. LINDA RONSTADT
3. CHICAGO
4. STEELY DAN
5. ROLLING STONES
6. HEATWAVE
7. STEVE MILLER
8. HALL & OATES
9. ERIC CARMEN
10. RITA COOLIDGE

### Independent — Denver

1. FLEETWOOD MAC
2. ROSE ROYCE
3. ALAN PARSONS
4. STEVE MILLER
5. HEART
6. COMMODORES
7. ASHFORD & SIMPSON
8. LINDA RONSTADT
9. STEELY DAN
10. CROSBY, STILLS, & NASH

### All Records — Oakland

1. LINDA RONSTADT
2. FLEETWOOD MAC
3. BARRY WHITE
4. STEELY DAN
5. DEBBY BOONE
6. ROSE ROYCE
7. HEATWAVE
8. MILLIE JACKSON
9. STEVE MARTIN
10. LYNRYD SKYNYRD

### Harvard Coop — Boston

1. STEELY DAN
2. RANDY NEWMAN
3. FLEETWOOD MAC
4. KARLA BONOFF
5. KANSAS
6. BOB WELCH
7. STEVE MILLER
8. LINDA RONSTADT
9. DAVID BOWIE
10. RITA COOLIDGE

### Tape City — New Orleans

1. FLEETWOOD MAC
2. STYX
3. RANDY NEWMAN
4. LINDA RONSTADT
5. GINO VANNELLI
6. MECO
7. DEBBY BOONE
8. RITA COOLIDGE
9. SANTANA
10. ALAN PARSONS

### 1812 — Milwaukee

1. ALAN PARSONS
2. FLEETWOOD MAC
3. FOGHAT
4. KANSAS
5. STEELY DAN
6. LINDA RONSTADT
7. STEVE MARTIN
8. STYX
9. COMMODORES — LIVE
10. DAVID BOWIE

### Father's & Sun's — Indianapolis

1. ROD STEWART
2. COMMODORES — LIVE
3. GEORGE DUKE
4. KANSAS
5. LYNRYD SKYNYRD
6. FLEETWOOD MAC
7. NEIL YOUNG
8. DONNA SUMMER
9. GINO VANNELLI
10. STEELY DAN

### ABC Record & Tape/National

1. ELVIS PRESLEY — LIVE
2. SHAUN CASSIDY
3. FLEETWOOD MAC
4. ELVIS PRESLEY — MOODY
5. LONDON SYMPHONY ORCHESTRA
6. STEVE MILLER
7. LINDA RONSTADT
8. DEBBY BOONE
9. BARRY MANILOW
10. FOREIGNER

### Turtle — Atlanta

1. ROD STEWART
2. LYNRYD SKYNYRD (STREET)
3. KANSAS
4. LYNRYD SKYNYRD (ONE MORE)
5. LYNRYD SKYNYRD (PRONOUNCE)
6. DAVE MASON
7. PAUL DAVIS
8. FLEETWOOD MAC
9. STEELY DAN
10. BILLY JOEL

### Harmony Hut — Washington

1. LINDA RONSTADT
2. MOE BANDY
3. BRICK/PATTI LABELLE
4. LTD/ROSE ROYCE
5. RITA COOLIDGE
6. HEATWAVE
7. DIANA ROSS
8. EMOTIONS
9. SHAUN CASSIDY
10. PRESLEY — LIVE/STEELY DAN

### Korvettes — New York

1. LINDA RONSTADT
2. FLEETWOOD MAC
3. STEELY DAN
4. SHAUN CASSIDY
5. LONDON SYMPHONY ORCHESTRA
6. CHICAGO
7. ELVIS PRESLEY — LIVE
8. MECO
9. ROLLING STONES
10. CROSBY, STILLS, & NASH

### Everybody's — Portland

1. LYNRYD SKYNYRD
2. LINDA RONSTADT
3. FLEETWOOD MAC
4. SANTANA
5. STEELY DAN
6. KARLA BONOFF
7. BLUE OYSTER CULT
8. JEAN MICHEL JARRE
9. CROSBY, STILLS & NASH
10. ALAN PARSONS

### Harmony House — Detroit

1. FLEETWOOD MAC
2. LINDA RONSTADT
3. SHAUN CASSIDY
4. FOREIGNER
5. FOGHAT
6. LONDON SYMPHONY ORCHESTRA
7. DOOBIE BROTHERS
8. ELVIS PRESLEY — LIVE
9. ALAN PARSONS
10. DEBBY BOONE

### Record Bar/National

1. LINDA RONSTADT
2. ROSE ROYCE
3. LYNRYD SKYNYRD
4. FLEETWOOD MAC
5. KANSAS
6. STEVE MARTIN
7. COMMODORES — LIVE
8. YOU LIGHT UP MY LIFE
9. BRICK
10. STEELY DAN

### Cavages — Buffalo

1. FLEETWOOD MAC
2. STYX
3. LINDA RONSTADT
4. STEVE MARTIN
5. FOREIGNER
6. ELTON JOHN
7. ROLLING STONES
8. STEELY DAN
9. SHAUN CASSIDY
10. ROSE ROYCE

### J.L. Marsh — Minneapolis

1. ELVIS PRESLEY — LIVE
2. ELVIS PRESLEY — BLUE
3. LONDON SYMPHONY ORCHESTRA
4. FLEETWOOD MAC
5. SHAUN CASSIDY
6. RITA COOLIDGE
7. YOU LIGHT UP MY LIFE
8. BARRY MANILOW
9. STEVE MILLER
10. BOSTON

### Tower — San Francisco

1. SANTANA
2. STEELY DAN
3. LINDA RONSTADT
4. RANDY NEWMAN
5. ROSE ROYCE
6. FLEETWOOD MAC
7. COMMODORES — LIVE
8. EMOTIONS
9. CRYSTAL GAYLE
10. ELTON JOHN

### Camelot — Cleveland

1. YOU LIGHT UP MY LIFE
2. FLEETWOOD MAC
3. ELTON JOHN
4. DEBBY BOONE
5. SHAUN CASSIDY
6. FOREIGNER
7. STEELY DAN
8. COMMODORES
9. LYNRYD SKYNYRD
10. OLIVIA NEWTON-JOHN

### Western Merch — Amarillo

1. ELVIS PRESLEY — LIVE
2. LINDA RONSTADT
3. FLEETWOOD MAC
4. DEBBY BOONE
5. OLIVIA NEWTON-JOHN
6. KANSAS
7. ELTON JOHN
8. RONNIE MILSAP
9. SHAUN CASSIDY
10. FOGHAT

### VIP — Los Angeles

1. ROSE ROYCE
2. DRAMATICS
3. BILL WITHERS
4. MILLIE JACKSON
5. COMMODORES — LIVE
6. KELLE PATTERSON
7. HIGH INERGY
8. MOST REQUESTED RHYTHM BAND
9. BRICK
10. BARRY WHITE

### Odyssey — Santa Cruz

1. FLEETWOOD MAC
2. LINDA RONSTADT
3. STEELY DAN
4. SANTANA
5. CROSBY, STILLS & NASH
6. LYNRYD SKYNYRD
7. BEATLES
8. BILLY JOEL
9. ALAN PARSON
10. KANSAS

### Tower — Los Angeles

1. ROD STEWART
2. DONNA SUMMER
3. STEELY DAN
4. LINDA RONSTADT
5. FLEETWOOD MAC
6. DAVID BOWIE
7. BARRY WHITE
8. SANTA ESMERALDA
9. DIANA ROSS
10. SANTANA

### Tower — Seattle

1. FLEETWOOD MAC
2. LINDA RONSTADT
3. COMMODORES
4. JAMES TAYLOR
5. CROSBY, STILLS & NASH
6. STEVE MARTIN
7. LONDON SYMPHONY ORCHESTRA
8. ALAN PARSONS
9. CRYSTAL GAYLE
10. DIANA ROSS

### Poplar Tunes — Memphis

1. L.T.D.
2. LINDA RONSTADT
3. HEATWAVE
4. BARRY WHITE
5. BRICK
6. DEBBY BOONE
7. FLEETWOOD MAC
8. STEELY DAN
9. RITA COOLIDGE
10. CHICAGO

### Record Shack — New York

1. L.T.D.
2. ROSE ROYCE
3. ODDYESSY
4. HIGH INERGY
5. MILLIE JACKSON
6. BARRY WHITE
7. ROY AYERS
8. DIANA ROSS
9. MANDRILL
10. FANTASTIC FOUR

### Alta — Phoenix

1. ELVIS PRESLEY
2. FLEETWOOD MAC
3. LONDON SYMPHONY ORCHESTRA
4. SHAUN CASSIDY
5. COMMODORES
6. LINDA RONSTADT
7. BARBRA STREISAND
8. TED NUGENT
9. CHICAGO
10. ELVIS PRESLEY — LIVE

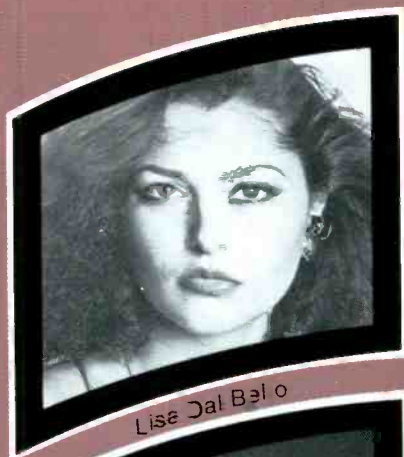
### National Record Mart — Pitts

1. CHICAGO
2. FLEETWOOD MAC
3. LINDA RONSTADT
4. LONDON SYMPHONY ORCHESTRA
5. STEELY DAN
6. KANSAS
7. SHAUN CASSIDY
8. FOREIGNER
9. FOGHAT
10. ELVIS PRESLEY — MOODY

New

# FACES

to watch!



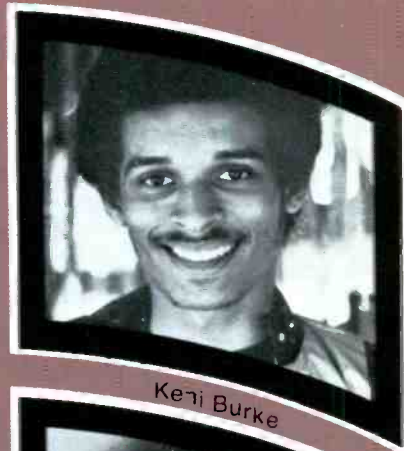
Lise Jal Bal o



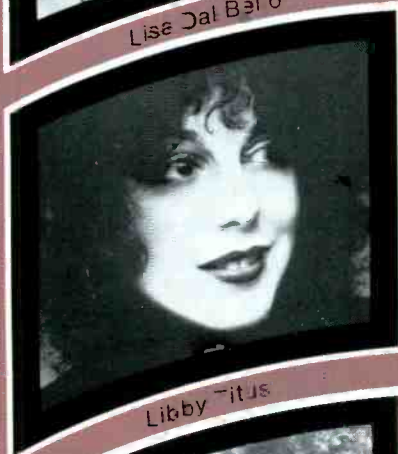
Bert Sommer



Karla Bonoff



Keri Burke



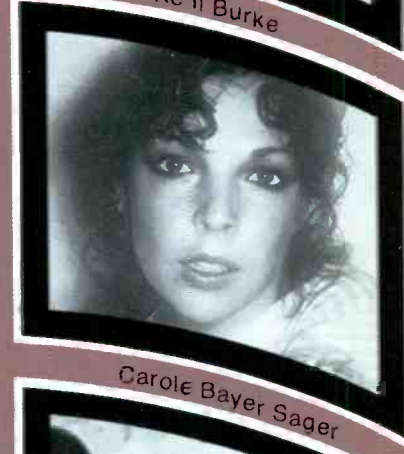
Libby Titus



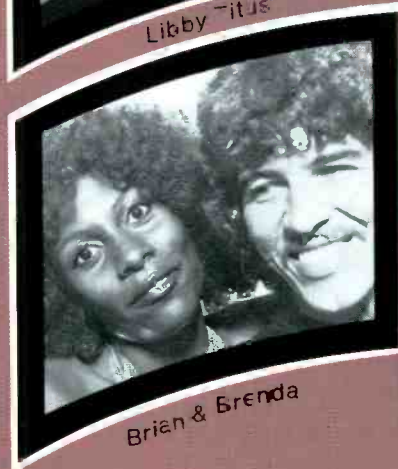
David Castle



Alan O'Day



Carole Bayer Sager



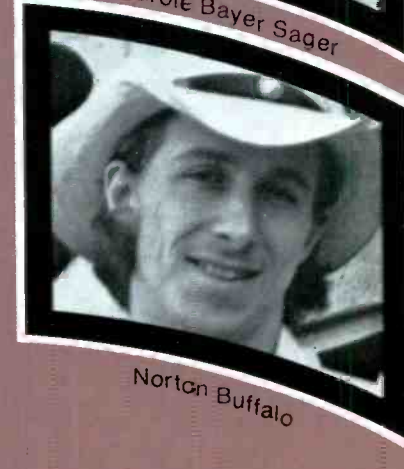
Brian & Brenda



Alessi



Tom Petty



Norton Buffalo



Horslips



Crackin'

The New Faces of Today are the Hitmakers of Tomorrow and Cash Box is with them from the beginning. Look to the Future in "New Faces To Watch," a weekly feature in Cash Box

## On Jazz

While the mayor made no official proclamation, in many ways it was **Dexter Gordon Week** in New York. Dexter opened the show at Birdland for the party given by CBS on behalf of its Contemporary Masters Series. Playing with **Slide Hampton**, **George Cables**, **Rufus Reid** and special guest **Kenny Clarke**, Dex cooked his way through an outstanding set. Other sets included **Buddy Tate**, **Helen Humes** and the **Barry Harris** Trio and a jam session including almost a dozen different musicians. The club, which has been operating as a disco, is set up differently now than at the time it was "the jazz corner of the world." The bandstand is at the 53rd Street end of the room, and the bar is where the bleachers used to be; yet it was good to be back there again. Producer **Ozzie Cadena**, in from California, summed it up for a lot of people when he said simply, "I used to live here." Now there seems to be a good chance that jazz may return to Broadway. CBS Records Division president **Bruce Lundvall**, in his welcoming remarks, said the clubowner was thinking of turning the club into Birdland for Monday nights!

Three nights later, Long Tall Dexter was at Avery Fisher Hall for a sold-out concert of his own. The first part paid tribute to the heritage of Dexter when he played with **Harris**, **Percy Heath**, **Philly Joe Jones**, **Clark Terry** and **Sonny Stitt**. The rhythm section balance was not good, and the blatant showboating by one of the sidemen put something of a damper on the proceedings. The second half featured virtually the same 11 piece orchestra that appears on his new LP ("Sophisticated Giant"

— see Jazz Picks). Here the performance was inspired and the sound beautiful. Slide Hampton proved to be an engaging emcee and conductor. His arrangements were models of originality and obviously inspired Dexter. The music performed was from the album, and "Laura" brought gasps of appreciation from the packed house. In all, a real triumph for Dexter Gordon and one of the most satisfying concerts in some time.

The club scene in New York continues at a frantic pace. **Ted Curson** and band heated up Storyville for a week and **Scott Hamilton**, the young saxophone phenom, had them jammed into Eddie Condon's. Hamilton's first album is due shortly on Concord.

The **Chick Corea-Herbie Hancock** tour is coming together. TV appearances have been set for Amsterdam, Paris and Munich, with negotiations continuing for television in Tokyo and the U.S. The two keyboard giants will be recording live for a possible LP.

"African Violet" is the title of **Blue Mitchell's** first Impulse album. **Sonny Burke**, **Harold Land** and **Lee Ritenour** have key sideman roles.

*John Hammond On Record*, an autobiography written in collaboration with **Irving Townsend**, has just appeared (Ridge Press/Summit Books). Hammond was responsible for the discovery of **Count Basie**, **Billie Holiday**, **Aretha Franklin**, **Bob Dylan** and **Bruce Springsteen**. This should be one of the most talked about books of the season.

bob porter



**KLUGH FETED** — United Artists/Blue Note Records recently held a luncheon honoring recording artist Earl Klugh at Le Bistro in Beverly Hills. On hand to greet Klugh (third from left) were (l-r): Ed Levine, general manager of Blue Note Records; J. J. Johnson, program director for Los Angeles radio KDAY; Stan Monteiro, vice president of promotion and artist development for UA; and Gordon Bossin, vice president of marketing for UA.

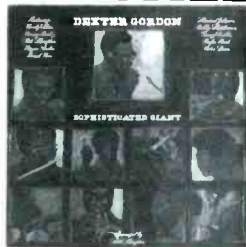
## TOP 40 JAZZ ALBUMS

	11/12 WKS		11/12 WKS
<b>1 ENIGMATIC OCEAN</b> JEAN-LUC PONTY (Atlantic SD 19110)	1 9	<b>22 HEAVY WEATHER</b> WEATHER REPORT (Columbia PC 34418)	21 34
<b>2 BLOW IT OUT</b> TOM SCOTT (Ode/Epic PE 34966)	3 11	<b>23 LIFESTYLE (LIVING &amp; LOVING)</b> JOHN KLEMMER (ABC AB 1007)	26 24
<b>3 FEELS SO GOOD</b> CHUCK MANGIONE (A&M SP4658)	10 3	<b>24 HAVANA CANDY</b> PATTI AUSTIN (CTI 7-5006)	32 2
<b>4 NIGHTWINGS</b> STANLEY TURRENTINE (Fantasy 9534)	2 11	<b>25 GRAZING DREAMS</b> COLLIN WALCOTT (ECM-1-1096)	25 6
<b>5 ACTION</b> BLACKBYRDS (Fantasy F-9535)	9 7	<b>26 BRAND NEW THING</b> DOC SEVERINSON (Epic PE 34925)	36 2
<b>6 OXYGENE</b> JEAN MICHEL JARRE (Polydor PD 1-6112)	7 9	<b>27 CAPETOWN FRINGE</b> DOLLAR BRAND (Chiaroscuro/Audio Fidelity CR 2004)	27 11
<b>7 REACH FOR IT</b> GEORGE DUKE (Epic JE 34883)	31 2	<b>28 SKY ISLANDS</b> CALDERA (Capitol 11658)	29 12
<b>8 CTI SUMMER JAZZ VOL. 1</b> (CTI 7076)	8 8	<b>29 RIGHT ON TIME</b> BROTHERS JOHNSON (A&M SP 4644)	18 26
<b>9 RUBY, RUBY</b> GATO BARBIERI (A&M SP 4655)	13 5	<b>30 INSIDE THE GREAT PYRAMID</b> PAUL HORN (Mushroom MRS 5507)	30 5
<b>10 QUINTET</b> VSOP (Columbia C234976)	11 4	<b>31 MAGIC</b> BILLY COBHAM (Columbia JC 34939)	— 1
<b>11 FREE AS THE WIND</b> THE CRUSADERS (Blue Thumb/ABC BT-6029)	4 23	<b>32 LISTEN FEATURING MEL MARTIN</b> (Inner City 1025)	33 4
<b>12 BUNDLE OF JOY</b> FREDDIE HUBBARD (Col. JO 34902)	14 6	<b>33 IN FLIGHT</b> GEORGE BENSON (Warner Bros. BSK 2983)	34 40
<b>13 MANHATTAN SPECIAL</b> TERUO NAKAMURA AND THE RISING SUN (Polydor PD 1-6119)	19 3	<b>34 I CRY, I SMILE</b> NARADA MICHAEL WALDEN (Atlantic SD 19141)	— 1
<b>14 PICCOLO</b> RON CARTER (Milestone M-55004)	6 8	<b>35 TRUE TO LIFE</b> RAY CHARLES (Atlantic SD 19142)	— 1
<b>15 EYE OF THE BEHOLDER</b> RAY BARRETTO (Atlantic SD 19140)	17 4	<b>36 YOU'VE COME A LONG WAY BABY</b> ESTHER PHILLIPS (Mercury SRM 1-1187)	29 2
<b>16 SURVIVORS SUITE</b> KEITH JARRETT (ECM 1-1085)	20 3	<b>37 GO TOO</b> STOMU YAMASHTA (Arista AB 4138)	— 1
<b>17 AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW</b> (Warner Bros. WB 2BZ 3052)	5 20	<b>38 SENOR BLUES</b> URBIE GREEN (CTI 7079)	— 1
<b>18 LIFELINE</b> ROY AYERS UBIQUITY (Polydor PD 1-6108)	16 20	<b>39 IT'S NECESSARY</b> JIMMY SMITH (Mercury SRM 1-1189)	28 2
<b>19 MORE STUFF</b> STUFF (Warner Bros. WB BS 3061)	12 20	<b>40 BREEZIN'</b> GEORGE BENSON (Warner Bros. BS 2919)	35 72
<b>20 BYABLUE</b> KEITH JARRETT (Impulse/ABC 9331)	15 9		
<b>21 NEW VINTAGE</b> MAYNARD FERGUSON (Columbia JC 34971)	28 2		

## JAZZ ALBUM PICKS

**SOPHISTICATED GIANT** — Dexter Gordon — Columbia JC 34989 — Producer: Michael Cuscuna — List: 7.98

This is a fascinating and unique display of the varied talents of Dexter Gordon. Accompanied by an 11 piece band arranged by Slide Hampton, Dexter is in truly inspired form. "Laura" certainly ranks with the finest ballad playing of his long and notable career, while "Moontrane" and "Fried Bananas" are exciting all the way.



**DOWN HOME** — Zoot Sims — Bethlehem 6027 — List: 6.98

This is probably the finest single LP of Zoot Sims' career, and to have it available again after an absence of many years is quite gratifying. Dave McKenna, the late George Tucker and Danny Richmond provide the rhythm and that is all Zoot needs. A couple of Basie items sneak in among the familiar standards, but for straight-ahead, swinging saxophone, Zoot's work here ranks with the best of any number of timeless masters.



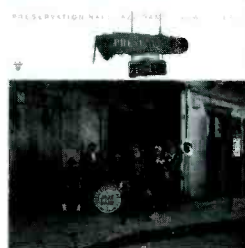
**MANHATTAN SPECIAL** — Teruo Nakamura And The Rising Sun — Polydor 1-6119 — Producer: Nakamura and Yoskio Ozawa — List: 7.98

Teruo Nakamura's latest release has a richly orchestrated sound, featuring many guest artists including Herbie Hancock and John Mosley. Nakamura's funky bass provides a solid underpinning on songs like "Wiggle Worm," written by Mark Gray, who plays piano. The mood is more evocative on several cuts by Shiro Mori whose guitar work is excellent.



**NATURAL ELEMENTS** — Shakti — Columbia JC 34980 — Producer: John McLaughlin — List: 7.98

McLaughlin pioneered the synthesis of Eastern and Western musical traditions. This second album by Shakti again successfully combines the masterful McLaughlin guitar with Shankar's complementary violin and together they walk through a whirlwind of Indian percussion. Shankar and McLaughlin share writing credits. Hussain on tabla and Vinayakram on ghatam are remarkable for their combined abilities of grace and torrential speed.



**PRESERVATION HALL JAZZ BAND OF NEW ORLEANS, VOL. I** — Columbia M 34549 — Producer: Irving Stimler — List: 7.98

This legendary outfit has finally put out an album of some of the happiest music around. Included are several of the band's best known songs and even though some of the original members have been playing "Tiger Rag" and "Amen" for 30 or 40 years, they are classics that improve with age. Whether it's a gospel dirge or upbeat jazz, the songs flow effortlessly from these musicians who would seemingly let the world go by as long as they have their instruments.



**SILVER BLUE** — Dexter Gordon-Al Cohn — Xanadu 137 — Producer: Don Schlitten — List: 6.98

A companion to the "True Blue" Xanadu album, this features the two saxophonists along with Blue Mitchell, Sam Noto and an inspired rhythm section. Two long jams and an interesting unaccompanied duet ("On The Trail") by the tenor stars make up the album. The blowing is major league throughout, with the best solo being Barry Harris' highly personal choruses on the title track.

TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart
1	<b>GERSHWIN:</b> Porgy And Bess Sherwin M. Goldwin/Houston Grand Opera RCA ARL 3-2109 (23.94/3 LPs)	11/5 24
2	<b>BOLLING:</b> Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	3 54
3	<b>RAVEL:</b> Bolero Chicago Symphony Orchestra (Sir George Solti) London CS 7033 (7.98/1 LP)	2 32
4	<b>MAHLER:</b> Symphony #2 Horne, Abbado DG 2707094 (13.96/2 LPs)	8 12
5	<b>VERDI:</b> Requiem Price, Baker, Luchetti, Van Van Solti RCA	— 2
6	<b>THE GREAT PAVAROTTI</b> London OS 26510 (7.98/1 LP)	4 38
7	<b>GOUNOD:</b> Faust Caballe, Aragall, Lombard RCA FRL 4-2493 (31.92/4 LPs)	12 6
8	<b>HOLST:</b> The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	5 46
9	<b>ELGAR:</b> Cello Concertos Op. 85/Enigma Variations Jacqueline Du Pre, Phila. Orch. (Barenboim) Columbia M34530 (7.98/1 LP)	10 16
10	<b>TCHAIKOVSKY:</b> Waltzes Phila. Orch. (Eugene Ormandy) RCA ARL 2396	15 10
11	<b>VERDI:</b> Il Trovatore Sutherland, Horne, Pavarotti, Bonyge London OJA 13124 (23.94/3 LPs)	13 8
12	<b>PUCCINI:</b> Suor Angelica Scotto, Horne, Cotrubas (Maazel) Columbia M34505 (7.98/1 LP)	6 32
13	<b>PACHELBEL:</b> Kanon: Two Suites <b>FASCH:</b> Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	7 54
14	<b>RACHMANINOFF:</b> Piano Concerto No. 3 Berman, Abbado Columbia XM 34540 (Special List)	23 4
15	<b>GREATEST HITS OF 1720</b> Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 34544	— 2
16	<b>GRANADOS:</b> Gogescas DeLarocha London CS 7009	9 14
17	<b>STOKOWSKI:</b> His Great Transcriptions For Orchestra Natl. Phila. Orch. Columbia M34543 (7.98/1 LP)	19 8
18	<b>WAGNER:</b> Flying Dutchman Chicago Symphony Orchestra And Chorus (Solti) London OSA 13119 (23.94/3 LPs)	11 32
19	<b>PUCCINI:</b> Gianni Schicchi Gobbi, Cotrubas, Domingo (Maazel) Columbia M-34534 (7.98/1 LP)	14 10
20	<b>KHACHATURIAN CONDUCTS KHACHATURIAN</b> Oistrakh, Moscow Radio Symphony Columbia Y 34608 (3.98/1 LP)	16 18
21	<b>MUSSORGSKY:</b> Boris Gudunov Talvela, Gedda, Semkow (Angel)	— 2
22	<b>GERSHWIN:</b> Porgy & Bess Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (23.94/3 LPs)	17 54
23	<b>PUCCINI:</b> Madame Butterfly Caballe, Marti, Bordoni (Gatto) London OSA 13121 (23.94/3 LPs)	18 20
24	<b>MAHLER:</b> Symphony #9 Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	20 38
25	<b>PUCCINI:</b> Tosca Caballe, Carreras, Wixell, The Orchestra & Chorus Of The Royal Opera House, Covent Garden (Davis) Philips 6700 108 (15.96/2 LPs)	21 26
26	<b>VERDI:</b> La Forza del Destino Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.92/4 LPs)	22 40
27	<b>OFFENBACH:</b> Le Grande Dutchesse de Gerolstein Regin Crespin Mesples, Vanzo, Plasson Columbia M234576 (15.96/2 LPs)	25 46
28	<b>DONIZETTI</b> Lucia Di Lammermoor Caballe, Carreras, Lopez, Cobos Philips	— 2
29	<b>CONCERT OF THE CENTURY:</b> Various Artists Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	24 54
30	<b>MUSSORCHSKY:</b> Pictures At An Exhibition <b>PROKOFIEV:</b> Symphony No. 1 Chicago Symphony Orchestra (Ciulini) DG 2530782 (7.98/1 LP)	26 18
31	<b>BEVERLY SILLS SINGS OPERA ARIAS</b> Angel S37255 (7.98/1 LP)	27 46
32	<b>OTTO NICOLAI:</b> Merrie Wives Of Windsor Bernard Klee, Chorus And Orchestra Of The Berlin State Opera DG2709065	28 22
33	<b>BERLIOZ:</b> Symphonie Fantastique Bernstein Angel	— 2
34	<b>PUCCINI:</b> La Boheme Pavarotti, Freni, Harwood, Ghiurov, Berlin Philharmonic Orchestra (Von Karajan) London OSA 1299 (15.96/2 LPs)	29 36
35	<b>BOLLING:</b> Concerto For Classic Guitar & Jazz Piano Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	30 54
36	<b>GIORDANO:</b> Andrea Chenier Domingo, Scotto, Milnes, National Philharmonic Orchestra/John Alldis Choir (Levine) RCA ARL 3-2046 (23.98/3 LPs)	31 30
37	<b>MENDELSSOHN:</b> Symphony No. 4 <b>SCHUMANN:</b> Symphony No. 4 New Philharmonic Orch., Ricardo Muti Angel S-37412 (9.98/1 LP)	32 6
38	<b>GILBERT AND SULLIVAN:</b> The Grand Duke D'Oyly Cart Opera Company (Nash) London OSA 12106 (15.96/2 LPs)	35 40
39	<b>GRIEG:</b> Peer Gynt Suites #1 & #2; Five Songs Sonderstrom, New Philharmonia (Davis) Columbia M 34531 (7.98/1 LP)	36 18
40	<b>TCHAIKOVSKY:</b> Eugene Onegin Vishnevskaya, Mazurok, Rostropovich Angel	— 2

Franklin Mint Record Society  
Extends Mail Order Program

by Ken Terry

NEW YORK — The Franklin Mint Record Society has expanded its mail order program featuring "The 100 Greatest Recordings Of All Time" from a few test markets to a nationwide campaign. Using ads in newspaper supplements, direct mailings and some radio spots, the firm is aiming its message at the general public, rather than music buyers in particular. Thus far, the response "seems right on target," according to Stan Walker, director of the Record Society.

The 100 records in the classical music collection consist of selections which a panel of experts have chosen as the best performances of the greatest works in musical history. Included on this panel are critic Martin Bookspan; Schuyler G. Chapin, Dean of the School of Arts, Columbia University; Irving Kolodin, music editor of The Saturday Review and a Juilliard faculty member; critic William Mann; conductor Andre Previn; and composer William Schuman. All the selections are licensed from Columbia, RCA, Angel and London Records (plus those companies' distributed labels); the Franklin Mint was

not able to come to terms with DG and Philips.

Featured Conductors

Among the conductors featured in the collection are Toscanini, Bernstein, Ormandy, Beecham, Walter, Fiedler, von Karajan and Solti. Piano and violin works are performed by such artists as Cliburn, Rubenstein, Watts, Lipatti, Serkin, Horowitz, Heifetz, Menuhin, Szigeti, Stern and Francescatti. Finally, one two-record

(continued on page 66)

CLASSICALCLIPS

NEW YORK — While Columbia and RCA have enjoyed considerable success with their specially low-priced "records of the month," London has one-upped those labels by issuing a "record of the year." List-priced at \$5.98 for both LP and tape, two dollars less than the list for the rest of London's full-line albums, the recording features a performance by Sir Georg Solti and the Chicago Symphony of Tchaikovsky's ever-popular Symphony No. 6 (see review below). After an undeter-

(continued on page 58)



MASTER MUSICIANS — RCA Records' classical department recently hosted international A&R planning meetings in New York. The week of meetings was highlighted by a dinner at Le Poulailier in Manhattan. Pictured at the dinner, are (l-r): Vladimir Horowitz, RCA recording artist; James Levine, RCA recording artist and music director of the Metropolitan Opera; Thomas Shepard, division vice president of A&R for Red Seal; Todd Joselson, RCA recording artist; and Mrs. Horowitz.

CLASSICAL ALBUM REVIEWS

**STOKOWSKI CONDUCTS SIBELIUS SYMPHONY No. 1 SWAN OF TUONELA**  
THE NATIONAL PHILHARMONIC ORCHESTRA



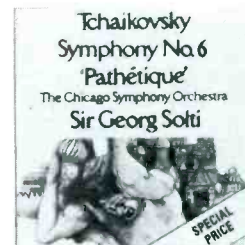
**SIBELIUS: Symphony No. 1 In E Minor; Swan Of Tuonela.** National Philharmonic, Leopold Stokowski, conductor. Columbia M 34548. List: 7.98.

Possessed of surpassing clarity and driven by a propulsive force, Stokkie's final version of the Sibelius E minor symphony triumphs by suggesting more than it reveals. Similarly, his reading of "Swan of Tuonela," aided by Michael Winfield's plangent English horn solo, plumbs the depths of this work's mysterious sadness.



**HAYDN: Symphony No. 100 In G, "Military"; Symphony No. 103 In E Flat, "Drum Roll."** Academy Of St. Martin-In-The-Fields, Neville Marriner, conductor. Philips 9500 255. List: 8.98.

Played with real spirit and verve by Marriner's classically-oriented outfit, these two highpoints of Haydn's "Salomon" cycle make a fitting pair. Of particular note is the manner in which Marriner brings out the exotic "Turkish" character of the "Military" Symphony's slow movement. The introduction to the "Drum Roll" is appropriately ominous.



**TCHAIKOVSKY: Symphony No. 6, "Pathétique."** Chicago Symphony Orchestra, Georg Solti, conductor. London CS 7034. List: 5.98.

Among the many recent recordings of this beloved work, Solti's stands out as one of the best. Infused with tremendous vitality, the reading has an aggressive, outgoing personality that should appeal to the most jaded music listener. Moreover, the performance also offers introspective insights where they count most, in the closing Adagio Lamentoso.

# Cash Box Country

## Copyright Seminar Is Termed 'Informative' And 'Effective'

by Bob Campbell

NASHVILLE — A two-day seminar designed to familiarize Nashville music publishers with the new U.S. Copyright Law was conducted here Nov. 3 and 4 at the Hyatt-Regency Hotel. The general consensus of publishers and writers reflects an agreeable acceptance of the overdue copyright revision. But most feel the new law — complex, comprehensive and unchanged for 68 years — will generate certain problems during the transition period.

Tree vice-president Don Gant, who attended the seminar sponsored by the National Music Publisher's Association, feels the adjustment will be minimal. But he also agrees there is much yet to be learned within the new law.

### 'Orderly Transition'

"I am glad to see the change, and when all the dust settles, we will be better off," Gant said. "There are a whole lot of changes and any change is complicated, but I think there will be an orderly transition. There won't be any panic. The law is worded differently, and there will be a period of acclimation in the day-to-day work."

"There is so much grey matter in the law that I'm not sure what to do in certain instances," Gant continued. "And I am sure that there will be test cases. This new law is very complex and it covers jukeboxes, cable television and other things I am not familiar with."

Maggie Cavender, executive director of Nashville Songwriters Association, International (NSAI), said the seminar was informative and effective.

"I learned so much. I'm going to have to go over the law piece by piece," Cavender said. "The seminar was most comprehensive — mainly because the copyright office

## Songwriter Foster To Step Up His Performing Career

by Bob Campbell

NASHVILLE — Songwriter Jerry Foster, a driven man of purpose who along with Bill Rice has garnered so many writing awards the pair are dubbed "the song factory," has reached a point in his life where he feels he must pursue other facets of his talent. So Foster, who was born and raised dirt-poor near a small Missouri farm town, plans to devote a measure of his time to performing and recording.

Foster made it clear, however, that he will continue writing with Rice.

### 'First Love'

"My first love was performing," Foster said. "I never gave any serious thought to professional songwriting until I teamed up with Bill Rice and other people began recording our songs. I don't ever intend to let anything interfere with that. Writing is my life. It is still a thrill for me to hear an artist do one of our tunes. It passes the financial end of things."

"However, it seems at this particular point in my life, my career is more vital and important to me than it has ever been," Foster added. "I have always felt like as long as I was getting a check for songwriting, everything was okay. I have always treated it like a job and enjoyed it. But I really want to dig into things more and see what my capabilities are. I guess you could say I have a renewed love affair with the business."

Foster has hired a band (Tennessee Tornado) consisting of four musicians who will

(continued on page 52)

was ready with all of the information and documents. Up until now the office has not had all the information we needed. We are all going to have to go through the process of unlearning the old law and learning the new one — every phase of it."

### Different Forms

"For one thing, the forms are different," she added. "We went over all the forms. There is a four-page form now with instructions. There were so many things covered. There are various ways we can now protect a piece of material. Within the first year or two there will probably be a great deal of litigation. This was brought out in the meetings."

Many changes have been made in the copyright law. Basic visible changes include:

- An increase in publishing rates on recordings from two cents a record to two-and-three quarter cents a record.

- Ownership of copyright will increase to the life of the writer plus fifty years.

- An independent Copyright Royalty Tribunal will be set up to hear grievances and consider additional royalty-rate changes.

- A new statutory copyright designating ownership at the exact time a work is created.

Both Gant and Cavender had hoped for a higher rate on record royalties, but they feel changes should come easier in the future.

"The rate is not as high as it should be, but any kind of raise is good at this point," Gant said. "The people at the seminar seemed to think there would be revisions soon with the tribunal now in effect."

### Percentage vs. Set Rate

Cavender would like to see a percentage rate as opposed to an actual set rate.

"I was in Washington D.C. during the hearings," Cavender said. "The record industry had a strong lobby so we didn't get as high a rate as we wanted. Actually, what we would like to see is a percentage on records sold. Therefore, in good times profit would inflate and it would deflate in bad times. This is done in a number of European countries."

"Also, we would have liked to have seen a floor set on the royalty rate rather than a set rate. For instance, the rate couldn't go below two cents a record, but could be negotiated up to four cents in certain cases. I would hope this could be the sort of thing the tribunal would consider."

### 'Falls Short'

Songwriter Jerry Foster agreed that the rate is not quite high enough. "I think it falls short of what it should be, but it opens the door for improvement."

Gant said the basic copyright provision change was a major item in the law.

"Under the old law you had to apply and receive a copyright," Gant said. "Also there were various other little tricks writers would use such as sending tapes through the mail to themselves. Now, from the moment a work is created it is copyrighted. It didn't used to be that way."

Cavender considered the creation of a tribunal a significant change because the five-man committee could determine the changing needs of writers.

"This is not just a group who meets every four years or so," she said. "If a writer or publisher has an idea or grievance he can go to the tribunal with the problem. I would think this tribunal will make rate changes easier."

Gant stressed that this new law was written "as a composer's law, unlike the old law which lent itself to the business end of creative works."



TILLIS IN LAS VEGAS — MCA recording artist Mel Tillis appeared at the Frontier Hotel in Las Vegas. Pictured at the press party are (l-r): L. Stephen Savoldelli, general manager of the Frontier; Tillis; Joey Heatherton; and Walter Kane, director of entertainment for the Howard Hughes Hotels.

## Top 50 Country Albums

	11/12 Wks.	11/12 Wks.
1 SIMPLE DREAMS LINDA RONSTADT (Asylum 6E-104)	3 9	
2 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA APL 1-2439)	1 10	
3 ELVIS IN CONCERT ELVIS PRESLEY (RCA APL 2-2587)	40 2	
4 DAYTIME FRIENDS KENNY ROGERS (UA LA 7546)	2 14	
5 WE MUST BELIEVE IN MAGIC CRYSTAL GAYLE (United Artists UA-LA 771G)	7 33	
6 HERE YOU COME AGAIN DOLLY PARTON (RCA APL1-2544)	14 4	
7 LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument MG-7616)	4 11	
8 HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1719)	11 9	
9 OL' WAYLON WAYLON JENNINGS (RCA APL 1-2317)	8 27	
10 MOODY BLUE ELVIS PRESLEY (RCA AFL 1-2428)	5 19	
11 LINDA RONSTADT'S GREATEST HITS (Asylum 6E-106)	9 47	
12 SMOKEY AND THE BANDIT ORIGINAL SOUNDTRACK (MCA 2099)	13 17	
13 COUNTRY BOY DON WILLIAMS (ABC/Dot 2088)	18 6	
14 KENNY ROGERS (United Artists UA LA 689G)	16 33	
15 YOU LIGHT UP MY LIFE DEBBY BOONE (Warner/Curb BS-3118)	33 2	
16 EASTBOUND AND DOWN JERRY REED (RCA APL 1-2516)	17 9	
17 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Dot DO 2093)	28 5	
18 WELCOME TO MY WORLD ELVIS PRESLEY (RCA APL1-2274)	20 12	
19 PURE GOLD ELVIS PRESLEY (RCA ANL1-0971)	19 10	
20 RONNIE MILSAP LIVE (RCA APL 1-2043)	22 14	
21 MY FAREWELL TO ELVIS MERLE HAGGARD (MCA 2314)	— 1	
22 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	6 35	
23 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL1-1321)	27 16	
24 THE BEST OF FREDDY FENDER (ABC/Dot DO 2079)	24 28	
25 I'VE ALREADY LOVED YOU IN MY MIND CONWAY TWITTY (MCA 2298)	10 12	
26 THE KING IS GONE RONNIE McDOWELL (Scorpio GRT-8021)	31 2	
27 THAT'S THE WAY LOVE SHOULD BE DAVE & SUGAR (RCA APL 1-2477)	12 11	
28 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic PE-34891)	26 5	
29 OLIVIA NEWTON-JOHN'S GREATEST HITS (MCA 3028)	— 1	
30 SHORT STORIES STATLER BROS. (Mercury SRM 1-5001)	15 13	
31 HIS HAND IN MINE ELVIS PRESLEY (RCA ANL 1-1319)	32 8	
32 CRYSTAL CRYSTAL GAYLE (United Artists LA 614G)	36 65	
33 LOVES TROUBLED WATERS MEL TILLIS (MCA 2288)	— 1	
34 TO LEFTY FROM WILLIE WILLIE NELSON (Columbia KC 34695)	21 33	
35 RAMBLIN' FEVER MERLE HAGGARD (MCA 2267)	37 23	
36 HOW GREAT THOU ART ELVIS PRESLEY (RCA LSP 3758)	— 1	
37 MAKING A GOOD THING BETTER OLIVIA NEWTON-JOHN (MCA 2280)	23 18	
38 THE RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	39 17	
39 ANYTIME . . . ANYWHERE RITA COOLIDGE (A&M SP 4616)	27 16	
40 SHAME ON ME DONNA FARGO (Warner Bros. BS-3099)	— 1	
41 LEGENDARY PERFORMER VOL. 2 ELVIS PRESLEY (RCA CPL 1-1349)	41 9	
42 IF YOU DON'T LOVE ME FREDDY FENDER (ABC/Dot DO-2090)	42 4	
43 TILL THE END VERN GOSDIN (Elektra 7E-1112)	44 16	
44 I WANTA SING GEORGE JONES (Epic PE 34717)	45 5	
45 A WORKING MAN CAN'T GET NOWHERE TODAY MERLE HAGGARD (Capitol ST-11693)	46 5	
46 HANK WILLIAMS' 24 GREATEST HITS VOL. 2 (MGM MG-25401)	47 3	
47 RABBIT EDDIE RABBITT (Elektra 7E-1105)	29 21	
48 TATTOO DAVID ALLAN COE (Columbia PC 34870)	30 12	
49 COWBOYS AIN'T SUPPOSED TO CRY MOE BANDY (Columbia PC-34874)	34 7	
50 YOU ARE SO BEAUTIFUL TANYA TUCKER (Columbia PC-34733)	38 7	

# The Killer!



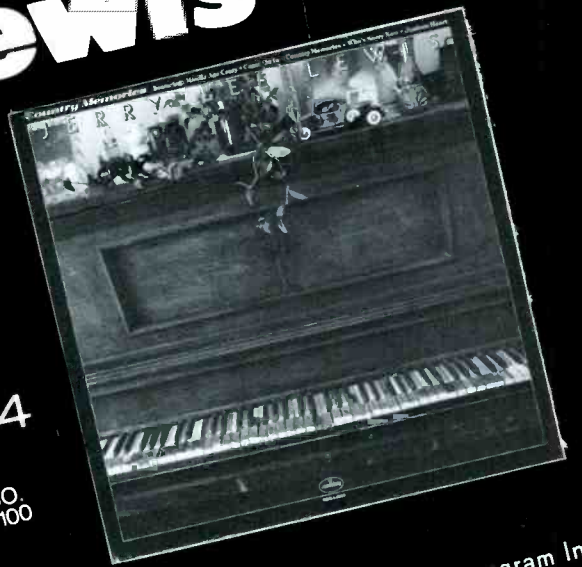
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# CASH BOX TOP 100 COUNTRY

November 19, 1977

	11/12 Wks.		11/12 Wks.		11/12 Wks.
<b>1</b> ROSES FOR MAMA C.W. McCALL (Polydor PD-14420)	4	9	<b>35</b> MIDDLE AGE CRAZY JERRY LEE LEWIS (Mercury 55011)	49	4
<b>2</b> THE WURLITZER PRIZE WAYLON JENNINGS (RCA JB-11118)	3	7	<b>36</b> QUILTS GARY STEWART (RCA JH-11131)	54	5
<b>3</b> MORE TO ME CHARLEY PRIDE (RCA PB-11086)	1	9	<b>37</b> AGREE TO DISAGREE LITTLE DAVID WILKINS (Playboy ZS8-5822)	47	5
<b>4</b> FROM GRACELAND TO THE PROMISED LAND MERLE HAGGARD (MCA 40804)	6	7	<b>38</b> WHAT A DIFFERENCE YOU'VE MADE IN MY LIFE RONNIE MILSAP (RCA PB-11146)	78	2
<b>5</b> HERE YOU COME AGAIN DOLLY PARTON (RCA JH-11123)	9	6	<b>39</b> AFTER THE BALL JOHNNY CASH (Columbia 3-10623)	50	6
<b>6</b> LOVE IS JUST A GAME LARRY GATLIN (WITH FAMILY & FRIENDS) (Monument 45226)	5	11	<b>40</b> I'LL ALWAYS LOVE YOU CATE SISTERS (Caprice CA-2036)	46	7
<b>7</b> BLUE BAYOU LINDA RONSTADT (Elektra E-45431-A)	8	10	<b>41</b> SAVIN' THIS LOVE SONG FOR YOU JOHNNY RODRIGUEZ (Mercury 55012)	58	3
<b>8</b> ONE OF A KIND TAMMY WYNETTE (Epic 8-50450)	10	7	<b>42</b> IT SHOULD HAVE BEEN EASY DOTTSY (RCA PB-1138-A)	56	4
<b>9</b> YOU LIGHT UP MY LIFE DEBBY BOONE (Curb/WB 8455)	15	5	<b>43</b> LONELY STREET REX ALLEN JR. (Warner Bros. WBS 8482)	63	3
<b>10</b> I'M KNEE DEEP IN LOVING YOU DAVE & SUGAR (RCA PB-11141)	18	4	<b>44</b> ONE NIGHT STANDS HANK WILLIAMS, JR. (Warner/Curb WBS 8451)	42	6
<b>11</b> STILL THE ONE BILL ANDERSON (MCA MCA-40794)	13	8	<b>45</b> BABY, LAST NIGHT MADE MY DAY SUSIE ALLANSON (Warner/Curb WBS 8473)	61	3
<b>12</b> GEORGIA KEEPS PULLING ON MY RING CONWAY TWITTY (MCA-40805)	21	4	<b>46</b> WHAT'RE YOU DOING TONIGHT JANIE FRICKE (Columbia 3-10605)	19	10
<b>13</b> FOOLS FALL IN LOVE JACKY WARD (Mercury 55003)	16	12	<b>47</b> HOLD ME BARBARA MANDRELL (ABC/Dot DO-17716)	14	12
<b>14</b> CLOSE ENOUGH FOR LONESOME MEL STREET (Polydor PD-14421)	17	9	<b>48</b> HEAVEN'S JUST A SIN AWAY THE KENDALLS (Ovation OV 1103)	39	16
<b>15</b> DON'T LET ME TOUCH YOU MARTY ROBBINS (Columbia 3-10629)	23	6	<b>49</b> THE FIRST TIME BILLY "CRASH" CRADDOCK (ABC/Dot DO-17725)	70	2
<b>16</b> I'M JUST A COUNTRY BOY DON WILLIAMS (ABC/Dot DO-17717)	2	13	<b>50</b> EAST BOUND AND DOWN JERRY REED (RCA PB-11056)	32	15
<b>17</b> SHE JUST LOVED THE CHEATIN' OUT OF ME MOE BANDY (Columbia 3-10619)	22	7	<b>51</b> MISTER D.J. T.G. SHEPPARD (Warner/Curb WBS 8490)	72	2
<b>18</b> BORN TO LOVE ME RAY PRICE (Columbia 3-10631)	20	9	<b>52</b> THE SEARCH FREDDIE HART & THE HEARTBEATS (Capitol P-4498)	65	3
<b>19</b> THE PAY PHONE BOB LUMAN (Polydor PD 14431)	24	7	<b>53</b> MY WAY ELVIS PRESLEY (RCA PB-11165)	76	2
<b>20</b> EVERYDAY I HAVE TO CRY SOME JOE STAMPLEY (Epic 8-50453)	26	6	<b>54</b> THAT'S ALL I WANTED TO KNOW DOTTIE WEST (United Artists UA-18298)	53	7
<b>21</b> LET ME DOWN EASY CRISTY LANE (LS GRT 131)	7	14	<b>55</b> I JUST WANT TO BE YOUR EVERYTHING CONNIE SMITH (Monument 45-231)	67	3
<b>22</b> SWEET MUSIC MAN KENNY ROGERS (United Artists UAST-18848)	27	5	<b>56</b> HEAVEN CAN BE ANYWHERE CHARLIE DANIELS BAND (Epic 8-50456)	55	6
<b>23</b> COME A LITTLE BIT CLOSER JOHNNY DUNCAN (WITH JANIE FRICKE) (Columbia 3-10634)	38	4	<b>57</b> ONCE IN A LIFETIME THING JOHN WESLEY RYLES (ABC/Dot DO-17698)	41	15
<b>24</b> DAYS THAT END IN "Y" SAMMI SMITH (Elektra E-45429)	28	9	<b>58</b> STANDARD LIE NUMBER ONE STELLA PARTON (Elektra E-45437-A)	77	2
<b>25</b> PEANUT BUTTER DICKEY LEE (RCA JH-11125)	35	6	<b>59</b> YOU'VE GOT TO MEND THIS HEARTACHE RUBY FALLS (Fifty States FS-56)	57	8
<b>26</b> MOTHER COUNTRY MUSIC VERN GOSDIN (Elektra E-45436)	30	5	<b>60</b> YOU JUST DON'T KNOW MARY K. MILLER (Inergy I-302)	62	7
<b>27</b> CHANGES IN LATITUDES, CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB-12305)	28	9	<b>61</b> ENDLESSLY EDDIE MIDDLETON (Epic 8-50431)	33	9
<b>28</b> TAKE THIS JOB AND SHOVE IT JOHNNY PAYCHECK (Epic 8-50469)	45	3	<b>62</b> LEAN ON JESUS "BEFORE HE LEANS ON YOU" PAUL CRAFT (RCA JB-11078)	34	9
<b>29</b> SOUL OF A HONKY TONK WOMAN MEL McDANIEL (Capitol P-4481)	29	9	<b>63</b> I'M COMING HOME TO FACE THE MUSIC NAT STUCKEY (MCA MCA-40808)	64	5
<b>30</b> CHAINS OF LOVE MICKY GILLEY (Playboy ZS8-5818)	44	3	<b>64</b> HE AIN'T YOU LYNN ANDERSON (Columbia 3-10597)	31	12
<b>31</b> I MUST BE DREAMING DON KING (Con Brio CBK 126A)	36	8	<b>65</b> WHEN DO WE STOP STARTING OVER DON GIBSON (ABC/Hickory AH-54019)	66	5
<b>32</b> YOU OUGHT TO HEAR ME CRY WILLIE NELSON (RCA 11061)	12	10	<b>66</b> COME TO ME ROY HEAD (ABC/Dot DO-17722)	74	8
<b>33</b> ABILENE SONNY JAMES WITH THE TENNESSEE STATE PRISON BAND (Columbia 3-10628)	40	5	<b>67</b> DEAR ALICE JOHNNY LEE (GRT-137)	73	4
<b>34</b> SHAME ON ME DONNA FARGO (Warner Bros. WBS 8431)	11	11	<b>68</b> THE DEVIL AIN'T A LONELY WOMAN'S FRIEND RED STEAGALL (ABC/Dot DO-17726)	80	2
<b>69</b> THIS TIME I'M IN IT FOR THE LOVE TOMMY OVERSTREET (ABC/Dot DO-17721)	71	10	<b>70</b> WALK AWAY WITH ME RANDY BARLOW (Gazelle 427)	69	6
<b>71</b> IT NEVER CROSSED MY MIND TOMPALL GLASER (ABC AB-12309)	87	2	<b>72</b> I'LL GET OVER YOU NICK NIXON (Mercury DJ-517)	82	4
<b>73</b> SOON AS I TOUCHED HER DORSEY BURNETT (Callope AS 8012)	83	3	<b>74</b> RAYMOND'S PLACE RAY GRIFF (Capitol P-4492)	84	4
<b>75</b> HOW I LOVE THEM OLD SONGS DANNY DAVIS AND THE NASHVILLE BRASS (RCA PA-11073-C)	75	8	<b>76</b> HOLD TIGHT KENNY STARR (MCA 40817)	—	1
<b>77</b> SOMETHING TO BRAG ABOUT MARY KAY PLACE (Columbia 3-10644)	—	1	<b>78</b> STAR-STUDED NIGHTS ED BRUCE (Epic 8-50475)	—	1
<b>79</b> I'LL PROMISE YOU TOMORROW JERRY WALLACE (BMA 7-005)	89	2	<b>80</b> WHERE LONELY PEOPLE GO EDDY ARNOLD (RCA PB-11133)	85	4
<b>81</b> THINK ABOUT ME FREDDY FENDER (ABC/Dot DO-17730)	—	1	<b>82</b> LINCOLN AUDREY HELEN CORNELIUS (RCA PB-11150)	—	1
<b>83</b> YOU AND ME ALONE DAVID ROGERS (Republic REP-011-A)	—	1	<b>84</b> YOU'LL NEVER LEAVE ME COMPLETELY JOHNNY BUSH (Gusto-Starday SD 165)	88	2
<b>85</b> LEAVIN' TEXAS JERRY JEFF WALKER (MCA-40822)	—	1	<b>86</b> THE WOMAN BEHIND THE MAN BEHIND THE WHEEL RED SOVINE (Gusto-Starday SD 169)	96	2
<b>87</b> WHEN I TOUCH HER THERE JIM ED BROWN (RCA PB-11134)	—	1	<b>88</b> A GOOD WOMAN LIKES TO DRINK WITH THE BOYS JIMMIE RODGERS (Scrimshaw Records S-1313)	90	5
<b>89</b> THE TWELFTH OF NEVER DAVID HOUSTON (Gusto-Starday SD 168)	92	2	<b>90</b> RINGGOLD GEORGIA BILLY WALKER & BRENDA KAYE PERRY (MRC MR-1005)	100	2
<b>91</b> DANCE GIRL PEGGY FORMAN (MCA 40823)	—	1	<b>92</b> (YOU BETTER BE) ONE HELL OF A WOMAN GLENN BARBER (Groovy G-102)	—	1
<b>93</b> WE CAN'T GO ON LIKE THIS EDDIE RABBITT (Elektra E45418)	37	14	<b>94</b> SOMEONE LOVES HIM LUE RICHARDS (Epic 8-50465)	98	2
<b>95</b> I THINK I'LL SAY GOODBYE JERIS ROSS (Gazelle IRDA 431)	99	2	<b>96</b> LET THE GOOD TIMES ROLL BUCK OWENS (Warner Bros. WBS 8486)	97	2
<b>97</b> YOU'RE THE REASON OUR KIDS ARE UGLY L.E. WHITE & LOLA JEAN DILLON (Epic 8-50474)	—	1	<b>98</b> STOLEN MOMENTS DANIEL (LS GRT 136)	—	1
<b>99</b> SHE KEEPS HANGIN' ON RAYBURN ANTHONY (Polydor PD 14423)	94	3	<b>100</b> FOR ALL THE RIGHT REASONS BARBARA FAIRCHILD (Columbia 3-10607)	43	8

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

Abilene (Acuff-Rose — BMI)	33	Here You Come (Screen Gems-EMI/Summerhill — BMI)	5	Mister D.J. (Pointed Star — BMI/Jop/Welbeck — ASCAP)	51	Take This Job (Warner Tamberlane — BMI)	28
After The Ball (House Of Cash — BMI)	39	Hold Me (Gatoo — SESAC)	47	More To Me (Pi-gem — BMI)	2	That's All (Chappell — ASCAP/Pi-gem — BMI)	54
A Good Woman (Chappell-Brown-Shoe — BMI)	88	Hold Tight (Kipahula Music Co. — ASCAP)	76	Mother Country (ATV — BMI)	26	The Devil (Acuff-Rose — BMI)	68
Agree To (Little David Music — BMI)	37	How I Love (Acuff-Rose — BMI)	75	My Way (Spanka — BMI)	53	The First (Pick-A-Hit — BMI)	49
Baby, Last Night (House of Gold — BMI)	45	I Just Want (Stigwood — BMI)	55	Once In A (Jack & Bill — ASCAP)	57	The Pay Phone (Tree — BMI)	19
Blue Bayou (Acuff Rose — BMI)	7	I'll Always Love (Sound — ASCAP)	40	One Night Stands (Dunbar — BMI)	44	The Search (Channel — ASCAP)	52
Born To Love (Music City — ASCAP)	18	I'll Get (Shelby Singleton — BMI)	72	One Of A (Algee — BMI)	8	The Twelfth (Frank — ASCAP)	89
Chains Of Love (Belinda/Unichappell — BMI)	30	I'll Promise You (Edwin H. Morris/Chip 'N' Dale — ASCAP)	79	Peanut Butter (Razan — BMI Razy Dailey)	25	The Woman Behind (Fort Knox — BMI)	86
Close Enough (Hall Clement — BMI)	17	I'm Coming (Highball — BMI)	63	Quits (Road Canon/Warner Tamberlane — BMI)	36	The Wurlitzer (Baby Chick — BMI)	2
Come A Little (Morris Music — BMI)	23	I'm Just (Folkways — BMI)	16	Raymond's Place (Blue Echo — ASCAP)	74	Think About Me (Cajun Music — BMI)	81
Come To Me (Acoustic/Longstreet — BMI)	66	I'm Knee (Tree — BMI)	10	Ringgold Georgia (Jarmago — ASCAP)	90	This Time (Hall-Clement — BMI)	69
Dance Girl (Hello Darlin' Music — SESAC)	91	I Must Be (Wiljex — ASCAP)	31	Roses For Mama (Chappell — ASCAP)	1	Walk Away (Frebar — BMI)	70
Days That End In Y (Bebdare — BMI)	24	It Never Crossed (Tompalland — BMI)	71	Savin' This Love (Window — BMI)	41	We Can't Go On (Briarpatch/Debdave — BMI)	93
Dear Alice (Big Heart/Harmony & Grits — BMI)	67	I Think I'll (Vouge — BMI)	95	Shame On Me (Regent — BMI)	34	What A Difference (Chess — ASCAP)	38
Don't Let Me (Mariposa — BMI)	15	It Should Have (Hall-Clement/Vouge — BMI)	42	She Just Loved (Acuff-Rose — BMI)	19	What're You Doing (Hall/Clement — BMI)	46
Eastbound (Duchess/Vector — BMI)	50	Lean On Jesus (Songwriters — ASCAP)	62	She Keeps Hangin' (ATV /Dawnbreaker — BMI)	97	When Do We (Acuff-Rose — BMI)	65
Endlessly (Vogue — BMI)	61	Leavin' Texas (Groper/Red Tail — BMI)	85	Someone Loves Him (Hotel/Welbeck — ASCAP)	94	When I Touch (Black Sheep Music — BMI)	87
Everyday I (Combine — BMI)	20	Let Me Down (Kaiser/Famous — ASCAP)	21	Something To Brag (Tree Pub. Co. — BMI)	77	Where Lonely (Purcell/House of Huston — ASCAP)	80
Fool's Fall (Chappell / Quintet / Bienstock — ASCAP)	13	Let The Good (Blue Book — BMI)	96	Soon As I (Screen Gems-EMI — BMI/Colgems-EMI — ASCAP)	73	You And Me (Singletree Music Co. — BMI)	83
From All The (Onhisown — BMI)	100	Lonely Street (Four Star — BMI)	43	Soul Of A (Music City — ASCAP)	29	You Better Be (Glenn To Glenn — BMI)	92
From Graceland (Shade Tree — BMI)	4	Love Is Just (Performing Rights/1st Generation — BMI)	6	Standard Lie (Tree — BMI)	58	You Just Don't (Hudson Bay — BMI)	60
Georgia Keeps Pulling (Emerald Isle/Battleground — BMI)	12	Middle Age (Tree — BMI)	35	Star-Studded Nights (Tree Pub. Co. — BMI)	78	You Light Up (Big Hill — ASCAP)	9
He Ain't You (Kirshner — ASCAP/BMI)	64			Still The One (Siren — BMI)	11	You'll Never Leave (Tree — BMI)	84
Heaven Can Be (Hat Band — BMI)	56			Stolen Moments (Blue Echo Music — ASCAP)	98	You Ought To Hear (Tree — BMI)	32
Heaven's Just (Lorville — SESAC)	48			Sweet Music (Jolly Rogers — ASCAP)	22	You're The Reason (Coal Miners/Twitty Bird — BMI)	97
						You've Got To (Sanburn/Craftshop — ASCAP)	59



# 1977. A great year for our country in a dozen different ways.

When it comes to ASCAP and BMI awards for country music, the Chappell group of companies keeps on winning. This year we won a total of twelve awards—our biggest year to date. In fact, since our Nashville office opened in 1969, we've had an increasing number of award-winning songs with each passing year.

Our thanks to all the artists, writers, producers and special people who have helped to keep us in the winner's circle over the years.

## ASCAP COUNTRY MUSIC AWARDS

### CHEROKEE MAIDEN

WRITER: CINDY WALKER  
ARTIST: MERLE HAGGARD (Capitol)  
PRODUCER: MERLE HAGGARD

### TONIGHT YOU BELONG TO ME

WRITERS: B. ROSE  
L. DAVID  
ARTIST: DOTTIE WEST (U.A.)  
PRODUCER: LARRY BUTLER

### YOU'RE FREE TO GO

WRITERS: DON ROBERTSON  
LOU HERSCHER  
ARTIST: SONNY JAMES (Columbia)  
PRODUCERS: GEORGE RICHEY  
SONNY JAMES

### SILVER BIRD

WRITER: R. VAPLUS  
ARTIST: DOTTIE WEST (U.A.)  
PRODUCER: LARRY BUTLER

### I DON'T HURT ANYMORE

WRITER: ROLLINS ROBERTSON  
ARTIST: NARVEL FELTS (ABC-Dot)  
PRODUCER: JOHNNY MORRIS

### AMONG MY SOUVENIRS

WRITERS: EDGAR LESLIE  
HORATIO NICHOLLS  
ARTIST: MARTY ROBBINS (Columbia)  
PRODUCER: BILLY SHERRILL

### THEY DON'T MAKE 'EM LIKE THAT ANYMORE

WRITER: RORY BOURKE  
ARTIST: BOBBY BORCHERS (Playboy)  
PRODUCER: EDDIE KILROY

### WHISPERS

WRITERS: RORY BOURKE  
GENE DOBBINS  
JOHNNY WILSON  
ARTIST: BOBBY BORCHERS (Playboy)  
PRODUCER: EDDIE KILROY

### YOUR PLACE OR MINE

WRITERS: RORY BOURKE  
CAROL ANDERSON  
MARY BETH  
ANDERSON  
ARTIST: GARY STEWART (RCA)  
PRODUCER: ROY DEA

### HONKY TONK MEMORIES

WRITERS: RORY BOURKE  
GENE DOBBINS  
JOHNNY WILSON  
ARTIST: MICKEY GILLEY (Playboy)  
PRODUCER: EDDIE KILROY

## BMI COUNTRY MUSIC AWARDS

### DRINKIN' MY BABY OFF MY MIND

WRITERS: EDDIE RABBITT  
EVEN STEVENS  
ARTIST: EDDIE RABBITT (Elektra)  
PRODUCER: DAVID MALLOY

### ROOM FULL OF ROSES

WRITER: TIM SPENCER  
ARTIST: MICKEY GILLEY (Playboy)  
PRODUCER: EDDIE KILROY



Chappell Music (ASCAP)  
Unichappell Music (BMI)

Intersong Music (ASCAP)  
Belinda Music (BMI)



Polygram Companies

Henry Hurt, V.P., Country Music Division  
Pat Rolfe, General Professional Manager  
Celia Hill, Professional Manager

New York • NASHVILLE • Los Angeles  
10 Music Circle

# Country Singles Reviews - Album Reviews

**KENNY STAR** (MCA 40817)

**Hold Tight** (2:49) (Kipahulu Music — ASCAP) (David Gates)

This single shows that Kenny is not to be kept in that bag formed by his "Blind Man In The Bleachers." This detour carries you through strong guitar licks and a good driving beat.

**GLEN CAMPBELL** (Capitol P-4515)

**God Must Have Blessed America** (3:21) (Warner Tamerlane Pub./Marsaint Music — BMI) (Allen Toussaint)

This cut must be heard several times before you find yourself into it. Glen takes the positive approach to where America is at today, but not to the extent of flagwaving.

**BRUSH ARBOR** (Monument 45-230)

**Get Down Country Music** (2:34) (Combine Music Corp. — BMI) (James R. Rice)

Brush Arbor could have found the approach to what they're all about. A get down boogie song penned by Jim Rice and co-produced by Fred Foster and Grady Martin.

**L.E. WHITE & LOLA LEAN DILLON** (Epic 8-50747)

**You're The Reason Our Kids Are Ugly** (2:35) (Coal Miners Music/Twitty Bird Music — BMI) (L.E. White/Lola Jean Dillon)

It's been a while since "Home Sweet Home," but the wait was worth it. Lines like, "You're the reason I ride around on re-cap tires," and her reply, "You're the reason our kids are ugly," set the pace for this comical offering.

**MATT HOLSEN** (Medical IRDA-423)

**Looks To Me Like You Been Cryin'** (2:59) (J'Sali Music — ASCAP) (Matt Holsen)

A most impressive new song. We could be seeing another independent label make its mark on the industry. Should not be set aside.

## Singles To Watch

**ED BRUCE** (Epic 8-50475)

**Star-Studded Nights** (2:32) (Tree Pub. Co. Inc. — BMI) (S. Throckmorton)

**OAK RIDGE BOYS** (ABC-Dot DO-17732)

**You're The One** (2:49) (Glenwood Music/Arcane Music — ASCAP) (Bob Morrison)

**NARVEL FELTS** (ABC-Dot DO-17731)

**Please** (2:41) (Narvel The Marvel Music — BMI) (Terry Skinner/Kenny Bell)

**PAT BOONE** (MC MC5001F)

**Ain't Going Down In The Ground Before My Time** (3:02) (Centention Music — SESAC) (G. Ray)

**DALE McBRIDE** (Con Brio 127)

**Always Lovin Her Man** (2:00) (Harold Kinman)

**TAMMY WYNETTE: ONE OF A KIND**



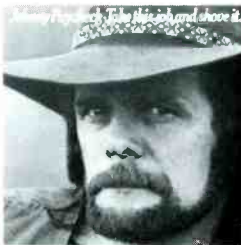
**TAMMY WYNETTE — One Of A Kind — Epic KE-35044 — Producer: Billy Sherrill — List: 6.98**

The strength of Tammy Wynette's talent lies in her vulnerable and fragile femininity. Behind her melancholy vocals, listeners can sense the soul of a mature woman who has traveled the painful back roads of love gained and lost. No female artist today can touch Tammy's remarkable ability to wrench the full measure of emotion from a lyric. She adds her own grace to the title song (which is her current hit) and nine others, including "Dear Daughters," a self-penned apology to her children for being absent while they were growing up.



**JERRY JEFF WALKER — A Man Must Carry On — MCA 2-6003 — Producer: Michael Brovsky — List: 11.98**

His legendary deeds and misdeeds aside, Jerry Jeff Walker possesses a fierce musical integrity. He has always managed to retain a free-wheeling natural innocence in his music. This live, double-album is an ambitious project dedicated to his friend, Hondo Crouch, the owner and operator of Luckenbach, Tex. who died last year. In fact, one entire side is devoted to Hondo. Complete with new versions of "Mr. Bojangles," "L. A. Freeway," and "Up Against The Wall, Redneck Mother." Jerry Jeff's live set epitomizes the best in progressive, country-rock music.



**JOHNNY PAYCHECK — Take This Job And Shove It — Epic KE-35045 — Producer: Billy Sherrill — List: 6.98**

From the opening lines of "Take This Job And Shove It," right down to the graphic, closing lines of "Colorado Kool-Aid" on side two, Johnny Paycheck takes an uncompromising stance on the leaner side of life. If a listener wants subtlety in his music, he will best leave this album alone. Paycheck sings two-fisted drinking songs built for burley workingmen who judge their affairs in the cold colors of black and white. But, ironically, an honest beauty tones the rough texture of this no-nonsense album.



**ED BRUCE — The Tennessean — Epic KE-35043 — Producer: Buddy Killen — List: 5.98**

Ed Bruce's first Epic album reveals the depth and character of Tennessee's "Official Spokesman." Bruce delivers 10 strong songs wrapped with a voice rich as a thick bar of milk chocolate. Four of the album tunes are his own, and "I Can't Seem To Get The Hang Of Telling Her Goodbye" sounds better with each new listen. "Star Studded Nights" stands as a real gem, and "Never Take Candy From A Stranger" tells a mournful tale of the loneliness of old age.

## Craddock Contract Talks Continue; His Manager Predicts A Banner Year

by Bob Campbell

NASHVILLE — Billy "Crash" Craddock, whose ABC/Dot recording contract expired Nov. 5, will probably sign a new contract with a major label within two weeks, according to Craddock's manager, Dale Morris.

In addition to contract negotiations, Morris said Craddock has revamped his entire stage format. He believes a banner year is in store for Craddock.

"We are currently in between contracts," Morris said. "Three labels have made us good offers, and we are down to working on the best supporting clauses in the contracts. Crash is going into the studio this week, so we expect to sign a deal within two weeks.

### New Format

"You know, we have gone to an entirely new format with Crash now in his shows," he added. "He is doing a little country, rock and gospel. It is a very entertaining show. We have hired The Tennesseans (gospel quartet) to back up Crash, and we have changed to a completely new lighting and sound system. Crash is traveling with 14 people and two buses now. He has the biggest country show on the road. We are ready for that brass ring this year."

Morris said Crash premiered his new show Oct. 24 and 25 at the Mill Run Theatre in Chicago, Ill. Earlier that month in three standing-room only performances, Craddock drew 13,000 people at the Pensacola, Fla. Fair and broke all attendance records. Morris added that Craddock will play only coliseums, parks and fairs this year. He also explained how the new show format had changed.

"What makes the show different is that it is fast-paced with a lot of changes," Morris said. "The Tennesseans open the show, then Crash appears and sings four songs. The quartet then returns and performs four

more songs. Following that portion of the show the stage is blacked out. Under a single spotlight off to the side, Crash begins 'Love Me Tender.' He does a 12-minute tribute to Elvis that has people going crazy. He also does other impersonations in the show. Crash and The Tennesseans close the show with the Paul Simon song, "Gone At Last."

Morris stressed he was not planning an intentional move to push Craddock as a pop artist.

"There is no pop push on Crash, we just want an entertaining show," Morris said.

## Tenn. Censures Delta In Stock Fraud Case

NASHVILLE — The Tennessee State Insurance Dept. has censured Delta Record Co. for fraudulent stock sales. Delta Records has agreed to refund the purchase price, plus 6% interest paid in the sale of unregistered securities between April 6, 1976 and April 5, 1977.

Delta Records was charged with the following violations:

1. Misrepresented the value of the stock by claiming the small firm was worth more than \$3 million.
2. Mised prospective buyers by implying purchase of stock would increase their chances of procuring a record contract.
3. A failure to inform investors of legal action pending against Delta, and of more than \$70,000 in unpaid Chancery Court judgments against former president Kenneth E. Galloway.

Current Delta president James E. Galloway said the court action stemmed merely from a failure to register stock sales with the Loans and Securities Division of the state insurance dept. Galloway said letters have been prepared and will be sent out shortly to stockholders informing them of a 30-day notice to request a refund on invested money.

**RED SOVINE'S 16 GREATEST HITS**  
SD - 991X

No. 47 this week in Billboard's "Hot Country LP's" Chart  
— EXCLUSIVELY ON GUSTO RECORDS —

**RED SOVINE**  
"Woman Behind The Man Behind The Wheel"  
SD-169

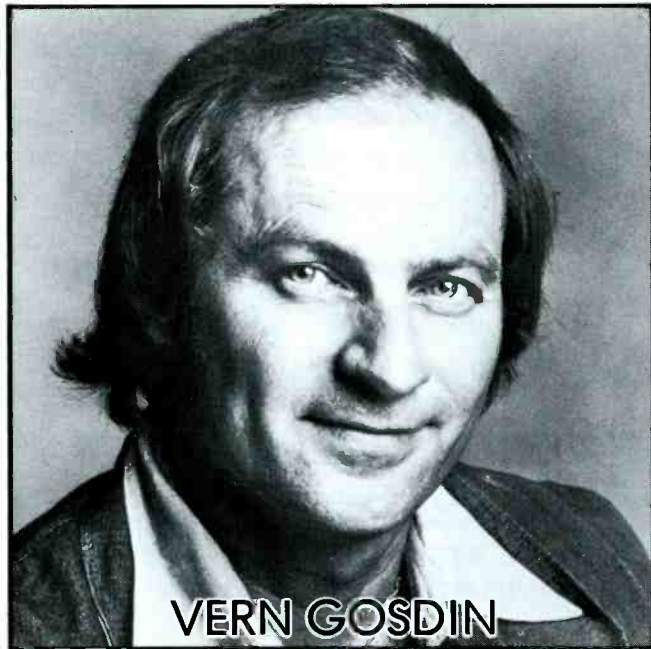
**DAVID HOUSTON**  
"Twelfth Of Never"  
SD-168  
(Taken from LP - SD-990X)

**SHERRI JERRICO**  
"Hell Yes, I Cheated"  
SD-170

**JOHNNY BUSH**  
"You'll Never Leave Me Completely"  
SD-165

Promotions: Gene Hughes (615) 226-6080 / Sales: Jenell Holland (615) 256-1656

# WHAT DO THESE FOUR HIT SINGLES HAVE IN COMMON?



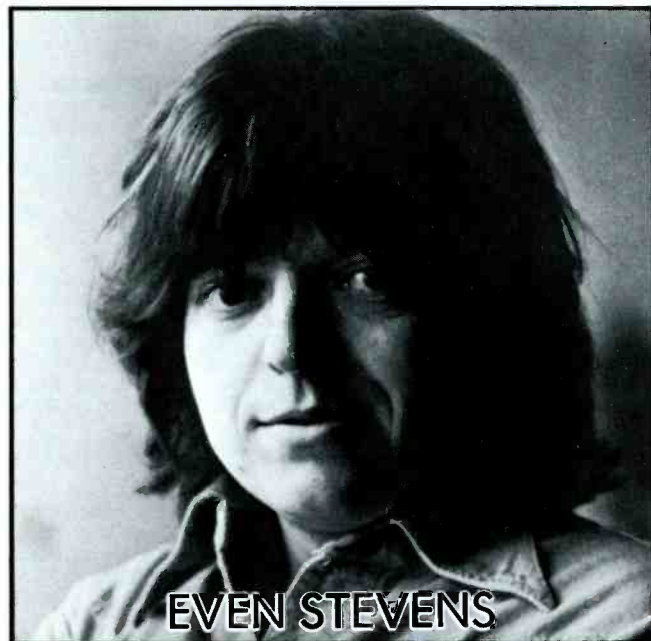
VERN GOSDIN

"Mother Country Music" E-45436



STELLA PARTON

"Standard Lie Number One" E-45437



EVEN STEVENS

"A Piece Of The Rock" E-45448



HARGUS "PIG" ROBBINS

"Near You" E-45440

ANSWER:

A NUMBER ONE NATIONAL  
COUNTRY PROMOTION MAN.  
NORM OSBORNE. (615) 320-7525.

E/A COUNTRY.  WE DELIVER, ALWAYS HAVE.

Epic artist **Charlie Daniels** has submitted to a diet, and he is literally paying the price for losing weight. Charlie weighs in at a hefty 270 pounds, but he has pledged \$100 to the Tennessee Mt. Juliet High School Marquee fund for every pound he loses. His son Charles attends Mt. Juliet High.

RCA's **Dottley** recently taped a "Hee Haw" appearance and the program saluted her hometown of Seguin, Tex. She goes back in the studio this month with producer **Roy Dea** to work on her second RCA album.

Already known as the official spokesman for Tennessee, Epic's **Ed Bruce** is serving a Tennessee's Coon-Skinned Cap representative for the nationally designated "Great American Smokeout Day." As part of his job he has recorded television spots urging people to observe the stop-smoking day.

After struggling in the music business for many years, **Sonny Throckmorton** of Tree Publishing has caught fire as a songwriter. Among his recent hit songs are the current "Middle-Aged Crazy" by Jerry Lee Lewis, "If You're Not Back In Love By Monday," which was a country hit by Merle Haggard and is now crossing over into the pop charts by Millie Jackson, and "Thinking Of A Rendezvous" by Johnny Duncan. Throckmorton also wrote "Star-Studded Nights," a new single for Ed Bruce. Tree vice president **Don Gant** said Throckmorton grew discouraged and went back to Texas awhile back, but returned and signed with Tree about a year or so ago. "He has been going crazy since then. He is definitely our hottest writer now."

RCA's **Waylon Jennings** and **Jessi Colter** will hit the road again starting with a Nov. 25 appearance in Indianapolis, Ind., and they will finish their new tour Dec. 10 in Stillwater, Okla.

**Juice Newton** of Juice Newton And The Silver Spurs dropped by the Cash Box office here last week with Cathy Rozelle, head of publicity for Capitol Records. The group was here for a Nov. 9 appearance at the Exit/In. A personable and pretty lady, Juice said she began her singing career as a folksinger back in the '60s in California. Juice And The Silver Spurs have released "Juice Newton And The Silver Spurs," their first album on Capitol Records.

Mercury artist **Johnny Rodriguez** taped the "A Barbi Doll For Christmas" television special last month. At the end of the taping Rodriguez surprised each of his six young co-stars with a new bicycle. The special stars **Barbi Benton** and was produced by Jim Owen Productions.

On Oct. 29, MCA's **Bill Monroe** celebrated 38 years of performances on the Grand Ole Opry with his Saturday night appearance. "The Father of Bluegrass" has said, "Bluegrass is a music that I set out to have as my own. I never wanted to be known for copying any man."

**Loretta Lynn** has received the script for "Coal Miner's Daughter." Adapted from her best-selling autobiography of the same name, the script is being studied for approval by the MCA artist.

**Connie Smith's** new single, "I Just Want To Be Your Everything" may be her first hit in a couple of years. The song is a remake of an Andy Gibb pop hit. When she told Monument publicist Tex Davis of her decision to cut the song, he asked her if she thought her fans would accept a pop-flavored record. Connie's answer was remarkably candid: "What country fans? I haven't had a hit in three years. No one knows me anymore. I don't care if the record is pop or whatever. I just want people to know Connie Smith is alive. It doesn't matter if the record sells or what. At least people will talk about this."

CBS's **Janie Fricke** has recorded the new United Airlines radio and television commercial. The name of the song is "United We Fly." Janie is the girl who has been heard on most of the recent Johnny Duncan records, including his current "Come A Little Bit Closer." Her new single is "What're You Doing Tonight."

**Caroll Baker**, who has had eight No. 1 country singles on RCA's Canadian label, recorded here last week. Her first album, "Caroll Baker," is the first country album ever in Canada to achieve gold-record status under CAAA standards. RCA has released her new single, "Crying Places," in the United States. This is her first American release.

Harmonica virtuoso **Charlie McCoy** recently rubbed elbows with West Va. Gov. **Jay Rockefeller** and played before an astounding crowd of 20,000 people who had gathered for the opening of The New River Gorge Suspension Bridge near Fayetteville, West Va. McCoy and his band played such favorites for the crowd as "Amazing Grace," "Shenandoah" and "Country Roads." McCoy is currently in France touring with Eddie Mitchell, a legendary French rock 'n roll star.



**Charlie McCoy**

bob campbell

## Foster Steps Up Performing Career

(continued from page 46)

back him in performance. He and the band have been in rehearsals, and they performed for the first time together Oct. 8 for the inmates of the Tennessee State Women's Prison here. Foster said this first show was designed "to get my timing down and to measure response to the show."

Foster intends to perform only on weekends and special occasions so he can remain here during the week. He played two shows Nov. 11 and 12 at George Jones's "Possum Holler" in St. Louis, Mo.

### Rockabilly Sound

In his show at the women's prison, Foster performed a 45-minute set of 1950s Elvis Presley material. But Foster said he was definitely not going to be billed as an Elvis impersonator.

"I like the old rockabilly sound and want to keep that feel in a lot of the things I do, but the only reason I did a whole set of Elvis songs the other night at the prison is because that's all the band and I had worked up," Foster said. "I'm not trying to act like him or imitate him (Foster's energy and onstage movements, in fact, bear an

uncanny resemblance to the style of Elvis). But back in the fifties before I had even heard of Elvis, people would come up to me after a performance and tell me there was another guy who acted just like I did on stage."

### Experimenting

Foster has been experimenting in the studio with his band, and he hopes to complete an album in the near future. He also wants to write new songs which will complement his own sound.

"Right now I think music is looking for something it doesn't have," Foster explained. "If we do original material with my band it might be acceptable to the public. Nashville pickers are the finest in the world, but I want to create a type of sound that fits me. I would love to cut a hit record... it has always eluded me. I am trying for a 1970s sound with a taste of the fifties."

"Bill and I have been accustomed to tailoring songs for other artists," Foster continued. "In my spare time I would like to write for me. All of this is a break in routine for me. And I think it will make me a better writer."

## MOST ADDED COUNTRY SINGLES

- WHAT A DIFFERENCE YOU'VE MADE IN MY LIFE — RONNIE MILSAP — RCA**  
KLAC, KMPS, KWJJ, KRAK, KCKC, KCKN, WTSO, KD JW, WCMS, WVOJ, KXLR, WWVA, WSLR, WAME, KGBS, WPLO, WINN, KBOX, KENR, WSLC, KEBC, KFDI, KCUB, WHOO, WUBE, WKDA, WMNI, KHAK, KGA, KNUZ.
- MISTER D.J. — T.G. SHEPPARD — WARNER/CURB**  
WCMS, WWOK, WAME, KGBS, WSLC, KEBC, WXOX, WYDE, WKDA, KVOO, WMNI, WNRS.
- TAKE THIS JOB AND SHOVE IT — JOHNNY PAYCHECK — EPIC**  
KMPS, KRAK, WWVA, WSLR, WIRE, WMC, WXOX, KNEW, KSON, KWMT, WRCP.
- MIDDLE AGE CRAZY — JERRY LEE LEWIS — MERCURY**  
KLAC, KWJJ, WSLR, WIRE, KGBS, KRMD, WXOX, WUBE, KNEW, KHAK.
- QUITS — GARY STEWART — RCA**  
KWJJ, KCKN, KXLR, WDEE, WIRE, KGBS, KRMD, WMC, KNEW, KWMT.
- SAVIN' THIS LOVE SONG FOR YOU — JOHNNY RODRIGUEZ — MERCURY**  
KLAC, KCKN, WAME, KGBS, KBOX, WXOX, WHK, KWMT, KVOO, KHAK.
- THE FIRST TIME — BILLY "CRASH" CRADDOCK — ABC/DOT**  
KD JW, WVOJ, WWOK, WIRE, KEBC, WXOX, KERE, KVOO, WMNI, KNUZ.
- HOLD TIGHT — KENNY STARR — MCA**  
KRAK, WCMS, WBAM, KEBC, KFDI, WHOO, WKDA, KD JW, KHAK, WNRS.
- I JUST WANT TO BE YOUR EVERYTHING — CONNIE SMITH — MONUMENT**  
KCKN, WTSO, WWVA, KBOX, WXOX, WGTO, KWMT, KERE, KVOO.
- STANDARD LIE NUMBER ONE — STELLA PARTON — ELEKTRA**  
KRAK, WCMS, WVOJ, WWVA, WSLC, WXOX, KSON, KVOO, WNRS.
- LONELY STREET — REX ALLEN JR. — WARNER BROS.**  
WAME, KBOX, WMC, WHOO, WYDE, KWMT, KVOO, KHAK.
- MY WAY — ELVIS PRESLEY — RCA**  
KLAC, KCKC, WBAM, KENR, KCUB, KNEW, KSON, KNUZ.
- CHAINS OF LOVE — MICKEY GILLEY — PLAYBOY**  
KWJJ, WSLR, WDEE, WPLO, WXOX, WHK, WRCP.
- SOMETHING TO BRAG ABOUT — MARY KAY PLACE — COLUMBIA**  
KMPS, KCKC, KCKN, KFDI, KKYX, KNUZ, WNRS.

## MOST ACTIVE COUNTRY SINGLES

- GEORGIA KEEPS PULLING ON MY RING — CONWAY TWITTY — MCA**  
KMPS 30-23, KWJJ ex-38, KRAK ex-49, KCKC 29-23, KCKN 29-22, WTSO 30-22, KD JW 43-33, KXLR 31-27, WWOK 28-17, WWVA 32-25, WSLR ex-28, WAME ex-37, WDEE ex-39, WIRE 39-32, KGBS ex-41, KRMD 33-24, WPLO 26-20, WBAM 36-29, KBOX 32-22, KENR 35-24, WSLC ex-33, WMC 20-11, KEBC 53-37, KFDI ex-49, KCUB ex-40, WPOC 33-21, WHOO 29-21, WYDE 14-6, WUBE ex-29, WKDA 19-13, KNEW 31-25, KSON 31-27, WGTO 38-32, KWMT 34-28, WRCP 35-26, KVOO 84-41, WMNI 30-22, KGA ex-28, WNRS 32-23.
- I'M KNEE DEEP IN LOVING YOU — DAVE & SUGAR — RCA**  
KLAC 48-41, KMPS 28-21, KWJJ 39-32, KRAK ex-pic, KCKC 16-11, KCKN ex-18, WTSO 39-26, KD JW 35-26, WVOJ 28-17, KXLR 37-37, WWOK ex-25, WWVA 28-19, WSLR ex-30, WAME 23-16, WDEE ex-38, WIRE 37-30, KGBS 20-11, KRMD 30-18, WPLO 25-19, KBOX 29-24, KENR 39-29, WMC ex-31, KEBC 56-38, KFDI 40-30, KCUB ex-36, WPOC 32-26, WJJD ex-28, WHOO 37-28, WHK ex-36, WUBE ex-34, KNEW 37-32, WGTO 49-38, KWMT 36-30, KERE 16-9, KVOO 83-40, WMNI 24-13, KGA 25-18, WNRS 33-25.
- YOU LIGHT UP MY LIFE — DEBBY BOONE — WARNER/CURB**  
KLAC 45-34, KMPS 25-18, KRAK ex-45, KCKN ex-28, WTSO 22-15, KD JW 17-4, WCMS 40-24, KXLR 38-31, WWVA 40-28, WSLR 26-19, WAME 20-12, WDEE 31-26, WIRE 35-22, KGBS 31-26, WPLO 27-18, WINN 6-2, WDAF 17-13, WSLC 19-7, KCUB ex-35, WWOL 46-39, KKYX 80-73, WPOC 13-8, WJJD 25-21, WHOO 38-34, WHK 33-21, WUBE 25-8, KNEW 33-28, KSON 21-17, KWMT 24-17, WRCP 30-21, WMNI 38-26, KHAK 33-26, KGA ex-25, WNRS 27-19.
- COME A LITTLE BIT CLOSER — JOHNNY DUNCAN (WITH JANIE FRICKE) — COLUMBIA**  
KLAC 46-42, KMPS ex-26, KWJJ ex-39, KCKN 17-10, WTSO 34-24, KD JW ex-39, WVOJ 37-28, KXLR 29-25, WWVA 37-32, WAME 34-21, WIRE ex-38, KGBS 30-24, WPLO ex-27, WBAM ex-40, KENR ex-38, WMC ex-27, KEBC 54-39, KFDI ex-44, KCUB ex-38, KKYX ex-83, WPOC 24-18, WXOX 42-27, WYDE 25-14, WHK ex-35, WKDA ex-24, KNEW 32-27, KSON 37-32, WGTO 45-36, KWMT 35-29, KERE 24-14, KVOO 71-43, WMNI 28-23, KGA ex-30.
- HERE YOU COME AGAIN — DOLLY PARTON — RCA**  
KMPS 19-9, KWJJ 19-14, KRAK 17-11, KCKN 30-19, WTSO 16-11, KD JW 27-7, WSLR 20-10, WAME 19-15, WDEE 25-20, WIRE 24-18, WPLO 18-10, KENR 18-6, WDAF ex-29, WMC 6-2, KEBC 33-28, KFDI 47-37, KCUB 37-27, WPOC 22-10, WJJD 20-15, WHOO 28-19, WHK 24-17, WUBE 20-14, KSON 24-18, WGTO 40-30, WRCP 14-4, KVOO 21-13, KGA 19-13, KNUZ 32-13.
- CHAINS OF LOVE — MICKEY GILLEY — PLAYBOY**  
KLAC 56-46, KMPS ex-30, KRAK ex-49, KCKN 24-17, WTSO 42-27, KD JW 50-35, WCMS ex-49, WVOJ 35-27, KXLR 43-35, WWVA 39-34, WIRE ex-44, KGBS 42-31, KRMD ex-36, KENR ex-39, WDAF ex-26, WMC ex-33, KEBC ex-54, KKYX 75-68, WHOO ex-38, WYDE 32-21, WUBE ex-32, KNEW 39-33, KSON 42-36, WGTO 55-44, KWMT ex-40, KVOO ex-64, WMNI ex-37, KHAK ex-38.
- DON'T LET ME TOUCH YOU — MARTY ROBBINS — COLUMBIA**  
KLAC 37-26, KMPS 23-15, KWJJ 38-29, KRAK 30-19, KCKC 17-10, WTSO 18-12, WCMS 35-22, WWVA 18-12, WSLR 28-22, WAME 40-30, WDEE ex-32, WIRE 34-26, KRMD 29-23, WPLO 29-23, WMC 22-14, KFDI 50-39, KCUB 39-30, WJJD ex-29, WHOO ex-37, WHK ex-40, KNEW 28-23, KSON ex-45, WGTO 31-18, KVOO 41-28, WMNI 29-21, KHAK 39-31, KGA 29-22.

# Fall Campaigns Spur Sales

(Continued from page 7)

such as a Datsun 280-Z and a two-week European vacation, for retail displays and a toll-free telephone number for dealers to call directly to ABC artists and executives. The program features the teaser line, "Display It Again, Sam," and utilizes a Raymond Chandler-like detective character bent on solving "The Case Of The Neglected Retailer."

## Shying From Themes

On the other hand, there are those labels that are shying away from the "theme" campaign, like Phonogram/Mercury, RCA, Capitol, Polydor, RSO and United Artists, among others. These companies are relying instead on stepped up radio, print and television advertising and clever in-store merchandising displays to promote the sale of their releases.

Record company executives' comments about the current and the year-end sales picture were overwhelmingly optimistic.

"At the end of September, we passed last year's total sales," said Paul Smith, vice president of marketing sales distribution for CBS, adding that the Winning Season/Superstars campaign "is without question the most successful program we have ever run."

Just how successful the campaign has been is evidenced by the fact that CBS has reported that October 1977 was the biggest month in company history, exceeding the same month a year ago by 45 percent.

"Now we are in what we call the fourth quarter," Smith continued, "which is in support of what we sold to the accounts in the first three quarters. It involves full-and-half-page print ads in every market in the country — not just our branch markets, but every market, primary and secondary. And it is supported by the most comprehensive radio and TV blitz we have ever done."

Smith believes the industry's improved performance this season is due in part to the fact that "unit sales for superstars have probably doubled or tripled in the last year or year and a half, which must say something about the demographics of the consumer. That is to say, I think we're both getting the younger buyer and retaining the older ones."

"It's not what happened a few years ago, when the music changed and the 30-year-olds didn't buy the music. People grew up with this music and they are still buying it."

## A&M Up 24%

At A&M Records, Bob Fead, senior vice president of marketing, reports that fall sales are up 24 percent over last year's figure and that the label is expecting "the biggest third quarter in the history of the company." And A&M is not alone, according to Fead.

"I think the whole industry will have the biggest third and fourth quarter in the history of the whole music business," Fead said.

"Gems From A&M" is the theme of this year's fall campaign which will be followed by a promotion titled "Give 'Em The Good Stuff." A fall campaign is designed each year at A&M, Fead noted, adding that "Gems From A&M" features merchandising aids that include mobiles, divider cards, artist posters and a floor browser designed to tie in with the "Give 'Em The Good Stuff" slogan.

"This year we expect our sales to increase by at least 40 percent over last fall's figures," said Al Coury, president of RSO Records. "Right now we're about \$4 million ahead of where we estimated we'd be at this time."

## 'Saturday Night Fever'

The year end marketing effort at RSO will center around "Saturday Night Fever," a soundtrack LP from an upcoming motion picture of the same name distributed by Paramount Pictures.

"We have no campaign with a title as such," said Coury, "but our fall campaign is

led off by 'Saturday Night Fever' so that might just as well be the title of the campaign."

## 'Saturday Night Fever'

A double LP which retails for \$12.98, "Saturday Night Fever" contains a number of new songs written and performed by the Bee Gees, as well as other new Bee Gees tunes done by Tavares and Yvonne Elliman. Other artists featured on the album include KC And The Sunshine Band, Kool And The Gang, Trammps, Ralph McDonald and Walter Murphy. Since its release November 7, the LP has shipped 800,000 copies, according to Coury.

Coury said the label plans to begin an extensive television ad campaign on the album to support its radio and print ad efforts. And he expects the film's release in December to increase sales of the LP and further boost RSO's fall sales.

Increasingly intense competition for in-store display space has prompted several record companies to put some extra thought and imagination behind their fall merchandising materials.

## Display Material Used

"A lot of display material that we pump out is not getting used," explained Mort Weiner, RCA director of pop product merchandising. "It's like a lot of hit records that don't get played on radio stations. It often depends on what artists you are using the display material for and how creative the display material is."

To allow retailers the freedom to pick the artist they want to display, RCA has designed a two-piece promotional mobile. The top half of the display consists of the label's logo-mascot, Nipper, while the attachable bottom is any one of a number of album jacket reproductions.

RCA is also printing 4x4 display posters of the label's major artists which will be displayed in staggered intervals.

"We're going to stagger our display material so that we get longer life out of it because display material is like an ad; when a new one comes in the last one is obsolete," said Weiner.

Likewise, Stan Layton, national sales manager for Chrysalis Records, commented, "I don't mind spending a little more money on merchandising aids when I can get more mileage out of them."

The highlight of Chrysalis' effort in this area was a striking mirror replica of the Babys latest album cover, which was distributed to 4,000 key radio stations, retailers and rackjobbers around the country.

## Merchandising = Sales

Barry Grief, vice president of creative services for ABC, explained how effective merchandising materials can translate into additional sales.

"The calls are averaging 100 a day," he said of response to the label's Display It Again, Sam campaign. "And if you figure those are mostly calls from small retailers requesting the materials they want, it means they are soon going to be setting up the displays and featuring the albums."

"It's a marketing fact that when you display materials your sales increase about 300 percent in that given instance. So to me, sales is strictly a function of how many displays we get up."

Additional comments centered around specific projects and business in general.

While noting an increase "in the vicinity of 15 to 20% over last fall," Richard Bibby, vice president of marketing for MCA Records, said, "We are working each album as a campaign in itself. We have a heavy advertising campaign behind the Elton John and Olivia Newton-John 'Greatest Hits' albums and, of course, the new War album which is coming out next week."

The Fall campaign for 20th Century Records is centered on the original soundtrack from "Star Wars" and "The

1. **LINDA RONSTADT** — \$7.98 — 6 dealers — New York (Sam Goody) \$4.99/\$5.99, (Korvettes) \$4.99/\$5.99; Houston (Cactus) price not included; Boston (Popcorn) \$4.46/\$4.49; Philadelphia (Korvettes) \$4.48; Atlanta (Turtle's) \$3.33/\$4.00.
2. **FLEETWOOD MAC** — \$7.98 — 5 dealers — New York (Korvettes) \$4.99/\$5.99; Philadelphia (Korvettes) \$4.48, (Goody) \$4.99/\$5.99; Boston (Popcorn) \$4.46/\$4.49; Atlanta (Turtle's) \$3.33/\$4.00.
3. **DAVE MASON** — \$6.98 — 5 dealers — New York (Goody) \$3.99/\$5.99, (Korvettes) \$3.99/\$4.99; Houston (Cactus) price not included; Philadelphia (Korvettes) \$3.88/\$4.99; Atlanta (Turtle's) \$3.33/\$4.00.
4. **BEATLES** — \$11.98 — 5 dealers — New York (Korvettes) \$6.88; (Record Hunter) \$5.99/\$6.99; Houston (Cactus) \$6.99/\$6.99; Boston (Caldor) \$6.99/\$8.24; Philadelphia (Korvettes) \$6.88.
5. **ROLLING STONES** — \$11.98 — 5 dealers — Houston (Cactus) \$6.99/\$6.99; New York (Korvettes) \$6.88, (Record Hunter) \$5.99/\$6.99; Boston (Caldor) \$6.99/\$8.24; Philadelphia (Korvettes) \$6.88.
6. **TED NUGENT** — \$7.98 — 4 dealers — New York (Korvettes) \$4.49/\$5.49; Atlanta (Turtle's) \$3.33/\$4.00; Boston (Caldor) \$4.44/\$5.24; Philadelphia (Korvettes) \$3.88/\$5.49.
7. **STEELY DAN** — \$7.98 — 4 dealers — New York (Korvettes) \$4.99/\$5.99; Atlanta (Turtle's) \$3.33/\$4.00; Boston (Popcorn) \$4.46/\$4.49; Philadelphia (Korvettes) \$3.88/\$5.49.
8. **JAMES TAYLOR** — \$7.98 — 4 dealers — New York (Goody) \$4.99/\$5.99, (Korvettes) \$4.99/\$5.99; Houston (Cactus), price not included; Atlanta (Turtle's) \$3.33/\$4.00.
9. **SANTANA** — \$9.98 — 3 dealers — New York (Korvettes) \$7.39/\$7.59; Boston (Strawberries), price not included; Philadelphia (Korvettes) \$7.39/\$7.59.
10. **PETER FRAMPTON** — \$7.98 — 3 dealers — New York (Korvettes) \$4.99/\$5.99; Philadelphia (Goody) \$4.99/\$5.99; (Korvettes) \$4.99/\$5.99.

COMPILED FROM NEWSPAPER REPORTS IN 23 MARKETS

Story of Star Wars" LP, which is expected to be released the week of Nov. 21.

Arnie Orleans, senior vice president of marketing for 20th Century, said the campaign is multi-faceted; dealer tie-in advertising; a 15 market TV push beginning Dec. 5; and what Orleans called "the most exciting in-store piece ever," which is a five foot two standup replica of R2D2 and C-3PO.

Although the label has no formal campaign currently underway, Harry Anger, vice president of marketing for Polydor, said, "Business overall has been quite good this fall. From a sales point of view, we just came off a big October and have picked up over last year at this time."

## 'Good Product'

While Anger believes part of the increase is attributable to the Fall Heatwave program by Phonodisc, the label's distributing arm, he added, "I think we've been fortunate too in having some very good pieces of product."

Anger concluded by saying, "We're very pleased at this point. We'll finish slightly ahead of last year."

At Capitol Records marketing efforts in the fall customarily focus on the label's catalog, according to Walter Lee, Capitol's vice president of sales.

"We are an extremely catalog-oriented company," said Lee. "We usually have a program in late summer or early fall on our catalog. If it makes sense to one of our accounts to put our entire catalog on sale then we have the merchandising tools that allow them to do it."

Those merchandising tools include posters, banners, and radio spots stressing the slogan "If it's on Capitol it's on Sale."

"We're not merchandising a theme," Lee added, "and that is not to criticize any other company's campaign. But in a nutshell I'd say our fall season is going exceptionally well."

"We have a great many things building right now at the same time," said Jules Abramson, senior vice president of Phonogram/Mercury. "Each artist is being

## Leslie Named At AVX

NEW YORK — Cy Leslie, founder of Pickwick International, has been named a director of AVX Corporation, which manufactures multilayer ceramic capacitors.

## Advent Issues 'Roots'

CAMBRIDGE — Advent Corporation has released as a cassette recording "Roots Of American Music," performed by the Boston Camerata under the direction of Joel Cohen.

handled as an individual, as opposed to one overall major campaign."

Abramson went on to cite an ongoing radio and print campaign for Rush; a Larry Gatlin program utilizing radio and television advertising on a regional basis through participating dealers; and various radio spots tied to artists currently on tour such as Thin Lizzy, City Boy and Graham Parker.

"We're already planning programs that will carry us right through into next March," Abramson added. "Some of these are contingent upon what happens with the current product — how strong they are and where they are at the end of the year — but we're also planning some broad catalog programs."

Based on the performance of certain categories ("Sales of our Philips classical line have jumped tremendously") and the industry in general, Abramson said he is extremely optimistic about the outlook for the remainder of the year. "At this point, we feel the final five months will be the biggest that we've ever had."

## 'No Single Program'

United Artists has no single, all-encompassing year-end marketing program, according to Gordon Bossin, vice president of marketing.

"We merchandise individual products on an individual basis," Bossin said. "We have just finished a Ronnie Laws campaign, which was successful, and now we are concentrating on the new Electric Light Orchestra album. We've been using various discount programs."

Bossin predicted the fourth quarter of 1977 would be UA's best of the year and said the company has several releases scheduled for the first part of 1978. This, Bossin said, will help make the first quarter of next year stronger for UA than the average first quarter.

He also said he thinks business for the industry in general is exceptionally good and said he recently counted 41 platinum albums in the Top 200 LP chart.

"I think it's amazing for the industry as a whole that sales are so good," Bossin said. "Everybody is enjoying a good season."

## Fleetwood Mac Leads Daily News Music Poll

NEW YORK — Fleetwood Mac is maintaining its lead as the top "rock and pop group" in the *New York Daily News* "Front Page Music Poll."

The newspaper said, however, that Earth, Wind and Fire is rapidly closing the gap, with such groups as the Commodores, Chicago, and KC And The Sunshine Band making strong showings as well.

## Reflections 'N Black

Capitol recording artist **Freda Payne** opens for a week long engagement at the Studio One on November 15 and then on to San Francisco for a series of dates at the Mocambo.

**B.B. King**, fresh from his European tour, will open at the Latin Casino along with **Bobby "Blue" Bland** for a one week engagement beginning November 28. The two played there on a double-bill earlier this year.

The Syndrum, a new electronic instrument created by percussionist **Ralph McDonald** which enables him to produce melody using percussion, will be featured on his upcoming LP for TK-Marlin. Also featured on "The Path" will be **Hugh Masakela** and **Miriam Makeba** singing lyrics in the language of Nigeria's Yoruba tribe and **Idris Muhammed** playing the log drum.

20th Century announces that **Barry White's** "Barry White Sings For Someone You Love" has achieved platinum status while the single from the LP, "Ecstasy . . ." has been certified gold.

AVI Records and producer **Bill Lowry** have concluded a releasing deal on **The Family Plan** a family R&B group. Their debut album on AVI will be released soon.

"Once Upon A Dream," the second LP on Roadshow for **Enchantment**, will be released November 15.

**Stargard**, a female vocal trio, have the title tune from **Richard Pryor's** movie, "Which Way Is Up," as their first single release on MCA. Their debut album, "Stargard" produced by Mark Davis, is slated for a January release.

"Behold The Mighty Army" is the new single for **New Birth** on Warner Brothers. The group is presently touring the southwest with New Orleans scheduled as their final appearance next month.

Whitfield records will release the new album by **Spider Turner** entitled "Spiders Webb" in January, written and produced by **Norman Whitfield**. carla spencer

## Budweiser And CBS Back Rawls' Debut

NEW YORK — The one-man show on Broadway debut by entertainer Lou Rawls has been scheduled as a 10-day affair beginning on Thanksgiving eve with a black tie benefit on opening night for the T.J. Martell Leukemia Foundation. As a result, CBS Records along with Budweiser Beer have developed an extensive advertising and promotional campaign in support of the engagement.

Rawls is national commercial spokesman for Budweiser and he records on Philadelphia International, a CBS-affiliated label.

## NAB Forms Task Force To Benefit Minorities

LOS ANGELES — The National Association of Broadcasters has formed a Task Force on Minority Ownership designed to encourage minority ownership of broadcast facilities. The task force will be headed by NAB chairman Donald A. Thurston.

Other task force members are: Ragan A. Henry, president, Broadcast Enterprises Network; Benjamin L. Hooks, executive director, National Association for the Advancement of Colored People; William A. Leonard, vice president, Washington, CBS, Inc.; Donald H. McGannon, chairman of the board and president, Westinghouse Broadcasting Co.; Lloyd Morriset, president, The John & Mary Markle Foundation; Thomas S. Murphy, chairman of the board, Capital Cities Communications, and NAB president Vincent T. Waslewski.

A wide variety of public media will be utilized to effectively promote the concert series, including newspapers, spot radio and television and outdoor advertising.

Beginning November 2, 150 60-second radio spots will be aired on key metropolitan stations, followed by a series of 30-second television spot buys. Additionally, 200 New York MTA buses will sport large "Lou Rawls on Broadway" placards for three weeks prior to the engagement and the Times Square Spectrator Board will carry six 30-second announcements hourly on a 24-hour basis for three weeks.

Rawls will arrive at the theatre on opening night aboard the world-famous Budweiser Clydesdale eight horse hitch and the following morning, he will appear on national television performing aboard the Anheuser-Busch float (also powered by the Clydesdales) in Macy's Thanksgiving Day Parade.

"When You Hear Lou, You've Heard It All" is the title of his new album on Philadelphia International which is scheduled to be released simultaneously with the Broadway performance. PIR will also be promoting the concert series in metropolitan area record outlets and by way of other concerts such as the recent completely sold-out three night engagement at the Circle Star Theater in San Carlos, California.

The MFSB Orchestra will be featured in the Broadway debut which has been labeled "a career milestone" for Rawls.



**EWF PREVIEW** — Columbia executives from 51 cities recently flew to Los Angeles for a preview of Earth, Wind & Fire's upcoming nationwide tour. Their show features special effects and choreography. Pictured standing (l-r) are: Larry Dunn and Louis Satterfield of EWF; Le Baron Taylor, vice president of special markets for CBS Records; Al McKay, Maurice White and Verdine White of EWF; Bob Sherwood, vice president of national promotion for Columbia; Dennis Hannon, Los Angeles branch manager for CBS; Philip Bailey of EWF; Jonathan Coffino, director of artist development for Columbia; Andrew Woolfold of EWF; Jerry Pitti, field sales manager for CBS; Michael Danis of EWF; Don Dempsey, vice president of marketing for Columbia; and Chuck Thagard, west coast director of national promotion for Columbia. Kneeling (l-r) are: Michael Harris of EWF; Pat Costello, west region vice president of marketing for CBS; Freddie White, Ralph Johnson, Don Myrick and Johnny Graham of EWF.

## TOP 75 R&B ALBUMS

		11/12 Wks.		11/12 Wks.	
1	<b>IN FULL BLOOM</b> ROSE ROYCE (Whitfield/WB WH3074)	2 14	40	<b>CREAM CITY</b> AALON (Arista AL 4127)	35 16
2	<b>BARRY WHITE SINGS FOR SOMEONE YOU LOVE</b> (20th Century T-543)	1 11	41	<b>VILLAGE PEOPLE</b> (Casablanca NBLP 7064)	47 7
3	<b>ACTION</b> THE BLACKBYRDS (Fantasy F-9535)	3 8	42	<b>BE HAPPY</b> KELLEE PATTERSON (Shadybrook SB 33-007)	43 19
4	<b>FEELIN' BITCHY</b> MILLIE JACKSON (Spring/Polydor SP-1-6715)	6 11	43	<b>WE ARE ONE</b> MANDRILL (Arista AB 4144)	53 3
5	<b>SOMETHING TO LOVE</b> L.T.D. (A&M SP 4646)	4 17	44	<b>BRIDGES</b> GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4147)	55 7
6	<b>BABY IT'S ME</b> DIANA ROSS (Motown M7-890R1)	10 7	45	<b>GET UP AND DANCE</b> MEMPHIS HORNS (RCA APL1-2198)	50 8
7	<b>BRICK</b> (Bang BLP-409)	7 12	46	<b>MOST REQUESTED RHYTHM BAND</b> (Magic Disc MD110)	51 6
8	<b>ODYSSEY</b> (RCA APL1-2204)	12 11	47	<b>OPEN UP YOUR LOVE</b> WHISPERS (Soul Train/RCA BVL 1-2270)	46 19
9	<b>PATTI LABELLE</b> (Epic PE-34847)	5 12	48	<b>GOT TO HAVE YOUR LOVE</b> FANTASTIC FOUR (Westbound WT 306)	52 4
10	<b>TOO HOT TO HANDLE</b> HEATWAVE (Epic 34761)	9 17	49	<b>STARTING ALL OVER</b> PHILIPPE WYNNE (Cotillion SD 9820)	48 6
11	<b>STAR WARS AND OTHER GALACTIC FUNK</b> MECO (Millennium/Casablanca MNLP 8001)	8 12	50	<b>ONCE UPON A TIME . . .</b> DONNA SUMMER (Casablanca NBLP 7078-2)	— 1
12	<b>COME GO WITH US</b> POCKETS (Columbia PC 34879)	15 8	51	<b>FLYING HIGH ON YOUR LOVE</b> THE BAR-KAYS (Mercury SRM-1-1181)	66 2
13	<b>TURNIN' ON</b> HIGH INERGY (Gordy/Motown G6-978S1)	18 6	52	<b>XODUS</b> BOB MARLEY & THE WAILERS (Island ILPS 9498)	44 24
14	<b>LIVE!</b> THE COMMODORES (Motown M9-894A2)	30 2	53	<b>MAZE</b> (Capitol ST 11607)	34 38
15	<b>GOIN' PLACES</b> THE JACKSONS (Epic JE 34835)	20 4	54	<b>COCOMOTION</b> EL COCO (AVI 6012)	60 6
16	<b>SECRETS</b> CON FUNK SHUN (Mercury SRM-1-1180)	16 11	55	<b>THE DEVIL IN ME</b> THELMA HOUSTON (Tama/Motown T7-358R1)	65 2
17	<b>REACH FOR IT</b> GEORGE DUKE (Epic JE 34883)	23 6	56	<b>MOONFLOWER</b> SANTANA (Columbia C2 34914)	58 4
18	<b>SHAKE IT WELL</b> DRAMATICS (ABC 1010)	13 15	57	<b>PORTFOLIO</b> GRACE JONES (Island ILPS 9470)	62 4
19	<b>CARDIAC ARREST</b> CAMEO (Chocolate City/Casablanca CCLP 2003)	11 17	58	<b>RUBY, RUBY</b> GATO BARBIERI (A&M SP 4655)	64 4
20	<b>CHOOSING YOU</b> LENNY WILLIAMS (ABC AB 1023)	17 17	59	<b>DOIN' IT TO THE BONE</b> MUSCLE SHOALS HORNS (Ariola America ST 50021)	56 6
21	<b>MENAGERIE</b> BILL WITHERS (Columbia JC 34903)	27 6	60	<b>NONA HENDRYX</b> (Epic PE 34863)	54 6
22	<b>SEND IT</b> ASHFORD & SIMPSON (Warner Brothers BS 3088)	24 7	61	<b>MANDRE'</b> (Motown M-886)	70 3
23	<b>REJOICE</b> EMOTIONS (Columbia PC 34762)	21 22	62	<b>HAVANA CANDY</b> PATTI AUSTIN (CTI 7-5006)	— 1
24	<b>GOIN' PLACES</b> MICHAEL HENDERSON (Buddan BDS 5693)	25 15	63	<b>THE FLOATERS</b> (ABC AB 1030)	38 26
25	<b>NIGHTWINGS</b> STANLEY TURRENTINE (Fantasy 9534)	26 11	64	<b>DEVIL'S GUN</b> C.J. & CO. (Westbound/Atlantic WBS 6100)	57 21
26	<b>COMMODORES</b> (Motown M7-884R1)	19 34	65	<b>A REAL MUTHA FOR YA</b> JOHNNY GUITAR WATSON (DJM DJLPA-7)	63 6
27	<b>I REMEMBER YESTERDAY</b> DONNA SUMMER (Casablanca NBLP 7056)	14 25	66	<b>MASTERMIND</b> (Prelude PRL 12147)	67 3
28	<b>RIGHT ON TIME</b> THE BROTHERS JOHNSON (A&M SP 4644)	28 28	67	<b>SHORT EYES (ORIGINAL MOTION PICTURE SOUNDTRACK)</b> CURTIS MAYFIELD (Curton CU 5017)	71 2
29	<b>LIFELINE</b> ROY AYERS UBIQUITY (Polydor PD 16108)	29 21	68	<b>NEW HORIZONS</b> THE SYLVERS (Capitol ST-11705)	73 2
30	<b>PART 3</b> KC & THE SUNSHINE BAND (TK 605)	22 57	69	<b>STARES AND WHISPERS</b> FREDA PAYNE (Capitol ST 11700)	75 2
31	<b>BRASS CONSTRUCTION III</b> (United Artists UA-LA755-H)	61 2	70	<b>LOVE SHOOK</b> PATTI BROOKS AND THE SIMON ORCHESTRA (Casablanca NBLP 7066)	74 2
32	<b>THE BEST OF TAVARES</b> (Capitol ST-11701)	37 7	71	<b>HEADS</b> BOB JAMES (Columbia/Tappan Zee JC 34896)	— 1
33	<b>BEHOLD THE MIGHTY ARMY</b> NEW BIRTH (Warner Bros. BS 3071)	40 5	72	<b>LOOKING FOR MR. GOODBAR (MOTION PICTURE SOUNDTRACK)</b> VARIOUS ARTISTS (Columbia JS 35029)	— 1
34	<b>SKY ISLANDS</b> CALDERA (Capitol ST 11658)	39 9	73	<b>FAMILY TREE</b> STAPLES (Warner Bros. WBS 3064)	69 3
35	<b>THAT'S ALL</b> INGRAM (H&L HL69021)	36 10	74	<b>"MISS RANDY CRAWFORD"</b> (Warner Bros. BS 3083)	— 1
36	<b>SLICK</b> EDDIE KENDRICKS (Tama TG-345S1)	33 11	75	<b>BENNY AND US</b> AVERAGE WHITE BAND & BEN E. KING (Atlantic SD 19105)	41 17
37	<b>FOREVER GOLD</b> THE ISLEY BROTHERS (T-Neck/Epic PZ 34452)	32 13			
38	<b>SONG BIRD</b> DENIECE WILLIAMS (Columbia JC 34911)	59 2			
39	<b>TRUE TO LIFE</b> RAY CHARLES (Atlantic SC 19142)	45 4			

# CASH BOX TOP 100 R&B

November 19, 1977

	11/12 Wks.		11/12 Wks.		11/12 Wks.
<b>1 SERPENTINE FIRE</b> EARTH, WIND & FIRE (Columbia 3-10625)	2	<b>34 I FEEL LOVE</b> DONNA SUMMER (Casablanca NB 884)	27	<b>69 THE WHOLE TOWN'S LAUGHING AT ME</b> TEDDY PENDERGRASS (Phila. Int./CBS 3633)	55
<b>2 YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)</b> HIGH INERGY (Gordy/Motown G-7155)	3	<b>35 I'M AT THE CROSSROADS</b> VERNON GARRETT (ICA 003)	37	<b>70 VOYAGE TO ATLANTIS</b> THE ISLEY BROTHERS (T-Neck/Epic ZS 82270)	75
<b>3 BACK IN LOVE AGAIN</b> L.T.D. (A&M 1974)	1	<b>36 HEAVEN ON EARTH</b> SPINNERS (Atlantic 3425)	15	<b>71 REACH FOR IT</b> GEORGE DUKE (Epic 8-50463)	85
<b>4 IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME</b> BARRY WHITE (20th Century T-2350)	4	<b>37 FFUN</b> CON FUNK SHUN (Mercury 73959)	54	<b>72 AS</b> STEVIE WONDER (Tamla/Motown T54291F)	78
<b>5 IF YOU'RE NOT BACK IN LOVE BY MONDAY</b> MILLIE JACKSON (Spring/Polydor 175)	7	<b>38 CREAM CITY</b> AALON (Arista ASO249)	32	<b>73 COCOMOTION</b> EL COCO (AVI-147-S)	82
<b>6 DO YOUR DANCE</b> ROSE ROYCE (Whitfield/WB WHI 8440)	5	<b>39 RUNNIN' FOR YOUR LOVIN'</b> THE BROTHERS JOHNSON (A&M 1982-S)	49	<b>74 KISS ME THE WAY I LIKE IT</b> GEORGE McCRAE (TK-1024)	80
<b>7 JUST FOR YOUR LOVE</b> MEMPHIS HORNS (RCA PB 11064)	8	<b>40 A STAR IN THE GHETTO</b> AWB & BEN E. KING (Atlantic 3427)	33	<b>75 I'M GONNA MAKE YOU MY WIFE</b> THE WHISPERS (Soul Train/RCA JB-11139)	81
<b>8 DON'T ASK MY NEIGHBORS</b> EMOTIONS (Columbia 10622)	9	<b>41 IN A LIFETIME</b> THE TEMPTATIONS (Atlantic 3436)	56	<b>76 JACK AND JILL</b> RAYDIO (Arista ASO283)	93
<b>9 GOIN' PLACES</b> THE JACKSONS (Epic 50454)	12	<b>42 GETTIN' READY FOR LOVE</b> DIANA ROSS (Motown 1427)	59	<b>77 FUNKY MONKEY</b> MANDRILL (Arista ASO274)	83
<b>10 DUSIC</b> BRICK (Bang B-734)	6	<b>43 I JUST WANT TO BE YOUR EVERYTHING</b> ANDY GIBB (RSO/Polydor 872)	26	<b>78 OOH BOY</b> RCSE ROYCE (Whitfield/WB 8491)	—
<b>11 SHAKE IT WELL</b> DRAMATICS (ABC 12299)	10	<b>44 SHOO-DOO-FU-FU-OOH</b> LENNY WILLIAMS (ABC AB 12300)	36	<b>79 LAY IT ON ME</b> SYLVIA (All Platinum/Vibration V 1570)	68
<b>12 SOMEBODY'S GOTTA WIN, SOMEBODY'S GOTTA LOSE</b> THE CONTROLLERS (Juana/TK 3414)	18	<b>45 ALL YOU GOT</b> TYRONNE DAVIS (Columbia 3-10604)	41	<b>80 CHEATERS NEVER WIN</b> LOVE COMMITTEE (Gold Mind GM-4033)	86
<b>13 IF IT DON'T FIT, DON'T FORCE IT</b> KELLEE PATTERSON (Shadybrook 1041)	16	<b>46 I'VE NEVER BEEN TO ME</b> NANCY WILSON (Capitol 4476)	39	<b>81 COULD HEAVEN EVER BE LIKE THIS</b> IDFIS MUHAMMAD (Kudu CT939)	67
<b>14 STAR WARS THEME</b> MECO (Millennium/Casablanca 604)	13	<b>47 ONE STEP AT A TIME</b> JOE SIMON (Spring SP 176)	46	<b>82 SOLAR FLIGHT (OPUS 1)</b> MANDRE (Motown M1429F)	88
<b>15 GOT TO HAVE YOUR LOVE</b> FANTASTIC FOUR (Westbound/WB 34090)	17	<b>48 HAVING A PARTY</b> THE POINTER SISTERS (ABC/Blue Thumb BT-275)	53	<b>83 IT TOOK A WOMAN LIKE YOU</b> MISTIQUE (Curtom CMS-0130)	60
<b>16 NATIVE NEW YORKER</b> ODESSY (RCA PB11129)	30	<b>49 YOU DON'T HAVE TO SAY YOU LOVE ME</b> THE FLOATERS (ABC AB 12314)	61	<b>84 LOVE MAGNET</b> FREDA PAYNE (Capitol P-4494)	87
<b>17 ANY WAY YOU WANT ME</b> THE SYLVERS (Capitol 4493)	20	<b>50 LADY OF MAGIC</b> MAZE FEATURING FRANKIE BEVERLY (Capitol 4456)	19	<b>85 A PIECE OF THE ACTION</b> MAVIS STAPLES (Curtom CMS 0132)	90
<b>18 FUNK FUNK</b> CAMEO (Chocolate City/Casablanca CC011DJ)	11	<b>51 SORRY DOESN'T ALWAYS MAKE IT RIGHT</b> GLADYS KNIGHT AND THE PIPS (Buddah 584)	62	<b>86 SHAKE DOWN (PART 1)</b> BLACK ICE (HDM-503)	—
<b>19 RUNNING AWAY</b> ROY AYERS UBIQUITY (Polydor 14415)	21	<b>52 KEEP IT COMIN' LOVE</b> KC & THE SUNSHINE BAND (TK 1023)	31	<b>87 BLOAT ON</b> CHEECH AND CHONG (Epic 850471)	—
<b>20 SEND IT</b> ASHFORD & SIMPSON (Warner Bros. 8453)	22	<b>53 GET INTO YOUR LIFE</b> BELOYD (20th Century TC-2353)	43	<b>88 WAS DOG A DOUGHNUT</b> CAT STEVENS (A&M 1971-S)	99
<b>21 WAITING IN VAIN</b> BOB MARLEY & THE WAILERS (Island IS-092)	23	<b>54 ANOTHER STAR</b> STEVIE WONDER (Tamla/Motown 54286)	47	<b>89 BOOGIE ON YOUR FACE</b> BILL COSBY (Capitol P-4501)	89
<b>22 I'M HERE AGAIN</b> THELMA HOUSTON (Tamla/Motown 54287)	40	<b>55 DANCE DANCE DANCE</b> CHIC (Atlantic 3435)	76	<b>90 RUNAWAY</b> SALSOU CRCHESTRA (Salsoul SZ-2045)	92
<b>23 BELLE</b> AL GREEN (Hi H-77505)	42	<b>56 WE NEVER DANCED TO A LOVE SONG</b> THE MANHATTANS (Columbia 10586)	50	<b>91 DON'T TAKE HER FOR GRANTED</b> RON HENDERSON (Chelsea CH 3067)	64
<b>24 DO DO WAP IS STRONG IN HERE</b> CURTIS MAYFIELD (Curtom CMS 0131)	38	<b>57 LET ME LIVE THE LIFE I LOVE</b> LATIMORE (Glades/TK 1744)	73	<b>92 EASY COMIN' OUT (HARD GOIN' IN)</b> WILLIAM BELL (Mercury 73961)	—
<b>25 DISCO 9000</b> JOHNNIE TAYLOR (Columbia 3-10610)	24	<b>58 MELODIES</b> MADE IN U.S.A. (Delite 1594)	63	<b>93 HELLO SUNDAY! HELLO ROAD!</b> GIL SCOTT-HERON & BRIAN JACKSON (Arista AS 0285)	—
<b>26 LOVER JONES</b> JOHNNY GUITAR WATSON (DJM DJUS 1029)	29	<b>59 OUR LOVE</b> NATALIE COLE (Capitol 4059)	79	<b>94 GET YOUR STUFF OFF</b> INGRAM (H&L HL-4689)	97
<b>27 DO YOU WANNA GET FUNKY WITH ME</b> PETER BROWN (Drive/TK 6258)	14	<b>60 WIDE STRIDE</b> BILLY PRESTON (A&M 1980-S)	72	<b>95 THE END OF THE RAINBOW</b> McKINLEY MITCHELL (Chimneyville/TK 10219)	—
<b>28 DON'T BE AFRAID</b> RONNIE DYSON (Columbia 10599)	25	<b>61 SHOUTING OUT LOVE</b> THE EMOTIONS (Stax/Fantasy STX-3200A-S)	65	<b>96 DON'T TAKE AWAY YOUR LOVE</b> HODGES JAMES AND SMITH (London 5N-260)	—
<b>29 JOY TO HAVE YOUR LOVE</b> PATTI LABELLE (Epic 8-50445)	34	<b>62 MORE THAN A WOMAN</b> TAVARES (Capitol 4500)	71	<b>97 TAKE ME AS I AM</b> PHILIPPE WYNN (Cotillion/Atlantic 44227)	—
<b>30 BOP GUN (ENDANGERED SPECIES)</b> PARLIAMENT (Casablanca NB 900)	45	<b>63 GALAXY</b> WAR (MCA 40820)	—	<b>98 SO CALLED FRIENDS</b> LEE MITCHELL (Full Speed Ahead/Track Down TDR-7711-11)	100
<b>31 BRICK HOUSE</b> COMMODORES (Motown M 1425F)	28	<b>64 BOOGIE NIGHTS</b> HEATWAVE (Epic 8-50370)	51	<b>99 MASTER BOOTY</b> FATBACK (Spring SP 177)	—
<b>32 LOVELY DAY</b> BILL WITHERS (Columbia 3-10627)	44	<b>65 WHAT I DID FOR LOVE</b> INNER CITY JAM BAND (Bareback BBR-535)	69	<b>100 WONDERFUL</b> MARILYN MCCOO AND BILLY DAVIS JR. (ABC AB-12316)	—
<b>33 SUPER SEXY</b> LEON HEYWOOD (MCA 40793)	35	<b>66 COME GO WITH ME</b> POCKETS (Columbia 10632)	70		
		<b>67 BETCHA NEVER BEEN LOVED (LIKE THIS BEFORE)</b> THE DELLS (Mercury 73901)	52		
		<b>68 YOU NEED TO BE LOVED</b> JERMAINE JACKSON (Motown M 1409F)	74		

## ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSES)

A I You Got (Blackwood/Content — BMI)	45	Don't Take Her (People Pleaser — BMI)	91	I've Never (Stone Diamond — BMI)	46	Serpentine Fire (Saggyfire/Free Delivery — BMI)	1
Another Star (Jobete/Black Bull — ASCAP)	54	Do Your Dance (Warner/Taberlane — BMI)	6	Jack & Jill (Radiola — ASCAP)	76	Shake Down (H&H Team — ASCAP)	86
Ary Way You (Rosy — ASCAP)	17	Do You Wanna (Sherlyn/Decibel — BMI)	27	Joy To Have (Radio — ASCAP/	—	Shake It Well (Groovesville — BMI/	—
A Piece Of (Mayfield/Primus Artists/Verdon — BMI/	—	Dusic (Caliber/Good High — ASCAP)	10	Polo Grounds/Gospel Birds — BMI)	29	Conquistador — ASCAP)	11
All Rts. Admin. By Warner-Tamberlane — BMI)	85	Easy Comin' (Bell Cat/Belinda — BMI)	92	Just For Your (Penneford — ASCAP)	7	Shoo-Do (Len-Lon — BMI)	44
A (Jobete/Black Bull — ASCAP)	72	Flun (Val-Joe — BMI)	37	Keep It Comin' (Sherlyn/Harrick — BMI)	52	Shouting Out (East/Memphis — BMI)	61
A Star In (Hot Stuff — BMI)	40	Funk Funk (Better Days — BMI)	18	Kiss Me (Sherlyn — BMI)	74	So Called (Low Bam — BMI)	98
Back In Love (Ice Man — BMI)	3	Funky Monkey (Mandrill — ASCAP)	77	Lady Of Magic (Pecle — BMI)	70	Solar Flight (Jobette — ASCAP)	82
Belle (Jac & Al Green — BMI)	23	Galaxy (Far Out — ASCAP)	63	Lay It On (Gambi — BMI)	59	Somebody's Gotta Win (Every Knight — BMI)	12
Betcha Never Been (Six Strings — BMI)	67	Get Into Your (Filet/20th Century — ASCAP)	53	Let Me Live (Sherlyn — BMI)	57	Sorry Does'r' (Jobette — BMI)	51
Bloat On (ABC/Dunhill/Woodsongs — BMI)	87	Get Your (Raton Song/Family Pro. — BMI)	94	Lovely Day (Golden Withers Chappel — BMI)	32	Star Wars (Fox Fanfare — BMI)	14
Boogie (Rondor/Almo — ASCAP)	64	Gettin' Ready (Braitree/Show/Golde's Gold — BMI)42	—	Love Magnet (Screen Gems-EMI/Traco Lite/	—	Super Sexy (Jim Edd — BMI)	33
Boogie On Your Face	89	Goin' Places (Mighty Three — BMI)	9	Spec O Lite BMI — ASCAP)	84	Take Me (Wynn's World/Sacred Pen/Mighty	—
Bop Gun (Rick's/Malbiz — BMI)	30	Got To Have (Bridgeport — BMI)	15	Lover Jones (Vir-Jon — BMI)	26	Three/Blackwood — BMI)	97
Brick House (Jobete/Commodores — ASCAP)	31	Having A Party (Kags — BMI)	4	Master Booty (Clita — BMI)	99	The End Of (Malaco — BMI)	95
Cheaters Never (Lucky Three/Six Strings — BMI)	80	Heaven On Earth (Mighty Three — BMI)	36	Melodies (Delightful/Cabrini — BMI)	58	The Whole Town's (Mighty Three — BMI)	69
Cocomotion (Equinox — BMI)	73	Hello Sunday (Brouhaha — ASCAP)	93	More Than (Stigwood/Unichappell — BMI)	62	Voyage To (Bovina — ASCAP)	70
Come Go (Verdangle/Pocket — BMI)	66	I Feel Love (Rick's — BMI)	34	Native New Yorker (Featherbed/	—	Waiting In Vain (Bob Marley/Almo — ASCAP)	21
Could Heaven Ever (Char-Liz — BMI)	81	If It Don't (Funks Bump — BMI)	13	Desiderata/Unichappell — BMI)	16	Was Dog (Colgems-EMI — ASCAP)	88
Cream City (Milwaukee — BMI)	38	If You're Not Back (Tree — BMI)	5	One Step (Teddy Radazzo — BMI)	47	We Never (Manhattans/Blackwood — BMI)	56
Dance, Dance (Cotillon/Kreimer — BMI)	55	I Just Want (Stigwood/Unichappell — BMI)	43	Ooh Boy (May Twelfth/Warner-Tamberlane — BMI)7	78	What I Did (American Compass — ASCAP/Wren —	—
Disco 9000 (Jonta — BMI)	25	I'm At The (Alzert — BMI)	35	Our Love (Jay Enterprises/Chappell — ASCAP)	59	BMI)	65
Do Do Wap (Mayfield/Short Eyes — BMI)	24	I'm Gonna (Spectrum VII — ASCAP)	75	Reach For (Mycenae — ASCAP)	71	Wide Stride (Irving/WEP — BMI)	60
Don't Ask My (Unichappell — BMI)	8	I'm Here (Jobete — ASCAP/Stone	—	Runaway (Salsoul/Vince Montana — ASCAP)	90	Wonderful (Irving — BMI)	100
Don't Be Afraid (Jay's Enterprises/	—	Diamond — BMI)	22	Runnin' For (Kidada /Goulgris — BMI)	39	You Can't Turn (Jobete — ASCAP)	2
Chappell — ASCAP)	28	In A Lifetime (Burma East — BMI)	41	Running Away (Roy Ayer Ubiquity/Michelle/Bird —	—	You Don't Have (Miller — ASCAP)	49
Dcr't Take Away (El Patricio — BMI)	96	It Took (Song Tailors — BMI)	83	ASCAP)	19	You Need To (Jobette — ASCAP/	—
		It's Ecstasy (Sa-Vette — BMI)	4	Send It (Nick-O-Val — ASCAP)	20	Stone Diamond — BMI)	68

# ADDITIONS TO R&B PLAYLISTS

## R&B PLAYLIST HIGHLIGHTS

\* ADDED SINGLE  
 (H) HOT  
 (B) HIT BOUND  
 (ex) EXTRA

### WIGO — ATLANTA — Rick Fly

#1 — Millie Jackson  
 \*Chic  
 30 To 24 — Parliament  
 16 To 8 — Con Funk Shun  
 11 To 2 — Peter Brown  
 LP Adds: Patti LaBelle, Bar-Kays

### WWIN — BALTIMORE — Don Brooks

#1 — High Inergy  
 \*Love Committee  
 \*Shirley Ceasar  
 \*Phillippe Wynne  
 \*War  
 \*Denise LaSalle (N)  
 \*Fatback

Ex To 24 — Gladys Knight  
 24 To 20 — Jacksons  
 22 To 18 — AWB/Ben E. King  
 Ex To 14 — Chic  
 16 To 12 — Brick  
 LP Adds: Deniece Williams, Freda Payne, Sylvers, Commodores, Pointer Sisters, Don Thompson

### WBUL — BIRMINGHAM — Shelly Pope

#1 — Ingram  
 \*Checkmates  
 \*Marilyn McCoo & Billy Davis  
 23 To 10 — Con Funk Shun  
 22 To 11 — Curtis Mayfield  
 28 To 12 — Ronnie Dyson  
 9 To 5 — Made In USA

### WILD — BOSTON — Sunny Joe White

#1 — Odyssey  
 \*Controllers  
 \*Natalie Cole  
 \*Gil-Scott Heron  
 \*Con Funk Shun  
 \*Sylvers  
 \*Rose Royce  
 \*Temptation

Love Committee (ex)  
 Bee Gees (ex)  
 Cheech & Chong (ex)  
 20 To 14 — Archie Bell  
 28 To 17 — Chic  
 29 To 18 — Parliament  
 25 To 19 — Emotions  
 LP Adds: Hummingbird, Donna Summer

### WVON — CHICAGO — E. Rodney Jones

#1 — L.T.D.  
 \*Emotions  
 \*Phillippe Wynne  
 \*Mavis Staples  
 \*Diana Ross  
 \*Kellee Patterson

14 To 10 — Controllers  
 16 To 11 — Curtis Mayfield  
 17 To 12 — Salsoul Orchestra  
 18 To 13 — Latimore  
 19 To 14 — Thelma Houston  
 20 To 15 — Sylvers  
 21 To 16 — Temptations  
 22 To 17 — Odyssey

23 To 18 — T-Connection  
 24 To 19 — Gladys Knight  
 25 To 20 — George McCrae  
 26 To 21 — Leon Haywood  
 27 To 22 — Floaters  
 28 To 23 — Bob Marley  
 29 To 24 — Ingram  
 30 To 25 — Mandrill  
 LP Adds: Morris Jefferson, Le Pamplemousse, Chic

### WCIN — CINCINNATI — Bob Long

#1 — WEF  
 \*Billy Preston  
 \*Hodges James & Smith  
 \*Natalie Cole  
 \*Cat Stevens  
 \*Parliament  
 \*Pointer Sisters  
 \*Black Ice  
 \*War

\*Vernon Garrett  
 10 To 4 — High Inergy  
 26 To 9 — Al Green  
 30 To 23 — Controllers  
 28 To 19 — Gladys Knight  
 35 To 28 — Raydio  
 33 To 26 — Made In USA  
 32 To 24 — Patti LaBelle  
 LP Adds: Deniece Williams, Bar-Kays

### WJMO — CLEVELAND — Lynn Tolliver

#1 — Barry White  
 \*George Duke  
 \*Con Funk Shun  
 \*Thelma Houston  
 \*Temptations  
 \*Fantastic Four  
 \*Diana Ross

12 To 5 — Cameo  
 13 To 8 — Millie Jackson  
 25 To 9 — Kellee Patterson  
 LP Adds: George Duke, Con Funk Shun, Commodores

### WLB — DETROIT — Al Perkins

#1 — Millie Jackson  
 C.J. & Company (ex)  
 Muscle Shoals Horns (ex)  
 First Choice (New) (ex)  
 Billy Paul (ex)  
 Garnet Mimms (ex)  
 LP Adds: Brass Construction, Archie Bell, DeeDee Sharpe Gamble

### WRBD — FT. LAUDERDALE — Charles Merritt

#1 — Heatwave (Always & Forever LP cut)  
 \*Morris Jefferson  
 \*Brook Benton  
 \*Billy Paul  
 \*B.T. Express  
 \*First Choice  
 \*Mass Production  
 \*Mastermind  
 \*John Schuller  
 Kelley Patterson (H)  
 Emotions (H)  
 Ronnie Dyson (H)  
 LP Add: Billy Preston

### WQMG — GREENSBORO — Big Daddy/Chuck Gross

#1 — L.T.D.  
 \*Odyssey  
 \*Freda Payne  
 \*Mavis Staples  
 \*Parliament  
 7 To 3 — EWF

11 To 5 — High Inergy

16 To 9 — Aalon

18 To 12 — Patti LaBelle

21 To 17 — Made In USA

26 To 13 — George Duke

Rose Royce (Ooh Boy — ex)

NY Community Choir (ex)

LP Adds: Fatback, Donna Summer

### WKND — HARTFORD — Bob Scott

#1 — L.T.D.

\*Ronnie Harris

\*Boz Scaggs

\*Brooklyn Dreams

\*Mike Theodore

\*Kelley Patterson

\*War

26 To 16 — Pockets

29 To 19 — Rose Royce

20 To 13 — Bill Withers

15 To 9 — Con Funk Shun

13 To 7 — Brothers Johnson

14 To 6 — Thelma Houston

LP Adds: Phoebe Snow, Mavis Staples, Deniece Williams

### KMJQ — HOUSTON — Jack Patterson

#1 — L.T.D.

\*George Duke

\*Raydio

Mike Mineri (HB)

Natlie Cole (HB)

Thelma Houston (HB)

Odyssey (HB)

LP Adds: Deniece Williams, Isaac Hayes

### KYOK — HOUSTON — Rich Roberts

#1 — Barry White

\*Dee Dee Sharpe Gamble

\*War

32 To 25 — Freddie Hubbard

33 To 28 — Billy Preston

34 To 26 — Natalie Cole

35 To 29 — Sharon Paige

36 To 31 — Ramsey Lewis

38 To 32 — War

39 To 30 — Cheech & Chong

40 To 33 — Curtis Mayfield

LP Adds: Donna Summer, Isaac Hayes

### KACE — LOS ANGELES — Alonzo Miller

LP Adds: Ray Charles, Phoebe Snow, Con Funk Shun, Thelma Houston, Fantastic Four, Lalomie Washburn, George Duke, Robin Trower

### KDAY — LOS ANGELES — J.J. Johnson

#1 — High Inergy

\*Odyssey

\*Thelma Houston

HB To 26 — Roy Ayers

HB To 25 — Whispers

27 To 12 — Controllers

17 To 13 — Parliament

LP Add: — Sylvers

### KKTT — LOS ANGELES — Don Mac

#1 — Heatwave

\*Diana Ross

\*George McCrae

\*Gladys Knight

\*Tavares

\*Stevie Wonder

16 To 12 — Emotions

22 To 17 — Whispers

24 To 19 — Bill Withers

30 To 23 — Sylvia

LP Adds: Deniece Williams, War, Donna Summer, Ray Charles, Billy Paul

### WXVI — MONTGOMERY — Bill Black

#1 — Brick

LP Adds: Don Thompson, Otis Clay, David Oliver, Bobby McClure

### WBLS — NEW YORK — Wanda Ramos

\*Trammps

\*Eloise Laws

\*Charo & The Salsoul Orchestra

\*The Joneses

### WWRL — NEW YORK — Sonny Taylor

#1 — Odyssey

\*George McCrae

\*Tavares

\*Leon Heywood

\*Penguin Feet & The Teardrop Kid

\*Barry White (You're So Good — LP)

13 To 8 — EWF

17 To 11 — Controllers

18 To 13 — Love Committee

19 To 15 — Emotions

27 To 16 — El Coco

LP Add: Donna Summer

### KDAI — OAKLAND — Keith Willis

#1 — L.T.D.

\*War

\*Latimore

\*Raydio

18 To 10 — Jacksons

17 To 11 — Stanley Turrentine

20 To 14 — Nancy Wilson

23 To 16 — Bill Withers

24 To 17 — Joe Simon

26 To 18 — Fantastic Four

33 To 19 — Thelma Houston

LP Adds: George Duke, Muscle Shoals Horns, Pockets, Commodores

### WOKB — ORLANDO — Guy Rozler

#1 — Millie Jackson

\*Curtis Mayfield

\*Brothers Johnson

\*Al Green

\*EWF

\*Mighty Pope

\*Johnnie Taylor (RCA)

\*Billy Preston

\*Pointer Sisters

\*Jacksons

\*Chocolate Milk

\*Syretta & G.C. Cameron

\*George McCrae

\*Temptations

Chi Lites (ex)

Rose Royce (MCA) (ex)

Peter Brown (New) (ex)

George Duke (HB)

Green Brothers (HB)

William Stuckey (HB)

### WAMO — PITTSBURGH — Matt Ledbetter

#1 — Earth, Wind & Fire

\*Rose Royce

\*Chic

\*Bill Withers

\*Millie Jackson

\*Controllers

Black Diamond (ex)

Bill Cosby (ex)

Cat Stevens (ex)

War (ex)

Emotions (ex)

Samantha Sang (ex)

Sylvers (ex)

4 To 1 — EWF

23 To 9 — Heatwave

20 To 12 — Mandre

22 To 15 — Patti LaBelle

28 To 18 — Thelma Houston

32 To 21 — Isley Brothers

40 To 26 — Diana Ross

39 To 27 — Gladys Knight

34 To 29 — Jermaine Jackson

LP Adds: Deniece Williams, Saturday Night Fever, Stuff, Eddie Henderson, Stanley Turrentine, Gil-Scott Heron, Randy Crawford

### KSOL — SAN FRANCISCO — J.J. Jefferies

#1 — L.T.D.

\*Curtis Mayfield

\*Brothers Johnson

\*Floaters

\*Con Funk Shun

\*Chic

Ashford & Simpson (H)

Brick (H)

LP Adds: Odyssey, Isley Brothers, Mandrill, Santana, Pointer Sisters

### WSOK — SAVANNAH — Sharon Love

#1 — L.T.D.

\*Rose Royce

\*Ingram

\*Phillippe Wynne

\*Maxine Nightingale

\*C.J. & Company

\*Ritchie Havens

\*Muscle Shoals Horns

\*War

\*Samantha Sang

\*Brothers Johnson

\*Velvet Hammer

LP Adds: Deniece Williams, Commodores, Jimmy McGriff, Isaac Hayes, Mavis Staples

### KATZ — ST. LOUIS — Chico Brown

#1 — L.T.D.

\*Bill Withers

\*Curtis Mayfield

\*Gladys Knight

\*Floaters

\*Natalie Cole

\*El Coco

George Duke (ex)

Rose Royce (ex)

Parliament (ex)

Fantastic Four (ex)

Brothers Johnson (ex)

Con Funk Shun (ex)

Raydio (ex)

Controllers (ex)

LP Adds: Brass Construction, Bill Withers, Roy Ayers, Commodores

### WESL — ST. LOUIS — Jim Gates

#1 — Kellee Patterson

\*Mandrill

\*Micheal Henderson

\*Gil-Scott Heron

\*Cheech & Chong

6 To 1 — Kellee Patterson

9 To 5 — L.T.D.

13 To 6 — EWF

14 To 8 — Jacksons

25 To 15 — Aalon

31 To 20 — Mother's Finest

LP Adds: Heatwave, Deniece Williams, George Duke, Mavis Staples, Commodores, Johnnie Taylor (Stax)

## MOST ADDED R&B SINGLES

### 1. GALAXY — WAR — MCA

KDIA, KPRS, WTLC, WDAS, WWIN, WRBD, WAMO, KYOK, KDKO, KKTT, WGIV, WCIN, WILD.

### 2. JACK & JILL — RAYDIO — ARISTA

WAWA, WABQ, WVKO, WRBD, KATZ, WXVI, WDAS, KDIA, KMJQ, WJLB.

### 3. OUR LOVE — NATALIE COLE — CAPITOL

WCIN, WJPC, KYOK, WVOL, KATZ, WXVI, WDAS, WTLC.

### 4. OOH BOY — ROSE ROYCE — WHITFIELD

WGIV, WSOK, KKTT, KYOK, WAMO, WRBD, KATZ.

### 5. DANCE, DANCE, DANCE — CHIC — ATLANTIC

WILD, WQMG, WBMX, WAMO, KSOL, WJLB.

### GETTIN' READY FOR LOVE — DIANA ROSS — MOTOWN

WBMX, WGIV, WVKO, KYOK, WJMO, WXVI.

### IN A LIFETIME — TEMPTATIONS — ATLANTIC

WBMX, WOKB, WABQ, KYOK, WJMO, WXVI.

## MOST ADDED R&B LP's

### 1. SONG BIRD — DENIECE WILLIAMS — COLUMBIA

WAMO, KYOK, WSOK, WCIN, WESL, WWIN



# Country Music Concerts On The Increase In N.Y. Area

(continued from page 14)

radio station WHN, which converted to a country format in 1973, and began to find financial success with the arrival of general manager Neil Rockoff in April, 1975. Program director Ed Salamon, director of promotion Dale Pon, and sales manager Nick Verbitsky all agree that there was more live country music in the New York area than ever in 1977. According to Pon, "The excitement and interest in promoting live performances by country artists is going to get even greater in this next calendar year." Their opinions are not surprising, since WHN now claims nearly 1.5 million listeners.

It's also hardly surprising that WHN likes to claim much of the credit for live country music's rising popularity. "The popularity of the station has made it attractive for the producers, promoters, agents, artists and record companies to think that it's possible to come to this town and do well," said Salamon.

Asked if any market research has been done in this area, Salamon cited the station's comprehensive active listener research, which records approximately 1000 listener calls per day, as well as WHN's annual Listener's Choice Awards, compiled from the opinions of an estimated 100,000 listeners. According to Salamon, this research has provided promoters, agents and managers with the data upon which to base their decisions of where and when to play in the New York area.

Pon also pointed to the station's promotional efforts on behalf of country concerts, including numerous live broadcasts from many of the venues in the area. The May, 1977 Carnegie Hall concert was broadcast live over a 40-station national network, as well as overseas through the BBC and Armed Services Radio. Among the other concerts broadcast live by WHN were Tammy Wynette at the Wollman Rink in New York's Central Park, Larry Gatlin at Great Adventure, Eddie Rabbitt at the Lone Star Cafe, Ernest Tubb at the Blue Ribbon Inn, and Conway Twitty & Loretta Lynn from the Westbury Music Fair.

## Manager Is Skeptical

The success and interest of WHN, however, has yet to convince all agents and managers of country artists that New York is a market that should be played. For instance, Dade Scepner, manager of Loretta Lynn, remains skeptical in spite of the fact that his client and Conway Twitty recently had a near sellout of their five consecutive performances at the 2700-seat Westbury Music Fair on Long Island. "So far, we have had to go with WHN, because their people turned out for us," Scepner explained, "But just because there are WHN listeners, I don't think that necessarily means they're going to go out and see a concert." Scepner, in fact, stated that he has "purposeily

stayed away from New York and the New York area for a number of years," and not only because Loretta Lynn has always had more than enough gigs outside this area. "New York is a strange town, and there is a lot of hype involved, and a lot of people telling you how terrific things are, and sometimes, you just have to sit back and be a disbeliever. We are fortunate in that we didn't need to go in. There are some promoters who are not as familiar with the country phase of the business as they would have you believe they are. I'm not out to teach anybody their business, and I don't want them learning over our dead bodies."

Jimmy Jay of United Talent, Ms. Lynn's booking agency, was not satisfied with the profit margin at Westbury. "I'm not saying that we didn't make money," he said, "but I'm not pleased with what it cost to promote the thing." He maintained that Lt. Cornine's facility in Succasunna, New Jersey, was a far more profitable venue to play. Presented with the argument that exposure at Westbury might have had more of an influence on record sales, manager Scepner once again saw problems with New York. "You can go into certain markets all you want, but what good is it if the local area retail stores are reluctant to stock product?" Similarly, WHN's programmer, Ed Salamon, maintained that the station was forced to evolve its extensive listener research systems because tracking New York retail sales of country music is relatively useless from a programming perspective.

## Important Market

A much more positive viewpoint was expressed by Jim Halsey of the Jim Halsey Co., managers and agents for the artists who have played and will again perform at Carnegie Hall. "New York is such an important market, and it is beginning to turn on to country music. There's no profit in the Carnegie Hall concerts, but it's mainly exposure in the New York area that we're working on. All of my clients are far-sighted enough to see what it's going to do for them." Halsey explained that one of the main purposes of playing New York was to "give retailers a shot in the arm to merchandise country records." Of course, record company support is crucial to the effectiveness of such a venture.

Concert promoters in New York revealed equally disparate opinions on the potential of the country concert business in the city. Sid Bernstein, who has been promoting pop concerts at Radio City Music Hall, is interested in getting involved in live country music. "WHN has certainly given me the confidence that it can work here," he stated. "I want to be the first there, to establish New York as a place where country can find a (concert) audience." Bernstein feels that an ideal bill, which might include such artists as Waylon Jennings, Don Williams, and Larry Gatlin, could fill Radio City and "truly affect those people who aren't really involved in country music." Bernstein is bringing a Grand Ole Opr show into Radio City this winter, and he beginning plans for a one-day or two-c outdoor stadium country festival this summer, which he hopes will attract many of country's biggest stars.

Ron Delsener, who is New York's major promoter of rock and pop shows at the Palladium and Madison Square Garden, disagreed with Bernstein's estimate of the market for live country music. "We had Tammy Wynette in the (Central) Park, and we didn't draw 500 people, even at \$2 and \$4 a ticket. Of course, you could put together Merle Haggard, Willie Nelson and Waylon Jennings, and you'd probably draw 7,000 people, but the show would cost you \$30,000. Based on what little I've had to do with it, New York is not a country town."



**FOUR SMILE GROUP** — Four record industry executives look happy for the camera after the recent Britannia Awards concert at London's Wembley Conference Center. They are (l-r) WEA Records managing director John Fruin, CBS International v.p. Dich Asher, CBS senior director Norman Stellman, and GTO Records managing director Dick Leahy.

# Capitol Artist Development Stresses Teamwork Concept

(continued from page 9)

artists like LRB, Maze, Mink DeVille, Starz and Bob Welch.

## 'Up To The Group'

"What I tell an artist about a specific performance is that Capitol Records will bring in the right accounts, the right press and radio people, but the rest is up to the group," notes Garfield.

Another major key to the label's success in artist development is continuity combined with definitive measures for handling some of those nebulous artist-oriented situations (like in-store appearances, etc.) The press and artist relations handbook is distributed to every Capitol employee from top to bottom. Assembled by Garfield with input from the various departments, the handbook outlines numerous procedures which can establish better artist relations and insure success with various artist ventures in the field.

Included in the handbook are staff home phone numbers, regional press and artist relations contacts, how to handle public appearances by artists, and trade photographs, artist itineraries, how to handle special artist appearances, parties and receptions, requests for concert tickets along with ticket giveaways and contests, artist photos, biographies and birthdates and basic do's and don't's.

Garfield said that with these specific guidelines distributed to the field personnel, it adds a number of people and considerable strength to his department. It also enhances the Capitol philosophy of crossover responsibilities by turning a field promotion man into a press contact.

## Preparation Of Field Staff

Related to this is constant and total preparation of the field staff. Garfield constantly feeds the field with information concerning the various artists' activities.

Presently, Garfield is putting the final touches to a manager's handbook which will enable a manager to easily locate the proper person at Capitol to service his needs.

Dan Davis, vice president of creative services/advertising and merchandising, believes that artist development is "relating humanly, both within the organization and to the artist."

## 'Relating Humanly'

Continuing, Davis said, "You have to believe that the product and the act are worthwhile and that the consumers want it in sizeable numbers." You are creating the awareness of the artist and the product, but not creating the artist."

Because Capitol has a varied artist

roster, artist development takes on different forms corresponding to the respective artists. For example, Helen Reddy has a burgeoning film career that the label can promote in association with her records. In the case of supergroup like Paul McCartney And Wings, Garfield remarked that imaginative and creative merchandising is necessary to effectively represent a group of that stature.

Garfield lauds Don Grierson, director of merchandising and advertising, for his innovative merchandising tools like neon signs and unusual styrofoam artist pieces.

Inter-company communication helps to promote merchandising aids that could work for more than one department. Tusken told of an instance recently when he was told about some Be Bop Deluxe note pads coming out of the merchandising department. Seeing these pads as an ideal way to get Be Bop's name in front of the nation's AOR program directors, he immediately called Grierson to add the PD's names to the bottom of the pads. Under other circumstances, Tusken said that he might have seen the promotional material after the fact and complained, "Why didn't I know about this before?"

## Inter-Company Co-Operation

Walter Lee, vice president of sales, stresses inter-company cooperation, perseverance and a quick reaction time as the strengths of the firm. "We can react quickly because of the teamwork aspect."

Lee added that most record companies have no problems covering the basics like manufacturing a record, getting it out to the stores and supplementing it with in-store displays and advertising, but Capitol has the added advantage of reacting to the marketplace sooner than most.

Lee among other Capitol staffers commend the company's top management for their direction and efforts. Bhaskar Menon, chairman, and Don Zimmermann, executive vice president and chief operating officer, take an active role in the day-to-day affairs according to a number of the people interviewed.

"The teamwork concept was started by Menon and is led through example with Zimmermann," said Lee. He added that the dialogue between the executive 12th floor is continual to the other departments.

Summerizing the label's approach to artist development, Garfield said, "We are investing time, energy and money in more than just an album — a career. And we may not reap the harvest until later in that artist's career."

# Disconet Service Debuts At Party

NEW YORK — Disconet, a new subscription service designed to provide discotheques with an LP containing six to 10 new disco releases each week debuted at a recent party at New York, New York, a disco club in Manhattan.

The Disconet album is compiled each week from new releases chosen by Disco DJs Bobby Guttadaro, Tom Savarese and Kevin Guilmet.

Subscribers to the Disconet service are requested to complete critique cards which are processed by an independent research company to provide participating record companies with comments on their new releases. There are currently some 300 subscribers.

## EXECUTIVES ON THE MOVE

(continued from page 31)



Russell

Witt

Romano

Pang

development, east.

**Pang To Island** — May Pang, formerly with John & Yoko Lennon and Apple Records Inc., has been appointed assistant to Island Records president Charley Nuccio.

**Sporn At Cream** — Murray Sporn has been named general manager, east coast, of the Cream Music Publishing Group. He has been vice president and general manager of American Music, Inc., New York executive vice president and general manager of MGM Music Publishing, New York, and consultant to the president of Chappell Music.

**LaFont Appointed At Ariola** — Ariola Records announced the appointment of Karen LaFont as assistant to the vice president, director of album promotion and artist relations at Ariola Records. She started her career in the record business in independent promotion in Memphis, and most recently did national secondaries at Ariola.

**Kingston To Hall-Clement** — Larry Kingston has joined the staff of writers at Hall-Clement Publications, which is a division of Lawrence Welk's Vogue Music, Inc. and will be working out of Hall-Clement's Nashville office.

**Reno Appointed** — Lauren Reno has been appointed copyright manager for the Midland Music International publishing companies, Midsong Music Inc. (ASCAP), Diagonal Music Inc. (BMI) and Basilone Music Inc. (SESAC). She formerly worked for Phonogram America, and later in the professional department at Chappell Music.

**Catena Joins International Home Entertainment** — Rocco M. Catena has become part of the International Home Entertainment, Inc. organization, with specific responsibilities to include supervision of original programming production and its subsequent use by subscription television and other closed-circuit TV systems. Catena, prior to opening his own independent marketing organization, specializing in production services for companies within the recording industry, was director of creative services at Playboy Records.

**Van Sant Named** — Paula Van Sant has been named director of copyright administration for the Bug Music Group where she will be responsible for all Bug administered catalogs.

**Fidell To Peters** — Peters International announced the appointment of Glenn Fidell to the position of overseas A&R coordinator. He is currently working out of the New York office, but will move to London in December to organize Peters' European operation.

## Wallichs Plan OK'd MCA's Sales Down In Third Quarter

(continued from page 10)

for the creditor's committee, who likewise argued for a speedy hearing on the grounds that the two remaining Wallichs locations are continuing to lose money and that further reductions in inventory could be detrimental to the creditors.

"We have approved the plan as modified," Blonder said, "and we are concerned about obstacles arising at the last minute."

Blonder argued further that the modified plan "is better than the old plan" in several respects. These include a proposal by the debtor to pay an estimated \$25,000 fee to court-appointed controller Sam Jonas over and above the \$50,000 allotted for administrative costs in the original plan; a guaranteed 1 1/2% recovery rate to the general unsecured creditors should the \$200,000 designated for them fall short of that percentage; and the withdrawal of a claim for \$157,000 filed by Clyde Wallichs.

In response to an inquiry by Judge Dooley, Brink reported that he had received a requisite majority of consents to the modified plan both as to number and amount. Out of 111 claims allowed totalling \$1,249,257.23, Brink said he intended to file 60 consents in the amount of \$811,578.44.

### Meeting Concluded

While concluding the first meeting of creditors, Judge Dooley appointed Jonas as dispersing agent under the proposed reorganization plan and set Nov. 25 as the hearing date for arguments on the Pacific Coast Music claim and Dec. 5 as the date for a hearing on confirmation of the plan.

In a related development, the final liquidation sale of Wallichs Music City inventory continued at the Hollywood and Torrance locations, now called Orange Peel Records. The sale, which has been heralded for the past two weeks with full page spreads in the *Los Angeles Times*, includes records, tapes, accessories and stereo equipment supplied by Shelly's Audio, a major audio component retailer presently leasing space in both locations.

(continued from page 12)

million, or 53.6%, from the same period in 1976 when operating income was \$3.61 million.

Revenue in the third quarter for the record and music publishing division was \$21.3 million, down \$2.1 million, or 9% from \$23.4 million in revenue for the third quarter of 1976.

In the nine month period, operating income for the division was \$5.08 million, a decrease of \$8.72 million, or 63.2%, from \$13.8 million operating income reported in the first nine months of 1976.

Revenue for the nine-month period was \$63.4 million, \$11.7 million, or 15.6%, below 1976 revenue of \$75.1 million in the first nine months.

Low Wasserman, chairman of the board of MCA Inc., said the performance of the records and music publishing division continued to be substantially lower than 1976 due to fewer releases by major artists marketed during the first nine months of 1977 and the lower sales levels of albums in release.

Revenue for the corporation as a whole was \$225 million in the third quarter of 1977, an increase of \$23 million, or 11.5%, over 1976 third quarter revenue of \$202 million.

Operating income for the quarter also rose in the third quarter to \$44.6 million, up \$7.5 million, or 20.3%, above last year's third quarter figure of \$37.1 million.

Nine-month figures for revenue were \$608 million this year, an increase of \$34 million, or 5.8%, over last year's nine-month revenue of \$574 million.

Operating income for the same period, however, was down. In 1977, the figure for MCA Inc. was \$97.3 million, a decrease of \$19.1 million, or 16.4%, from last year's \$116 million.

Wasserman added, "We remain confident that results for the year 1977 will be very satisfactory for the company."



**Q AT THE BOTTOM LINE** — Epic/Sweet City recording group Q was greeted backstage by label executives following a recent appearance at the Bottom Line in New York. Pictured kneeling (l-r) in the front row are: Carl Maduri, president of Sweet City Records, and Peter Kanz of WHN radio. Shown in the second row (l-r) are: Steve Dudas and Bob Peckman of Q. In the third row (l-r) are: Bill Taylor and Bill Vogel of Q; Ira Sherman, Epic product manager; Fred Franchi, stage director; Lenny Petzi, Epic vice president of A&R; George Magura of Q; Ray Free, Epic promotion manager, and Al Gurenitz, Epic director of national sales. Shown (l-r) in the top row are: Larry Siefers of Q; Larry Schnur, Epic A&R; Mike Belkin of Q and Bruce Harris, Epic director of A&R.

## Steve Miller Gets Gold

LOS ANGELES — The Steve Miller Band's "Anthology" LP on Capitol Records has been certified gold by the RIAA.

## K mart To 1740 Stores

NEW YORK — K mart currently has 1,740 stores, compared to 1,629 stores at this time last year. Nearly all K mart stores have record departments.

## Massey Named Pres. Of Great Southern Co.

MACON — Guerry Massey, president of Massey & Associates, a Macon-based investment company, has been named president of The Great Southern Company, a merchandising and licensing firm, specializing in the licensing of personalities and products.

## CLASSICAL CLIPS

(continued from page 45)

mined period of time (probably when the \$5.98 price stickers run out), the disc will revert to \$7.98 list.

**Dick Bungay** of London admitted that the success of the Columbia and RCA programs "may have been a factor" in London's promotion. However, he also noted that his company has "done this type of thing before." For instance, he said, the label once offered a Hollywood Bowl recording at a special low price; in addition, the new four-LP set of Brahms symphonies with **Lorin Maazel** conducting the Cleveland Orchestra is being offered for the price of three discs.

The advertising campaign for London's "record of the year" was recently kicked off in New York to coincide with the Chicago Symphony's series of concerts at Carnegie Hall. An institutional ad, tagged to Barnes & Nobles' Sales Annex, appeared in the Carnegie Hall program guide, with all Solti recordings on London promoted for \$4.99 per disc. At the same time, the new LP was advertised on **Dave Rothfeld's** Sunday afternoon show on WQXR, and it was promoted at Sam Goody in a Sunday *New York Times* ad. A national print and radio campaign has also been launched on behalf of the Solti disc.

### EMI RECORDS PHILADELPHIA SOUND

— With a new two-year contract in the can, EMI is already recording the Philadelphia Orchestra under the direction of **Eugene Ormandy**. The first product of the partnership will be a recording of **Hindemith's** "Symphonic Metamorphoses On Themes By Weber." Early next year, EMI will also wax two albums with the Philadelphians led by **Riccardo Muti**. The first LP will feature **Stravinsky's** "Firebird Suite" and **Mussorgsky's** "Pictures At An Exhibition"; the second will combine **Beethoven's** Symphony No. 7 and Leonore Overture No. 3. . . . Meanwhile, Angel

Records, EMI's U.S. subsidiary, has produced a point-of-purchase artist display kit. Bearing artists' names, photos and "musical occupations," the 19 individual units feature such celebrities as **Beverly Sills, Itzhak Perlman, Andre Previn, Barry Tuckwell, Riccardo Muti** and **Christopher Parkening**. Allocation of the kits has been made via Angel's three regional classical managers: **Bob Singer** (west coast-Los Angeles), **Lee Smith** (midwest-Chicago) and **Barry Glassgold** (east coast-New York).

### MORE LABEL NEWS

— A special deluxe edition of **Herbert von Karajan's** third integral recording of the Beethoven symphonies is being distributed by Deutsche Grammophon. List-priced at \$125, the leather-bound edition includes the eight program discs, an extra LP containing an interview with von Karajan, and an enclosure with the conductor's signature on it. This is a limited edition, with 1,000 units appropriated for U.S. record stores. List price for the regular eight-LP set is \$63.84; on six cassettes, the price tag is \$53.88. . . . Phonogram International recently presented violinist **Henryk Szeryng** with a golden disc to mark the sale of 150,000 copies of his world premiere recording of **Paganini's** Violin Concerto No. 3. Szeryng will be touring the U.S. during November and December. . . . Composers Recordings, Inc. has been awarded a grant of \$15,000 by the Jerome Foundation, Inc. of St. Paul, Minnesota. This is CRI's first major general grant for new production since the label became a tax-exempt organization last January. . . . Advent Corporation is releasing a rather unusual cassette recording entitled "Roots Of American Music." Performed by the Boston Camerata under **Joel Cohen's** direction, the tape's contents explore Renaissance influences on traditional music of the New World. . . . **ken terry**

# Joel Friedman Dies At Age 52

(continued from page 7)

And truly a general he was. It is a loss which none of his friends or associates can ever replace. We loved him dearly and will always miss him."

## Smith Comments

Joe Smith, chairman of Elektra/Asylum Records, said, "So much of my professional and personal life for the past 17 years has been linked to Joel Friedman's that I cannot accept the fact of his not being with us."

"I have never met anyone with quite the same combination of qualities that Joel possessed. Dedication, persistence, loyalty, street-smart and warmth are just a few that come to mind. I shall miss him terribly."

## 'Go Back 30 Years'

Jerry Wexler, senior vice president and A&R consultant at Warner Bros., said, "Joel and I go back 30 years. It was a lot of fun with a lot of good feeling. We were trade paper stiffs together in the late forties and the early fifties until I went to Atlantic."

"I am aware that there has been an extraordinary litany of praise for his decency and strength as a great record man. There's nothing I can say to answer that chorus except to endorse it."

Mike Maitland, president of MCA Records, said, "When I left Capitol to take over as president of Warner Bros. in 1960, it was my first relationship with Joel, who was the number two man. The company had a big debt, and Joel and I were really the only senior officers for the first year during that troubled time. We maintained a wonderful relationship and were close friends ever since."

Bob Siner, vice president, advertising/merchandising at MCA Records, said, "Whenever one of your heroes disappears, it takes part of you with it."

"Joel was the one person responsible for my development and career in the record industry."

## Goodman To Record Live At Carnegie Hall

NEW YORK — Benny Goodman's 40th anniversary concert to be held on January 17, 1978 at Carnegie Hall will be recorded live by Phase 4 Stereo. The concert will celebrate two major milestones. Forty years ago on January 16, 1938, Goodman headlined the first jazz concert ever held at Carnegie Hall. The show also represented the first time an integrated group of black and white musicians were allowed to play in concert in New York City outside Harlem.

## Elton LP Hits Platinum

LOS ANGELES — "Elton John's Greatest Hits, Volume II" on MCA Records has been certified platinum by the RIAA.



**CHRYSLIS CELEBRATES NEW NYC OFFICES** — Chrysalis Records recently celebrated the opening of its new offices, located in The Galleria at 115 East 57th Street in NYC, with a reception attended by Chrysalis executives, label artists and the press. At the occasion, Chrysalis Music Inc. received awards from ASCAP commemorating four singles which held Top Ten chart positions. Pictured at the party in the top row (l-r): Chris Wright, president of Chrysalis Ltd. London; Mary Travers, recently signed to Chrysalis; Terry Ellis, president of Chrysalis Inc.; Ellis; Wally Stocker and Tony



Brock of The Babys; Allison Steele, WNEW-FM air personality; Chris Wright; The Babys' John Waite; Sal Licata, senior vice president; guitarist/keyboardist Mike Corby. Shown in the bottom row (l-r) at ASCAP presentation: Ellis; Marv Goodman, general professional manager of Chrysalis Music Inc.; Todd Brabec, writer-relations for ASCAP; Len Boone, writer; Terry Connolly, deputy group manager of Chrysalis Ltd. London; and Chris Wright; and James Destri and Chris Stein of Blondie; Ellis; and Doug Darcy, managing director of Chrysalis Ltd., London.

## ASF Names Winners In Songwriting Contest

NEW YORK — The American Song Festival recently named the winners of its fourth annual songwriting competition for both the amateur and professional divisions.

Song category winners in the Festival's amateur division include, for top 40, "Till You Love Someone" by Tom Benjamin; for easy listening, "What Kind Of Friends We'll Be" by Richard Brenckman; for country, "Is It Wrong" by Shawna Harrington; for folk, "Hitchhikin' Man" by Betsy Bogart; and for gospel/inspirational, "That's The Only Way We Can Serve Him" by Emmitt Jackson, Jr.

Winners in the Festival's professional division include, for top 40: "Lady Love Song" by John Curtis Meyer; for easy listening, "Bound To Know The Blues" by Robert B. Byrne; and for country, "If You Can Beat The Trashman," by Bernie Wayne.

Grand prize winners for each division will be announced at the Festival's awards dinner, scheduled to be held in January, 1978.

Information concerning the 1978 competition may be obtained from American Song Festival, 5900 Wilshire Blvd., Los Angeles, California 90036. The telephone number is 213-937-7370.

## Great Northwest Moves

SEATTLE — The Great Northwest Music Company and its publishing affiliate, Bainbridge Music Company, have moved to new offices, located on 725 South Fidalgo Street, Seattle, Washington 98108. The new telephone number is 206-763-1015.

## Sweden Closes Deal For Wishbone Prod.

NEW YORK — A sub-publishing deal has been concluded between Wishbone Productions of Muscle Shoals and Sweden Music for the Songtailors Music (BMI) and I've Got The Music (ASCAP) catalogs. The deal grants Sweden Music the catalogs for a period of three years and covers, in addition to the Scandinavian territories, the U.K., where Sweden Music also operates Bocu Music.

## Franchise To Expand

TORONTO — Sherman's Mister Sound, one of the country's leading record and tape retail franchise chains, has announced the opening of its 32nd full-line retail outlet, in the Markham Place Mall in the north end of Toronto.

Although the franchise is affiliated with Capitol Records-EMI of Canada Ltd., they operate independently under Brian Josling, vice president general manager retail for Capitol-EMI.

## Singles Bullets

(continued from page 32)

- #52 **ELVIS PRESLEY** — Added this week at WQXI, WMAK, WLAC, KXOK, WAYS, WAPE. Jumps this week include WOW 21-16, WISM ex-28, KPAM 29-24, WSGN ex-31, KAKC 38-31, WLEE ex-30, 96X 30-21. Sales at Bee Gee/Albany, Aravox/N.Y., Richman Bros./Phila., Waxie Maxie/D.C., Galgano/Chicago.
- #54 **RANDY NEWMAN** — This week's #5 most added record. Added at WKBW, WPEZ, WBBQ, WLAC, KXOK, Q94, KNDE, WNOE, WZZD. Jumps this week include KILT ex-32, KSLQ 33-27, 10Q ex-28, KCPX ex-29, WHYY 19-10. Breakout sales at City One Stop/L.A., Richman Bros./Phila.
- #59 **ANDY GIBB** — Added this week at KILT, 13Q, KNDE, KPAM, KERN. Jumps this week include WHYY ex-29.
- #60 **DIANA ROSS** — Jumps this week include KHJ ex-30, WFIL ex-20, 10Q ex-30, WCAO 26-19. Good sales at All/Oakland, Associated/Phoenix, City One Stop/L.A., Norman Cooper/Phila., Schwartz Bros./D.C., J.L. Marsh/Minn., Cactus/Houston.
- #62 **EARTH, WIND & FIRE** — Added this week at KSLQ, Z93. Jumps this week include CKLW ex-20, WDRQ 20-16. Good sales at All Records/Oakland, Tower/S.F., Assoc./Phoenix, Win One Stop/N.Y., Waxie Maxie/D.C., Galgano/Chicago, Father's & Sun's/Indiana, Cactus/Houston, Southern/Miami, Warehouse Rec. and Tape/New Orleans.
- #63 **SHAUN CASSIDY** — Added this week at WLAC, WPRO-FM. Jumps this week include KFRC ex-26, KHJ 25-18, WHBQ ex-28, KNDE ex-30, Y100 30-23. Good Sales at Banana/S.F., Alta/Phoenix, City One Stop, Licorice Pizza, Tower/L.A., Bee Gee/Albany, Schwartz Bros., Waxie Maxie/D.C., Cavages/Buffalo, Galgano/Chicago.
- #64 **SAMANTHA SANG** — Added this week at WBBQ, WMAK, WAPE, WNOE. Jumps this week include WPEZ ex-35, WHBQ ex-30, WSGN ex-25.
- #66 **BILLY JOEL** — Added this week at WAYS, KJR, WSGN, KAKC. Jumps this week include WHYY 24-17, Z93 ex-23, 96X ex-22. Sales at Richman Bros./Phila.
- #67 **OLIVIA NEWTON-JOHN** — Added this week at WPGC, Z93, KSTP, BJ105, KIMN, KCBQ. Breakout sales at Tower/Sac., Galgano/Chicago, and Stark/Cleve.
- #72 **ELO** — This week's highest debut. Added this week at KHJ, KILT, WQXI, KSLQ, WLAC, WAYS, KCPX, KJR, KIMN, KBEQ, KAKC, WZZD.
- #75 **CHEECH & CHONG** — Added this week at WQAM, KEEL, KERN. Jumps this week include KNDE 10-5. Breakout sales at Licorice Pizza, Warehouse/L.A.
- #76 **SANTA ESMERALDA** — Added this week at WOW, WBBQ, KAKC. Jumps this week include KILT 40-22, KRBE ex-26. Sales at Warehouse/L.A., Schwartz Bros./D.C., Stark/Cleve.
- #80 **ODYSSEY** — Added this week at WPGC, WVBF, KXOK. Jumps this week include WRKO 25-18. Good sales at Tower/S.F., King Karol/N.Y., Norm Cooper, Richman Bros./Phila., Waxie Maxie, Schwartz Bros./D.C. and Cactus/Houston.
- #81 **BROOKLYN DREAMS** — Added this week at KSTP, WCAO, KEEL.
- #82 **WINGS** — This week's #3 most added record. Added this week at KILT, KHJ, WING, 10Q, 99X, WSRQ, KSTP, WCAO, WPRO-FM, KRBE.
- #84 **MILLIE JACKSON** — #1 at WJLB. Added this week at CKLW, KSLQ. Jumps this week include KEEL 23-19, WDRQ 34-27.
- #85 **STEVIE WONDER** — Added this week at 96X, WQAM, KSTP. Jumps this week include KFRC 28-24. Sales at Banana/S.F., Southern/Miami.
- #88 **CHIC** — Added this week at 99X. #1 at WBLS. Jumps include WWRL 34-6. Sales at Record Shack/N.Y.
- #89 **BILL WITHERS** — Added this week at CKLW, WDRQ, WZZD. Sales at All Records/Oakland, Norm Cooper, Richman Bros./Phila., Cactus/Houston.
- #90 **DONNY & MARIE** — Added this week at KCBQ, WMAK, KERN. Last week at 10Q, KHJ. Breakout sales at City One Stop/L.A.



**HILL GETS PLATINUM** — 20th Century-Fox artist Dan Hill accepts a platinum for his newest LP, "Longer Fuse," from Ross Reynolds, president of GRT of Canada, after a two-day engagement at Toronto's Massey Hall. Shown (l-r) are: Jeff Burns, national promotions and A&R manager for GRT; Reynolds; Matthew McCauley, co-producer of Hill's album; Hill; Bernie Fiedler, Hill's manager; Perry Goldberg, Ontario promotions manager for GRT.

# CASH BOX COIN MACHINE

## 1977 AMOA Expo Establishes All-Time Attendance Record

by Camille Compasio

CHICAGO — The recently concluded 1977 AMOA exposition marked the "end of an era" and the beginning of a "period of transition," according to the national association's executive vice president Fred Granger. This year's convention exceeded all expectations and will go on record as the largest, most spectacular in the association's history.

"It was evident, throughout the three day run of the convention, that we can no longer consider it a small, personal show," Granger said. He indicated further that a full program of reorganization was being initiated, entailing the realignment of the entire registration set-up, expansion of the AMOA staff and other moves commensurate with the tremendous growth of the convention, as well as the association itself. AMOA is presently interviewing prospects for the newly created post of special assistant to Granger, to help with the added

responsibilities accompanying such an outstanding growth pattern.

### 4-Day Show

Also under consideration, according to Granger, is the possibility of expanding the convention to four days. One of the most commonly registered complaints, he said, is the 3 p.m. shut-off of exhibits on Friday, to permit people to attend the annual seminar. As part of the reorganization program, the early closing will be eliminated at future conventions and other arrangements will be made, so that exhibits may remain open on Friday for a longer period of time.

Total attendance at the show was 5,487, which shattered all previous records. There were 110 exhibitors, displaying product in 290 booths, occupying three halls in the Conrad Hilton's exhibit area. Foreign participation, on the basis of visitors and exhibitors, reached an all-time high this year: 573 individuals, representing 32 foreign

(continued on page 61)



**REGISTRATION JAM** — The recently completed a 1977 AMOA Exposition set an all-time attendance record as participants from throughout the United States and several foreign countries gathered in Chicago October 28-30. Despite efforts by the association to encourage pre-registration on the day preceding the opening of the show, crowds such as the one pictured above were continuously evident at the registration desk set up in the headquarters Conrad Hilton Hotel.

## Dr. Malone Conducts AMOA Seminar

CHICAGO — Over 700 people attended the annual AMOA Seminar, conducted by dynamic Dr. John Malone, University of Notre Dame faculty member who has developed considerable industry savvy via his frequent seminar performances. His presentation focused on salesmanship and new business development.

"Establish a whole new selling approach and analyze the opportunities for new locations," Malone urged operators. "Anticipate objections and be ready for them; above all don't take no for an answer."

### Unlimited Possibilities

He pointed out the unlimited number of new location possibilities such as hospitals, fire houses, retirement homes, office buildings, car washes, trailer parks, coin

laundries, even auto dealer service departments, which operators should investigate to increase their business.

To back up his presentation, Dr. Malone distributed a well defined outline, in booklet form, as he's done at previous seminars, for further clarification. In referring to the "prospecting" aspect of developing new business, he cited such leads as the yellow pages, city and suburban newspapers, utility offices (to determine neighborhood turnover), architects, business license bureaus and contractors.

It was obvious by the reaction of the audience that many had not previously considered such contacts. Indeed, the seminar was among the best ever presented at the convention.

## Don Van Brackel Is Elected As New President Of AMOA

CHICAGO — Don Van Brackel, of A. Van Brackel & Sons in Defiance, Ohio is the new president of AMOA. Other elected officers, as announced during the association's annual Membership Brunch on Saturday, October 29, are: Wayne Hesch (Rolling Meadows, Ill.), first vice president; Robert E. Nims (New Orleans, La.), secretary and James I. Mullins (Miami, Fla.), treasurer. The three vice presidents are: Wesley S. Lawson (Winter Haven, Fla.), Dock Ringo (Mineral Wells, Tex.) and A. L. Witt (Greenville, So. Carolina). Members of the AMOA board of directors are: Maynard Hopkins, James J. Stevens, Jim Thorpe, Clayton Norberg, John Estridge, Tom Greco, Jr., George Mouton, Clyde Love, Richard Peery, John Knox and Ross J. Todaro, who is serving the unexpired term of J. L. Ray.

Several merit and tributary awards are annually presented at this particular AMOA function. Recipients of this year's Vice Presidents' Plaques were: Leonard E. Leonard, James I. Mullins and A. L. Witt. Directors' Certificates, acknowledging the contributions of outgoing board members, were awarded to the following: Donald A. Anderson, Walter Bohrer, Jr., Dorothy Christensen, Jerry Derrick, Dexter C. Joyner, Wesley S. Lawson, Dock Ringo, Claude N. Smith and P. J. Storino.

### Merit Award

John R. Trucano, a prominent figure in the coin machine industry and a past president of AMOA, received a special merit

award in recognition of his extensive efforts in initiating the Notre Dame Seminar, which has become one of AMOA's most valuable membership services. In addition, outgoing president Garland Garrett also presented Trucano with a commemorative award for his five years' service on the Past Presidents' Council and his distinguished 15 year tenure on the board of directors.

The meeting was presided over by outgoing president Garland Garrett, whose opening remarks centered on the tremendous growth of the association and the "international scope" of the annual exposition. In being presented the commemorative presidential gavel, he was praised for his personal efforts in launching the highly suc-

(continued on page 64)



**NEW OFFICERS** — AMOA elected new officers for the coming year during its recent annual convention. Pictured in the top photo is: John Trucano (l), who received two special awards from outgoing president Garland B. Garrett, Sr. for the distinguished service and many contributions to the association. In the bottom photo are the newly elected AMOA officers, including seated (l-r): Robert E. Nims, secretary; Don Van Brackel, president; Garrett, immediate past president; Wayne Hesch, first vice president; James I. Mullins, treasurer; and standing (l-r): vice presidents Dock Ringo, A. L. Witt and Wesley S. Lawson.

## The JukeBox Programmer

### Top New Pop Singles

- 1 MY WAY ELVIS PRESLEY (RCA PB-11165)
- 2 KICK IT OUT HEART (Portrait G-70010)
- 3 HEY DEANIE SHAUN CASSIDY (Warner Brothers 8488)
- 4 RUN AROUND SUE LEIF GARRETT (Atlantic 3440)
- 5 SHORT PEOPLE RANDY NEWMAN (Warner Brothers 8492)
- 6 BLOAT ON CHEECH & CHONG (Epic 8-50471)
- 7 LOVE IS (THICKER THAN WATER) ANDY GIBB (RSO RS 883)
- 8 JUST THE WAY YOU ARE BILLY JOEL (Columbia 3-10646)
- 9 SADE EYES BROOKLYN DREAMS (Millennium 606)
- 10 SURRENDER GEILS (Atlantic 3438)

### Top New Country Singles

- 1 TAKE THIS JOB & SHOVE IT JOHNNY PAYCHECK (Epic 8-50469)
- 2 THINK ABOUT ME FREDDY FENDER (ABC/Dot 17730)
- 3 SAVIN' THIS LOVE SONG FOR YOU JOHNNY RODRIGUEZ (Mercury 55012)
- 4 LONELY STREET REX ALLEN, JR. (Warner Bros. 58482)
- 5 I'LL PROMISE YOU TOMORROW JERRY WALLACE (BMA 7-005)
- 6 THE SEARCH FREDDIE HART & THE HEARTBEATS (Capitol P-4498)
- 7 WHERE LONELY PEOPLE GO EDDY ARNOLD (RCA PB-11133)
- 8 THE DEVIL AIN'T A LONELY WOMAN'S FRIEND RED STEAGALL (ABC/Dot 17726)
- 9 STANDARD LIE NUMBER ONE STELLA PARTON (Elektra E-45437-A)
- 10 YOU'LL NEVER LEAVE ME COMPLETELY JOHNNY BUSH (Gusto-Starday SD-165)

### Top New R&B Singles

- 1 GALAXY WAR (MCA 40820)
- 2 OUR LOVE NATALIE COLE (Capitol 4059)
- 3 ONLY THE STRONG SURVIVE BILLY PAUL (Phila. Intl. 3635)
- 4 PUT YOUR MONEY WHERE YOUR MOUTH IS ROSE ROYCE (MCA 40814)
- 5 JUST KEEP ON LOVIN' ME JOHNNIE TAYLOR (Stax 3201)
- 6 SORRY DOESN'T ALWAYS MAKE IT RIGHT GLADYS KNIGHT & THE PIPS (Buddah 584)
- 7 MORE THAN A WOMAN TAVARES (Capitol 4500)
- 8 SHOUTING OUT LOVE EMOTIONS (Stax/Fantasy STX-3200)
- 9 WON'T YOU BE MINE MICHAEL HENDERSON (Buddah 586)
- 10 BOB GUN (ENDANGERED SPECIES) PARLIAMENT (Casablanca NB900)

### Top New MOR Singles

- 1 I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN (MCA 40811)
- 2 DON'T LET THE FLAME BURN OUT JACKIE DeSHANNON (Amherst AM725)
- 3 THE NEXT HUNDRED YEARS AL MARTINO (Capitol 4508)
- 4 THERE'S NOTHING I HAVEN'T SUNG ABOUT BING CROSBY (London 20095)
- 5 CRYING IN MY SLEEP ART GARFUNKEL (Columbia 3-10608)

# 1977 AMOA Expo Establishes All-Time Attendance Record

(continued from page 60)

countries, were present at the convention. The most widely represented countries were Canada (152), England (145), Germany (87), Italy (29) and Sweden (26), but people came from as far away as India and Thailand. AMOA sponsored a special international booth, with an interpreter on hand, to assist the foreign delegation.

## Exhibits

Never before in AMOA history have so many exhibitors put so much effort into the design and appearance of their booths, and the promotion of their product. Gone are the days of the simple little table with the green felt covering. At this year's show there were balloons gracing some exhibits, specially designed glass enclosures at others, mirrors, an outstanding assortment of decorative paraphernalia and a galaxy of color, befitting the environment of fun and amusement.

To single out a specific game as "star of the show" would be difficult, since there were numerous outstanding pieces shown and, with more than 5,000 people populating the exhibit area, uncrowded booths were in the minority. However, to borrow a phrase from Bally's marketing director Ross Scheer, "This is The Age of The Pinball" and, indeed, these machines dominated the floor. There were pinballs everywhere, and the accent was on solid-state. Each of the major U.S. manufacturers displayed new models, many premiering solid-state specifically for the AMOA audience; and there were a few foreign made machines. Some manufacturers dramatized the solid-state technology concept by displaying machines, devoid of their backglasses, to reveal the comparatively uncomplex system and demonstrate the speed and ease of servicing the equipment.

## Promotion

Exhibitors accommodated convention visitors with all sorts of promotional giveaways, from T-shirts, to apples, to equipment. John Frantz, president of J.F. Frantz Mfg. Co. (Chicago), raffled off two counter games, as part of his promotion of the antique "Big Top" pinball game spotlighted in his booth. Winners were Palma Cappi of Chicago and Mike Flanagan of Lansdale, Pa.

The Bally exhibit, redecorated this year and ever crowded, was enhanced by the presence of hockey great Bobby Orr, appearing for the new Bally "Power Play" hockey pin and spending time on Friday signing autographs. In addition, there was "Big Foot," the gigantic pinball machine premiered on network TV, and this reporter never did get a chance to play it in all three days — the lines were too long.

The Atari magic show drew throngs of visitors and the huge Atari display, outstanding for such models as "Airborne Avenger," "Canyon Bomber," and many, many more.

D. Gottlieb & Co., exhibiting for the first time this year, patterned its booth decor to reflect the company's 50th anniversary and also focus on the introduction of its first solid-state pin "Cleopatra." Both themes dominated the company's promotion and an especially outstanding feature was "the world's first flipper pinball" produced by Gottlieb in 1947.

A very unique, and constantly guarded, piece of equipment was the specially designed Tournament Soccer table, adorned with \$10,000 in quarters.

## Phonographs

The sound of music was ever present, as it is at each year's convention, courtesy of the various jukebox manufacturers. Each factory has an allotted time period for individual programming and all of the music exhibits are eye-appealing, as well. Rock-Ola, Rowe and Seeburg displayed their

newly premiered models and, in addition, the current lines of German-based Lowen Automaten and Deutsche Wurlitzer were also very attractively displayed.

It would take pages of text to fully explore each and every booth at the show (290 is quite a lot) so, suffice it to say, be it music, games, soccer, pool, shuffleboard, or the many related products shown this year, the exhibits are the substance of the convention

# Rock-Ola Introduces New 'Sybaris' And 'Princess' Phonograph Lines

CHICAGO — The new 160-selection "Sybaris" and 100-selection "Princess" phonographs are currently being introduced by Rock-Ola Manufacturing here.

Rock-Ola's new "Sybaris," named after the ancient pleasure-loving Sybarites, is an exciting combination of new features, according to executive vice president Edward G. Doris.

"Sybaris greets everyone with an ever-changing spectacle of lights and colors," Doris explained. "Forty twinkling diode

lights pulsate in a moving pattern constantly adding new tints and tones to the multi-colored 3-dimensional displays. The rainbow of lights splash onto the chrome and polished metal trim adding to the eye-catching appeal of the Sybaris. The energy-saving light emitting diodes use less energy than a pocket penlight, and under normal conditions will last the life of the phonograph."

New playing ease and excitement has

(continued on page 64)

# Amazing Memory & Recall

MAKES

# Bally EIGHT 8 BALL

greatest pinball pool table in history

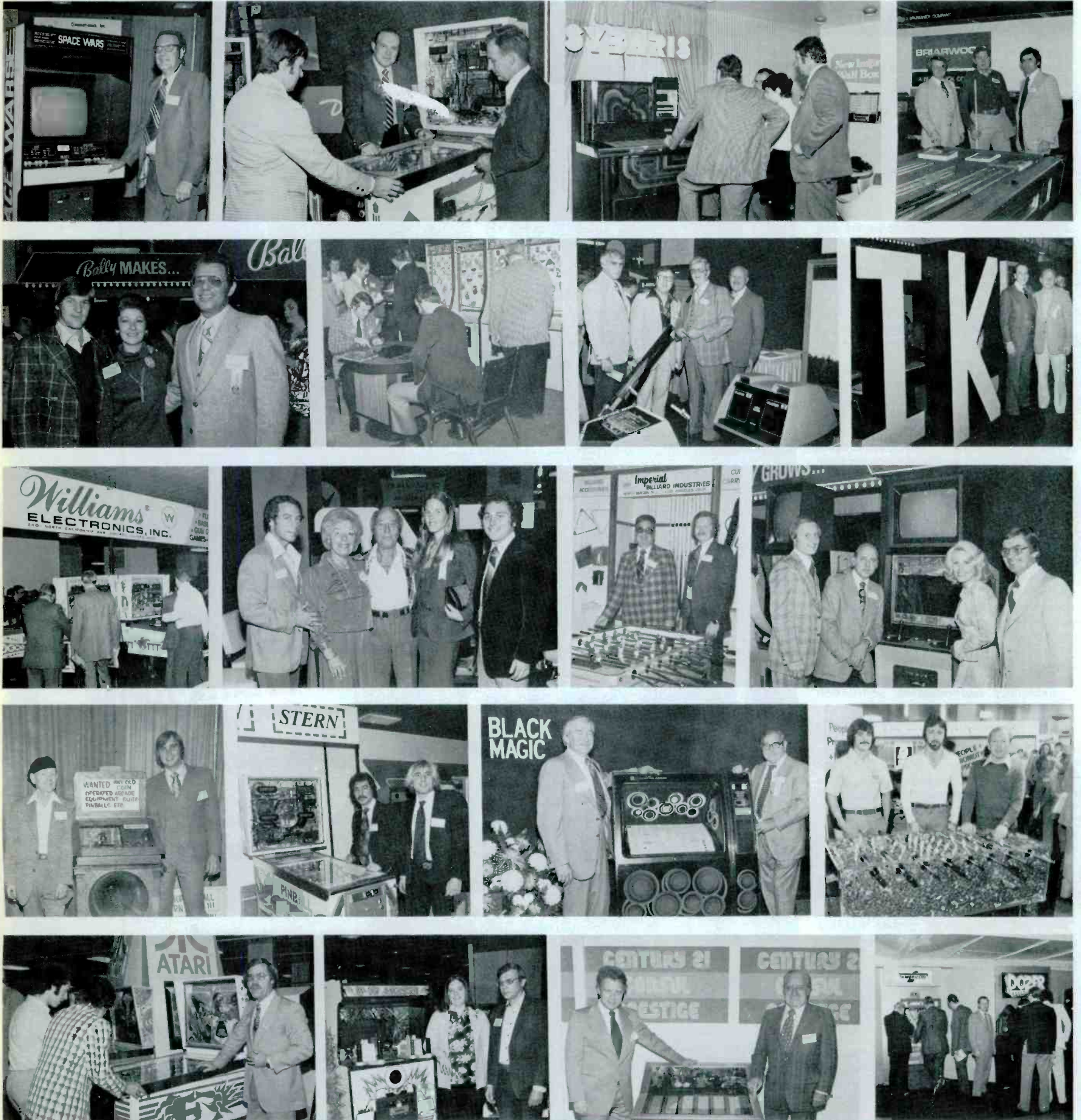
**ELECTRONIC**  
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See Distributor or write **Bally** 2640 Belmont Avenue, Chicago, Illinois

# AMOA Exhibitor Highlights



**AMUSEMENT EXHIBITS** — This year's AMOA convention drew 110 exhibitors who filled 290 booths in the Conrad Hilton Hotel's three exhibit halls. And for the first time, several foreign firms joined the major American manufacturers in taking out booths to display their products. Pictured in the top row of photos are (l-r): Bob Sherwood, Cinematronic's director of marketing, who boasted one of the real stars of the show in his firm's "Space Wars" video game; a smiling Marshall C. Caras, marketing vice president of D. Gottlieb & Co., whose exhibit spotlighted the company's 50th anniversary and first solid-state pinball game; the Rock-Ola Manufacturing booth, which showcased its new "Sybaris" phonograph; and Brunswick's Larry Smith, Joe Vita of Norfolk, Va. and Brunswick's Lyle Elliott, set to play a game of pool at the Brunswick exhibit booth. In the second row of photos are (l-r): hockey great Bobby Orr, Camille Compasio of **Cash Box** and Ross Scheer, Bally's marketing director; the ever crowded Exidy booth, which housed another showstopper called "Circus"; Empire's Ben Rochetti, along with John Lee, Bob Rosen and Murray Panitz, admires Namco's new "Shoot Away"; and Howard Kaye and Betson's Jerry Gordon pictured at the Irving Kaye Co. booth. In the third row of photos are (l-r): the

Williams booth, which spotlighted solid-state pinball games "Hot Tip" and "Lucky Seven"; Ira, Leah, Al, Andrea and Sandy Bettelman, of C.A. Robinson Distributors in Los Angeles; Imperial Billiards' Jerry Kushner and Bill Keopke, pictured with the firm's new soccer table; and Midway's Tom Siemieniec, Larry Berke and Stan Jarocki shown with hostess, Donna Wood. In the fourth row of photos are (l-r): Johnny Frantz, J.F. Frantz Mfg. Co. president, and sales rep Mike Donely; Steve Kaufman, Stern Electronics Inc. marketing director, and company president Gary Stern pose with the firm's first solid-state pingame; Rowe executive Paul Huebsch and Ed Ginsburg, president of Atlas Music Co., shown with Rowe's new "Black Magic" phonograph; and Mark Strand and Tournament Soccer execs Cal Rogers and Lee Peppard with a specially designed table adorned with \$10,000 in quarters. In the bottom row of photos are (l-r): Atari's Don Osborne with the firm's new "Airborne Avenger" pinball game; Ramtek staffers Larry and Marcia Isreal shown with the popular "M-79 Ambush"; Lowen Automaten exec Peer von Oertzen and American rep Bert Davidson pose with the compact "Hit 120" jukebox; and Americoin's booth, featuring "Junkyard and Dozer."



**ADDITIONAL EXHIBITORS** — Never in the history of AMOA have exhibitors put so much time and effort into their displays, as is evidenced in the above photos. Pictured in the top row are (l-r): Seeburg's Frank Nolan, who is set to demonstrate the features of the new 160 phonograph for Sefco distrib's Mark McClesky and Dick Vaughan; Project Support Engineering's "Game Tree," which was one of the featured games at the firm's booth; GRT Records president Dick Heard with the label's Jay Albrent and Dick Kampa; and Wurlitzer's C. B. Ross, Pat Bilotta of Bilotta Dist., Klaus Telgheder of Wurlitzer, American distrib Lew Jones and Bill Herleman. In the second row of photos are (l-r): Universe Affiliated Int'l staffer Lenny Dean and company president Barry Feinblatt; Gremlin's Malcolm Baines dis-

plays his firm's new "Safari" upright game with Michele Anderson, Ray Galante and Steve Lieberman; American Shuffleboard's booth featuring one of the factory's new pool tables; and Shane Brakes, Ron McGill and Bob Haim of R.H. Belam. In the bottom row of photos are (l-r): Bally's giant "Big Foot" pinball machine, which daily attracted a huge throng to the booth; Lowen Automaten exec Ullrich Schulze with Advance Distrib's Pete Entringer and Dana Milonski and the NSM "Century 21"; the Dynamo booth, manned by John Lewis (c); and the Rock-Ola booth, where executive vice president Ed Doris (third from left), Alfred W. Adickes (second from left) of Hamburg Germany, and colleagues. Many foreign visitors attended this year's AMOA show.

## Bally Mfg. Announces A Substantial Increase In Its Current Bank Lines

CHICAGO — Bally Manufacturing Corporation announced an increase of more than \$10 million in its bank lines and more favorable terms in revising its loan agreement with a five-bank consortium.

Under the new agreement, a revolving credit in the amount of \$25 million, which replaces \$12,750,000 presently outstanding under an existing term loan, will

run for a two-year period. This may be converted, at Bally's option, into a five-year term loan through November, 1984.

Borrowing costs during the initial two year period are at ¼ of 1% above the prime rate and at ½ of 1% above the prime rate thereafter. Bally may also borrow up to an additional \$10 million on a short-term basis at the prime rate.

Irving Rom, executive vice president-finance, said the revised agreement reflects "the strong financial position and excellent operating results of the company."

## Culbro Releases Earnings Report

NEW YORK — Culbro Corporation a diversified consumer products company, has reported record net income for the third quarter and first nine months of 1977.

Third quarter net income in 1977 was a record \$2,178,000 representing a 23% increase over \$1,766,000 reported for the comparable period on 1976. Earnings per share increased 18% to 71¢ per share on 3,068,000 shares outstanding from 60¢ per share on 2,956,000 shares outstanding during the third quarter of 1976.

For the first nine months of 1977, net income was up 44% to a record \$7,351,000 from \$5,104,000 in 1976. Earnings per share for the nine months was \$2.41 on 3,054,000 average shares outstanding compared to \$1.96 on 2,607,000 average shares outstanding in 1976.

Sales and other revenues for the third quarter and nine months amounted to \$102,177,000 and \$309,853,000 respectively, slightly down from \$104,930,000 and \$311,501,000 reported for the corresponding periods of 1976.

Culbro's principal businesses are snack foods, proprietary medicine, cigars and tobacco products, plastics, wholesale distribution and mortgage banking.



**A GEM OF A SHUFFLE** — The latest United 6-player shuffle alley called "Nugget" is currently in delivery at Williams Electronics, Inc. Game choices are Strike 90, 6th Frame, Regulation, 30/20 and Flash. In the 30/20 selection, players can score 30 for a strike and 20 for a spare (including the 10th frame feature). The game is encased in a very attractively designed cabinet, with backglass illustrations depicting the gold rush era. Williams' recommended pricing is 25¢ per play and the models may be ordered through factory distributors.

**UNITED'S**

# NUGGET

**6 PLAYER SHUFFLE ALLEY**  
YOUR CHOICE OF  
**5 EXCELLENT GAMES TO PLAY.**  
STRIKE 90—6TH FRAME—REGULATION—  
30/20—FLASH

**Strike it Rich with UNITED'S "NUGGET" Six Player Shuffle Alley on 25¢ Play.**

**Williams ELECTRONICS, INC.**  
3401 North California Ave., Chicago, Ill. 60618  
CABLE ADDRESS: WILCOIN, CHICAGO  
Available For Immediate Delivery Through Your Williams Distributor

**Order NUGGET shuffle alley from your Williams' Distributor Today.**

## CHICAGO CHATTER

The AMOA audio-visual slide presentation, which was featured during the opening segment of the annual industry seminar on Friday afternoon (28), is an excellent piece of work, and due credit should go to president-elect **Don Van Brackel** for getting it all together. The film is concise yet very explicit in defining the entire makeup of the coin machine industry and detailing the exact function of each faction — from manufacturer, to distributor, to operator, to location, et al. It contains valuable statistical information pertaining to the variety of locations housing amusement equipment; the approximate number of operators in the U.S.; the estimated volume of single records purchased by operators and a wealth of other important data. The program will be made available through AMOA.

**SPOKE WITH AMOA's Fred Granger** just after the close of Expo '77 and learned that over 70 new members signed up at the show — more than would normally be recorded for a full year period. Total membership, at present, is around 1200. "We are at a point now where we really don't have to promote membership to any great extent," he said. "People want to join, as evidenced by the tremendous interest observed at the convention." The show itself, as illustrated elsewhere in this issue, was a blockbuster in every respect — and, as Granger pointed out, such significant growth is often accompanied by a few problems here and there; as in the case of the over-crowded conditions in the registration area at the Conrad Hilton. Quite a few people complained about having to wait in line to register so one of the first projects in the proposed reorganization schedule will be a revised registration format, which will hopefully eliminate this problem next year.

**TRUST THAT BY THE TIME** this column makes print Brunswick's **Steve Heckmyer** will be back in shining and fully recovered from his bout with pneumonia. Missed ya at the show, Steve.

**ATTENTION PHONO OPS:** **Nick Acerenza** of Progress Record Dist. says the new **Frankie Avalon** single "Roses Grow Behind The Wall" (Delite) is a jukebox natural. And wasn't Avalon a delight at the AMOA banquet where he performed magnificently on stage and unhesitatingly gave of himself for countless photos, autographs, etc.

**CASH BOX WAS INVITED** to the opening of "Slicer's" delicatessen, a unique eating (and drinking) establishment located at 116 E. Walton, along Chicago's gold coast, and definitely qualifying as a "where to go" spot by valuable antiques and artifacts, and the food is classic delicatessen, elegantly served. Restaurant is the newest of seven located in the midwest, Atlanta and St. Petersburg.

## EASTERN FLASHES

Consensus of opinion among area coin people who attended the AMOA convention in Chicago is that this year's show was not only the biggest but the best in the association's history. Increased attendance brought heavier traffic to the exhibit area and regulars from here were naturally pleased about that — and the opportunity Expo provides for one to one contact with coin people from all over the world. The show's international significance was evident in the large number of foreign observers on the exhibit floor, which means we'll all have to brush up on our German, Italian, Japanese, Spanish, etc., before next year's convention. . . . Universe Affiliated Int'l., exclusive importer and distributor for the Playmatic line in the U.S. and Canada, was recently appointed exclusive representative for Playmatic in Japan.

## 1978 State Association Calendar

Jan. 20-21: Oregon Amusement & Music Operators Assn., annual conv., Embarcadero, Newport.

Feb. 3-5: South Carolina Coin Operators Assn., annual mtg., Carolina Inn, Columbia.

April 21-23: Wisconsin Music Merchants Assn., spring conv., Abbey Resort, Fontana.

May 19-21: New York Music & Amusement Assn., annual conv., Stevensville Country Club, Swan Lake.

June 2-3: Ohio Music & Amusement Association, annual conv., The Columbus Hilton Inn, Columbus.

July 21-22: Montana Coin Machine Operators Assn., annual conv., Fairmont Hot Springs Resort, near Butte.

## Don Van Brackel Is Elected As New President Of AMOA

(continued from page 60)

successful AMOA sponsored service school program.

The treasurer's report, delivered by Robert E. Nims, pronounced the association in sound financial condition.

### Copyright Bill

AMOA's legal counsel Nick Allen spoke at length on the recently passed Copyright Bill (\$8 royalty and periodic review of rates), which goes into effect in January of 1978. He and the AMOA Government Relations Committee have been working on a set of proposals for the implementation of the copyright legislation.

Allen noted that President Carter is currently considering some appointments to the Copyright Tribunal, which is to govern the review of the rates, but confirmation has not, as yet, been announced from Washington. He expressed optimism that the recommendations proposed by the opposing performing rights societies would be rejected. Allen said the association has gained a strong supporter in the Senate since the election of Senator Ed Zorinsky of Omaha, a very knowledgeable former member of the coin machine industry who actively served with AMOA in various

capacities.

Fred Granger, executive vice president of AMOA, received a well deserved standing ovation at the meeting. His annual briefing, delivered with humor, precision and speed, generated the usual enthusiasm from the assemblage. The current status of the association and the overwhelming success of Expo '77 is the culmination of a steady period of growth which was nurtured during Granger's years of service with AMOA and duly acknowledged at this year's convention.

The dates of the 1978 exposition are November 10-12, at the Conrad Hilton Hotel in Chicago. "We have grown very considerably," as Granger pointed out, "but we're not quite large enough, yet, to fill McCormick Place." Addressing himself to the various complaints expressed during the convention about some of the Hilton facilities, Granger noted that each criticism, no matter how minor, would be taken into account and corrected whenever possible to avoid recurrence next year. The hotel, he said, recently launched an extensive remodeling program which should result in improved accommodations in all levels of its operation.

## CALIFORNIA CLIPPINGS

A nationwide survey by *Discount Store News* has found that "discounters are split on the question of whether to install coin-operated video games and pinball machines" in their stores. The report notes that interest in coin-op games seems to be strongest in central states, with spokesmen for such chains as Grand Central, Ayr-Way and Pamida emphasizing the "revenue-producing" factor as an advantage of installing games. Pamida, according to DSN, is currently testing pinball machines in eight stores, with mid-1978 as a target date for chainwide installation. On the other side, some chains, including industry leader K mart, are shying away from games viewing their inclusion as an "unprofitable use of space."

**WITH THE AMOA EXHIBITION** now history, Exidy's vice president of marketing **Paul Jacobs** reports that the firm is gearing up for the annual IAAPA show in New Orleans November 19-21. He said Exidy will be showing "Circus," which received a lot of attention at the AMOA show, and four versions of a new electromechanical skill game — namely "Safari," "Treasure Hunt," "Aces Hi" and "Bottoms UP." The exhibit will be set up in the Empire Dist. booth, Paul noted, adding that Exidy will also be showing "Circus" and "Death Chase" at C.A. Robinson's fourth annual west coast game show the preceding week.

**ANOTHER MANUFACTURER** who will be represented at C.A. Robinson's Pico Blvd. showroom is Meadows Games, whose marketing director, Lila Zinter, said two new video games — "Inferno" and "3-D Bowling" — will be on display. Lila added that she expects both games to ship about the first week in December, and that they will also be shown at Dallas-based State Music's post-AMOA show, slated for the first weekend next month.

## Rock-Ola Introduces New 'Sybaris' And 'Princess' Phonograph Lines

(continued on page 61)

been incorporated into the Sybaris. Everything involved in playing the phonograph is conveniently located in the upper right hand corner. The new player will accept any combination of nickels, dimes, quarters and halves. Seven-segment light emitting diode numbers immediately indicate the selection now being played.

Measuring only 40½" in width, Sybaris features four stereophonic speakers powered by a two channel amplifier with a peak music power of 200 watts.

### Improvements

Operating improvements start with the dome lid. It opens and locks with finger-tip ease thanks to a gas operated spring. All electronic components are up top and are 100% solid-state. They tilt out for maximum servicing ease.

The new electronic credit unit utilizes an integrated circuit that enables operators to change prices with the flip of two switches. The capacity of the integrated circuit gives

has been reached with the new Princess," Doris continued. "Rock-Ola designers combined elegant floral and geometric patterns to fashion the predominant display areas of the new phonograph. These attractive patterns and colors are simbossed and bonded to the metal display trim areas."

The furniture-styled cabinet is crafted with a simulated Dark Rosewood finish. A soft warm flow of lights illuminates the selection and display areas. Metallic black and gold grille cloth and extruded aluminum trim adds the final touch of elegance to these new phonographs, according to Doris. The net result is a phonograph of distinguished appearance that is at home in the most elite surroundings, yet has ample eye-appeal to attract profitable play.

"The new Princess," Doris added, "is not only economical in space requirements. Measuring only 34½" in width, the Princess fits in just about anywhere. Though small in size and sophisticated in appearance, the



'Princess'

operators an extremely wide range of price combinations.

A new Rock-Ola feature introduced on the Sybaris is the mechanical power override switch. This switch returns power to the record player mechanism when the dome is closed, even if the mechanic inadvertently leaves the player control switch in the "Off" position.

### 'Attractive Sophistication'

As with other Rock-Ola phonographs, adding accessories including Quadphonic sound requires a minimum of time. An access door in the rear plus plug-in connections eliminates the time-consuming part of adding accessories.

"A new level of attractive sophistication



'Sybaris'

Princess has the necessary visual qualities to command attention and action."

### Standard Equipment

Standard equipment on the Princess includes four stereo type speakers and a 20 watt monaural amplifier. The unit can easily be converted to full stereo sound through the addition of a second 50 watt amplifier.

An Alpha-Numeric record selection system makes playing the phonograph simple and fast. The single entry coin acceptor is pre-set for quarters on a 2-3-3-3 credit basis.

Complete information about both new models and the full line of Rock-Ola options and accessories is available from Rock-Ola distributors.



# CLASSIFIEDS

## COIN MACHINES WANTED

**WANT** Seeburg AY 160, DS 160, LPC-1, LPC-480, Electra, Fleetwood, SS 160, LS-1, LS-2. We pay cash and pick up our truck unpacked. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

**WANTED:** Cash paid for late model used pins. Premium paid for Wizards, Fireballs, Four Million B.C., Champ, Nip It, Wurlitzer 1050's and 1015's (any jukebox antiques). Call collect 1-313-792-2131.

**WANT TO BUY:** Auto Phono Model 11, 12, 14 & 17, reconditioned UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

**WANTED:** Will pay cash for old slot machines, pinballs and jukeboxes, pre WW II, working or not. Mail description to SI Redd, Box 6418, Reno, NV 89513.

## 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. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

**FOR SALE:** Keeney Red Arrow, Keeney Twin Dragon, Bally Deluxe Gold Cup, Bally Super Jumbo (export only). UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

**JUST OUT!** Bally "Fireball" home professional pinball game, 4-player (no coin required), solid state electronics, easy diagnostic test circuits, LED digital scoring, plays seven songs \$800 brand new — sealed carton. Request circular. ANIMATED PROD., INC., 1600 Broadway, New York 10019. (212) 265-2942.

**ATTENTION** metropolitan & upstate New Yorkers: We have a large selection of new & used add-a-balls and arcade equipment. Also jukeboxes, pool tables, shuffles, cigarette & candy. We deliver & accept trades. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566. Call (914) 737-5050.

**NATIONAL WHITENBURG MODEL 400 FOOD VENDER** 1 National 21CE candy machine — Vendo Visi-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.

**SALES:** 400 assorted Gottlieb, Bally, Williams flippers, 70-76, Bingos, Ball, Stock market, Tickertape, Wallstreet, Mysticgate. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

**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.

**FOR SALE:** Silver Sails, Red Arrows, Ticker Tapes, Blue Chips and stock markets. Also Sweet Shawness, Bally Jumbos and Super Jumbos, Big Threes, Blue Spots and Mt. Climbers. Antique slots for California area. Call WASSICK NOVELTY, Morgantown, W. Va. (304) 292-3791.

**IMMEDIATE DELIVERY** — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queens, Bikini, New Sweet Shawnee, New Twin Knight Used Uprights, New Big Three blackglases. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061 (301) 768-3400.

**BUY** a spare Trapshoot transmitter, \$39.95 each, or buy two and we'll send one receiver unit free. Call Dave, HANSON DISTRIBUTING CO., (612) 884-6604.

**FOR SALE:** Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

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## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

**FOR SALE:** Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Bating Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockey, Wurlitzer 3110, Seeburg DS 160 and Model R. D&L DISTR. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

**SEEBURG LPC 150, AMI 200, N 150.** Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

**FOR SALE:** Royal Flush \$750, Target Alpha \$675, "300" \$685, Surt Champ \$760, Jacks Open \$670, Big Hit \$685, Spirit of '76 \$700, Fast Draw \$725, Bow & Arrow \$740, Hang Glider \$775, Capt. Fantastic \$835, Sky King \$310, Hi-Deal \$525, Kick Off \$850, Night Rider \$995, Wild Card (write), Grand Prix \$750, Rancho \$825, Red Baron \$450, Hollywood \$475, Shoot Out \$595, Speakeasy \$895, Fairy \$395, Tornado Baseball \$895, Boot Hill \$1150, Sea Wolf \$1125, Fonz \$475, Air Attack \$325, Outlaw \$445, Flyball \$375, Night Driver \$1195, Tank 2 \$695, LeMans \$1225, Death Race \$1075, Bazooka \$945, Bi-Plane 4 \$1095, Lazer Command (new) \$725, Lazer Command \$625, Dynamo Model E (new) \$475, Dynamo \$295, Garlando deluxe (cheatproof with glass) \$495, Super Shifter (as is) \$195, Flying Tiger (as is) \$175, Chopper (as is) \$295, Swagrab \$795, Skill Crane \$795, Rotor (imported pusher) \$575, Sky Digger \$395. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. 70113. Tel: (504) 529-7321.

**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.

**FLIPPERS:** At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfr. available, immediate delivery call for lists. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

**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 Smoke-shop, 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, N.Y.

**WURLITZER Model 1100, Rockola model 2, Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes** — Make offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, NY 13615.

**FOR SALE:** Completely reconditioned: Bally — 1 Amigo (4 pl) \$595, 1 Ro-go (4 pl) \$595, 1 Knockout (2 pl) \$695, 1 Flicker (2 pl) \$595, 1 Capt. Fantastic (4 pl) \$895, 1 Champ (4 pl) \$495, 2 Air Aces (4 pl) \$695, 1 Boomerang (4 pl) \$645, 1 Sky King (1 pl) \$395; Gottlieb — "300" (4 pl) \$795; Williams — Pat Hand (4 pl) \$795. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, Pa. 16512. Phone (814) 452-3207.

**Electronic Test Equipment: Books & Home Study Courses.** Immediate delivery on B&K oscilloscopes, digital multimeters, transistor checkers & power supplies.

**E&L Instruments bugbooks & training aids** for home study including the Digi-Designer, the Innovator Series & MMD-1 microprocessor system. Call for free catalog & prices. BankAmericard & Master Charge accepted. CENTRAL DISTRIBUTORS, INC., 2315 Olive St., St. Louis, Mo. 63103. Call too free in U.S.A. 1-800-325-8997 (in Missouri) call 1-800-392-7747).

**FOR SALE:** Bally's Bingo "Bally Bali," new 10 units and used 9 units, prices negotiable. OVERSEAS LIAISON & TRADING, LTD., 1-20, Tsukiji 4-chome, Chuo-ku, Tokyo 104, Japan. Telex: J25362.

**SALE:** 1,000 Bally super continental slot machines. Excellent condition, \$1,250 each. F.O.B. Antwerp, Belgium. Machines subject to inspection. UNITED STATES AMUSEMENTS, 2 W. Northfield Road, Livingston, N.J. 07039. (201) 992-7813.

**FOR SALE:** Stunt Cycles, LeMans, Tornado Baseballs, Checkmate, Sega Road Race, Winners, Zodiacs, Gottlieb & WMS pingames, Seeburg Electras, LS-1, SS-160, Wurlitzers 3510, D & L DISTRIBUTING CO., 1# - Box 6007, Harrisburg, Pa. 17112. (717) 545-6264.

**FOR SALE:** 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10c each, over 1000, 9c each. Walling 200 scale \$200; Rock-Ola Lowboy \$60. One-third down balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

**BINGOS FOR EXPORT ONLY.** Available 25 Big Wheels. Write for special price. Also OK games and Ticker Tapes. Late pinballs and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

**FOR SALE:** Reconditioned Seeburg — Band Shell \$700, Vogue \$1150, Matador \$1050; Williams — Space Mission \$850; Atari — Breakouts \$1050; Midway — Sea Wolf \$1200. STEHR VENDING CO., Box 218, Sparta, NJ 07871. (201) 729-6171.

## LEGAL

**IF YOU NEED A LAWYER** call L. ROB WERNER, Attorney (213) 469-7047, 462-7227. UCB Building, 6255 Sunset Blvd. 20th Floor, Hollywood, Calif. 90028. — Personal service for your legal needs. — Special arrangements made to meet the demanding needs of the industry.

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**SCHOOL FOR GAMES AND MUSIC,** two and three week courses. Phonos, Flippers and Bingos. By schematics! CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

**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 La Grange, Ga. 30240.

**LOOKING FOR** An experienced music dealer. MANUARA STAR PRODUCTIONS, LTD., 3 Place Bellerive No. 1108, Laval, Quebec, Canada, H7V 1B2.

**SEEKING** record company or writer with connections for song releases. 1/2 publishing rights wanted. Also master tapes for sale, ready for pressing. Perez, Box 633-A, Detroit, Mich. 48232.

**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 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

**BMI SONGWRITER-COMPOSER** who has written for Tavares, Righteous Bros., Grass Roots and others now auditioning soulful keyboard players for composing collaboration. Also have contemporary soul and disco catalog for A&R men and producers. Willie H. Wilson (213) 299-6649.

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**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 100 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

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**HOUSE OF OLDIES** — We are the world headquarters for out of print LPs and 45s. Also, the largest selections 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 SALE:** Closed our record store in 1973. Have in stock about 1500 LPs, stereo and mono. Also about 6500 45 singles. Make us an offer, LPs, 45s or both. C.A. Phares, Rt. 1, Box 420, Mt. Clare, WV 26408, (304) 622-7570.

**FOR SALE:** The Music Industry Series by Walter Hurst. Record Industry book \$25. Publishers Office Manual \$25. Copyright \$10. Music/Record Business and Law \$10. How To Be A Music Publisher \$10. SEVEN ARTS PRESS, INC., Box 649 Hollywood, Ca. 90028.

**LEADING TAPE AND RECORD DISTRIBUTORS** of all labels. Will deliver current & cut-out merchandise at lowest prices. Member of NARM. Send for free catalogues. CANDY STRIPE RECORDS, INC., 371 South Main Street, Freeport, New York 11520. (516) 379-5151. (212) 895-3930. Telex 126851 Canstripe Free.

**RECORD-MUSIC POSITION** wanted by young single male, B.A. (Economics), J.D., in management, promotion or production. Creative, highly motivated. Resume: CHRIS JOHNSON, 7220 Hollywood Bl. #234, Los Angeles 90046.

**WANT: 45s/ALL TYPES 1955-1976** (Pop, R&B, C&W, MOR). Will deliver cash if you got enough of what we want. Call Martin Cert/Phonograph Record Magazine, P.O. Box 2404, Hollywood, CA 90028.

**INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS,** discoteques and fanclubs subscribe to our Automatic Alarm Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

**WANT RECORDS & TAPES, 45s AND LPs,** surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 101 Gedney St., Nyack, N.Y. 10969 (914) 358-5086.

**FREE CATALOG — COMPLETE ONE STOP:** Specializing in oldies-but-goodies. Wholesale only. PARAMOUNT RECORDS, INC., 1 Colonial Gate, Plainville, L.I., N.Y. 11803.

**KING OF MUSIC RECORDS** is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville Tenn. 37203, or call (615) 242-2023.

**FOR SALE:** 5,000 jukebox 45s. 100 different \$8.50; foreign \$13. Choose Rock, Disco, Polka, Country. AL'S 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

**OPERATORS** — We buy used records not over 1 year old — 10c each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

**RARE RECORD SHOPS AND FINDER.** List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

**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, N.Y. 11230. Cable: EXPDARO, NEW YORK.

## PRINTED MUSIC

**PROFESSIONAL LEAD SHEETS:** Beautifully written. Copyright forms included. Send cassette and lyrics + \$15 check or money order to: HAZE PRODUCTS, 1617 N. El Centro Avenue #3, Hollywood, CA 90028, (213) 465-4482.

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## HUMOR

**DEEJAYS!** Here's top drawer comedy for you! 11,000 one-line gags for radio, only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, put-downs, trivia, breaks, and lots more. free on request. Edmund Orrin, 41171-C Grove Place, Madera, Calif. 93637.

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**CREATE YOUR OWN ORIGINAL HUMOR!** Formula and instructions. \$3.50 to: Humor, Box 21348, Phoenix, AZ 85036. Money back if not satisfied!

## 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, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed



**1,000 LAUGHS LUNCHEON** — The release of Eloise Laws' new single "A 1,000 Laughs," was celebrated by ABC Records recently at a luncheon at Mr. Chow's restaurant in Beverly Hills. Pictured standing (l-r) are: Bruce Wayne of Far Out Productions; Corb Donohue, national director of artist development for ABC; Steve Gold of Far Out Productions; Laws; Barry Grieff, vice president of marketing and creative services for ABC; Linda Creed, producer, and Jerry Goldstein of Far Out Productions. Shown seated (l-r) are: Steve Diener, president of ABC, and Steve Epstein of Far Out Productions.

## NAB President Hits Elvis Sales Boom Royalty Scheme As 'Unfair, Unwise'

EUGENE — It would be "unwise, unnecessary and unfair" to require broadcasters to pay for the right to broadcast recorded music, according to Vincent Wasilewski, president of National Association of Broadcasters. He urged broadcasters to help convince Congress. Wasilewski said the concept of stations paying performers is expected to be raised in the next session of Congress and, if passed, would cost broadcasters \$15 million.

Addressing a meeting of the Oregon Association of Broadcasters, the NAB president noted that the gross revenues of the record industry exceed those of the radio industry. He said that in 1975, 40% of the AM and combined AM/FM stations lost money, and more than half of the independent FM stations lost money. "For the many unprofitable and barely profitable stations, imposition of performance royalties would be particularly burdensome and severely detrimental to their abilities to provide the best possible service to the public."

Wasilewski added that if record companies receive performance royalties as well as promotional benefits from airplay, the incentive to resort to payola will be greater.



**BLUES AND NEWS** — London Records and The New York Daily News recently sponsored a giveaway contest of an original painting of the Moody Blues, originally commissioned by London for the cover of *Cash Box*, July 9, 1977. The painting was won by Carmela Aliperti of Staten Island, N.Y. Pictured (l-r) are: Ace Adams, columnist for the News, and Don Wardell, director of creative services for London.

## Popular Library recently published "Heartbreak Hotel," a story about a girl in the south coming of age to the beat of Presley's early rock hits.

In fact, there is such a widespread demand for Presley-related products that Col. Tom Parker, Presley's manager, recently signed Factors, Etc., a Delaware based merchandising firm, to issue sub-licenses to companies which manufacture material using Presley's name or picture. Factors has sub-licensed a wide variety of products utilizing the Presley image, including a Christmas Ball ornament, a dollar bill with Presley's picture replacing George Washington's personalized Presley stamps, Presley needlepoint, and Presley belt buckles.

Factors has also sub-licensed Presley calendars, jewelry, watches, mugs, pewter statues, puzzles, post cards, plaques, buttons, iron-ons, and posters.

## Round Records Opens 2nd Store

TORONTO — Round Records, long regarded as Toronto's most consistently low-priced record store, officially opened their "Baby Store" at 2948 Lakeshore Blvd. on Oct. 9.

A spokesman for the store says the franchise will uphold the policy of Round Records to sell records cheaply by maintaining low overhead costs and avoiding loss leaders.

Hedley Westerfield said the new store will stock less inventory than the other store at 46 Bloor St. West, because of the size limitations of the smaller store. The store will concentrate on progressive rock album selling, with an abundance of imported albums in stock.

Flyers have been distributed in the surrounding area, and extensive advertising is being used to attract business to the store, which has thus far reported good sales.

## ASCAP Sponsors Meet

LOS ANGELES — ASCAP is sponsoring a songwriting workshop which offers new writers the opportunity for professional feedback. The workshop, headed by songwriter Annette Tucker and assisted by writer Arthur Hamilton, runs for 10 weeks on a revolving basis.

## Brooks Tour To Begin

LOS ANGELES — Casablanca disco artist Pattie Brooks begins a tour of eastern seaboard clubs November 14.

# Franklin Mint Record Society Extends Mail Order Program

(continued from page 45)

set features the singing of Caruso, Ponselle, Flagstad, Martinelli, Bjoerling, Schwarzkopf and Price.

In the most recent offer, the Franklin Mint set November 15 as the deadline for subscribing to the series, which will be mailed to subscribers at the rate of two per month (with 30 days notice required for cancellations). Although the brochure states that the collection may be offered again at a later date, the Record Society is officially selling subscriptions "for a limited time only."

The exclusive nature of the collection, which is not being retailed in stores, is one of the Record Society's key selling points, said Walker. "We're not trying to saturate the marketplace by having them all over the place. And therefore, the person who buys it realizes he's buying something important. It's not for everyone — he can get one collection, and it's available (only) at this particular time. And that separates it from the mass of material that's around."

Closely related to this concept is the prestige factor of owning a "best of" deluxe set of records. This is reinforced in the Society's brochure by the emphasis placed on the "proof-quality" of the pressings, which are supposedly made of a superior grade of vinyl. "To further assure their quality," the offer reads, "the records will be pressed in a special 'clean' room, similar to the facility in which the Franklin Mint produces its flawless proof-quality coins and medals."

### In A Fancy Case

If this weren't enough, each monthly installment of two LPs is housed in a fancy library case with gilt lettering on it. A booklet containing information about the works and the performers accompanies each of these double sets.

For this cornucopia of music and knowledge, subscribers are charged \$9.75 per disc, plus \$1.75 for packaging and handling. In comparison, classical LPs on domestic labels now list for \$7.98 and retail for approximately \$4.99-\$5.99.

Why would someone want to pay almost twice as much for a Franklin Mint record as they would for a disc purchased in a record store, unless they liked the library case? "Price isn't the point in this sell," Walker

replied. "What we're saying is, 'You're buying a collection. You're buying a concept. And if you accept the concept, then you accept the price.' It's not an individual record purchase."

Two other factors should help the Franklin Mint sell its concept to the public, Walker noted. For one thing, an uninformed person in a well-stocked record store is going to find it difficult to select the best performance of Beethoven's Fifth out of the several dozen competing versions on the market. The pre-packaged Mint collection takes that worry off the buyer's hands. And second, while record company list prices have recently been hiked and will probably increase further in the future, the Society's subscription price will not go up during the four-year period of the subscription.

### Stereo Records

Most of the recordings in the collection are in stereo, but a few are in mono and some are quite old. For example, the Mint's version of Beethoven's Seventh is a performance conducted by Toscanini, who died more than 20 years ago. And there are also original recordings of Caruso and of Rachmaninoff playing his own piano works which are being electronically re-touched.

Asked why such old recordings were chosen when there are much better-sounding modern versions on the market, Walker responded, "Because the distinguished panel of music experts said this is the greatest performance of that particular work. And it doesn't matter that it is in mono or when it was made — it still stands as the finest performance of that work."

### Already Own Version

When it was pointed out that most people who buy such collectors' items in record stores already own another waxing of the same work, Walker rejoined, "When the Franklin Mint went into this business, it wasn't necessarily appealing to hard-and-fast collectors. It was appealing to people who were looking for an opportunity to acquire a collection without having to figure out for themselves what the greatest performances were. But I think that for the lay person — let alone for the person who understands every nuance of this business — it's very interesting to have a recording of the composer playing his own work."



**NETWORK PARTY** — Epic recording group, Network, pose with friends after a date at the Roxy in L.A. Shown in back row (l-r) are: Mike Coxton, George Bitzer, Richie C., Michael Ricciardella, John Vinci, Jean-Paul Gaspar of Network; and Bud O'Shea, director of Epic's west coast marketing. In the middle row (l-r) are: Howard Davidson, Network; Tommy Motola, manager; Bob Hamilton, program director, KRTH; Alby Galuten, producer; Boz Scaggs; Jimi Fox, program director, Ten Q; Karl Richardson, producer. In the front row (l-r) are: Sandy Horn, Epic local promotion manager; Dennis Hannon, CBS branch manager; Susan George; and John Oates.

# License Fee Poses No Burden To Broadcasters, Study Says

(continued from page 7)

revenues, profit margins, etc.), data submitted by both sides in the controversial hearings to date and an impact analysis restricted to the Danielson bill.

## Station Losses

The study points out that, not only would the broadcasting industry be able to afford an additional license fee (amounting to 1% of net revenues for the larger stations with gross annual revenues over \$200,000) — but that the stations sustaining losses do so year after year. About "two-thirds of those stations experiencing losses in any one year are repeaters and experience losses regularly without going out of business," the study said. And some station operators may not be worried about maximizing profits; "the financial interests of owner-operators may be better served by taking income in the form of commissions or fees rather than through dividends from profits," in some cases avoiding the corporate tax system.

In the case of diversified communications enterprises (comprising TV, newspapers and radio), there could be tax advantages to balancing profits in one division against losses in another.

## Record, Performers & Advertising Data

Stations should have no problem making up the difference, the findings indicate. Because the cost of advertising on radio has increased less than the cost of advertising on other media, and because the demand for advertising time is relatively insensitive to price changes.

The research firm's national survey of performers' employment and earnings contradicts claims expressed by broadcasters in opposition to the rights that many performers already benefit from contracts for royalties in record sales and that many performers are also composers or authors and, therefore, are already entitled to copyright benefits. Only 23% of the musicians producing records get royalties from sales and, of those who do, royalties represent less than 5% of their earnings from royalties, the study found. (A final report on the survey of artists is due in late November.)

Record companies don't stand to get rich

off the performing rights amendment, the researchers conclude. The total amount the rights would generate to be distributed among record companies would represent less than one half of 1% of estimated net sales. Also, since employment in the record industry and the number of new record companies are increasing, the larger firms claim a smaller slice of the total sales each year.

The industry's claim that enactment of the performance right would result in an increased amount of serious (or non-rock) music recorded, is not substantiated in the study. It also remains to be seen "whether the performance versus sales distribution among record producers benefits the larger or smaller firms (measured in terms of record sales)."

## No Immediate Reaction

The National Association of Broadcasters, obviously at odds with the findings in this study, will file a formal response with the Copyright Office on December 1. Jim Popham, NAB assistant general counsel, declined further comment.

The NAB's own economic analysis, submitted to the Copyright Office earlier and admittedly using data that is four years old, stresses three areas of concern to broadcasters. First, the promotional value of airplay to the performing artists and record companies (NAB data cites substantial amounts each label spends on promotion). Second, the contention that the provision of performance rights would not help promote creative activity and wouldn't benefit the unknown struggling artists, but rather would direct more profits to the already financially secure "superstars." Third, the negative impact on the broadcast industry; forcing stations to cut down on other departments' budgets, namely news and public affairs, to make up the losses. NAB spokesmen have often said the proposed performance right could put some marginally profitable stations out of business.

A spokesman for RIAA had no immediate comment; likewise ASCAP and BMI's legal departments were waiting to read and analyze the report when asked for comment late last week.

## Impact, Fat Larry Join Fantasy With New LPs

LOS ANGELES — Impact and Fat Larry, two groups produced by WMOT Productions, recently signed with the Fantasy Records family of labels and have released their first albums. Impact's first LP, "The Pac Is Back," featuring vocals by former Temptations member Damon Harris, contains the band's single "Rainy Days, Stormy Nights." Fat Larry, the first group to sign with Stax Records since Fantasy acquired rights to the company, has titled their debut LP "Off The Wall."

## Sagittarius Records To Release 1st Single

LOS ANGELES — A new label, Sagittarius Records, has been formed here by Edward Broussard and Otis Courtney and has signed its first group, Acufunkture, whose debut single "Boy Blue" b/w "Following A Dream" is set for release soon.

## Orr Opens Office

LOS ANGELES — Orr Management has opened new offices at 8961 Sunset Boulevard.



**SIRE SIGNS DARTS** — Sire Records recently signed Tuff Darts, one of the New York bands that originally belonged to the CBGB "new wave" movement, to an exclusive recording contract. Pictured at Sire's offices are (l-r): John DeSalvo, John Marrelli, Tommy Frenzy, Bobby Butani, and Jeff Salen, members of Tuff Darts; Seymour Stein, managing director of Sire Records; and Ken Kushnick, director of artist development for Sire.



**DON WILLIAMS AT ROXY** — Country artist Don Williams was showcased at the Roxy in Los Angeles recently as part of a campaign undertaken by ABC/Dot to broaden Williams' U.S. audience and to promote his latest LP "Country Boy." Pictured backstage in the front row after the show (l-r) are: Gary Davis, vice president of ABC/Dunhill Music; Steve Diener, president of ABC; Dotty Vance, west coast promotion for ABC/Dot; Steve Resnik, national singles director for ABC; Randy Gurley and Danny Floweres, guitarist for Williams. Shown in the middle row (l-r) are: Bob Kirsch, product manager for ABC/Dot; Williams; Herb Belkin, vice president of operations for ABC; Skip Byrd, vice president of national sales for ABC Records Inc.; Marvin Deane, national director MOR, trades and secondaries for ABC; Dino Barbis, director of national promotion for ABC; Joann Barry, the Jim Halsey Company; David Williamson, bassist for Williams. Shown in the top row (l-r) are: Don Biederman, vice president of legal affairs and administration for ABC; Elaine Corlett, vice president of artist development, international division for ABC, and Corb Donohue, national director of artist development for ABC.

# Tributes Flow For Friedman

(continued from page 7)

ted us at opposite philosophical positions regarding the marketing of records. He was a brilliant adversary. WEA's esteemed position in our industry stands as a monument to Joel's abilities. David Handleman and myself feel a great sense of loss."

Cy Leslie, chairman of the board of Pickwick International, said, "Joel and I have been in the industry together for 30 years. I have known few people of the competence, demeanor, intelligence and effectiveness of a guy like Joel. The industry has lost one of its great movers. He was a pioneer."

"I feel great sadness," commented Russ Solomon, president of Tower Records. "Joel was probably one of the softest tough guys in the whole business. Everybody in the retail business will be a lot less without him. Joel was a real 'focal point' type of guy."

David Rothfeld, vice president of merchandising for Korvettes, said, "The industry has lost a dynamic leader. He will be missed by many of us. Joel was a friend. The organization that he set up is outstanding. He was one of the great innovators in distribution. I think to his everlasting credit he set up an outstanding staff that will follow in his footsteps."

"I was kidding with him a week ago. I am shocked," said Sam Goody, chairman of the board of the New York-based Sam Goody chain. "Such a sweet guy. He died too young."

Lee Hartstone, president of Integrity Entertainment, spoke of Friedman accomplishing "the single most outstanding job

the industry has ever seen in putting together a major branch distribution system. He did in one year what took others five years."

Jim Schwartz, president of Schwartz Brothers, called Nov. 8 "a very sad day in my life and for the industry. I worked with Joel when I was a Warner Bros. distributor. We have been friends for many years. We go all the way back together. Now he is gone."

Barrie Bergman, president of Record Bar, said, "I am very saddened by his death. I felt very close to Joel. He was one of the best executives in the record business and also a hell of a man. A hell of a human being. I'll miss him."

## Amos Heilicher

Other tributes were expressed by Amos Heilicher, former president of Heilicher Bros. and J.L. Marsh, who called Friedman, "a man of high integrity"; Lou Fogelman, president of Music Plus, said, "I am shocked by such a great loss"; Lou Kwiker, president of Music Stop called Friedman "a good friend"; Sam Marmaduke, president of Western Merchandisers, said, "Our industry has lost a friend."

Paul David, president of Stark Records, expressed "a hell of a lot of respect" for Friedman, calling him, "a forward looking executive and a fine person." Sam Shapiro, president of National Record Mart, said, "We will all miss him." David Siebert, president of Sieberts, said, "Joel's death is a great loss to the record industry and those who knew him as a friend."

# CBS Records Int'l Opens New Latin American Operations

NEW YORK — CBS Records International has opened new headquarters for Latin American Operations in Coral Gables, Florida. Those in attendance at the reception included M. Richard Asher, president, CBS Records International; Paul Russell, vice president, assistant to the president, CBS Records International.

The new Latin American offices in Florida will direct and coordinate all activities within CBS subsidiaries and licensees in Latin America as well as act as liaison between all other CBS Records International subsidiaries worldwide and Latin America.

The new Latin American operations in Florida are headed by Nick Cirillo, vice president, CBS Records International. Cirillo was previously vice president of operations at CBS Records International in New York. Assisting Mr. Cirillo are Ron Chaimowitz, director of planning and administration; Fritz Hentschel, director of

marketing/A&R; Jorge Fernandez, director of finance; Juan Estevez, director of legal affairs; and Julie Ayres, manager/A&R.



Pictured (l-r) are: Mrs. Fritz Hentschel; Hentschel; and Asher

## Epitome Dist. Set

LOS ANGELES — Epitome Records has signed for distribution by Phono Record Distributing Corp.

## Toronto's Colonial Tavern Puts \$150 G Into Renovations

TORONTO — The Colonial Tavern has undergone \$150,000 worth of renovations, which includes the installation of a 24-channel sound system and new suspended lighting grids, making it one of Toronto's premier nightspots.

Once considered one of the best jazz and blues clubs in North America, the 410-seat club has recently broadened its music policy, and now books artists in all music styles.

In addition to the sound and lighting changes, the decor of the facility has been radically altered, making it more congenial to both patrons and artists. A "West Coast decor," as owner Mike Lyons describes it, with extensive use of brass and mirrors, highlights the "new look" Colonial.

Booked by the Toronto management-consultant team of Neil Dixon and Steve Propas, the club will feature in coming months such artists as Steppenwolf, B.B. King, Ramblin' Jack Elliot, Dizzy Gillespie and Captain Beefheart.

"As long as the support is there from the crowds, we'll try to bring in as wide a selection of acts as possible," Lyons says. The club intends to stay away from booking acts available year-round to the Toronto area. "We don't want to compete with the rest of the clubs on Yonge Street (Toronto's main street for nighttime entertainment). We'll lose status and the sense of uniqueness we're trying to bring to Toronto entertainment." The nightclub is more intent on competing with the other showcase club, the El Mocambo.

"Basically, we're offering a chance for acts to play Toronto in-between stopovers in bordertown American cities, to cover the expenses of travelling, or to introduce the act to this city for the first time, so they can later get a concert hall date," says Lyons.

The sound system, installed by Westbury Sound in Toronto, has conquered much of

the problem the club had before with their acoustics. "The other complaint most frequently voiced by patrons was the obstruction in view from the second floor of the club. The lighting system is hung from the ceiling now," Lyons says. "Not only does this mean that there are no obstructed-view seats in the club, but an artist no longer has to bring his lighting here when he plays. Our new system (also installed by Westbury Sound) can accommodate any act."

When the renovations are completed, the club will also have four skylights, and a wall design "down memory lane," Lyons says, with pictures of artists that have performed there.

Although there is no practiced policy, the club intends to book as much Canadian talent as possible, usually on a showcase basis. A recent booking featured A&M recording artist Malcolm Tomlinson. "As long as the recording companies demonstrate their support, we will attempt to highlight Canadian artists," Lyons adds, "although we don't want to support run-of-the-mill Canadian acts. We're looking to book showcase dates almost exclusively."

## BBC Radio Tribute To Crosby At Christmas

LONDON — BBC Radio 2 will broadcast a tribute program to the late Bing Crosby on December 27. It will include songs and an interview recorded by the singer for the BBC three days before his death in Spain. The interview centers on the Old Groaner's affection and admiration for London and the English over many years.

A mass was specially dedicated to his memory at Westminster Cathedral on October 16. Crosby worshipped at the Cathedral regularly whenever he was in London. A full-scale memorial service is being arranged for a later date.

## Ember Opens Agency

LONDON — The Ember Group is returning to the agency and management sectors of the entertainment industry with the formation of Ember Management and Agency Ltd. (EMA). Announcing the decision on the eve of the Ember Group's 25th anniversary, chairman Jeffrey S. Kruger said that the move was a natural adjunct to the present corporate structure of the group, and he expected it to contribute heavily to the group's diversification and development plans.

EMA will operate from Suite 4, Carlton Tower Place, Sloane St., London SW1X 9PZ (Tel: 01-235 8243) and will be headed by David Morris, former chief of the variety artists division of the William Morris Agency, who is taking a short vacation before assuming his new post. Prior to his William Morris service, David Morris was with the MAM office.

## Brian Robertson Named President Of CARAS

TORONTO — Brian Robertson, executive secretary of the Canadian Recording Industry Association, was elected president of the Canadian Academy of Recording Arts and Sciences succeeding Leonard Rambeau, who resigned due to a relocation of his business interests.

Les Weinstein, personal manager of Irish Rovers and Hagood Hardy, was elected to replace Rambeau on the board of directors. The revised list of the CARAS board is as follows: Brian Robertson, president; Tom Williams, first v.p. and treasurer; Joe Summers, second v.p.; Terry Brown, director; George Struth, director; Ray Danniels, director; and Les Weinstein, director.



**ALLEN GETS GOLD FROM DOWN UNDER** — A&M artist Peter Allen smiles as he receives a gold record from A&M licensee, Festival Records of Australia for his "Taught By Experts" album. The presentation, which occurred in A&M's Los Angeles offices, followed Allen's recent tour of Australia, where native-son Allen received extensive media coverage — his arrival in Sydney was covered live by Australian television. Shown sharing the good feelings are (from left) Lee Wilder, A&M international publicity coordinator; David Hubert, A&M vice president, international; Allen; Allan Hely, managing director, Festival Records; and Gill Robert, national public relations director, Festival Records.



**STARSPANGLED NAMEDROPPERS** — WEA U.K. deputy managing director Richard Robinson (foreground) hands over a special envelope to British Phonographic Industry director general Geoffrey Bridge for safe keeping until January 16. The envelope contains the answers to WEA's Starspangled Namedropper dealer-consumer competition centered on 40 of WEA's top acts which will run November 19-December 17, with prizes of 5,000 pounds in stereo hi-fi hardware and an additional 1,000 pounds for dealers. Looking on are WEA merchandising manager Bernard McDonald and business development manager Mark Cellier.

## Argentinian News

BUENOS AIRES — Jose Luis Perales, Spanish chanter visiting Buenos Aires, was feted with a cocktail party by Microfon at the plush Michelangelo nightclub, where he performed during a week. Perales became very popular here first as a composer and afterwards as a singer. He records for Hispavox.

RCA hosted a party at the Cinzano Club to celebrate the outing of the first LP by Danny Cabuche on that label, with good attendance among radio & TV people and newsmen. Cabuche has good appeal for the melodic market and good possibilities in other Latin countries.

Italian songstress Gigliola Cinquetti is also here, as part of an extremely strong international season. She has been appearing on stage and recording for TV. From the States came Paul Williams, who offered a concert at the Luna Park Stadium and a press conference at the Sheraton.

Jorge Cesar Esperon, head of Carmusic Records, returned from his visit to the United States. During his stay there, he signed contracts with several labels for release of their product in Argentina.

Music Hall artist Aixa Barreto is starting a tour of several Latin American countries.

## Phonogram Announces 6 New Appointments

CHICAGO — Phonogram announced major appointments and changes in their sales, commercial and marketing divisions. Two regional sales managers have been promoted to entirely new positions. Gordon Davis was promoted to sales manager-north, while Joe Colquhoun was promoted to sales manager-south. The post which Fil Towers recently left as national sales manager will not be re-filled.

In the commercial division, Dave Scoppie, formerly marketing services manager, has been promoted to commercial manager, reporting directly to Glyn Williams, commercial director. In the marketing area, Alan Philips has been appointed to the position of product manager, replacing Betty Burns. Nick Wright, executive assistant to the managing director has been seconded to the marketing division as product coordinator. Alan Brown joined the company as print production manager.

## Where In The World . . .

Rocket recording artists Brian And Brenda embarked on a promotion tour of Eastern Canada in support of their new album, "Supersonic Lover." The tour takes them to Toronto, Montreal and Ottawa with a stop in Detroit.

## CBS Building New U.K. Record Mfg. Facility

LONDON — CBS Records is investing over 10 million pounds in a new U.K. disc manufacturing facility to be located on a 16-acre site at Rabans Lane, Aylesbury in Buckinghamshire. The new 200,000 square foot factory will consolidate half a dozen current locations in the Aylesbury area, which are the result of 10 years growth of CBS production in excess of 500%, and the company is now one of the largest employers in the Aylesbury district, currently providing work for 800 people.

Sir Frederick Snow and Partners have been retained as construction consultants for the project, and CBS U.K. managing director Maurice Oberstein stated that the investment reflects the confidence of CBS Inc., the U.S. parent company, in the economy of the U.K. in general and, in particular, its faith in the future potential of the company's growth in Britain.

## Nippon Columbia Sales Up, As Profits Decrease

TOKYO — Nippon Columbia has reported its sales and profits for the six-month period Mar. 21-Sept. 20, 1977. Total sales increased 600 million yen over the comparable term from last year. Operating revenue was down by 23.4%. Profits after taxes were down by 20.7%.

Record division sales equaled those of last year for the equivalent period. Tape sales increased by a 12.9% margin, while record sales decreased by 4.4% from the same term of the previous year.

## Matthews Gets Haley

MELBOURNE — Matthews Music has gained world rights (excluding U.S.A. and Canada) to the masters included in the album "Golden Country Origins" by Bill Haley. The songs were recorded in the late '40s and have not been released anywhere in the world until now. The reason for this is that they were recorded by Bill Haley's longtime friend and partner Jack Howard who before release, became aware that Haley's career was progressing toward the then new "Rock" sound.

The album has just been released by Phonogram nationally throughout Australia.



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**SMOKIE'S SCANDINAVIAN SUCCESS** — Rak Records' Smokie (RSO in the States) are one of the top 3 best selling artists in Scandinavia. Their "Greatest Hits" album which was released in April sold more than 1/4 million copies in Scandinavia alone. Recently the group toured the Scandinavian countries, and during the tour the group were awarded several platinum, gold and silver discs from the local EMI-companies. Pictured from left are group members Pete Spencer, Terry Uttley, Jerry Ritz, head of International A&R-EMI Denmark, and group members Chris Norman and Allan Silson.

## London Signs Two More Pacts

TORONTO — London Records of Canada (1967) Ltd. has announced the signing of an agreement between Montreal-based Concorde Records and themselves that gives London the Canadian manufacturing and distribution rights to the primarily-French language label.

Concorde Records, headed by Guy Cloutier, carries product by such artists as Johnny Farago, Claudette Morissette, Recreation and Rina Berti. Their most recent release is a French and English version of "The King Is Gone," a Johnny Farago version of the Ronnie McDowell song.

In an associated agreement, London has completed a licensing deal with Italian company Durium Records, giving London the Canadian manufacturing and distributing rights for Durium product.

The Durium label features product by Italian saxophonist Fausto Papetti. London's first release will be six volumes of Papetti's Sax 18a Raccolta (Volume 18) through Volume 23.

London has launched an extensive promotional campaign to support the new series of releases, including display material, browser cards, and a special dealer and racker incentive.

## Rock Film Planned

LONDON — Producer Sylvia Anderson, known for her work on "Thunderbirds," "UFO" and "Space 1999," and director Tony Klinger, have teamed up for a film to feature unnamed rock superstars. U.K. concert promoter Harvey Goldsmith has been named as the production executive in charge of casting. Record producer Martin Birch will be the sound executive. The film is to be made in conjunction with the Phonogram Group and Gold Crest Films.

## Xmas Lifts Record Output In Japan

TOKYO — According to the Japan Phonograph Record Association (JPRA), the output of records for Sept. was up from the previous month due to the start of manufacturing for Xmas. However, output volume decreased from last year's levels.

Total output of records in Sept. was up 20% from August but 5% less than the same month of the previous year. Output value was 14.3 billion yen, an 18% increase from the previous month and a 1% decrease from the same month in 1976. Out of a volume of 16.5 million records for Sept., 45s accounted for 8.5 million copies, 23% more than the previous month and 7% less than last year. LPs accounted for 7.8 million copies, 17% more than August and 2% less than 1976.

Tape output of 3 million units registered a 9% increase over the previous month and a 4% increase in comparison with last year.

## Handleman Forms Sunrise Retailers

TORONTO — The Handleman Company, a Canadian rack jobbing firm, has announced the formation of Sunrise Records and Tapes, a retail division in Canada.

The first Sunrise outlet is slated for an early November opening in downtown Toronto, across from the prestigious Eaton's Centre, on 237 Yonge St.

The outlet will house 3,000 square feet of retail space and hold an inventory well in excess of \$100,000. A spokesman for the company says the outlet will exemplify the concept behind Sunrise, being a full-line store with the emphasis on product presentation.

Peter Parrish, the former sales and franchise director with A&A Records and Tapes, says: "The design, merchandising and marketing effort will be exciting, innovative, and totally devoted to strong product presentation."

## Wishbone, Sweden Pact

NEW YORK — A sub-publishing deal has been concluded between Wishbone Productions and Sweden Music, AB, for the Song-tailors Music (BMI) and I've Got The Music (ASCAP) catalogs, both under the umbrella of Terry Woodford and Clayton Ivey's Wishbone Production Company of Muscle Shoals, Alabama.

The deal, made by attorney John Mason representing Wishbone, and Mildred Fields representing Sweden Music's Stig Anderson, is for a period of three years and covers, in addition to the Scandinavian territories, the United Kingdom, where Anderson also operates Bocu Music, Ltd., and whose new managing director is John Spalding, former director of United Artists Music in England. This is the first major acquisition of an American catalog for Bocu, and comes at a time when the growth of that company, with heavy chart activity of Abba songs, is the focus of many industry eyes. Carole Broughton is Bocu's general manager.

Included in the deal is the Woodford & Ivey composition, "Angel In Your Arms," a current million-plus seller recorded by Hot.

## Museum Joins GRT For Moe Koffman LP

TORONTO — The Royal Ontario Museum and GRT Records of Canada have collaborated to co-sponsor the new Moe Koffman album, "Museum Pieces," described by the label as "jazz interpretations of the ROM collections."

The disc was commissioned by the museum as part of its \$42.5 million renovation, expansion and publicity campaign. It was debuted at a recent gathering in the museum's Punt Gallery, and will be available permanently at the museum's bookstore.

## International Executives On The Move

**James Fisher** has been named general manager of Motown Records Ltd. in the U.K., replacing John Cooper who left some three months ago. Fisher moves from the company's Jobete publishing arm. He will be responsible for both record and publishing divisions, although he will be appointing a replacement in Jobete. Previously Fisher was U.K. promotion and artists liaison manager and then European pop marketing and promotion manager for RCA, and prior to that he spent several years in radio and TV as newscaster for Independent Television News and presentation editor of BBC Radio 1 and 2.

**Mike Collier** has been appointed a director of the Carlin Music Corporation, joining the board whose other members are Freddy Bienstock, Miriam Bienstock, Derek Knibb and Paul Rich. Collier joined Carlin in 1973 to run the newly acquired Gamble Huff catalog, and prior to that had worked as promotion director of London Records in New York, A&R assistant to Hugo & Luigi, and professional director of Campbell Connelly before forming his Mother Mistro group of companies, which he later sold to Scotia Investments.

**Geoff Grimes** has been named promotion manager at WEA Records U.K., with the responsibility of running the regional promotion staff and a growing involvement in the operation of the promotion department as a whole. **Ian Mannerling-Smith** has been named London radio promotion manager, supervising the activities of **Mick Carling** and **Maurice Schneider**, who recently joined from EMI. **Don Stone** has been named promotion projects manager, undertaking special assignments with artists with particular reference to TV and Radio 2.

**Bill Bannon** has joined CBS Records Canada Ltd., as director of national promotion. Bannon has spent 15 years in the music business, and most recently served as director of promotion, press and artist relations for Capitol Records-EMI of Canada Ltd.

**John Ford** has been promoted to the position of western region operations manager for RCA Records Canada Ltd., where he has worked most recently as the Vancouver region promotion representative and Canadian co-ordinator for the Ariola America label, distributed in Canada by RCA. Taking Ford's place as Vancouver promotional rep and co-ordinator of Ariola America in Canada is **Ray Ramsay**.

**Peter Taylor** has been appointed promotional representative in Vancouver for Capitol Records-EMI of Canada Ltd. He served most recently as a promotional representative for WEA Music Canada Ltd. in Toronto. Taylor takes the place of **Bob Roper**, who has succeeded Bill Banon as director of promotion, press and artist relations.

**Stuart Raven-Hill** has been appointed promotional rep for GRT Records of Canada in Toronto. Raven-Hill was most recently press liaison officer for Island Records Canada, now being promoted by RCA Records Canada Ltd.

**Bill Johnston** has been appointed to the position of product manager for the Warner Bros. label at WEA Music of Canada, Ltd. Johnston joined WEA Canada last July from the Muntz Corporation, where he was music product manager for eight years and editor of the Muntz Tape Guide.

**Geiso Mampell** has been named manager of export international licensing for Ariola-Eurodisc.

**John Spalding**, former director of United Artists Music in England, has been made managing director of Bocu, Ltd.

## RCA Takes Aim

LONDON — As the Christmas premiere date for the "Star Wars" movie in the U.K. draws near, a battle is shaping up for disc sales mileage between the already released 20th Century Fox soundtrack album and RCA's LP "Music Inspired By Star Wars" by Mecco, whose disco single version of the theme has already topped the U.S. chart and has been a top 10 entry here. RCA is treating the album as a potentially major selling item, and is backing it with a big budget marketing campaign.

To maximize exposure for the album, RCA is taking its campaign directly to cinema audiences through a contract with Fox Rank for 30-second on-screen commercials in every cinema where the film is screened, starting in London's Dominion and Odeon Leicester Square venues on December 26. Local press advertising will back up the screen commercials, and window displays will go into 300 stores following the release date of the Mecco album on November 18.

## Record Week Halted

TORONTO — Record Week Magazine publisher Joey Cee announced the music trade magazine has suspended publication for an indefinite period of time, effective immediately.

The publication, in its third year as a Canadian music trade magazine, cited languishing advertising revenue as the chief reason for the suspension of publication.

Along with RPM Magazine, Record Week was the chief music trade tabloid in the country, with a healthy subscription membership. Recently, the magazine expanded to publish a different consumer magazine, called Record Week News.

In a letter sent to subscribers and affiliated members of the music industry, Joey Cee expressed his "extreme disappointment" at the lack of support received by the magazine from the industry in advertising dollars.

The magazine is currently regrouping its finances, and hopes to resume publishing within six months.



**UNDERCOVER FILM STAR** — Alan O'Day's number one, gold-certified single, "Undercover Angel," was the subject of a videotape that was distributed worldwide through WEA International and Atlantic Records, distributors of O'Day's label, Pacific Records. Response to the tape was so favorable that the two subsequent singles from his album, "Appetizers," were also made the subject of videotapes for world distribution. Pictured after the taping last week in Burbank, headquarters of Pacific, are WEA International A&R director David Franco (l) and O'Day (r) with three members of the dance troupe that took part in the performance. O'Day's newest single is "Soldier Of Fortune."

# Helen Keane Talks Of Women Manager-Producers In Music

(continued from page 28)

great deal, but I think that the kind of music I am involved in will not accept that type of treatment."

Very often a manager will be in the control room watching his artist perform and he will be afraid to tell anyone, especially the producer, his feelings on the artist's performance. Keane explained, "You want to say, 'I don't think he did that well enough' because you know the artist but you are afraid to say something to the producer. You have to jump in. If you have the trust and respect of your client you put yourself on as co-producer for a start."

## Making It Fatter

"The engineer does not expect you to know what he is doing. That is not the producer's job. The engineer knows what his area is and what your area is. It is your job as a producer to ask him, for example, to make the sound a little fatter, or give the sound a little more bottom. Your ears tell you and then the engineer does it. All I do is ask for what I want. I would hate to have any engineer say to me, 'That's a lousy tune he is playing. I think a lot of managers are afraid that because they don't have

technical backgrounds or musical backgrounds that they can't produce. It simply isn't true. I can read music, not well, but I can read it and I think that the fact that I can read music has not been as beneficial to me as the way I hear music."

## Like To See More

Keane indicated that she would like to see more and more women producers. "I think that the field is opening up for women as managers as there are more and more women managers all the time. The fact that there are not that many women producers bothers me a great deal. I am always pushing for it every chance I get. First of all, it is very feminine work. The feminists would hate me for saying this but it is. By that I mean women have enormous patience. When you're in a recording studio, patience is so necessary. Sometimes it can get pretty dull as you may have to do a song again and again or maybe the artist doesn't feel up to it or the equipment may break down. This part of the female personality is such an asset to the recording setting. In addition, musicians respond to women producers very nicely once they adjust to it."

# New Company Scoring Big Success With Mirror Album Covers, Scarves

NEW YORK — Every year, rock fans spend millions of dollars on posters, T-shirts and other memorabilia of their favorite artists. Now a company based in New York's East Village, Barry Imhoff Products, has introduced some new products to whet the appetites of music lovers: album and poster mirrors, and scarves emblazoned with the names of rock superstars.

Reproductions of album and poster art — much of it by leading designers — are printed beneath the surface of the mirrors, which have chromium-painted, hard plastic frames. Since the silver reflecting material is visible wherever there are background areas in the artwork, these objects can either be used as mirrors or can be hung on walls to create a decorative effect.

So far, Imhoff has produced approximately 70 mirror album covers and five poster covers. Among the artists featured are Gregg Allman, Atlanta Rhythm Section, Bad Company, Eric Clapton, Roger Daltrey, Peter Frampton, Andy Gibb, Elton John, Kansas, Led Zeppelin, Lynyrd Skynyrd, Dave Mason, Steve Miller, Helen Reddy, Donny Osmond, the Rolling Stones, Linda Ronstadt, Todd Rundgren, James Taylor, War, the Who and Yes.

The mirrors come in three sizes: 12½" x 12½", 14" x 22", and 22" x 33". Suggested retail prices for these various sizes are, respectively, \$12.95, \$24.95 and \$49.95. In addition, display racks are available, costing between \$4.70 and \$7.20. The multi-colored scarves list for \$8 and wholesale for \$48 per dozen, with four dozen the minimum order.

According to Barry Imhoff, company top-per, nearly 300,000 of the mirrors have been sold worldwide to date. Most of these have been marketed within the past three or four months. The company was founded only about a year ago, and it took between five and seven months to get approval from the various artists and record companies involved.

Imhoff sends the artists sample copies of mirrors featuring covers of their albums,

## Clark Sells Special

LOS ANGELES — Dick Clark Teleshows, Inc. has sold the two hour "American Bandstand's 25th Anniversary" special, hosted by Clark, to Nord Deutsched Rundfunk of Hamburg, Sveriges Radio-TV of Stockholm and to Television Broadcasts, Ltd. of Hong Kong.

and solicits their signatures on five-year licensing agreements. Since he knows many of the artists personally, through his long association with Bill Graham at the Fillmore East and the San Francisco-based FM Productions, he has been able to obtain verbal commitments from many of them without going through channels. However, the paperwork and legal complications involved in these deals often delay their completion.

At present, Imhoff's distribution system includes giant rack jobbers like the Pickwick Rack Services Division (formerly J.L. Marsh) and ABC Records and Tapes; he is currently negotiating with Handleman and Lieberman Enterprises. Imhoff also sells directly to record retailing chains. In the New York area, for instance, Abraham & Straus, Sam Goody, Record World and Crazy Eddie are all moving mirror album covers, according to Imhoff.

Other conduits for Imhoff's products are businesses that respond to the company's trade ads, headshop chains, carnivals that use the mirrors as prizes, concessionaires for rock tours, and catalog mail order houses. In addition, Imhoff does custom work for record labels: For example, Chrysalis ordered 1500 units of a mirror featuring the Babys which were sent to radio stations, retailers and the music press.

Imhoff notes that items like his provide a good gross margin, especially attractive to record retailers who have seen LP margins shrink steadily in the past few years. Moreover, he points out that the mirror album covers make eye-catching window displays.

The entrepreneur has extended his concept to include mirror product logos, including those of Bambu Rolling Papers and Billy Beer (which was conceived by President Carter's brother). At present, he's also working out deals with the New York Off-Track Betting Association (OTB), the Olympic Games, and the owners of several Broadway shows and films.

Nevertheless, Imhoff's first love remains rock'n'roll. Eventually, he hopes to do mirror versions of a number of classic album covers, including the Beatles' "Rubber Soul" and "Johnny Mathis' Greatest Hits." "The artwork (on many albums) is so beautiful," he exclaims with a connoisseur's delight. "And until now, it hasn't really been shown to good advantage."

# Bing Crosby Remembered By Vet. Songwriter Harry Tobias

(Veteran songwriter Harry Tobias, now in his eighties, recalls how Bing Crosby's career intertwined with his in the 1930s and '40s and what part Crosby played in the development of Tobias as a songwriter.)

LOS ANGELES — I first heard Bing sing on the radio in 1931 from the Ambassador Hotel with Gus Arnheim's Orchestra. The song was "I Surrender Dear" . . . I got an idea for a song that I thought would make a great follow-up title to the song he sang. I went down to the Cocomanut Grove at the Ambassador Hotel in Los Angeles where Bing, Harry Barris and Al Rinker were featured in Arnheim's band as the Rhythm Boys.

I spoke to Harry Barris and told him I thought I had a great follow-up title to "I Surrender Dear" entitled "At Your Command." He liked the idea and introduced me to Bing who approved. The next day the three of us met at Harry Barris' home and wrote the song.

Bing introduced the song at the Grove and then recorded it with Barris on the Brunswick label. I attended the recording session. When Bing sang "At Your Command" on the radio program, he created calls in the music stores everywhere overnight. As a result of this demand, Jack Robbins, a prominent music publisher, rushed to the coast from New York and paid us \$1,000 advance royalties for the publishing rights to the song.

The next morning, Bing, Barris and I ran to the bank to cash the check, and "How we ran to the bank!" One grand in 1931 meant an awful lot during those Depression days.

During 1931 Bing featured "What Is It?," then recorded "I'm Gonna Get You" with the Gus Arnheim band for Victor. He was the first to record "Sweet And Lovely" on the Brunswick Label and "I'm Sorry Dear" on the same label.

## The Retail Explosion

LOS ANGELES — Licorice Pizza, a Southern California retail operation, opened two stores Nov. 11 south of Los Angeles in Orange County, bringing the chain's number of stores to 20.

Both are 3,100 square foot stores and are designed to be "larger and more convenient," according to John Houghton, marketing co-ordinator for Licorice Pizza.

Houghton also said, "We expect to have 25 locations by June or July 1978."

One of the stores, located in Anaheim, is a Licorice Pizza store which has been remodeled, while the one in Orange is a new location, having been a carpet showroom prior to Licorice Pizza's acquisition of it.

The other 18 Licorice Pizza stores in Los Angeles and Orange Counties are participating in a two-week grand opening sale along with the new outlets.

## Competitive Area

The store in Orange is opening in a highly competitive area which has two Warehouse stores, a Music Plus and a medium-sized independent retailer and now Licorice Pizza within a three-mile stretch of the same street.

Commenting on the chain's plans for continued expansion, Houghton said, "We think there are still certain areas in southern California that have a lot of potential." He said they have already signed leases in new areas.

In 1977, Licorice Pizza has expanded with two new stores and two remodelings.

## October Retail Sales Up; Xmas Looks Good

NEW YORK — The nation's major retailers posted strong sales gains in October, boding well for the Christmas season.

Sears, Roebuck & Co. reported an 18% sales increase in October over the same

Charles N. Daniel (Neil Moret), an outstanding composer of hit songs in that day, wrote the tunes for "Sweet And Lovely" and "I'm Gonna Get You." Bing was also the first to introduce "Sail Along Silv'ry Moon" on his Kraft Radio Show and recorded it on Decca Records in 1937. The late and great Percy Wenrich, composer of "When You Wore A Tulip," "Put On Your Old Grey Bonnet" and "Moonlight Bay" among other hits, wrote the melody and I wrote the lyrics.

My brothers Charlie, Henry and myself wrote a song called "Miss You" in 1929 which was originally recorded by Rudy Vallee and became our first three-way Tobias Brothers hit. Bing recorded it again on Decca in 1942 and this revival put it on the hit parade for many weeks.

In addition to the above song he also recorded six of my brother Charlie's songs including "Miss You," "Just a Prayer Away," "Trade Winds," "Little Lady Make Believe," "Rose O'Day," etc.

Other songs of ours that he featured on his Kraft Music Hall radio show were: "Rolleo Rolling Along" (The Bicycle Song), "No Regrets," . . . "Love is All" . . . "Lost and Found" . . . "Wait For Me Mary" and others.

I will always treasure the following wire Bing sent me on my 80th Birthday Party September 1975:-

"Dear Harry":-  
"Very sorry I can't be with you but I want to congratulate you on this highly deserved tribute . . . You have done much for popular music and we are all in your debt" . . .

Signed  
BING CROSBY"

The sound of his voice will live on as a legacy, recorded in the hearts of all the lives he brightened with his God-gifted talents.

MY TRIBUTE TO BING . . . "WE'LL ALL MISS YOU" . . .  
Harry Tobias

# Atlantic Sets Up New Department

(continued from page 9)

programming patterns, plus utilization of key progressive retail outlets and capsule follow-up reports on all local appearances will now be applied directly to specific artist development strategies."

## Promotion Backgrounds

All of the new appointees have had experience in record promotion. Steve Leeds, for instance, joined Atlantic as local New York promotion rep in October, 1973. He held that post until last January, when he became assistant to Tunc Erim, a position he will continue to hold. Leeds comes out of an extensive college radio background, including a position as contributing editor to the *College Radio Report*, which overlapped with five years as a production assistant for Murray the K (1969-73).

Sam Kaiser, a native of St. Louis, served as local Atlantic promotion rep there since January, following a six-year radio career. He founded KCFV at St. Louis Community College and served as its production director during 1971-72, before joining KSHE and various other stations in the area.

Mike Prince served as southern regional album promotion director for Arista in Atlanta for all of 1977. A native of Denver, he had served as secretary-manager of Barry Fey's Feyline Productions since 1973. Before transferring to Atlanta, he had handled local promotion in Denver for Arista for 18 months.

period of 1976. K mart likewise posted an 18% increase. F.W. Woolworth reported an 8.4% hike, Montgomery Ward a 10% increase and J.C. Penney a 13% gain over the year-earlier period.

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# CASH BOX TOP 100 ALBUMS

November 19, 1977

		11/12	Weeks On Chart		11/12	Weeks On Chart		11/12	Weeks On Chart			
<b>1</b>	<b>RUMOURS</b> FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	1	<b>35</b>	<b>WE MUST BELIEVE IN MAGIC</b> CRYSTAL GAYLE (United Artists LA 771G)	6.98	45	<b>68</b>	<b>CHANGES IN LATITUDES — CHANGES IN ATTITUDES</b> JIMMY BUFFETT (ABC AB 990)	6.98	58	41
<b>2</b>	<b>SIMPLE DREAMS</b> LINDA RONSTADT (Asylum 6E-104)	7.98	2	<b>36</b>	<b>LITTLE QUEEN</b> HEART (Portrait/CBS JR 34799)	7.98	32	<b>69</b>	<b>ROUGH MIX</b> PETE TOWNSHEND & RONNIE LANE (MCA 2295)	6.98	73	7
<b>3</b>	<b>CHICAGO XI</b> (Columbia JC 34860)	7.98	3	<b>37</b>	<b>COMMODORES</b> (Motown M7-884R1)	7.98	22	<b>70</b>	<b>FLEETWOOD MAC</b> (Warner Bros. MSK 2281)	7.98	63	121
<b>4</b>	<b>AJA</b> STEELY DAN (ABC AB-1006)	7.98	5	<b>38</b>	<b>THE GRAND ILLUSION</b> STYX (A&M SP 4637)	7.98	39	<b>71</b>	<b>FLOWING RIVERS</b> ANDY GIBB (RSO RS 1-3019)	7.98	64	23
<b>5</b>	<b>SHAUN CASSIDY</b> (Warner/Curb BS 3067)	6.98	4	<b>39</b>	<b>BEAUTY ON A BACK STREET</b> HALL & OATES (RCA AFL 1 2300)	7.98	29	<b>72</b>	<b>STREISAND SUPERMAN</b> BARBRA STREISAND (Columbia JC 34830)	7.98	68	21
<b>6</b>	<b>FOREIGNER</b> (Atlantic SC 18215)	7.98	6	<b>40</b>	<b>SOMETHING TO LOVE</b> L.T.D. (A&M SP 4646)	7.98	42	<b>73</b>	<b>ROBERT GORDON WITH LINK WRAY</b> (Private Stock PS 2030)	6.98	65	13
<b>7</b>	<b>ELVIS IN CONCERT</b> ELVIS PRESLEY (RCA APL 2-2587)	13.98	9	<b>41</b>	<b>A FAREWELL TO KINGS</b> RUSH (Mercury SRM 1-1184)	7.98	34	<b>74</b>	<b>FEELS SO GOOD</b> CHUCK MANGIONE (A&M SP-4658)	7.98	89	5
<b>8</b>	<b>LOVE YOU LIVE</b> THE ROLLING STONES (Rolling Stones Records COC 2-9001)	11.98	7	<b>42</b>	<b>OLIVIA NEWTON-JOHN'S GREATEST HITS</b> (MCA-3028)	7.98	53	<b>75</b>	<b>PART 3</b> KC & THE SUNSHINE BAND (TK 605)	7.98	69	57
<b>9</b>	<b>STAR WARS</b> ORIGINAL SOUNDTRACK (20th Century 2T-541)	9.98	10	<b>43</b>	<b>BOSTON</b> (Epic JE 34188)	7.98	46	<b>76</b>	<b>BROKEN HEART</b> THE BABYS (Chrysalis CHR 1150)	7.98	88	6
<b>10</b>	<b>BARRY WHITE SINGS FOR SOMEONE YOU LOVE</b> (20th Century T-543)	7.98	11	<b>44</b>	<b>LITTLE CRIMINALS</b> RANDY NEWMAN (Warner Bros. BSK 3079)	7.98	48	<b>77</b>	<b>RIGHT ON TIME</b> BROTHERS JOHNSON (A&M SP 4644)	7.98	62	27
<b>11</b>	<b>ELTON JOHN'S GREATEST HITS VOL. II</b> (MCA MCA-3027)	7.98	15	<b>45</b>	<b>LUNA SEA</b> FIREFALL (Atlantic SC 19101)	7.98	44	<b>78</b>	<b>ALIVE II</b> KISS (Casablanca NBLP-7076-2)	11.98	—	1
<b>12</b>	<b>ANYTIME . . . ANYWHERE</b> RITA COOLIDGE (A&M SP 4616)	7.98	13	<b>46</b>	<b>FOOT LOOSE AND FANCY FREE</b> ROD STEWART (Warner Bros. BSK 3092)	7.98	—	<b>79</b>	<b>NIGHT AFTER NIGHT</b> NILS LOFGREN (A&M SP-3707)	8.98	91	5
<b>13</b>	<b>TOO HOT TO HANDLE</b> HEATWAVE (Epic PE 34761)	6.98	14	<b>47</b>	<b>ACTION</b> BLACKBYRDS (Fantasy F-9535)	7.98	49	<b>80</b>	<b>DREAMBOAT ANNIE</b> HEART (Mushroom 5005)	7.98	81	86
<b>14</b>	<b>POINT OF KNOW RETURN</b> KANSAS (Kirshner/Epic JZ 34929)	7.98	19	<b>48</b>	<b>A PLACE IN THE SUN</b> PABLO CRUISE (A&M SP 4625)	7.98	41	<b>81</b>	<b>HEROES</b> DAVID BOWIE (RCA AFL1-2522)	7.98	125	2
<b>15</b>	<b>IN FULL BLOOM</b> ROSE ROYCE (Warner Bros. WH-3074)	6.98	16	<b>49</b>	<b>LIVE!</b> THE COMMODORES (Motown M9-894A2)	7.98	100	<b>82</b>	<b>NEVER LETTING GO</b> PHOEBE SNOW (Columbia JC 34875)	7.98	87	6
<b>16</b>	<b>LET'S GET SMALL</b> STEVE MARTIN (Warner Bros. BSK 3090)	7.98	18	<b>50</b>	<b>HOTEL CALIFORNIA</b> EAGLES (Asylum 6E-103)	7.98	52	<b>83</b>	<b>GREATEST HITS</b> LINDA RONSTADT (Asylum 6E-106)	6.98	84	49
<b>17</b>	<b>FOGHAT LIVE</b> (Bearsville/Warner Bros. BRK 6971)	6.98	17	<b>51</b>	<b>GOING FOR THE ONE</b> YES (Atlantic SD 19106)	7.98	54	<b>84</b>	<b>SILK DEGREES</b> BOZ SCAGGS (Columbia PC 33920)	6.98	74	89
<b>18</b>	<b>STREET SURVIVORS</b> LYNYRD SKYNYRD (MCA-3029)	7.98	25	<b>52</b>	<b>ENIGMATIC OCEAN</b> JEAN-LUC PONTY (Atlantic SD 19110)	7.98	47	<b>85</b>	<b>TURNIN' ON</b> HIGH INERGY (Gordy/Motown G6-978S1)	7.98	106	4
<b>19</b>	<b>I, ROBOT</b> THE ALAN PARSONS PROJECT (Arista AL 7002)	7.98	12	<b>53</b>	<b>HERE AT LAST . . . BEE GEES . . . LIVE</b> (RSO 2-3901)	11.98	43	<b>86</b>	<b>DECADE</b> NEIL YOUNG (Reprise 3RS 2257)	11.98	—	1
<b>20</b>	<b>MOODY BLUE</b> ELVIS PRESLEY (RCA AFL 1-2428)	7.98	20	<b>54</b>	<b>I'M IN YOU</b> PETER FRAMPTON (A&M SP 4704)	7.98	50	<b>87</b>	<b>SEND IT</b> ASHFORD & SIMPSON (Warner Bros. BS 3088)	6.98	93	7
<b>21</b>	<b>CAT SCRATCH FEVER</b> TED NUGENT (Epic JE 34700)	7.98	21	<b>55</b>	<b>LIVE</b> BARRY MANILOW (Arista AB 8500)	11.98	55	<b>88</b>	<b>COME GO WITH US</b> POCKETS (Columbia PC34879)	6.98	90	7
<b>22</b>	<b>BABY IT'S ME</b> DIANA ROSS (Motown M7-890R1)	7.98	23	<b>56</b>	<b>KARLA BONOFF</b> (Columbia PC 34152)	6.98	60	<b>89</b>	<b>GOIN' PLACES</b> THE JACKSONS (Epic JE 34835)	7.98	94	4
<b>23</b>	<b>BRICK</b> (Bang BLP-409)	7.98	24	<b>57</b>	<b>YOU LIGHT UP MY LIFE</b> ORIGINAL SOUNDTRACK (Arista AB-4158)	7.98	75	<b>90</b>	<b>LIVE</b> CROSBY AND NASH (ABC AA-1042)	7.98	—	1
<b>24</b>	<b>FRENCH KISS</b> BOB WELCH (Capitol ST 11663)	6.98	33	<b>58</b>	<b>ODYSSEY</b> (RCA APL 12477)	7.98	67	<b>91</b>	<b>FEELIN' BITCHY</b> MILLIE JACKSON (Spring/Polydor SP-1-6715)	6.98	103	11
<b>25</b>	<b>YOU LIGHT UP MY LIFE</b> DEBBY BOONE (Warner Bros. BS-3118)	6.98	36	<b>59</b>	<b>SPECTRES</b> BLUE OYSTER CULT (Columbia JC 35019)	7.98	78	<b>92</b>	<b>REACH FOR IT</b> GEORGE DUKE (Epic JE 34883)	7.98	114	4
<b>26</b>	<b>LIVIN' ON THE FAULT LINE</b> DOOBIE BROTHERS (Warner Bros. BSK 3045)	7.98	8	<b>60</b>	<b>SHOW SOME EMOTION</b> JOAN ARMATRADING (A&M SP-4663)	7.98	70	<b>93</b>	<b>WELCOME TO MY WORLD</b> ELVIS PRESLEY (RCA APL 1-2274)	6.98	96	12
<b>27</b>	<b>MOONFLOWER</b> SANTANA (Columbia C2-34914)	9.98	37	<b>61</b>	<b>THUNDER IN MY HEART</b> LEO SAYER (Warner Bros. BSK 3089)	7.98	51	<b>94</b>	<b>OXYGENE</b> JEAN MICHEL JARRE (Polydor PD 1-6112)	7.98	98	8
<b>28</b>	<b>CSN</b> CROSBY, STILLS & NASH (Atlantic SC 19104)	7.98	30	<b>62</b>	<b>BORN LATE</b> SHAUN CASSIDY (Warner Bros. BSK 3126)	7.98	—	<b>95</b>	<b>ONCE UPON A TIME</b> DONNA SUMMER (Casablanca NBLP 7078-2)	11.98	—	1
<b>29</b>	<b>THE STRANGER</b> BILLY JOEL (Columbia JC 34987)	7.98	38	<b>63</b>	<b>PASSAGE</b> CARPENTERS (A&M SP-4703)	7.98	71	<b>96</b>	<b>FINALE</b> LOGGINS & MESSINA (Columbia JG 34167)	7.98	104	3
<b>30</b>	<b>STAR WARS AND OTHER GALACTIC FUNK</b> MECO (Millennium/Casablanca MNLP 8001)	6.98	26	<b>64</b>	<b>I REMEMBER YESTERDAY</b> DONNA SUMMER (Casablanca NBLP 7056)	7.98	31	<b>97</b>	<b>TWILLEY DON'T MIND</b> DWIGHT TWILLEY BAND (Arista AB4140)	7.98	99	9
<b>31</b>	<b>LOVE SONGS</b> THE BEATLES (Capitol SKBL-11711)	11.98	40	<b>65</b>	<b>REJOICE</b> EMOTIONS (Columbia PC 34762)	6.98	57	<b>98</b>	<b>PATTI LaBELLE</b> (Epic PE 34847)	6.98	95	11
<b>32</b>	<b>BOOK OF DREAMS</b> STEVE MILLER BAND (Capitol SO-11630)	7.98	35	<b>66</b>	<b>CARELESS</b> STEPHEN BISHOP (ABC ABCD 954)	6.98	56	<b>99</b>	<b>SECRETS</b> CON FUNK SHUN (Mercury SRM-1-1180)	7.98	110	11
<b>33</b>	<b>IN CITY DREAMS</b> ROBIN TROWER (Chrysalis CHR 1148)	7.98	27	<b>67</b>	<b>LET IT FLOW</b> DAVE MASON (Columbia PC 34680)	6.98	72	<b>100</b>	<b>PRISM</b> (Ariola America ST-50020)	6.98	101	9
<b>34</b>	<b>JT</b> JAMES TAYLOR (Columbia JC 34811)	7.98	28									

# Cash Box Top Albums/101 to 200

November 19, 1977

		11/12	Wks.			11/12	Wks.			11/12	Wks.
101	<b>ELVIS' GOLDEN RECORDS VOL. 1</b> ELVIS PRESLEY (RCA LSP-1707)	6.98	105	9	132	15	168	7	168	7	168
102	<b>FLOATERS</b> (ABC AB 1030)	6.98	79	22	133	1	169	2	169	2	169
103	<b>STICK TO ME</b> GRAHAM PARKER AND THE RUMOUR (Mercury SRM-1-3706)	7.98	117	4	134	3	170	6	170	6	170
104	<b>THE BEST OF TAVARES</b> (Capitol ST-11701)	6.98	108	4	135	11	171	5	171	5	171
105	<b>THEIR GREATEST HITS</b> EAGLES (Asylum 6E-105)	7.98	102	90	136	12	172	4	172	4	172
106	<b>HERE YOU COME AGAIN</b> DOLLY PARTON (RCA APL1-2544)	6.98	122	4	137	3	173	6	173	6	173
107	<b>A STAR IS BORN</b> STREISAND, KRISTOFFERSON (Columbia JS 34403)	8.98	97	50	138	12	174	4	174	4	174
108	<b>OL' WAYLON</b> WAYLON JENNINGS (RCA APL 1-2317)	6.98	61	28	139	12	175	11	175	11	175
109	<b>RUBY, RUBY</b> GATO BARBIERI (A&M SP 4655)	7.98	113	4	140	12	176	2	176	2	176
110	<b>LIFELINE</b> ROY AYERS UBIQUITY (Polydor PD 1-6108)	7.98	92	21	141	17	177	4	177	4	177
111	<b>NETHER LANDS</b> DAN FOGELBERG (Full Moon/Epic PE 34185)	6.98	59	25	142	12	178	5	178	5	178
112	<b>CHASING RAINBOWS</b> JANE OLIVOR (Columbia PC 34917)	6.98	115	6	143	12	179	2	179	2	179
113	<b>SONGS IN THE KEY OF LIFE</b> STEVIE WONDER (Tamla/Motown T13-340C2)	13.98	109	57	144	18	180	4	180	4	180
114	<b>NIGHT MOVES</b> BOB SEGER (Capitol ST 11557)	6.98	107	55	145	55	181	2	181	2	181
115	<b>A PAUPER IN PARADISE</b> GINO VANELLI (A&M SP4664)	7.98	141	2	146	41	182	2	182	2	182
116	<b>REPEAT — THE BEST OF JETHRO TULL — VOL. II</b> (Chrysalis CHK-1135)	7.98	—	1	147	1	183	3	183	3	183
117	<b>MIDNIGHT BAND</b> CHARLIE DANIELS BAND (Epic PE34970)	6.98	119	4	148	19	184	2	184	2	184
118	<b>SONG BIRD</b> DENIECE WILLIAMS (Columbia JC 34911)	7.98	153	2	149	3	185	2	185	2	185
119	<b>BEST OF THE DOOBIES</b> DOOBIE BROTHERS (Warner Bros. BS 2978)	6.98	118	53	150	15	186	4	186	4	186
120	<b>FLYING HIGH ON YOUR LOVE</b> BAR-KAYS (Mercury SRM-1-1181)	6.98	—	1	151	3	187	2	187	2	187
121	<b>SO EARLY IN THE SPRING: THE FIRST 15 YEARS</b> JUDY COLLINS (Elektra 8E-6002)	7.98	120	16	152	6	188	15	188	15	188
122	<b>ELVIN BISHOP RAISIN' HELL</b> (Capricorn/WB CPO 185)	9.98	116	14	153	2	189	17	189	17	189
123	<b>LOVE GUN</b> KISS (Casablanca NBLP 7057)	7.98	66	20	154	14	190	20	190	20	190
124	<b>THE SPY WHO LOVED ME</b> ORIGINAL MOTION PICTURE SOUNDTRACK (United Artists LA 774H)	7.98	111	15	155	3	191	23	191	23	191
125	<b>EVEN IN THE QUIETEST MOMENTS . . .</b> SUPERTRAMP (A&M SP 4634)	7.98	112	31	156	14	192	4	192	4	192
126	<b>RAIN DANCES</b> CAMEL (Janes XJS-7035)	7.98	138	5	157	8	193	7	193	7	193
127	<b>TOM PETTY AND THE HEARTBREAKERS</b> (Shelter/ABC SRL 52006)	6.98	133	9	158	95	194	5	194	5	194
128	<b>SEALS &amp; CROFTS SING THE SONGS FROM ONE ON ONE</b> (Warner Bros. BS3076)	6.98	129	9	159	12	195	54	195	54	195
129	<b>THE QUINTET</b> VSOP (Columbia 34976)	9.98	139	3	160	7	196	2	196	2	196
130	<b>IT WAS ALMOST LIKE A SONG</b> RONNIE MILSAP (RCA APL1-2439)	6.98	135	11	161	8	197	1	197	1	197
131	<b>FOREIGN AFFAIRS</b> TOM WAITS (Asylum 7E-1117)	6.98	136	6	162	1	198	12	198	12	198
					163	8	199	8	199	8	199
					164	8	200	109	200	109	200
					165	15					
					166	21					
					167	24					
					168	8					
					169	14					
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					199	8					
					200	8					

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Armatrading, Joan	60	Cheap Trick	138	Gordon, Robert & Link Wray	73	Mandrill	176	Presley, Elvis	168	Talking Heads	193
Ashford & Simpson	87	Chicago	3	Grateful Dead	150	Mangione, Chuck	74	7, 20, 93, 101, 152, 168, 170, 171, 173	168	Tangerine Dream	185
Austin, Patti	197	C.J. & Co.	191	Hall & Oates	39	Maniow, Barry	55, 192	Prism	100	Tavarez	104
AWB & Ben E. King	183	Collins, Judy	121	Heart	36, 80	Marley, Bob	166	Pure Prairie League	135	Taylor, James	34
Ayers, Roy	110	Commodores	37, 49	Heatwave	13	Martin, Steve	16	Ram Jam	159	Thin Lizzy	140
Babys, The	76	Con Funk Shun	99	Helm, Levon	186	Mason, Dave	67	REO	146	Townsend/Lane	69
Barbieri, Gato	109	Coolidge, Rita	12	High Inergy	85	Meat Loaf	134	Rogers, Kenny	156	Trower, Robin	33
Bar-Kays	120	Crawler	139	Houston, Thelma	153	Meco	30	Rolling Stones	8	Turrentine, Stanley	136
Beach Boys	190	Crosby & Nash	90	Jackson, Millie	91	Miller, Steve	32	Ronstadt, Linda	2, 83	Twilley, Dwight	97
Beatles, The	31	Crosby, Stills & Nash	28	Jacksons	89	Milsap, Ronnie	130	Rose Royce	15	Vanelli, Gino	115
Be Bop Deluxe	187	Daniels, Charlie	117	James, Bob	147	Money, Eddie	151	Ross, Diana	22	Village People	160
Bee Gees	53	DeShannon, Jackie	178	Jarre, Jean-Michel	94	Mother's Finest	189	Rush	41	VSOP	129
Benson, George	194	Doobie Bros.	26, 119	Jarrett, Keith	175	Nazareth	162	Sanford-Townsend Band	144	Waits, Tom	131
Bishop, Elvin	122	Dramatics	164	Jennings, Waylon	108	Nektar	172	Santa Esmeralda	182	Welch, Bob	24
Bishop, Stephen	66	Duke, George	92	Jethro Tull	116	Newman, Randy	44	Santana	27	White, Barry	10
Blackbyrds	47	Eagles	50, 105	Joel, Billy	29	Newton-John, Olivia	42	Sayer, Leo	61, 195	Williams, Deniece	118
Blue Oyster Cult	59	El Coco	196	Jones, Grace	174	Nugent, Ted	21	Scaggs, Boz	84	Williams, Lenny	188
Bonoff, Karla	56	Electric Light Orch.	145	Joy	177	Odyssey	58	Scott, Tom	199	Winwood, Steve	148
Boone, Debby	25	Elton John	11	Kansas	14	Olivor, Jane	112	Scott-Heron, Gil	157	Withers, Bill	179
Boston	43	Emotions	65	KC & The Sunshine Band	75	Osmonds	181	Sedaka, Neil	198	Wonder, Stevie	113
Bowie, David	81	Firefall	45	Kiss	78, 123, 200	Ozark Mtn Daredevils	184	Seeger, Bob	114	Yamashita, Stomu	161
Brass Construction	133	Fleetwood Mac	1, 70	Klaatu	163	Pablo Cruise	48	Snow, Phoebe	82	Yes	51
Brick	23	Floeters	102	LaBelle, Patti	98	Parker, Graham	103	Soul, David	142	Young, Neil	86
Brothers Johnson	77	Fogelberg, Dan	111	Lake	141	Parsons, Alan	19	Starcastle	155		
Buffett, Jimmy	68	Foghat	17	Little River Band	132	Parton, Dolly	106	Steely Dan	4	<b>SOUNDTRACKS</b>	
Camel	126	Foreigner	6	Lofgren, Nils	79	Petty, Tom	127	Stewart, Rod	46	A Star Is Born	107
Carmen, Eric	143	Frampton, Peter	54, 158	Loggins, Kenny	154	Piper	180	Streisand, Barbra	72	One On One	128
Carpenters	63	Gayle, Crystal	35	Loggins & Messina	96	Player	149	Styx	38	Star Wars	9
Cassidy, Shaun	5, 62	Geils	165	L.T.D.	40	Pockets	88	Summer, Donna	64, 95	The Spy Who Loved Me	124
Charles, Ray	137	Gibb, Andy	71	Lynryd Skynryd	18, 169	Ponty, Jean-Luc	52	Supertramp	125	You Light Up My Life	57
				Mandre	167						

# INTERNATIONAL BEST SELLERS

## Holland

### TOP TEN 45s

- 1 **Het Smurfenlied** — Vader Abraham — Dureco
- 2 **Remember** — Long Tall Ernie & Shakers — Polydor
- 3 **Belfast** — Boney M — AT/Dureco
- 4 **The Name Of The Game** — Abba — Polydor
- 5 **Give A Little Bit** — Supertramp — A&M
- 6 **Down Deep Inside** — Donna Summer — VIP
- 7 **Black Is Black** — Belle Epoque — Ariola
- 8 **Standing In The Rain** — John Paul Young — Ariola
- 9 **Needles And Pins** — Smokie — Bovema
- 10 **We Are The Champions** — Queen — Bovema

### TOP TEN LPs

- 1 **Don't Let Me Be . . .** — Santa Esmeralda — Phonogram
- 2 **Even In The Quietest . . .** — Supertramp — A&M
- 3 **Little Criminals** — Randy Newman — WEA
- 4 **Love You Live** — Rolling Stones — WEA
- 5 **Heroes** — David Bowie — Inelco
- 6 **Introspection** — Thijs van Leer — CBS
- 7 **And're Andre** — Andre van Duin — CNR
- 8 **In Carre** — Paul van Vliet — Phonogram
- 9 **Diamantia Cocktails** — Little River Band — Bovema
- 10 **Jan Akkerman** — WEA

## Japan

### TOP TEN 45s

- 1 **Proof Of The Man (Soundtrack)** — Joe Nakayama — Warner/Pioneer
- 2 **Wanted** — Pink Lady — Victor Musical Industries
- 3 **Akizakura** — Momoe Yamaguchi — CBS/Sony
- 4 **Nikumikirenyai Rokudenashi** — Kenji Sawada — Polydor
- 5 **Ai No Memory** — Shigeru Matsuzaki — Victor Musical Industries
- 6 **Cosmos Kaido** — Kariudo — Warner/Pioneer
- 7 **Kugatsu No Ame** — Hiromi Ohta — CBS/Sony
- 8 **Shishuki** — Hiromi Iwazaki — Victor Musical Industries
- 9 **Un Deux Trois** — Candies — CBS/Sony

### TOP TEN LPs

- 1 **Danryu** — Sayuri Ishikawa Best 14 — Columbia
- 2 **Umikaze** — Kaze Album 4 — Crown
- 3 **Kazamidori** — Masashi Sada — Warner/Pioneer
- 4 **Shishukikara . . . Otoko To Onna** — Hiromi Iwazaki — Victor Musical Industries
- 5 **Deatta Hiltoni** — Kariudo First Album — Warner/Pioneer
- 6 **Diary** — High Figh Set — Toshiba/EMI
- 7 **Anokowa Idol** — Pat McGlynn — King
- 8 **Janis No Heya** — Janis Ian — CBS/Sony
- 9 **Passage** — Carpenters — King
- 10 **Proof Of The Man (Soundtrack)** — Warner/Pioneer

## Great Britain

### TOP TEN 45s

- 1 **Yes Sir I Can Boogie** — Baccara — RCA
- 2 **Name Of The Game** — Abba — CBS
- 3 **You're In My Heart** — Rod Stewart — Mercury
- 4 **Black Is Black** — La Belle Epoque — Harvest
- 5 **Rockin' All Over The World** — Status Quo — Vertigo
- 6 **We Are The Champions** — Queen — EMI
- 7 **Holidays In The Sun** — Sex Pistols — Virgin
- 8 **2468 Motorway** — Tom Robinson Band — EMI
- 9 **Silver Lady** — David Soul — Private Stock
- 10 **Black Betty** — Ram Jam — Epic

### TOP TEN LPs

- 1 **20 Golden Greats** — Diana Ross & The Supremes — Tamla/Motown
- 2 **40 Golden Greats** — Cliff Richard — EMI
- 3 **No More Heroes** — Stranglers — UA
- 4 **Heroes** — David Bowie — RCA
- 5 **Rumours** — Fleetwood Mac — Warner Bros.
- 6 **Home On The Range** — Slim Whitman — UA
- 7 **Seconds Out** — Genesis — Charisma
- 8 **Oxygene** — Jean Michel Jarre — Polydor
- 9 **Going For The One** — Yes — Atlantic
- 10 **Thunder In My Heart** — Leo Sayer — Chrysalis

## Argentina

### TOP TEN 45s

- 1 **Vestida De Novia** — Pomada — RCA
- 2 **Morir Al Lado De Mi Amor** — Demis Roussos — Philips
- 3 **Una Noche Como Esta** — Los Bukis — Microfon
- 4 **Donde Estan Tus Ojos Negros** — Santabarbara (EMI)
- 5 **Hoy Me Toca Reir** — Mario Echeverria — EMI
- 6 **Con El Viento A Tu Favor** — Camilo Sesto — RCA
- 7 **Fiesta** — Rafaella Carra — CBS
- 8 **Pon Tu Cabeza En Mi Hombro** — Paul Anka — CBS
- 9 **Ovidalo Pequena** — Los Moros — RCA
- 10 **Amame . . . Me Gusta Amanecer En Ti** — Barbara & Dick — RCA

### TOP TEN LPs

- 1 **Los Exitos Del Amor** — Selection — Microfon
- 2 **Los Primeros Del Ranking** — Selection — CBS
- 3 **Musica Poderosa** — Selection — EMI
- 4 **Lo Mejor** — Alberto Cortez — Microfon
- 5 **En Tu Piel Los MH Positivos** — Selection — Music Hall
- 6 **Ruidos En Espanol** — Selection — Philips
- 7 **Recuerdo El Ayer** — Donna Summer — Microfon
- 8 **A Star Is Born (Soundtrack)** — CBS
- 9 **Hits De Primavera** — Selection — RCA
- 10 **Golden Records** — Elvis Presley — RCA

## Australia

### TOP TWENTY-FIVE 45s

- 1 **I Just Want To Be Your Everything** — Andy Gibb — Interfusion
- 2 **I Feel Love** — Donna Summer — Casablanca
- 3 **Don't Fall In Love** — Ferretts — Mushroom
- 4 **You're Moving Out Today** — Carole Bayer Sager — Elektra
- 5 **Ma Baker** — Boney M — Atlantic
- 6 **Higher And Higher** — Rita Coolidge — A&M
- 7 **It's All Over Now Baby Blue** — Graham Bonnet — Mercury
- 8 **Way Down/Pledging My Love** — Elvis Presley — RCA
- 9 **Fanfare For The Common Man** — Emerson Lake & Palmer — Atlantic
- 10 **In The Flesh** — Blondie — Private Stock/Chrysalis
- 11 **Hard Rock Cafe** — Carole King — Capitol
- 12 **Dr. Love** — Tina Charles — CBS
- 13 **The More I See You** — Peter Allen — A&M
- 14 **So You Win Again** — Hot Chocolate — Rak
- 15 **My Mistake** — Split Enz — Mushroom
- 16 **Barracuda** — Heart — Portrait
- 17 **Reach Out For The One Who Loves You** — Mark Holden — EMI
- 18 **I Go To Rio** — Peter Allen — A&M
- 19 **Silver Lady** — David Soul — Private Stock
- 20 **A Fool In Love** — Jeff St. John — Asylum
- 21 **Thunder In My Heart** — Leo Sayer — Chrysalis
- 22 **Star Wars Title Theme** — Meco — RCA
- 23 **Best Of My Love** — Emotions — CBS
- 24 **Do You Wanna Make Love** — Peter McCann — 20th Century
- 25 **Old School Yard** — Cat Stevens — Island

### TOP TWENTY-FIVE LPs

- 1 **Rumours** — Fleetwood Mac — Warner Bros.
- 2 **Silk Degrees** — Boz Scaggs — CBS
- 3 **Simple Dreams** — Linda Ronstadt — Asylum
- 4 **A New World Record** — Electric Light Orchestra — UA
- 5 **I Remember Yesterday** — Donna Summer — Casablanca
- 6 **Carole Bayer Sager** — Elektra
- 7 **Moody Blue** — Elvis Presley — RCA
- 8 **Works Volume 1** — Emerson Lake & Palmer — Atlantic
- 9 **Anytime . . . Anywhere** — Rita Coolidge — A&M
- 10 **Deceptive Bends** — 10cc — Mercury
- 11 **Love You Live** — The Rolling Stones — Rolling Stones
- 12 **Chicago XI** — CBS
- 13 **JT** — James Taylor — CBS
- 14 **I Robot** — Alan Parsons Project — Arista
- 15 **Makin' Love And Music** — Dr. Hook — Capitol
- 16 **Graham Bonnet** — Mercury
- 17 **Taught By Experts** — Peter Allen — A&M
- 18 **Aja** — Steely Dan — ABC
- 19 **Dizrythmia** — Split Enz — Mushroom
- 20 **Ladies And Gentlemen** — Marcia Hines — Miracle
- 21 **Diamantina Cocktail** — Little River Band — EMI
- 22 **Little Queen** — Heart — Portrait
- 23 **Blondie** — Private Stock
- 24 **Simple Things** — Carole King — Capitol
- 25 **Flowing Rivers** — Andy Gibb — Interfusion

— The Kent Music Report

## Canada

### TOP TWENTY-FIVE 45s

- 1 **Star Wars** — Meco — Casablanca
- 2 **The King Is Gone** — Ronnie McDowell — GRT
- 3 **Sometimes When We Touch** — Dan Hill — GRT
- 4 **Nobody Does It Better** — Carly Simon — Elektra
- 5 **That's Rock 'N' Roll** — Shaun Cassidy — Warner Bros.
- 6 **You Light Up My Life** — Debby Boone — Warner Bros.
- 7 **Keep It Comin' Love** — KC & Sunshine Band — TK
- 8 **I Feel Love** — Donna Summer — Casablanca
- 9 **Swayin' To The Music** — Johnny Rivers — SOCT
- 10 **Way Down/Pledging My Love** — Elvis Presley — RCA
- 11 **Sugar Daddy** — Patsy Gallant — Attic
- 12 **How Deep Is Your Love** — Bee Gees — RSO
- 13 **She Did It** — Eric Carmen — Arista
- 14 **Strawberry Letter 23** — Brothers Johnson — A&M
- 15 **Don't It Make My Brown Eyes Blue** — Crystal Gayle — UA
- 16 **Don't Stop** — Fleetwood Mac — Warner Bros.
- 17 **Handy Man** — James Taylor — CBS
- 18 **Baby What A Big Surprise** — Chicago — CBS
- 19 **Daytime Friends** — Kenny Rogers — UA
- 20 **Cold As Ice** — Foreigner — Atlantic
- 21 **On And On** — Stephen Bishop — ABC
- 22 **I Just Want To Be Your Everything** — Andy Gibb — RSO
- 23 **Signed, Sealed, Delivered** — Peter Frampton — A&M
- 24 **Don't Worry Baby** — B.J. Thomas — MCA
- 25 **Telephone Line** — ELO — UA

### TOP TWENTY-FIVE LPs

- 1 **Rumours** — Fleetwood Mac — Warner Bros.
- 2 **Greatest Hits Vol. 2** — Elton John — MCA
- 3 **Star Wars (Soundtrack)** — 20th Century
- 4 **Longer Fuse** — Dan Hill — GRT
- 5 **Even In The Quietest Moments** — Supertramp — A&M
- 6 **Shaun Cassidy** — Warner Bros.
- 7 **Aja** — Steely Dan — GRT
- 8 **Chicago XI** — CBS
- 9 **Foreigner** — Atco
- 10 **Moody Blue** — Elvis Presley — RCA
- 11 **Crime Of The Century** — Supertramp — A&M
- 12 **A Farewell To Kings** — Rush — Anthem
- 13 **I'm In You** — Peter Frampton — A&M
- 14 **JT** — James Taylor — CBS
- 15 **Hotel California** — Eagles — Asylum
- 16 **I, Robot** — Alan Parsons — Arista
- 17 **The Grand Illusion** — Styx — A&M
- 18 **Living On The Fault Line** — Doobie Brothers — Warner Bros.
- 19 **Beauty On A Back Street** — Hall & Oates — RCA
- 20 **Book Of Dreams** — Steve Miller — Capitol
- 21 **A Night On The Town** — Rod Stewart — Warner Bros.
- 22 **Elvis In Concert** — Elvis Presley — RCA
- 23 **I Remember Yesterday** — Donna Summer — Casablanca
- 24 **Little Queen** — Heart — Portrait
- 25 **Greatest Hits** — Abba — Atlantic

— Canadian Recording Industry Association

# *BONNA SUMMER*

*ONCE UPON A TIME...*

*A fairytale come true  
on  
Casablanca Record and FilmWorks*



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Associates in association  
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