

# CASHBOX

February 6, 1977



Cover Artist:  
**ZZ TOP**

**Grand Jury Subpoenas L.A. Retailers & Manufacturers**  
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**Korvettes Into \$2.99 Pricing in Detroit**

**Progress To Open Indy Distrib in Chicago**  
**Part 2 of Packaging Cost Study**  
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**Disco LPs: An Interesting Phenomenon**

Minnie. She sings about  
what she knows. Love. Love  
when everything's alright.  
And when it hurts. You  
know what it's like. It's never  
easy. But when Minnie sings  
you know it can be good  
again. "Stick Together".  
The first single from her  
forthcoming new album.



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## CASH BOX

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**cash box editorial****The Disco LP Craze**

The disco 45/disco LP/12" 45 configuration, which the record industry is moving into in typical helter skelter fashion (see story inside), is a positive attempt to expand the potential markets of the industry. Unfortunately, the industry is going about it without a unified approach, with the distinct possibility that we may ultimately wind up with a half dozen different formats.

Nevertheless, the disco market has opened up new potential markets for record sales, the first such attempt since quad, and possibly the last before some sort of videodiscs. While sales of the new configuration have not been outstanding, new avenues and new consumers have hopefully bought records that they would not have bought in single or album forms.

The different configurations are a problem, though. While corporate lawyers absolutely frown on any sort of "the-industry-should-get-together-and-talk-about-it," perhaps an RIAA-sponsored meeting could come up with some sort of standardization for the disco configuration.

Without that, we have companies running off in every different direction. And who can say for sure that the lack of a uniform concept on quad, instead of both discrete and matrix, was not *the sole factor* that hindered quad's development into a viable format.

And who can say for sure that the development of the videodisc may not be similarly hindered, as the different companies develop non-compatible formats?

Meanwhile, we must admit some initial skepticism at the disco LP type of record. We weren't too sure that the configuration would make a go of it. And while initial sales reports are in the 10,000-25,000 range generally (pre-returns), that apparently generates sufficient sales to justify and make profitable the added configuration.

Where the disco market will go is anyone's guess. But it is a positive and healthy sign to see the industry able to enjoy an additional configuration which is bringing in extra dollars.



**NUMBER ONE**  
**SINGLE OF THE WEEK**  
BLINDED BY THE LIGHT  
MANFRED MANN  
Warner Bros. 8252  
Writer: Bruce Springsteen  
Publisher: Laurel Canyon — ASCAP



**NUMBER ONE**  
**ALBUM OF THE WEEK**  
A STAR IS BORN  
STREISAND, KRISTOFFERSON  
Columbia JS 34403

# CASH BOX TOP 100 SINGLES

February 5, 1977

Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart			Rank	Song	Artist	Weeks On Chart		
			1/29	1/22	Chart				1/29	1/22	Chart				1/29	1/22	Chart
1	BLINDED BY THE LIGHT	MANFRED MANN (Warner Bros. 8252)	2	7	11	33	AFTER THE LOVIN'	ENGELBERT HUMPERDINCK (Epic 8-50270)	28	17	17	68	C.B. SAVAGE	ROD HART (Plantation 144)	59	59	9
2	TORN BETWEEN TWO LOVERS	MARY MacGREGOR (Ariola America/Capitol 7638)	3	6	13	34	DREAMBOAT ANNIE	HEART (Mushroom M7023)	32	33	9	69	BE MY GIRL	DRAMATICS (ABC 12235)	72	77	7
3	I WISH	STEVIE WONDER (Tamla/Motown T54274F)	1	2	10	35	AIN'T NOTHING LIKE THE REAL THING	DONNY & MARIE OSMOND (Polydor 14363)	30	32	12	70	DISCO LUCY (I LOVE LUCY THEME)	WILTON PLACE STREET BAND (Island 078)	80	93	3
4	HOT LINE	SYLVERS (Capitol 4336)	4	4	14	36	LIVIN' THING	ELO (UA 888)	34	26	15	71	HERE COME THOSE TEARS AGAIN	JACKSON BROWNE (Asylum E45379)	87	—	2
5	NEW KID IN TOWN	EAGLES (Asylum E45373)	8	10	9	37	SORRY SEEMS TO BE THE HARDEST WORD	ELTON JOHN (MCA/Rocket 40645)	35	30	19	72	MORE THAN A FEELING	BOSTON (Epic 8-50266)	62	60	21
6	ENJOY YOURSELF	JACKSONS (Epic 8-50289)	9	12	13	38	LONG TIME	BOSTON (Epic 8-50329)	53	70	3	73	WINTER MELODY	DONNA SUMMER (Oasis/Casablanca 872)	84	84	5
7	DAZZ	BRICK (Bang 727)	5	5	16	39	THIS SONG	GEORGE HARRISON (Dark Horse/WB DRC 8294)	37	36	12	74	WHEN LOVE IS NEW	ARTHUR PRYSOCK (Old Town 1000)	74	80	7
8	FLY LIKE AN EAGLE	STEVE MILLER (Capitol 4372)	14	19	8	40	IN THE MOOD	HENHOUSE FIVE PLUS TOO (WB 8301)	42	47	7	75	HERE IS WHERE YOUR LOVE BELONGS	SONS OF CHAMPLIN (Ariola America/Capitol 7653)	81	—	2
9	I LIKE DREAMIN'	KENNY NOLAN (20th Century 2287)	10	13	13	41	STAND TALL	BURTON CUMMINGS (Portrait/CBS 6-70001)	38	35	19	76	SAM	OLIVIA NEWTON-JOHN (MCA 40670)	91	—	2
10	WEEKEND IN NEW ENGLAND	BARRY MANILOW (Arista 212)	12	16	11	42	THE RUBBERBAND MAN	SPINNERS (Atlantic 3355)	41	39	22	77	KONG	DICKIE GOODMAN (Janus SH 6)	89	—	2
11	WALK THIS WAY	AEROSMITH (Columbia 3-10499)	7	8	12	43	LOVE ME	YVONNE ELLIMAN (RSO/Polydor 858)	40	25	19	78	I'VE GOT LOVE ON MY MIND	NATALIE COLE (Capitol 4360)	—	—	1
12	LOST WITHOUT YOUR LOVE	BREAD (Elektra E45365)	13	16	12	44	DRIVIN' WHEEL	FOGHAT (Bearsville/WB BSS 0313)	43	40	21	79	SO IN TO YOU	ATLANTA RHYTHM SECTION (Polydor 14373)	90	96	3
13	NIGHT MOVES	BOB SEGER (Capitol 4369)	15	18	10	45	FREE	DENIECE WILLIAMS (Columbia 3-10429)	48	50	11	80	DO YA	ELECTRIC LIGHT ORCHESTRA (United Artists UA XW 939Y)	—	—	1
14	YEAR OF THE CAT	AL STEWART (Janus J266)	17	22	9	46	LOVE SO RIGHT	BEE GEES (RSO/Polydor 859)	45	37	21	81	I CAN'T SAY NO TO YOU	PARKER MCGEE (Big Tree/Atlantic 10682)	88	94	4
15	CAR WASH	ROSE ROYCE (MCA 40615)	6	1	14	47	FREE BIRD	LYNYRD SKYNYRD (MCA 1948)	44	41	10	82	UP YOUR NOSE	GABRIEL KAPLAN (Elektra E45369)	82	86	4
16	LOVE THEME FROM "A STAR IS BORN" (EVERGREEN)	BARBRA STREISAND (Columbia 1-0450)	21	29	9	48	RICH GIRL	DARYL HALL & JOHN OATES (RCA PB 0860)	66	81	3	83	IF NOT YOU	DR. HOOK (Capitol 4364)	63	67	11
17	DANCING QUEEN	ABBA (Atlantic 3372)	20	24	9	49	YOU'VE GOT ME RUNNING	GENE COTTON (ABC 12217)	50	52	10	84	DIS-GORILLA	RICK DEES AND HIS CAST OF IDIOTS (RSO/Polydor 866)	86	91	3
18	JEANS ON	DAVID DUNDAS (Chrysalis 2094)	16	14	21	50	IT KEEPS YOU RUNNING	DOOBIE BROS. (WB 8282)	54	56	8	85	AT MIDNIGHT (MY LOVE WILL LIFT YOU UP)	RUFUS featuring CHAKA KHAN (ABC 12239)	—	—	1
19	GO YOUR OWN WAY	FLEETWOOD MAC (Reprise 8304)	22	28	5	51	I NEVER CRY	ALICE COOPER (Warner Bros. 8228)	46	42	20	86	DO IT TO MY MIND	JOHNNY BRISTOL (Atlantic 3360)	69	71	11
20	HARD LUCK WOMAN	KISS (Casablanca 873)	23	27	8	52	DON'T GIVE UP ON US	DAVID SOUL (Private Stock 45129)	71	—	2	87	NIGHTS ARE FOREVER WITHOUT YOU	ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic 16079)	61	55	17
21	YOU DON'T HAVE TO BE A STAR	MARILYN McCOO & BILLY DAVIS (ABC 12208)	11	3	19	53	MUSKRAT LOVE	CAPTAIN & TENNILLE (A&M 1870)	47	44	20	88	YOU KNOW LIKE I KNOW	OZARK MOUNTAIN DAREDEVILS (A&M 1888)	93	95	3
22	SOMEBODY TO LOVE	QUEEN (Elektra E-45362)	18	9	12	54	MOODY BLUE	ELVIS PRESLEY (RCA PB 10857)	65	68	8	89	GLORIA	ENCHANTMENTS (United Artists 912)	94	97	3
23	CARRY ON WAYWARD SON	KANSAS (Kirshner/Epic ZS 8-4267)	27	31	9	55	LOVE BALLAD	LTD (A&M 1847)	49	45	20	90	DARLIN' DARLIN' DARLIN' BABY	O'JAYS (Phila. Intl./Epic 3610)	79	82	8
24	YOU MAKE ME FEEL LIKE DANCING	LEO SAYER (Warner Bros. 8283)	19	11	17	56	LUCKY MAN	STARBUCK (Private Stock 45125)	51	48	11	91	FLIGHT '76	WALTER MURPHY (Private Stock 45123)	58	58	14
25	THE THINGS WE DO FOR LOVE	10cc (Mercury 73875)	31	43	6	57	CRACKERBOX PALACE	GEORGE HARRISON (Dark Horse/WB DRC 8313)	76	—	2	92	OPEN SESAME	KOOL & THE GANG (DeLite 1586)	75	73	9
26	SAVE IT FOR A RAINY DAY	STEPHEN BISHOP (ABC 12232)	29	34	10	58	SAY YOU'LL STAY UNTIL TOMORROW	TOM JONES (Epic/MAM 8-50308)	73	79	7	93	YOU + ME = LOVE	UNDISPUTED TRUTH (Whitfield/WB WHI 8306)	—	—	1
27	LIVING NEXT DOOR TO ALICE	SMOKIE (RSO/Polydor 860)	33	38	10	59	BABY DON'T YOU KNOW	WILD CHERRY (Sweet City/Epic 8-50306)	60	63	5	94	FIRE SIGN	CORY (Phantom/RCA 10856)	96	99	3
28	BOOGIE CHILD	BEE GEES (RSO/Polydor 867)	36	51	4	60	NADIA'S THEME (THE YOUNG AND THE RESTLESS)	BARRY DEVORZON & PERRY BOTKIN, JR. (A&M 1856)	52	46	23	95	SOMEONE TO LAY DOWN BESIDE ME	LINDA RONSTADT (Asylum 361)	77	65	10
29	SATURDAY NIGHT	EARTH, WIND & FIRE (Columbia 1-0439)	24	21	11	61	SHAKE YOUR RUMP TO THE FUNK	BAR-KAYS (Mercury 73833)	56	53	13	96	DADDY COOL	BONEY M (Atco 7063)	98	90	7
30	DON'T LEAVE ME THIS WAY	THELMA HOUSTON (Tamla/Motown T54278F)	39	49	7	62	I DON'T WANNA LOSE YOUR LOVE	EMOTIONS (Columbia 3-10347)	55	57	12	97	SOMETHIN' 'BOUT 'CHA	LATIMORE (Glades/TK 1739)	99	—	2
31	WHISPERING/CHERCHEZ LA FEMME/C'EST SI BON	DR. BUZZARD'S ORIGINAL SAVANNAH BAND (RCA PB 10827)	26	23	13	63	I LIKE TO DO IT	K.C. AND THE SUNSHINE BAND (TK 1020)	64	66	8	98	RIGHT TIME OF THE NIGHT	JENNIFER WARNES (Arista AS 0223)	—	—	1
32	TONIGHT'S THE NIGHT (GONNA BE ALRIGHT)	ROD STEWART (Warner Bros. 8262)	25	20	18	64	HEY BABY	RINGO STARR (Atlantic 3371)	67	76	10	99	BABY, YOU LOOK GOOD TO ME TONIGHT	JOHN DENVER (RCA/JH 10854)	85	85	6
						65	REACH	ORLEANS (Asylum 45375)	68	78	3	100	I'LL ALWAYS CALL YOUR NAME	LITTLE RIVER BAND (Harvest/Capitol 4380)	—	—	1
						66	DON'T TAKE AWAY THE MUSIC	TAVARES (Capitol 4348)	57	54	15						
						67	FANCY DANCER	COMMODORES (Motown 1408)	70	74	7						

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

After The Lovin' (Silver Blue — ASCAP/Oceans Blue — BMI)	33	Fancy Dancer (Jobete/Commodores — ASCAP)	67	Living Next (Chinnichap — BMI)	27	So In To You (Low-Sai — BMI)	79
Ain't Nothing (Jobete — ASCAP)	35	Fire Sign (Phantom/Apple Cider/Music of the Times — ASCAP)	94	Livin' Thing (Unart/Jet — BMI)	36	Somebody (Queen/Beechwood — BMI)	22
At Midnight (Amer B'casting/Elainea — BMI)	85	Flight '76 (RFT/Don Kirshner — BMI)	91	Long Time (Pure — BMI)	38	Someone To (Sky Harbor — BMI)	95
Baby Don't (Bema — ASCAP)	59	Fly Like (Sailor — ASCAP)	8	Lost Without (Kipahula — ASCAP)	12	Somethin' Bout 'Cha (Sherlyn — BMI)	97
Baby You (Cherry Lane — ASCAP)	99	Free (Kee/Drick — BMI)	45	Love Ballad (Unichappell — BMI)	55	Sorry Seems (Big Pig/Leeds — ASCAP)	37
Be My (Electrocard — ASCAP)	69	Free Bird (Duchess/Hustlers — BMI)	47	Love Me (Unichappell — BMI)	43	Stand Tall (Shillelagh — BMI)	41
Blinded (Laurel Canyon — ASCAP)	1	Gloria (Desert Moon/Willow Girl — BMI)	89	Love So Right (Stiggwood — BMI)	46	The Rubberband (Mighty Three — BMI)	42
Boogie Child (Stigwood/Unichappell — BMI)	28	Go Your (Gentoo/Now Sound — BMI)	19	Love Theme (First Artists/Emanuel/20th Century — ASCAP)	16	The Things (Man-Ken — BMI)	25
Carry On (Don Kirshner — BMI)	23	Hard Luck (Cafe Amer./Kiss Songs — ASCAP)	20	Lucky Man (Brother Bill's — ASCAP)	56	This Song (Ganga/B.V. — BMI)	39
C.B. Savage (Shelby Singleton/Little Richie Johnson — BMI)	68	Here Come Those (Swallow Turn/WB — ASCAP/Open Window/Warner-Tamerlane — BMI)	71	Moody Blue (Screen Gems-Columbia/Sweet Glory — BMI)	54	Tonight's The Night (Cock & Trumpet — ASCAP)	32
Car Wash (Duchess — BMI)	15	Here Is Where You Love (JFH — ASCAP)	75	More Than (Pure Songs — ASCAP)	72	Torn Between (Muscle Shoals — BMI/Silver Dawn — ASCAP)	2
Crackerbox Palace (B.U. — BMI)	57	Hey Baby (Unart/LeBelle — BMI)	64	Muskrat Love (Wishbone — ASCAP)	53	Up Your Nose (Rotunda — BMI)	82
Daddy Cool	96	Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP)	4	Nadia's Theme (Screen Gems/EMI — BMI)	60	Walk This (Dekset — BMI)	11
Dancing Queen (Countess — BMI)	17	I Can't Say (Dawnbreaker — BMI)	81	New Kid	5	Weekend (Unart/Piano Picker — BMI)	10
Darlin' (Mighty Three — BMI)	90	I Don't Wanna (Pamjokeen — BMI)	62	Night Moves (Gear — ASCAP)	13	When Love (Mighty Three — BMI)	74
Dazz (Silver Cloud/Trolley — ASCAP)	7	If Not (Horse Hairs — BMI)	85	Nights Are Forever (Dawnbreaker — BMI)	87	Whispering (Miller/Fisher — ASCAP/Pink Pelican — BMI)	31
Disco Lucy (Desilu — ASCAP)	70	I Like (Sound of Nolan/Chelsea — BMI)	9	Open Sesame (Delightful/Gang — BMI)	92	Winter Melody (Rick's — BMI)	73
Dis-Gorilla (Stafree/Gold Top — BMI)	84	I Like To (Sherlyn/Harrick — BMI)	63	Reach (Siren — BMI)	65	Year Of (Dejamus/Purple Pepper — ASCAP)	14
Do It To (Bushka — ASCAP)	86	I'll Always (Australian Tumbleweed — BMI)	100	Rich Girl (Unichappell — BMI)	48	You Don't Have (Groovesville — BMI)	21
Don't Give Up On (Topanga/Shiptree — ASCAP)	52	I Never Cry (Ezra/Early Frost — BMI)	51	Right Time Of (Amer B'casting — ASCAP)	98	You Know Like I (Lost Cabin — BMI)	88
Don't Leave (Mighty Three — BMI)	30	In The (Shapiro-Bernstein/Lewis — ASCAP)	40	Sam (John Farrar/Blue Gum/De-Janus — BMI/ASCAP)	76	You Make Me (Braintree — BMI/Longmanor-Chrysalis — ASCAP)	24
Don't Take (Bull Pen — BMI/Perren Vibes — ASCAP)	66	It Keeps (Tauripin — BMI)	50	Saturday (Saggifire — BMI)	29	You + Me (Stone Diamond — BMI)	93
Do Ya (UA/Jet/Innersong — ASCAP)	80	I've Got Love (Jay's Ent./Chappell — ASCAP)	78	Save It (Stephen Bishop — BMI)	26	You've Got (Dawnbreaker — BMI)	49
Dreamboat Annie (Andorra — ASCAP)	34	I Wish (Jobete/Blackball — ASCAP)	3	Say You'll (Dick James — BMI)	50		
Drivin' (Knee Trembler — ASCAP)	44	Jeans On (Moth/Dick James — BMI)	10	Shake Your Rump (Barkay — BMI)	61		
Enjoy Yourself (Mighty Three — BMI)	6	Kong (Unichappell — BMI)	77				

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## Progress To Open Distributorship In Chicago Market

by Julian Shapiro

NEW YORK — Progress Record Distributing, Inc., an independent distributor based in Cleveland, will expand its operation with the opening of a branch in Chicago. Harold Davis, former branch manager for Phonodisc in Chicago and a veteran of the Chicago record market, will become the new facility's general manager.

At press time, Joe Simone, owner of Progress, had not settled on a location, but he indicated that a final selection was imminent. Simone noted that he would probably acquire a space of approximately 20,000 square feet, though that would naturally depend on current availability. If all operational details proceed as scheduled Progress could be open for business in Chicago within 30 days.

With this move, Progress becomes the second major independent distributor servicing Chicago. M.S. Distributors, for all practical purposes, maintains a monopoly of the market. But, Simone seemed unconcerned. "There's a strong enough need for an alternative, because it's a big enough market," he said. "The market is large enough to support M.S. and ourselves and I assume we'll become a rather substantial distributor there."

At press time, there was still no definitive word on which, if any, manufacturers were planning to switch.

### No Lines Yet

Curiously, Simone is entering the Chicago market without any record company commitments to supply him there. But, again, he seemed resolved almost to the point of sounding unconcerned. "I don't know that I'll have to approach any manufacturers, quite frankly," he said. "I believe there'll be enough lines available once we get our doors open."

When pressed, he noted that he had not even approached A&M and Motown, the

(continued on page 16)

## Federal Grand Jury Begins Industry Probe

by Alan Sutton

LOS ANGELES — A Federal Grand Jury in Los Angeles has begun a massive investigation of the recording industry, and a number of manufacturers and retailers on the west coast have been served with subpoenas.

The subpoenas, which cover the five-year period from 1971 through 1976, are for information about the manufacturing, dis-

### Peaches Expands. See Story On Page 10

tribution and sale of phonograph records and tapes within the United States. Specifically, the Grand Jury has requested all company records and documents relating to "prices, terms or conditions of sales, discounts, credit terms, distribution methods, customers, competition or competitors, (and) market conditions."

Cash Box has obtained a copy of one of the subpoenas, which has an order to appear at 9:30 a.m. on March 16 at the U.S. District Court House in Los Angeles, to testify before the Grand Jury. Attached to the subpoena is a list of 28 specific types of documents the Grand Jury has requested.

Among the areas the Grand Jury seems most interested in are market share, pricing, customer complaints on pricing, the multiple pricing structure, advertising policies, advertising allowances (free goods), supply problems and artist royalty rates.

### All Financial Data

The Grand Jury has also requested the companies named in the subpoenas to furnish complete financial data, including all price lists and employee expense accounts. Further, the subpoenas order the companies to turn over to the Grand Jury all corporate correspondence and memoranda relating to price changes.

Cash Box was unable to determine the exact number of subpoenas issued by the Grand Jury, or whether they were sent pursuant to any specific complaint.

Jonathan C. Gordon of the Justice Department's Antitrust Division refused to comment on the subpoenas, saying:

"The Antitrust Division of the United States Justice Department policy toward ongoing investigations is not to comment on them." Gordon also refused to answer any questions on the nature of the subpoenas, such as the reason behind them, to whom they were sent and if the subpoenas were part of a nationwide investigation.

Among the documents requested by the subpoena are those which show:

- The official name and address of the firm, the date and state of its incorporation;
- The names and addresses of company employees, down to the level of sales manager, for the 5 year period covered by the subpoena;

(continued on page 20)

## Pressing and Jacket Fabricating Costs Are Hiked by Record And Album Manufacturers

by Mike Falcon

LOS ANGELES — Several record pressing companies, who handle the bulk of subcontracted LP production, and four LP cover/jacket fabricators, who print an estimated 95% of industry record jackets, have raised their prices during the past few weeks. The hikes, which were not announced to the press, range from 1.5¢ to 2¢ per LP pressing, and average approximately 5% on album covers, according to the manufacturers and a survey of their accounts.

Among the increases implemented, Columbia Record Productions upped their LP pressing price 1.5¢; Monarch Record Manufacturers, Los Angeles, went up 1.5¢ per LP; Specialty Records in Olyphant, Pennsylvania had a hike of 1.63¢ per LP;

Presswell Records, New Jersey increased their price an estimated 2¢ to 2.3¢ per LP, according to accounts. PRC in New York registered a 1.8¢ increase per album. GRT in Sunnyvale, California, and Bestway Products, Mountainside, New Jersey, have not increased their prices, but probably will in the near future, according to management.

At press time it was learned that Columbia Record Production's price on LPs is now \$.420 per LP (to 10,000 units); \$.410 per LP to 25,000 units; \$.405 per LP to 50,000 units; \$.40 per LP to 100,000 units; and \$.395 for over 100,000 units.

### Reasons Vary

Reasons for the hike in LP production were more varied, however. "There are a lot of reasons behind our increase," explained

John Williams, vice president and general manager of Monarch Record Manufacturers in Los Angeles. "In the past all of our price increases were tied to the cost of vinyl, and the other cost increases we had to absorb were minor when compared with the vinyl increases. That was the key and we were able to maintain our pace that way. However, since November 1974, when we last raised our prices, labor has gone up an average of 10% a year, label paper and corrugated product went up 7% and 6.4%

It was learned at press time that four major fabricators of album jackets have raised their prices. Queens raised their jacket price by 5%, and IVY Hill, Sherwood Packaging, and AGI increased prices by yet unreported amounts. See related story page 9.

in the same period, and I just got another. We did get a penny increase in vinyl," Williams elaborated, "but we didn't even pass that on. But the things that really put it to us were utilities.

"Our gas jumped 85% in that period of time. Blue Cross and other insurance jumped 75%, fire and liability went up 36%," lamented Williams. "Tax structures, in-

(continued on page 20)

## Korvettes' Detroit Record Prices Hit \$2.99; Peaches Store Opening Seen As Factor

by Mark Mehler and Ken Terry

NEW YORK — On the heels of Peaches' recently announced selection of suburban Detroit as the site for its twelfth "super-store" (Cash Box, January 22), Korvettes advertised nine current releases in this Sunday's edition of the *Detroit News* for \$2.99. Except for a three-day sale just before Christmas, this is the first time Korvettes has advertised front-line releases for such a low price in Detroit. It is also the first time in the eight months since the Retail Price Survey began that Cash Box has observed a major retailer promoting current releases for \$2.99 outside of New York.

Local retailers told Cash Box that Kor-

vettes' price was a dollar below the average sale price in Detroit for current releases. Unused to this New York-style "loss leader" merchandising approach, a large number of record customers have reportedly been drawn into Korvettes' five area stores. "It (\$2.99 sale) sure does draw," a Korvettes record department manager, in one of the affected stores, lamented. "And our personnel still have to go through the same motions, marking the albums, that they do on records that I make money on. I'm not at all pleased." He added that the \$2.99 sale might continue for two weeks or longer.

### Peaches Responsible?

One Korvettes store manager in Detroit speculated that the unusual low price might

have been prompted by the Peaches move. "Nobody's told me anything," he said, "but it would seem to be Peaches." Asked for his feeling about Peaches coming to Detroit, he said, "Of course, I hate to see big competition like that here."

Other Detroit retailers agreed that the \$2.99 sale, advertised only in the Sunday News, was a response to Peaches. Phil LeAnnais, manager of Dearborn Music, the closest store to the new Peaches site on Schaefer St., said the super-store would undoubtedly cut drastically into Korvettes' r&b sales, because Peaches "is a lot deeper in catalog." Inner-city Detroit, where Peaches is expected to make its biggest impact, is considered a strong r&b market.

LeAnnais, while he "wishes they weren't coming in," expects to survive the Peaches invasion. He explained that although Peaches will be only about three miles from his store, it will also be two miles from the Detroit line and will draw heavily from the inner-city. "We do half our business in Dearborn and Dearborn Heights, and the rest from the northern suburbs," LeAnnais said. He added that he hopes to open a new 3,000-foot store at about the same time that Peaches will be opening its unit.

In response to Peaches, he has already put 75 or 80 of the top 200 LPs on sale for \$3.99, whereas normally he sells only 10 or 20 albums at that price. "I'll take a drop in sales particularly at the beginning," he

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## CBS, RCA Up 6.98 Prices For Albums

by Gary Cohen

LOS ANGELES — CBS joined WEA this week in raising wholesale prices on \$6.98 list albums for subdistributors, from \$3.36 to 3.38, on all of their \$6.98s except for its Masterworks series. But CBS also raised their dealer price from \$3.61 to \$3.65, whereas WEA had held their dealer price on \$6.98 list albums at the same level. No wholesale increases were announced at this time by CBS on \$7.98 list albums, and CBS did not change their tape pricing, which WEA had lowered to both dealers and subdistributors. But speculation arose that more changes from CBS would be forthcoming after their Atlanta meetings,

(continued on page 14)

There have been rumors circulating of a service that would provide computerized marketing data from a series of retail outlets around the country, which would be linked to ASI Marketing Research Inc. A spokesman for ASI would neither confirm or deny these rumors.



**ARISTA SIGNS GRATEFUL DEAD** — The Grateful Dead has signed an exclusive long-term contract with Arista Records. The group is expected to release its first Arista album sometime this spring, according to Clive Davis, president of the label. The contractual agreement also extends to both the Jerry Garcia and Bob Weir bands, which will be recording for Arista and touring individually. Pictured from left are: Davis and Grateful Dead members Phil Lesh, Bill Kreutzmann, Bob Weir, Jerry Garcia, Mickey Hart and Keith Godchaux.

# A NEW SOURCE OF ENERGY

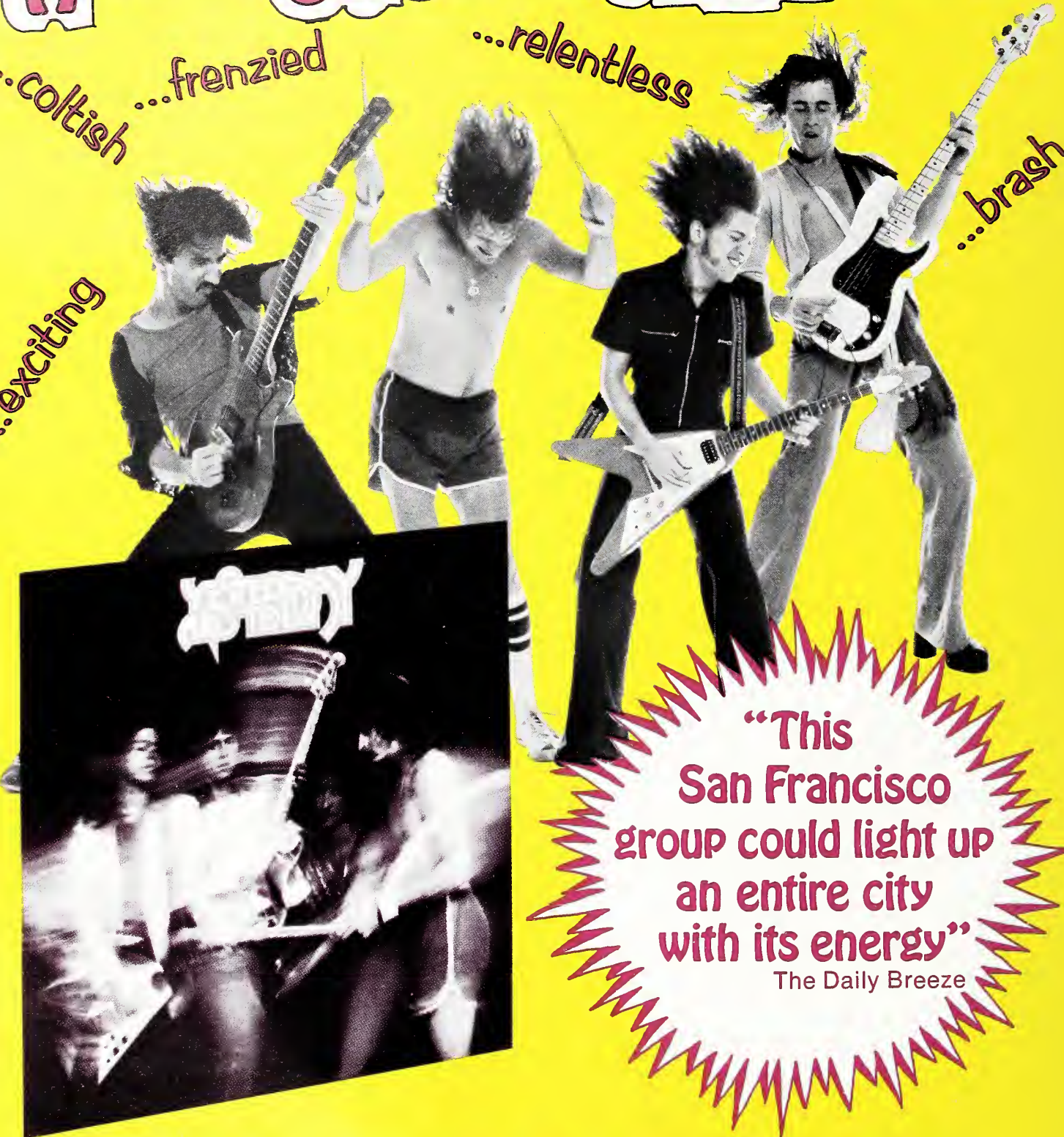
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## YESTERDAY AND TODAY

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**a market analysis / part two**

# Rising Raw Materials Prices Lead to Higher Album Costs

by Mark Mehler and Ken Terry

Record prices are beginning an upward climb, and company executives say that rising costs are the reason (**Cash Box**, January 22). Last week, in the first installment of a four-part series, **Cash Box** examined the various cost increases which have taken place in the area of record pressing. In the second of this series, packaging costs are examined and explained.

NEW YORK — The increase in the cost of packaging albums which has occurred since 1969 parallels and, in some cases, exceeds cost rises in other facets of the record business.

According to industry sources, four firms dominate the highly specialized record packaging field: Ivy Hill, Queens Litho-

graphic and Shorewood Packaging, all based in New York, and Album Graphics, headquartered in Chicago. Together, these companies print the majority of album jackets and sleeves. Ivy Hill and Queens Litho are full-service operations, also printing labels, inserts and other ancillary items.

The price of packaging the average, single-disc album ranges from 11¢ to 13¢, depending on the number of jackets and sleeves in a particular run. This comprises about one-fifth of the total cost of producing an LP, which averages 50-55¢.

**Competition In 'Service'**

"Prices in the industry (for printing a standard album jacket) usually vary by no more than half a cent, a cent tops," said Leonard Verebay, vice president of Queens Litho, headquartered in New York. "The competition comes in personal relationships, politics. Any one of the packaging companies will do a good job of printing your jackets or sleeves."

Richard Block, vice president of marketing for Album Graphics, a nine-year-old firm specializing in direct jacket

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# FCC Hearings On Payola To Begin

by Joanne Ostrow

WASHINGTON, D.C. — The FCC will begin public hearings on its payola-plugola inquiry within a month, putting back in action an investigation which has been continued sporadically behind closed doors since 1964 and which is to be "nationwide and all-embracing in scope," according to one FCC attorney.

Recent, and as yet undisclosed information about the apparent continued practice of payola, plugola and a variety of "similar improper practices" led the commission to resume hearings. Chief Administrative Law Judge Chester Naumowicz Jr. has been

delegated authority to subpoena relevant material and witnesses, and has named Judge Joseph Stirmer to preside at the hearings.

Charles W. Kelley, chief of the FCC's Broadcast Bureau hearing division, is handling the investigation of payola-plugola which, he said, is "apparently a widespread practice in at least some portions of the industry" and not limited to particular geographic areas of the country. He specified that the FCC must concern itself with regulating licensed broadcast stations, not record companies or DJ's, however. "If people think the acceptance of money isn't worth the risk, then we've made some advance."

**Defining The Scope**

The commission is still working to define the scope of the problem, to determine how extensive the illegal activity is, who is responsible, whether station licensees are keeping track of what goes on and to define what is covered: "a whole gray area." Because the practice has become more subtle than when "stations were handed \$100 and a record," Kelley observed, that gray area is substantial. The legislation in the communications act concerning such illegal practices may be inadequate, he said, but first questions must be answered regarding the FCC's legitimate interest and

(continued on page 12)

# Stax Tapes Sold To Liquidator For \$1.3 Million Cash

by Paul Vancil

MEMPHIS — The master tape catalog of bankrupt Stax Records, Inc. — tapes which have been valued at anywhere from \$5 million to \$33 million — have been auctioned off for \$1.3 million.

Sam Nassi and Associates, a Los Angeles-based liquidating firm, purchased the 3300 tape collection in a trustee's auc-

(continued on page 49)

# Metropolitan Market Survey Cleveland Carries Unconventional Reputation Caused By 'Division,' Aggressive Competition

by Charles Paikert

NEW YORK — Cleveland is one of the country's more influential record markets. It is also one of the most unconventional. That reputation for being unusual stems from the effect the city's pronounced east-west geographic division has on retail strategy, the strong reputation Cleveland has for breaking new acts and an advertising pattern that places extraordinary reliance on a progressive FM station, WMMS-FM.

The character of the Cleveland market is further revealed by booming retail record sales that have spawned aggressive competition in the form of an unusually high concentration of national and local chains within the same midwest market.

**Two Separate Markets**

Cleveland has essentially been treated by retailers as two separate markets: east side and west side. The strategic impor-

tance of the city's division was underscored when Peaches, the 11 unit "super" store chain, decided to locate two stores in Cleveland, one on each side of the city.



Tom Heiman, chairman of the board of

Peaches explained the unusual move by saying, "We see Cleveland as a segmented city where people just don't seem to cross over from one side to another. Therefore, we placed one store in the east and one in the west."  
Cleveland retailers generally regarded the east side as a very affluent and culturally sophisticated market compared to the more conservatively-oriented, blue collar and middle class dominated west side. While record sales on both sides of the city have been overwhelmingly dominated by rock, country sales were reported to be substantially higher on the west side. In turn, the east side, with its

(continued on page 12)



With the release of "Tejas," ZZ Top's fifth album for London Records, the "Little Ol' Band From Texas" has established itself on both the album selling and live performance fronts. Shipping over one-half million units upon release near the beginning of the year, the certified gold LP is bulleting at #17 on this week's **Cash Box** Top 100 Albums chart.

ZZ Top's first release in nearly two years, "Tejas" follows the first leg of the band's "Worldwide Texas Tour: Taking Texas To The People," a five month trek across the nation that played to large and vocal crowds in 52 cities. The tour's second leg, which began in Cincinnati, will eventually take ZZ Top's complete entourage through Europe, Asia and South America.

"Tejas" is ZZ Top's third certified gold album. Their most recent prior to "Tejas," "Fandango," was released in April of 1975 and certified gold the following June, reaching #8 on the **Cash Box** Top 100 Albums chart and logging 51 weeks on the chart. Their third album, "Tres Hombres," was released in June 1973 and certified gold in May, 1974. Both albums subsequently earned platinum record awards from London Records, indicating sales of over one million units each.



**A&M RECORDS** held its first annual promotion: man of the year awards dinner at the Commanders Palace in New Orleans. Seen at the dinner (top row, l to r) are: Harold Childs, vice president of promotion of A&M Records presenting the promotion man of the year award (a Cadillac Seville) to Gary Lippee of Cleveland; Childs with Nick Stern, who was A&M's "rookie of the year," and Jerry Moss, president of A&M; and Childs, Tom Cheney of the local office

and Moss. Bottom row (l to r) are: Larry Green, regional western promotion and Gil Friesen, executive vice president of A&M Records; Rich Totoian, national FM promotion, Childs and Perry Johnson, receiving an award for the southern rookie of the year; Childs and Moss presenting the regional promotion man of the year to Don Tolle.

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## Jimmy's Adds Three L.I. Stores; Competition Acts

by Ken Terry

NEW YORK — The recent opening by Jimmy's Music World of three new stores on Long Island brings the total number of units in the fast-growing chain to 17. It has also sharply intensified price competition among local record retailers.

Since Jimmy's opened the first of its five Long Island stores in Huntington a few months ago, \$2.99 has become a regular price for store specials in at least two chains with outlets in the area. The Sam Goody store in Huntington's Walt Whitman shopping mall has run unadvertised \$2.99 specials ever since the Jimmy's unit appeared across the street from it. In addition, current albums by such groups as Heart, Rufus and Renaissance have been adver-

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## Lack Of Uniformity On 12" Single A Problem

by Randy Lewis

LOS ANGELES — Record companies looking to the 12-inch single as a new source of income face a lack of standardization of the format as perhaps the biggest obstruction in their path.

Although the 12-inch single is presently being used only with disco songs and artists, some record executives, such as Neil Bogart, president of Casablanca Record and FilmWorks (**Cash Box**, Dec. 18, 1976), see the medium extending beyond the field of disco and eventually replacing the seven-inch single completely.

### Different Philosophies, Policies

Since virtually every manufacturer has a different philosophy behind their decision to produce the larger discs, they vary in their policies of what speed to use, how many songs to include, the number of artists on each single, the length of the songs and list prices.

Disco singles from Motown Records, for example, feature a different artist on each side of the 12-inch 33 1/3 rpm record. The reason, according to their national sales manager, is "we feel we're giving (the consumer) a little something extra."

Casablanca's singles are also 33 1/3, but future releases will have one long cut or two short cuts (by one artist) on one side of the record and nothing on the other side.

The "Disco Lucy" 12-inch single from Island Records also features the same group on both sides, but is 45 rpm. WEA's disco single from the Undisputed Truth has a speed of 33 1/3. "Some are one or the other and not marked on the label," complained one retailer.

### Two, Three or Four Songs?

Most 12-inch singles on the market contain two songs, but the vice president of Island Records said they may put three songs on one single if each is only three or

four minutes long. Some WEA label executives have reportedly discussed issuing a four-song single in place of an album by certain artists whose sales are marginal.

Manufacturers' suggested retail selling prices also vary from company to company. Playboy Records lists its two disco singles for \$1.94. WEA's sole entry in the field lists for \$2.49, while Casablanca suggests a retail price of \$2.98 for its 12-inch singles. Motown disco singles have no list price, according to the label's national sales director.

### Added Confusion

Casablanca recently added to the confusion by putting out two Donna Summer songs ("Love to Love You, Baby" and "Try Me, I Know We Can Make It") in a Valentine's Day promotional package listing for \$4.98.

Because it had only two songs, it sometimes has been confused to be a disco single. The songs, however, were long versions having a total playing time of approximately 35 minutes.

This length classified the 33 1/3 rpm disc as an LP, not a disco single, according to Casablanca's vice president.

### Lack of Communication

One record company executive noted the problem and commented, "In the past, when someone in the industry has come out with something innovative, like Paul McCartney's three-record set, all the other companies have known about it ahead of time. But in this case, it seems like there has been a real lack of communication between labels. It doesn't appear that they have checked to see what anybody else is doing before bringing out their product."

### Motown's Feelings

Miller London, Motown Records national sales manager, said the reason Motown is putting different artists on each side of its disco singles is that "we happen to feel the more we give the consumer, the more successful our package is going to be."

Motown presently has three 12-inch singles on the market. One is the Originals backed with Jermaine Jackson, the second has one song each from Thelma Houston and the Commodores, while the third is Eddie Kendricks and Willie Hutch. All are 33 1/3 rpm.

"Right now, we want to get the consumer locked into Motown. We feel that with disco, the more we give them for their \$1.90, \$2 or \$3, the better off we're going to be from a sales standpoint.

"Let's face it, if you spend that kind of money you want to get a lot, but you also

(continued on page 16)

## Retailers Disagree On Print Vs. Radio Ads; Television Becomes More Popular Medium

by Ken Terry

NEW YORK — A recent **Cash Box** survey of key record retailers across the U.S. reveals a wide diversity of opinions about the comparative effectiveness of print, radio and TV advertising. In most cases, the media mix used by each of these chains seemed to vary with its specific market demographics and the image it tries to project.

The only retailer that did not fit into this picture was Sam Goody, a New York-based chain with 27 stores in four states. According to George Levy, president of Goody, the record companies almost always determine whether Goody's co-op LP ads will appear on TV or radio or in print. "We don't have much control over it," he said, mentioning WEA's recent ban on print

advertising in New York (**Cash Box**, August 24) as an example of the situations.

Other retailers, including Record Bar, Aurasound/Discount Records and Peaches, agreed that WEA is "particular" about the media and timing chosen for its

ads. However, none of them reported as little latitude in the choice of their media mixes as Goody did.

### Complete Flexibility

"It depends in part on the label involved,"

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## Television Time Costs Are On Rise

Record retail operators who plan to commit a larger share of their co-op budgets to television advertising may have a hard time convincing record companies to go along with them in many cases. Within the past year, according to a recent report in the Wall Street Journal, a number of national advertisers have seen their costs rise about 30% to an average of \$80,000 for a single minute on prime-time network television.

The trend toward higher costs for TV spots has risen because the demand for commercial TV time has increasingly exceeded the supply. As a result, TV industry revenues soared an estimated 25% of prime network time, local TV ad revenues jumped 31% last year, well above the 20.8% volume gain for the networks. The net result of this burgeoning demand for local spots has been that the cost of running even local TV commercials has also begun to increase at an alarming rate.



**GREENBERG HONORED** — Jerry Greenberg, president of Atlantic Records, recently became the first music industry figure to receive the American Jewish Committee's annual Human Relations Award, and was honored at a testimonial dinner at the Plaza Hotel to commemorate the event. Pictured top row (l) are Greenberg and Ahmet Ertegun, chairman of Atlantic Records; Ertegun; David Horowitz, office of the president of Warner Communications,



Inc., Mo Ostin, chairman of Warner Bros. Records, Noshui Ertegun, president of WEA International; and Jerry Wexler, producer. Pictured bottom row left are: Mel Posner, president of Elektra/Asylum Records; Henry Allen, president of Cotillion Records; Joe Smith, chairman of Elektra/Asylum Records; and Bob Greenberg, vice president and west coast general manager of Atlantic Records, Robert Sigwood and Greenberg.

## CBS Announces Major Signings. See Page 16

## Peaches Plans Major Expansion In Near Future

NEW YORK — Following the mid-February opening in Detroit of Peaches' twelfth store (**Cash Box**, January 22), the national record retail chain plans to open a number of other stores within the next year, according to Tom Heiman, chairman of the board of Peaches.

An informed source close to the company revealed that as many as 10 new Peaches outlets may open for business during 1977 and that an equal number of new units are on the drawing boards for 1978.

Heiman declined to specify the locations of any of the stores which the company is planning to open this year. As for the number of outlets involved, he stated: "It depends on the profitability of the stores we have now in terms of expansion."

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AND THAT IS JUST IN EUROPE!

### SANTANA AND CBS RECORDS INTERNATIONAL. WORKING TOGETHER FOR A WORLDWIDE "FESTIVAL."

# Cleveland Market's Unconventional Reputation Stems From Competitors

(continued from page 9)

combination of a significant black population and particularly wealthy suburbs, has accounted for a higher percentage of R&B, jazz and classical sales.

## 'Strange Place'

Cleveland residents have been considered extremely prone to stay in their own neighborhoods, and especially likely to stay, and shop, on their side of the city. Consequently, competition between retail record stores has been unusually localized. "Cleveland is a strange place," said John Cohen, president of the Disc chain, which has four mall stores in Cleveland and 36 nationally. "It's just not a mobile population."

Whether or not they shop locally, though, Cleveland's record buyers have proven to be substantial consumers. Record sales in Cleveland have been remarkably strong. Joe Bressi, marketing director for the 70 Stark-Camelot chain with stores in 22 states (five mall stores in Cleveland), explained, "There's no doubt Cleveland is one of the better markets in the country." Cleveland retail executives surveyed by **Cash Box** resoundingly confirmed both Bressi's statement and a description of the market by Terry Cooper, general manager of the 23 unit Record Land chain, with six mall locations in Cleveland, as "very healthy."

The retailers also agreed with John Anderson, retailing supervisor for the five Cleveland neighborhood-style stores in the 22 unit Record Theatre chain, when he said "Cleveland is a highly competitive music city, which makes it very interesting."

Evidence of the intense retail competi-

tion within Cleveland was illustrated by widespread, frequently low sale prices and the high concentration of successful chains within the market, including Peaches, Camelot, Record Theatre, Record Land, Disc and the local Record Rendezvous chain, which has two stores downtown and two in suburban malls.

## \$3.99 Is Standard

The standard sale price in the Cleveland market has emerged as \$3.99, and even large mass merchandisers, such as Gold Circle and J.C. Penney, each with six Cleveland locations, have prominently displayed that price for current \$6.98 releases in their local advertising.

However, the mass merchandiser which aroused the greatest antagonism among Cleveland retailers was Cook United, an 87-unit national chain, with a total of 24 outlets maintaining record departments in Cleveland, 14 in J.P. Snodgrass clothing boutiques, and 10 in Uncle Bill's discount stores.

Cook United has instituted an all-label sales price of \$3.95, advertised at least twice a month, and a shelf price of \$4.90, comparatively lower than the \$4.99 to \$6.19 shelf price range of most Cleveland retailers. Cook has also run advertised all-label sales for as low as \$3.65. Subsequently, "lowballer" charges have been leveled against the giant chain.

John Cohen was especially critical, labeling Cook's prices "ridiculous," explaining that they are "giving the goods away." Cohen's Disc stores maintain a regular shelf price of \$5.98, but sale prices have been advertised at \$3.99 "just to be competitive." "It's a crazy disease," Cohen lamented, accusing Cook United of being "one of the parasites in the business here."

"We will do what the market dictates," replied Harry Suttmiller, buyer for Cook United. "If the market goes down to \$2.99, we'll follow, and we'll be below them," he promised. But, "we're not going to set the pace as far as low balling prices go."

Terry Cooper was not comforted by Suttmiller's and termed the J.P. Snodgrass pricing policy a "very, very serious problem." Cooper's Record Land stores have a shelf price of \$5.99, but he admitted, "Every time we advertise a price, we take it to the basement (\$3.99) like other people do."

Suttmiller asserted, however, "If you walk into a Snodgrass store, you will find less product at \$3.99 than you would at Record Land." He conceded, however, that "records are a small part of the business and are used as a draw to sell clothing."

Suttmiller vowed to maintain what he termed the "low price image" of Snodgrass and Uncle Bill's, saying, "We're going to run \$7.98 list at \$5.25. If the competition is going to go to \$4.99, we're going to go lower and beat everybody's price in town."

Cook United's trump card may be low prices, but Peaches gigantic stores brought the larger-than-life "supermarket concept" of record retailing to Cleveland, much to the consternation of rival stores.

## The Monster

Even though Peaches prices have been low, with a shelf price of \$4.98, and an unadvertised rotation of 75 to 100 albums on sale at \$3.98, Cooper described what really has hurt Cleveland competitors: "The monster of the 800,000 Peaches inventory."

"Sure Peaches takes business from me," said local retailer Sheldon Turk. Turk once owned four record stores in Cleveland. Two went out of business, and now Turk owns Melody Lane and Music Grotto, two "neighborhood" stores which advertise a sale price of \$3.99, and carry a shelf price of \$5.99. Surprisingly, Turk was not bitter about Peaches impact, and even complimented the chain, saying, "I think their merchandising is super."

Other Cleveland retailers weren't so generous. "If anybody thinks they can

make it at 10, 15 or 20% gross margin," Cohen said, "they're out of their minds. Eventually they'll go down the drain." Suttmiller agreed, and said "I believe Peaches is going to die in this town."

Peter Schlein was even more outspoken. Schlein, owner of Record Revolution, an east side store which attempts to project a "hip" image, advertises a sale price of \$3.99, sells new releases for the first 30 days at \$4.99 and carries a shelf price of \$5.69. He exclaimed, "I think Peaches is in a lot of trouble. Anyone who's in the retail business walks in there and says 'Hey, this is a loser, I don't care how beautiful it is. Did they ever hear of bottom line?'"

## 'They Speak For Themselves'

"The stores speak for themselves," replied Heiman. "Our stores across the country are all pretty equal, and we have had no problems in Cleveland." Heiman seemed unconcerned about the competition, labeling Cleveland "as average competitively as any market that we're in."

However, Terry Ross, manager of Peaches east side Cleveland store, acknowledged Cleveland offered "a lot more competition" than at least one other midwest city, St. Louis, where Ross previously managed a Peaches store. "In Cleveland," Ross said, "we have to do a little bit more as far as getting our name out there by using a little more advertising and promotion, and working closer with d.j.s and labels. As far as business goes, though, we're doing well."

"In every city we go into," Heiman related, "someone always says we're going to die. If our stores are doing so bad, we wouldn't be able to continually open them, and we just opened a new store in Cleveland in '76."

The new Peaches store, in fact, was taken by Stuart Mintz, president of Record Rendezvous, as yet another indication that "the record market in Cleveland is past the saturation point." Bressi echoed a similar concern, noting that "although the market as a whole is strong, it's being cut into so many pieces that individual stores might actually be down in sales." Suttmiller went even further, pessimistically viewing the Cleveland market as "in a state of non-growth, because, for one thing, there's no new industry coming in."

## Break-out Reputation

Discussion of Cleveland's break-out reputation, however, changed that forboding tone to one of enthusiasm, pride and gratitude. Cleveland music consumers it appears have developed an almost predictable tendency to serve as the initial, receptive source of retail and concert support for new, unestablished acts in the rock area of the music industry.

"Cleveland is a break-out market, there's no doubt about it," emphasized Heiman. "Of all the markets we're in, Cleveland's in the top." Larry Silver, advertising director for Record Theatre, explained that. "Customers in Cleveland aren't afraid to go on new product, and that fact makes the city an excellent break-out market."

Bruce Springsteen, David Bowie, The Tubes, Roxy Music, Boz Scaggs and Genesis were among the most frequently cited acts which executives felt had broken in Cleveland. Besides contributing greatly to the national importance of the market, Cleveland's break-out tendency has also been a continuing source of local profit. Alex Mayewsky, manager of Northern Record Sales, a downtown Cleveland one-stop, translated the break-out reputation into dollars and cents, commenting, "Cleveland seems to be very open-minded, which means varied types of artists can be marketed successfully."

## The Agora

As with any untested product, someone has to initially take a chance on the new acts

in Cleveland. Besides FM radio stations, particularly WMMS-FM, the Agora nightclub in downtown Cleveland was often mentioned as an excellent example of the city's "phenomena orientaton," as described by Schlein. The 1,000 seat club was called a "great showcase" by Cohen, and the Agora's record of featuring acts such as Springsteen and The Tubes playing to packed audiences before their national sales were significant seems to bear out Cohen's contention.

Not everyone, though, subscribed to the break-out doctrine. Suttmiller felt that "from a sales perspective, the Cleveland break-out market is not all that it's cracked up to be. You may get a ton of unknown records played on the air, and still don't sell records." William Collins, buyer for Record Shack, a major one-stop in suburban Cleveland, added, "In some respects the credit as a break-out city is true, but in other respects, it's like any other midwest city. What the hell else is there to do? So you get 20,000 screaming teenyboppers on soapers to go see Kiss — well, then I guess Cleveland's a hot spot."

## The #1 FM Station

Nevertheless, the overwhelming conviction that Cleveland was, indeed, an unusual, break-out market extended even to the advertising patterns of the city's record retailers. Specifically, the retailers have chosen WMMS-FM, a free form station with consistently high, if not top ranked ratings, as their dominant advertising vehicle.

To be sure, other, more tightly AOR formatted FM stations, mainly M-105 and WGCL-FM, have received substantial retail accounts in a market that depends primarily on audio advertising. But WMMS has, in the words of Schlein, "become the bible around here. You can't go without it."

All of the surveyed retailers had, in fact, placed ads on WMMS for their respective operations, and Peaches, Cook United, Record Theatre and Disc have all concentrated a significant portion, if not the bulk of their advertising income on WMMS. Anderson called the station "instrumental," and Turk described WMMS as "really a very dominant force in a market that's very hip radio-wise."

Only Bressi and Cooper showed a preference for newspaper ads. Bressi reported that his print-radio advertising ratio was 60-40, placed primarily in the Thursday Cleveland Plain Dealer and the paper's Friday weekend entertainment supplement entitled "Friday Magazine." Cooper also used The Plain Dealer, along with Cleveland's afternoon paper, The Press, and a freely distributed weekly paper called The Scene, which Cooper felt was valuable to the younger buyer.

Other retailers indicated that they placed ads in the Plain Dealer's "Friday Magazine" either semi-frequently, or at least on occasion. Turk, for his part, reported that he too had been going to the Plain Dealer's Friday supplement, "but I changed it go The Press because the rates are better, the readership is local and there's less competition."

## Payola Hearings

(continued from page 9)

power to act on the matter. The commission will "find out all we can from whatever sources we can . . . stations, the record industry, producers, promoters . . ." But so far, Kelley said, not as many people are willing to talk for attribution as the commission had hoped.

Kelley declined to comment on WOL(AM) Washington, nor would he specify any other stations which may be under investigation on allegations of payola. Sonderling Broadcasting's WOL has denied published reports of an investigation of illegal practices.



**Who is  
The  
Stranger  
In  
The  
City?**

# THE SPINNERS "77"

WATCH FOR NEW SINGLE & ALBUM on ATLANTIC RECORDS



## WELCOME BACK JOHN EDWARDS

Washington Star  
By Boris Weintraub

Staff Writer

Shady Grove Music Fair

**THE NEW ELEMENT**, and an outstanding one at that, was the presence of John Edwards as the lead singer, filling in for a hospitalized Spinner. Edwards set the crowd on edge, bringing shouts and amens time and again with his gospel based, infinitely sincere musical preaching. It is a musical form all in itself, and Edwards is a masterful exponent of it.

## HOLLYWOOD REPORTER Nightclub Review

### THE SPINNERS GABRIEL KAPLAN

*Sahara Tahoe through July 6*

... Opening night, a young man named John Edwards filled in for an ailing Spinner, but one would never know he was a substitute — he did a remarkable job throughout.

## ROCHESTER DEMOCRAT AND CHRONICLE

... John Edwards made a lot of friends in a hurry with some remarkable imitations of Sam Cooke and Otis Redding. By the time the Spinners were fifteen minutes into their show, Edwards seemed as much a part of the group as anyone on the stage.

## ROCHESTER, N.Y. TIMES UNION

... fans in the front of the hall screamed for a touch from Edwards' fingers ...

## Afro-American

BALTIMORE  
by Vashti McKenzie

... Edwards can sing. He did a number on "Sadie" that had the whole audience testifying.

## THE SPINNERS "77"

### BOOKINGS

- |              |                                                    |                        |                                 |
|--------------|----------------------------------------------------|------------------------|---------------------------------|
| Jan. 23      | Pabst Blue Ribbon<br>Radio Commercial (Nationally) | May 7                  | Charlotte, North Carolina       |
| 29           | Albion College, Michigan                           | 17-25                  | Japan Tour                      |
| 30           | Purdue Univ., Indiana                              | 28                     | New Orleans Jazz Festival       |
| Feb. 2-6     | Front Row Theater, Cleveland                       | June 10                | San Diego Jazz Festival         |
| 4            | Spinners Salute (Midnight Special<br>NBC-TV)       | 13-18                  | Painters Mill Music Fair        |
| 11 & 12      | Fox Theater, Atlanta                               | 25 & 26                | Pine Knob, Detroit              |
| 13           | Univ. of Tennessee                                 | July 13-16             | Greek Theater, Los Angeles      |
| 19           | Grammy Awards, LA                                  | 29                     | Milwaukee Jazz Festival         |
| 22-25        | Seattle & Tacoma, Washington                       | Aug. 4                 | Saratoga Performing Arts        |
| March 7      | Municipal Auditorium, Austin, Tex.                 | 8-14                   | Valley Forge Music Fair         |
| 13           | Auditorium, Minneapolis                            | 15-Sept. 1             | State Fairs (Midwest)           |
| 18-27        | Latin Casino                                       | Sept. 13-18            | Shady Grove Music Fair          |
| April 7      | New Haven, Conn.                                   | October                | Recording With Thom Bell        |
| 9            | Toledo, Ohio                                       | Nov. 23-27             | Circle Star Theater, San Carlos |
| 12-17        | Westbury Music Fair, N.Y.                          | Dec. 29 - Jan. 1, 1978 | — Mill Run<br>Theater, Chicago  |
| End of April | — England Tour                                     |                        |                                 |

Buddy Allen Management, Inc.  
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New York, N.Y. 10019  
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Public Relations:  
Hecht Harman Yukas  
Creative Communications  
(213) 278 9339



WILLIAM MORRIS AGENCY

**IF YOU WANT  
TO HEAR YOUR  
CASH REGISTER RING  
THEN RING YOUR  
DISTRIBUTOR FOR  
THIS FIRST LP  
BY LOCUST**



AC 1004

Locust transforms rock music into heart throbbing excitement and their debut LP promises to be a smash hit all across America. With more and more stations adding Locust to their playlists, you can't afford to be caught short. So if you want to hear your cash register ring, then call your distributor and place your order now. After all, you've got nothing to lose but business.

To order your ips, phone the distributor nearest you.

<b>ATLANTA</b> Heilicher 404-696-1050	<b>MIAMI, FL</b> Tone 305-880-1685
<b>BALTIMORE</b> Zamaiki 301-644-2900	<b>LOS ANGELES</b> MS 213-875-3960
<b>BOSTON</b> Malverne 617-423-3020	<b>MINNEAPOLIS</b> Heilicher 612-544-4201
<b>BUFFALO</b> Oest 716-826-9560	<b>NEW ORLEANS</b> All South 504-522-1157
<b>CHICAGO</b> MS 312-478-1133	<b>NEW YORK</b> Malverne 212-392-5700
<b>CHARLOTTE</b> Oib 704-527-0040	<b>PHILADELPHIA</b> Chips 215-226-4600
<b>CLEVELAND</b> Action 216-243-0300	<b>PHOENIX</b> Alra 602-269-1411
<b>DALLAS</b> Big States 214-631-1100	<b>SAN FRANCISCO</b> Pacific 415-653-8727
<b>DETROIT</b> Arc Jay Kay 313-491-7900	<b>SEATTLE</b> AOC 206-763-8600
<b>HARTFORD</b> Malverne 413-785-8030	<b>SHREVEPORT</b> Srans 316-222-7182
<b>HAWAII</b> Eric 808-946-6522	<b>ST. LOUIS</b> Heilicher 314-977-1800



\*Annuet Coeptis is pronounced An-u-it Sep-tis and it means: "God watches over our endeavors."

**ANNUET COEPTIS RECORDS  
CROYDON, PA 19020  
PHONE 215-698-7707**

## Casablanca, CBS, RCA Up Prices

(continued from page 7)

which were held last weekend.

At press time, it was further learned that RCA had also raised its subdistributor price from \$3.36 to \$3.38 on \$6.98 list LPs. In addition, it was reported that Casablanca had raised its "Kiss Alive" double album from \$7.98 list to \$9.98 list, and was planning to issue their next Angel album as a \$7.98 list single LP.

As a result, it appears only a matter of time before the rest of the industry at the branch distributed level moves up to \$3.38 as a standard \$6.98 list price. But the main concern of the subdistributors still remains at the \$7.98 list level, where the industry appears headed over the next few months. What CBS will do with its \$7.98 subdistributor prices remains a constant topic of conversation.

### Where It Now Stands

At this point, CBS and WEA, the two dominant forces in the industry, are going with completely different prices and programs. WEA's new \$7.98 subdistributor price, \$3.95, which is eleven cents higher than it was before (and twelve cents higher than what CBS currently charges), presents the most interesting spread. There are two views in the industry on what may happen. One is that it is only a matter of time before the other manufacturers see they can charge the same price as WEA and similarly raise their wholesale prices. The other view, held by a very small minority, is that WEA could possibly be hurt by the move and be forced to roll back its prices somewhat. Meanwhile, a few accounts are experimenting with a two tier pricing structure (**Cash Box**, Jan. 29) charging one price for every other manufacturer and a higher price for WEA.

Other areas are similarly interesting. Will CBS agree with WEA that albums and tapes should be sold to the consumer at the same price, in spite of what are still slightly higher manufacturing costs for tape? Or will CBS move to an \$8.98 list for tape? And will CBS drop its tape costs for both subdistributors and retailers as WEA did, thereby equalizing the prices charged accounts on \$6.98 or \$7.98 list product, disk or tape?

### And What Will Happen With Quad?

These questions and others are most certainly on the minds of accounts who buy from the major labels. And now, with WEA's price to subdistributors coming close to or equalling the prices charged by some of the country's independent distributors (most indies are getting from \$3.90 to \$3.95 from their major users), some industry execs wonder if the indies, who have always been a nickel to a dime higher than the major labels, may once again resume that pricing position, instead of simply being on a par with the majors' prices.

## NY Court Denies Springsteen Bid

NEW YORK — The State Supreme Court Appellate Division has unanimously affirmed Judge Arnold Fein's injunction barring Bruce Springsteen and Jon Landau from recording an album on CBS Records.

The suit, brought by Laurel Canyon Ltd. owner Mike Appel, charged Springsteen with breach of contract. In addition to issuing an injunction against Springsteen, Judge Fein ruled that Landau had no rights under the Laurel Canyon-Springsteen contract.

## Elton John Gold

LOS ANGELES — "Sorry Seems To Be The Hardest Word," by Elton John on the MCA-Rocket label has been certified gold.



**PREVIEWING SOUNDSTAGE** — Atlantic recording artist Jean-Luc Ponty (r), joined fellow violinists Itzhak Perlman, center, and Doug Kershaw in New York recently for a preview of their upcoming Soundstage PBS television special, "Fiddlers 3." Following the New York stop, Ponty left for New Orleans to open his latest U.S. tour.

## Obituaries

### John Vincent, 74

LOS ANGELES — Dr. John Nathaniel Vincent, 74, a composer and music educator, died here January 21.

Dr. Vincent taught music at UCLA for 23 years, until his retirement in 1969. He succeeded Arnold Schoenberg as chairman of the music department, serving in that capacity from 1948 to 1952.

Earlier in his career, he was a flutist with the Boston Symphony Orchestra and later conducted orchestras in the U.S. and eight foreign countries.

Dr. Vincent was a member of ASCAP for 22 years, and authored three books on

music.

He is survived by his widow, the former Ruth Kimball, two sons and a daughter. Memorial services were held this week in Los Angeles.

### Charles Miller, Was MCA Board Member

NEW YORK — Charles Miller, a member of the board of directors of MCA Inc., and a member of the company's executive committee, died in Florida on January 25 at the age of 73. Miller had been affiliated with MCA for over 50 years, and played a major role in the diversification of the company.

## Five Labels Enjoy Unaccustomed Success With Current Hit Singles

by Charles Paikert

NEW YORK — Five record companies which have not made an impact on the **Cash Box** Top 100 Singles chart in some time are now enjoying exceptional success there.

"Torn Between Two Lovers" by Mary MacGregor on Ariola, currently bulleting at #2 on the **Cash Box** chart, has already become the highest charted single in the company's history and "Jeans On" by David Dundas, which peaked at #14 three weeks ago, is the most successful single for Chrysalis since it became an independently distributed label last September.

Bang Records expects "Dazz" by Brick, which peaked at #5 two weeks ago and appears at #7 this week on the **Cash Box** chart, to eclipse the company's best selling mark set by The McCoys with "Hang On Sloopy" in 1965. Similarly, Janus Records, with "Year Of The Cat" by Al Stewart bulleting at #14, and 20th Century Records,

### England Is Pres. Of New ABC Distributors

LOS ANGELES — Don England has been named president of the newly-formed ABC Record Distributors, Inc., a division of ABC Records, announced Jerry Rubinstein, ABC Records chairman of the board.

Rubinstein, who formulated the concept and structure of the new division with England, said, "The new division was formed to provide the most efficient control of ABC Records product from manufacture to distribution to sales. The formation of ABC Record Distributors is in keeping with our philosophy of divisional autonomy within the framework of ABC Records.

"Don, like the president of any of our other divisions, will report directly to me," Rubinstein added. "The structure of ABC Records, Inc. will remain unchanged, with operational vice-presidents responsible for all other domestic operations of the company."

England is expected to announce appointments with the new distributing division shortly and elaborate on its structure.

with "I Like Dreaming" by Kenny Nolan bulleting at #9, also anticipate their current successes to erase the best selling marks set by "Brazil" (The Ritchie Family) in 1975 for 20th, and "In The Summertime" (Mungo Jerry) in 1970 for Janus.

### Secondary and Tertiary Action

National promotion directors for all of the companies, credited secondary and tertiary radio markets for breaking their singles and being instrumental in their overall success. Julie Zimand, national promotion director for Ariola, cited a phone call from WVFE (Baxley, Georgia) reporting exceptional phone requests for "Torn Between Two Lovers." Zimand subsequently concentrated promotional efforts on other southern secondary stations, which resulted in increased airplay and sales. Then, Zimand said, his final task was to "make other markets aware of the song," which he successfully did.

Billy Bass, national promotion director for Chrysalis, explained that "more than 50% of the secondary markets took 'Jeans On' to number 1, which strongly influenced the major markets, even though Detroit, Cleveland, New York and Boston have still held out." Bass described the song, currently #18 on the **Cash Box** chart as a "basic, simple, pop single that people could identify with," and credited an appearance on the "Midnight Special" TV show with giving the single "new life."

Linda Alter, national promotion director for Bang Records, attributed the popularity of "Dazz" to "the group, a tricky guitar and bass combination" and timing. "We happened to catch a real good time when cross-over records were happening, and we stepped right in when K.C. (& The Sunshine Band) hit a lull." Regional airplay contributed heavily to "Dazz" success, Alter said, mentioning Atlanta and Miami as the two cities where the record "broke and crossed over first."

Barry Goldberg, national promotion director for 20th Century, said he had been "working 'I Like Dreaming' for a long time. There was an initial reluctance for stations to play it because it is a slower record. In

(continued on page 49)

# PAY DIRT!

The Dirt Band's 10th Anniversary on United Artists Records!  
 The new album, "Dirt, Silver and Gold" (UA-LA670) is a three record set anthology including the best of the old and a strong, bright step into the future. It features their greatest hits and previously unavailable material and 11 (eleven) new songs.  
 A single has jumped out of the LP, "Mother Earth" (UA-XW936-Y)

And of course, their pre-eminent catalogue continues to attract attention. The classic "Will The Circle Be Unbroken" (UAS9801) and "Uncle Charlie and His Dog Teddy" (LST7642) are still large, regular sellers. Ten Years Strong. Their career was never more in full bloom. The Dirt Band's Dirt, Silver and Gold, Featuring the Single "Mother Earth" As Always On United Artists Records and Tapes. CIRCLE OF SOUND

## THE PROGRAM

- \* FM Time Buys in ALL Major Markets
- \* National Consumer Print Buys
- \* College Print
- \* Complete In Store & Display Package Available to Dealers.
- \* **ATTENTION SALESMEN:** Special in-store play CASH Incentive program offered!



Produced By  
 William E. McEuen  
 Aspen Recording Society

## Jimmy's Expands

(continued from page 10)

titles in *Newsday* for \$2.99 by Record World, which has four locations on Long Island.

### Competition

According to Eliot Gorlin of Elroy Enterprises, which supplies Record World with

## New Trial Date For Heart Case

by Chuck Comstock

LOS ANGELES — U.S. District Court Judge Donald Voorhees has continued until February 11 the second pre-trial hearing in the stormy litigation involving the attempt of Heart to leave Mushroom Records.

Both sides were scheduled to present arguments and depositions in the case on February 4, but the date was continued to allow both sides more time to present evidence and prepare written statements. In the meantime, as reported earlier (*Cash Box*, Jan. 22, 1977), tapes of Heart's unfinished second album have been assigned for neutral safekeeping to the Bekins Storage master vault in Seattle.

Although Judge Voorhees set aside until the next hearing Mushroom's request for a temporary restraining order disallowing Heart from entering negotiations with other record labels, Mushroom chief Shelly Siegel has issued a stern warning to third parties who would become involved.

In a statement issued January 26, Siegel stressed that "any third parties dealing with Heart are doing so at their own peril. We here at Mushroom are very confident, and no one here is losing Heart."

records and tapes, Jimmy's, which continually promotes new releases for \$2.99, "is a threat in certain areas. We're combating his prices with prices in our own stores in areas that he's in." Besides its \$2.99 specials, Gorlin said rock, folk and soul albums have been marked down to \$3.99 across the board in Record World's Centerreach and Huntington units. Also, the chain has been running all-label coupon sales for \$3.99 in the student newspaper of the State University of New York at Stony Brook.

Despite the appearance given by the measures it has taken to combat Jimmy's, Gorlin stressed Record World is not unduly disturbed by the new competition. "It's not really bothering us, because we are a catalog store. I guess he's really hurting maybe top 100 stores like Masters, Korvettes and so on." In addition to such discounters, Gorlin said Jimmy's is also having an effect on "mom and pop" stores.

### Reaction

Asked for a reaction to Jimmy's expansion, Dominic Follo, store manager at Sam Goody's Huntington store, responded: "We're going to bury him, that's what we're going to do." Follo said that Goody was "matching" Jimmy price-wise; but, except for his store's \$2.99 specials, its sale prices range from \$3.69 to \$4.19, which is the same as the prices pertaining in most other Goody stores.

An exception is the Goody outlet in Centerreach which lowered its shelf price on \$6.98 list releases to \$3.75 about two weeks ago. In comparison, the recently opened Jimmy's outlet in Centerreach normally sells its albums for \$3.99 while its \$2.99 sales are matched by Goody's \$2.99 store specials.

## Progress

(continued from page 7)

nation's two largest independently distributed manufacturers for support. Progress distributes both lines in Cleveland. "They both know I'm opening," he declared. "If they're not happy (with M.S.), I'm sure that I will be a good alternative." But he reiterated that he had no guarantees or assurances from either manufacturer and he would not approach them.

Part of the reason for that feeling is Simone's intention to treat and develop Chicago separately from Cleveland. "Chicago will develop its own personality with its own people and create what I hope will be a valid image in the marketplace," he explained, "as we have developed in Ohio and western Pennsylvania. Our growth in Chicago will come from exactly the same reasons that we grew in Cleveland; taking care of the dealers; taking care of the radio stations; and respecting the manufacturers."

### 'Chicago Is Toughest'

According to Milt Salstone, owner of M.S., that may be easier said than done. "Chicago is the toughest record market in the country and that includes New York," he declared. "Right now, what makes it so tough is that we don't have a strong retail base here." It is estimated that 50% of the consumer market there is serviced by rack jobbers.

Salstone was hesitant to speculate on Progress' prospects for success, but offered, "The thing that'll give me an edge is my know-how. I'm here 31 years."

Yet, the most revealing insight into what can be expected in the coming months, probably came from two isolated comments. When asked if Simone could, in fact, make a go of it in Chicago, Salstone replied, "I think I'm pretty good; I wouldn't attempt it." When asked to comment on M.S.'s alleged stranglehold on the market, Simone offered, "Well, there'll be another one now."



D'Ariano

Brown

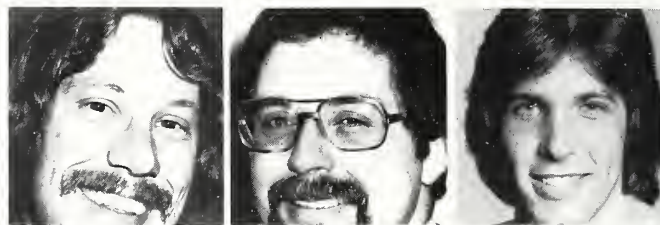
Lyman

**Greenberg New Arista Promotion Manager** — Stephen Greenberg has been appointed New York promotion manager at Arista Records. Prior to joining Arista, Greenberg worked at RCA Records for five years, with a two years hiatus for Army service.

**Fox Appointed At CBS** — William Fox has been named vice president of finance and administration for CBS Records. Fox will continue as the division's chief financial officer, in addition to his new responsibilities for overall administration. He was most recently vice president and controller for the company, and has been with CBS since 1968, when he joined the control analysis section of the corporate finance staff.

**Earl Appointed CBS Senior VP** — Albert Earl has been promoted to the post of senior vice president of operations for the CBS Records Group. Earl, vice president of operations for the CBS Records Division since 1962, will continue being responsible for operations functions.

**Atlantic Realigns Promotion Department** — The promotion department of Atlantic Records in New York has been realigned, with the announcement of several new appointments: Tunc Erim, former FM/special projects coordinator, has been named national pop album promotion director; Steve Leeds, former local WEA promotion representative in the metro New York area, is the new assistant to Erim; Beth Rosengard, former assistant FM/special projects coordinator, has been appointed national FM promotion coordinator; Gunter Hauer, former director of the college promotion department, has been appointed national MOR promotion manager; Judy Libow, former assistant college promotion manager, has been promoted to national college promotion manager; and Patricia Neumann joins the promotion staff as secretary to Erim and liaison with other department members. Dick Kline, vice president of promotion for Atlantic, said the staff changes would allow the new album promotion department to work directly with LP-oriented radio stations only, thus better consolidating airplay information.



Spacek

Biederman

Ambrose

**Appointments At MCA** — Ray D'Ariano has been named vice president of promotion. He was previously MCA's New York promotion manager. Ed Spacek has been appointed to the newly created position of vice president of product development. He was formerly MCA's Dallas promotion manager. John Brown has been promoted to the newly created position of country marketing director, from his former position as national country promotion director. Replacing John as national country promotion director is Jeff Lyman who moves from Atlanta where he held the position of promotion manager. Sara Jane Boyers has been appointed to the legal staff of MCA Records, Inc., as an attorney. She was previously with United Artists Records and the law firm of Loeb & Loeb.

**Lifesong Taps Russo** — Bob Russo has been named director of product management for Lifesong Records. Russo, a veteran of radio, was formerly Lifesong's director of promotion for the eastern region.

**Biederman To ABC** — Don Biederman has been named vice president of legal affairs at ABC Records. Biederman comes to ABC after serving as general attorney for the CBS Records Group for the past five years, prior to which he was a partner in a New York City law firm.

**Chrysalis Names Ambrose** — Rick Ambrose has been appointed to the position of manager of national publicity of Chrysalis Records. A recent graduate of Bucknell University where he earned a BSBA in business management, Ambrose also served as music director for WVBU-FM/AM, the university's two radio stations.

## Taylor & Goldsboro Signed At CBS Atlanta Meetings

ATLANTA — Topping a list of major artist acquisitions, CBS Records has announced the signing of James Taylor to its Columbia label. Also signed to Columbia were Mick Taylor and Bob James. Bobby Goldsboro has been signed to Epic.

Taylor's contract reportedly calls for his next LP to be recorded on the new label. His contract is for worldwide distribution and Peter Asher will be the producer. According to a source within the company, that LP "could be a convention album." That would mean that it would be announced at the company's July convention for an August release.

Goldsboro's first single for Epic will be "Me And The Elephants," and was premiered in live performance at the company's sales and marketing meetings here.

James is currently a staff producer for Columbia.

## 'Star' & Rawls Top CBS Certifications

NEW YORK — The soundtrack to "A Star Is Born," featuring Barbra Streisand and Kris Kristofferson on Columbia, has been certified platinum by the RIAA. In addition, Lou Rawls received RIAA platinum certification for his "All Things in Time" debut album for Philadelphia International Records, a CBS associated label. RIAA gold certification, meanwhile, was awarded to "Flowers," the debut album on Columbia by the Emotions, which was produced by Maurice White.

Two CBS associated labels also received gold record certifications, including "Left-overture" the fourth Kansas album on Kirshner Records, and "Stand Tall" the debut single by Burton Cummings on Portrait Records.

## Kresge Sets Dividend

TROY, MICH. — S.S. Kresge Co., which operates more than 1000 K mart units nationally, has announced a dividend of 8¢ per share payable on March 14 to shareholders of record February 18, 1977.



Who is The Stranger In The City?



# **Pink Floyd's "Animals"— new dimensions in pigs, dogs, and sheep.**

JC 34474

The long awaited "Animals" album is here.

It's an amazing demonstration of what makes Pink Floyd world leaders.

The sound is unmistakably Pink Floyd.

The music is absolutely new.

And the three tracks, "Pigs," "Dogs" and "Sheep" are each destined to become radio mainstays.

Pink Floyd's "Animals" will be supported by a history-making tour, beginning in April and culminating in a July 4th weekend splash.

**"Animals"**  
is new Pink Floyd,  
on Columbia Records  
and Tapes.

JC 34474



PINK FLOYD

ANIMALS

COLUMBIA STEREO X798







## picks of the week

**GEORGE HARRISON** (Dark Horse 8313) (Dist: WB)  
**Crackerbox Palace** (3:52) (Ganga — BMI) (Harrison)

From the album "33 1/3," here is a cut that has thus far been a programmers' favorite for LP play. Harrison's melodic guitar work is here complemented by shimmering lines from the synthesized sax of Tom Scott, whose influence in the production is strongly felt. Station adds a surety.

**JANIS IAN** (Columbia 10484)  
**Miracle Row** (2:14) (Mine — ASCAP) (Ian)

This title track from Ms. Ian's latest LP packs a lot of music into a short space of time. The arrangement, centering around a simple rhythm section, is Latin-influenced, and the lyric is delivered with intensity. A good record for FM or top 40.

**DICKIE GOODMAN** (Shock 6) (Dist: Janus)  
**Kong** (2:25) (Unichappell — BMI) (Ramal, Goodman)

Seizing the current movie rage, Goodman is getting a bit suggestive for his under-five audience here, but there are still enough gags for the kids, so you might even say that he's spreading his demographic appeal. Past efforts have tended to exhibit a comet-like behavior where charts are concerned. Number 77 with a bullet on the **Cash Box** Top 100 Singles chart this week.

**MELBA MOORE** (Buddah 562)  
**The Way You Make Me Feel** (3:34) (Charles Kipps — BMI) (Kipps)

The versatile Ms. Moore delivers a record that could be at home in the disco or on nearly any AM radio station. The production is in a classy jazz motif and her relaxed vocal control is spellbinding as usual.

**BARRY WHITE** (20th Century 2328)  
**I'm Qualified To Satisfy You** (3:08) (Sa-Vette/January — BMI) (White)

White once again makes his propositions on the dance floor. Avoiding the excess frills that White has indulged in recently, this record displays more primal energy than his recent singles. From the LP "Is This Wotcha Wont?"

**MELANIE** (Atlantic 3380)  
**Cyclone** (2:19) (Neighborhood — ASCAP) (Melanie)

Undoubtedly the best single choice from "Photograph," this record illustrates Melanie's little known side. The rhythm surges with drums, guitars and horns, and her voice handles the powerful arrangement very well. For top 40 and FM play.

**ALESSI** (A&M 1896)  
**Don't Hold Back** (3:10) (Alessi — BMI) (Alessi, Alessi)

With vocals stretching into the upper registers, the Alessi twins (ex-Barnaby Bye members) offer an open-feeling pop song from their duo debut LP. The rhythms bounce higher through each chorus, with fine supporting parts from all instruments.

**THE ROWANS** (Asylum 45376)  
**Ooh My Love** (3:18) (Lemuria — BMI) (Rowan)

Dense multi-tracked vocals are the melodic vehicle of this simple pop tune. Though the melody line almost gets lost in the wash of sound, the chords are the stuff of which singles should be made. From the "Sibling Rivalry" LP.

**WAR** Featuring **ERIC BURDON** (ABC 12244)  
**Magic Mountain** (3:55) (Far Out — ASCAP) (Allen, Brown, Dickerson, Scott, Jordan, Miller, Oskar, Goldstein)

Looking back, the coalition of blues rock singer Burdon and War's jazzy rock sounds was a marriage made for future trends. This funky blues track from the recently issued "Love Is All Around" album is highlighted by Burdon's controlled scream and Lee Oskar's distinctive harmonica. For varied airplay.

**PURE PRAIRIE LEAGUE** (RCA 10880)  
**Fade Away** (4:09) (Rotgut/Fireball — ASCAP) (Reilly, Coshorn)

From the "Dance" album, this is a ballad aimed at the pop stations. Instrumentation runs the gamut from a down-home pedal steel to a massive horn and string section, reflecting a well-channeled country influence. A great group for vocal harmonies.



**BURTON CUMMINGS** (Portrait 70002) (Dist: CBS)  
**I'm Scared** (3:37) (Shillelagh — EMI) (Cummings)

Closing in on a top-five solo debut with "Stand Tall," Cummings presents a melodic pop song with soaring orchestral backdrop and an unusual theme. Cummings' forte is the clear and forthright delivery of the lyrics, making his music playable on top 40 and eminently chartable as well.

**ELECTRIC LIGHT ORCHESTRA** (UA XW939)  
**Do Ya** (3:45) (United Artists/Jet/Intersong — ASCAP) (Lynne)

Riding the tail of a top-ten hit with "Livin' Thing," ELO have played the trump card from "A New World Record." This Jeff Lynne composition was a smash for the Move, and this arrangement treats the classic with all the respect it demands. Major station adds and pop chart numbers due in short order.

**JOHNNIE TAYLOR** (Columbia 10478)  
**Love Is Better In The A.M.** (3:00) (Groovesville — BMI/Conquistador — ASCAP) (Scales, Griffin, Davis)

America's musical marriage counselor (the one with the platinum prescription) is back with bedtime stories told to a funky accompaniment. Few others sing such lyrics with equal conviction. R&B with a strong crossover possibility.

**PARLIAMENT** (Casablanca 875)  
**Dr. Funkenstein** (3:48) (Rick's/Malbiz — BMI) (Clinton, Collins, Worrell)

The real mad doctor here is none other than legalized lunatic George Clinton, whose slick rap is a never-ending stream as the music moseys along. From the certified platinum "The Clones Of Dr. Funkenstein" LP. "I hope you all got your sunglasses on out there."

**AMAZING RHYTHM ACES** (ABC 12242)  
**Dancing The Night Away** (3:59) (Fourth Floor/Rick Hall — ASCAP) (Smith, Brown Jr.)

Feelings of "Dock of The Bay" are summoned up by this record's opening lines, as the solo vocal represents loneliness in slow tempo, while memories of happy times dance out in double time. A solid record from the group whose Memphis soul sounds have shown admirable crossover potential in the past.

**MINNIE RIPERTON** (Epic 50337)  
**Stick Together (Part One)** (3:24) (Dickiebird/Jobete/Black Bull — ASCAP) (Riperton, Rudolph, Wonder)

A disco-programmable record from this talented young vocalist, who has begun to use her tremendous high range more artistically than acrobatically. Stevie Wonder had a hand in writing this one from the "Stay In Love" album.

**AL GREEN** (Hi 2322) (Dist: London)  
**I Tried To Tell Myself** (3:24) (Jec/Al Green — BMI) (Mitchell, Green)

Majestic horns herald this record, taken from the "Have A Good Time" album. Green is at his best when not too heavily influenced by fads, and this record sticks close to the Memphis mainstream. Initial action through the R&B airplay route.

**NARARETH** (A&M 1895)  
**I Want To (Do Everything For You)** (3:10) (Tree — BMI) (Tex)

Nazareth hammers out this Joe Tex song in a blues style, shouting the lyrics out in unison. The bass grumbles as the guitars whine in this intriguing pop offering from "Play 'N' The Game."

**STEVE HILLAGE** (Atlantic 3384)  
**Hurdy Gurdy Man** (3:04) (Peer International — BMI) (Leitch)

An edited version of the extended cut from Hillage's "L" album, here is Donovan's song of lasting importance. Syncopated rhythms and Hillage's winding streams of guitar lend distinction to this version. Already receiving heavy FM progressive play.

**MILLIE JACKSON** (Spring 170) (Dist: Polydor)  
**I Can't Say Goodbye** (3:30) (Gaucho/Bill Lee — BMI) (Nichols, Williams)

An easy-going number from Ms. Jackson, relaxed enough to allow the sensuous huskiness of her voice to ring through. A really bluesy feeling pervades this record aimed at the R&B airplay route.

**TOM CHAPIN** (Fantasy 788)  
**Just Another Story** (3:22) (The Last — ASCAP) (Chapin)

Chapin exhibits solid songwriting talents in this single from his debut LP, as well as displaying a distinctive vocal character. The subtle pop production allows his performance to shine through with a subdued glow. Note that Chapin's been performing steadily before college audiences over the past year.

**DEARDORFF & JOSEPH** (Arista 0230)  
**Never Have To Say Goodbye Again** (3:20) (Chicken Key/Dawnbreaker — BMI) (Commanor)

This duo's mellow pop sounds are most easily placed in the same category as those of Seals and Crofts, though the similarity is one of feeling only. A grandly produced record with a catchy chorus line from their debut LP.

**BILLY KIRKLAND** (Lifesong 45019)  
**I Think I'm Growing Up** (3:20) (Blendingwell — ASCAP) (Kirkland)

A mainstream pop record from Kirkland, featuring a stong upbeat that sometimes recalls Phil Spector. An expansively harmonized chorus and a few twinkling guitar riffs to round it all out. Aimed at the heart of top 40.

**JAMES DARREN** (Private Stock 136)  
**You Take My Heart Away (Theme from "Rocky")** (3:34) (United Artists — ASCAP/Unart — BMI) (Conti, Connors, Robbins)

Here's the guy who stole countless hearts during the heyday of the pompadour. Now, through the time machine, he is putting in a new bid with this much-covered theme. He sings opposite a female lead in this big arrangement. For pop or MOR. Somebody has to hit with this one!

**DAVE & SUGAR** (RCA 10876)  
**Don't Throw It All Away** (3:09) (Famous — ASCAP) (Benson, Mindell)

To all appearances, this group is Tony Orlando and Dawn's country counterpart, but this ballad has programming possibilities in the pop and easy listening areas. Cathedral-like reverberation lends dramatic effect to the vocal harmonies here.

**RALPH MacDONALD** (Marlin 3308) (Dist: TK)  
**Where Is The Love** (3:17) (Antisia — ASCAP) (MacDonald, Salter)

From his "Sound Of A Drum" album, here is the MacDonald composition that was a hit for others, notably Roberta Flack and Donny Hathaway. This version features an unusual harmonica solo by Toots Thielmans, and reflects the composer's affinity for a strong beat and colorful percussion.

**MR. BIG** (Arista 0229)  
**Romeo** (2:43) (Jet Lag — BMI) (Carter, Carter)

From their debut LP, this single demonstrates the group's strongest points: beautifully blended vocal harmonies and very accessible pop melodies. A key change makes the impression stronger to the finish.

**FREDA PAYNE** (Capitol 4383)  
**I Get High (On Your Memory)** (3:07) (Jobete — ASCAP) (Sawyer, McCloud)

The echoed refrain "I Get High" is the main thrust of this record, a slick production featuring big band and Ms. Payne's reaching high notes. Could be programmed R&B, pop or even easy-listening.



**NIGHT MOVES TO GOLD** — Bob Seger and The Silver Bullet Band were presented with gold album awards for their "Live Bullet" and "Night Moves" albums on Capitol Records along with a key to the city of Detroit, their hometown. "Live Bullet," released last April, took about eight months to go gold while "Night Moves" accomplished it in three months. The awards were presented by employees of Capitol during a backstage party following a four-night series of concert appearances at Cobo Hall (where "Live Bullet" was recorded). Seen in the front row (l to r) are Don Zimmermann, CRI executive vice president and chief operating officer; Craig Lambert, Detroit area promotion representative; band member Alto Reed; Jemy Cheers, Detroit area R&B promotion representative; Bruce E. Garfield, director of press and artist relations; and Wally Meyerowitz of ATI (Seger's booking agency). Standing (l to r) are Ed Andrews, Seger's manager, Kathy Kinnison, salesperson; band member Drew Abbott; Len Maldeuz, salesman; Seger; Ron Hewlitt, salesman; Denise Moncel, salesperson; Larry Krutsinger, district manager; Kris Gabler, promotion representative; Maureen O'Connor, east coast publicity coordinator; and band member Robyn Robbins.



**FRIEDMAN PERFORMS** — Lifesong recording artist Dean Friedman performed recently in New York prior to the release of his debut album in February. Pictured from left are: Allan Pepper of Bottom Line Management, Friedman's managers; Friedman, Allison Steele of WNEW-FM; Terry Cashman of Lifesong; and Stanley Snadowsky of Bottom Line.

## RCA Corp. 4th Qtr. Income Up 68%

NEW YORK — RCA Corp.'s net income in the fourth quarter of fiscal 1976 hit an eight-year quarterly high of \$56 million. This represents a 68% increase over the comparable period in 1975. Sales were a record \$1.5 billion, up seven percent over \$1.4 billion in the fourth quarter of 1975. For all of 1976, RCA reported net income of \$177.4 million, up 61% over the 1975 total of \$110 million. Sales for the past year rose

to \$5.4 billion, up 11% from \$4.8 billion in 1975. The results reflected record profits for RCA Records and other RCA divisions, including the National Broadcasting Co., Banquet Foods, Random House publishing, RCA Service Co. and Hertz auto rentals. Edgar Griffiths, RCA president, told the

(continued on page 22)

# Worker Theft Worries Stores; Not Checked By Inventory

by Mark Mehier

NEW YORK — A nationwide survey by a large business security firm has concluded that retailers are not able to control employee pilferage adequately, and music retailers queried by **Cash Box** supported that conclusion.

The merchandise coordinator of a major national record chain told **Cash Box** that at least 50% or more of his chain's inventory shortages can be attributed to employee thefts and that large-scale polygraphing of store employees has confirmed the depth of the problem.

"Frankly," the retail executive said, "this has us frightened to death. I could give you lots of ways we're getting burned, but I can't tell you how we can stop it."

According to several retailers across the country, inventories do not accurately reflect the amount of employee theft. However, most of the retailers considered customer theft to be an even greater problem. In general, larger stores reported more success in controlling all kinds of pilferage, due to deployment of full-time security staffs, "employee check-out points" and the institution of computerized registration.

Alan Basmajian, record manager and assistant record buyer at the Coop in Boston, said shortages of inventory average about one or two percent at all three Coop stores.

While he was unable to break down that shortage by cause, he believed very little of it was employee thievery. "Employees here don't have a reason to steal," he explained.

"They get basically anything they want, anyway."

Basmajian noted that the Coop checks all employee packages, coming and going. Other retailers pointed to the Coop as having one of the nation's better in-store security systems.

### One Percent Or Less

Jim Grimes, vice president of merchandising for National Record Mart, said his chain's average shortage at inventory time was one percent or less, largely because of fully-computerized registration. Grimes said headquarters, in billing all its stores (like a distributor), takes a unit count, which is repeated in each individual store. This cuts down on bookkeeping errors, Grimes noted.

In addition, he said headquarters makes a monthly check. "We know what's supposed to be in the stores," Grimes said. Inventories at all stores are done by "fixture," (box, shelf or facade) and a major shortage in any part of the store would easily be picked up, Grimes continued.

Nevertheless, he agreed it was impossible to determine how much of any shortage is internal and how much is outside shoplifting.

Tony Morel, manager of Mushroom in New Orleans for the past two months, said in his short time there he has been aiming for almost a "perpetual inventory."

"Retailers never think they have a theft problem," said Morel, adding that it is a concern in any retail store. Morel said most of his students were Tulane University students, but conceded that a college educa-

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## Blue Jac Sues Springboard Intl: Illegal Warwick Records Alleged

NEW YORK — Burt Bacharach and Hal David's Blue Jac Productions has filed suit against Springboard International Records, Inc., charging that the company has manufactured and distributed Dionne Warwick records without legal consent. The complaint also charges that the names and likenesses of Blue Jac, Warwick, Bacharach and David were subject to unlawful commercial exploitation. A total of \$19 million in damages are sought.

Springboard International Records was licensed to manufacture and distribute Dionne Warwick product by Scepter Records, which itself was licensed to distribute Warwick records by Blue Jac, owner of all Warwick masters. By an arbitrated agreement reached near the end of last year, Scepter relinquished all rights to Warwick product after it had been determined that the record company had not lived up to the terms of the original licensing agreements (**Cash Box**, December 15). Scepter has also since filed for bankruptcy.

In a prepared statement, Springboard vice president of business affairs George Port previously stated that the arbitration was "not binding upon us and does not affect our rights (**Cash Box**, January 15). Springboard recently released "Only Love Can Break A Heart," a Dionne Warwick album on the Musicor label, and still retains a catalog of some ten Warwick albums on various labels.

### Eastman Responds

Contacted in New York, Lee Eastman of Eastman & Eastman, the legal firm representing Blue Jac, commented "Our contention is that they (Springboard) never had the right" to distribute Warwick records. He further stated that the arbitration had nullified all of Scepter's rights as of November 1, 1972, adding that the Scepter-Blue Jac agreement contained a bankruptcy clause which invalidated the agreement upon Scepter's bankruptcy.

Springboard executives were unavailable for further comment on the issue.

## Lifesong Records Designates February As Marketing/Merchandising Month

by Phil DiMauro

NEW YORK — In recognition of the need to expose new product as well as to increase awareness of the label's catalog, Lifesong Records has organized an overall marketing/merchandising strategy for February entitled Lifesong Month.

New albums to be released the first week in February are Henry Gross' second for the label, "Show Me To The Stage," and the debut album of a new artist, "Dean Friedman." Also highlighted will be the recently released compilation "Time In A Bottle: Jim Croce's Greatest Love Songs."

### Advertising Buys

With both Gross and Friedman on tour during February, plans call for advertising

buys tied in with the albums and personal appearances. According to Mel Fuhrman, vice president of sales and marketing, advertising of Henry Gross will consist of about 80% radio time, with print advertising concentrating on the national press. Friedman's appearances will also be supported through radio, while the Croce campaign will mainly comprise print ads in the local newspapers.

(continued on page 48)

## Cream Relocates

LOS ANGELES — Cream Records, Inc. has relocated to its new offices at 8025 Melrose Avenue, Los Angeles, California 90046 as of January 31.

# IN THREE WEEKS YOU'LL BE IN HEAT.

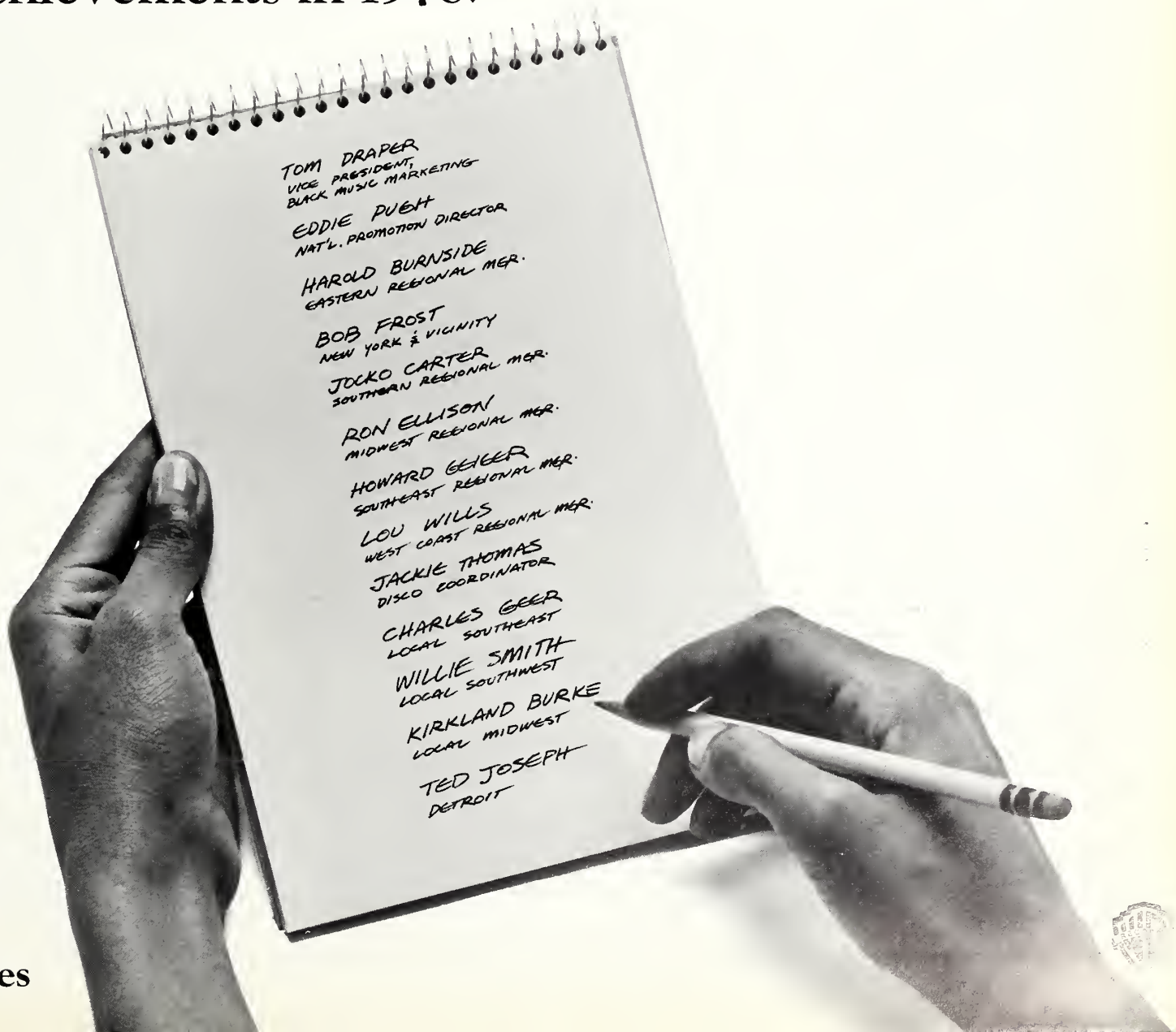
**RCA Records**

# Teamworth

Outstanding efforts have a way of generating outstanding results.

In 1976 the efforts of Warner Bros.' regional R&B Promotion team were responsible for the success of such award-winning artists as George Benson, Bootsy's Rubber Band, Candi Staton, Richard Pryor, The Staples, Graham Central Station, Dionne Warwick and the Impressions.

In the belief that unstoppable artists owe much to the unbeatable promotion teams behind them, Warner Bros. Records would like to take this opportunity to thank publicly the following Promotion Managers for their outstanding achievements in 1976.



# Federal Grand Jury Begins Industry Probe

(continued from page 7)

- Each label or name under which record and tapes have been manufactured and distributed;
  - The dollar and unit volume of records and tapes shipped from each company facility for each of the calendar years 1971 through 1976;
  - The location from which the raw materials utilized in the manufacture of records and tapes were obtained for each of the calendar years 1971 through 1976;
  - The names and addresses of competitors;
  - The annual dollar amount of net sales of records and tapes in each classification (e.g., pop, rock, jazz, country and western, soul, etc.) for each year 1971 through 1976;
  - The structure of the firm's marketing and distribution organization for the period covered by the subpoena;
  - The methods employed to distribute records and tapes at the wholesale and retail levels within the United States.
- The subpoena also requests all documents which discuss or refer to:
- Market share, projected market share, market position, and market strength of the firm or any other manufacturer or seller of records and tapes within the United States;
  - Any policy or program involving prices at or above a minimum retail level which are enforced, suggested, maintained or determined by the firm, specifically including communications between the firm and retailers concerning any such policy or program;
  - Price reductions or price cutting by any competitor or customer;
  - Any pricing problems for the firm in the sale of records and tapes;

- Any complaints of a customer concerning prices or the supply of record and tapes provided such customer by the firm;
  - Any complaints by a customer concerning prices charged by any other customer of the firm;
  - Any multiple pricing structure based upon the size of a retail outlet, volume of records sold, assumption of warehousing distribution by a retail outlet, or any other reason;
  - Any actual or proposed discontinuance of sale of records and tapes by any company to any customer, including, but not limited to, complaints of threatened lawsuits based on any violation of the antitrust laws, including the Robinson-Patman Act, by any manufacturer or seller;
  - Any minimum advertising policy;
  - Any agreement, expressed or implied, by the firm not to provide advertising allowances of money, merchandise, or other compensation, to the customer of any competitor in the sale of records and tapes;
  - Any actual or proposed discontinuance of advertising allowances of money, merchandise, or other compensation by the firm or any other record manufacturer to any customer of the firm or any manufacturer not a competitor;
  - Diminishing or ceasing the supply of records and tapes by any seller, including the firm, to a customer because such customer owes money or has any other dispute with any other seller of records and tapes;
  - Any instance in which the firm or any other seller has conditioned the sale of certain records and tapes to any customer upon such customer's purchase of other records and tapes, including, but not limited to, documents discussing or referring to any policy or action which has conditioned the sale of certain records and tapes to a customer upon such customer's purchase of a specified quantity of other records and tapes;
  - Any agreement, expressed or implied, or any discussion or negotiation by the firm with any competitor with respect to royalty rates which the recording company should receive from sales of phonograph records and tapes;
  - Discussions or complaints with respect to excessive artist royalty rates or to any plans or suggestions or programs to lower artist royalty rates;
  - Any policies or programs involving the use of free product by retail outlets, including, but not limited to, documents reflecting the amount of volume of free products provided to retail outlets, or to distributors receiving free product;
  - Complaints by retailers regarding free product, or any cutting off of free product by manufacturers of records and tapes.
- In addition, the subpoena orders the firm to furnish:
- All employee expense vouchers with attached receipts, desk calendars, telephone call records and appointment books;
  - Annual reports, balance sheets, statements of profit and loss, and all statements and reports filed with the Securities and Exchange Commission or any other public body or stock exchange;
  - All price lists for records and tapes, including published and unpublished lists used internally or for any level of distribution;
  - All documents, other than invoices, which specify or refer to changes in price of records and tapes to customers;
  - All documents, other than invoices, which discuss or refer to: changes in price lists and the printing or publishing of price lists; company policies on prices; any competitor's prices, including competitor's price lists; all salesmen's reports referring to prices;

## NARM Announces '77 Convention Performers

NEW YORK — Janis Ian and Engelbert Humperdinck will lead off the entertainment line-up for the 1977 NARM Convention, which will be held from March 4 to March 7 at the Century Plaza Hotel in Los Angeles.

Ian and Humperdinck will perform Saturday night, March 5. On Sunday, Ronnie Milsap will sing at the convention's installation and awards luncheon, and Shirley Bassey is scheduled to entertain at the NARM Scholarship Foundation Dinner Sunday night.

The NARM Awards Banquet on Monday night will be presided over by Joe Smith, chairman of Elektra/Asylum.

## K.C.'s 3rd Is Gold

HIALEAH, FLA. — "Part 3," the latest album by K.C. & The Sunshine Band on T.K. Records, which includes "Shake Your Booty" and "I Like To Do It," has been certified gold by the RIAA.

- All documents reflecting communications between or among manufacturers or sellers of records and tapes which discuss or refer to prices, terms or conditions of sales, discounts, credit terms, distribution methods, customers, competition or competitors, or market conditions;
- All minutes of meetings, all notices of meetings and all correspondence or other documents which discuss or refer to prices, customers, advertising, distribution, or credit for records and tapes received from, sent to, or referring to the
  - a) National Association of Recording Merchandisers;
  - b) Recording Industry Association of America, Inc.;
  - c) Any other organization whose members include record manufacturers, distributors, retailers, or customers;
- Copies of civil complaints or criminal indictments against the firm involving allegations of violations of any state or federal antitrust law.

## Pressing, Jacket Costs Up

(continued from page 7)

surance increases and utilities actually had more to do with our increase than material and labor. If it were just labor and material, I could get by. We were able to offset some costs to us by internal improvements and increased volume, at least as far as the vinyl increase is concerned." Williams added that the increase from Monarch still did not provide an adequate price for the service his customers get. "They're still squeezing us."

### Numerous Reasons

"The reasons we hiked prices were numerous," stated Hugh Landy, president of PRC, who added that the price increase did not cover the increases PRC has absorbed from suppliers. "Raw materials went up 4.5%, electricity went up 57.4%, natural gas was increased 57%, oil 25.7%, labor increased 17.5%, general factory supplies, such as corrugated materials, not including vinyl 15.3%, and raw materials for sleeves and such went up, and there was a penny a pound vinyl increase last June that we just absorbed. The total raw material increase was 4.5%." Landy added that these figures were for the last 27 months, and that the last time PRC had a price hike was in October 1974.

### Price Increase

The price increase from Columbia Record Productions went unexplained, despite repeated attempts to contact CRP executives. A letter to accounts from CRP mentioned a large number of cost increases, and cited the expense of electricity, oil and natural gas, as well as labor and paper costs as reasons behind the CRP hike.

An official at Specialty Records, who asked not to be identified, confirmed that Specialty had increased the price of albums, but added that "the record industry is very funny, I'm sure you know that. It's a really, really touchy situation," and declined further comment.

Bill Joseph of Presswell, stated that the president of his company was "unavailable," but that he was "next in line." Joseph reported "there has been a price hike," and that the 2¢ per LP raise reported by accounts was "in the area." Accounts surveyed by **Cash Box** stated the Presswell increase was between 2¢ and 2.3¢ per LP.

### Others That Didn't

Companies that did not increase their prices will probably hike the cost of LP pressing in the next few months, according to two manufacturers who did not increase pressing rates.

"We haven't had any price increase," stated Dan Boyd, operations director for GRT, "but basically, we see a price increase coming in the near future, for much the

same reasons that everybody else has gone up. We're holding right now, but it's getting very difficult. You can look for a price increase soon, maybe within the next month."

"We have not increased our price," stated Jerry Massler, Bestway Products vice president, "but we are considering it. The reasons are material and oil, primarily, along with labor, which seems to go up every year." Massler added that his company was a "little higher" than other companies who do custom pressings, simply because some of his records are 135 gram versions, as opposed to most pressings, which are in the 110 gram range. "I'm one of the mavericks," added Massler, "and when I go out to my customers my price is sometimes 2¢ higher than competition, simply because I'm putting in 2¢ more of material into the record itself. Most people are totally unaware of this, but the increased weight cuts down on warpage, and hence, returns." Massler also offers a 100 gram LP.

### Jackets Up

Jacket manufacturers, without exception, mentioned the increased price of raw board as a factor in raising their prices.

"The rise in cost of bleached sulfate board was universal," explained Richard Block, AGI marketing vice president. "Every company felt the increase, without exception." Other jacket manufacturers cited additional areas of concern.

"There were increased costs in everything," complained Ellis Kern, executive vice president of Ivy Hill. "Board cost is only one factor. You have labor increases, fuel increases. The power alone that we consume is enormous."

Floyd Glinert, vice president in charge of marketing for Sherwood Packaging Corporation, stated that cover prices for LPs were increased an average of 5½%. "We attempt to play catchup ball in this regard," explained Glinert, "and that 5½% figure is at the top, depending on volume price breaks." Sherwood, which is the largest cover producing company is experiencing "price increases ourselves. The primary ingredient is board, but we have to pay whatever they charge," noted Glinert, who added that additional costs in freight, glue, ink and printing plates all contributed to the increase.

And the RIAA, following the lead of major manufacturers, has increased the price on gold and platinum records by \$5 per unit.

## Ronstadt Is Platinum

LOS ANGELES — Linda Ronstadt's "Greatest Hits" album on Elektra/Asylum Records has been certified platinum.



**Who is  
The  
Stranger  
In  
The  
City?**



YOU'VE READ THE BOOK...  
YOU'VE SEEN THE TV SHOW...  
NOW HEAR THE ALBUM.

MUSIC FROM AND INSPIRED BY THE DAVID L. WOLPER PRODUCTION OF "ROOTS"

QUINCY JONES

ROOTS

THE SAGA OF AN AMERICAN FAMILY



MUSIC FROM AND INSPIRED BY THE DAVID L. WOLPER PRODUCTION OF "ROOTS"

QUINCY JONES

ROOTS SP 4626

ON A&M RECORDS & TAPES

Featured artists: Quincy Jones Orchestra, Letta Mbulu  
Album conceived, produced and conducted by Quincy Jones



# RETAIL LP SELLING PRICES

## Atlanta

At **Franklin Music** (3 locations), the Columbia classical catalog for \$3.99/\$4.99 tape; all Odyssey releases for \$2.29 per disc; Meyerbeer's "La Prophete" (4 LPs/\$27.92 list) for \$15.88; and Donizetti's "Gemma DiVergy" (3 LPs/\$20.98 list) for \$11.98. At **Radio Shack** stores, assorted budget LPs and tapes for \$2.99-\$3.99 (advertising supplement). (Sunday *Atlanta Journal and Constitution*).

## Baltimore

At **Recordmasters** (3 locations), these features: multi-label sale (including WEA, Motown, Columbia, A&M, London and Chrysalis) for \$3.99/\$5.79 tape; all RCA pop releases for \$4.59/\$5.79 tape; the latest LP by David Bowie on RCA (\$7.98 list) for \$4.99; Jefferson Airplane's "Flight Log" (2 LPs/\$10.98 list) for \$7.77; the latest release by Stevie Wonder (2 LPs/\$13.98 list) for \$8.98/\$10.79 tape; all CTI and Kudu releases (\$7.98 list) for \$4.59; all Columbia and Angel classical releases for \$4.19 per disc (two for \$7.98); Meyerbeer's "La Prophete" (4 LPs/\$27.92 list) for \$15.98; Lily Pons' "Coloratura Assoluta" (3 LPs/\$13.98 list) for \$10.98; all Blue Note LPs for \$3.99; and "Time In A Bottle" by Jim Croce for \$3.99/\$5.79 tape. At **Korvettes** (4), these features over two pages: multi-label sale (including WEA, CBS and Casablanca) for \$3.99/\$4.99 tape; "Leopold Stokowski Conducts Bizet" (no list price) for \$2.99; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.69/\$6.49 tape; and the latest release by Dave Mason (2 LPs/\$7.98 list) for \$4.89. At **Record and Tape Collector** (5), all-label sale for ten percent off shelf price (20% off with purchase of two LPs, 30% off with purchase of three LPs). At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Baltimore Sun*).

## Boston

At **Music City** (3 locations), these features over three pages: 13 RCA and CBS releases, including the latest LPs by Santana, Waylon Jennings, Phoebe Snow, EWF, Janis Ian and Keith Jarrett for \$3.99; the latest LP by David Bowie (\$7.98 list) for \$4.99; two RCA Red Seal releases, including the latest LP by Joe Pass (\$7.98 list) for \$4.99; Jefferson Airplane's "Flight Log" (2 LPs/\$10.98 list) for \$6.99; and assorted budget LPs for \$2.99. At **Strawberries** (5), these features over two pages: 38 releases, including the latest albums by Chuck Mangione, McCoy Tyner, Melba Moore, Robert Palmer, the Eagles, Santana and Hall & Oates for \$3.89; the latest LPs by David Bowie and Queen (both \$7.98 list) for \$4.89; the soundtrack to "Car Wash" (2 LPs/\$7.98 list) for \$4.89; two 2-LP catalog sets, including EWF's "Gratitude" for \$4.49; two 2-LP sets, including the latest release by the AWB (\$9.98 list) for \$5.89; and assorted budget and cutout LPs for \$1.99-\$2.99. At **Coop** (3), these features over two pages: 13 releases, including the latest LPs by Larry Coryell, Airto, the Alpha Band and "Spitfire" by Jefferson Starship for \$3.69; the latest LP by David Bowie (\$7.98 list) for \$4.49 and Jefferson Airplane's "Flight Log"

for \$6.49. At **Bechmeres** stores, the latest LP by ZZ Top for \$3.68/\$5.48 tape. A full page ad promoting five A&M releases, including the latest LPs by Kim Carnes and Gap Mangione, no store tie-in. (Sunday *Boston Globe* and the *Boston Phoenix*, January 29).

## Chicago

At **Musicland** (8 locations), "Leopold Stokowski Conducts Bizet" (no list price) for \$2.99/\$4.99 tape. At **Rose Discount Records** (2), all-label sale for \$3.99/\$5.49 tape. (Sunday *Chicago Tribune*).

## Cincinnati

At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Cincinnati Enquirer*).

## Cleveland

At **Record Rendezvous** (4 locations), 13 CBS releases, including the latest LPs by EWF, Aerosmith, Santana, the Jacksons, Chicago and the Emotions, price not included. At **Gold Circle** (7), these features: 15 releases, including the latest LPs by the Eagles, Kansas, Barry Manilow, ELO, Bob Seger and McCoo/Davis, for \$3.99; three releases, including the latest albums by Lynyrd Skynyrd and Dave Mason (both \$7.98 list) for \$4.99; the soundtrack to "A Star Is Born" for \$5.99; and the latest release by Wings (3 LPs/\$13.98 list) for \$9.97. At **Radio Shack** stores, same ad with identical features and prices that appeared in Atlanta. (*Cleveland Plain Dealer*, January 21 and 23).

## Dallas

At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Dallas Times Herald* and *Dallas Morning News*, January 21 and 23).

## Denver

At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Denver Post*).

## Detroit

At **Korvettes** (5 locations), multi-label sale (including WEA, Arista, Casablanca and Chrysalis) for \$3.99/\$5.79 tape; nine "Super Specials," including the "Best of George Harrison," the debut LP by Boston and the latest albums by Kiss, Aerosmith, Steve Miller, Bob Seger, ELO, John Denver and "Nadia's Theme" on A&M (\$5.98 list) for \$2.99. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Detroit News*).

## Houston

At **Cactus**, 17 CBS releases, including the latest LPs by the Jacksons, Kansas, Janis Ian, Michael Murphey and Charlie Daniels for \$3.99 (\$4.99 tape); and the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99 per LP or tape. At **Disc Records** (4), the debut LP by Jane Olivor for \$3.99/\$4.99 tape. (Sunday *Houston Chronicle*).

## Indianapolis

At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Indianapolis Star*).

## Kansas City

At **Radio Shack** stores, the same ad with the identical features and prices that appeared in Atlanta. (Sunday *Kansas City Star*).

## Miami

At **Spec's Music** (7 locations), 12 CBS releases, including the latest LPs by Chicago, Boz Scaggs, Santana, Hubert Laws and Jeff Beck for \$3.99; and the soundtrack to "A Star Is Born" for \$5.99. (Sunday *Miami Herald*).

## New Orleans

No ads appeared in the Sunday *New Orleans Times-Picayune*.

## Los Angeles

At **Licorice Pizza** (18 locations), these features over three pages: 10 RCA releases, including the latest LPs by Vangelis and the Tomita catalog on Red Seal (all \$7.98 list) for \$4.69/\$4.99 tape, and LPs by Lonnie Liston Smith, Vicki Sue Robinson and the Savannah Band for \$3.69/\$4.99 tape; 20 CBS releases, including Boz Scaggs' "Silk Degrees," "Chicago X" and "Spirit" by EWF for \$3.69/\$4.99 tape; both Natalie Cole LPs on Capitol for \$3.69/\$4.99 tape; the latest release by Dave Mason (2 LPs/\$7.98 list) for \$4.69/\$6.99 tape; and the soundtrack of "A Star Is Born" for \$5.69/\$6.99 tape. At **The Warehouse** (24), Jim Croce's "Time In A Bottle" LP for \$3.96; and "Leopold Stokowski Conducts Bizet" (no list price) for \$2.98 per disk. At J.C. Penney stores, four Mercury releases, including the latest LPs by the Bar-Kays, Graham Parker and the Ohio Players for \$3.99/\$4.99 tape; and LPs by Rod Stewart and Rush (2 LPs/\$7.98 list) for \$4.99/\$6.99 tape. (Sunday *Los Angeles Times*).

## New York

At **Sam Goody** (27 locations), these features over three pages: multi-label sale (including Atlantic, ABC, Apple, Angel and Capitol) for \$4.19/\$5.79 tape; 10 "No. 1 Picks," including the latest LPs by ZZ Top, Santana, Aerosmith, Lonnie Liston Smith, the Patti Smith Group, Tom Chapin, the Supremes and Seals & Croft, and "Jim Croce's Greatest Hits," and Aretha Franklin's "Ten Years Of Gold" for \$3.49/\$4.99 tape; the latest LP by David Bowie (\$7.98 list) for \$4.49; Jefferson Airplane's "Flight Log" (2 LPs/\$10.98 list) for \$6.99; three releases by the Osmonds for \$4.19/\$5.79 tape; the Wings catalog for \$4.19/\$5.79 tape; "Wings Over America" (3 LPs/\$13.98 list) for \$7.99/\$9.99 tape; Meyerbeer's "La Prophete" (4 LPs/\$27.92 list) for \$16.76; nine Philips releases (\$7.98 list) for \$4.79/\$5.79; the latest LP by Jean-Luc Ponty for \$3.99/\$5.79; and "Cos Fan Tutti" on Philips (4 LPs/\$31.98 list) for \$19.16. At **Korvettes**, these features over two pages: multi-label sale (including WEA, Casablanca and Arista) for \$3.99/\$5.79 tape; 12 "Super Specials," including the latest LPs by Santana, Gladys Knight and the Pips, Melba Moore, the Jacksons, War, Brass Construction, McCoo/Davis, the Four Tops, the Sylvers, the Mighty Clouds of Joy, Dr. Buzzard and Boston for \$2.99 (limit one of each to a customer); three UA releases, including the soundtrack to "Carrie" (\$7.98 list) for \$4.89; all operas, original Broadway cast and movie soundtrack LPs for \$3.99; the latest LP by Burt Bacharach for \$3.99/\$5.79 tape; and "Leopold Stokowski Conducts Bizet" for \$2.99. (Sunday *New York Times*).

## Philadelphia

At **Sam Goody** (10 locations), these features: multi-label sale (including Capitol, ABC, Motown, Apple and Ariola) for \$4.19/\$5.79 tape; six "Picks of the Week," including the latest LPs by Steve Miller, Gary Wright, Leo Kottke, the Eagles, Genesis and the Atlanta Rhythm Section for \$3.99/\$5.49 tape; one "Pick of the Week," the latest LP by David Bowie (\$7.98 list) for \$4.89/\$5.49 tape; and one "Pick of the Week," the latest release by Wings (3 LPs/\$13.98 list) for \$7.99; four CBS releases, including the latest albums by Santana and Janis Ian, for \$3.99/\$5.49 tape; the soundtrack to "A Star Is Born" (\$8.78 list) for \$5.39/\$6.19 tape; three RSO releases, including the latest album by the Bee Gees, for \$4.19/\$5.49 tape; three Arista releases, including the "Saturday Night Live" album, for \$3.99; "Leopold Stokowski Conducts Bizet" (no list price) for \$2.99; Meyerbeer's "La Prophete" (4 LPs/\$27.92 list) for \$16.76; "Donizetti's Gemma DiVergy" (3 LPs/\$20.98 list) for \$12.57; Lily Pons' "Coloratura Assoluta" (3 LPs/\$13.98 list) for \$8.38; and three Colum-

bia classical LPs, including "Wild About Eubie/The Songs of Eubie Blake" for \$4.19 per disc. At **Korvettes** (5), multi-label sale (including WEA, Arista and Casablanca) for \$3.99/\$5.79 tape. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Philadelphia Bulletin* and *Philadelphia Inquirer*).

## Pittsburgh

At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Pittsburgh Press*).

## Portland

At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Portland Oregonian*).

## St. Louis

At **Venture** stores, seven releases, including the latest LPs by Waylon Jennings, Engelbert Humperdinck and Bob Seger for \$3.98/\$4.98 tape. (Sunday *St. Louis Globe-Democrat* and *St. Louis Post-Dispatch*).

## San Diego

No ads appeared in the Sunday *San Diego Union*.

## San Francisco

At **Odyssey Records and Tapes** (2 locations), 11 CBS releases, including the latest albums by Bob Dylan, Boston, Aerosmith, Herbie Hancock and Phoebe Snow for \$3.66/\$4.99 tape. At **The Warehouse** (19), Jim Croce's "Time In A Bottle" LP for \$3.96 per disk. (Sunday *San Francisco Chronicle Date Book/This World*).

## Tampa

No ads appeared in the Sunday *Tampa Tribune* and *Tampa Times*.

## Tulsa

No ads appeared in the Sunday *Tulsa World*.

## Washington

At **Korvettes** (5 locations), multi-label sale (including CBS, WEA, Arista and Casablanca) for \$3.99/\$5.79 tape; the soundtrack to "A Star Is Born" for \$5.69/\$6.49 tape; "Leopold Stokowski Conducts Bizet" for \$2.99; and Dave Mason's "Certified Live" (2 LPs/\$7.98 list) for \$4.89. At **Serenade Record Shops** (3), all Columbia classical LPs for \$3.99/\$4.99 tape; all Odyssey LPs for \$1.99 per disc; all Philips LPs (\$7.98 list) for \$4.99; Meyerbeer's "La Prophete" (4 LPs/\$27.92 list) for \$15.96; Lily Pons' "Coloratura Assoluta" (3 LPs/\$13.98 list) for \$7.98; and four Columbia 3 LP sets (\$20.98 list), price not included. At **Record and Tape Ltd.** (2), all Philips classical LPs (\$7.98 list) for \$4.99. At **Radio Shack** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Washington Post*).

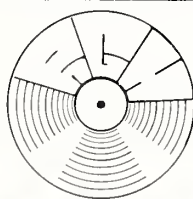
(All information in the above chart gathered from January 23 editions unless otherwise indicated.)

## RCA Income Up In Quarter, Year; Records Cited

(continued from page 12)


*Wall Street Journal* he expects RCA's 1977 sales to rise ten percent to 12% over 1976. He added that RCA's much-discussed consumer video-disc player would not be introduced this year, but a decision on whether to market it by the end of 1978 could be ready sometime this year.

Griffiths explained the key factors in that decision are the company's ability to lower the price, increase the recording time and broaden available programming. The company has recently dropped plans for a common stock issue because it has announced that it doesn't need major outside financing, even for the video-disc project.



## RGH RECORDS

is proud to announce the opening of a new record pressing plant in New York City. For information please call (212) 354-4336. Ask for George Srolovits



**ELTON JOHN**

# **Bite Your Lip (Get Up And Dance!)**

THE NEW SINGLE MCA-40677 FROM THE ALBUM "BLUE MOVES" MCA/ROCKET 2-11004

PRODUCED BY GUS DUDGEON

**MCA RECORDS**

**THE ROCKET RECORD COMPANY**

## Disco LP's A Growing Market

(continued from page 10)

want to get the best. Everyone else is doing just straight cuts or part one/part two things with the same artists. We feel we're giving a little something extra."

London agreed with most of the other manufacturers about what effect the disco singles would have on seven-inch or LP sales.

"You are only going to have a certain amount of sales unless it goes to a national configuration where they either make the 45 obsolete as they did the 78, or it will be just another configuration of sales like

albums, tapes and singles."

### Only Advantage

He said the only advantage in bringing out disco singles is that "it's a new configuration of sales; a different market that you are going after.

"Right now, single sales are not doing so hot anyway and it is just another mode of trying to generate some business. It doesn't affect album sales because album buyers won't buy just a 12-inch. They are going to buy the album, too, so it will probably increase album sales."

## \$2.99 Price Comes To Detroit

(continued from page 7)

asserted. "But I'm not going to do anything drastic (price-wise) right now."

### Matching Prices

Lloyd Welch, manager of one of Harmony House's Detroit stores, said he didn't expect the new Peaches "super store" to be much competition for his chain, since none of the Harmony House outlets will be within 15 miles of Peaches.

Like LeAnnais, Welch said he didn't expect to indulge in any drastic price-cutting, despite Korvettes' current sale. The lowest price Harmony House plans to advertise next month will be \$3.97 on selected releases. However, Welch explained, Korvettes' lowballing tactic is having an effect on Harmony House because the chain has an advertised policy of matching prices in any other store's ad (with a coupon). "But the people who came in with Korvettes' ads also bought other stuff. It didn't hurt us that much."

### Heavy Advertising Seen

Welch believed that expectation of Peaches' store opening will spur a general wave of radio and print ads over the next few weeks. "It should be real fun. I know a lot of retailers are really going to be breaking out with a lot of ads in February."

So far, however, Korvettes is still the major print advertiser among Detroit's record retailers. Additionally, a spot check of AM and FM radio stations did not show that there has yet been a marked increase in time buys for record ads.

According to a source close to Peaches, the new store has already bought some radio time in Detroit with co-op money. This was evidently done, not only to promote the Peaches' name in advance of the store opening, but to anticipate an increase in time buying by its competition.

### David Bowie Ads

Among other retail developments this week, ads for the just-released David Bowie album on RCA were observed in four surveyed markets and advertising supplements promoting assorted cutouts at Radio Shack stores appeared in nearly all of the surveyed markets.

Ads for the Bowie LP, which lists for \$7.98, appeared in these markets; in Boston at Strawberries for \$4.89, Music City for \$4.99 and the Coop for \$4.49; at Sam Goody in Philadelphia for \$4.89 and Sam Goody in New York for \$4.49; and at Recordmasters in Baltimore for \$4.99.

In some ads, the Bowie album was promoted with other \$6.98 list releases by the same artist. In other cases, it was advertised with one or more 2-LP sets. At Strawberries, it was promoted with the latest Queen album (also \$7.98 list).

The early appearance of several Bowie LP ads offers a marked contrast to the initial promotion of the Queen LP (**Cash Box**, January 22). Only one Queen ad was observed during the first two weeks after the album's release because, according to George Steele III, vice president of marketing for Elektra/Asylum, the campaign's first phase was geared to radio and its predominately teenage listeners. Ads for Queen LPs, however, were observed in six markets last week (**Cash Box**, January 29).

Spokesmen at RCA in New York

declined to comment on the company's marketing strategy for the Bowie LP, saying that preliminary plans had not yet been confirmed. One RCA representative did say, however, that the strategy would not be based on price. "We'll promote the Bowie album the same way we'd promote it if it was \$6.98."

### Radio Shack Returns

For the third time in the past four months, a Radio Shack ad supplement for records and audio equipment appeared in nearly every market monitored. As in the past two supplements, assorted cutout albums, specially packaged for Radio Shack under the chain's own "Realistic" logo, were advertised for \$2.99; in addition, the latest supplement promoted cutout eight-track and cassette tapes for \$3.39.

Charles Levine, senior buyer for Tandy Corporation, which owns more than 3,000 of Radio Shack's 5,000 stores, stated that the chain has been promoting records on a regular basis since last fall, when the decision was made to package the cutouts under the "Realistic" banner. By accepting this deal from a cutout wholesaler, Levine noted, "we committed ourselves to sell them (records)." Levine declined to name the source of Radio Shack's records.

Managers of Radio Shack stores around the country indicated that, while records are more than promotional items to sell audio equipment, they form a fairly small percentage of overall sales. Estimates of this percentage ranged from one to three percent.

In terms of Tandy's gross from its Radio Shack operation, however, this extra margin from record sales runs into millions of dollars annually. If the record sales of one Radio Shack unit in Detroit — \$1,200 worth during the month of December alone — can be taken as typical, album sales at Tandy's Radio Shack outlets may even total as much as \$3 million per month.

### Baltimore Clearance Sale

In an unusual ad for an all-label sale, Record and Tape Collector in Baltimore offered 10% off shelf price with one album purchase, 20% off with two LPs and 30% off with three or more albums. Store manager Maury Bass said Record and Tape Collector holds two such sales a year, at inventory clearance times.

"It works very well," Bass said of the sale. "Most people buy at least three records. With three, at current releases, it comes to \$3.84 a record. It's one thing to pick up a top 100 album for \$3.84, but it's another thing to come in and buy the first album John Coltrane ever made for under \$4." The store's regular sale price is \$3.94 and its shelf price is \$5.49, Bass said.

### More Low S.F. Prices

Odyssey Records and Tapes in San Francisco became the third retailer in that city to go below \$3.80 on current releases in the past three weeks. Odyssey advertised 11 CBS releases for \$3.66, following all-label sales at Record Factory for \$3.77 and Tower Records for \$3.66 (**Cash Box**, January 29).

David Town, manager of one Odyssey store, said his unit runs the same sale every year at inventory time, and that it was not related to competition.

**NEW ADDITIONS** — Benjamin Simon Taylor, nine pounds, was born to James and Carly on Monday, January 24, their second child. . . Barry Manilow's first television special will air over WABC-TV, March 2, with Penny Marshall (Laverne) as guest. . . RCA recording artist Ralph Graham appeared on the WNEW-TV children's show "Wonderama" the week of January 27, with February and March airings set. . . Ex-heavyweight champ Joe Frazier provided some musical entertainment for the inmates of Riker's Island on January 26. . . Jeanne Napoli's first album, "Jeanne," will be released by Vigor Records on April 2. The vocalist/performer opens at the Rainbow Grill April 4. . . Reel facts: the **Billion Dollar Babies**, made up of former Alice Cooper band members, recording at the N.Y. Record Plant studio for their debut Polydor LP. **Southside Johnny and the Asbury Jukes** working on their next Epic album with Miami Steve Van Zandt, and the **Fania All Stars** recording at Columbia studios with Jay Chattaway producing. . . The **Ramones'** upcoming British appearances had to be cancelled due to lead vocalist Joey's ankle infection. . . For airdate February 5 over WNBC-TV, Don Kirshner's Rock Concert features **Natalie Cole**, **Be-Bop DeLuxe**, **David Letterman**, clips from "All This And World War Two" and **Natural Gas**.

**LAST BUT NOT READY** — He can be Henry Kissinger or Joe Cocker, but Archie Bunker would be going too far. You guessed correctly — he's Not-Ready-For-Prime-Time Player John Belushi, and in a column he wrote for the Washington Post's January 23 entertainment section, he drives home the point that his title is more than just a name. He introduces his article with a quote from Frank Zappa, "I'm the slime from your video. Oozin' along your dining room floor." After elaborating on why playing "Saturday Night Live!" provides him with the stimulation that a prime time series could never offer, however, Belushi paraphrases Steve Miller and Woody Allen. If "they" offer him a million dollars, he'll "take the money and run."

**IT'S A LIVING THING** — On February 7, 1977 the Music and Performing Arts Lodge of B'nai B'rith will sponsor an industry-wide blood drive, to be held at the Central Synagogue's Kulick Lounge (128 E. 55th St.) from 1:30 to 7:00 pm. The drive is open to all members of the recording industry; any further questions can be answered by Eddie Val c/o the Greater Metropolitan Community Blood Service (567-1444). The evening's program will highlight "An Evening With Larry Uttal."

**GRAND TOURS** — Led Zeppelin will tour the U.S. for the first time in two years beginning February 27 in Ft. Worth, Texas, and ending the first part of the jaunt with March 9, 12 and 13 dates at the L.A. Forum. . . After a few preliminary appearances, **Santana** began their national tour in Los Angeles January 29, with tentative plans to finish in D.C. March 19. . . Also on tour are **Electric Light Orchestra**, who began in Phoenix, Arizona on January 17. . . With the official announcement made that the **Grateful Dead** and various parts thereof had signed with Arista Records, **Clive Davis** revealed that he had begun "talking to" the group six years ago! . . . ABC Records will release the original cast album of the new Broadway musical "You Arm's Too Short To Box With God" . . . **Patti Smith** was injured the night of January 23 when she fell from the concert stage in Tampa, Florida. Lacerations required 22 stitches, and tests revealed no further injuries.

phil dimauro

**ODDS 'N' ENDS** — Yes-man Rick Wakeman takes his group's song lyrics a little too seriously. In a dramatic acting out of the song, "Close to the Edge," Wakeman narrowly escaped calamity when his Range Rover skidded on an icy mountain road in Switzerland and overturned into a crevice, inflicting on him and road manager Tony Errington cuts and bruises, but nothing serious. . . Beatlemania has not died yet if a contest by Southern California radio station, K-EARTH is any indication. The has put together a Beatles trivia crossword puzzle and will award four winners with Volkswagen Beetles, each with pictures of Beatles hand-painted on the body. . . It's a good thing that **Bob Seger & The Silver Bullet Band** didn't bring the house down when he returned to his hometown of Detroit for the recent concert. The speaker system was hung from the ceiling, which is not particularly unusual, but the audience was surprised when saxophonist **Alto Reed** appeared on top of them for a spotlighted solo obviously not afflicted by acrophobia.

**KUDOS** — In the first year of the RIAA's platinum award program, three groups got platinum twice, including **The Eagles**, **Led Zeppelin** and **Paul McCartney's Wings**. Albums that did it for the groups were "Hotel California" and "Their Greatest Hits" by the Eagles; "Presence" and "The Song Remains The Same" by Led Zeppelin; and "At The Speed Of Sound" and "Wings Over America" by Wings. . . **Jose Chapiro**, conga and timbales player for **Santana** has been voted the third most popular personality in a newspaper poll in Nicaragua.

**BEFORE THE LIGHTS** — Beginning with a Feb. 27 date in Ft. Worth, **Led Zeppelin** will return to the concert stage for the first time in two years. Only major halls have been booked due to the heavy ticket requests expected. In 1973, the group broke a previous record set by the **Beatles** at Tampa Stadium for the largest paid audience for a single artist performance in history. . . **Stanley Turrentine** returns to LA for one night when he will appear with **John Handy & Hard Work** in a concert at the Santa Monica Civic on Thursday, Feb. 10. . . **Nancy Wilson** will be mistress of ceremonies at a dinner salute to Lee Elder on Monday, Feb. 14 at the LA Bonaventure Hotel in a benefit open to the public. . . **Angel** will kick off their upcoming U.S. tour with a series of concerts in Japan commencing Feb. 7. According to Casablanca, this is the first time an American band has headlined a Japanese tour before starting a headline tour of the U.S. . . **Barry White, Love Unlimited & the orchestra** will begin a U.S. tour Feb. 11 in Chicago following a recent three day engagement at Harrah's Lake Tahoe.

**IN THE STUDIO** — Featuring a remake of Del Shannon's "Runaway," the new **Bonnie Raitt** album is now scheduled for March release. . . **Van Morrison**, after a long wait, has finished work on his new album titled "A Period of Transition," scheduled for release this month. . . Also this month **The Band** will release what may be their last studio album titled "The Islands". . . **Harry Chapin** has entered Secret Sound Studios to work on a new album to be produced by his brother Steve. . . **Crosby, Stills & Nash** are back together (again) working on an album sharing production chores with Ron and Howard Albert. . . **The Average White Band** will start work on a new album on Valentine's Day to be produced by Arif Martin once again. . . **Asleep At The Wheel** is at work in Dallas on a new album tentatively titled "The Wheel," being produced by Tommy Allsup. . . Following her sold-out performance at the Dorothy Chandler Pavilion, **Natalie Cole** will release her third album on Feb. 7, entitled "Unpredictable". . . **England Dan & John Ford Coley** are in Tennessee putting the finishing touches on their newest album to be released in early March with Kyle Lehning producing.

**SIGNINGS** — James Taylor has been signed by Columbia after leaving Warner Bros. . . The **Checkmates Ltd.** have just joined Greedy Records and received nationwide exposure when they provided halftime entertainment at the televised meeting between the Los Angeles Lakers and the Milwaukee Bucks Feb. 1.

chuck comstock

**CHANGES IN LATITUDES, CHANGES IN ATTITUDES — Jimmy Buffett — ABC AB 990 — Producer: Norman Putnam — List: 6.98**

When the first lady is pictured in *People* sporting a "Coral Reefer" t-shirt, it should be obvious that Jimmy Buffett's cult-like following is growing, as well it should. There is more of a Latin/reggae influence on this album, rather than the country sound we have heard on previous albums, but Buffett hasn't forgotten his familiar themes. With a wry humor he touches on sailing, losing at love, American expatriates and, of course, drinking. For AOR and top 40 lists.

**SWEET EVIL — Rick Derringer — Blue Sky PZ 34470 — Producer: Jack Douglas — List: 6.98**

This latest work by Rick Derringer is a solid presentation of good ol' rock and roll by one who knows how. Instrumentation is good but vocals have improved to the extent that Derringer achieves almost a Joe Walsh sound. AOR programmers will no doubt find room but at least three cuts have definite top 40 potential.

**NO STRINGS — Ace — Anchor ANCL 2020 — Producer: Trevor Lawrence — List: 6.98**

Ace hasn't been heard from since their chart-busting "How Long" but they are back with a third album that seems to be worth the wait. Having moved to our shores and adding a new guitarist (Jon "Woody" Woodhead), Ace has put together a balanced set of rock and roll music that should do well on AOR playlists and might find top 40 happiness with a couple of cuts. With strong vocals by Paul Carrack and pleasant three part harmonies Ace may once again find itself with a trump card.

**PHOTOGRAPHIC SMILE — Mr. Big — Arista 4083 — Producer: Val Garay — List: 6.98**

For their debut album in the United States, this English quintet has put together a very pleasing collection of songs displaying their ability to play rock and roll hard or soft. With a vocal sound somewhere between Yes and The Hollies, Mr. Big features well-written lyrics and unique musical arrangements. Already popular in England, they are assisted on this album by the talents of Jim Keltner and Andrew Gold. Some top 40 potential but mostly an AOR programmer's delight.

**TOM JONES' GREATEST HITS — Tom Jones — London LC 50002 — Producer: Gordon Mills — List: 5.98**

As part of their Collector Series, London has re-packaged all the heavies of this pop favorite with the palpating pelvis. All of Tom's chart-busters are here, featuring the throaty vocals and subdued musical arrangements that spotlight his powerful voice. This package of ten favorites should do well, especially with its lower price. For top 40 and MOR playlists.

**LEAVE HOME — Ramones — Sire SA 7528 — Producer: Tony Bongiovi & T. Erdelyi — List: 6.98**

With punk rock in its heyday, the time has come for another Ramones album. As always, the Ramones don't require a lengthy attention span since none of their selections are over 2 1/4 minutes and all feature the staccato phrasing and uncomplicated lyrics common to the genre. A few things could make top 40 playlists as the simple guitar chords don't require the stereo capabilities of AOR.

**HE'S ALL I GOT — Love Unlimited — Unlited Gold U-101 — Producer: Barry White — List: 6.98**

With pleasant harmonies and a soft soul sound, these Barry White proteges have put together an album that should find a home on a variety of playlists including R&B, MOR, top 40 and disco. There are songs to dance to, sing along with, or just listen to when the day is long. Their melodic arrangements backed up by a hint of symphony should give this album a diverse and plentiful following.

**BLONDIE — Blondie — Private Stock PS 2023 — Producer: Richard Gottehrer — List: 6.98**

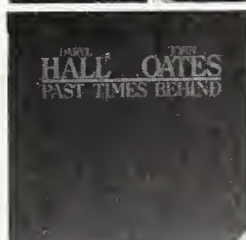
A fun group that doesn't take itself too seriously, Blondie should get some FM action on "X Offender," "Attack Of The Giant Ants," and "Man Overboard." Other, equally unlikely titles include "Kung Fu Girls" and "Rifle Range." Good vocals in a style bred from fifties style rock and roll and punk rock.

**PAST TIMES BEHIND — Daryl Hall & John Oates — Chelsea CHL 547 — Producer: John Madara — List: 6.98**

With two current albums on the charts, this popular duo have give us some vintage material from the 1971/72 era. An interesting collection that shows more clearly the reasons for their current success, the albums's mood is mellow with no evidence of the group's ability to go loud. But AOR, MOR and some top 40 stations will find cuts on this LP to their liking.



**TOM JONES**



**PLAYING THE FOOL — Gentle Giant — Capitol SKBB 11592 — Producer: Gentle Giant — List: 7.98**

This specially priced two-record offering from a recent live tour should fit smoothly into AOR playlists with its orchestrated rock sound. Featuring controlled rock and a cappella harmonies that are supported by balanced instrumentation, this ninth album by Giant is a tasteful addition to their past work. Nothing for top 40 programmers, but a pleasant change of pace for AOR folks.



**I'M EVERYONE I'VE EVER LOVED — Martin Mull — ABC AB 997 — Producer: Michael Cuscuna — List: 6.98**

Martin's fifth album (first for ABC) will no doubt be helped by the notoriety he achieved with his portrayal of wife-beating Garth Gimble on *Mary Hartman*. But this superb master of musical parody appears to be ready for the attention he deserves to accrue. With a guest roster of artists too numerous to mention, Martin handles the serious themes of sexual perversity, narcissism, alcoholism, and tastefully (?) satirizes both the 'Philadelphia sound' and disco music. For enlightened AOR programmers.



**KING SIZE — B.B. King — ABC AB 977 — Producer: Esmond Edwards — List: 6.98**

B.B. King is one of the best at mixing rock and blues and his new album is no exception. There seems to be a greater use of horns and strings than in the past but it adds up to a balanced musical fusion of sounds that is effective and palatable. Best success should be with R&B and AOR programmers.



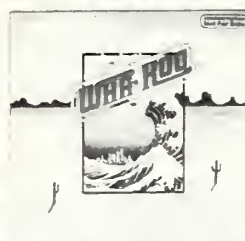
**IF THE LIGHTS DON'T GET YOU THE HELOTS WILL — The Stanky Brown Group — Sire SA 7529 — Producer: Hank Medress/Dave Appell — List: 6.98**

With musical arrangements that accent the point of their lyric passages, this interesting group of five musicians feature strong vocal harmonies and the ability to produce standard rock and roll with flair. They can cook or simmer as the mood requires but it is the philosophy expressed in their words that is particularly notable, as is their white soul remake of the old Supremes hit, "Stop In The Name Of Love." Best chance for air-play with AOR programmers.



**THE ALL NEW MICKEY MOUSE CLUB — The Mouseketeers — Disneyland 2501 — Producer: Walt Disney Productions — List: 3.98**

Featuring daily theme tunes from the recently revived Mickey Mouse Club, this album contains fourteen tunes by an engaging chorus of modern-day mouseketeers, supported by tastefully upbeat and contemporary sounding musical arrangements. Skeptical? Well, these sprightly adolescents do a more than adequate version of "Walking The Dog," a lively "Joy To The World," and a lighthearted "Mousekadance Disco." Move over, Disco Duck!



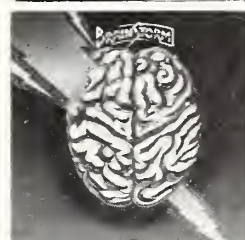
**BIG WHA-KOO — Big Wha-Koo — ABC AB 971 — Producer: Roy Halee — List: 6.98**

In one of the best debut albums around, this talented group of accomplished musicians hope to establish a reputation that will help people remember their unusually enigmatic moniker. With musical roots too numerous to mention, this group is blessed with seven talented players who produce a sound that is both melodic and powerful. Comfortable with both romantic ballads and solid rock and roll this group is sure to be heard from on many AOR playlists.



**BEAVERTEETH — Beaverteeth — RCA APL 1-2076 — Producer: Rodney Justo & Beaverteeth — List: 6.98**

This southern-based quintet deny their roots on this tasteful album of solid rock and roll with just the barest trace of the familiar "rebel rock" sound. Featuring a vocalist that reminds one of a softer Lee Michaels, this band can also produce a Nilsson-like quality, and in all cases provides a fresh approach to the more familiar themes of conventional rock and roll. For AOR programmers mostly but top 40 potential is there.



**STORMIN' — Brainstorm — Tabu BQL 1-2046 — Producer: Jerry Peters — List: 6.98**

Go ahead and dance. Nobody could stop you from catching on to these infectious tunes and moving your feet. "Lovin' Is Really My Game," "Prelude," and "Easy Thangs" all show excellent instrumental arranging and execution, and are easy adds for R&B playlists.



**MYSTIQUE — Mystique — Curtom CU 5012 — Producer: Curtis Mayfield — List: 6.98**

Ralph Johnson, former lead singer of the Impressions, is the featured vocalist on this tasteful collection of R&B and disco material. With the able assistance of Jerry Butler, Curtis Mayfield and others the emphasis is on soulful renderings of tunes that you can bump or sway to. Strings and horns are especially tight on several cuts, but a balanced effort throughout. For R&B with top 40 crossover in some markets.

One of our favorite musicians, pianist **Dolo Coker**, has been signed to Xanadu. This is a nice break for a musician who has been the number one pianist in Los Angeles for some time. His first album features **Blue Mitchell**, **Harold Land** and **Art Pepper** and is scheduled for April release.

New from Blue Note: **Donald Byrd** "Caricatures" including a host of heavies led by **David T. Walker**, **Patrice Rushen** and **Alphonse Mouzon** and "The View From The Inside" by **Bobby Hutcherson** and his current band.

Delmark has three reissues from the old United label just out: "Because Of You" by **Tab Smith**; "Bad Bascomb" by tenorman **Paul Bascomb** in some 1952 sides featuring **Duke Jordan** on piano and "Somebody Done Stole My Blues" by **Chris Woods**. The latter album is of special interest since Woods is now achieving some recognition with **Ted Curson's** fine group. Many fans think of Woods as a newcomer but in reality these sides, his first, were cut almost twenty-five years ago.

**Billy Taylor** will appear at Carnegie Hall February 6 with the Symphony of the New World. The performance will feature a "Suite for Jazz Piano and Orchestra," a Taylor composition dedicated to **Art Tatum**.

**Rahsaan Roland Kirk** has opened a new music school for all age groups. Called The Vibration School of Music, it is located in East Orange, New Jersey. Initial offerings are courses in saxophone, drums and a special class devoted to musical awareness.

The successful partnership of **Jerry Schoenbaum** and **Skip Drinkwater** (Zembru Productions) has been in business eighteen months. In that time the company has come up with strong product by **Norman Connors**, **Alphonso Johnson**, **John Lee-Gerry Brown**, **Lee Ritenour** and **Eddie Henderson**.

On the traditional scene Pearl Records has reissued 1960s material by **Percy Humphrey** and **Jim Robinson**. Both sessions were recorded in New Orleans and feature many of that city's finest jazzmen.

**Grover Washington Jr.**, currently riding the top of the **Cash Box** jazz chart will appear at The Palladium in New York on February 5. He will feature his current band which includes **John Blake**, violin; **Sid Slimmons**, piano; **Richard Lee**, guitar; **Tyrone**

**Browne**, bass; **Pete Vincent**, drums and **Leonard Gibbs**, percussion.

The latest release from MPS/BASF contains these albums: **Clark Terry's** "Live At The Jazzhouse"; **Charlie Mariano's** "Helen Twelve Trees" which features **Jan Hammer** and **Jack Bruce** and "The Day After" by the **Rolf Kuhn** group featuring **Phil Woods**.

**Gato Barbieri** is currently involved with a tour to back his A&M smash "Caliente." February appearances include Philadelphia (4), New York (5), Boston (6), plus appearances in Toronto, Montreal and Chicago.

**Esmond Edwards** reports heavy activity at Impulse. Newly signed **Grady Tate** will be singing on his new album (**Steve Gadd** plays drums); **Sonny Criss** with **Wade Marcus** arrangements is almost complete while the long-awaited followup album by **John Handy** ("Carnival") will be a February release. The current **Keith Jarrett** LP ("Shades") will not be his last for Impulse. The company has two more LPs in the can and mixing will begin shortly. Finally another volume of previously unissued **John Coltrane** will appear next month.

**Jack Kleinsinger's** Highlights in Jazz presents its next show February 16 at NYU. Featured will be **Gary Burton**-**Steve Swallow** and **Barry Miles**-**Eric Kloss**. Also on the bill will be singer **Cavril Payne**.

bob porter

## RCA Jazz Artists Win Japan Prize

JAPAN — RCA recording artists **Toshiko Akiyoshi** and **Lew Tabackin** have received Japan's Gold Disc award for "Jazz Album of the Year." The Swing Journal magazine poll of 20 Japanese jazz critics considered all 1976 albums released worldwide including LPs by **George Benson**, **Chick Corea** and other major U.S. artists. **Akiyoshi** and **Tabackin** were selected for their album, "Insights."

## Nostalgia Merchant To Merchandise Films

LOS ANGELES — **Snuff Garrett** has announced the formation in Los Angeles of The Nostalgia Merchant, a multi-faceted firm dealing with the merchandising of a variety of nostalgic movie items beginning with the sale of a selection of films, stills, lobby cards and posters.

## TOP 40 JAZZ ALBUMS

		Weeks On Chart		Weeks On Chart
1	<b>SECRET PLACE</b> GROVER WASHINGTON JR. (Kudu 32)	1/29	6	
2	<b>BREEZIN'</b> GEORGE BENSON (Warner Bros. BS 2919)	2	31	
3	<b>MY SPANISH HEART</b> CHICK COREA (Polydor PD 2-9003)	4	5	
4	<b>IMAGINARY VOYAGE</b> JEAN-LUC PONTY (Atlantic SD 18195)	3	11	
5	<b>MAIN SQUEEZE</b> CHUCK MANGIONE (A&M 4612)	5	14	
6	<b>VIBRATIONS</b> ROY AYERS UBIQUITY (Polydor PD 1-6091)	6	6	
7	<b>BAREFOOT BALLET</b> JOHN KLEMMER (ABC 950)	7	22	
8	<b>RENAISSANCE</b> LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	9	10	
9	<b>THE MAN WITH THE SAD FACE</b> STANLEY TURRENTINE (Fantasy F9519)	8	12	
10	<b>CALIENTE</b> GATO BARBIERI (A&M 4597)	11	19	
11	<b>SCHOOL DAYS</b> STANLEY CLARKE (Nemperor/Atlantic NE 439)	13	20	
12	<b>UNFINISHED BUSINESS</b> BLACKBYRDS (Fantasy F9518)	12	11	
13	<b>THE BEST OF THE CRUSADERS</b> (Blue Thumb/ABC BTSY 6027/2)	10	9	
14	<b>I HEARD THAT</b> QUINCY JONES (A&M SP 3705)	15	19	
15	<b>FOCAL POINT</b> McCOY TYNER (Milestone/Fantasy M9072)	14	7	
16	<b>SECRETS</b> HERBIE HANCOCK (Columbia PC 34280)	16	22	
17	<b>VERY TOGETHER</b> DEODATO (MCA 2219)	17	19	
18	<b>LIVING INSIDE YOUR LOVE</b> EARL KLUGH (Blue Note/UA BNLA 667G)	19	15	
19	<b>SOPHISTICATED FUNK</b> JACK McDUFF (Chess ACH 19004)	20	5	
20	<b>HANK CRAWFORD'S BACK</b> (Kudu 33)	21	5	
21	<b>GEORGE BENSON IN CONCERT AT CARNEGIE HALL</b> GEORGE BENSON (CTI/Motown 6072 S1)			34
22	<b>SOLID</b> MICHAEL HENDERSON (Buddah 5662)			23
23	<b>ROMEO &amp; JULIET</b> HUBERT LAWS (Columbia PC 34330)			24
24	<b>BIRD IN A SILVER CAGE</b> HERBIE MANN (Atlantic SD 18209)			29
25	<b>THE LION AND THE RAM</b> LARRY CORYELL (Arista AL 4108)			31
26	<b>YESTERDAY'S DREAMS</b> ALPHONSO JOHNSON (Epic PE 34364)			18
27	<b>BOB JAMES THREE</b> (CTI 6063)			22
28	<b>SHADOW PLAY</b> L.A. EXPRESS (Caribou/Epic PZ 34355)			25
29	<b>STUFF</b> (Warner Bros. BS 2968)			26
30	<b>IT'S YOUR WORLD</b> GIL SCOTT-HERON & BRIAN JACKSON (Arista AL 5001)			28
31	<b>YOU ARE MY STARSHIP</b> NORMAN CONNORS (Buddah BDS 5655)			32
32	<b>CARICATURES</b> DONALD BYRD (Blue Note/UA BNLA 633G)			—
33	<b>STILL CAN'T SAY ENOUGH</b> JOHN LEE & GERRY BROWN (Blue Note/UA BNLA 701G)			35
34	<b>CAPRICORN PRINCESS</b> ESTHER PHILLIPS (Kudu KU 31)			36
35	<b>SHADES</b> KEITH JARRETT (Impulse/ABC AS 9322)			—
36	<b>CELEBRATION</b> KARMA (A&M 713)			37
37	<b>THE COLE PORTER SONGBOOK</b> ELLA FITZGERALD (Verve/Polydor VE 2-2511)			38
38	<b>SEAWIND</b> (CTI 5002)			—
39	<b>HUMMIN'</b> NAT ADDERLEY (Little David/Atlantic 1012)			—
40	<b>RED BEANS</b> JIMMY MCGRIFF (Groove Merchant GM 3314)			—

**DIZZY'S PARTY** — **Dizzy Gillespie** — **Pablo 2310 784** — **Producer: Norman Granz** — **List: 7.98**

That elder statesman of bebop, **J.B. Gillespie** has long fostered an ambition to become a major record star. With this album, and especially with the title track, he may make it. The only problem is, specifically, his own contribution. His young band — with a couple of additions — gets to the funk in fine fashion, but alas, ol' Diz simply can't get to the new music the way a **Hubbard**, **Byrd** or **Mangione** can. If he's serious he'd be better off emulating one of his compadres, **Miles Davis**, and leave the bulk of the playing to the youngsters.



**SNAKE RAG** — **Louis Armstrong** — **Chiaroscuro 2002** — **List: 6.98**

This album consists of previously unissued alternate takes from some **Armstrong All-Star** session from late 1959. Pons is in excellent form vocally and instrumentally and the support he gets from **Trummy Young** and **Billy Kyle** is of high caliber. The remainder of the band is not the best but **Louis** shines through everything. The music is associated with **King Oliver**, **Louis' mentor**, and as such makes for a departure from the customary **All-Star** repertoire of the time. A fine job all around.



**AURORA** — **Tom Harrell** — **Adarno 9502** — **Producer: Arnie Lawrence** — **List: 6.98**

**Harrell** is a young trumpet player who has been featured with **Horace Silver** for the past few years. This is his first album on this new label. Fellow **Silverite** **Bob Berg** on tenor sax completes the front line and there is a five man rhythm section with **Lennie White** on drums. The music is spirited mainstream-modern with both horns showing good chops and ideas. Some refreshing new talent here.



**CATALONIAN FIRE** — **Tete Montoliu** — **Inner City 2017** — **Producer: Nils Winther** — **List: 6.98**

**Montoliu** is the best pianist in Europe and one of the three or four best in the world. The fact that he is little known apart from a hard core of fans should change with the U.S. release of **Copenhagen** albums such as this. A blind Spaniard, he made one brief tour here about ten years ago. This trio date features **Tootie Heath** and **Niels-Henning Orsted Pederson** who are both splendid accompanists. The program is varied but on this particular disc, the ballads (including a gorgeous "Old Folks") stand out. Piano fans will flip for **Tete**.



**BASIE JAM #2** — **Count Basie** — **Pablo 2310 786** — **Producer: Norman Granz** — **List: 7.98**

This is a pleasant small band outing by some middle era pros including **Lockjaw Davis**, **Benny Carter**, **Clark Terry** and **Al Grav**. The jams are a bit on the laid-back side but the mellow assurance of the players comes through at all times. Especially rewarding is "Doggin' Around," a tune which doubtless served similar purposes more than forty years ago. **Basie** is, of course, **Basie**, which means one of the most indispensable sounds in jazz.



**SEAWIND** — **CTI 5002** — **Producer: Harvey Mason** — **List: 6.98**

**Seawind** is a Hawaii-based band with all the crossover techniques well under control. The basic band is two horns and a rhythm section, but there is a variety of percussion added here and all the band members double, so there is remarkable textural variety throughout the album. The band plays good solid contemporary funk and the soloists are strong (especially **Kim Hutchcroft** on reeds). This could be a big one!

## Major Broadcast Properties Sold Pending FCC Approval

by J.B. Carmicle

LOS ANGELES — Three major broadcast properties, including KOIN in Portland, Oregon, WQMS-FM in Hamilton, Ohio and KTRY AM & FM in Bastrop, Louisiana were being readied for sale this week, pending FCC approval.

Oklahoma city based Gaylord Broadcasting has made application to the Commission to purchase KOIN AM & FM in Portland, Oregon for \$1.5 million, according to Gaylord vice president Lee Alan Smith. KOIN is presently owned by Mount Hood Broadcasting which is 50 percent owned by Newhouse Broadcasting based in Syracuse, New York. The remaining 50 percent of Mount Hood Broadcasting is locally owned in Portland.

Gaylord's holdings include KRKE AM/FM in Albuquerque and television stations in Tampa, Milwaukee, Houston, Dallas-Ft. Worth and Seattle. Television stations in New Orleans and Cleveland are also pending FCC approval for purchase by Gaylord.

### Hamilton, Ohio Purchase

Queen City Communications of Cincinnati has acknowledged it will purchase

WQMS-FM in Hamilton, Ohio, with the sale expected to be made final sometime in mid summer pending approval by the FCC. WQMS-FM, owned by Detroit based Trinity Broadcasting, is one of two broadcast holdings that company has. WBFG-FM in Detroit is the other, but according to Dan Ninowski, Trinity vice president, the company would retain that station. No purchase price was disclosed.

Charles Murdock, president and general manager of WLW in Cincinnati, told **Cash Box** that he will supervise operation of WQMS-FM after the transaction.

### Louisiana Sale Submitted

The sale of KTRY AM & FM, Bastrop, Louisiana from Jamie Patrick Broadcasting Ltd. in Bastrop to Cotton & Montgomery Enterprises, also Bastrop, will make the stations the only black owned and operated pair in a three state region, according to part owner Henry Cotton. The tentative contract was signed last week, Cotton said, and will be submitted to the FCC this week. Sale price for the two stations was \$210,000. Jamie Patrick Broadcasting, as well as Cotton & Montgomery Enterprises, holds no other broadcast interest.

## Filmways Adds Radio Programming Operation

LOS ANGELES — Filmways, Inc., a Los Angeles-based corporation with entertainment, publishing and manufacturing operations, is expanding to include the formation of Filmways Radio, Inc. The new company adds radio product to the corporation's already numerous holdings which include motion pictures, TV productions, broadcast electronics, Heatter-Quigley, Inc., Rhodes Productions Co. and Wally Heider Recording.

Utilizing the facilities of the Heider recording complex in Hollywood, initial plans are for the company to develop a full line of programming formats for automated stations, as well as the development and production of syndicated radio features. A weekly 5-hour strip with air personality Charlie Tuna is currently being produced for American Forces Radio and Television Service.

John Price has been named Filmways' director of marketing, while Verna Greathouse will be music director and Patty

Collins an administrative assistant.

### Director of Programming

Steve Epstein, previous operations director for the ProGramme Shoppe, will serve as director of programming and operations. Epstein describes Filmways' initial offering, "The 20/40 Format" as "radio for grown-ups," based on its demographic target.

Rodger Layng, program director of KPOL-FM, Los Angeles will be programming consultant and along with Caron Brenner, KPOL air personality, will act as announcers for the new format.

### 'Record Report'

The company is also now exclusively producing and syndicating "Record Report," with Robert W. Morgan. The program, twice-daily 3½ minute vignettes, covers news of records and views of record personalities and is airing 150 stations presently.

Filmways Radio, Inc. will be located at 1610 North Cahuenga in Hollywood.

## Cox B'casting Plans Merger With Cox Cable

LOS ANGELES — The board of directors of Cox Broadcasting Corporation have proposed a merger with Cox Cable Communications, Inc., with terms of the proposal calling for Cox Broadcasting to issue 61 of a share of its common stock for each share of common of Cox Cable. A meeting of the board of directors of Cox Cable is due to be called to consider the proposal and the presentation of the matter to Cox Cable stockholders.

### 5 TV & 10 Radio

Cox Broadcasting owns and operates five television and ten AM and FM radio stations in Atlanta, Charlotte, Dayton, Pittsburgh, San Francisco-Oakland, Miami and Los Angeles. The company has pending an acquisition for an FM station in Baltimore. Its other operations include business publishing, motion picture production and data processing services.

### Cable TV Systems

Cox Cable owns and operates 38 cable television systems serving over 428,000 subscribers. The company also provides pay television programming by cable and multipoint distribution.

Cox presently owns 56.1 percent of the shares of Cox Cable.

## TAAN Initiates New Radio Syndication Pgm.

LOS ANGELES — Trans American Audio News, a programming syndication service offering to radio the guests normally seen on national network television, has been formed in Orange, California. The new service, more properly known as TAAN, features casual interviews with guests such as Joan Baez, Ernest Borgnine and Dr. Margaret Mead and is formatted to a maximum time of five minutes per show.

According to Jayne J. Ocean, TAAN coordinating director, the series is currently being aired over seven radio stations including WIOQ in Philadelphia, KANC in Anchorage, KRIZ in Phoenix, KENO in Las Vegas, KEZY in Anaheim, KTNQ in Los Angeles and WIKE in Newport, Vermont. The firm has received inquiries from an additional 35 stations, Ocean said.

### 14 Shows Weekly

TAAN consists of 14 shows per week, with two shows airing over participating stations daily. Each TAAN news feature is produced and narrated by Dave Forman, who works with TAAN's news correspondents in cities throughout the country.

The show, offered free of charge to its affiliates, is limited to one participating station per market, according to Ocean.

## MOST ADDED FM LPS

1. No Strings — Ace — Anchor
2. Ask Rufus — Rufus — ABC
3. Sammy Hagar — Capitol
4. Novella — Renaissance — Sire
5. Miracle Row — Janis Ian — Columbia
6. Babys — Chrysalis
7. In Flight — George Benson — WB
8. Sleeping Gypsy — Michael Franks — WB
9. Fountains Of Light — Starcastle — Epic
10. Journey — Next — Columbia

## MOST ACTIVE FM LPS

1. Hotel California — Eagles — Asylum — Hotel California/Life In The Fast Lane
2. Tejas — ZZ Top — London — El Diablo
3. Night Moves — Bob Seger — Capitol — Night Moves/Rock & Roll Never Forgets/Main Street
4. A Day At The Races — Queen — Elektra — Somebody To Love/You & I
5. The Light Of Smiles — Gary Wright — WB — Water Sign
6. Songs In The Key Of Life — Stevie Wonder — Tamla — Isn't She Lovely/As
7. Wind & Wuthering — Genesis — Atco — 11th Earl Of Mar
8. The Pretender — Jackson Browne — Asylum — The Pretender/Here Comes Those Tears Again
9. Wings Over America — Wings — Capitol — Maybe I'm Amazed
10. Boston — Epic
11. A Rock & Roll Alternative — Atlanta Rhythm Section — Polydor — So Into You/Sky High/Georgia Rhythm
12. Festival — Santana — Columbia
13. Year Of The Cat — Al Stewart — Janus — Year Of The Cat
14. A New World Record — ELO — UA
15. Low — David Bowie — RCA

Ken Curtis is out as PD of **WXLO (99X)**, New York. Curtis is looking for a position and can be reached at (212) 688-0782.

Terry Nelson, 2-6 pm jock is acting PD.

Ben Cain named program director at **KAKC**, Tulsa. Cain comes from **KILT**, Houston where he was a jock and **KILT-FM** where he was assistant PD. Steve Carter returns to music duties at **KAKC**.

Tracy Nelson is new MD at **KJR**, Seattle. Nelson remains on the air while Steve West, formerly PD/MD, continues as PD.

Tom Collins, former PD of **WIFC**, Wausau, Wisconsin exits station. New PD is Jim Owen who remains on the air.

**WTAE-FM**, Pittsburgh, which is in the process of changing its call letters to **WWKX (96 Kicks)** has announced its lineup: O'Brien & Garry 6-10 am (simulcast); Randy Lane 10-2 pm from **KXXK**, Denver; Jay Stone 2-6 pm from **KTLK**, Denver; Suitcase Simpson 6-10 pm from **WCLQ**, Morgantown, W.V.; Kevin Jackson 10-2 am also from **KTLK**; Susie Barbour 2-6 am from **WNAM**, Neenah, Wisconsin; and Shawn McCoy weekends.

Chuck Evans, who is doing afternoons and "King Kong" Kirby 6-10 am jock are sharing MD duties at **KTLK**, Denver. Kirby is from **KRKE**, Albuquerque. KRKE is looking for a replacement. Send tapes and resumes to Bill Burkett, KRKE, Box 737, Albuquerque, New Mexico 87103.

J.W. Wagner is no longer program director of **WPTR** while remaining as air personality. The station is looking for a PD/jock. Send tapes and resumes to George Geib, Box 1540, 4243 Albany St., Albany, N.Y. 12205.

Ron Jordon returns to **WMPS**, Memphis where he replaces Mark Damon who exits

the station.

Domino Rippey, former 2-6 pm jock at **KSLQ**, St. Louis exits the station.

New jocks at **WNOE**, New Orleans are Dino Hubbard, 7-midnight from **WHYY**, Montgomery and Wanda Honey, all night from **KNOE**, Monroe.

Effective February 7, Jeff Edmonds from **KNOE**, Monroe will be joining the **KEEL**, Shreveport lineup as 6-9 am jock. Leaving the station are Vic Swan and Mr. Weather. The station is looking for a jock. Send tapes and resumes to Steve Kelly, Box 7, Shreveport, Louisiana 71120.

Chuck Hale and Dennis O'Shea have switched air slot positions at **KNDE**, Sacramento. Hale is now 6-10 pm man while O'Shea can be heard on weekends.

**KQWB**, Fargo is looking for a jock with heavy production ability. Call Charlie Foxx (218) 236-7900.

Dave Kimbro has returned to **WJDX**, Jackson in the 10-2 pm time period.

Dr. Don Murray, formerly with **KCMX**, Ashland, Oregon joins the **KERN**, Bakersfield lineup. Murray replaces Mark Thomas who goes to **KDEO**, El Cajon, California to do 2-6 pm.

**WEBC**, Duluth needs an afternoon drive man. Send tapes and resumes to Jack Bell, WEBC, 1001 E. 9th Street, Duluth, Minn. 55803.

Tony Altman is the new 8-midnight jock at **KCRS**, Midland. Altman comes from **KOCB**, Odessa, Texas and replaces Greg Patterson who exits station.

Danny Romero is the new 7-midnight man at **KYNO**, Fresno. Romero enters from **KMBY**, Monterey and replaces Tom Chase.

(continued on page 44)

## WNEW-FM — NEW YORK — Tom Morrera

**Most Active:**  
 Renaissance — Novella — Sire  
 Eagles — Hotel California — Asylum  
 Bob Seger — Night Moves — Capitol  
 George Harrison — Thirty Three & 1/3 — Dark Horse  
 Stanky Brown Group — If The Lights Don't Get Ya The Helots Will — Sire  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 Graham Parker — Heat Treatment — Mercury  
 ELO — A New World Record — UA  
 Kim Carnes — Sailin' — A&M  
 Genesis — Wind & Wuthering — Atco

**Adds:**  
 Gentle Giant — Playing The Fool — Capitol  
 Tim Rice & Andrew Lloyd Webber — Evita — MCA  
 Big Wah Koo — ABC  
 Tom Petty & The Heartbreakers — Shelter  
 Muddy Waters — Hard Again — Blue Sky  
 Ace — No Strings — Anchor  
 Isis — Breaking Through — UA  
 Sky Hooks — Livin' In The 70's — Mercury

## WBAB-FM — LONG ISLAND, NY — Bernie Bernard

**Most Active:**  
 Gary Wright — The Light Of Smiles — WB  
 — I'm Allright/The Light Of Smiles  
 Stanky Brown Group — If The Lights Don't Get You The Helots Will — Sire  
 — Woman Don't Let It Slip Away  
 Eagles — Hotel California — Asylum  
 — Hotel California  
 Hollies — Russian Roulette — Polydor (Imp)  
 — Draggin' My Heels  
 Jackson Browne — The Pretender — Asylum  
 Ambrosia — Somewhere I've Never Travelled — 20th Century  
 — Running Away/Spellout/Dance With Me George  
 Queen — A Day At The Races — Elektra  
 — Good Old Fashioned Lover Boy/You & I  
 David Bowie — Low — RCA  
 — Sound In Vision  
 Boston — Epic  
 — Let Me Take You Home  
 ZZ Top — Tejas — London  
 — Asleep In The Desert

**Adds:**  
 Gentle Giant — Playing The Fool — Capitol  
 Big Wah Koo — ABC  
 Ace — No Strings — Anchor  
 Rufus — Ask Rufus — ABC  
 Volunteers — Arista  
 Barclay James Harvest — Octoberon — MCA  
 Steve March — Lucky — UA  
 Ray Sawyer — Capitol  
 Tony Joe White — Eyes — 20th Century

## WLIR-FM — LONG ISLAND, NY — Denis McNamara

**Most Active:**  
 Bob Seger — Night Moves — Capitol  
 — Night Moves/Rock & Roll Never Forgets  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — As/Isn't She Lovely/Confusion  
 Wings — Wings Over America — Capitol  
 — Venus & Mars/Maybe I'm Amazed/Lady Madonna  
 Graham Parker — Heat Treatment — Mercury  
 — Heat Treatment/Help Me Shake It/Black Honey  
 ZZ Top — Tejas — London  
 — Asleep In The Desert/It's Only Love/Snappy Kakkie  
 Blue Oyster Cult — Agents Of Fortune — Columbia  
 — ETI/The Reaper  
 Wishbone Ash — New England — Atlantic  
 — Outward Bound/Laurelie/Lonely Island  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 — Love Has Strange Ways/High Roller  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — Neon Nights/So Into You/Sky High

**Adds:**  
 Michael Franks — Sleeping Gypsy — WB  
 Muddy Waters — Hard Again — Blue Sky  
 George Benson — In Flight — WB  
 Gentle Giant — Playing The Fool — Capitol  
 Dirk Hamilton — Alias i — ABC  
 Renaissance — Novella — Sire  
 Brian Auger & The Oblivion Express — Happiness — WB  
 Stanky Brown Group — If The Lights Don't Get You The Helots Will — Sire  
 Ace — No Strings — Anchor  
 The Babys — Chrysalis

## WRNW-FM — WESTCHESTER COUNTY, NY — Meg Griffin

**Most Active:**  
 David Bowie — Low — RCA

Genesis — Wind & Wuthering — Atco  
 Sky Hooks — Livin' In The 70's — Mercury  
 801 Live — Island (Imp)  
 Jorge Dalto — Chevere — UA  
 Queen — A Day At The Races — Elektra  
 Steve Harley & Cockney Rebel — Love's A Prima Donna — EMI  
 Chick Corea — My Spanish Heart — Polydor  
 Bob Seger — Night Moves — Capitol  
 ZZ Top — Tejas — London

**Adds:**  
 Ramones — Leave Home — Sire  
 Esther Phillips — Capricorn Princess — CTI  
 Gentle Giant — Playing The Fool — Capitol  
 Renaissance — Novella — Sire  
 Rufus — Ask Rufus — ABC  
 Country Gazette — Out To Lunch — Flying Fish  
 Osibisa — Ojah Awake — Island  
 Graham Parker — Live At The Marble Arch — Mercury  
 Eddie & The Heart Throbs — Teenage Depression — Island (Imp)  
 Flaming Groovies — Teenage Head — Kama Sutra (Imp)  
 Kalapana — Abattoir  
 Ron Carter — Pastelles — Fantasy  
 Ace — No Strings — Anchor

## WPLJ-FM — NEW YORK — Corinne Baldassano

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 Wings — Wings Over America — Capitol  
 Boston — Epic  
 Queen — A Day At The Races — Elektra  
 Rod Stewart — A Night On The Town — WB  
 Jackson Browne — The Pretender — Asylum  
 Linda Ronstadt's Greatest Hits — Asylum  
 David Bowie — Low — RCA  
 Peter Frampton — Frampton Comes Alive — A&M

## WJKL-FM — CHICAGO — Trudy Fisher

**Most Active:**  
 Genesis — Wind & Wuthering — Atco  
 ZZ Top — Tejas — London  
 Graham Parker — Heat Treatment — Mercury  
 Lucifers' Friend — Wind Exploding — Janus  
 The Winters Bros. Band — Atco  
 City Boy — Dinner At The Ritz — Mercury  
 McCoy Tyner — Focal Point — Milestone  
 Steve Hillage — L — Atlantic  
 South Side Johnnie & The Asbury Jukes — Live — Epic  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor

**Adds:**  
 Osibisa — Ojah Awake — Island  
 The Babys — Chrysalis  
 Graham Parker — Live At The Marble Arch — Mercury  
 Jimmy Buffet — High Cumberland Jubilee — Janus  
 Dirk Hamilton — Alias i — ABC  
 Margie Adams — Song Writer — Pleiades  
 Keith Jarrett — Shades — ABC  
 Gentle Giant — Playing The Fool — Capitol  
 Crack The Sky — WBAB Broadcast — Lifesong

## WSDM-FM — CHICAGO — Dave Logan

**Most Active:**  
 Bill Quateman — Night After Night — RCA  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — As  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son  
 Lynrd Skynryd — One More From The Road — MCA  
 — Free Bird

**Adds:**  
 Jennifer Warnes — Arista  
 Janis Ian — Miracle Row — Columbia  
 ZZ Top — Tejas — London  
 Leon Redbone — Double Time — WB  
 Deniece Williams — This is Niecy — Columbia  
 Emmylou Harris — Luxury Liner — WB

## WXRT-FM — CHICAGO — Harvey Wells

**Most Active:**  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — Sky High/So Into You  
 Eagles — Hotel California — Asylum  
 — Hotel California/Life In The Fast Lane/Try & Love  
 Genesis — Wind & Wuthering — Atco  
 — 11th Earl Of Mar/All In A Mouses' Night  
 Graham Parker — Heat Treatment — Mercury  
 ZZ Top — Tejas — London  
 — El Diablo/Avalon Hideaway  
 Gary Wright — The Light Of Smiles — WB  
 Bob Seger — Night Moves — Capitol  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 Muddy Waters — Hard Again — Blue Sky  
 Santana — Festival — Columbia

**Adds:**  
 Starcastle — Fountains Of Light — Epic  
 The Winters Bros. Band — Atco  
 Sammy Hagar — Capitol  
 Martin Mull — I'm Everyone I've Ever Loved — ABC  
 Renaissance — Novella — Sire  
 Ace — No Strings — Anchor  
 Jefferson Airplane — Flight Log — Grunt  
 This Is Reggae Music Vol. III — Island  
 Graham Parker — Live At Marble Arch — Mercury

## KLOS-FM — LOS ANGELES — Davar Hoorelbeke

**Most Active:**  
 Queen — A Day At The Races — Elektra  
 Gary Wright — The Light Of Smiles — WB  
 ELO — A New World Record — UA  
 Boston — Epic  
 Stevie Wonder — Songs In The Key Of Life — Tamla

**Adds:**  
 Genesis — Wind & Wuthering — Atco

## KMET-FM — LOS ANGELES — Billy Juggs

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Queen — A Day At The Races — Elektra  
 Gary Wright — The Light Of Smiles — WB

**Adds:**  
 City Boy — Dinner At The Ritz — Mercury  
 Andrew Gold — What's Wrong With This Picture — Asylum  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Steve Harley & Cockney Rebel — Love's A Prima Donna — EMI  
 Emmylou Harris — Luxury Liner — WB

## KWST-FM — LOS ANGELES — Mark Cooper

**Most Active:**  
 Bob Seger — Night Moves — Capitol  
 ZZ Top — Tejas — London  
 ELO — A New World Record — UA  
 Gary Wright — The Light Of Smiles — WB  
 Eagles — Hotel California — Asylum  
 Chilliwack — Dreams, Dreams, Dreams — Mushroom  
 Wings — Wings Over America — Capitol  
 Queen — A Day At The Races — Elektra  
 Jackson Browne — The Pretender — Asylum  
 Santana — Festival — Columbia  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 Genesis — Wind & Wuthering — Atlantic  
 City Boy — Dinner At The Ritz — Mercury  
 Racing Cars — Downtown Tonight — Chrysalis  
 Sammy Hagar — Capitol

**Adds:**  
 Janis Ian — Miracle Row — Columbia  
 Journey — Next — Columbia  
 Ace — No Strings — Anchor  
 Stallion — Casablanca  
 The Babys — Chrysalis

## WMMR-FM — PHILADELPHIA — Paul Fuhr

**Most Active:**  
 Janis Ian — Miracle Row — Columbia  
 — Miracle Row/I Want To Make Love To You/Party Lights  
 Average White Band — Person To Person — Atlantic  
 — School Boy Crush/I Heard It Through The Grapevine/Cut The Cake  
 Chick Corea — My Spanish Heart — Polydor  
 — Love Castle/Night Street/Armandos' Rhumba  
 Emmylou Harris — Luxury Liner — WB  
 — Poncho & Lefty/You Never Can Tell/She  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — So Into You/Sky High/Georgia Rhythm  
 Racing Cars — Downtown Tonight — Chrysalis  
 — Downtown Tonight/Four Wheel Drive/Moonshine Bandango

**Adds:**  
 Renaissance — Novella — Sire  
 Gentle Giant — Playing The Fool — Capitol  
 Rufus — Ask Rufus — ABC  
 Essra Mohawk — Essra — Private Stock  
 Leon Redbone — Double Time — WB

## WABX-FM — DETROIT — Ken Calvert

**Most Active:**  
 Gary Wright — The Light Of Smiles — WB  
 Chilliwack — Dreams, Dreams, Dreams — Mushroom  
 Bob Seger — Night Moves — Capitol  
 Eagles — Hotel California — Asylum

**Adds:**  
 Janis Ian — Miracle Row — Columbia  
 Journey — Next — Columbia  
 Ace — No Strings — Anchor  
 Stallion — Casablanca  
 The Babys — Chrysalis

## WWWW-FM — DETROIT — Greg Gillisple

**Most Active:**  
 Bob Seger — Night Moves — Capitol  
 — Night Moves/Rock & Roll Never Forgets/Come To Papa  
 ELO — A New World Record — UA  
 — So Fine/Livin' Thing/Shangrilla  
 Eagles — Hotel California — Asylum  
 — New Kid In Town/Life In The Fast Lane  
 Queen — A Day At The Races — Elektra  
 — Somebody To Love/You & I  
 Santana — Festival — Columbia  
 — Let The Music Set You Free/Try A Little Harder  
 Gary Wright — The Light Of Smiles — WB  
 — Water Sign/Silent Fury/Are You Weeping  
 George Harrison — Thirty-Three & 1/3 — Dark Horse  
 — Crackerbox Palace/Woman Don't You Cry  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — I Wish/Isn't She Lovely  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — So Into You  
 David Bowie — Low — RCA  
 — What In The World

**Adds:**  
 Sammy Hagar — Capitol  
 Starcastle — Fountains Of Light — Epic  
 Don Harrison Band — Red Hot — Atlantic

## KSAN-FM — SAN FRANCISCO — Don Potoczak

**Most Active:**  
 Sammy Hagar — Capitol  
 David Bowie — Low — RCA  
 Queen — A Day At The Races — Elektra  
 Barclay James Harvest — Octoberon — MCA  
 The Babys — Chrysalis  
 Tom Petty & The Heartbreakers — Shelter  
 George Harrison — Thirty-Three & 1/3 — Dark Horse  
 Andrew Gold — What's Wrong With This Picture — Asylum  
 Fleetwood Mac — Go Your Own Way (45) — WB

**Adds:**  
 Journey — Next — Columbia  
 Ace — No Strings — Anchor  
 Martin Mull — I'm Everyone I've Ever Loved — ABC  
 Slick — Arista  
 Herbie Mann — Bird In A Silver Cage — Atlantic  
 Rufus — Ask Rufus — ABC  
 Fresh — Get Fresh — MCA

## KYA-FM — SAN FRANCISCO — Jay Hansen

**Most Active:**  
 Boston — Epic  
 Jackson Browne — The Pretender — Asylum  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Santana — Festival — Columbia  
 Rod Stewart — A Night On The Town — WB  
 Al Stewart — Year Of The Cat — Janus  
 Wings — Wings Over America — Capitol  
 Gary Wright — The Light Of Smiles — WB  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 ZZ Top — Tejas — London  
 Sammy Hagar — Capitol  
 Emmylou Harris — Luxury Liner — WB  
 Tom Petty & The Heartbreakers — Shelter  
 Journey — Next — Columbia

**Adds:**  
 George Benson — In Flight — WB  
 Crackin' — Makings Of A Dream — WB  
 Michael Franks — Sleeping Gypsy — WB  
 The Babys — Chrysalis  
 Dirk Hamilton — Alias i — ABC  
 Chuck Mangione — Main Squeeze — A&M

## WHFS-FM — WASHINGTON, D.C. — Dave Einsteln

**Most Active:**  
 Santana — Festival — Columbia  
 Emmylou Harris — Luxury Liner — WB  
 Rosslyn Mountain Boys — Adelphi  
 Michael Hurly — Long Journey — Rounder  
 Muddy Waters — Hard Again — Blue Sky  
 New Riders Of The Purple Sage — Who Are Those Guys — MCA  
 Ace — No Strings — Anchor  
 Kim Carnes — Sailin' — A&M  
 Murray McLauchlin — Boulevard — Island  
 Racing Cars — Downtown Tonight — Chrysalis

**Adds:**  
 Jennifer Warnes — Arista  
 Jimmy Buffet — Changes In Latitude — ABC  
 Seldom Scene — The New Seldom Scene Album — Rebel  
 Martin Mull — I'm Everyone I've Ever Loved — ABC  
 James Talley — Blackjack Choir — Capitol  
 Joe Pass — Virtuoso #2 — Pablo

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## WBCN-FM — BOSTON — Ellen Darst

**Most Active:**  
 Joan Armatrading — A&M  
 Atlanta Rhythm Section — A Rock & Roll  
 Alternative — Polydor  
 Boston — Epic  
 Jackson Browne — The Pretender — Asylum  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Queen — A Day At The Races — Elektra  
 Bob Seger — Night Moves — Capitol  
 Muddy Waters — Hard Again — Blue Sky  
 Wings — Wings Over America — Capitol

**Adds:**  
 George Benson — In Flight — WB  
 Rory Block — I'm In Love — Blue Goose  
 Larry Coryell — The Lion And The Ram — Arista  
 Michael Franks — Sleeping Gypsy — WB  
 Genesis — Wind & Wuthering — Atco  
 Sammy Hagar — Capitol  
 Don Harrison Band — Red Hot — Atlantic  
 Janis Ian — Miracle Row — Columbia  
 Leo Kottke — Chrysalis  
 Mr. Big — Photographic Smile — Arista  
 Martin Mull — I'm Everyone I've Ever Loved — ABC  
 Racing Cars — Downtown Tonight — Chrysalis  
 Rufus — Ask Rufus — ABC  
 Sky Hooks — Living In The '70's — Mercury  
 801 Live — Island

## WCOZ-FM — BOSTON — Beverly Mire

**Most Active:**  
 Joni Mitchell — Hejira — Asylum  
 — Song For Sharon  
 Queen — A Day At The Races — Elektra  
 — You & I  
 Boston — Epic  
 — Let Me Take You Home  
 Bob Seger — Night Moves — Capitol  
 — Night Moves  
 Wings — Wings Over America — Capitol  
 — Maybe I'm Amazed  
 ELO — A New World Record — UA  
 — Tight Rope  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — I Am Singing  
 Eagles — Hotel California — Asylum  
 — Hotel California  
 Steve Miller — Fly Like An Eagle — Capitol  
 — Serenade  
 Santana — Festival — Columbia  
 — Let The Music Set You Free

**Adds:**  
 Mr. Big — Photographic Smile — Arista  
 Sammy Hagar — Capitol  
 Osibisa — Ojah Awake — Island

## KFWD-FM — DALLAS — Tim Spencer

**Most Active:**  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son/Opus  
 Insert/What's On My Mind  
 Eagles — Hotel California — Asylum  
 — Hotel California/Life In The Fast Lane/Last  
 Resort  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat/On The Border/Flying  
 Sorcery  
 ZZ Top — Tejas — London  
 — Arrested For Driving While Blind/Avalon  
 Hideaway/EI Diablo  
 Bob Seger — Night Moves — Capitol  
 — Night Moves/Come To Papa/Main Street  
 Boston — Epic  
 — Long Time/Peace Of Kind — Something  
 About You  
 Jackson Browne — The Pretender — Asylum  
 — The Pretender/Here Come Those Tears  
 Again  
 Foghat — Night Shift — Bearsville  
 — Drivin' Wheel/Take Me To The River

**Adds:**  
 Kid Dynamite — Cream  
 David Bowie — Low — RCA  
 Renaissance — Novella — Sire  
 Starcastle — Fountains Of Light — Epic  
 Grover Washington Jr. — A Secret Place — Kudu  
 City Boy — Dinner At The Ritz — Mercury  
 Journey — Next — Columbia  
 Denim — ABC  
 Michael Franks — Sleeping Gypsy — WB  
 Winters Bros. Band — Atco  
 Leon Redbone — Double Time — WB  
 George Benson — In Flight — WB  
 Janis Ian — Miracle Row — Columbia

## KZEW-FM — DALLAS — Charlie Kendall

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 Joni Mitchell — Hejira — Asylum  
 Queen — A Day At The Races — Elektra

Kansas — Leftoverture — Kirshner  
 Boston — Epic  
 Jackson Browne — The Pretender — Asylum  
 Bob Seger — Night Moves — Capitol  
 ZZ Top — Tejas — London  
 Wings — Wings Over America — Capitol

**Adds:**  
 Leon Redbone — Double Time — WB  
 Wendy Waldman — WB  
 George Benson — In Flight — WB  
 Steve Harley & Cockney Rebel — Love's A  
 Prima Donna — EMI  
 Sammy Hagar — Capitol

## KADI-FM — ST. LOUIS — Pete Parisi

**Most Active:**  
 ZZ Top — Tejas — London  
 — El Diablo  
 Kiss — Hard Luck Woman (45) — Casablanca  
 Bob Seger — Night Moves — Capitol  
 — Night Moves  
 Denim — Epic  
 — Throw Away  
 Genesis — Wind & Wuthering — Atco  
 — 11th Earl Of Mar  
 Atlanta Rhythm Section — A Rock & Roll  
 Alternative — Polydor  
 — So Into You  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 Eagles — Hotel California — Asylum  
 Starcastle — Fountains Of Light — Epic  
 Gary Wright — The Light Of Smiles — WB

**Adds:**  
 The Winters Bros. Band — Atco  
 Janis Ian — Miracle Row — Columbia  
 Renaissance — Novella — Sire  
 Journey — Next — Columbia  
 Stanky Brown Group — If The Lights Don't Get  
 You The Helots Will — Sire  
 Rock Kicks — Inside — RSO  
 Ace — No Strings — Anchor

## KSHE-FM — ST. LOUIS — Ron Stevens

**Most Active:**  
 Gary Wright — The Lights Of Smiles — WB  
 Chilliwack — Dreams, Dreams, Dreams — Mushroom  
 Genesis — Wind & Wuthering — Atco  
 Eagles — Hotel California — Asylum  
 Bob Seger — Night Moves — Capitol  
 Queen — A Day At The Races — Elektra  
 ELO — A New World Record — UA  
 Santana — Festival — Columbia  
 Sammy Hagar — Capitol  
 ZZ Top — Tejas — London  
 Wings — Wings Over America — Capitol  
 City Boy — Dinner At The Ritz — Mercury  
 Jackson Browne — The Pretender — Asylum  
 Fleetwood Mac — Go Your Own Way (45) — WB  
 10cc — The Things We Do For Love (45) — Mercury

**Adds:**  
 Janis Ian — Miracle Row — Columbia  
 Journey — Next — Columbia  
 Ace — No Strings — Anchor  
 Stallion — Casablanca

## WYDD-FM — PITTSBURGH — Steve Downes

**Most Active:**  
 Atlanta Rhythm Section — A Rock & Roll  
 Alternative — Polydor  
 — Outside Woman Blues/Georgia Rhythm  
 Automatic Man — Island  
 — My Pearl  
 Boston — Epic  
 Eagles — Hotel California — Asylum  
 Foghat — Night Shift — Bearsville  
 — Night Shift  
 Genesis — Wind & Wuthering — Atco  
 — 11th Earl Of Mar  
 Kansas — Leftoverture — Kirshner  
 Bob Seger — Night Moves — Capitol  
 — Night Moves/Rock & Roll Never Forgets  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 ZZ Top — Tejas — London

**Adds:**  
 Osibisa — Ojah Awake — Island  
 City Boy — Dinner At The Ritz — Mercury  
 Leo Kottke — Chrysalis  
 Barclay James Harvest — Octoberon — MCA  
 Michael Franks — Sleeping Gypsy — WB

## KPFT-FM — HOUSTON — Larry Foster

**Most Active:**  
 Chick Corea — My Spanish Heart — Polydor  
 Santana — Festival — Columbia  
 Joan Armatrading — A&M  
 Jean-Luc Ponty — Imaginary Voyage — Atlantic  
 ZZ Top — Tejas — London  
 Emmylou Harris — Luxury Liner — WB  
 Frank Zappa — Zoots Allure — WB  
 McCoy Tyner — Focal Point — Milestone  
 The Not Ready For Prime Time Players — Saturday Night Live! — Arista  
 Gato Barbieri — Caliente — A&M

## Adds:

George Benson — In Flight — WB  
 Dirk Hamilton — Alais i — ABC  
 Jorger Bend — Tropical — Island  
 David Bowie — Low — RCA  
 Anthony Phillips — The Geese To Ghost — Passport  
 Michael Franks — Sleeping Gypsy — WB  
 Denim — Epic  
 Letta Mbulu — There's Music In The Air — A&M  
 Joe Ely — MCA  
 Kim Carnes — Sailing — A&M  
 New Riders Of The Purple Sage — Who Are  
 Those Guys — MCA  
 Janis Ian — Miracle Row — Columbia  
 Hall & Oates — Chelsea  
 Ron Carter — Pastels — Milestone

## WMMS-FM — CLEVELAND — Shelly Stille

**Most Active:**  
 Al Stewart — Year Of The Cat — Janus  
 Average White Band — Person To Person — Atlantic  
 Manfred Mann — The Roaring Silence — WB  
 Eagles — Hotel California — Asylum  
 Wings — Wings Over America — Capitol  
 Genesis — Wind & Wuthering — Atco  
 Bread — Lost Without Your Love — Elektra  
 Gary Wright — The Light Of Smiles — WB  
 David Bowie — Low — RCA  
 Bob Seger — Night Moves — Capitol

**Adds:**  
 George Benson — In Flight — WB  
 The Runaways — Queens Of Noise — Mercury  
 The Babys — Chrysalis

## WKLS-FM — ATLANTA — Drew Murray

**Most Active:**  
 Eagles — Hotel California — Asylum  
 — Hotel California/Last Resort  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — Isn't She Lovely/Sir Duke  
 Bob Seger — Night Moves — Capitol  
 — Night Moves/Main St.  
 Queen — A Day At The Races — Elektra  
 — Somebody To Love  
 Manfred Mann — The Roaring Silence — WB  
 — Blinded By The Light/On The Road To  
 Babylon  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son  
 Bread — Lost Without Your Love — Elektra  
 — Chosen One  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat  
 A Star Is Born — Streisand & Kristofferson — Columbia  
 — Watch Closely Now  
 Wings — Wings Over America — Capitol

**Adds:**  
 David Bowie — Low — RCA  
 Renaissance — Novella — Sire  
 Dirk Hamilton — Alias — ABC  
 Target — A&M  
 Racing Cars — Downtown Tonight — Chrysalis

## KEZY-FM — ANAHEIM — Ron Burstein

**Most Active:**  
 Al Stewart — Year Of The Cat — Janus  
 Leon Redbone — Double Time — WB  
 David Bowie — Low — RCA  
 Frank Zappa — Zoot Allures — WB  
 Steve Harley & Cockney Rebel — Love's A  
 Prima Donna — EMI  
 New Riders Of The Purple Sage — Who Are  
 Those Guys — MCA

**Adds:**  
 Leon Redbone — Double Time — WB  
 Steve Harley & Cockney Rebel — Love's A  
 Prima Donna — EMI  
 Sammy Hagar — Capitol

## KISW-FM — SEATTLE, WA — Lee Michaels

**Most Active:**  
 Grover Washington Jr. — Secret Place — Kudu  
 Bob Seger — Night Moves — Capitol  
 Kansas — Leftoverture — Kirshner  
 — Carry On Wayward Son

**Adds:**  
 Starcastle — Fountains Of Light — Epic  
 Genesis — Wind & Wuthering — Atco  
 Sammy Hagar — Capitol  
 Michael Franks — Sleeping Gypsy — WB  
 Janis Ian — Miracle Row — Columbia  
 David Bowie — Low — RCA

## WINZ-FM — MIAMI — Dave Souza

**Most Active:**  
 Jackson Browne — The Pretender — Asylum  
 Eagles — Hotel California — Asylum  
 — Life In The Fast Lane  
 Andrew Gold — What's Wrong With This  
 Picture — Asylum  
 — One Of Them Is Me

George Harrison — Thirty Three & 1/3 — Dark  
 Horse  
 — Crackerbox Palace  
 Dave Mason — Certified Live — Columbia  
 — All Along The Watchtower  
 Queen — A Day At The Races — Elektra  
 — Tie Your Mother Down  
 Bob Seger — Night Moves — Capitol  
 — Sunburst  
 Gary Wright — The Light Of Smiles — WB  
 — Water Sign  
 ZZ Top — Tejas — London  
 — El Diablo  
 Joni Mitchell — Hejira — Asylum

## Adds:

Leon Redbone — Double Time — WB  
 Winters Bros. Band — Atco  
 Grover Washington — A Secret Place — Kudu  
 The Babys — Chrysalis  
 Starcastle — Fountains Of Light — Epic  
 Jennifer Warnes — Arista  
 Racing Cars — Downtown Tonight — Chrysalis  
 Rufus — Ask Rufus — ABC  
 Renaissance — Novella — Sire  
 Lonnie Liston Smith — Renaissance — RCA

## WEBN-FM — CINCINNATI — Denton Marr

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 Wings — Wings Over America — Capitol  
 Al Stewart — Year Of The Cat — Janus  
 Jackson Browne — The Pretender — Asylum  
 Queen — A Day At The Races — Elektra  
 Boston — Epic  
 ZZ Top — Tejas — London  
 Joni Mitchell — Hejira — Asylum  
 George Harrison — Thirty Three & 1/3 — Dark  
 Horse

**Adds:**  
 Michael Franks — Sleeping Gypsy — WB  
 Taj Mahal — Music Fuh Ya' — WB  
 Sammy Hagar — Capitol  
 George Benson — In Flight — WB  
 Starcastle — Fountains Of Light — Epic  
 Muddy Waters — Hard Again — Blue Sky  
 Barclay James Harvest — Octoberon — MCA  
 City Boy — Dinner At The Ritz — Mercury

## KOME-FM — SAN JOSE — Dana Jang

**Most Active:**  
 Sammy Hagar — Capitol  
 Emmylou Harris — Luxury Liner — WB  
 Genesis — Wind & Wuthering — Atco  
 Journey — Next — Columbia  
 Gary Wright — The Light Of Smiles — WB  
 Eagles — Hotel California — Asylum

**Adds:**  
 Barclay James Harvest — Octoberon — MCA  
 The Winters Bros. Band — Atco  
 Ace — No Strings — Anchor  
 City Boy — Dinner At The Ritz — Mercury  
 Don Harrison Band — Red Hot — Atlantic  
 New Riders Of The Purple Sage — Who Are  
 Those Guys? — MCA  
 Leon Redbone — Double Time — WB  
 Renaissance — Novella — Sire  
 Rufus — Ask Rufus — ABC  
 Timo Laine — Symphonic Slam — A&M  
 Muddy Waters — Hard Again — Blue Sky  
 Martin Mull — I'm Everyone I've Ever Loved — ABC

## KSJO-FM — SAN JOSE — Paul Wells

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Genesis — Wind & Wuthering — Atco  
 Bob Seger — Night Moves — Capitol  
 Wings — Wings Over America — Capitol  
 George Harrison — Thirty-Three & 1/3  
 Queen — A Day At The Races — Elektra  
 Al Stewart — Year Of The Cat — Janus  
 ZZ Top — Tejas — London  
 ELO — A New World Record — UA  
 Gary Wright — The Light Of Smiles — WB  
 Frank Zappa — Zoot Allures — WB  
 Sammy Hagar — Capitol  
 Journey — Next — Columbia  
 David Bowie — Low — RCA

**Adds:**  
 Alpha Band — Arista  
 Jennifer Warnes — Arista  
 Sky Hooks — Livin' In The '70s — Mercury  
 Ace — No Strings — Anchor  
 Split Enz — Mental Notes — Chrysalis  
 The Babys — Chrysalis  
 City Boy — Dinner At The Ritz — Mercury  
 Locust — Playgue — Annuit Coeptis  
 Rufus — Ask Rufus — ABC  
 B.B. King — King Size — ABC  
 Journey — Next — Columbia  
 Stanky Brown Group — If The Lights Don't Get  
 You The Helots Will — Sire  
 Ramones — Sire

# POP RADIO PLAYLIST HIGHLIGHTS

## WCUE — AKRON

1-1 — Manfred Mann  
\*Tom Jones  
\*Orleans  
\*Atlanta Rhythm Section  
\*Paulette Williams — Fantasy  
\*Dave & Sugar  
\*Phoebie Snow  
13 To 8 — Jacksons  
14 To 5 — Al Stewart  
17 To 11 — Steve Miller  
22 To 14 — Abba  
23 To 15 — Fleetwood Mac  
27 To 19 — 10cc  
34 To 26 — Ozark Mtn. Daredevils  
35 To 25 — Hall & Oates  
40 To 24 — Bee Gees  
Ex To 37 — Boston  
Ex To 38 — Elvis Presley  
Ex To 39 — Olivia Newton-John  
Ex To 40 — ELO

## WPTR — ALBANY

7-1 — Manfred Mann  
Ringo Starr  
Thelma Houston  
Orleans  
Hall & Oates  
Jackson Browne  
22 To 17 — Al Stewart  
29 To 21 — Barbra Streisand  
34 To 25 — Kansas  
31 To 26 — Stephen Bishop  
36 To 30 — 10cc

## KRKE — ALBUQUERQUE

3-1 — Wonder — Lovely  
\*Kenny Nolan  
\*Kansas  
\*10cc  
\*Gary Wright  
14 To 6 — McCoo/Davis  
17 To 8 — Bread  
18 To 14 — Al Stewart  
Ex To 5 — Barbra Streisand  
Ex To 9 — Abba  
Ex To 19 — George Harrison

## WAEB — ALLENTOWN

2-1 — Mary MacGregor  
Hot — Atlantic  
Glen Campbell  
15 To 10 — Savannah Band

## KEYZ — ANAHEIM

3-1 — Rose Royce  
\*Rod Stewart (First Cut)  
\*ELO  
\*Barry Manilow  
\*Stephen Bishop  
14 To 9 — Manfred Mann  
16 To 11 — Bob Seger  
21 To 14 — Fleetwood Mac  
23 To 17 — Al Stewart  
24 To 19 — Kenny Nolan  
25 To 20 — Steve Miller  
29 To 24 — 10cc  
32 To 27 — Bee Gees  
33 To 25 — Linda Ronstadt  
34 To 26 — Hall & Oates  
35 To 30 — Barbra Streisand  
Ex To 33 — Jacksons  
Ex To 34 — Boston  
Ex To 35 — Kiss

## WRFC — ATHENS

5-1 — Eagles  
Boston  
Jackson Browne  
ELO  
Thelma Houston  
George Harrison  
Jennifer Warnes  
9 To 4 — Manfred Mann  
16 To 11 — Bob Seger  
18 To 12 — Al Stewart  
23 To 18 — Kansas  
24 To 17 — Fleetwood  
27 To 20 — Atlanta Rhythm Section  
30 To 25 — Bee Gees  
31 To 27 — Phoebie Snow  
33 To 23 — Hall & Oates  
34 To 13 — Barbra Streisand

## Z-93 — ATLANTA

2-1 — Manfred Mann  
Abba  
10cc  
\*Atlanta Rhythm Section  
18 To 11 — Barbra Streisand  
23 To 19 — Thelma Houston  
26 To 21 — Fleetwood Mac  
Ex To 26 — Kansas  
Ex To 29 — Smokie  
**WXXI — ATLANTA**  
2-1 — Sylvers  
Thelma Houston  
Bob Seger  
Al Stewart  
Kenny Nolan  
Bee Gees  
7 To 4 — Stevie Wonder  
16 To 8 — Steve Miller  
20 To 14 — Barbra Streisand  
19 To 15 — Fleetwood Mac

## WAUG — AUGUSTA

2-1 — Eagles  
\*Boston  
\*Henhouse Five  
\*Jackson Browne  
\*Olivia Newton-John  
\*George Harrison  
Ex To 23 — 10cc  
Ex To 24 — Bee Gees  
Ex To 25 — Hall & Oates

## WBBO — AUGUSTA

3-1 — Eagles  
Dickie Goodman  
\*Elvis Presley  
\*Tom Jones  
\*ELO  
28 To 23 — 10cc  
29 To 25 — Bee Gees  
30 To 26 — Gino Cunico  
Ex To 30 — Parker McGee

## WGUY — BANGOR

2-1 — Mary MacGregor  
\*George Harrison  
\*Atlanta Rhythm Section  
\*Olivia Newton-John  
\*ELO  
15 To 6 — Barbra Streisand  
16 To 12 — Rose Royce  
24 To 17 — Boston  
26 To 22 — Hall & Oates

27 To 20 — 10cc

## KERN — BAKERSFIELD

2-1 — Manfred Mann  
\*Orleans  
\*Jacks  
\*Barbra Streisand  
\*ELO  
9 To 6 — Al Stewart  
Ex To 25 — George Harrison  
Ex To 26 — Hall & Oates

## KAFY — BAKERSFIELD

1-1 — Manfred Mann  
\*10cc  
\*Gene Cotton  
11 To 4 — Mary MacGregor  
20 To 12 — Kenny Nolan  
Ex To 29 — Hall & Oates  
Ex To 30 — Boston

## WCAO — BALTIMORE

2-1 — Manfred Mann  
Smokie  
\*Rod Stewart — First Cut  
13 To 4 — Jacksons  
17 To 11 — Barry Manilow  
18 To 12 — Bob Seger  
21 To 16 — Kiss  
26 To 19 — Thelma Houston  
27 To 22 — Bee Gees  
28 To 21 — Barbra Streisand  
Ex To 23 — 10cc  
Ex To 26 — George Harrison  
Ex To 29 — Hall & Oates

## WFBR — BALTIMORE

2-1 — Rose Royce  
Henhouse Five  
Tom Jones  
George Harrison  
Olivia Newton-John  
David Soul  
Ozark Mtn. Daredevils  
\*Ringo Starr  
19 To 9 — Barbra Streisand  
20 To 15 — Barry Manilow  
23 To 18 — Kiss  
25 To 19 — Donny & Marie  
31 To 20 — Al Stewart  
37 To 25 — Thelma Houston  
40 To 31 — 10cc

## WHNN — BAY CITY

1-1 — Rose Royce  
\*J. "Guitar" Watson  
\*Fat Larry's Band  
\*Smokie Robinson  
\*David Soul  
10 To 3 — Abba  
11 To 6 — Aerosmith  
23 To 17 — Al Stewart  
25 To 19 — Kenny Nolan  
29 To 22 — 10cc  
30 To 23 — Hall & Oates  
Ex To 28 — Elvis Presley  
Ex To 29 — Boston  
Ex To 30 — Tina Charles

## WERC — BIRMINGHAM

1-1 — Mary MacGregor  
\*Hall & Oates  
\*George Harrison  
\*Boston  
10 To 5 — Rose Royce  
18 To 12 — Barry Manilow  
21 To 17 — Kansas  
Ex To 28 — Bee Gees  
Ex To 30 — Olivia Newton-John  
Ex To 31 — Love Unlimited

## WGSN — BIRMINGHAM

5-1 — Rose Royce  
\*Olivia Newton-John  
\*George Harrison  
\*Kansas  
\*Hall & Oates  
\*Jackson Browne  
18 To 9 — Al Stewart  
21 To 11 — 10cc  
26 To 13 — Stephen Bishop  
25 To 15 — Bee Gees  
Ex To 25 — David Dundas  
Ex To 26 — Barbra Streisand  
Ex To 28 — Boston

## KFYR — BISMARCK

1-1 — Mary MacGregor  
No new additions  
11 To 2 — Eagles  
15 To 9 — Smokie  
18 To 13 — Al Stewart  
Ex To 14 — Barbra Streisand  
Ex To 18 — Kansas  
**WRKO — BOSTON**  
1-1 — Kenny Nolan  
David Soul  
Rod Stewart — First Cut  
Thelma Houston  
Smokie  
16 To 12 — Brick  
19 To 15 — 10cc  
20 To 16 — Al Stewart  
24 To 18 — Barry Manilow  
29 To 23 — Barbra Streisand

## WBGN — BOWLING GREEN

4-1 — McCoo/Davis  
\*ELO  
\*Hall & Oates  
\*Jacksons  
6 To 2 — Rose Royce  
17 To 12 — Heart  
21 To 17 — Steve Miller  
24 To 18 — Stephen Bishop  
26 To 20 — Al Stewart  
30 To 16 — 10cc  
Ex To 22 — Smokie  
Ex To 24 — Queen  
Ex To 26 — Barbra Streisand

## WICC — BRIDGEPORT

1-1 — Rose Royce  
\*Ozark Mtn. Daredevils  
\*George Harrison  
\*Jackson Browne  
\*Thelma Houston  
\*David Soul  
\*Ringo Starr  
14 To 8 — Eagles  
20 To 12 — Jacksons  
28 To 21 — Barbra Streisand  
29 To 24 — Elvis Presley  
30 To 25 — 10cc  
Ex To 26 — Kansas  
Ex To 27 — Bee Gees

Ex To 28 — Boston

Ex To 29 — Stephen Bishop

Ex To 30 — Hall & Oates

## WKBW — BUFFALO

1-1 — David Dundas  
Barbra Streisand  
10cc  
\*Boston  
\*Dickie Goodman  
8 To 4 — Rose Royce  
16 To 11 — Barry Manilow  
18 To 14 — Bread  
19 To 9 — Abba  
25 To 16 — Al Stewart  
30 To 23 — David Soul

## WYSL — BUFFALO

5-1 — Mary MacGregor  
Boston  
Brass Construction  
Bat McGrath  
Jennifer Warnes  
\*Kenny Nolan  
\*Stephen Bishop  
\*Ozark Mtn. Daredevils  
\*Barbra Streisand  
19 To 7 — David Soul  
20 To 14 — Al Stewart

## WTMA — CHARLESTON

1-1 — Mary MacGregor  
\*Kenny Nolan  
\*Hall & Oates  
6 To 2 — Barbra Streisand  
15 To 11 — Bread  
21 To 6 — Walter Jackson  
22 To 10 — Thelma Houston  
25 To 16 — David Dundas  
Ex To 24 — Bob Seger

## WBT — CHARLOTTE

2-1 — Bread  
Parker McGee  
George Harrison  
12 To 8 — Kenny Nolan  
**WAYS — CHARLOTTE**  
1-1 — Stevie Wonder  
Al Stewart  
Kiss  
15 To 10 — Steve Miller  
18 To 12 — Hall & Oates  
22 To 16 — Barbra Streisand

## WFLI — CHATTANOOGA

1-1 — Rose Royce  
\*10cc  
\*Atlanta Rhythm Section  
\*Jennifer Warnes  
\*Billy Kirkland — Lifesong  
8 To 4 — Presley (Both sides)  
10 To 6 — Barry Manilow  
21 To 13 — Jacksons  
23 To 16 — Fleetwood Mac  
Ex To 20 — Abba  
Ex To 23 — Hall & Oates  
Ex To 25 — Barbra Streisand

## WGOW — CHATTANOOGA

1-1 — Rose Royce  
\*Tom Jones  
\*Olivia Newton-John  
\*ELO  
\*Kansas  
15 To 5 — Manfred Mann  
16 To 10 — Barry Manilow  
20 To 11 — Elvis Presley  
Ex To 20 — Barbra Streisand  
Ex To 28 — 10cc

## WLS — CHICAGO

1-1 — Barry Manilow  
Bread  
Al Stewart  
6 To 2 — Sylvers  
9 To 8 — Stevie Wonder  
12 To 6 — Eagles  
14 To 11 — Engelbert Humperdinck  
17 To 13 — Mary MacGregor  
21 To 15 — Steve Miller  
24 To 16 — Bob Seger  
28 To 23 — Kiss  
30 To 24 — Fleetwood Mac

## WMET — CHICAGO

1-1 — Manfred Mann  
Bob Seger  
Kansas  
9 To 5 — Eagles  
10 To 6 — Sylvers  
16 To 12 — Engelbert Humperdinck  
17 To 8 — Barbra Streisand  
18 To 11 — Queen  
20 To 16 — Jacksons  
21 To 14 — Al Stewart  
22 To 18 — Mary MacGregor  
26 To 20 — Bread  
28 To 22 — Fleetwood Mac

## Q-102 — CINCINNATI

9-1 — Barbra Streisand  
10cc  
Bob Seger  
\*Boston  
\*Jackson Browne  
15 To 8 — Barry Manilow  
20 To 15 — Fleetwood Mac  
24 To 17 — Mary MacGregor  
27 To 20 — Steve Miller  
Ex To 23 — Al Stewart  
**WSAI — CINCINNATI**  
2-1 — Stevie Wonder  
Fleetwood Mac  
16 To 10 — Mary MacGregor  
21 To 13 — Steve Miller  
28 To 21 — Al Stewart  
29 To 24 — Dickie Goodman  
30 To 25 — Kenny Nolan

## WGCL — CLEVELAND

2-1 — Manfred Mann  
Kansas  
Thelma Houston  
Donna Summer  
Parker McGee  
20 To 15 — Barbra Streisand  
**WCOL — COLUMBUS**  
1-1 — Rose Royce  
Tom Jones  
David Soul  
Olivia Newton-John  
Orleans  
13 To 5 — Barbra Streisand  
17 To 10 — Jacksons  
18 To 11 — Steve Miller  
22 To 15 — Kansas  
28 To 23 — Bee Gees  
29 To 24 — Abba  
32 To 25 — George Harrison

## WNCI — COLUMBUS

1-1 — Rose Royce  
Steve Miller  
Kansas  
10 To 4 — Barbra Streisand  
17 To 3 — Jacksons  
21 To 16 — Al Stewart  
22 To 18 — Kenny Nolan

## KNUS — DALLAS

2-1 — Rose Royce  
Jacksons  
11 To 5 — Barbra Streisand  
15 To 9 — Brick  
26 To 21 — Bob Seger  
29 To 24 — Fleetwood Mac

## KLIF — DALLAS

5-1 — Rose Royce  
\*Kansas  
\*Tom Jones  
\*Kiss  
15 To 11 — Aerosmith  
16 To 12 — Bob Seger  
17 To 13 — Abba  
20 To 14 — Bread  
22 To 17 — Al Stewart  
Ex To 21 — Barbra Streisand  
Ex To 23 — Barry Manilow  
Ex To 24 — David Soul

## WING — DAYTON

2-1 — Brick  
Parker McGee  
George Harrison  
David Soul  
Boney M  
Phoebie Snow  
Brass Construction  
Henhouse Five  
\*Gabriel Kaplan  
\*Atlanta Rhythm Section  
28 To 23 — Smokie  
30 To 24 — Donny & Marie  
31 To 25 — Fleetwood Mac  
32 To 28 — Bee Gees  
35 To 29 — 10cc  
37 To 31 — Tom Jones  
43 To 32 — Boston  
44 To 34 — Olivia Newton-John  
45 To 36 — Orleans

## WMFJ — DAYTONA BEACH

2-1 — Eagles  
\*Boston  
\*Hot — Big Tree  
17 To 11 — Abba  
20 To 13 — 10cc  
Ex To 25 — Bee Gees  
Ex To 26 — Al Stewart  
Ex To 29 — Thelma Houston

## KTLK — DENVER

4-1 — Eagles  
George Harrison  
Bee Gees  
Jacksons  
\*Tom Jones  
Dickie Goodman  
11 To 7 — Manfred Mann  
18 To 14 — Fleetwood Mac  
19 To 15 — Barry Manilow  
20 To 12 — Bread  
27 To 23 — Stephen Bishop  
30 To 24 — Abba  
31 To 22 — Bob Seger  
32 To 25 — Kiss  
34 To 26 — Al Stewart  
37 To 27 — Kenny Nolan  
40 To 28 — Barbra Streisand  
Ex To 36 — Orleans

## KIMN — DENVER

1-1 — Manfred Mann  
\*David Soul  
\*Elvis Presley  
\*Olivia Newton-John  
16 To 11 — Kenny Nolan  
20 To 14 — Al Stewart  
21 To 15 — Jacksons  
22 To 17 — Barbra Streisand  
23 To 18 — Abba  
25 To 16 — Fleetwood Mac  
Ex To 19 — 10cc  
Ex To 23 — Heart  
Ex To 24 — Bee Gees  
**KIOA — DES MOINES**  
2-1 — Rose Royce  
Al Stewart  
Bob Seger  
9 To 4 — McCoo/Davis  
15 To 9 — Kenny Nolan  
17 To 10 — Smokie  
23 To 12 — Barbra Streisand

## CKLW — DETROIT

1-1 — Leo Sayer  
\*Natalie Cole  
7 To 3 — Manfred Mann  
10 To 5 — Eagles  
12 To 4 — Mary MacGregor  
16 To 10 — Barbra Streisand  
25 To 18 — Enchantment  
Ex To 25 — Undisputed Truth  
Ex To 30 — Barry Manilow

## WXYZ — DETROIT

6-1 — Mary MacGregor  
Barry Manilow  
Abba  
Stevie Wonder  
**WDRQ — DETROIT**  
4-1 — Jacksons  
Steve Miller  
Undisputed Truth  
Thelma Houston  
16 To 12 — Manfred Mann  
19 To 14 — Enchantment

## WDBO — DUBUQUE

2-1 — Mary MacGregor  
\*Boston  
\*Orleans  
\*Johnny Rivers  
\*Roger Whittaker  
\*Gino Cunico  
16 To 9 — Eagles  
24 To 18 — Steve Miller  
28 To 19 — Kiss  
29 To 16 — Elvis Presley  
Ex To 28 — Fleetwood Mac  
Ex To 29 — Denver  
Ex To 30 — 10cc

## WBCB — DULUTH

3-1 — Mary MacGregor  
\*Olivia Newton-John  
\*Jacksons  
\*Parker McGee

12 To 9 — Hall & Oates

Ex To 24 — 10cc

Ex To 25 — Bob Seger

## WEAO — EAU CLAIRE

1-1 — Manfred Mann  
Kenny Nolan (re-add)  
12 To 5 — Rose Royce

## KINT — EL PASO

1-1 — Brick  
\*Boston  
\*10cc  
\*Orleans  
10 To 5 — Manfred Mann  
18 To 14 — Barry Manilow  
25 To 19 — Barbra Streisand  
Ex To 20 — Abba

## WJET — ERIE

2-1 — Mary MacGregor  
\*Heart  
\*Boston  
\*Thelma Houston  
8 To 3 — Rose Royce  
Ex To 21 — 10cc

## 14-RKO — EVERETT

1-1 — Mary MacGregor  
\*Hall & Oates  
\*Roger Whittaker  
\*Parker McGee  
\*Dickie Goodman  
28 To 19 — Dickey Lee  
30 To 22 — Glen Campbell  
Ex To 21 — Steve Miller  
Ex To 26 — Manhattan Transfer  
Ex To 28 — Ozark Mtn. Daredevils  
Ex To 29 — Olivia Newton-John  
Ex To 30 — 10cc

## KOWB — FARGO

1-1 — David Dundas  
\*10cc  
\*Wonder — Lovely  
\*Ambrosia  
12 To 8 — Smokie  
15 To 10 — Abba  
18 To 14 — Barbra Streisand  
26 To 22 — Fleetwood Mac  
Ex To 23 — Savannah Band  
Ex To 25 — Bee Gees  
Ex To 26 — Thelma Houston  
Ex To 27 — Kansas

## WFLB — FAYETTEVILLE

2-1 — Rose Royce  
\*Jackson Browne  
\*George Harrison  
\*Jennifer Warnes  
\*Phoebie Snow  
\*Parker McGee  
\*William Bell  
\*Bar-Kays  
10 To 6 — Manfred Mann  
15 To 9 — Abba

## WFV — FRAMINGHAM

1-1 — Stevie Wonder  
\*Al Stewart  
\*Bee Gees  
Ex To 11 — Barbra Streisand  
Ex To 24 — Boston  
Ex To 25 — David Dundas  
Ex To 26 — George Harrison  
**KFJZ — FORT WORTH**  
3-1 — Manfred Mann  
Bread  
Stevie Wonder  
15 To 9 — Al Stewart  
18 To 7 — Mary MacGregor

## WVBF — FRAMINGHAM

1-1 — Stevie Wonder  
\*Al Stewart  
\*Bee Gees  
Ex To 11 — Barbra Streisand  
Ex To 24 — Boston  
Ex To 25 — David Dundas  
Ex To 26 — George Harrison  
**KYNO — FRESNO**  
3-1 — Rose Royce  
\*10cc  
\*Bee Gees  
21 To 16 — Bread  
30 To 24 — Abba  
Ex To 25 — Thelma Houston  
Ex To 28 — Barbra Streisand  
Ex To 29 — Heart  
**KKXL — GRAND FORKS**  
5-1 — Eagles  
Rose Royce  
9 To 3 — Kiss  
15 To 5 — Steve Miller  
16 To 9 — Bread  
20 To 11 — Sylvers  
22 To 4 — Hall & Oates

## WLAV — GRAND RAPIDS

5-1 — Rose Royce  
\*Brass Construction  
\*David Soul  
\*Jennifer Warnes  
\*Tom Jones  
\*George Harrison  
17 To 3 — Savannah Band  
28 To 22 — Gene Cotton  
29 To 21 — Elvis Presley  
Ex To 15 — Fleetwood Mac  
Ex To 17 — Abba  
Ex To 28 — Kiss

## Z-96 — GRAND RAPIDS

1-1 — Rose Royce  
Atlanta Rhythm Section  
\*Hall & Oates  
\*Bee Gees  
\*Donna Summer  
\*David Soul  
\*Olivia Newton-John  
\*Gary Wright — Weeping  
7 To 3 — Mary MacGregor  
17 To 11 — Al Stewart  
20 To 15 — Bob Seger  
Ex To 23 — Abba  
Ex To 26 — Fleetwood Mac  
Ex To 27 — Heart  
Ex To 29 — Boston  
Ex To 30 — Deniece Williams

## KEIN — GREAT FALLS

1-1 — Manfred Mann  
\*George Harrison  
\*Little River Band  
18 To 7 — Barbra Streisand  
Ex To 16 — Fleetwood Mac  
Ex To 17 — Linda Ronstadt  
Ex To 20 — 10cc

## WGSV — GUNTERVILLE

4-1 — Mary MacGregor  
\*Tom Jones  
\*Eric Clapton  
\*David Soul  
\*Jackson Browne  
12 To 6 — Al Stewart  
19 To 15 — 10cc  
24 To 18 — Streisand  
26 To 19 — Kansas  
28 To 24 — Donna Summer  
Ex To 31 — Bee Gees  
Ex To 32 — George Harrison  
Ex To 33 — Climax Blues Band  
Ex To 34 — Atlanta Rhythm Section

## WDRG — HARTFORD

5-1 — Stevie Wonder  
\*Kansas  
\*Smokie  
\*George Harrison  
14 To 9 — Eagles  
16 To 7 — Mary MacGregor  
26 To 19 — Brick  
Ex To 28 — Barbra Streisand  
Ex To 29 — 10cc  
Ex To 30 — Bee Gees

## KILT — HOUSTON

3-1 — Eagles  
\*Jackson Browne  
\*Abba  
\*Bee Gees  
6 To 2 — Rose Royce  
13 To 9 — Al Stewart  
19 To 15 — Steve Miller  
25 To 17 — Kiss  
29 To 19 — Barbra Streisand  
34 To 26 — Aerosmith  
40 To 30 — Donny & Marie  
Ex To 32 — Hall & Oates  
Ex To 37 — Boston  
Ex To 38 — Ray Stevens  
Ex To 39 — Smokie  
Ex To 40 — Kansas

## KRBE — HOUSTON

2-1 — Eagles  
Barry Manilow  
Thelma Houston  
\*Rufus  
15 To 6 — Tom Jones  
17 To 13 — Steve Miller  
20 To 16 — Barbra Streisand  
Ex To 29 — Brass Construction  
Ex To 30 — George Harrison

## WAAY — HUNTSVILLE

2-1 — Eagles  
\*George Harrison  
\*David Soul  
\*Ozark Mtn. Daredevils  
\*Boston

## WNDE — INDIANAPOLIS

8-1 — Manfred Mann  
Hall & Oates  
Fleetwood Mac  
Al Stewart  
12 To 6 — Sylvers  
18 To 7 — Barbra Streisand  
19 To 9 — Stevie Wonder  
30 To 21 — Tom Jones

## WIFE — INDIANAPOLIS

6-1 — Engelbert Humperdinck  
\*Andrea True  
\*Stevie Miller  
\*Smokie  
\*Parker McGee

## WVBF — INDIANAPOLIS

10 To 3 — Manfred Mann  
13 To 8 — Stevie Wonder  
15 To 11 — Sylvers  
26 To 12 — Barbra Streisand  
Ex To 27 — Hall & Oates  
**WJDX — JACKSON**  
1-1 — Mary MacGregor  
Wonder — Lovely  
Hall & Oates  
10cc  
10 To 5 — Barbra Streisand  
19 To 13 — David Dundas  
21 To 16 — Aerosmith  
26 To 20 — Jacksons

## WAPE — JACKSONVILLE

1-1 — Mary MacGregor  
Kenny Nolan  
Abba  
Hall & Oates  
Jackson Browne  
Smokie  
12 To 6 — Bread  
16 To 2 — Bob Seger  
27 To 13 — Kansas

## WCRO — JOHNSTOWN

5-1 — Barbra Streisand  
\*Boston  
\*Orleans  
\*Olivia Newton-John  
15 To 9 — Jacksons  
19 To 13 — Eagles  
20 To 12 — Aerosmith  
21 To 11 — Steve Miller  
29 To 20 — Savannah Band  
Ex To 29 — Bee Gees  
Ex To 30 — ELO

## KBEQ — KANSAS CITY

3-1 — Mary MacGregor  
Dickie Goodman  
Fleetwood Mac  
David Soul  
19 To 14 — Jacksons  
20 To 11 — Bob Seger  
21 To 10 — Barbra Streisand  
25 To 20 — Bread  
27 To 21 — Kiss  
30 To 22 — David Dundas

## KVOL — LAFAYETTE

2-1 — Mary MacGregor  
\*Rose Royce — Get Next To You  
\*Tom Jones  
\*Jackson Browne  
\*Olivia Newton-John  
28 To 17 — Barbra Streisand  
29 To 21 — 10cc  
30 To 24 — Kansas  
31 To 25 — Smokie  
33 To 27 — Bee Gees  
35 To 28 — Parker McGee  
36 To 26 — Dobie Gray  
Ex To 36 — Elvis Presley  
Ex To 37 — Kiss  
Ex To 38 — Stephen Bishop

## WOPD — LAKELAND

1-1 — Mary MacGregor  
ELO  
George Harrison  
Boston  
\*Harold Melvin  
\*Tony Chance — Musicor  
\*Cory  
\*William Bell  
9 To 3 — Barbra Streisand  
13 To 5 — Elvis Presley  
19 To 6 — Al Stewart  
20 To 7 — Bob Seger  
23 To 15 — Fleetwood Mac  
24 To 16 — Kansas  
27 To 21 — Brass Construction  
31 To 26 — Little River Band  
34 To 27 — Hall & Oates  
35 To 30 — Jennifer Warnes  
36 To 22 — Bee Gees  
38 To 31 — Ringo Starr  
39 To 33 — Glen Campbell  
Ex To 34 — Jackson Browne  
Ex To 35 — Thelma Houston  
Ex To 36 — Climax Blues Band  
Ex To 37 — Phoebe Snow

## KENO — LAS VEGAS

3-1 — Stevie Wonder  
Hall & Oates  
Olivia Newton-John  
\*George Harrison  
\*EW&F  
\*Wild Cherry  
24 To 16 — Steve Miller  
25 To 17 — Barry Manilow  
Ex To 29 — Kenny Nolan

## KAAY — LITTLE ROCK

1-1 — Mary MacGregor  
Jacksons  
Stephen Bishop  
Heart  
12 To 7 — Barry Manilow  
17 To 13 — Steve Miller  
18 To 14 — Al Stewart  
25 To 20 — 10cc  
WBLI — LONG ISLAND  
3-1 — Rose Royce  
\*Jackson Browne  
\*Fleetwood Mac  
Ex To 8 — Mary MacGregor  
Ex To 9 — Barbra Streisand  
Ex To 10 — Jacksons  
KHJ — LOS ANGELES  
1-1 — Leo Sayer  
Steve Miller  
\*Barbra Streisand  
\*Abba  
14 To 10 — David Dundas  
17 To 12 — EW&F  
22 To 17 — Jacksons  
23 To 19 — Al Stewart  
24 To 20 — Kenny Nolan  
29 To 24 — Bee Gees  
Ex To 26 — Barry Manilow

## WAKY — LOUISVILLE

1-1 — Tom Jones  
\*Stephen Bishop  
\*Boston  
\*Donna Summer  
10 To 4 — Mary MacGregor  
24 To 17 — Al Stewart  
27 To 10 — Steve Miller  
29 To 20 — 10cc  
Ex To 28 — Bee Gees  
Ex To 29 — Exiles  
Ex To 30 — Copperfields  
WKLO — LOUISVILLE  
1-1 — Tom Jones  
\*Rod Stewart (First Cut)  
\*Dickie Goodman  
\*Kenny Chater — Part Time Love — WB  
\*Jennifer Warnes  
15 To 2 — Mary MacGregor  
17 To 9 — Barry Manilow  
Ex To 18 — Latimore  
Ex To 25 — Tony Joe White — Heiney

## WISM — MADISON

1-1 — Manfred Mann  
Atlanta Rhythm Section  
\*David Soul  
\*ELO  
\*George Harrison  
13 To 9 — Bread  
14 To 10 — Barbra Streisand  
17 To 13 — Fleetwood Mac  
21 To 17 — Bob Seger  
22 To 16 — Jacksons  
24 To 19 — Abba  
25 To 20 — Kiss  
28 To 24 — Steve Miller  
Ex To 25 — Kansas  
Ex To 29 — Stephen Bishop  
Ex To 30 — Boston  
WFOM — MARIETTA  
1-1 — Manfred Mann  
\*Boston  
\*Parker McGee  
\*George Harrison  
\*Tom Jones  
11 To 4 — Jacksons  
13 To 5 — Bob Seger  
16 To 11 — Steve Miller  
18 To 13 — Fleetwood Mac  
23 To 19 — Elvis Presley  
Ex To 25 — Barbra Streisand  
Ex To 29 — David Soul  
Ex To 30 — Hall & Oates  
KRIB — MASON CITY  
6-1 — Manfred Mann  
\*Olivia Newton-John  
\*Elton John  
\*Ambrosia — Magical  
\*George Harrison  
9 To 5 — Eagles  
12 To 8 — Steve Miller  
14 To 10 — Bread  
18 To 12 — Smokie  
19 To 24 — Kansas  
30 To 26 — Barbra Streisand  
Ex To 27 — Fleetwood Mac  
Ex To 28 — Stephen Bishop  
Ex To 29 — Bee Gees  
Ex To 30 — David Soul

## WMP5 — MEMPHIS

2-1 — Manfred Mann  
Hall & Oates  
Boston  
Kansas  
7 To 3 — Jacksons

14 To 9 — Al Stewart  
24 To 17 — Bee Gees  
27 To 23 — Barbra Streisand  
28 To 18 — Wonder — Lovely  
29 To 24 — George Harrison

## WHBO — MEMPHIS

1-1 — Stevie Wonder  
Tom Jones  
17 To 13 — Fleetwood Mac  
21 To 14 — Steve Miller  
22 To 16 — Kiss  
24 To 18 — Al Stewart  
27 To 21 — Barbra Streisand

## Y-100 — MIAMI

1-1 — Mary MacGregor  
Elvis Presley  
Dickie Goodman  
Bob Seger  
KC & Sunshine — Boogie Man (re-add)  
9 To 4 — Manfred Mann  
10 To 5 — Barbra Streisand  
13 To 9 — Barry Manilow  
19 To 11 — Aerosmith  
22 To 15 — Al Stewart  
WOAM — MIAMI  
1-1 — Rose Royce  
Al Stewart  
Fleetwood Mac  
10cc  
7 To 2 — Mary MacGregor  
15 To 11 — Steve Miller  
19 To 15 — Jacksons  
22 To 18 — Aerosmith  
23 To 19 — Bread  
28 To 23 — Barbra Streisand

## 96X — MIAMI

3-1 — Rose Royce  
Dickie Goodman  
Gary Wright  
Silver  
15 To 11 — Savannah Band  
23 To 16 — Barbra Streisand  
32 To 26 — Thelma Houston  
34 To 25 — Manfred Mann  
36 To 29 — Barry Manilow  
KCRS — MIDLAND  
1-1 — Barbra Streisand  
\*ELO  
\*Rod Stewart (First Cut)  
\*Olivia Newton-John  
9 To 5 — Bob Seger  
15 To 8 — Stevie Wonder  
16 To 10 — Steve Miller  
18 To 11 — Tom Jones  
21 To 16 — Al Stewart  
Ex To 29 — Charlene  
Ex To 30 — Bee Gees

## WOKY — MILWAUKEE

2-1 — Stevie Wonder  
Kansas  
Abba  
10cc  
\*Nick Noble — Epic  
8 To 2 — Mary MacGregor  
12 To 8 — Barbra Streisand  
16 To 11 — David Dundas  
22 To 16 — Barry Manilow  
23 To 19 — Steve Miller  
30 To 24 — Al Stewart  
32 To 28 — Kiss  
WZUU — MILWAUKEE  
2-1 — Mary MacGregor  
Al Stewart  
\*Hall & Oates  
\*ELO  
\*Orleans  
7 To 3 — Aerosmith  
8 To 2 — Brick  
9 To 4 — Eagles  
15 To 5 — Barry Manilow  
17 To 7 — Kenny Nolan  
18 To 11 — Steve Miller  
KDWB — MINNEAPOLIS  
2-1 — Leo Sayer  
Wonder — I Wish  
Hall & Oates  
Abba  
16 To 12 — Kenny Nolan  
20 To 14 — Mary MacGregor  
23 To 9 — Eagles  
27 To 20 — Linda Ronstadt  
WDGY — MINNEAPOLIS  
6-1 — Manfred Mann  
\*Thelma Houston  
\*David Soul  
\*Dickie Goodman  
32 To 17 — Stevie Wonder  
Ex To 29 — Abba  
KSTP — MINNEAPOLIS  
1-1 — Manfred Mann  
Smokie  
David Soul  
\*Kansas  
\*Dickie Goodman  
13 To 7 — Al Stewart  
16 To 11 — Kiss  
23 To 18 — Boston  
KFIV — MODESTO  
3-1 — David Soul  
ELO  
Atlanta Rhythm Section  
James Vincent — Caribou  
Kansas  
17 To 10 — Aerosmith  
23 To 13 — Bob Seger  
32 To 17 — Hall & Oates

## KNOE — MONROE

1-1 — Aerosmith  
Boston  
Olivia Newton-John  
16 To 9 — Steve Miller  
19 To 15 — 10cc  
20 To 14 — Al Stewart  
22 To 18 — Heart  
24 To 19 — Fleetwood Mac  
30 To 20 — Hall & Oates  
WHHY — MONTGOMERY  
8-1 — Jacksons  
\*David Soul  
\*Jackson Browne  
\*Styx  
\*Donna Summer  
\*Deardorff & Joseph — Arista  
9 To 3 — 10cc  
12 To 4 — Olivia Newton-John  
15 To 10 — Abba  
17 To 12 — Bob Seger  
20 To 11 — Barbra Streisand

21 To 14 — Fleetwood Mac  
22 To 13 — Bee Gees  
28 To 19 — Tom Jones  
Ex To 20 — George Harrison  
Ex To 21 — Kansas  
Ex To 22 — Atlanta Rhythm Section  
Ex To 23 — Orleans

## KVOX — MOORHEAD

3-1 — Manfred Mann  
\*Olivia Newton-John  
\*ELO  
\*Atlanta Rhythm Section  
21 To 11 — Smokie  
24 To 17 — Fleetwood Mac  
26 To 19 — Bob Seger  
28 To 21 — Barbra Streisand  
Ex To 31 — David Soul  
Ex To 32 — Orleans  
WLAC — NASHVILLE  
2-1 — Manfred Mann  
10cc  
George Harrison  
Fleetwood Mac  
13 To 6 — Aerosmith  
17 To 7 — Steve Miller  
18 To 10 — Bob Seger  
20 To 13 — Al Stewart  
25 To 19 — Hall & Oates  
26 To 22 — Barry Manilow  
30 To 23 — David Dundas  
Ex To 24 — Smokie  
Ex To 25 — Barbra Streisand  
Ex To 26 — Abba

## WMAK — NASHVILLE

1-1 — Mary MacGregor  
\*Boston  
\*Stephen Bishop  
\*Bee Gees  
\*Tom Jones  
16 To 7 — Barbra Streisand  
20 To 14 — Kenny Nolan  
22 To 12 — Steve Miller  
23 To 18 — David Dundas  
Ex To 21 — Bob Seger  
Ex To 22 — Al Stewart  
Ex To 27 — Abba  
WAVZ — NEW HAVEN  
1-1 — Jacksons  
\*Wings — Amazed  
\*Stephen Bishop  
\*David Soul  
\*ELO  
\*Ringo Starr  
\*Elton John  
13 To 9 — Manfred Mann  
16 To 10 — Mary MacGregor  
19 To 13 — Fleetwood Mac  
23 To 16 — Al Stewart  
27 To 23 — 10cc  
28 To 24 — Boston  
29 To 22 — Kenny Nolan  
30 To 26 — George Harrison  
Ex To 27 — Barbra Streisand  
Ex To 28 — Jackson Browne  
Ex To 29 — Bee Gees  
WNOE — NEW ORLEANS  
3-1 — Manfred Mann  
\*Styx  
\*Kansas  
\*Jackson Browne  
\*Glen Campbell  
\*Bee Gees  
12 To 6 — ELO  
20 To 10 — Barry Manilow  
22 To 14 — Bread  
23 To 13 — Barbra Streisand  
24 To 20 — Steve Miller  
30 To 23 — George Harrison  
Ex To 26 — Jacksons  
Ex To 28 — Doobies  
Ex To 30 — 10cc  
WABC — NEW YORK  
1-1 — Rose Royce  
Barry Manilow  
Steve Miller  
Barbra Streisand  
\*Rufus  
5 To 2 — Stevie Wonder  
7 To 5 — Sylvers  
11 To 9 — Eagles  
15 To 11 — Mary MacGregor  
27 To 12 — Manfred Mann  
31 To 22 — Bread

## WPIX — NEW YORK

1-1 — Leo Sayer  
Donna Summer  
Bob Seger  
\*Barbra Streisand  
Ex To 29 — Abba  
12 To 8 — Brick  
14 To 9 — Eagles  
18 To 10 — Manfred Mann  
20 To 14 — Aerosmith  
21 To 17 — Bread  
Ex To 26 — Al Stewart  
99X — NEW YORK  
2-1 — Rose Royce  
Kenny Nolan  
Bob Seger  
Steve Miller  
Barbra Streisand  
Al Stewart  
15 To 10 — Mary MacGregor  
20 To 11 — Manfred Mann  
23 To 16 — Barry Manilow  
29 To 20 — Abba  
30 To 15 — Bread  
KOMA — OKLAHOMA CITY  
1-1 — Leo Sayer  
No new additions  
WKY — OKLAHOMA CITY  
1-1 — Manfred Mann  
\*Kenny Nolan  
\*Stephen Bishop  
Ex To 17 — Barbra Streisand  
Ex To 20 — Fleetwood Mac  
WOW — OMAHA  
1-1 — Mary MacGregor  
\*Bee Gees  
10cc  
13 To 9 — Jacksons  
18 To 12 — Barbra Streisand  
WLOF — ORLANDO  
2-1 — Manfred Mann  
\*Elvis Presley  
8 To 3 — Mary MacGregor  
13 To 7 — Jacksons  
21 To 15 — Steve Miller

26 To 21 — Al Stewart  
Ex To 28 — Bee Gees  
Ex To 29 — Abba  
Ex To 30 — Boston  
KACY — OXNARD  
2-1 — Eagles  
Savannah Band  
Smokie  
George Harrison  
13 To 18 — Al Stewart  
21 To 6 — Barbra Streisand  
23 To 14 — Fleetwood Mac  
25 To 17 — Bob Seger  
37 To 24 — Doobies  
WBSR — PENSACOLA  
2-1 — Rose Royce  
\*Thelma Houston  
\*Hall & Oates  
20 To 13 — Eagles  
24 To 16 — Barbra Streisand  
25 To 19 — Kiss  
27 To 21 — 10cc  
29 To 23 — Fleetwood Mac  
33 To 24 — Tom Jones  
Ex To 39 — Olivia Newton-John  
WIRL — PEORIA  
1-1 — Mary MacGregor  
\*Olivia Newton-John  
\*Heart  
22 To 17 — Smokie  
24 To 19 — Bob Seger  
Ex To 15 — Barbra Streisand  
Ex To 21 — Al Stewart  
Ex To 23 — Kiss  
WFIL — PHILADELPHIA  
5-1 — Mary MacGregor  
\*Barbra Streisand  
6 To 3 — Manfred Mann  
17 To 9 — Jacksons  
20 To 17 — Bob Seger  
Ex To 24 — Kenny Nolan  
Ex To 25 — Kiss  
WIFI — PHILADELPHIA  
6-1 — Manfred Mann  
\*David Soul  
\*Parker McGee  
\*Dramatics  
19 To 14 — Bob Seger  
23 To 19 — Abba  
26 To 20 — Barbra Streisand  
28 To 23 — Thelma Houston  
29 To 22 — Al Stewart  
Ex To 26 — Hall & Oates  
Ex To 28 — Boston  
Ex To 30 — Kansas  
KOTN — PINE BLUFF  
1-1 — Manfred Mann  
\*Hall & Oates  
\*Jennifer Warnes  
\*LTD  
6 To 2 — Al Stewart  
29 To 22 — Bee Gees  
30 To 25 — Ozark Mtn. Daredevils  
Ex To 26 — Heart  
Ex To 27 — Thelma Houston  
Ex To 30 — Boston  
WPEZ — PITTSBURGH  
2-1 — Mary MacGregor  
Barry Manilow  
Deniece Williams  
Abba  
14 To 11 — Aerosmith  
18 To 15 — Kiss  
23 To 19 — Jacksons  
25 To 21 — Boney M  
27 To 18 — Kansas  
130 — PITTSBURGH  
2-1 — Mary MacGregor  
Wonder — Lovely  
Abba  
Bread  
10 To 6 — Eagles  
16 To 11 — Automatic Man  
19 To 14 — Kansas  
21 To 10 — Barry Manilow  
25 To 20 — Aerosmith  
Ex To 25 — Kiss

## KGW — PORTLAND

1-1 — David Dundas  
\*Fleetwood Mac  
\*Smokie  
15 To 9 — Eagles  
18 To 7 — Steve Miller  
19 To 14 — Barbra Streisand  
22 To 17 — Abba  
26 To 22 — Barry Manilow  
Ex To 24 — Jacksons  
Ex To 26 — Kiss  
Ex To 28 — Bob Seger  
KPAH — PORTLAND  
2-1 — Manfred Mann  
Boston  
Wings — Amazed  
\*David Soul  
\*Jay Valenti — Ariola  
\*Little River Band  
13 To 6 — Bread  
15 To 7 — Barry Manilow  
26 To 19 — Kansas  
27 To 21 — 10cc  
28 To 22 — Heart  
29 To 20 — Fleetwood Mac  
30 To 25 — Smokie  
Ex To 27 — Bee Gees  
Ex To 28 — Hall & Oates  
G-55 — PROVIDENCE  
2-1 — Abba  
Orleans  
\*Tom Jones  
\*Exile  
\*Parker McGee  
\*Rick Dees  
14 To 6 — Barbra Streisand  
18 To 11 — Steve Miller  
19 To 8 — Fleetwood Mac  
20 To 12 — Kiss  
30 To 25 — Bee Gees  
WPRO — PROVIDENCE  
1-1 — Mary MacGregor  
\*Al Stewart  
11 To 6 — Bread  
15 To 7 — Barbra Streisand  
18 To 11 — Jacksons  
19 To 14 — Kiss  
20 To 13 — Fleetwood Mac  
25 To 19 — Bee Gees  
Ex To 23 — George Harrison  
Ex To 24 — Elvis Presley  
Ex To 25 — Stephen Bishop

## WKIX — RALEIGH

10-1 — Barbra Streisand  
\*Jackson Browne  
\*Hall & Oates  
\*Kansas  
\*Tom Jones  
21 To 14 — EW&F  
Ex To 27 — Bee Gees  
Ex To 28 — Boston  
Ex To 30 — Gabriel Kaplan  
KKLS — RAPID CITY  
3-1 — Eagles  
\*George Harrison  
\*Olivia Newton-John  
\*David Soul  
\*Hall & Oates  
17 To 12 — Kiss  
19 To 13 — Abba  
22 To 15 — Rose Royce  
Ex To 28 — Atlanta Rhythm Section  
Ex To 29 — 10cc  
WLEE — RICHMOND  
3-1 — Eagles  
\*Elvis Presley  
18 To 13 — Brick  
19 To 8 — Barbra Streisand  
23 To 17 — Al Stewart  
27 To 19 — Heart  
28 To 23 — Gene Cotton  
Ex To 27 — 10cc  
Ex To 30 — Thelma Houston  
O-94 — RICHMOND  
3-1 — Rose Royce  
\*Jackson Browne  
\*Boston  
\*Hall & Oates  
\*Thelma Houston  
10 To 6 — Abba  
26 To 19 — Smokie  
28 To 24 — Gene Cotton  
29 To 25 — Savannah Band  
30 To 21 — Bee Gees  
31 To 26 — George Harrison  
Ex To 28 — Barbra Streisand  
WBBF — ROCHESTER  
13-1 — Abba  
Barbra Streisand  
Hall & Oates  
\*Ringo Starr  
15 To 11 — David Soul  
16 To 10 — Smokie  
24 To 12 — Steve Miller  
WROK — ROCKFORD  
5-1 — Barry Manilow  
Engelbert Humperdinck  
Bob Seger  
Barbra Streisand  
\*Hall & Oates  
\*George Harrison  
\*10cc  
17 To 10 — Mary MacGregor  
20 To 13 — Steve Miller  
28 To 18 — Kiss  
30 To 22 — Fleetwood Mac  
31 To 25 — Abba  
Ex To 33 — Stephen Bishop  
Ex To 34 — Sanford Townsend Band  
KNDE — SACRAMENTO  
1-1 — Rose Royce  
\*Heart  
\*Wonder — Lovely  
14 To 7 — Mary MacGregor  
22 To 16 — Barbra Streisand  
25 To 20 — Bread  
KROY — SACRAMENTO  
2-1 — Manfred Mann  
Bee Gees  
Stephen Bishop  
12 To 8 — Steve Miller  
14 To 4 — Mary MacGregor  
26 To 22 — Abba  
28 To 20 — Jacksons  
WJON — ST. CLOUD  
2-1 — Mary MacGregor  
No new additions  
13 To 6 — Eagles  
14 To 8 — Steve Miller  
19 To 14 — David Dundas  
KSLO — ST. LOUIS  
5-1 — Leo Sayer  
Abba  
Natalie Cole  
Barbra Streisand  
\*Henhouse Five  
18 To 10 — Eagles  
22 To 18 — Sylvers  
25 To 21 — Mary MacGregor  
28 To 23 — Fleetwood Mac  
KXOK — ST. LOUIS  
11-1 — Mary MacGregor  
Boston  
Stephen Bishop  
\*George Harrison  
\*ELO  
13 To 8 — Steve Miller  
16 To 7 — Fleetwood Mac  
18 To 12 — Bob Seger  
23 To 16 — Thelma Houston  
24 To 20 — Barbra Streisand  
KCPX — SALT LAKE CITY  
1-1 — Manfred Mann  
\*David Soul  
\*George Harrison  
\*Jackson Browne  
18 To 11 — Jacksons  
19 To 13 — Barbra Streisand  
25 To 19 — Heart  
Ex To 28 — Mr. Big  
Ex To 29 — Al Stewart  
Ex To 30 — 10cc  
KRSP — SALT LAKE CITY  
1-1 — Manfred Mann  
\*Atlanta Rhythm Section  
\*Stallion — Old Fashioned — Casablanca  
13 To 3 — Barbra Streisand  
20 To 13 — Jacksons  
22 To 14 — Sutherland Bros.  
25 To 17 — Bob Seger  
26 To 18 — Al Stewart  
28 To 19 — Olivia Newton-John  
Ex To 27 — Hall & Oates  
Ex To 28 — David Soul  
Ex To 29 — 10cc  
Ex To 30 — Boston  
B-100 — SAN DIEGO  
6-1 — Al Stewart  
Barbra Streisand

## \*ELO

\*Hall & Oates  
\*Stephen Bishop  
\*Bee Gees  
6 To 1 — Al Stewart  
11 To 7 — Mary MacGregor  
17 To 10 — Abba  
19 To 15 — Deniece Williams  
21 To 17 — Barry Manilow  
24 To 19 — Fleetwood Mac  
Ex To 29 — Kansas  
Ex To 30 — Boston  
KCBO — SAN DIEGO  
1-1 — Sylvers  
Kansas  
Boston  
\*Paul Harrison — RSO  
\*ELO  
\*Wilton Place Street Band  
7 To 3 — Mary MacGregor  
12 To 8 — Brick  
19 To 12 — Bread  
20 To 13 — Jacksons  
26 To 18 — Abba  
30 To 20 — Al Stewart  
KFRC — SAN FRANCISCO  
2-1 — Eagles  
\*Boston  
\*Barry Manilow  
\*Kenny Nolan  
16 To 6 — Manfred Mann  
21 To 13 — Wonder — Lovely  
25 To 19 — Al Stewart  
Ex To 18 — Barbra Streisand  
Ex To 24 — David Soul  
Ex To 26 — David Dundas  
KYA — SAN FRANCISCO  
1-1 — Rose Royce  
\*Bay City Rollers  
\*Dickie Goodman  
\*David Soul  
11 To 7 — ELO — LIVIN' Thing  
15 To 10 — Lynyrd Skynyrd  
16 To 12 — Bob Seger  
Ex To 20 — Manfred Mann  
Ex To 24 — Barry Manilow  
KLIV — SAN JOSE  
1-1 — Stevie Wonder  
\*Savannah Band  
\*10cc  
\*Orleans  
\*Parker McGee  
Ex To 18 — Fleetwood Mac  
KSLY — SAN LUIS OBISPO  
4-1 — Abba  
David Soul  
ELO  
Phoebe Snow  
Little River Band  
12 To 8 — Queen  
16 To 9 — Fleetwood Mac  
22 To 7 — Savannah Band  
23 To 13 — Hall & Oates  
24 To 20 — Bee Gees  
27 To 12 — Barbra Streisand  
29 To 21 — Brick  
WSGA — SAVANNAH  
1-1 — Rose Royce  
Elvis Presley  
Dickie Goodman  
11 To 5 — Kenny Nolan  
15 To 11 — Al Stewart  
27 To 23 — Bee Gees  
KJR — SEATTLE  
1-1 — David Dundas  
Fleetwood Mac  
Abba  
\*Kansas  
\*Bee Gees  
14 To 10 — Brick  
17 To 13 — Kenny Nolan  
18 To 14 — Bob Seger  
21 To 11 — Al Stewart  
Ex To 25 — Barbra Streisand  
KING — SEATTLE  
10-1 — Steve Miller  
\*Barbra Streisand  
\*Ewz Scaggs — What Can I Say  
\*EW&F  
\*Kansas  
11 To 6 — Rose Royce  
18 To 11 — Al Stewart  
22 To 13 — Barry Manilow  
Ex To 23 — Bob Seger  
Ex To 25 — Abba  
KEEL — SHREVEPORT  
1-1 — Stevie Wonder  
Hall & Oates  
David Soul  
\*Donna Summer  
\*Hot  
15 To 10 — Barry Manilow  
27 To 16 — Al Stewart  
28 To 18 — Fleetwood Mac  
29 To 24 — Bee Gees  
30 To 25 — 10cc  
WORD — SPARTANBURG  
1-1 — Mary MacGregor  
\*Tom Jones  
\*Styx  
\*Stephen Bishop  
\*Thelma Houston  
\*Boston  
24 To 19 — Abba  
25 To 20 — Savannah Band  
Ex To 21 — Gino Cunico  
Ex To 22 — Al Stewart  
Ex To 24 — Bread  
Ex To 25 — Rick Dees  
KJRB — SPOKANE  
4-1 — Mary MacGregor  
\*Jacksons  
\*Jackson Browne  
\*George Harrison  
13 To 7 — Rose Royce  
20 To 14 — Steve Miller  
21 To 15 — Al Stewart  
Ex To 25 — Barbra Streisand  
Ex To 26 — 10cc  
KREM — SPOKANE  
2-1 — Manfred Mann  
\*Jacksons  
15 To 9 — Steve Miller  
20 To 11 — Al Stewart  
22 To 17 — Kiss  
23 To 18 — Barry Manilow  
Ex To 24 — Barbra Streisand

# CASH BOX POP RADIO ANALYSIS

## MOST ADDED RECORDS

This Week To Date

## STATION ADDS THIS WEEK

Rank	Record	This Week	To Date	Stations
1.	Don't Give Up On Us — David Soul — Private Stock	16%	22%	WISM, Z-96, KEEL, WHHY, WCOL, WIFI, KIMN, WING, KBEQ, WRKO, WDGY, KSTP, WAVZ, KYA, KJOY, KPAM.
2.	Long Time — Boston — Epic	15%	39%	WERC, WISM, WDRC, WORC, WSGN, KRBE, KTLK, WFOM, WING, WLAC, KJOY, WBT.
3.	Rich Girl — Hall & Oates — RCA	14%	34%	WMPS, WAKY, WORC, Q-102, KXOK, KAKC, WMAK, WERC, WKBW, WPGC, WFOM, Q-94, KFRC, KCBQ, KPAM.
4.	Carry On Wayward Son — Kansas — Kirshner	13%	49%	WERC, WMPS, Z-96, KEEL, WBBF, B-100, WSGN, WBGW, WNDE, KDWB, WZUU, Q-94, KLEO, WAPE.
5.	Crackerbox Palace — George Harrison — Dark Horse	12%	32%	KCBQ, WNOE, WGCL, KING, KSTP, KLIF, WOKY, KJR, WSGN, WMET, WNCI, WDRC, WMPS.
6.	Dancing Queen — Abba — Atlantic	11%	69%	WPEZ, KDWB, WAPE, Z-93, KJR, 13Q, WOKY, KSLQ, KHJ, KILT, WXYZ.
7.	Kong — Dickie Goodman — Cash	11%	16%	WSGA, Y-100, WBBQ, KTLK, KTAC, WKBW, KBEQ, WDGY, KSTP, KYA, WKLO.
8.	Theme From "A Star Is Born" — Barbra Streisand — Columbia	10%	84%	WABC, WFIL, KERN, WBBF, WKBW, KHJ, 99X, WPIX, KING, KSLQ.
9.	Year Of The Cat — Al Stewart — Janus	10%	77%	WLS, WQXI, KIOA, WNDE, WPRO, 99X, WAYS, WVBF, WQAM, KIOA.
10.	Boogie Child — Bee Gees — RSO	10%	44%	Z-96, WOW, B-100, KAKC, KJR, KTLK, WMAK, WVBF, WNOE, KILT
11.	Go Your Own Way — Fleetwood Mac — Reprise	8%	77%	KJR, WNDE, KTAC, WSAI, KBEQ, WLAC, KGW, WQAM.
12.	The Things We Do For Love — 10cc — Mercury	8%	47%	WKBW, Z-93, Q-102, WOW, KERN, WOKY, WLAC, WQAM.
13.	Say You'll Stay Until Tomorrow — Tom Jones — Epic	8%	19%	WCOL, WBBQ, KTLK, WMAK, WFOM, KLIF, WHBQ, WKLO.
14.	Do Ya — ELO — UA	8%	8%	WISM, KERN, B-100, WBGW, WBBQ, WZUU, WAVZ, KCBQ.
15.	Night Moves — Bob Seger — Capitol	7%	70%	99X Y-100, Q-102, WMET, WQXI, KIOA, WPIX.
16.	Don't Leave Me This Way — Thelma Houston — Tamla	7%	42%	WQXI, Q-94, WDRQ, WRKO, WDGY, WGCL, KRBE.
17.	Here Comes Those Tears — Jackson Browne — Asylum	7%	20%	WSGN, WHHY, Q-102, KRBE, Q-94, WNOE, KILT.

## RADIO ACTIVE SINGLES

- THEME FROM "A STAR IS BORN" — BARBRA STREISAND — COLUMBIA**  
CKLW 16-10, WHBQ 27-21, WRKO 29-23, KFRC ex-18, KLIF ex-21, WAYS 22-16, WFOM ex-25, KBEQ 21-10, Q-94 ex-28, WVBF ex-11, KIMN 22-17, WMAK 16-7, WOKY 12-8, KNUS 11-5, WCOL 13-5, WIFI 26-20, Z-93 18-11, WGCL 20-15, KJR ex-25, KHBE ex-25, WPRO 15-7, KLTk 40-28, KTAC ex-23, KNDE 22-16, WCAO 28-21, WNCI 10-4, WMET 17-8, WLEE 19-8, WSGN ex-26, WBGW ex-26, Q-102 9-1, WNOE 18-7, Y-100 10-5, WISM 14-10, KIOA 23-12, WDRC ex-28, WMPS 27-23, WKY ex-17, WQXI 20-14, WOW 18-12, WIRL ex-15, WAKY 30-23, KILT 29-19, KRBE 20-16, KJOY 14-2, KGW 19-14.
- YEAR OF THE CAT — AL STEWART — JANUS**  
KJRB 21-15, KTLK 34-26, KTAC 23-19, KAKC 16-11, KIMN 20-14, WMAK ex-22, WKBW 25-16, WPGC 25-17, WOKY 30-24, WSAI 28-21, WRKO 20-16, KHJ 23-19, KFRC 25-19, KLIF 22-17, WHBQ 24-18, WPIX ex-26, KSTP 13-7, WLAC 20-13, WAVZ 23-16, KING 18-11, KCBQ 30-20, KERN 9-6, Z-96 17-11, WMPS 14-9, WIRL ex-21, WSGA 15-11, WAKY 24-17, WNCI 21-16, WMET 21-14, KEEL 27-16, WLEE 23-17, B-100 6-1, WSGN 18-9, WBGW 26-20, Q-102 ex-23, Y-100 22-15, WIFI 29-22, KJR 21-11, KILT 13-9.
- NIGHT MOVES — BOB SEGER — CAPITOL**  
KNUS 26-21, KYA 16-12, KGW ex-28, WISM 21-17, Z-96 20-15, WIRL 24-19, WCAO 18-13, WFIL 20-17, WHHY 17-12, WAPE 16-2, WLS 24-16, KXOK 18-12, WIFI 19-14, KJR 18-14, KTLK 31-22, WMAK ex-21, WPGC 19-13, WFOM 13-5, KBEQ 20-11, KLIF 16-12, WLAC 18-10, KING ex-23.
- FLY LIKE AN EAGLE — STEVE MILLER — CAPITOL**  
WISM 28-24, WQXI 16-8, WAKY 27-10, WBBF 24-12, WBGW 21-17, Q-102 27-20, WLS 21-15, WCOL 18-11, KJRB 20-14, KAKC 18-12, WMAK 22-12, WZUU 18-11, WOKY 23-19, WFOM 16-11, WSAI 21-13, WHBQ 21-14, WAYS 15-10, WLAC 17-7, KING 10-1, KGW 18-7, KRBE 17-13, KILT 19-15, WNOE 24-20.
- WEEKEND IN NEW ENGLAND — BARRY MANILOW — ARISTA**  
WKLO 17-9, KPAM 15-7, KGW 26-22, WNOE 20-10, WERC 18-12, WCAO 17-11, KEEL 15-10, B-100 21-17, Q-102 15-8, Y-100 13-9, KTLK 18-15, WZUU 15-5, 13Q 21-10, WKBW 16-11, WOKY 22-16, WRKO 24-18, KHJ ex-26, KLIF ex-23, CKLW ex-30, WLAC 26-22, KING 22-13, KYA ex-24.
- DANCING QUEEN — ABBA — ATLANTIC**  
KCBQ 26-18, KGW 22-17, KLEO 23-18, WISM 24-18, WORC 23-17, WBBF 13-1, B-100 17-10, WCOL 29-24, WIFI 23-19, KAKC 27-22, KTLK 30-24, WMAK ex-27, WKBW 19-9, WPGC 26-21, KLIF 17-13, 99X 26-20, WDGY ex-29, WPIX 8-4, KING ex-25.
- GO YOUR OWN WAY — FLEETWOOD MAC — REPRISÉ**  
WISM 17-13, WKY ex-20, WQXI 19-15, WORC ex-28, KEEL 28-18, WHHY 21-14, Q-102 20-15, WLS 30-24, Z-93 26-21, WPRO 20-13, KTLK 18-14, KIMN 25-16, WFOM 18-13, WING 31-25, KSLQ 28-25, WHBQ 17-13, KNUS 27-24, KPAM 29-20.

## SECONDARY RADIO ACTIVE

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

- RICH GIRL — HALL & OATES — RCA**  
Adds: WTMA, WLCY, 14-RKO, KKLS, WNDE, WKIX, WROK, KENO, WPTR, WJDX, WBGW; Jumps: KKXL 22-4, 98Q 36-19, KNOE 30-20, KSLY 23-13, WRFC 33-23, WHNN 30-23, WGUY 26-22, WCUE 35-25, WEBC 12-9, WQPD 34-27, WTRY ex-30, WGLF ex-27, KAFY ex-29, WICC ex-30, KERN ex-26, WFOM ex-30, WFLB ex-30, WIFE ex-27.
- CRACKERBOX PALACE — GEORGE HARRISON — DARK HORSE**  
Adds: WING, KEIN, WTLB, KACY, KRIB, WROK, WISM, WGUY, WQPD, KENO, WGLF, WICC, WRFC, KKLS, WFOM, WFLB, WLCY, WFBR, WKWK; Jumps: WGSV ex-32, KERN ex-25, WAIR ex-30, WSPT ex-24, KAKC ex-29.
- SAM — OLIVIA NEWTON-JOHN — MCA**  
Adds: KELI, KRIB, 98Q, WTRY, WAIR, WEBC, KENO, WGLF, KKLS, WGUYA, KNOE, KVOX, WFBR, WGOW, KCRS; Jumps: KRSP 28-19, WING 44-34, 14-RKO ex-29.
- DON'T GIVE UP ON US — DAVID SOUL — PRIVATE STOCK**  
Adds: KKLS, WICC, WFBR, WGSV, KSLY, WING, WHNN, WISM, WGLF; Jumps: WYSL 19-7, KRIB ex-30, WSPT ex-27, WFOM ex-29, KVOX ex-31, KRSP ex-27.
- SAY YOU'LL STAY UNTIL TOMORROW — TOM JONES — EPIC**  
Adds: WORD, WKIX, WCUE, WGLF, WFOM, WFBR, G-55, WGSV, WGOW, KCRS; Jumps: WNDE 30-21, WING 37-31, WFLB ex-29.
- DO YA — ELO — UA**  
Adds: WTLB, KERN, 98Q, WISM, WQPD, WBGW, WRFC, KVOX, WKWK, KSLY, WGOW, KCRS, WGUY.
- HERE COMES THOSE TEARS AGAIN — JACKSON BROWNE — ASYLUM**  
Adds: WTLB, 98Q, WKIX, WPTR, WAIR, WGLF, WSPT, WFLB, WKWK, WGSV, WBLI; Jumps: WQPD ex-34.
- MOODY BLUE — ELVIS PRESLEY — RCA**  
Adds: WLOF; Jumps: 98Q 31-25, WDBQ 29-16, WQPD 13-5, WICC 29-24, KAKC 24-19, WGOW 20-11, WFOM 23-19, KELI ex-26, WHNN, ex-28, WCUE ex-38, WAIR ex-29.
- SO INTO YOU — ATLANTA RHYTHM SECTION — POLYDOR**  
Adds: WAIR, WGLF, KVOX, KRSP, WGUY, WING; Jumps: 98Q 37-30, WSPT 22-17, WRFC 27-20.
- I CAN'T SAY NO TO YOU — PARKER MCGEE — BIG TREE**  
Adds: WIFE, 98Q, WEBC, WGLF, WFOM, WFLB, G-55, 14-RKO, WING.
- REACH — ORLEANS — ASYLUM**  
Adds: KELI, WDBQ, WCUE, WPTR, WKWK; Jumps: WAIR ex-28, KRSP ex-32.

# THE SINGLES BULLETS

- #1 MANFRED MANN** — #1 rotation at 23% of our reporting stations including WMPS, WKY, WDGY, KSTP, WLAC, KERN, WIFI, Z-93, WNDE, WMET, WCAO, KIMN, KRSP, WGCL, KCPX. Top 5 airplay at 64% of our reporters including heavies CKLW-3, WHBO-3, KLIF-2, WRKO-2, KHJ-4, WFIL-3, Y-100-4, O-102-5, WSAI-4, KBEO-3, WMAK-3, 130-2, KSLO-3, KXOK-2, WPGC-2. Still late jumps at WABC 27-12, WFIL 16-3, Y-100 9-4, WIFI 6-1, KTLK 11-7, WDRQ 16-12, 99X 20-11, CKLW 7-3, WDGY 6-1, WPIX 18-10. #1 selling single at Peaches/Maple Heights, Singer/Chi., Stark/Cleve., Poplar Tunes/Memphis, Central South/Nash. #2 sales at City One Stop/L.A., World Wide/Seattle, Peaches/Delwood, Double B/L.I., Waxie Maxie/D.C., Potomac/Wash., Buffalo One Stop.
- #2 MARY MacGREGOR** — Top 5 airplay at 59% of our reporters including CKLW-4, WDGY-3, KLIF-5, WIFI-5, WCOL-4, Z-93-2, WAKY-4, WNCI-3, WSGN-5, WCAO-3, WOXI-5, WKBW-2, WOKY-2, WLEE-4, KJR-4, WPGC-3, KCBO-3. #1 rotation at 17% of our stations including WERC, WPEZ, WIRL, Y-100, WZUU, WMAK, 130, KXOK, KJRB, KTAC. Moving at WABC 15-11, WMET 22-18, WFIL 5-1, O-102 24-17, WLS 17-13, KSLO 25-21, 99X 15-10, CKLW 12-4. Top 5 sales at Tower/S.F., City One Stop, Licorice Pizza, Wallichs, Music Plus/L.A., World Wide/Seattle, Peaches/Columbus/Ft. Laud./Delwood, Norman Cooper/Phila., Double B, El Roy/L.I., Waxie Maxie/D.C., Bee Gee/Albany, King Karol/N.Y., Peters, Dicks, New England Music City/Boston, Potomac/Wash., Giant/Va., Stark/Cleve., Harmony House/Det., Consolidated/Det., West. Merch./Amarillo.
- #5 EAGLES** — Top 5 airplay at 43% of our reporters including CKLW-5, KSTP-2, WLAC-3, WHBO-4, KFRC-1, KHJ-2, Z-96-4, WPRO-3, WIRL-3, KTLK-1, WBBQ-1, WMET-5, WCAO-2, WSAI-5, KIMN-3, WZUU-4, WMAK-4, WLEE-1, KJR-2, WPGC-3, WGCL-2, KYA-5. Prime movers at WABC 11-9, WMET 9-5, WLS 12-6, 130 10-6, KSLO 18-10, CKLW 10-5, WPIX 14-9. Top 5 sales at Mile Hi/Denver, Tower/Sac./S.F., City One Stop, Wallichs/L.A., Waxie Maxie/D.C., King Karol/N.Y., Potomac/Wash., Sound Unltd./Chi., Giant/Va., Prospect, Stark/Cleve., Poplar Tunes/Memphis, Southern/Miami, Central South/Nash.
- #6 JACKSONS** — New adds at KNUS, KTLK, KTAC, WBG, KERN. Prime movers at WCAO 13-4, WNCI 17-13, WMET 20-16, WFIL 17-9, WCOL 17-10, KHJ 22-17, KIMN 21-15, KBEO 19-14, WNOE ex-26. Top 5 airplay at WMPS-3, CKLW-2, WHHY-1, Z-93-5, WCAO-4, WOXI-2, WDRO-1, WPGC-1, WAVZ-1. Top 10 sales at Music Plus/L.A., Peaches/Columbus/Ft. Laud./L.A., Norman Cooper/Phila., El Roy/L.I., Waxie Maxie/D.C., Town Hall/N.Y., Potomac/Wash., Giant/Va., Stark, Northern/Cleve., Harmony House/Det., Southern/Miami. (#11 on **CB** R&B singles chart).
- #8 STEVE MILLER** — #4 most active single this week with 22 big jumps including WOXI 16-8, O-102 27-20, WLS 21-15, WCOL 18-11, WSAI 21-13, WHBO 21-24, WAYS 15-10, WNOE 24-20, KING 10-1. Key adds at WABC, 99X, KHJ, WDRQ, WNCI. Top 5 airplay at KING-1, WORC-1, WDGY-4, KFRC-4, WPEZ-3, KRSP-4, B-100-5. Top 10 sales at Tower/Sac./S.F., Peaches/Ft. Laud./Maple Heights/Denver, Norman Cooper/Phila., Central/Hartford, Double B/L.I., Waxie Maxie/D.C., King Karol/N.Y., Peters, Dicks, New England Music City/Boston, Potomac/Wash., Singer, Sound Unltd./Chi., Giant/Va., Stark/Cleve., Harmony House/Det., West. Merch./Amarillo, Central South/Nash.
- #9 KENNY NOLAN** — Added at 99X, KFRC, WOXI, WAPE, WKY. Prime movers at WNCI 22-18, WFIL ex-24, KJR 17-13, KTLK 37-27, KIMN 16-11, WMAK 20-14, WPGC 17-12, KHJ 24-20. Top 5 rotation at WRKO-1, WCOL-3, KEEL-5, KAKC-4, WNOE-2. Top 10 sales at World Wide/Seattle, Waxie Maxie/D.C., Peters, Dicks, New England Music City/Boston, Potomac/Wash., Prospect/Cleve., Harmony House/Det., Central South/Nash.
- #10 BARRY MANILOW** — #5 most active single with 20 prime movers including WCAO 17-11, O-102 15-8, Y-100 13-9, KTLK 19-15, WZUU 15-5, WNOE 20-10, 130 21-10, WKBW 16-11, WRKO 24-18, KHJ ex-26, KLIF ex-23, CKLW ex-30, KYA ex-24. Heavy adds at WABC, WPEZ, KFRC. Top 5 rotation at WLS-1, WMET-2, WBG, WSAI-3, WZUU-5, WBBF-3, WORC-4. Top 10 sales at Peaches/Columbus/Delwood/Denver, Double B, El Roy/L.I., King Karol/N.Y., Dicks/Boston, Potomac/Wash., Singer/Chi., Giant/Va., Stark/Cleve.
- #12 BREAD** — Added at WLS, 130. 13 jumps include WABC 31-22, WMET 26-20, KTLK 20-12, WKBW 16-11, KBEO 25-20, KLIF 20-14, 99X 30-15, KCBO 19-12. Top 5 airplay at WMPS-5, WLAC-5, WHBO-5, KHJ-5, WLEE-5. Strong sales at Mile Hi/Denver, Tower/S.F., City One Stop, Licorice Pizza, Wallichs/L.A., Peaches/Cleve./Denver, El Roy/L.I., Waxie Maxie/D.C., Bee Gee/Albany, King Karol/N.Y., Dicks/Boston, Poplar Tunes/Memphis, Southern/Miami, Central South/Nash.
- #13 BOB SEGER** — #3 most active single with 22 prime movers including WCAO 18-13, WFIL 20-17, WLS 24-16, KXOK 18-12, WIFI 19-14, KJR 18-14, KTLK 31-22, WPGC 19-13, KLIF 16-12, WLAC 18-10, KNUS 26-21. Key adds at WPIX, 99X, Y-100, WMET O-102, WOXI, KIOA. Top 5 airplay at WRKO-3, WDRO-5, WBBF-4. Good sales at Tower/Sac./S.F., City One Stop, Wallichs/L.A., Peaches/St. Louis, Norman Cooper/Phila., Double B/L.I., Waxie Maxie/D.C., King Karol/N.Y., Peters, New England Music City/Boston, Giant/Va., Harmony House/Det., West. Merch./Amarillo, Southern/Miami.
- #14 AL STEWART** — #2 most active single this week with 36 prime movers including WMPS 14-9, WNCI 21-16, WMET 21-14, Y-100 22-15, WIFI 29-22, KJR 21-11, KTLK 34-26, WKBW 25-16, WPGC 25-7, WSAI 28-21, WRKO 20-16, KFRC 25-19, KHJ 23-19, KLIF 22-17, KCBO 30-20. #9 most added single with 10 new stations including WLS, 99X, WOXI, WAYS, WZUU, WPRO. Top 5 airplay at WDRC-5, WCAO-5, WORC-3. Strong sales at Music Street/Seattle, Tower/Sac./S.F., Licorice Pizza, Music Plus/L.A., World Wide/Seattle, Peaches/Denver/L.A., Waxie Maxie/D.C., King Karol/N.Y., Peters, New England Music City/Boston, Prospect, Northern/Cleve., Poplar Tunes/Memphis, Central South/Nash.
- #16 BARBRA STREISAND** — #1 most active single this week with 44 prime movers including WCAO 28-21, WNCI 10-4, WMET 17-8, WMPS 27-23, WQXI 20-14, CKLW 16-10, WHBO 27-21, WRKO 29-23, KFRC ex-18, KLIF ex-21, WCOL 13-5, WIFI 26-20, Z-93 18-11, WGCL 20-15. #8 most added single with new stations including WABC, WFIL, WKBW, KSLO, KHJ, 99X, WPIX, WBBF. Already top 5 at Y-100-5, WCOL-5, O-102-1, WSAI-2, KAKC-1, KNUS-5. Excellent sales at Banana/S.F., Tower/Sac./S.F., Licorice Pizza, Wallichs, Music Plus/L.A., Peaches/Columbus/Ft. Laud./Cleve./Delwood/Denver/St. Louis/L.A., Waxie Maxie/D.C., Rec. & Tape/Balt., Bee Gee/Albany, Peters, Dicks, New England Music City/Boston, Potomac/Wash., Giant/Va., Prospect/Cleve., West. Merch./Amarillo, Central South/Nash.
- #17 ABBA** — #6 most active single with 19 big jumps including WCOL 29-24, WIFI 23-19, KTLK 30-24, WKBW 19-9, WPGC 26-21, KLIF 17-13, 99X 28-20, WPIX 8-4. #6 most added single with 11 new stations including WPEZ, Z-93, KJR, 13Q, KSLO, KHJ, WOKY, WAPE. Top 5 airplay at WPRO-2, WBBF-1, KRSP-2, WPIX-4. Strong sales at Tower/Sac., Licorice Pizza, Music Plus/L.A., Richman Bros./Phila., Central/Hartford, El Roy/L.I., Waxie Maxie/D.C., Rec. & Tape/Balt., Bee Gee/Albany, King Karol/N.Y., Peters, New England Music City/Boston, Potomac/Wash., Giant/Va., Prospect, Stark/Cleve., West. Merch./Amarillo.
- #19 FLEETWOOD MAC** — #7 most active single with 18 big jumps including WQXI 19-15, O-102 20-15, WLS 30-24, Z-93 26-21, KTLK 18-14, KSLQ 28-25, WHBO 17-13, KNUS 27-24. New adds at KJR, WSAI, WLAC, KBEO, KTAC, KNDE. Good sales at Mile Hi/Denver, Tower/Sac./S.F., Licorice Pizza/L.A., Peaches/Delwood/L.A./St. Louis, Double B, El Roy/L.I., Waxie Maxie/D.C., Bee Gee/Albany, King Karol/N.Y., New England Music City/Boston, Potomac/Wash., Singer/Chi., Giant/Va., Harmony House/Det., Central South/Nash.
- #20 KISS** — Added at KLIF, WAYS. 12 jumps include WCAO 21-16, WPEZ 18-15, WLS 28-23, KTLK 32-25, 130 ex-25, WHBO 22-11, KSTP 16-11. Good sales at Licorice Pizza/L.A., Peaches/Columbus/Delwood, Richman Bros./Phila., El Roy/L.I., Waxie Maxie/D.C., Bee Gee/Albany, Peters, New England Music City/Boston, Potomac/Wash., Singer/Chi., Giant/Va., Harmony House/Det., West. Merch./Amarillo.
- #23 KANSAS** — #4 most added single with 13 new stations including WMPS, WNCI, WMET, KJR, KLIF, KCBO, WNOE, WGCL, KING, KSTP, WOKY, WSGN. 10 jumps include WPEZ 27-18, WCOL 22-15, WIFI ex-30, Z-93 ex-26, 130 18-4. Sales at Licorice Pizza/L.A., Peaches/Columbus/L.A., Waxie Maxie/D.C., Potomac/Wash., Singer/Chi., Prospect/Cleve., Central South/Nash.
- #25 10cc** — Added at WLAC, WOKY, WKBW, Z-93, O-102, WOW, KERN. 15 prime movers include WDRC ex-29, WAKY 29-20, WORC 29-24, WCAO ex-23, KEEL 30-25, WRKO 19-15, WNOE ex-30. Good sales at Peaches/Maple Heights/Delwood, Norman Cooper/Phila., Double B/L.I., Waxie Maxie/D.C., Peters, New England Music City/Boston, Potomac/Wash., Giant/Va., West. Merch./Amarillo.
- #26 STEPHEN BISHOP** — Added at WAVZ, WMAK, B-100, WAKY, WKY, KJOY. Jumps at WISM ex-29, WORC 30-25, WSGN 26-13, WBG, 24-18, WPRO ex-25, KTLK 27-23, KTAC ex-25. Good sales at Tower/S.F., Licorice Pizza/L.A., Peaches/Cleve./Columbus, Double B, El Roy/L.I., Rec. & Tape/Balt., Potomac/Wash., Giant/Va., Stark/Cleve., Consolidated/Det., Central South/Nash.
- #27 SMOKIE** — Added at WCAO, WRKO, KSTP, WAPE, WDRC. Jumps at KIOA 17-10, WIRL 22-17, WORC 21-16, WBBF 16-10, WBG, ex-22, Z-93 ex-29, WING 28-23, O-94 26-19. Sales at Peaches/Columbus, Waxie Maxie/D.C., New England Music City/Boston, Prospect/Cleve., Poplar Tunes/Memphis.
- #28 BEE GEES** — #10 most added single with 9 new stations including WNOE, WMAK, KTLK, KJR, KAKC, WOW, Z-96. 16 prime movers include WMPS 24-17, WCAO 27-22, WCOL 28-23, WBBQ 29-25, WPRO 25-19, KIMN ex-24, WING 32-28, KHJ 29-24. Excellent sales at Music Street/Seattle, Tower/S.F., Wallichs/L.A., Peaches/Denver, Waxie Maxie/D.C., Rec. & Tape/Balt., King Karol/N.Y., Peters, Dicks/Boston, Potomac/Wash., Giant/Va., Stark/Cleve., Harmony House/Det., Music Scene/Atl. (Debuted at 57 bullet on **CB** R&B singles chart).
- #30 THELMA HOUSTON** — Key adds at WRKO, WOXI, WGCL, WDRO, O-94, KRBE. Jumps at WCAO 26-19, KXOK 23-16, Z-93 23-19, WPGC 21-16. Good sales at Music Plus/L.A., Peaches/Maple Heights/L.A., Norman Cooper, Richman Bros./Phila., Double B, El Roy/L.I., Waxie Maxie/D.C., King Karol/N.Y., Peters, Dicks/Boston, Potomac/Wash., Giant/Va., Stark/Cleve., Harmony House/Det., Music Scene/Atl. (#9 bullet on **CB** R&B singles chart).
- #38 BOSTON** — #2 most added single this week with 15 new stations including WMPS, WAKY, WORC, KXOK, KAKC, WMAK, WERC, WKBW, WPGC, KFRC, KCBO. Jumps at WISM ex-30, B-100 ex-30, WSGN ex-28, WIFI ex-28, WING 43-22, KSTP 23-18, WAVZ 28-24. Early sales at Peaches/Delwood/St. Louis, Double B/L.I., Bee Gee/Albany, King Karol/N.Y., Peters/Boston, Potomac/Wash., Giant/Va., Poplar Tunes/Memphis.
- #48 HALL AND OATES** — #3 most added single with 14 new stations including WERC, Z-96, WMPS, WSGN, KDWB, WZUU, O-94, WAPE. Jumps at KERN ex-26, WCAO ex-29, WIFI ex-26, WFOM ex-30, WAYS 18-12, WLAC 25-19. #1 most active single on the secondary level with new adds at WTMA, KRKO, KKLS, WNDE, WROK, KENO, WPTR. (Debuted at 82 bullet on **CB** R&B singles chart).
- #52 DAVID SOUL** — #1 most added single with 16 new stations including KYA, KSTP, WDGY, WRKO, KBEO, WING, WIFI, KEEL, Z-96, WISM. Jumps at KLIF ex-24, KFRC ex-24, WFOM ex-29, WKBW 30-23, WBBF 15-11. #4 most active single on the secondary level with new adds at KKLS, WICC, WFBR, KSLY.
- #54 ELVIS PRESLEY** — Added at WSGA, WLEE, WBBQ, KIMN, Y-100. Jumped at WORC 16-11, KAKC 24-19, WPRO ex-24, WFOM 23-19. #8 most active single on the secondary level with movement at 98Q, WOPD, WICC, WHNN.
- #57 GEORGE HARRISON** — #5 most added single with 12 new stations including WLAC, WING, WFOM, KTLK, KRBE, WSGN, WDRC, WERC. Jumps at WMPS 29-24, WCAO ex-26, WCOL 32-25, WPRO ex-23, KAKC ex-29, WAVZ 30-26. #2 most active single on the secondary level with new adds at KERN, WTLB, KRIB, WOPD, KENO, WICC, WRFC, KKLS.
- #58 TOM JONES** — Added at WCOL, KTLK, WHBO, KLIF, WFOM, WMAK, WBBO. Jumped at WHHY 28-19, WNDE 30-26, KRBE 15-6. #5 most active single on the secondary level with new adds at WORD, WKIK, WCUE, WFBR. Sales at Dicks/Boston, Giant/Va., Prospect/Cleve., Harmony House/Det.
- #70 WILTON PLACE STREET BAND** — Added at KCBO. Excellent sales across the country highlighted at City One Stop, Licorice Pizza/L.A., Peaches/Columbus/Ft. Laud./Denver, Town Hall/N.Y., Potomac/Wash., Assoc./Phoenix, Giant/Va., Music Scene/Atl. (#50 bullet on **CB** R&B singles chart).
- #71 JACKSON BROWNE** — Added at KILT, O-102, WNOE, O-94, KRBE, WHHY, WSGN. Last week added at WRKO, WNOE, KIMN. #7 most active single on the secondary level with new adds at WTLB, 98Q, WPTR, WAIR, WSPT, WFLB, WKWK.
- #73 DONNA SUMMER** — The flip of "Spring Affair," "Winter Melody" garnered adds at Z-96, WAKY, KEEL, WGCL, WHHY. (Debuted at 71 bullet on **CB** R&B singles chart).
- #76 OLIVIA NEWTON-JOHN** — Added at KIMN, WCOL, WSGN, WIRL, Z-96. Jumps at WING 44-34, KAKC ex-30, WHHY 12-4, WORC ex-29. #3 most active single on the secondary level with new adds at KELI, KRIB, 98O, WTRY, WAIR, KENO, KKLS, KNOE, WGW.
- #77 DICKY GOODMAN** — #7 most added single with 11 new stations including Y-100, WSGA, WBBO, KTAC, WKBW, KBEO, KYA, KSTP. Jumped at WSAI 29-24.

# REGIONAL ALBUM ACTION

## NORTH CENTRAL

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

1. KISS (ALIVE)
2. ENGELBERT HUMPERDINCK
3. KISS (DESTROYER)
4. BREAD (BEST OF)
5. BOB SEGER (LIVE)
6. BRICK
7. PINK FLOYD (DARK SIDE)
8. DAVID SOUL
9. GROVER WASHINGTON
10. ROY AYERS

## MIDWEST

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

1. KISS (DESTROYER)
2. TED NUGENT
3. ABBA
4. ENGELBERT HUMPERDINCK
5. CHICK COREA
6. KISS (ALIVE)
7. UNDISPUTED TRUTH
8. NITTY GRITTY DIRT BAND
9. STARCASTLE
10. RUNAWAYS

## NORTHEAST

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

1. SATURDAY NIGHT LIVE
2. BRICK
3. CHICK COREA
4. ENGELBERT HUMPERDINCK
5. ATLANTA RHYTHM SECTION
6. GROVER WASHINGTON
7. JEFFERSON AIRPLANE
8. ABBA
9. TRAMMPS
10. SAVANNAH BAND
11. KISS (DESTROYER)
12. RENAISSANCE
13. JOAN ARMATRADING
14. LEO KOTTKE
15. HAROLD MELVIN & THE BLUE NOTES

## WEST

(California, Seattle, Portland)

1. GROVER WASHINGTON
2. ABBA
3. TAJ MAHAL
4. AEROSMITH (ROCKS)
5. GEORGE BENSON (CTI)
6. LEO KOTTKE
7. DAVID LAFLAMME
8. DENIECE WILLIAMS
9. THELMA HOUSTON
10. JEFFERSON AIRPLANE
11. STARCASTLE
12. DAVID SOUL
13. JEAN-LUC PONTY
14. CITY BOY
15. BABYS

## NATIONAL BREAKOUTS

- |                  |                        |
|------------------|------------------------|
| 1. BOB SEGER     | 9. AEROSMITH (TOYS)    |
| 2. BARRY MANILOW | 10. DAVID BOWIE        |
| 3. KANSAS        | 11. EMMYLOU HARRIS     |
| 4. BREAD         | 12. AVERAGE WHITE BAND |
| 5. GARY WRIGHT   | 13. LEON REDBONE       |
| 6. MANFRED MANN  | 14. MARY MacGREGOR     |
| 7. SANTANA       | 15. JANIS IAN          |
| 8. GENESIS       | 16. RUFUS              |

## BALTIMORE/WASHINGTON

1. UNDISPUTED TRUTH
2. TRAMMPS
3. BLACKBYRDS
4. GROVER WASHINGTON
5. CHICK COREA
6. ROY AYERS
7. BRICK
8. BOOTSY'S RUBBER BAND
9. RENAISSANCE
10. LETTA MBULU
11. MASS PRODUCTION
12. SATURDAY NIGHT LIVE
13. HAROLD MELVIN & THE BLUE NOTES
14. ASHFORD & SIMPSON
15. MAN'S THEORY

## DENVER/PHOENIX

1. ABBA
2. STARCASTLE
3. ATLANTA RHYTHM SECTION
4. JEFFERSON AIRPLANE
5. RENAISSANCE
6. TAJ MAHAL
7. BARCLAY JAMES HARVEST
8. CHUCK MANGIONE
9. DAVID LAFLAMME
10. ANDREW GOLD

## SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. ENGELBERT HUMPERDINCK
2. LEO KOTTKE
3. GROVER WASHINGTON
4. CHICK COREA
5. SATURDAY NIGHT LIVE
6. DENIECE WILLIAMS
7. TOMITA
8. GATO BARBIERI
9. SAMMY HAGAR
10. JEAN-LUC PONTY

## SOUTHEAST

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

1. ATLANTA RHYTHM SECTION
2. ENGELBERT HUMPERDINCK
3. DENIECE WILLIAMS
4. BRICK
5. KISS (DESTROYER)
6. JEFFERSON AIRPLANE
7. SATURDAY NIGHT LIVE
8. ABBA
9. GEORGE BENSON (CTI)
10. BOOTSY'S RUBBER BAND

Albums listed as regional breakouts are consensus choices of the accounts listed below. These accounts assess hit potential of new LP releases based on regional sales, overall sales potential and per-

sonal predictions. Albums listed as national breakouts have been reported by a minimum of 75% of outlets listed below and have appeared in a minimum of six markets.

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

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

## Rising Raw Materials Prices Have Led To Higher Costs

(continued from page 9)

printing, agreed. The key to success in the marketplace is service. "In other industries, the lead time might be four to six weeks," he explained. "In this business, it's three to seven days. In times of stress and strain, if you can't deliver, you may lose an account."

### Two Printing Techniques

Basically, albums are printed in two ways: directly onto "solid bleached sulfate" (bleached board), a relatively new technique pioneered by Shorewood in the early 1960s; or printed onto a fine piece of paper, called "slick," and shipped to a fabricator who then glues it to a "chipboard jacket." When larger quantities of 50,000 to 100,000 or more jackets are needed, direct printing is considerably cheaper, with savings on waste and shipping.

"When we got into the business in the

mid 1960s, we decided direct printing was the format of the future," said Block. For example, he pointed out that nine of the top 10 LPs on a recent **Cash Box** Top 100 Albums chart were direct-printed. Chipboard jackets, he continued, are used more in catalog items, which make up a sizable portion of the full-service printer's business.

### Rising Overhead

Costs in the record packaging industry rose an estimated eight to ten percent during 1976. Heading that hike is the cost of paperboard, which has risen steadily over the past five years. Heating oil, similarly, costs two to three times as much as it did four years ago. "Three years ago I paid 16¢ for heating oil . . . now I'm paying 48¢," said one printing executive. Energy costs overall have hit packagers particularly hard, since they not only have to heat and air-condition

their buildings but must also air-condition overheated machinery parts and humidify plate-making devices.

Most of the industry is unionized, and spokesmen for the major packagers say that wages, which have risen about 25% since 1973, have generally kept pace with the cost-of-living. A skilled pressman, according to Verebay, can make \$30,000 or more a year with overtime, and administrative labor costs have likewise gone up. Finally, trucking, affected by increases in fuel and maintenance costs, adds another two to five cents to the cost of packaging a record. Queens Litho built a second plant in Indianapolis primarily in order to save freight costs to the west coast.

### Biggest Rise In Paperboard

Because packaging firms are moderate to small-sized independent operations, without heavy computerization, they are

hard-pressed to itemize their costs quickly. Nevertheless, several firms believe at least 40% to 50% of their operating expenses are in paperboard.

Paperboard, which includes not only bleached board and "coated one-sided litho stock" (chipboard), but various grades of sleeve and label paper, has gone up in price over 200% in the last five years.

Block, a former paper company staffer, said board costing \$180 a ton in the early 1970s now runs \$425 to \$450 per ton. Another printing executive said his paper cost has gone from \$180 to \$405 a ton since 1973.

Queens Litho, which just raised its price to the record companies, did so largely on the basis of a recently announced five percent increase in paperboard prices. Before 1970, the packagers say, paper prices were

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# ALBUM CHART ANALYSIS

## #1\* A STAR IS BORN

The soundtrack to the movie "A Star Is Born" becomes the first album new to the number one position since Stevie Wonder and the Eagles. 70% of all accounts reporting in the Southeast/South Central region claimed best selling status on the soundtrack including Record Dept. Merch., Spec's, Gary's, Peaches (Ft. Lauderdale & Atlanta), United, record Shack (Atlanta), Western Merch., Tape City, Soundtown, Record Hole and Zebra. 73% of all Midwest reporting experienced number one sales including Camelot, Disc, 1812, Wax Museum, Harmony House, Peaches (Cleveland, Columbus & Maple Heights), Northern, Consolidated and Siebert's. Equally impressive is the West Region, highlighted by reports from Music Plus (1), Everybody's (1), DJ's Sound City (1), Banana (1), Record Cove (1), Tower (Sacramento) (1), Peaches (L.A.) (1), Licorice Pizza (2), Music Street (3), and Wallich's (4). The Record Bar (national) also reported the soundtrack their best seller, while growth on the J.L. Marsh computer run of 10-4 was witnessed. "Theme From "A Star Is Born" enters the top twenty this week on the **CB** Top 100 Singles chart at number 16 bullet.

## #16\* AL STEWART

Qualitative reports in the Midwest and West Region continue to highlight Stewart's certified gold LP this week, boosted by the success of the title single "Year Of The Cat," at number 14 bullet on the **CB** Top 100 Singles chart. In the Midwest Region reports include Caper's Corner (2), Peaches (Maple Heights (3), Cleveland (4) & Columbus (4), Disc (4), Wax Museum (6), Northern (8) and Ambat (8). Top ten reports from the West Region include Licorice Pizza, Music Plus, Warehouse, Everybody's, Odyssey, Tower (Sacramento & San Diego), Wallich's, City One Stop, Record Cove and Millenium. The J.L. Marsh (computer run) displays overwhelming growth this week with movement of 60-36, while maintaining top 15 status at the Korvettes chain. The Northeast, Balt.-Wash., Southeast and South Central Regions continue to grow at an outstanding rate, and should help to bring this LP to platinum status.

## #17\* ZZ Top

Every market reports significant sales this week, most impressively the Record Bar (3), Korvettes (7) and J.L. Marsh (48-29) on a national level. Reports from Western Merch., Tape City, Mushroom, Soundtown, Inner Sanctum and Zebra typify ZZ's hometown success. The Midwest and West Regions continue to enjoy strong sales, this week's reports from National Record Mart, Camelot, Disc, 1812, Streetside, Caper's Corner, Swallen's, Harmony House, Peaches (Columbus, St. Louis & Delwood), Sounds Unltd. and Northern in the Midwest Region, and Everybody's, Odyssey, Banana, Music Street, World Wide and Record Cove in the West-Region. Other major accounts including ZZ Top in their top 30 best sellers are King Karol, TSS/Record World, Record Dept. Merch. and Handelman (computer run).

## #22\* BOB SEGER

This week's number 1 National Breakout has left no market untouched. Most numerous major accounts reporting "Night Moves" come from the West Region, with reports from Licorice Pizza, Music Plus, Warehouse, Everybody's, City One Stop and Odyssey, while securing reports from Tower (Sacramento & San Diego), Wallich's, Peaches (L.A.) and Banana. The Midwest Region, Seger's home turf reported strong sales from Camelot, Disc, Swallen's, Harmony House, Peaches (all Midwest stores), Consolidated and Ambat. The Southeast Region continues to develop with top thirty reports from Spec's, Gary's, Peaches (Ft. Lauderdale & Atlanta), Poplar, United, Music Scene, Record Shack (Atlanta), Southern and Central South, while displaying continuous growth in the Northeast Region. The title single moves 15-13 bullet on the **CB** Top 100 Singles chart and should continue to enhance sales on this certified gold LP.

## #32\* BREAD

Number 4 on the National Breakout chart this week, Bread's strongest region continues to be the West and the racked accounts. Everybody's, Tower (S.F.), Odyssey, World Wide, Wallich's, Banana and Music Street are the West Region reporters. Other major accounts include Record Bar, Korvettes, Heilicher and Handelman on a national level and Harvard Coop, Record Dept. Merch., Western Merch., Camelot, Disc and National Record Mart regionally, all reporting top thirty sales or better. The renewed interest in this newly reformed group has generated strong sales on the "Greatest Hits, Vol. I" LP, bringing it back on the **CB** Top 200 LP chart at 169 bullet.

## #34\* GARY WRIGHT

Following in the footsteps of his last LP, Wright's newest continues to grow at an exceptional rate. The Midwest Region continues to reflect strongest sales, reports coming from National Record Mart, Camelot, Disc, 1812, Caper's Corner, Swallen's, Harmony House, Peaches (Cleveland & Columbus) and Sounds Unltd. The West Region also reflects strong sales as reported by Tower (S.F.), Everybody's, City One Stop, World Wide, Wallich's, Music Street and Odyssey. On a national level, Record Bar and Korvettes report top 30 action, accompanied by strong growth at J.L. Marsh and Handelman (computer run). With two top ten singles under his belt, acceptance to his next should be immediate and will certainly bring Wright to gold if not platinum status.

## #36\* MANFRED MANN

"Blinded By The Light," number 1 on the **CB** Top 100 Singles chart this week is the story behind the success of "The Roaring Silence." Number 6 on the National Breakout chart this week, accounts include King Karol, Cavages, Harmony House, Alwilk, Buffalo One Stop, Central, Norman Cooper, Richman Bros., Potomac and Waxie Maxie in the Northeast/Balt.-Wash. Region; Record Dept. Merch., Gary's, Peaches (Atlanta), Poplar, Music Scene, Record Shack (Atlanta), Giant and Mushroom in the Southeast/South Central Region; National Record Mart, Camelot, Disc, Sounds Unltd., Swallen's, Peaches (Maple Heights & Cleveland), Northern, Consolidated and Ambat in the Midwest Region; and Music Plus, Tower (S.F. & San Diego), Odyssey, Millenium, World Wide, Mile High and Associated in the West/Denver-Phoenix Region.

## #37\* SANTANA

This week's number 7 National Breakout obtained reports from the Record Bar, Korvettes, Handelman and J.L. Marsh on a national level. Major accounts reporting Santana include King Karol, Harvard Coop, Disc, Sound Unltd., Licorice Pizza, Music Plus, Everybody's, Tower (S.F.), and Odyssey, as well as the majority of progressive accounts. The R&B acceptance is indicated by reports in the Balt.-Wash. Region, accounts including For The Record, Record & Tape Coll., Harmony Hut, Record Masters, Potomac and Morey's, all reporting top thirty action or better.

## #42\* GENESIS

Like so many progressive rock, English rock and cult groups, the retail response far exceeds the racked account response. Genesis is no exception with retail and one-stop action alone bringing Genesis to top 50 status. Number 8 on the National Breakout chart this week, Midwest reports highlight the retail and one-stop response with reports from National Record Mart, Camelot, Disc, Sounds Unltd., 1812, Streetside, Caper's, Corner, Swallen's, Wax Museum and Peaches (all Midwest stores), Record & Tape Coll. and Record Masters continue to report top 5 sales in the Balt.-Wash. Region, while the West Region contributed reports from Licorice Pizza, Music Plus, Tower (San Diego), Peaches (L.A.), Banana and Millenium. The Northeast Region is no less impressive with reports from King Karol, TSS/Record World, Cavages, N.E. Music City, Alwilk, Bee Gee, Norman Cooper and Peter's.

## #43\* AEROSMITH

This double platinum LP "Toys In The Attic" continues to bullet up the charts as the single "Walk This Way" maintains top twenty position on the **CB** Top 100 Singles chart. Number 9 on the National Breakout chart this week, accounts reporting include Alexanders, TSS/Record World, Cavages, Alwilk, Vornado, Dick's and Norman Cooper in the Northeast Region; Giant, Record Shack (Atlanta), Southern, Western Merch. and Tape City in the Southeast/South Central Region; Camelot, Disc, National Record Mart, Sounds Unltd., Swallen's, and Ambat in the Midwest Region; and Licorice Pizza, Music Plus, City One Stop, Odyssey, Tower (Sacramento & San Diego), DJ's Sound City and Banana in the West Region. Both the Record Bar and J.L. Marsh (computer run) reflects top thirty sales on a national level.

## #47\* DAVID BOWIE

"Low," this week's number 10 National Breakout shows strong sales in virtually every region. Sales are most apparent in the West Region with the following accounts reporting Bowie in their top thirty best sellers: World Wide (1), Licorice Pizza (4), Music Plus, Everybody's, Tower (S.F.), Odyssey, City One Stop, Wallich's, Peaches (L.A.), Music Street, and Millenium. The Northeast/Balt.-Wash., regions prove Bowie's ability to crossover with reports from King Karol, Sam Goody (Phila.), TSS/Record World, Alwilk, Harmony Hut, Record Masters, Double B, Norman Cooper, Richman Brothers, Dick's, Potomac and Waxie Maxie. The Midwest and Southeast regions are also proving to be strongholds for this LP.

## #49\* EMMYLOU HARRIS

Number 11 this week on the National Breakout chart, "Luxury Liner" continues its cruise to national acceptance with key reports from Korvettes and Record Bar. Emmylou's strongest sales are in the West Region with reports from Everybody's (6), Tower S.F. (10), Odyssey (4), World Wide (8), Music Plus, Music Street (5), Tower (Sacramento & San Diego), Banana and Record Cove. She is also strong in the Denver-Phoenix region with Peaches (Denver), Independent, Rolling Stone, Mile High and Associated all reporting top thirty or better; and in the Southeast with Gary's (7), Giant (8), Peaches (Atlanta), Music Scene and Record Shack. Other major accounts include: Harvard Coop (9), Harmony Hut and Disc. Rack growth is seen and should continue with the exposure of the album.

## #64\* LEON REDBONE

"Double Time," this week's number 13 National Breakout is the sleeper of the year thus far. Strongest sales action comes from the West region with Everybody's, Tower (S.F.), Odyssey, Wide World, Banana, Millenium and Peaches (L.A.) all reporting Redbone top thirty or better. Also strong is the South Central region with top five reports from Zebra and Inner Sanctum as well as top thirty reports from Tape City and Record Hole; and the Midwest with Disc, 1812, Streetside, Caper's Corner, Wax Museum and Peaches (Maple Heights). Other major accounts reporting this LP are Harvard Coop and Record Dept. Merch. The LP is also starting to grow at the rack level.

## #74\* MARY MacGREGOR

MacGregor's single "Torn Between Two Lovers" which is presently at number 2 with a bullet on the **CB** Top 100 Singles chart, has ignited her new LP. The album is number 14 this week on the National Breakout chart and is highlighted in the Northeast region with reports from King Karol, TSS/Record World, Vornado, Norman Cooper, Jimmy's and N.E. Music City; in the West region with such major accounts as Licorice Pizza, Warehouse, and Wide World reporting top thirty action. Southeast/South Central action is strong with reports from the following: Inner Sanctum, Spec's, Soundtown, Poplar, Record Hole and Central South. Response at the rack level exploded this week as the LP jumped to top 100 status on both the J.L. Marsh and Handelman computer runs.

## #76\* JANIS IAN

"Miracle Row" is receiving an immediate response on both coasts as well as action across the nation earning this LP the number 15 position on the National Breakout chart. In the West region top thirty action comes from Music Plus, Tower (S.F.), Everybody's, Odyssey, Wide World, Wallich's, Record Cove and Peaches (L.A.); and in the Northeast/Balt.-Wash., regions with reports from King Karol, Harmony Hut, Sam Goody (Phila.), Norman Cooper and Central. Other reports include: Korvettes, Soundtown, Peaches (Atlanta, Ft. Lauderdale and Denver), Disc, Rolling Stone and Mile High.

## #81\* ABBA

Internationally acclaimed Abba is making domestic waves. With "Dancing Queen" moving from 20-17 bullet on the **CB** Top 100 Singles chart, album sales are following and should pick up in direct proportion to the success of the single. Midwest action is shown at National Record Mart, Peaches (Cleveland, Maple Heights, and Delwood) and Ambat. Sales reports in the Northeast include: TSS/Record World, Norman Cooper, N.E. Music City and Central; in the West reporters are Tower (S.F.), Wide World, Record Cove and Peaches (L.A.). Other accounts showing top thirty action on "Arrival" are Waxie Maxie, Music Scene, Record Shack (Atlanta), Mile High and Peaches (Denver).

## #119\* JEFFERSON AIRPLANE

This Two LP "Flight Log" anthology listed at 10.98 should sell to old Airplane diehards as well as present Starship fans. Sales this week in the Northeast/Balt.-Wash., regions include King Karol, Richman Brothers, Norman Cooper and Waxie Maxie; in the Southeast/South Central regions top thirty reporters are Record Shack (Atlanta), Poplar, Central South, Peaches (Ft. Lauderdale), and Soundtown; and in the West/Denver-Phoenix regions World Wide, Tower (San Diego), Mile High, and Peaches (Denver) are showing top thirty sales or better.

# Cash Box Country

## Green Valley Record Store Goes Back To The Beginning : Mail Order

by Carmen Adams

NASHVILLE — Green Valley Record Store has projected it will sell 100,000 to 110,000 units of a special record package entitled "Amazing Grace" by February. The repackaged, featuring Red Foley and Jimmie Davis singing gospel, is selling more or equal to what would be a top ten selling album through television advertising.

Steve Goldstein, part owner of Green Valley Record Store with business consultant Harold Hitt, said, "I anticipate the mail order business of Green Valley to be over a million dollars based upon current volume, which isn't bad for a company starting out two months ago."

The Nashville office of Green Valley Record Store is directed by officers Harold Hitt and Steve Goldstein. Marilyn Perryman, general manager, and Dean Hitt serve as television time buyers. The operation carries no inventory except what small number they need; there are no returns to deal with; and most important, they have no receivables, meaning they see immediate return in cash. "What we've done with Green Valley Record Store," Goldstein explained, "is to go back to the original principle, cut out the middlemen and use media as our retailer. This method is more convenient and a less expensive purchase plan for the consumer."

One method Green Valley developed is to utilize television to market record product through key outlet advertising. This is a simple general advertising principle previously neglected by record marketers. Record companies previously marketed their product with the idea that

because record stores sell their records, advertising on radio would encourage airplay and then they could tag the record stores through the radio ad. While airplay may result, the numbers sacrificed make radio a less efficient method of reaching audiences.

According to Goldstein, "Television is the most effective use of the advertising dollar to promote and sell country records. We can pinpoint our market and pinpoint our audience and the demographics of our audience. Our market for the "Amazing Grace" package has been defined as "older women." Knowing this, we can buy time on "Dinah," or the "Merv Griffin Show" and have 85% effectiveness reaching our market, so our advertising dollar is well spent."

### Utilize Print Media

Another facet of the Green Valley marketing thrust is to utilize the print media, convincing record companies to coupon their ads and let Green Valley handle the mail order response. Tagging the ads record companies have already budgeted for consumer publications makes the product available directly through the ad and accessible to the 50% of the population that are considered to be mail order buyers. Mail order buyers, are those people living in rural areas where record product is unavailable or limited.

Couponing ads help defray the cost of advertising, and sales generated from the ad can pay for the total cost. According to Goldstein, "Couponing ads also provide a demographic profile of the record buyer. By inquiring as to the age and sex of the record buyer on the coupon with the added address information, a record company can determine a region and demographic profile. And more important, the record company doesn't spend money on advertising with no measure of its effectiveness. You're going to get back definite results and recoup some of the cost of the ad. That's why we've been working closely with RCA and MCA. In the upcoming months we'll be working with Columbia, Capitol, United Artists and ABC Records and I expect by June every company that sells country records will be couponing their ads."

Working with the record companies, Green Valley Record Store acts as a fulfillment service, buying the records wholesale and fulfilling mail orders as well as providing a demographic profile by region. Mail orders are routed through the Nash-

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## Hall To Conduct Songwriting Class

MURFREESBORO, TN. — Country music artist Tom T. Hall will conduct a songwriting course Feb. 7, 14 and 21 at Middle Tennessee State University in Murfreesboro.

Presented in cooperation with the MTSU Music Department, the Music Industry Student's Association and the Office of Continuing Education, the course will be limited to fifty persons. Open first to MISA members and then to the general public, the registration fee is \$30. Late registration, on a space available basis only, will be at the first class meeting. The class will meet Monday evenings from 6 to 8 pm in Dining Room B of the Student Union Building on the MTSU campus.

## Top 50 Country Albums

	Weeks On Chart		Weeks On Chart
1 <b>RONNIE MILSAP LIVE</b> (RCA APL 1-2043)	1/29 11	26 <b>YOU AND ME</b> TAMMY WYNETTE (Epic KE 34289)	1/29 17
2 <b>WAYLON LIVE</b> WAYLON JENNINGS (RCA APL 1-1108)	2 9	27 <b>SPIRIT</b> JOHN DENVER (RCA APL 1-1694)	29 21
3 <b>I DON'T WANT TO HAVE TO MARRY YOU</b> JIM ED BROWN & HELEN CORNELIUS (RCA APL 1-2024)	8 8	28 <b>ANGELS, ROSES AND RAIN</b> DICKEY LEE (RCA APL 1-1725)	19 10
4 <b>GILLEY'S SMOKIN'</b> MICKEY GILLEY (Playboy PB 415)	3 13	29 <b>ALONE AGAIN</b> GEORGE JONES (Epic KE 34290)	28 15
5 <b>DON'T STOP BELIEVIN'</b> OLIVIA NEWTON-JOHN (MCA 2223)	4 12	30 <b>THE OUTLAWS</b> WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	35 5
6 <b>THE ROOTS OF MY RAISING</b> MERLE HAGGARD & THE STRANGERS (Capitol 11586)	7 9	31 <b>LUXURY LINER</b> EMMYLOU HARRIS (Warner Brothers WBS 2998)	— 1
7 <b>GREATEST HITS VOLUME II</b> CONWAY TWITTY (MCA 2235)	5 12	32 <b>DAVE &amp; SUGAR</b> (RCA APL 1-1818)	21 23
8 <b>CRASH</b> BILLY "CRASH" CRADDOCK (ABC/Dot D0SD 2063)	6 12	33 <b>DANCE</b> PURE PRAIRIE LEAGUE (RCA APL 1-1924)	36 5
9 <b>THE BEST OF GLEN CAMPBELL</b> (Capitol ST 11577)	9 11	34 <b>CRYSTAL</b> CRYSTAL GAYLE (United Artists UA LA 614G)	33 24
10 <b>THE BEST OF CHARLEY PRIDE VOL. III</b> (RCA APL 1-2023)	11 13	35 <b>I'M NOT EASY</b> BILLIE JO SPEARS (United Artists UA LA 684G)	34 9
11 <b>TONITE! AT THE CAPRI LOUNGE</b> MARY KAY PLACE (Columbia PC 34353)	12 13	36 <b>SAX LIFE IN NASHVILLE</b> MAURY FINNEY (Soundwaves SWS 3301)	37 9
12 <b>THE TROUBLEMAKER</b> WILLIE NELSON (Columbia KC 34112)	13 18	37 <b>I'M ALL WRAPPED UP IN YOU</b> DON GIBSON (ABC/Hickory AH 44001)	40 5
13 <b>ARE YOU READY FOR THE COUNTRY</b> WAYLON JENNINGS (RCA APL 1-1816)	10 31	38 <b>REFLECTING</b> JOHNNY RODRIGUEZ (Mercury SRM 1-1110)	38 15
14 <b>HIGH TIME</b> LARRY GATLIN (Monument MC 6644)	14 6	39 <b>PLAY IT AGAIN, CHARLIE</b> CHARLIE McCOY (Monument MC 6630)	43 4
15 <b>LINDA RONSTADT'S GREATEST HITS</b> (Asylum 7E-1092)	17 6	40 <b>DIRT, SILVER AND GOLD</b> NITTY GRITTY DIRT BAND (UA LA 67083)	— 1
16 <b>AFTER THE STORM</b> WYNN STEWART (Playboy PB 416)	16 8	41 <b>ME &amp; McDILL</b> BOBBY BARE (RCA APL 1-2179)	45 2
17 <b>THE BEST OF CHET ATKINS</b> CHET ATKINS & FRIENDS (RCA APL 1-1985)	22 9	42 <b>HERE'S SOME LOVE</b> TANYA TUCKER (MCA 2213)	42 31
18 <b>HIGH LONESOME</b> CHARLIE DANIELS BAND (Epic PE 34377)	25 6	43 <b>JEAN SHEPARD'S GREATEST HITS</b> (United Artists LA 685G)	44 3
19 <b>WELCOME TO MEL TILLIS COUNTRY</b> MEL TILLIS (MGM 1-5022)	15 10	44 <b>BREAKEROO</b> ROD HART (Plantation PLP 500)	46 3
20 <b>SOMEBODY SOMEWHERE</b> LORETTA LYNN (MCA 2228)	20 16	45 <b>GREAT MOMENTS AT THE GRAND OLE OPRY</b> VARIOUS ARTISTS (RCA CP L2 1904)	— 1
21 <b>HASTEN DOWN THE WIND</b> LINDA RONSTADT (Asylum 7E-1067)	26 22	46 <b>20-20 VISION</b> RONNIE MILSAP (RCA APL 1-1666)	47 37
22 <b>IF YOU'RE EVER IN TEXAS</b> FREDDY FENDER (ABC/Dot D0SD 2061)	18 17	47 <b>TORN BETWEEN TWO LOVERS</b> MARY MacGREGOR (Ariola 50015)	48 2
23 <b>EL PASO CITY</b> MARTY ROBBINS (Col. KC 34303)	23 22	48 <b>TEXAS RED</b> RED STEAGALL (ABC/Dot D0SD 2068)	30 7
24 <b>RUBBER DUCK</b> C.W. McCALL (Polydor PD 1-6094)	32 4	49 <b>GOLDEN RING</b> GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	49 24
25 <b>MIDNIGHT ANGEL</b> BARBARA MANDRELL (ABC/Dot D0SD 2067)	27 7	50 <b>L.A. SESSIONS</b> BRENDA LEE (MCA 2233)	31 8



EARL'S REVUE PREVIEW — The Earl Scruggs Revue performed a recent engagement at Nashville's Exit/In listening club while in the midst of a coast-to-coast college tour. Center stage: Earl Scruggs.

## Country Radio Active

### MOST ADDED SINGLES

1. Torn Between Two Lovers — Mary MacGregor — Ariola
2. Lucille — Kenny Rogers — UA
3. Adios Amigo — Marty Robbins — Columbia
4. Easy Look — Charlie Rich — Epic
5. She's Just An Old Love Turned Memory — Charley Pride — RCA
6. The Movies — The Statler Brothers — Mercury
7. Don't Throw It All Away — Dave & Sugar — RCA
8. Slide Off Your Satin Sheets — Johnny Paycheck — Epic

### MOST ACTIVE SINGLES

1. Moody Blue — Elvis Presley — RCA
2. Say You'll Stay Until Tomorrow — Tom Jones — Epic
3. Why Lovers Turn To Strangers — Freddie Hart — Capitol
4. The Son Of Hickory Hoiler's Tramp — Johnny Russell — RCA
5. Liars One, Believers Zero — Bill Anderson — MCA
6. After The Lovin' — Engelbert Humperdinck — Epic
7. Desperado — Johnny Rodriguez — Mercury
8. Whispers — Bobby Borchers — Playboy



**TOMPALL AND HIS OUTLAW BAND — Tompall Glaser — ABC AB 978 — Producers: Ken Mansfield and Tompall Glaser**

The album's highlight, a 5:28 version of "You Can Have Her," will certainly attract country, progressive country and AOR programmers' attention. Glaser and the Outlaw Band have begun to appeal to even the die-hard country fan and this offering will be a welcome addition to those and other fans' collections. "Release Me" and "I Just Want To Hear The Music" are both strong cuts, reflecting Glaser's expertise on both older tunes and original material. The album is a programming gem.



**GREAT MOMENTS AT THE GRAND OLE OPRY — Various Artists — RCA CPL 2-1904 — Producer: Ralph Emery — List: 7.98**

This collection of artists' recollections of the Grand Ole Opry includes a four page centerfold (written and edited by Ralph Emery) of artist photos and bios. "Great Moments" is a four record set that highlights 15 Opry stars, with vocal descriptions about what the Opry has meant to them over the years. Artists include Connie Smith, Minnie Pearl, Hank Snow, Jim Reeves, Ronnie Milsap, Dottie West, Porter Wagoner and Dolly Parton. The album's artwork should also garner it good positioning inside retail stores.



**VINTAGE '77 — Tommy Overstreet — ABC DO-2071 — Producer: Ron Chancey**

Tommy Overstreet's deep, mellow vocal tracks, along with Ron Chancey's production work, makes this LP a strong one. There is an abundance of backup chorus on side two of the album, with programmers apt to favor "You Bring Out The Best In Me" and "Lady Beware." Those previewing it for airplay will receive quick musical surprise at the end of "Like You."



**JOHNNY PAYCHECK (Epic 8-50334)**

**Slide Off Of Your Satin Sheets (2:57)** (Rose Bridge Music, Inc. — BMI) (D. Tankersley-W. Carson)

The lyric content of this record is possibly one of the strongest of any of Paycheck's previous material. Paycheck's voicing on key lines like "... his money buys you everything but lovin', so I guess I'm good for something after all," is potent stuff and with Billy Sherrill's usual expert production added to that, the tune is this week's strongest entry. Playlists will add it immediately and jukeboxers will consider it a must.

**RED SOVINE (Starday SD 148)**

**Just Gettin' By (2:58)** (Tree Pub. Co. — BMI) (D. Owens-G. Vowell)

Red Sovine sings! And sings well! This ballad, a tender love story, is done exceptionally well by this artist, who has had a tremendous track record. His vocals are strong against a very nicely orchestrated rhythm track that includes, among other things, superb keyboards. Jukebox play is a tossup, but the record will receive airplay right out of the box. It's a winner!

**CONNIE CATO (Capitol P-4379)**

**Don't You Ever Get Tired (Of Hurting Me) (3:03)** (Tree Pub. Co. Inc. — BMI) (Hank Cochran)

This record, which should prove to be a very good ballad programmer, shows better production work than any Cato record to date. Background vocals are flawless and coupled with Cato's own interpretation of the song's lyrics, "Don't You Ever Get Tired" will make an immediate indentation on virtually every country playlist. Airplay rotation will be strong with jukeboxes adding it also.

**DAVE & SUGAR (RCA JH-10876)**

**Don't Throw It All Away (3:09)** (Famous Music, Inc. — ASCAP) (Gary Benson-David Mindell)

With a solid hit behind them, Dave & Sugar certainly have it together on this fresh ballad. The acappella chorus lines are a bit unique, and the song's melody — somewhat haunting — will most likely grow on you after a second listen. Airplay on drive time will be minimal, but the other dayparts will certainly see this record being featured. Playlists and very few jukeboxes.

**JOHNNY CARVER (ABC DOA-17675)**

**Sweet City Woman (3:10)** (Covered Wagon Music — ASCAP) (Rich Dodson)

Complete with banjo instrumentation throughout, Carver's re-do of the old Stampeders' hit is not one of the stronger covers he's attempted. It's a good programmer, but those who open the hour with it will find it contains sort of a lackluster punch. It should fit in well with country formats though, adding a cheerful, MOR'ish type sound to strict hard country sweeps.

**GENE WATSON (Capitol P-4378)**

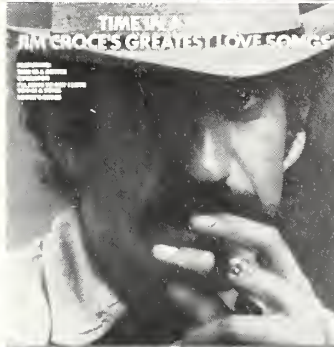
**Paper Rosie (3:56)** (Doubleplay Music/Quality Music Pub. Ltd — BMI) (Dallas Harms)

Even though "Paper Rosie" registers a 3:56 timing, music directors should not hesitate on considering it for their music rotation. Some may choose to program it during certain dayparts as a test, but most will find that the lyric alone presents the song as one of this week's strongest records. Watson's mellow voice, in addition to the simple love story, should make this song one of his biggest ever. Jukeboxes and playlists alike will see action on this record.



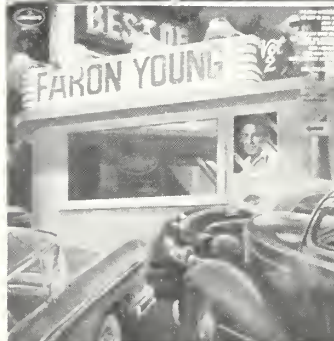
**ME AND McDILL — Bobby Bare — RCA APL 1-2179 — Producers: Bobby Bare and Bill Rice — List: 6.98**

Add another 11 tunes to the Bare collection. With several possible singles on the album, including "You Made A Believer Out Of Me" and "Look Who I'm Cheating On Tonight," Bare comes through with mostly fresh stuff. The album's cuts, for the most part, will provide some good programming material to music directors seeking solid lyrics and music. Bare fans, as always, will pick up on this album as soon as airplay begins.



**JIM CROCE'S GREATEST LOVE SONGS — Jim Croce — Lifesong LS6007 — Producers: Terry Cashman and Tommy West**

This collection of Croce material is flawless in both its content and production. Using a number of the artist's standards juxtaposed against other mellow ballads, "Love Songs" should receive airplay and sales from the beginning because of the Croce legacy. "Time In A Bottle," "Operator," and enchanting lyrics on "Lovers Cross" make up album's standout tunes, although all cuts may be programmed by country and AOR stations.



**THE BEST OF FARON YOUNG, VOLUME 2 — Faron Young — Mercury SRM-1-1130 — Producer: Jerry Kennedy — List: 6.98**

Has the Singin' Sheriff been around long enough to have a "volume two" of greatest hits? Certainly! Faron Young has put together a nice balance of ballads to uptempo material in this collection, and he also wrote the best tune on the LP, "Goin' Steady." If this cut is not used as a programming record out of news, it will be a mystery to us. The artists' consistent sales, along with a proud track record, should boost this LP to the same status as all previous Young product.

**JIM MUNDY (ABC DOA 17678)**

**I've Never Really Been In Love Before (3:00)** (Sunbury Music, Inc. — ASCAP) (S. Earle)

This soft and easy ballad by Mundy will be a good prospect for all country playlists. Listeners should begin to pick up on the tune's message immediately, while music directors will certainly recognize Jim Foglesong's good, clean production on the record. The rhythm track is outstanding and Mundy's vocals are better than ever. Definite playlist addition!

**MICKEY NEWBURY (ABC AH 54006)**

**Hand Me Another Of Those (1:55)** (Acuff Rose Pub. Inc. — BMI) (Mickey Newbury)

This self-written ballad may be the one that will establish Newbury as an even stronger country artist than he is now. The record is not the standard beer drinkin' song as such, but reflects more of a progressive country feel as Newbury shows off his expertise at not only writing but singing. The record's timing — 1:55 — will make it a welcome addition to programmer's playlists with jukeboxers considering it also. Great female backup.

**WENDEL ADKINS (Hitsville H 6050 F)**

**I Will (2:47)** (ABC Dunhill Music, Inc. — BMI) (O. Solomon)

Listeners may react very curiously to this tune because of Adkins' almost identical sound with Waylon Jennings. Aside from that, the contrast between the record's mellow beginning and its uptempo chorus lines is catchy and that mixture should grab programmer's ears right away. Given a chance on the air, the record could prove itself, although jukebox adds are doubtful.

**JACKY WARD (Mercury 73880)**

**Texas Angel (2:54)** (Jack and Bill Music Co. — ASCAP) (Jerry Foster-Bill Rice)

Although Jacky Ward has gained respect with his previous material, this one neither highlights nor downgrades his vocal abilities. There's some nice use of harmonica and brass, but Ward does not stand out vocally as he should. It's a mediocre effort for this talented performer, who's very capable of a top ten record. Foster and Rice wrote the tune and country programmers will certainly take note of that. Jukeboxes — maybe.

**BOOTS RANDOLPH (Monument 45-209)**

**Honky Tonk (Part 1) (3:29)** (W&K Pub. Corp./Islip Music Publ. Co. — BMI) (H. Glover-B. Doggett-B. Butler-S. Sheppard-C. Scott)

Some fancy sax work by the master and clean, crisp hand claps throughout this tune make this Boots Randolph version of "Honky Tonk" a very smooth programmer. Randolph's interpretation is much more mellow than previous versions, with excellent orchestration backing his solo work. Although it's not the strongest instrumental, if it's mixed carefully in the hourly rotation, programmers will be able to capitalize on its "memory" effect with a great deal of success. Playlists and jukeboxes.

**ANN J. MORTON (Prairie Dust PD 7612)**

**Don't Call Me No Lady (2:23)** (Me And Sam Music — ASCAP) (Ann J. Morton)

If country programmers have not heard of Ann J. Morton, this may be the record that will establish her as a bona fide country artist. It's a strong programming record, with a heavy emphasis on fiddles, and is somewhat reminiscent of the old Jeannie C. Riley stuff. The tune is a must for music directors to screen, with potential adds to playlists and jukeboxes following that.

# CASH BOX TOP 100 COUNTRY

February 5, 1977

	Weeks On 1/29 Chart		Weeks On 1/29 Chart		Weeks On 1/29 Chart
1 LET MY LOVE BE YOUR PILLOW RONNIE MILSAP (RCA PB 10843)	2	11	34 MAY I SPEND EVERY NEW YEAR WITH YOU T.G. SHEPPARD (Hitsville H6048F)	36	7
2 TWO DOLLARS IN THE JUKEBOX EDDIE RABBITT (Elektra E45357)	3	14	35 WHEN IT'S JUST YOU AND ME DOTTIE WEST (United Artists UA XW 898Y)	10	14
3 SAYING HELLO, SAYING I LOVE YOU, SAYING GOODBYE JIM ED BROWN & HELEN CORNELIUS (RCA PB 10822)	4	12	36 THE SON OF HICKORY HOLLER'S TRAMP/I WONDER HOW SHE'S DOING NOW JOHNNY RUSSEL (RCA PB 10853)	42	7
4 NEAR YOU GEORGE JONES & TAMMY WYNETTE (Epic 8-50314)	8	8	37 VEGAS BOBBY & JEANNIE BARE (RCA PB 10852)	47	6
5 ARE YOU READY FOR THE COUNTRY/SO GOOD WOMAN WAYLON JENNINGS (RCA PB 10852)	5	12	38 I CAN'T BELIEVE SHE GIVES IT ALL TO ME CONWAY TWITTY (MCA 40649)	18	12
6 LIARS ONE, BELIEVERS ZERO BILL ANDERSON (MCA 40661)	7	10	39 THE MOVIES THE STATLER BROTHERS (Mercury 73877)	53	3
7 UNCLOUDY DAY WILLIE NELSON (Columbia 3-10453)	12	8	40 AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic 8-50270)	46	7
8 WHY LOVERS TURN TO STRANGERS FREDDIE HART & THE HEARTBEATS (Capitol P4363)	11	10	41 GOOD 'N' COUNTRY KATHY BARNES (Republic 338)	57	5
9 YOU NEVER MISS A GOOD THING CRYSTAL GAYLE (United Artists UA XW 833Y)	1	14	42 TORN BETWEEN TWO LOVERS MARY MacGREGOR (Ariola/Capitol 7638)	59	4
10 DON'T BE ANGRY DONNA FARGO (ABC/Dot DOA 17660)	6	15	43 ORDINARY MAN DALE McBRIDE (Con Brio CBK 114)	15	11
11 CRAZY LINDA RONSTADT (Asylum E4536-1)	17	8	44 YOUR PLACE OR MINE GARY STEWART (RCA PB 10833)	21	14
12 MOODY BLUE ELVIS PRESLEY (RCA PB 10857)	25	7	45 IN THE MOOD HENHOUSE FIVE PLUS TOO (WB 8301)	45	7
13 WIGGLE WIGGLE RONNIE SESSIONS (MCA 40624)	13	12	46 ANGEL WITH A BROKEN WING ROY HEAD (ABC/Dot DOA 17669)	49	7
14 C.B. SAVAGE ROD HART (Plantation PL 144)	14	12	47 WHEN THE NEW WEARS OFF JODY MILLER (Epic 8-50304)	35	8
15 TWO LESS LONELY PEOPLE REX ALLEN JR. (WB 8297)	16	8	48 I JUST CAME HOME TO COUNT THE MEMORIES CAL SMITH (MCA 40671)	65	3
16 WHISPERS BOBBY BORCHERS (Playboy P6092)	19	9	49 SING A SAD SONG WYNN STEWART (Playboy P6091A)	31	11
17 RIDIN' RAINBOWS TANYA TUCKER (MCA 40550)	20	12	50 WRAP YOUR LOVE AROUND YOUR MAN LYNN ANDERSON (Columbia 3-10467)	61	3
18 MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOA 17668)	27	8	51 EVERY BEAT OF MY HEART PEGGY SUE (Door Knob DK 6021)	68	3
19 TWENTY FOUR HOURS FROM TULSA RANDY BARLOW (Gazelle/IRDA 330)	23	10	52 YOUR PRETTY ROSES CAME TOO LATE LOIS JOHNSON (Polydor PD 14371)	70	3
20 A MANSION ON A HILL RAY PRICE (ABC/Dot DOA 17666)	22	9	53 DRINKIN' MY WAY BACK HOME SHYLO (Columbia 3-10456)	60	5
21 STATUES WITHOUT HEARTS LARRY GATLIN (Monument 45201)	9	14	54 HER L-O-V-E'S GONE RED STEAGALL (ABC/Dot DOA 17670)	54	7
22 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic 8-50308)	32	6	55 I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD DAVID ROGERS (Republic R343)	74	2
23 THERE SHE GOES AGAIN JOE STAMPLEY (Epic 8-50316)	28	8	56 NEON LIGHTS NICK NIXON (Mercury 73866)	56	6
24 BABY, YOU LOOK GOOD TO ME TONIGHT JOHN DENVER (RCA PB 10854)	24	8	57 NEW KID IN TOWN EAGLES (Asylum 45373)	69	4
25 IF LOVE WAS A BOTTLE OF WINE TOMMY OVERSTREET (ABC/Dot DOA 17672)	33	6	58 SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA PB 10875)	75	2
26 IF NOT YOU DR. HOOK (Capitol P4364)	26	10	59 HE'LL PLAY THE MUSIC, BUT YOU CAN'T MAKE HIM DANCE LITTLE DAVID WILKINS (MCA 40668)	64	3
27 THE CLOSEST THING TO YOU JERRY LEE LEWIS (Mercury 73872)	29	6	60 YOU'RE FREE TO GO SONNY JAMES (Columbia 3-10466)	77	2
28 THE LAST OF THE WINFIELD AMATEURS RAY GRIFF (Capitol 4368)	34	7	61 RAMBLIN' ROSE JOHNNY LEE (GRT 096)	39	9
29 I HAVE A DREAM, I HAVE A DREAM ROY CLARK (ABC/Dot DOA 17667)	38	7	62 CHEATIN' IS BARBARA FAIRCHILD (Columbia 3-10423)	37	14
30 'ROUND THE WORLD WITH THE RUBBER DUCK C.W. McCALL (Polydor PD 14365)	30	10	63 LOVIN' YOU, LOVIN' ME SONNY THROCKMORTON (Starcrest 094)	67	6
31 HEART HEALER MEL TILLIS (MCA 40667)	41	4	64 GOOD OLD FASHIONED SATURDAY NIGHT BARROOM BRAWLS VERNON OXFORD (RCA PB 10872)	71	3
32 MY MOUNTAIN DEW CHARLIE RICH (RCA PB 10859)	43	5	65 MY GOOD THING'S GONE NARVEL FELTS (ABC/Dot DOA 17664)	48	14
33 DESPERADO JOHNNY RODRIGUEZ (Mercury 73878)	50	3	66 THE SHADY SIDE OF CHARLOTTE NAT STUCKEY (MCA 40658)	40	7
67 CHEROKEE FIDDLE MICHAEL MURPHEY (Epic 50319)	83	3	68 IT'S NOT SUPPOSED TO BE THAT WAY STEVE YOUNG (RCA 10868)	80	3
69 I'M NOT EASY BILLIE JO SPEARS (UA XW 935Y)	89	2	70 ALL THE SWEET MEL McDANIELS (Capitol 4373)	91	2
71 SAM OLIVIA NEWTON-JOHN (MCA 40670)	81	2	72 HONKY TONK GIRL HANK THOMPSON (ABC/Dot DOA 17673)	72	4
73 I'M GETTING HIGH REMEMBERING BOBBY LEWIS (RPA 7613)	73	3	73 I'M GETTING HIGH REMEMBERING BOBBY LEWIS (RPA 7613)	73	3
74 CHEATIN' OVERTIME MARY LOU TURNER (MCA 40674)	82	2	74 CHEATIN' OVERTIME MARY LOU TURNER (MCA 40674)	82	2
75 NEON LADY BOBBY WRIGHT (UA XW 813Y)	76	4	75 NEON LADY BOBBY WRIGHT (UA XW 813Y)	76	4
76 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol P4376)	—	1	76 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol P4376)	—	1
77 LOVING ARMS SAMMI SMITH (Elektra E-45374)	—	1	77 LOVING ARMS SAMMI SMITH (Elektra E-45374)	—	1
78 BILLY THE KID CHARLIE DANIELS (Epic 8-50322)	85	2	78 BILLY THE KID CHARLIE DANIELS (Epic 8-50322)	85	2
79 PAPER ROSIE GENE WATSON (Capitol 4378)	—	1	79 PAPER ROSIE GENE WATSON (Capitol 4378)	—	1
80 SWEET CITY WOMAN JOHNNY CARVER (ABC/Dot DOA 17675)	—	1	80 SWEET CITY WOMAN JOHNNY CARVER (ABC/Dot DOA 17675)	—	1
81 OLD TIME FEELING JOHNNY CASH & JUNE CARTER (Columbia 3-10436)	44	11	81 OLD TIME FEELING JOHNNY CASH & JUNE CARTER (Columbia 3-10436)	44	11
82 HE'S GOT A WAY WITH WOMEN BOB LUMAN (Epic 8-50323)	90	2	82 HE'S GOT A WAY WITH WOMEN BOB LUMAN (Epic 8-50323)	90	2
83 LUCILLE KENNY ROGERS (UA XW 929-Y)	—	1	83 LUCILLE KENNY ROGERS (UA XW 929-Y)	—	1
84 BROKEN DOWN IN TINY PICES BILLY CRASH CRADDOCK (ABC/Dot DOA 17659)	51	17	84 BROKEN DOWN IN TINY PICES BILLY CRASH CRADDOCK (ABC/Dot DOA 17659)	51	17
85 ME & THE ELEPHANT KENNY STARR (MCA 40672)	—	1	85 ME & THE ELEPHANT KENNY STARR (MCA 40672)	—	1
86 NIGHT FLYING ROY DRUSKY (Scorpion 0521)	94	2	86 NIGHT FLYING ROY DRUSKY (Scorpion 0521)	94	2
87 YOU'VE GOT ME RUNNIN' GENE COTTON (ABC 12227)	87	8	87 YOU'VE GOT ME RUNNIN' GENE COTTON (ABC 12227)	87	8
88 POOR SIDE OF TOWN BOBBY WAYNE LOFTIS (Charta 104)	95	2	88 POOR SIDE OF TOWN BOBBY WAYNE LOFTIS (Charta 104)	95	2
89 THE LAST TIME YOU LOVE ME JERRY NAYLOR (Hitsville H6046F)	58	9	89 THE LAST TIME YOU LOVE ME JERRY NAYLOR (Hitsville H6046F)	58	9
90 LORD IF I MAKE IT TO HEAVEN (CAN I BRING MY OWN ANGEL ALONG) BILLY PARKER (SCR SC 136)	96	2	90 LORD IF I MAKE IT TO HEAVEN (CAN I BRING MY OWN ANGEL ALONG) BILLY PARKER (SCR SC 136)	96	2
91 SUNDAY SCHOOL TO BROADWAY ANNE MURRAY (Capitol P4375)	—	1	91 SUNDAY SCHOOL TO BROADWAY ANNE MURRAY (Capitol P4375)	—	1
92 NEON WOMEN CARMOL TAYLOR & STELLA PARTON (Elektra 45367)	93	3	92 NEON WOMEN CARMOL TAYLOR & STELLA PARTON (Elektra 45367)	93	3
93 HELLO ATLANTA CHIP TAYLOR (Columbia 3-10446)	97	3	93 HELLO ATLANTA CHIP TAYLOR (Columbia 3-10446)	97	3
94 TEXAS ANGEL JACKY WARD (Mercury 73880)	—	1	94 TEXAS ANGEL JACKY WARD (Mercury 73880)	—	1
95 SUMMIT RIDGE DRIVE CHARLIE McCOY (Monument 45210)	—	1	95 SUMMIT RIDGE DRIVE CHARLIE McCOY (Monument 45210)	—	1
96 HANGIN' ON VERN GOSDIN (Elektra E45353)	66	13	96 HANGIN' ON VERN GOSDIN (Elektra E45353)	66	13
97 WE FELL IN LOVE THAT WAY CLAUDE GRAY (Granny 10002)	—	1	97 WE FELL IN LOVE THAT WAY CLAUDE GRAY (Granny 10002)	—	1
98 HEY DAISY (WHERE HAVE ALL THE GOOD TIMES GONE) TOM BRESH (Farr FR 102)	63	11	98 HEY DAISY (WHERE HAVE ALL THE GOOD TIMES GONE) TOM BRESH (Farr FR 102)	63	11
99 PICK UP THE PIECES CON HUNLEY (Prairie Dust 7608)	—	1	99 PICK UP THE PIECES CON HUNLEY (Prairie Dust 7608)	—	1
100 EVERYBODY'S HAD THE BLUES MAURY FINNEY (Soundwaves 4541)	—	1	100 EVERYBODY'S HAD THE BLUES MAURY FINNEY (Soundwaves 4541)	—	1

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

After The Lovin' (Silver Blue — ASCAP/	40	He's Got A (Lu-Ner — BMI)	82	Near You (Supreme — ASCAP)	4	The Closest Thing (Hall-Clement — BMI)	27
Oceans Blue — BMI)	40	Hey Daisy (Fiddleback/Creature Comfort — BMI)	98	Neon Lady (Blackwood/Danor — BMI)	75	The Last Of (Blue Echo — ASCAP)	28
All The Sweet (Combine — BMI/		Honky Tonk (Brazos Valley — BMI)	72	Neon Lights (Window — BMI)	56	The Last Time (Caseyem/Alta Mesa/Winner Circle/	
Music City — ASCAP)	70	I Can't Believe (Twitty Bird — BMI)	38	Neon Women (Algee/Aside/Beak — BMI)	92	Stone Diamond — BMI)	89
A Mansion On The Hill (Milene — ASCAP)	20	If Love (Tree — BMI)	25	New Kid	57	The Movies (American Cowboy — BMI)	39
Angel With (Highball — BMI/Lowball — ASCAP)	46	If Not You (Horse Hairs — BMI)	26	Night Flying (Tree — BMI)	86	There She (Gallico — BMI)	23
Are You Ready (Silver Fiddle — BMI)	5	I Have A Dream (House of Bryant — BMI)	29	Old Time Feeling (Almo — BMI)	81	The Shady Side (Tuckahoe — BMI)	66
Baby, You Look (Cherry Lane — BMI)	24	I Just (Contention — SESAC)	48	Ordinary Man (Con Brio/Blue Branch — BMI)	43	The Son Of (Acuff-Rose — BMI)	36
Billy The Kid (Hat Band/Rada Dara — BMI)	78	I'm Getting (Blue Echo — ASCAP)	73	Paper Rosie (Double Play/Quality — BMI)	79	Torn Between (Muscle Shoals — BMI/	
Broken Down (Pick-A-Hit — BMI)	84	I'm Gonna (Singletree — BMI)	55	Pick Up The Pieces (Annextra — BMI)	99	Silver Dawn — ASCAP)	42
C.B. Savage (Shelby Singleton — BMI)	14	I'm Not Easy (Hotie — ASCAP)	69	Poor Side (Johnny Rivers — BMI)	88	Twenty-Four Hours (Arch — ASCAP)	19
Cheatin' Is (Tree — BMI)	62	In The Mood (Shapiro-Bernstein — ASCAP)	45	Ramblin' Rose (Sweco/ATV — BMI)	61	Two Dollars In (Briar Patch — BMI)	2
Cheatin' Overtime (Hello Darlin' — SESAC)	74	It's Not (Willie Nelson — BMI)	68	Ridin' (Paddle Wheel — ASCAP/Dick James — BMI)	17	Two Less Lonely (Maplehill/Vogue — BMI)	15
Cherokee (Mystery — BMI)	67	Let My Love (Chess — ASCAP)	1	Round The World (Amer. Gramophone — SESAC)	30	Uncloody Day (Willie Nelson — BMI)	7
Crazy (Tree — BMI)	11	Liars One (Tree — BMI)	6	Sam (John Farrar/Blue Gum/		Vegas (Evil Eye — BMI)	37
Desperado (WB/Kicking Bear — ASCAP)	33	Lord If I (Tommy Overstreet — SESAC)	90	Dejamus — BMI/ASCAP)	71	We Fell (Granny White/Babcock — BMI)	97
Don't Be Angry (Acuff-Rose — BMI)	10	Lovin' You (Tree — BMI)	63	Saying Hello (Don Kirshner/Kirshner Songs)	3	When It's Just You (House of Gold — BMI)	35
Drinkin' My (Partner/Julep — BMI)	53	Loving Arms (Almo — ASCAP)	77	Say You'll (Dick James — BMI)	22	When The New (Black Sheep — BMI)	47
Every Beat (Lois — BMI)	51	Lucille (Bramhall/Andite — BMI)	83	She's Just (Chess — ASCAP)	58	Whispers (Chappell — ASCAP)	16
Everybody's Had (Hit Kit/Lloyd Green — BMI)	100	May I Spend (Highball — BMI/Lowball — ASCAP)	34	Sing A Sad (Four Star — BMI)	49	Why Lovers (Hartline — BMI)	8
Good 'N' Country (Singletree — BMI)	41	Me & The Elephant (Youngun — BMI)	85	Southern Nights (Warner Tamerlane /		Wiggle (Ahab — BMI)	13
Good Old (Sweet Dreams/Arabella — BMI)	64	Midnight (Music City — ASCAP)	18	Marsaint — BMI)	76	Wrap Your Love (Starship — ASCAP)	50
Hangin' On (ATV — BMI)	96	Moody Blue (Screen Gems-Col./		Statues Without Hearts (First Generation — BMI)	21	You Never Miss (Hall-Clement — BMI)	9
Heart Healer (Sawgrass — BMI)	31	Sweet Glory — BMI)	12	Summit Ridge (Intercollegiate — ASCAP)	95	You're Free (Intersong/USA — ASCAP)	60
He'll Play (Ash Valley/Forest Hills — BMI)	59	My Good Thing's (Narvel The Marvel — BMI/		Sunday School (Mandy — ASCAP)	91	Your Place (Chappell — BMI)	44
Hello Atlanta (Back Road — BMI)	93	Driftaway — ASCAP)	65	Sweet City (Covered Wagon — ASCAP)	80	Your Pretty (Jack And Bill — ASCAP)	52
Her L-O-V-E's Gone (Flagship — BMI)	54	My Mountain (Charles Rich — BMI)	32	Texas Angel (Jack & Bill — ASCAP)	94	You've Got Me (Dawnbreaker — BMI)	87

SOME

OF

THE

BIG

GUNS

FROM

DOT

ARE

SHOOTING

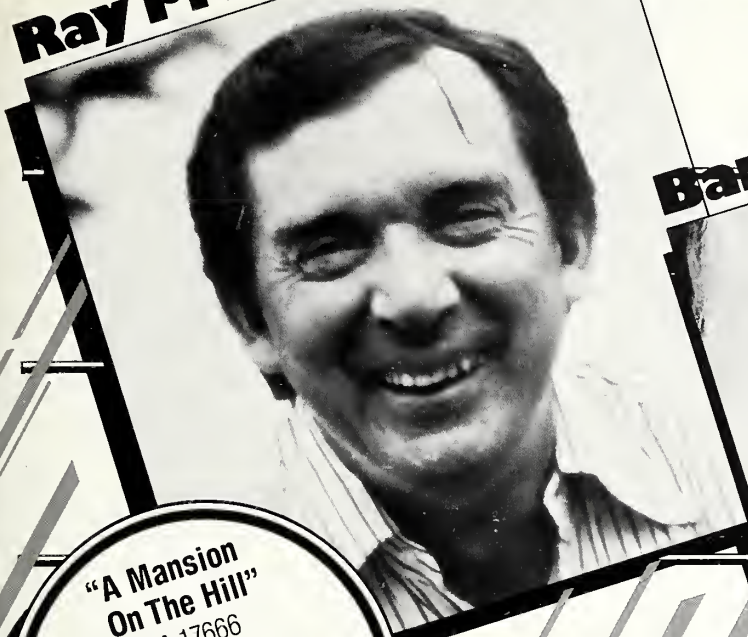
TO

THE

TOP.

Ray Price

Barbara Mandrell



"A Mansion On The Hill"  
DOA 17666

20 BB 18 RW 20 CB

"Midnight Angel"  
DOA 17668

18 BB 22 RW 18 CB

Tommy Overstreet

"If Love Was A Bottle Of Wine"  
DOA 17672

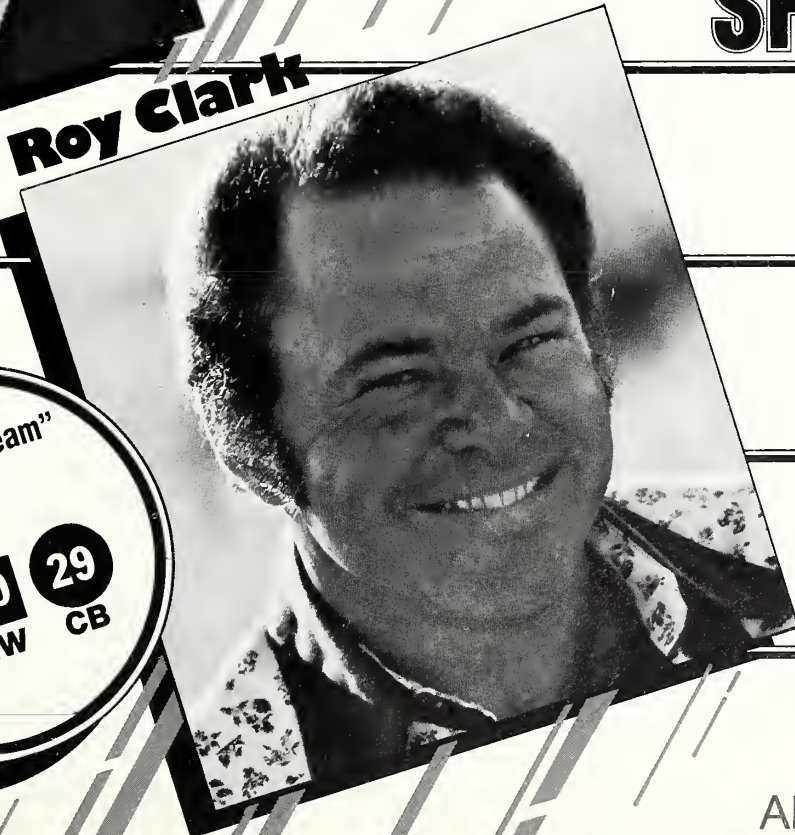
23 BB 26 RW 25 CB



Roy Clark

"I Have A Dream"  
DOA 17667

29 BB 40 RW 29 CB



The historical performance of **Asleep At The Wheel** and forerunners in Texas swing music, **Bob Wills' original Texas Playboys**, at Panther Hall in Ft. Worth January 22 was a double success. There was an estimated crowd of 3,500 people with that many turned away from the concert. **Red Steagall** made a guest appearance and **Wills' widow Betty** attended.

**Linda Hargrove** will be featured on an upcoming overseas broadcast by the BBC. **Melba Montgomery**, who recorded many Hargrove compositions, will be included in the interview by **Colin Chandler**.

**Jessi Colter's** new album, which is scheduled for a February release, is a menage of gospel tunes.

**Stoney Edwards** is in the process of organizing the first all black country band to back him on tour dates.

**Red Steagall** and **Hank Thompson** are negotiating details in conjunction with their booking agency, the **Jim Halsey Company** in Tulsa, to perform a benefit for **Keith Coleman** who died recently. Coleman was one of **Bob Wills' fiddlers**. The tentative date for the benefit is February 20.

**Barbara Mandrell** and family have been in Alberta, Canada on a ski vacation which they will combine with interviews and promotion work in the area. It was the first time Ms. Mandrell had been on skis, but husband **Ken Dudney** reports she was a natural.

**Bobby Vinton** is in Nashville to record an album for ABC. An interesting aside to the **Bobby Vinton**, ABC merger is **Jim Foglesong**, president of ABC/Dot, who first signed Vinton when he was with Columbia in New York years ago. **Bob Morgan**, who currently produces Vinton, hired **Billy Sherrill**, current president of Columbia-Nashville, who produced Vinton's early hits.

**J.J. Cale**, blues guitarist most famous for his recording of "Crazy Mama" in the sixties, performed before two SRO crowds January 24 at the Exit/In. Playing with Cale was star steel guitarist **Buddy Emmons** and guest percussionists **Karl Himmel** and **Jaime Nichols**. Cale entertained a broad range of music including the hit from a recent album, "Cocaine," **Ray Charles' "I Believe (To My Soul You're Trying To Make A Fool Out Of Me)"** and the beautiful "Magnolia." **Audie Ashworth**, Cale's producer, also attended.

**David Allan Coe** has begun an eight-state, 35-date tour including an engagement at the Pickin' Parlor. Coe proves an innovative, versatile performer, combining a magic act, three costume changes and musical directions enhanced by friend **Guy Clark** joining Coe in a jamming blues segment of the second show January 18. Enthusiasm built as Coe went through a country segment of self-penned hits "Would You Lay With Me In A Field Of Stone," "Willie, Waylon & Me," "She Was Greener Than The Grass We Layed On," as well as popular songs "Please Come To Boston" and "Up On Cripple Creek" and the gospel flavored "Will The Circle Be Unbroken." Coe's backup group, "The Tennessee Hat Band," followed the leader then soloed **Neil Young's** hit "Cowgirl In The Sand" and "I Guess I Owe It All To Pamela Brown." Coe's new album is entitled "David Allan Coe Rides Again" and features "Lately I've Been Thinking Too Much Lately" upon a February release. Indications from the performance hear Coe riding up the charts.

A recent performance of the **Earl Scruggs Revue** for "Austin City Limits" PBS television show was recorded live for the revue's first live album entitled "Live From Austin City Limits." A January 21-22 performance included a new member, former pedal steel guitarist from **Vassar Clements' band, Jim Murphy**. Scruggs favored a blues banjo on "Can't Seem To Care," bluegrass pickin' on the Beverly Hillbillies' theme song and "Foggy Mountain Breakdown" and four-part harmony on "The Salty Dog Rag."

The **Carter** family also has a forthcoming release on Columbia entitled "Father's Fiddle," penned by Epic artist **Dave Loggins**.

New RCA artist **Paul Craft**, who opened the January 24 performance for **J.J. Cale** at the Exit/In has two songs nominated for Grammy awards.

**John Hartford** received a Grammy nomination in the ethnic-folk category for his eleventh album entitled "Mark Twang" on Flying Fish Records. Hartford received an award for his tune "Gentle On My Mind."

The **Oak Ridge Boys** will appear as presenters and sing a medley of gospel songs on the Grammy awards show scheduled to be televised nationwide February 19.

**Freddy Fender** will headline at the Sahara Tahoe February 3-5, then begin a tour of the midwest. Fender is one of country music's most booked artists.

**Mel Tillis** has been cast to guest star as himself in an episode of the projected new television series, "Nashville 99," with **Claude Akins** and **Jerry Reed** as star adventurers.

**Little David Wilkins'** latest single on MCA was written during an engagement at the Atlanta Fairmont Hotel when a lady in the audience asked Little David to dance with her. **Chic Doherty**, MCA vp in Nashville, told her, "He'll play the music, but you can't make him dance." The line gave Little David an idea for the song, which he later wrote with **Jody Johnson**.

**Billie Jo Spears**, **Don Williams**, **Tommy Overstreet**, **Skeeter Davis** and **George Hamilton IV** will appear at the Film Trust Arena in Johannesburg, South Africa for the International Festival of Country music ongoing February 1-5.

**Red Sovine** set a record for himself recently when he cut 16 songs in 3 days to complete recording for his "Woodrow Wilson Sovine" LP. The album, produced by **Tommy Hill**, features "Just Gettin' By" as single material.

**Diana Pugh** has been named executive vice president of the **Jim Halsey Company, Inc.** For the past two years, Ms. Pugh served as administrative assistant to Halsey. Prior to that she was office manager and has been involved in bookings and management with Halsey, Inc. for the past eleven years.

**La Costa** will be in El Paso February 4-6 to tape a "History of La Costa" at radio station K-102 with **Gordon Marcey** hosting.

**Colleen Peterson** is taping Canadian television shows coast to coast. She'll come south soon to begin recording her second album for Capitol. **Sammy Hagar**, half of the **Hagar Brothers**, seen regularly on Hee Haw, saw his second album for Capitol (entitled "Sammy Hagar") released January 10, and now he's putting together a new band. **Chuck Ruff**, formerly with **The Edgar Winter Group**, joins Hagar's band as drummer.

Beginning January 7 "The Big Dipper Country Disco" will feature **Baltimore's** full line up of WPOC radio country jocks to initiate one of the largest country discos on the east coast. Future plans include introduction and promotional play of new record releases and personal appearances of new recording talent. **Frank Gosman**, owner of the club and country music promoter, predicts that country disco will be a strong force in the introduction and success of new talent if marketed properly.

The **Jeff Pollard** band has been signed to an exclusive contract with **Screen Gems-EMI Music, Inc.** out of Nashville. The group has appeared with **Waylon Jennings**, **Willie Nelson** and played behind Texas/swing guitarist **Clarence "Gatemouth" Brown**. Internationally acclaimed for his fiddlin', "Gatemouth" Brown conducted a 3-day-old band through both guitar and fiddle leads at the Pickin' Parlor January 5-8.

carmen adams

# Additions To Country Playlists

## WMNI — COLUMBUS

#1 — Twenty Four Hours From Tulsa — Randy Barlow — Gazelle  
Desperado — Johnny Rodriguez — Mercury  
Two Less Lonely People — Rex Allen Jr. — WB  
Cheatin' Overtime — Mary Lou Turner — MCA  
I'm Gonna Love You Right Out Of My Mind — David Rogers — Republic  
Sam — Olivia Newton-John — MCA  
15 To 7 — A Mansion On A Hill — Ray Price — ABC/Dot  
41 To 35 — Moody Blue — Elvis Presley — RCA  
22 To 16 — Liars One, Believers Zero — Bill Anderson — MCA  
26 To 19 — Midnight Angel — Barbara Mandrell — ABC/Dot  
28 To 22 — Ridin' Rainbows — Tanya Tucker — MCA

## KBOX — DALLAS

#1 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
New Kid In Town — Eagles — Asylum  
He'll Play The Music — Little David Wilkins — MCA  
Adios Amigo — Marty Robbins — Columbia  
A Mansion On A Hill — Ray Price — ABC/Dot  
After The Lovin' — Engelbert Humperdinck — Epic  
The Last Of The Winfield Amateurs — Ray Griff — Capitol  
Mockingbird Hill — Donna Fargo — WB  
Paper Rosie — Gene Watson — Capitol  
Easy Look — Charlie Rich — Epic  
It Couldn't Have Been Any Better — Johnny Duncan — Columbia  
16 To 13 — If Not You — Dr. Hook — Capitol  
37 To 32 — Cherokee Fiddle — Michael Murphy — Epic  
25 To 17 — Torn Between Two Lovers — Mary MacGregor — Ariola  
12 To 6 — Moody Blue — Elvis Presley — RCA

## WONE — DAYTON

#1 — I Can't Believe She Gives It All To Me — Conway Twitty — MCA  
Her L-O-V-E-S Gone — Red Steagall — ABC/Dot  
Son Of Hickory Holler's Tramp — Johnny Russell — RCA  
I'm Gonna Love You Right Out Of This World — David Rogers — Republic  
I Just Came Home To Count The Memories — Cal Smith — MCA  
Wrap Your Love All Around Your Man — Lynn Anderson — MCA  
Southern Nights — Glen Campbell — Capitol

## KENR — HOUSTON

#1 — Two Dollars In The Jukebox — Eddie Rabbitt — Elektra  
Southern Nights — Glen Campbell — Capitol  
Saturday Night Barroom Brawl — Vernon Oxford — RCA  
Wrap Your Love All Around Your Man — Lynn Anderson — MCA  
Paper Rosie — Gene Watson — Capitol

## WVOJ — JACKSONVILLE

#1 — Why Lovers Turn To Strangers — Freddie Hart — Capitol  
Your Pretty Roses Came Too Late — Lois Johnson — Polydor  
Drinkin' My Way Back Home — Shylo — Columbia  
The Movies — Statler Brothers — Mercury  
Vegas — Bobby — Jeannie Bare — RCA

## WITL — LANSING

#1 — I Can't Believe She Gives It All To Me — Conway Twitty — MCA  
Lucille — Kenny Rogers — UA  
You're Free To Go — Sonny James — Columbia  
I Have A Dream — Roy Clark — ABC/Dot  
Vegas — Bobby — Jeannie Bare — RCA  
If You Don't Like Hank Williams — Rayburn Anthony — Polydor  
I'm Gonna Love You Right Out Of This World — David Rogers — Republic  
11 To 8 — Liars One, Believers Zero — Bill Anderson — MCA  
16 To 12 — Why Lovers Turn To Strangers — Freddie Hart — Capitol  
25 To 16 — Two Less Lonely People — Rex Allen Jr. — WB  
38 To 29 — If Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot  
42 To 35 — Say You'll Stay Until Tomorrow — Tom Jones — Epic

## WAXU — LEXINGTON

#1 — She Took More Than Her Share — Moe Bandy — Columbia  
Torn Between Two Lovers — Mary MacGregor — Ariola  
Heart Healer — Mel Tillis — MCA  
There She Goes Again — Joe Stampley — Epic  
Midnight Angel — Barbara Mandrell — ABC/Dot  
12 To 5 — Neon Lady — Carmol Taylor & Stella Parton — Elektra  
7 To 3 — Uncloudy Day — Willie Nelson — Columbia  
30 To 20 — Wiggle Wiggle — Ronnie Sessions — MCA  
28 To 22 — Ridin' Rainbows — Tanya Tucker

## KFOX — LONG BEACH

#1 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
Heart Healer — Mel Tillis — MCA  
If Not You — Dr. Hook — Capitol  
Little Things Mean A Lot — Linda Cassidy — Cin-Kay  
Midnight Angel — Barbara Mandrell — ABC/Dot  
Two Less Lonely People — Rex Allen Jr. — WB  
Vegas — Bobby & Jeannie Bare — RCA  
She's Just An Old Love Turned Memory — Charley Pride — RCA  
10 To 4 — Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot  
21 To 13 — Near You — Jones/Wynette — Epic  
22 To 15 — New Kid In Town — The Eagles — Asylum  
26 To 19 — Desperado — Johnny Rodriguez — Mercury

## WINN — LOUISVILLE

#1 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
Torn Between Two Lovers — Mary MacGregor — Ariola  
Midnight Angel — Barbara Mandrell — ABC/Dot  
C'est La Vie — Emmylou Harris — WB  
Daddy, They're Playin' A Song About You — Kenny Serratt — Hitsville  
Slide Off Your Satin Sheets — Johnny Paycheck — Epic  
Mockingbird Hill — Donna Fargo — WB  
19 To 9 — The Movies — Statler Brothers — Mercury  
20 To 15 — Heart Healer — Mel Tillis — MCA  
17 To 11 — There She Goes Again — Joe Stampley — ABC/Dot  
7 To 3 — Neon Lady — Carmol Taylor & Stella Parton — Elektra

## WMC — MEMPHIS

#1 — Near You — Jones/Wynette — Epic  
Adios Amigo — Marty Robbins — Columbia  
Me And The Elephant — Kenny Starr — MCA  
Easy Look — Charlie Rich — Epic  
It Couldn't Have Been Any Better — Johnny Duncan — Columbia

Southern Nights — Glen Campbell — Capitol  
27 To 17 — When It's Just You And Me — Dottie West — UA  
Moody Blue — Elvis Presley — RCA  
6 To 1 — Near You — Jones/Wynette — Epic  
18 To 14 — Uncloudy Day — Willie Nelson — Columbia  
23 To 19 — The Closest Thing To You — Jerry Lee Lewis — Mercury

## WWOK — MIAMI

#1 — Don't Be Angry — Donna Fargo — ABC  
Don't Throw It All Away — Dave & Sugar — RCA  
Lucille — Kenny Rogers — UA  
The Movies — Statler Brothers — Mercury  
Easy Look — Charlie Rich — Epic  
Desperado — Johnny Rodriguez — Mercury  
24 To 17 — Heart Healer — Mel Tillis — MCA  
26 To 18 — When It's Just You And Me — Dottie West — RCA  
15 To 9 — Liars One, Believers Zero — Bill Anderson — MCA  
Ex To 28 — Wrap Your Love All Around Your Man — Lynn Anderson — MCA  
Ex To 23 — Say You'll Stay Until Tomorrow — Tom Jones — Epic

## WKDA — NASHVILLE

#1 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
Don't Throw It All Away — Dave & Sugar — RCA  
I Just Came Home To Count The Memories — Cal Smith — MCA  
Fool — John Wesley Ryles — WB  
Mockingbird Hill — Donna Fargo — WB  
Get Crazy With Me — Ray Stevens — WB  
Slide Off Your Satin Sheets — Johnny Paycheck — Epic  
Ex To 25 — Lucille — Kenny Rogers — UA  
Ex To 24 — Desperado — Johnny Rodriguez — Mercury  
Ex To 29 — Whispers — Bobby Borchers — Playboy  
Ex To 30 — She's Just An Old Love Turned Memory — Charley Pride — RCA  
Ex To 31 — Torn Between Two Lovers — Mary MacGregor — Ariola

## WHOO — ORLANDO

#1 — Saying Hello — Brown/Cornelius — RCA  
Lucille — Kenny Rogers — UA  
Easy Look — Charlie Rich — Epic  
After The Lovin' — Engelbert Humperdinck — Epic  
I Will — Wendel Adkins — Buddah  
Sam — Olivia Newton-John — MCA  
She's Just An Old Love Turned Memory — Charley Pride — RCA  
Wrap Your Love All Around Your Man — Lynn Anderson — MCA

## WXCL — PEORIA

#1 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
Lucille — Kenny Rogers — UA  
I'm Not Easy — Billie Joe Spears — UA  
All The Sweet — Mel Daniels — Capitol  
It Couldn't Have Been Any Better — Johnny Duncan — Columbia  
Mockingbird Hill — Donna Fargo — WB  
Adios Amigo — Marty Robbins — Columbia  
Daddy They're Playin' A Song About You — Kenny Serratt — Hitsville  
18 To 9 — Moody Blue — Elvis Presley — RCA  
24 To 15 — Whispers — Bobby Borchers — Playboy  
33 To 23 — There She Goes Again — Joe Stampley — Epic  
Ex To 30 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
27 To 21 — Poor Side Of Town — Bobby Wayne Loftis — Charta  
Ex To 34 — The Son Of Hickory Holler's Tramp — Johnny Russell — RCA

## WRCP — PHILADELPHIA

#1 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
Two Less Lonely People — Rex Allen Jr. — WB  
When It's Just You And Me — Dottie West — UA  
Crazy — Linda Ronstadt — Asylum  
12 To 7 — Near You — Jones/Wynette — Epic  
4 To 1 — Let My Love Be Your Pillow — Ronnie Milsap — RCA  
20 To 15 — Torn Between Two Lovers — Mary MacGregor — Ariola  
13 To 8 — Liars One, Believers Zero — Bill Anderson — MCA  
9 To 6 — Saying Hello — Brown/Cornelius — RCA

## KRAK — SACRAMENTO

#1 — I Can't Believe She Gives It All To Me — Conway Twitty — MCA  
Desperado — Johnny Rodriguez — Mercury  
The Movies — Statler Brothers — Mercury  
Her L-O-V-E-S Gone — Red Steagall — ABC/Dot  
Skinny Dippin' — Mayf Nutter — GNP  
Say You'll Stay Until Tomorrow — Tom Jones — Epic  
I'm Gonna Love You Right Out Of This World — David Rogers — Republic  
Heart Healer — Mel Tillis — MCA  
27 To 17 — If Love Was A Bottle Of Wine — Tommy Overstreet — ABC/Dot  
28 To 21 — Baby You Look Good To Me Tonight — John Denver — RCA  
30 To 22 — Two Less Lonely People — Rex Allen Jr. — WB  
35 To 28 — There She Goes Again — Joe Stampley — ABC/Dot

## KCKC — SAN BERNARDINO

#1 — Don't Be Angry — Donna Fargo — ABC  
Slide Off Your Satin Sheets — Johnny Paycheck — Epic  
Don't Throw It All Away — Dave & Sugar — RCA  
Ex To 35 — Adios Amigo — Marty Robbins — Columbia  
Ex To 34 — She's Just An Old Love Turned Memory — Charley Pride — RCA  
Ex To 33 — Sam — Olivia Newton-John — MCA  
32 To 23 — I Just Came Home To Count The Memories — Cal Smith — MCA  
35 To 15 — Southern Nights — Glen Campbell — Capitol

## WWVA — WHEELING, W.V.

#1 — Liars One, Believers Zero — Bill Anderson — MCA  
Adios Amigo — Marty Robbins — Columbia  
Whispers — Bobby Orchers — Playboy  
A Mansion On A Hill — Ray Price — ABC/Dot  
Easy Look — Charlie Rich — Epic  
Wrap Your Love All Around Your Man — Lynn Anderson — Columbia  
Southern Nights — Glen Campbell — Capitol  
23 To 10 — Torn Between Two Lovers — Mary MacGregor — Ariola  
14 To 7 — Say You'll Stay Until Tomorrow — Tom Jones — Epic  
22 To 17 — Heart Healer — Mel Tillis — MCA  
39 To 26 — After The Lovin' — Engelbert Humperdinck — Epic  
38 To 32 — Every Beat Of My Heart — Peggy Sue — Dorr Knob

## Crossover Hits: Who Will Get Gold Records, Top 40 or R&B

by Cookie Amerson

LOS ANGELES — With the crossover syndrome ever present, the problem of who is awarded within the record companies is becoming a very pressing one. R&B promotion men feel in some instances they are being slighted for one reason or another in favor of the top 40 promotion men. Some one-stops and radio stations also have mixed feelings about awards for million selling crossover hits.

In speaking to several national, regional and local R&B promotion people across the country, each told of different situations where they or someone they know were bypassed one time or another in receiving awards they felt they were due. One west coast one-stop told *Cash Box*, "The record companies have a tendency to believe that record promotion stops with the radio stations, and simply overlook the fact that the one-stop is a very important entity in the sale of their product. If some of the larger one-stops didn't push some product, making certain their customers were aware of new product, let there be no doubt that the record wouldn't happen. But even with this knowledge, I have never received a gold record from any company. There have been several crossover hits that companies have approached me with, before anybody else that did well, and you never hear from these people again until they get another record."

### What's The Policy?

Bruce Wendell, vice president of national promotion for Capitol Records explained "the issuing of gold records to radio stations or promotion people, is basically a judgmental decision. In a situation where we know that a promotion person went above and beyond the call of duty to break a record, one way or the other he would get a gold record. But generally speaking, when we have a big record that several people deserve recognition on we find giving bonuses rather than gold records to be best. In the case of a big crossover hit, we would recognize the 'key' top 40 and the 'key' R&B stations that were instrumental in breaking the record. For example, WRKO in Boston was the first major top 40 to jump on the Sylvers record, before the Sylvers were big cross-over artists. But the R&B station probably wouldn't receive one because the group is already big R&B. By the same token, I don't give our gold records for Paul McCartney to top 40 stations because he is already big top 40, but if he were to suddenly break big R&B it would be a different situation."

Otis Smith, vice president of ABC

Records added "if a pop record crosses R&B, gold records are given to individuals responsible for breaking that record R&B. If we are dealing with an R&B record that crosses pop, it is simply the individual responsible for breaking record pop, and those corresponding radio stations."

Howard Smiley, general manager of TK Productions, added "the giving of gold records is basically left to the discretion of the company. We don't want to get a reputation of giving out too many because then it is nothing special. We will generally give a radio station a gold record if they stuck their neck out for us in adding the record early, whether they are in a large or small market. We don't give them to many of our promotion people as a rule, but here again, if we feel they deserve this type of recognition, they will get it."

### Foresight and Daring

Dick Kline, vice president of promotion for Atlantic Records, explained "our company does not have a policy per se regarding gold records, but we give out gold records or a plaque to programmers who have had the foresight and daring to add a record on a new or 'cold' artist when it's just been released. We feel that the programmer who has the intuitive desire to create what the public wants to hear should be rewarded, and we handle the R&B and pop in the same vein. There should also be a sincere meaning behind an award, but the meaning can be watered down if you are giving out a great deal of them. As for our promotion people, we don't award an individual, because we feel we are a team, and when one team has done a bit more than the rest, that team receives an award."

## Nashboro Releases Six New Albums

NASHVILLE — "The Father of Them All" by R.H. Harris and the Masonic Quintet heads a list of six albums released by Nashboro Records in January.

The other releases were "Why Was I Born" by the Supreme Angels, "Gotta Find A Better Home" by the Angelic Gospel Singers, "Live In Concert, Vol. 2," a two-record set featuring such artists as Clara Ward and the Famous Ward Singers and Rev. Isaac Douglas, "With All Our Love" by Tommy Ellison and the Five Singing Stars, "Our Greatest Hits" by the Brooklyn Allstars and "I Have A Dream," the recording of Dr. Martin Luther King Jr.'s speech. Nashboro reissued the latter disc after obtaining exclusive rights to the master.

## Reflections 'N Black

Melba Moore was well received during her appearance at one of the official Presidential inaugural balls in Washington, D.C.

The Committee to Save Art and Culture is staging a campaign to bring headline entertainment back to Harlem. Because the area has been labeled a "bad" area by some, it was being by-passed by many forgetting that it was previously considered the mecca of entertainment in New York for many black entertainers. Bill Hichman, chairman of the organization (CSAC) is confident that he will be able to instill the fact that the community is worth saving in the minds of many people. One of their initial programs is tentatively set for Memorial Day weekend, with invitations being sent to several artists, with the hope that they will lend their talents to this cause.

The NAACP Image Awards dinner and show have been reset to Sunday, April 24 at the Century Plaza Hotel in Los Angeles.

WENZ in Richmond has changed its format to more of a progressive style, coining the phrase "Z-14 creative sophistication in black." They are now programming a list of thirty albums and fourteen singles. **Al Scott** has assumed the duties of program director, and **Mickey Arnold** will be music director.

**Herbie Hancock's** forthcoming LP will feature live recordings from the Newport Jazz Festival, which was titled "A Tribute To Herbie Hancock." The festival featured Hancock in three different sets, with three different bands, more or less showing his metamorphosis in music through the years. The first band included many of the musicians from his **Miles Davis** days, the second was the band that was with him through "Headhunters" and the third band is the band he presently tours with, that is more in a contemporary vein.

cookie amerson

## TOP 75 R&B ALBUMS

	Weeks On Chart		Weeks On Chart
1 <b>SONGS IN THE KEY OF LIFE</b> STEVIE WONDER (Tamla/Motown T13-34062)	1 17	39 <b>SOLID</b> MICHAEL HENDERSON (Buddah BDS 5662)	34 20
2 <b>CAR WASH</b> ORIGINAL SOUNDTRACK (MCA 2-6000)	2 14	40 <b>MELBA</b> MELBA MOORE (Buddah BDS 5677)	43 7
3 <b>GOOD HIGH</b> BRICK (Bang 408)	3 13	41 <b>BODY HEAT</b> JAMES BROWN (Polydor PD 1-6093)	46 5
4 <b>SPIRIT</b> EARTH, WIND & FIRE (Columbia PC 34241)	4 17	42 <b>AIN'T THAT A BITCH</b> JOHNNY "GUITAR" WATSON (Amherst DJM/Amherst DJLPA-3)	32 28
5 <b>THIS IS NIECY</b> DENIECE WILLIAMS (Columbia PC 34242)	5 20	43 <b>WELCOME TO OUR WORLD</b> MASS PRODUCTION (Atlantic SD 9910)	47 6
6 <b>BRASS CONSTRUCTION II</b> (United Artists UA LA 677G)	7 12	44 <b>RENAISSANCE</b> LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	40 9
7 <b>UNFINISHED BUSINESS</b> BLACKBYRDS (Fantasy F9518)	6 11	45 <b>ASK RUFUS</b> RUFUS FEATURING CHAKA KHAN (ABC AB 975)	— 1
8 <b>OPEN SESAME</b> KOOL & THE GANG (DeLite DEP 2023)	10 12	46 <b>THE MAN WITH THE SAD FACE</b> STANLEY TURRENTINE (Fantasy F9519)	37 10
9 <b>FLOWERS</b> EMOTIONS (Columbia PC 34163)	8 29	47 <b>BICENTENNIAL NIGGER</b> RICHARD PRYOR (WB BS 2960)	42 18
10 <b>THE CLONES OF DR. FUNKENSTEIN</b> PARLIAMENT (Casablanca NBLP 7034)	11 18	48 <b>HAVE A GOOD TIME</b> AL GREEN (Hi/London SHL 32103)	39 12
11 <b>TOO HOT TO STOP</b> BAR-KAYS (Mercury SRM 1-1099)	12 13	49 <b>I HEARD THAT</b> QUINCY JONES (A&M SP 3705)	44 19
12 <b>MESSAGE IN THE MUSIC</b> O'JAYS (Phila. Intl. PZ 34245)	9 20	50 <b>YOU ARE MY STARSHIP</b> NORMAN CONNORS (Buddah BDS 5655)	45 29
13 <b>HOPE WE GET TO LOVE IN TIME</b> MARILYN MCCOO & BILLY DAVIS JR. (ABC ABCD 952)	13 19	51 <b>WAR GREATEST HITS</b> (UA LA 648G)	53 23
14 <b>ANY WAY YOU LIKE IT</b> THELMA HOUSTON (Motown T6-34551)	17 7	52 <b>HUTSON II</b> LEROY HUTSON (Curtom/WB CU 5011)	48 9
15 <b>THE JACKSONS</b> (Epic PE 34229)	16 11	53 <b>JEAN CARL</b> (Phila. Intl./Epic PZ 34394)	58 6
16 <b>SOMETHING SPECIAL</b> SYLVERS (Capitol ST 11580)	18 12	54 <b>REACHING FOR THE WORLD</b> HAROLD MELVIN & BLUE NOTES (ABC AB 969)	— 1
17 <b>SECRET PLACE</b> GROVER WASHINGTON JR. (Kudu 32)	19 5	55 <b>ALL MY LIFE</b> ARTHUR PRYSOCK (Old Town 12-004)	60 4
18 <b>FOUR SEASONS OF LOVE</b> DONNA SUMMER (Oasis/Casablanca NBLP 7038)	15 14	56 <b>... AHH, THE NAME IS BOOTSY BABY</b> BOTTSY'S RUBBER BAND (Warner Bros. BS 2972)	— 1
19 <b>JOY RIDE</b> DRAMATICS (ABC ABCD 955)	20 16	57 <b>DO IT YOUR WAY</b> CROWN HEIGHTS AFFAIR (DeLite DEP 2022)	59 10
20 <b>PERSON TO PERSON</b> AVERAGE WHITE BAND (Atlantic SD 2-1002)	49 3	58 <b>WHAT YOU NEED</b> SIDE EFFECT (Fantasy F9513)	62 13
21 <b>HOT ON THE TRACKS</b> COMMODORES (Motown M6-867S1)	14 33	59 <b>SO SO SATISFIED</b> ASHFORD & SIMPSON (Warner Bros. BS 2992)	64 2
22 <b>WITH YOU</b> MOMENTS (Stang/All Platinum ST 1030)	39 9	60 <b>SOUL SEARCHING</b> AVERAGE WHITE BAND (Atlantic SD 18179)	52 29
23 <b>VIBRATIONS</b> ROY AYERS UBIQUITY (Polydor PD 1-6091)	26 5	61 <b>WILD CHERRY</b> (Epic/Sweet City 34195)	54 29
24 <b>FEELING GOOD</b> WALTER JACKSON (United Artists CHLA 656G)	24 18	62 <b>IS THIS WHATCHA WONT?</b> BARRY WHITE (20th Century T516)	15 14
25 <b>METHOD TO THE MADNESS</b> UNDISPUTED TRUTH (Warner Bros. WH 2967)	35 3	63 <b>SILK DEGREES</b> BOZ SCAGGS (Columbia PC 33920)	57 13
26 <b>HARDCORE JOLLIES</b> FUNKADELIC (Warner Bros. BS 2973)	21 11	64 <b>FESTIVAL</b> SANTANA (Columbia PC 34423)	— 1
27 <b>PART 3</b> KC & THE SUNSHINE BAND (TK 605)	28 16	65 <b>ENCHANTMENT</b> (United Artists LA LA 682G)	— 1
28 <b>HAPPINESS IS BEING WITH THE SPINNERS</b> (Atlantic SD 18181)	22 28	66 <b>GEORGE BENSON IN CONCERT IN CARNEGIE HALL</b> (CTI/Motown 6072S1)	— 1
29 <b>BRISTOL'S CREME</b> JOHNNY BRISTOL (Atlantic SD 18197)	25 12	67 <b>HANK CRAWFORD'S BACK</b> (Kudu 33)	69 4
30 <b>LET 'EM IN</b> BILLY PAUL (Phila. Intl. PZ 34539)	38 8	68 <b>CALIENTE</b> GATO BARBIERI (A&M SP 4597)	70 3
31 <b>LOVE TO THE WORLD</b> LTD (A&M 4589)	23 26	69 <b>END OF A RAINBOW</b> PATTI AUSTIN (CTI 5001)	71 5
32 <b>PIPE DREAMS (ORIGINAL SOUNDTRACK)</b> GLADYS KNIGHT & THE PIPS (Buddah BDS 5676 ST)	27 11	70 <b>IT AIN'T WHERE YOU BEEN</b> LATIMORE (Glades/TK 7509)	73 2
33 <b>CHAMELEON</b> LABELLE (Epic PE 34189)	33 21	71 <b>BIGGER THAN THE BOTH OF US</b> HALL & OATES (RCA APL 1-1467)	— 1
34 <b>DR. BUZZARD'S SAVANNAH BAND</b> (RCA APL 1-1504)	29 15	72 <b>IT LOOKS LIKE SNOW</b> PHOEBE SNOW (Columbia PC 34387)	74 9
35 <b>CATFISH</b> FOUR TOPS (ABCD 968)	31 16	73 <b>ONCE UPON A JUKEBOX</b> STYLISTICS (Avco HL 69015)	— 1
36 <b>GOLD</b> OHIO PLAYERS (Mercury SRM 1-1122)	30 13	74 <b>WHERE WILL YOU GO WHEN THE PARTY'S OVER</b> ARCHIE BELL & THE DRELLS (Phila. Intl./PZ 34323)	56 8
37 <b>DISCO INFERNO</b> TRAMMPS (Atlantic SD 18211)	51 3	75 <b>LOVE AND TOUCH</b> TYRONE DAVIS (Columbia PC 34268)	55 20
38 <b>CHILDREN OF THE WORLD</b> BEE GEES (RSO/Polydor RS 1-3003)	41 17		

# ADDITIONS TO R&B PLAYLISTS

**WAOK — ATLANTA — Frank Barrow**  
 #1 — Too Hot To Stop — Bar Kays  
 Love Is Better In The AM — Johnnie Taylor — Columbia  
 Dancin' — Crown Heights Affair — DeLite  
 Ex To 19 — Welcome To Our World — Mass Production  
 Ex To 24 — Space Age — Jimmie Castor  
 18 To 14 — Tryin' To Love Two — William Bell  
 #1 LP — E,W&F  
 New LPs — Rufus, Esther Phillips, Hank Crawford

**WIGO — ATLANTA — Rick Fly**  
 #1 — Too Hot To Stop — Bar-Kays  
 Ain't Gonna Dance — Joe Tex — Columbia  
 Close To You — Tyrone Davis — Columbia  
 12 To 1 — Too Hot To Stop — Bar-Kays  
 11 To 2 — Look Into Your Heart — Aretha Franklin  
 10 To 5 — Fancy Dancer — Commodores  
 16 To 6 — When Love Is New — Arthur Prysock  
 28 To 12 — Don't Leave Me This Way — Thelma Houston  
 24 To 13 — Tryin' To Love Two — William Bell  
 #1 LP — Walter Jackson

**WWIN — BALTIMORE — Don Brooks**  
 #1 — Free — Deniece Williams  
 I Only Want To Love You — Sassy — 20th Century  
 Love To The World — LTD — A&M  
 16 To 7 — Like To Do It — K.C. & The Sunshine Band  
 20 To 13 — Ha Cha Cha — Brass Construction  
 27 To 14 — Sometimes — Facts Of Life  
 30 To 21 — Fill This World With Love — Ann Peebles  
 #1 LP — O'Donnell Levy  
 New LPs — Ashford & Simpson, Donald Byrd, Trammps,  
 Love Unlimited Orchestra, Banks & Hampton, Letta  
 Mbulu

**WBUL — BIRMINGHAM — Victor Boykin**  
 #1 — Darlin' Darlin' Baby — O'Jays  
 Look Into Your Heart — Aretha Franklin — Atlantic  
 Betcha Bye Golly Wow — Norman Connors — Buddah  
 Steal Away To The Hideaway — Luther Ingram — Coco  
 Reaching For The World — Harold Melvin — ABC  
 Too Hot To Stop — Bar-Kays — Mercury  
 Ain't Gonna Dance — Joe Tex — Columbia  
 At Midnight — Rufus — ABC  
 Sometimes — Facts Of Life — Kayvette  
 I've Got Love On My Mind — Natalie Cole — Capitol  
 19 To 12 — Fancy Dancer — Commodores  
 #1 LP — Car Wash  
 New LPs — Billy Preston, AWB, Bootsy Collins, Benson &  
 Farrell, Hank Crawford

**WILD — BOSTON — Charlene Watts**  
 #1 — Don't Leave Me This Way — Thelma Houston  
 Look Into Your Heart — Aretha Franklin — Atlantic  
 Tryin' To Love Two — William Bell — Mercury  
 I've Got Love On My Mind — Natalie Cole — Capitol  
 Theme From King Kong — Love Unlimited Orchestra —  
 20th Century  
 Betcha Bye Golly Wow — Norman Connors — Buddah  
 Spy For Brotherhood — Miracles — Columbia  
 Reaching For The World — Harold Melvin — ABC  
 Feel Free — Four Tops — ABC  
 Fiesta — Gato Barbieri — A&M  
 Love To The World — LTD — A&M  
 Dancin' — Crown Heights Affair — DeLite  
 27 To 20 — Gift Wrap My Love — Reflections  
 26 To 19 — Daddy Cool — Boney M  
 New LPs — Rufus, Boney M, Harold Melvin, AWB, Hugh  
 Masakela, Crackin', Billy Preston

**WUFO — BUFFALO — Harold Lewis**  
 #1 — I Wish — Stevie Wonder  
 Spy For The Brotherhood — Miracles — Columbia  
 Family Again — Sly Stone — Epic  
 The Way You Make Me Feel — Melba Moore — Buddah  
 Gift Wrap My Love — Reflections — Capitol  
 There Will Come A Day — Smokey Robinson — Tamla  
 26 To 13 — Winter Melody — Donna Summer  
 24 To 16 — Isn't It A Shame — Labelle  
 30 To 18 — Feel The Beat — Ohio Players  
 19 To 6 — Be My Girl — Dramatics  
 #1 LP — Crown Heights Affair  
 New LPs — Osibisa, Eddie Russ, George Benson, John  
 Lee/Gerry Brown, Jimmie McGriff, Herbie Mann,  
 Bootsy Collins, Santana, Moments, Harold Melvin,  
 Rufus, Crackin'

**WGIV — CHARLOTTE — Manny Clark**  
 #1 — I Wish — Stevie Wonder  
 Fiesta — Gato Barbieri — A&M  
 I Tried To Tell Myself — Al Green — Hi  
 Get Up And Dance — Memphis Horns — RCA  
 Disco Lucy — Wilton Place Street Band — RSO  
 Where Is The Love — Ralph McDonald — Marlin  
 #1 LP — Barry White  
**WBMX — CHICAGO — Ernest James**  
 Additions:  
 There Will Come A Day — Smokey Robinson — Tamla  
 New LPs — Jerry Butler

**WJPC — CHICAGO — Richard Steele**  
 #1 — Free — Deniece Williams  
 Spy For Brotherhood — Miracles  
 Theme From King Kong — Love Unlimited Orchestra —  
 20th Century  
 Time Is Moving — Blackbyrds — Fantasy  
 Blessed Is Woman — Shirley Brown — Arista  
 Everloving Girl — Tyrone Davis — Dakar  
 15 To 8 — Sometimes — Facts Of Life  
 28 To 13 — Summer Snow — Blue Magic  
 22 To 16 — Open Sesame — Kool & The Gang  
 23 To 17 — Fancy Dancer — Commodores  
 24 To 18 — Easy To Love — Joe Simon  
 25 To 19 — Look Into Your Heart — Aretha Franklin  
 30 To 20 — I've Got Love On My Mind — Natalie Cole  
 #1 LP — The Jacksons  
 New LPs — Jean Carn, John Lee/Gerry Brown, Jerry But-  
 ler

**WVON — CHICAGO — E. Rodney Jones**  
 #1 — I Wish — Stevie Wonder  
 Body Heat — James Brown — Polydor  
 Wake Up And Be Somebody — Brainstorm — Tabu  
 Blessed Is Woman — Shirley Brown — Arista  
 Look Into Your Heart — Aretha Franklin — Atlantic  
 I Tried To Tell Myself — Al Green — Hi  
 Boogie Child — Bee Gees — RSO  
 Fancy Dancer — Commodores — Motown  
 Welcome To Our World — Cotillion  
 Love To The World — LTD — A&M  
 Love Is Better In The AM — Johnnie Taylor — Columbia  
 18 To 6 — Sometimes — Facts Of Life  
 20 To 10 — Everloving Girl — Tyrone Davis  
 19 To 7 — Say You Love Me — Patti Austin  
 21 To 8 — Do That Stuff — Parliament  
 #1 LP — Blackbyrds  
 New LPs — Donnie Gerrard

**WCIN — CINCINNATI — Bob Long**  
 #1 — I Wish — Stevie Wonder  
 Reaching For The World — Harold Melvin — ABC  
 Betcha Bye Golly-Wow — Norman Connors — Buddah  
 Love In Better In The AM — Johnnie Taylor — Columbia  
 I Tried To Tell Myself — Al Green — Hi  
 23 To 5 — I've Got Love On My Mind — Natalie Cole  
 15 To 8 — Close To You — Tyrone Davis  
 20 To 14 — Love To The World — LTD  
 22 To 15 — Sometimes — Facts Of Life  
 24 To 16 — Tryin' To Love Two — William Bell  
 #1 LP — Stevie Wonder  
 New LPs — Bootsy Collins, Rufus, Ritchie Family, Jimmy  
 McGriff

**WJMO — CLEVELAND — Lynn Tolliver**  
 #1 — I Wish — Stevie Wonder  
 You Make Me Feel Like Dancin' — Leo Sayer — WB  
 Just Another Day — Peabo Bryson — Bullet  
 I Wanna Get Next To You — Rose Royce — MCA  
 At Midnight — Rufus — ABC  
 Too Hot To Stop — Bar-Kays — Mercury  
 10 To 4 — Gloria — Enchantment  
 11 To 5 — Something 'Bout Cha — Latimore  
 19 To 6 — Be My Girl — Dramatics  
 Ex To 10 — Sometimes — Facts Of Life  
 22 To 16 — Don't Leave Me This Way — Thelma Houston  
 24 To 17 — Home Is Where The Heart Is — Bobby  
 Womack

26 To 18 — I've Got Love On My Mind — Natalie Cole  
 #1 LP — AWB  
 New LPs — Bootsy Collins, George Benson  
**WVKO — COLUMBUS — Keith Willis**  
 #1 — I Wish — Stevie Wonder  
 Too Hot To Stop — Bar-Kays — Mercury  
 Comin' 'Round The Mountain — Funkadelic — WB  
 Don't Leave Me This Way — Thelma Houston — Motown  
 Let It Flow — Tamiko Jones — Contempo  
 Say You Love Me — Patti Austin — CTI  
 27 To 18 — Baby Don't You Know — Wild Cherry  
 26 To 17 — I've Got Love On My Mind — Natalie Cole  
 23 To 14 — Come Back Home — Truth  
 21 To 13 — Gloria — Enchantment  
 18 To 11 — Gift Wrap My Love — Reflections  
 #1 LP — Stevie Wonder

**KKDA — DALLAS — Chuck Smith**  
 #1 — I Wish — Stevie Wonder  
 Trouble Blues — McKinley Mitchell — Chimneyville  
 Sweeter Than Sweet — Staples — WB  
 I Tried To Tell Myself — Al Green — Hi  
 Coming Up Through The Years — Violinaires — Checker  
 Can't Say Goodbye — Millie Jackson — Spring  
 17 To 12 — Ha Cha Cha — Brass Construction  
 20 To 14 — Sometimes — Facts Of Life  
 24 To 19 — Something 'Bout Cha — Latimore  
 #1 LP — B.B. King, Florida Sprituaire

**KNOK — DALLAS/FT. WORTH — Nat Jackson**  
 #1 — I Wish — Stevie Wonder

Time Is Moving — Blackbyrds — Fantasy  
 Here Is Where The Love Is — Sons Of Champlin — Ariola  
 If I Had You — Laura Green — Epic  
 Dance Little Lady — Tina Charles  
 Running Away From — Skip Mahoney — Nashboro  
 Good Thing Man — Frank Lucas — ICA  
 Theme From "A Star Is Born" — Barbra Streisand —  
 Columbia  
 Windy City Theme — Carl Davis Orchestra — Chi-Sound  
 There Will Come A Day — Smokey Robinson — Motown

**WCHB — DETROIT — Wade Briggs**  
 #1 — Gloria — Enchantment  
 Tryin' To Love Two — William Bell — Mercury  
 Look Into Your Heart — Aretha Franklin — Atlantic  
 Life Goes On — F.H.C. — RCA  
 At Midnight — Rufus — ABC  
 There Will Come A Day — Smokey Robinson — Tamla  
 Blessed Is Woman — Shirley Brown — Arista  
 Open Sesame — Kool & The Gang — DeLite  
 Rigor Mortis — Cameo — Chocolate City  
 Time Is Moving — Blackbyrds — Fantasy  
 Say You Love Me — Patti Austin — CTI  
 Just Another Day — Peabo Bryson — Bullet  
 Baby Don't You Know — Wild Cherry — Sweet City  
 Reaching For The World — Harold Melvin — ABC  
 Do What You Want — Billy Preston — A&M  
 There Is Love In The World — Mighty Clouds — ABC  
 Tried, Tested — Ashford & Simpson — WB  
 When Love Is New — Arthur Prysock — Old Town  
 Fancy Dancer — Commodores — Motown  
 Heaven — Ruth Copeland & Daryl Hall — RCA  
 Close To You — Tyrone Davis — Columbia  
 22 To 4 — I've Got Love On My Mind — Natalie Cole  
 16 To 8 — You Plus Me — Undisputed Truth  
 #1 LP — Dramatics  
 New LPs — Rufus, Harold Melvin, Mighty Clouds, Diana  
 Ross, Esther Phillips

**WCKO — FT. LAUDERDALE — Joe Fischer**  
 #1 — Sometimes — Facts Of Life  
 Steal Away To The Hideaway — Luther Ingram — Cotillion  
 9 To 2 — Be My Girl — Michael Henderson  
 10 To 3 — Isn't It A Shame — Labelle

## R & B SINGLES TO WATCH

- LOVE IS BETTER IN THE A.M. — JOHNNIE TAYLOR — COLUMBIA**  
 Adds: WOL, KOKY, WORL, WAOK, WCIN, KATZ, WTMP, KGFJ, WANM;  
 Jumps: WVOL 40-33.
- TIME IS MOVING — BLACKBYRDS — FANTASY**  
 Adds: WCHB, WORL, WJPC, WVKO, WJLB, WTLC, WOL, WAMO, WLOU.
- AIN'T GONNA BUMP — JOE TEX — COLUMBIA**  
 Adds: KDKO, WVOL, WORL, WIGO, WBUL, WEDR; Jumps: WOKJ 34-15.
- BLESSED IS WOMAN — SHIRLEY BROWN — ARISTA**  
 Adds: KDKO, WCHB, WORL, WVON, WJPC.
- THERE WILL COME A DAY — SMOKEY ROBINSON — TAMLA**  
 Adds: WCHB, WUFO, KOKY, WORL, WJLB.
- LOVE TO THE WORLD — LTD — A&M**  
 Adds: WILD, WVON, WWIN, WTLC; Jumps: WCIN 20-14.

## MOST PROGRAMMED NEW LP's

- AHH... THE NAME IS BOOTSY, BABY! — BOOTSY COLLINS — WB**  
 Adds: WANM, KDAY, KATZ, WJMO, WCIN, WBUL, KUTE, KNOK, WORL,  
 KOKY, WUFO, KOWH, WANT.
- ASK RUFUS — RUFUS — ABC**  
 Adds: KALO, WANM, KDAY, WDAO, WCIN, WAOK, WORL, WILD, WEDR,  
 WUFO, WCHB, KATZ, KJLH.
- REACHING FOR THE WORLD — HAROLD MELVIN & THE BLUE NOTES — ABC**  
 Adds: WAMO, WANM, KDAY, WDAO, WILD, WEDR, WUFO, WCHB, KOWH,  
 KJLH, WANT.
- PERSON TO PERSON — AWB — ATLANTIC**  
 Adds: KALO, WOKJ, WBUL, WILD, KOKY.
- IN FLIGHT — GEORGE BENSON — CTI**  
 Adds: WJMO, KUTE, KNOK, WUFO.
- DEEP IN MY SOUL — SMOKEY ROBINSON — TAMLA**  
 Adds: WANM, KUTE, WORL, WOL.
- SUITE FOR THE SINGLE GIRL — JERRY BUTLER — MOTOWN**  
 Adds: WOKJ, WJPC, WBMX, WORL.
- MYSTIQUE — MYSTIQUE — CURTOM**  
 Adds: WORL, KNOK, KOWH, WOL.

Rich Girl — Hall & Oates — RCA  
 Sweeter Than Sweet — Staples — WB  
 City — Weapons Of Peace — Playboy  
 Close To You — Tyrone Davis — Columbia  
 25 To 21 — Ha Cha Cha — Brass Construction  
 28 To 24 — Salsoul 3001 — Salsoul Orchestra  
 #1 LP — Deniece Williams  
 New LPs — Mystique — George Benson, Billy Paul, Patti  
 Austin, Millie Jackson, Bootsy Collins

**WDAO — DAYTON — Dwayne Hoard**  
 #1 — I Wish — Stevie Wonder  
 Too Hot To Stop — Bar-Kays — Mercury  
 Reaching For The World — Harold Melvin — ABC  
 10 To 5 — Superman Lover — Johnny Guitar Watson  
 12 To 7 — When Love Is New — Arthur Prysock  
 20 To 14 — Sometimes — Facts Of Life  
 29 To 23 — I've Got Love On My Mind — Natalie Cole  
 New LPs — Crown Heights Affair  
 New LPs — SHotgun, Harold Melvin, Rufus, Thelma  
 Houston

**KDKO — DENVER — Bob Moore**  
 #1 — I Wish — Stevie Wonder  
 Something 'Bout 'Cha — Latimore — Glades  
 Feel Free — Four Tops — ABC  
 Theme From Rocky — Rhythm Heritage — ABC  
 My Love Is Free — Double Exposure — Salsoul  
 Just Another Day — Peabo Bryson — Bullet  
 Blessed Is Woman — Shirley Brown — Arista  
 Ain't Gonna Bump — Joe Tex — Columbia  
 Rigor Mortis — Cameo — Chocolate City  
 17 To 11 — Be My Girl — Dramatics  
 18 To 12 — Fancy Dancer — Commodores  
 21 To 16 — Boogie Child — Bee Gees  
 26 To 19 — Close To You — Tyrone Davis  
 27 To 20 — When Love Is New — Arthur Prysock  
 29 To 22 — Reaching For The World — Harold Melvin  
 New LPs — B.B. King, Syretta Wright, Ashford & Simpson,  
 Shotgun, Sea Win, Man's Theory, L.A. Express, Bootsy  
 Collins, Jerry Butler, Street Corner Symphony, Little  
 Funk Machine, G.C. Cameron, Lakeside

**WJLB — DETROIT — Al Perkins**  
 #1 — Gloria — Enchantment  
 Dancin' — Paulette McWilliams — Fantasy

20 To 11 — Fancy Dancer — Commodores  
 23 To 13 — Free — Deniece Williams  
 #1 LP — AWB

**WRBD — FT. LAUDERDALE — Joe Fischer**  
 #1 — Car Wash — Rose Royce  
 Steal Away To The Hideaway — Luther Ingram — Cotillion  
 Winter Melody — Donna Summer — Oasis  
 #1 LP — AWB

**WTLC — INDIANAPOLIS — Roger Holloway**  
 #1 — Isn't It A Shame — Labelle  
 Time Is Moving — Blackbyrds — Fantasy  
 Tryin' To Love Two — William Bell — Mercury  
 Love To The World — LTD — A&M  
 8 To 3 — Fancy Dancer — Commodores  
 15 To 9 — Too Hot To Stop — Bar-Kays  
 22 To 15 — Body Heat — James Brown  
 29 To 23 — Comin' 'Round The Mountain — Funkadelic

**WOKJ — JACKSON — Dick Dawkins**  
 #1 — I Wish — Stevie Wonder  
 I Tried To Tell Myself — Al Green — Hi  
 Reaching For The World — Harold Melvin — ABC  
 At Midnight — Rufus — ABC  
 We Should Really Be In Love — Dorothy Moore/Eddie  
 Floyd — Malaco  
 Feel Free — Four Tops — ABC  
 Angels In Your Arms — Hot — Cotillion  
 26 To 16 — You Make Me Feel Like Dancin' — Leo Sayer  
 34 To 15 — Ain't Gonna Dance — Joe Tex  
 23 To 17 — Feelings — Walter Jackson  
 #1 LP — Car Wash  
 New LPs — Jerry Butler, AWB

**KOKY — LITTLE ROCK — J.D. Black**  
 #1 — I Wish — Stevie Wonder  
 Too Hot To Stop — Bar-Kays — Mercury  
 Love Is Better In The AM — Johnnie Taylor — Columbia  
 At Midnight — Rufus — ABC  
 There Will Come A Day — Smokey Robinson — Tamla  
 Let It Flow — Tamiko Jones — Contempo  
 Ex To 17 — Spring Affair — Donna Summer  
 10 To 19 — What Can I Say — Boz Scaggs  
 #1 LP — O'Jays/Enchantment  
 New LPs — Bootsy Collins, AWB

**KALO — LITTLE ROCK — Barry Mayo**  
 #1 Top Single — I Wish — Stevie Wonder  
 Fly Like An Eagle — Steve Miller Band — Capitol  
 Sometimes — Facts Of Life — Kayvette  
 I've Got Love On My Mind — Natalie Cole — Capitol  
 Hot:  
 Hotline — Sylvers  
 I Wish — Stevie Wonder  
 Tryin' To Love Two — William Bell  
 Darlin' Darlin' Baby — O'Jays  
 Something 'Bout 'Cha — Latimore  
 #1 LP — Stevie Wonder  
 New LPs — Bootsy Collins, AWB, George McCrae

**KDAY — LOS ANGELES — Jim Maddox**  
 #1 — Dazz — Brick  
 New LPs — Rufus, Bootsy Collins, Harold Melvin, Mo-  
 ments, Arthur Prysock, Melba Moore, Thelma Houston  
 #1 LP — Brick

**KUTE — LOS ANGELES — Lucky Pierre**  
 #1 LP — Brick  
 New LPs — George Benson, Donald Byrd, Smokey Robin-  
 son, Bootsy Collins

**KGFJ — LOS ANGELES — Lucky Pierre**  
 #1 — I Wish — Stevie Wonder  
 Love Is Better In The AM — Johnnie Taylor — Columbia  
 Feel Free — Four Tops — ABC  
 20 To 15 — I've Got Love On My Mind — Natalie Cole  
 25 To 20 — Reaching For The World — Harold Melvin  
 31 To 23 — At Midnight — Rufus

**KJLH — LOS ANGELES — Rod McGrew**  
 Stick Together — Minnie Riperton — Epic  
 Theme From Rocky — Current — Playboy  
 New LPs — Letta Mbulu, Michael Walden, Brick, Melba  
 Moore, Blackbyrds, Hitch Hiker, Kijana, Leon Ware,  
 Dynamic Superiors, Harold Melvin, Flip Nuney, Herbie  
 Mann, Jean Luc Ponty, Arthur Prysock, Rufus, Webster  
 Lewis

**WLOU — LOUISVILLE — Neal O'Rea**  
 #1 — Body Heat — James Brown  
 Do What You Want — Billy Preston — A&M  
 Time Is Moving — Blackbyrds — Fantasy  
 At Midnight — Rufus — ABC  
 Welcome To Our World — Mass Production — Cotillion  
 The Bottle — Gil-Scott Heron — Arista  
 10 To 4 — Body English — King Floyd  
 13 To 5 — Spring Affair — Donna Summer  
 12 To 6 — Isn't It A Shame — Labelle  
 14 To 7 — Dancin' — Crown Heights Affair  
 25 To 12 — Sometimes — Facts Of Life  
 26 To 13 — Close To Me — Bill Withers  
 24 To 16 — Something 'Bout Cha — Latimore  
 31 To 18 — Don't Leave Me This Way — Thelma Houston

**WEDR — MIAMI — Jerry Russian**  
 #1 — Be My Girl — Michael Henderson  
 Ain't Gonna Bump — Joe Tex — Columbia  
 Live And Let Live — Pure Ice — Kriss  
 Dancin' — Paulette McWilliams — Fantasy  
 Spy For Brotherhood — Miracles — Columbia  
 14 To 1 — Be My Girl — Michael Henderson  
 8 To 2 — Gloria — Enchantment  
 17 To 8 — Tryin' To Love Two — William Bell  
 Ex To 18 — Too Hot To Stop — Bar-Kays  
 16 To 10 — Everloving Girl — Tyrone Davis  
 #1 LP — Car Wash  
 New LPs — Harold Melvin, Olympic Runner, Mighty Cluds  
 of Joy, Rufus

**WVOL — NASHVILLE — David Lombard**  
 #1 — I Wish — Stevie Wonder  
 Ain't Gonna Bump — Joe Tex — Columbia  
 Reaching For The World — Harold Melvin — ABC  
 Too Hot To Stop — Bar-Kays — Mercury  
 Ha Cha Cha — Brass Construction — UA  
 Dr. Funkenstein — Parliament — Casablanca  
 40 To 33 — Love Is Better In The AM — Johnnie Taylor  
 27 To 20 — Isn't It A Shame — Labelle  
 18 To 13 — Close To You — Tyrone Davis  
 #1 LP — Dramatics/Deniece Williams  
 New LPs — Millie Jackson, Undisputed Truth, Steve Miller  
 Band, LTD (re-add), Ohio Players

**WBLS — NEW YORK — Wanda Ramos**  
 Top Single — I've Got Love On My Mind — Natalie Cole  
 Feel The Beat — Ohio Players — Mercury  
 Top Of The Stairs — Wild Honey — Drive  
 Double Dutch — Fatback Band — Spring  
 At Midnight — Rufus — ABC  
 Theme From Rocky — Current — Playboy  
 Top LP — Trammps  
 New LPs — Loleta Holloway, Irene Reed, Grover  
 Washington, Letta Mbulu, Ashford & Simpson, Jupar  
 Orchestra, Michael Henderson

**WWRL — NEW YORK — Sonny Taylor**  
 #1 — I Wish — Stevie Wonder  
 Disco Lucy — Wilton Place Street Band — RSO  
 Wake Up And Be Somebody — Brainstorm — Tabu  
 #1 LP — Trammps  
 New LPs — Lou Rawls, Ritchie Family, Undisputed Truth

**KOWH — OMAHA — Mike Jones**  
 #1 — Free — Deniece Williams  
 Tryin' To Love Two — William Bell — Mercury  
 Dancin' — Crown Heights Affair — DeLite  
 There Is Love In The World — Mighty Clouds Of Joy —  
 ABC  
 Welcome To Our World — Mass Production — Cotillion  
 Feel Free — Four Tops — ABC  
 20 To 11 — Sometimes — Facts Of Life  
 25 To 16 — I've Got Love On My Mind — Natalie Cole  
 28 To 18 — Whatever Makes You Happy — R.B. Hudmon  
 30 To 24 — Don't Walk Away — General Johnson  
 15 To 10 — Don't Leave Me This Way — Thelma Houston  
 #1 LP — Deniece Williams  
 New LPs — Mystique, Mighty Clouds Of Joy, Harold  
 Melvin, Maze, Bootsy Collins

**WORL — ORLANDO — Steve Crumbley**  
 #1 — Close To You — Tyrone Davis  
 Too Hot To Stop — Bar-Kays — Mercury  
 At Midnight — Rufus — ABC  
 Time Is Moving — Blackbyrds — Fantasy  
 Reaching For The World — Harold Melvin — ABC  
 Get Up And Dance — Memphis Horns — RCA  
 Blessed Is Woman — Shirley Brown — Arista  
 Love Is Better In The AM — Johnnie Taylor — Columbia  
 Ain't Gonna Bump — Joe Tex — Columbia  
 Steal Away To The Hideaway — Luther Ingram — Cotillion  
 Dr. Funkenstein — Parliament — Casablanca  
 There Will Come A Day — Smokey Robinson — Motown  
 11 To 2 — Don't Leave Me This Way — Thelma Houston  
 12 To 6 — Look Into Your Heart — Aretha Franklin  
 16 To 11 — Comin' 'Round The Mountain — Funkadelics  
 20 To 12 — Sure Feels Good — Confection  
 25 To 16 — I've Got Love On My Mind — Natalie Cole  
 35 To 18 — Boogie Child — Bee Gees  
 29 To 20 — Out Of The Bleu — Caldera  
 17 To 9 — Fly Like An Eagle — Steve Miller Band  
 New LPs — Bootsy Collins, Rufus, Mystique, Smokey  
 Robinson, Jerry Butler, Olympic Runner

(continued on page 44)

# CASH BOX TOP 100 R&B

February 5, 1977

	Weeks On Chart	1/29 Chart		Weeks On Chart	1/29 Chart		Weeks On Chart	1/29 Chart
<b>1 I WISH</b> STEVIE WONDER (Tamla/Motown T54272F)	1	9	<b>37 SUPERMAN LOVER</b> JOHNNY GUITAR WATSON (DJM/Amherst DJUS 1019)	30	13	<b>70 DAMN RIGHT IT'S GOOD</b> GWEN MCCRAE (Cat/TK 2005)	70	7
<b>2 FREE</b> DENIECE WILLIAMS (Columbia 3-10429)	2	14	<b>38 BODY ENGLISH</b> KING FLOYD (Chimneyville/TK 10212)	36	12	<b>71 WINTER MELODY</b> DONNA SUMMER (Casablanca NB 874)	—	1
<b>3 DARLIN' DARLIN' BABY (SWEET, TENDER LOVE)</b> O'JAYS (Phila. Int./Epic ZS 8-3610)	4	12	<b>39 GOIN' UP IN SMOKE</b> EDDIE KENDRICKS (Tamla/Motown 54277)	41	11	<b>72 TIME IS MOVIN'</b> BLACKBYRDS (Fantasy F787)	—	1
<b>4 DAZZ</b> BRICK (Bang 727)	3	18	<b>40 LOVE SO RIGHT</b> BEE GEES (RSO/Polydor 859)	32	13	<b>73 LET'S GO DOWN TO THE DISCO</b> UNDISPUTED TRUTH (Whitfield/WB WHI 8295)	59	10
<b>5 WHEN LOVE IS NEW</b> ARTHUR PRYSOCK (Old Town 1000)	6	14	<b>41 CLOSE TO YOU</b> TYRONE DAVIS (Columbia 3-10457)	35	7	<b>74 DON'T TAKE AWAY THE MUSIC</b> TAVARES (Capitol 4348)	51	16
<b>6 CAR WASH</b> ROSE ROYCE (MCA 40615)	5	20	<b>42 LOVE ME, LOVE ME</b> STAPLES (Warner Bros. 8279)	32	13	<b>75 TOO HOT TO STOP</b> BAR-KAYS (Mercury 1099)	94	2
<b>7 FANCY DANCER</b> COMMODORES (Motown 1408)	11	19	<b>43 WORN OUT BROKEN HEART</b> LOLEATTA HOLLOWAY (Gold Mine/Salsoul GM 4000)	38	11	<b>76 I DO, I DO (WANT TO MAKE LOVE TO YOU)</b> LEROY HUTSON (Curton/WB CMS 0121)	52	13
<b>8 FEELINGS</b> WALTER JACKSON (UA CHXW 908Y)	9	13	<b>44 REACHING FOR THE WORLD</b> HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	66	3	<b>77 THEME FROM KING KONG PART ONE</b> LOVE UNLIMITED ORCHESTRA (20th Century TC 2325)	89	2
<b>9 DON'T LEAVE ME THIS WAY</b> THELMA HOUSTON (Tamla/Motown T54278F)	15	8	<b>45 SHAKE YOUR RUMP TO THE FUNK</b> BAR-KAYS (Mercury 73833)	44	25	<b>78 OUT OF THE BLUE</b> CALDERA (Capitol 4371)	88	2
<b>10 SATURDAY NIGHT</b> EARTH, WIND & FIRE (Columbia 3-10439)	7	12	<b>46 SPY FOR BROTHERHOOD</b> THE MIRACLES (Columbia 3-10464)	55	4	<b>79 LET IT FLOW</b> TAMIKO JONES (Contempo/TK 7001)	62	9
<b>11 ENJOY YOURSELF</b> THE JACKSONS (Epic 8-50289)	8	17	<b>47 CATFISH</b> FOUR TOPS (ABC 12223)	43	21	<b>80 S.O.S.</b> SIDE EFFECT (Fantasy 784)	84	4
<b>12 BE MY GIRL</b> DRAMATICS (ABC 12235)	17	8	<b>48 BETCHA BY GOLLY WOW</b> NORMAN CONNORS FEATURING PHYLLIS HYMAN (Buddah 544)	54	6	<b>81 TOGETHER</b> O.C. SMITH (Caribou/Epic ZS 8-9017)	83	11
<b>13 I LIKE TO DO IT</b> KC & THE SUNSHINE BAND (TK 1020)	14	10	<b>49 BABY DON'T YOU KNOW</b> WILD CHERRY (Epic/Sweet City 50306)	56	4	<b>82 RICH GIRL</b> HALL & OATES (RCA PB 10860)	—	1
<b>14 BODY HEAT (PART 1)</b> JAMES BROWN (Polydor 14360)	19	9	<b>50 DISCO LUCY (I LOVE LUCY THEME)</b> WILTON PLACE STREET BAND (Island 078)	60	4	<b>83 TRIED, TESTED, AND FOUND TRUE</b> ASHFORD & SIMPSON (WB 8286)	53	10
<b>15 SPRING AFFAIR</b> DONNA SUMMER (Oasis/Casablanca 872)	16	8	<b>51 FEEL FREE</b> FOUR TOPS (ABC 12236)	58	4	<b>84 WHERE IS THE LOVE</b> RALPH McDONALD (Marlin/TK 3308)	—	1
<b>16 BE MY GIRL</b> MICHAEL HENDERSON (Buddah 552)	18	9	<b>52 LOVE TO THE WORLD</b> LTD (A&M 1897)	61	3	<b>85 WHAT YOU NEED BABY</b> CAPRELLS (Ariola America/Capitol 7649)	90	4
<b>17 SOMETHIN' 'BOUT 'CHA</b> LATIMORE (Glades/TK 1739)	20	10	<b>53 A LOVE OF YOUR OWN</b> AVERAGE WHITE BAND (Atlantic 3363)	45	13	<b>86 LIFE</b> BETTY WRIGHT (Alston/TK 3725)	71	7
<b>18 DO IT TO MY MIND</b> JOHNNY BRISTOL (Atlantic 3360)	12	17	<b>54 FEEL THE BEAT (EVERYBODY DISCO)</b> OHIO PLAYERS (Mercury 73881)	68	3	<b>87 THE WINDY CITY THEME</b> CARL DAVIS ORCHESTRA (Chisound/United Artists 904)	92	3
<b>19 ISN'T IT A SHAME</b> LABELLE (Epic 8-50513)	24	8	<b>55 EVER LOVIN' GIRL</b> TYRONE DAVIS (Dakar 4561)	69	5	<b>88 I FEEL LOVE IN THIS ROOM</b> BO KIRKLAND & RUTH DAVIS (Claridge 421)	96	7
<b>20 HOT LINE</b> SYLVERS (Capitol 4336)	10	17	<b>56 FREE AND SINGLE</b> BROTHERS JOHNSON (A&M 1881)	48	11	<b>89 IN MY LONELINESS (WHEN WE WERE YOUNG)</b> NANCY WILSON (Capitol 4350)	86	9
<b>21 YOU GOTTA BELIEVE</b> POINTER SISTERS (ABC/Blue Thumb 271)	13	11	<b>57 BOOGIE CHILD</b> BEE GEES (RSO/Polydor RS 867)	79	2	<b>90 LIFE GOES ON</b> FAITH HOPE & CHARITY (RCA PB 10865)	—	1
<b>22 I'VE GOT LOVE ON MY MIND</b> NATALIE COLE (Capitol 4360)	49	3	<b>58 GET UP AND DANCE</b> MEMPHIS HORNS (RCA PB 10836)	65	8	<b>91 LOVE BUG</b> BUMBLE BEE UNLIMITED (Mercury 73864)	97	5
<b>23 EASY TO LOVE</b> JOE SIMON (Spring/Polydor SP 169)	25	10	<b>59 COMIN' ROUND THE MOUNTAIN</b> FUNKADELIC (WB 8309)	75	2	<b>92 SAY YOU LOVE ME</b> PATTI AUSTIN (CTI OJ 33)	—	1
<b>24 HA CHA CHA (FUNKTION)</b> BRASS CONSTRUCTION (UA XW 921)	29	7	<b>60 DANCIN'</b> CROWN HEIGHTS AFFAIR (DeLite 1588)	76	3	<b>93 DO WHAT YOU WANT</b> BILLY PRESTON (A&M 1892-S)	—	1
<b>25 TRYIN' TO LOVE TWO</b> WILLIAM BELL (Mercury 73839)	39	8	<b>61 FIESTA</b> GATO BARBIERI (A&M 1885)	64	5	<b>94 WHATEVER MAKES YOU HAPPY</b> R.B. HUDMON (Atlantic 3366)	98	3
<b>26 SUMMER SNOW</b> BLUE MAGIC (WMOT/Atlantic WM 4003)	31	9	<b>62 PARTY NIGHT</b> CURTIS MAYFIELD (Curton/WB CMS 0122)	46	12	<b>95 AT THE TOP OF THE STAIRS</b> WILD HONEY (Drive/TK 6253)	—	1
<b>27 GLORIA</b> ENCHANTMENT (United Artists XW 912)	33	8	<b>63 JUST ANOTHER DAY</b> PEABO BRYSON (Bullet 02)	78	4	<b>96 WELCOME TO OUR WORLD</b> MASS PRODUCTION (Atlantic 44213)	—	1
<b>28 SOMETIMES</b> FACTS OF LIFE (Kayvette/TK 5128)	42	6	<b>64 AT MIDNIGHT (MY LOVE WILL LIFT YOU UP)</b> RUFUS FEATURING CHAKA KHAN (ABC 12239)	80	2	<b>97 IF YOU AIN'T MAN ENOUGH</b> TOMMY TATE (Koko 0723)	—	1
<b>29 I KINDA MISS YOU</b> MANHATTANS (Columbia 3-10430)	22	15	<b>65 SPACE AGE</b> JIMMY CASTOR BUNCH (Atlantic 3375)	77	3	<b>98 STAY AWHILE WITH ME</b> DONNIE GERRARD (Greedy G109)	100	2
<b>30 LOOK INTO YOUR HEART</b> ARETHA FRANKLIN (Atlantic 3373)	40	4	<b>66 YOU MAKE ME FEEL LIKE DANCING</b> LEO SAYER (WB 8283)	72	5	<b>99 SHAKE IT, SHAKE IT</b> WILLIE HUTCH (Motown M1411F)	99	10
<b>31 OPEN SESAME</b> KOOL & THE GANG (DeLite 1586)	23	16	<b>67 KEEP ME CRYIN'</b> AL GREEN (Hi/London 5N-2319)	47	16	<b>100 CATCH A GROOVE</b> JUICE (Greedy G108)	—	1
<b>32 YOU DON'T HAVE TO BE A STAR</b> MARILYN MCCOO & BILLY DAVIS (ABC 12208)	21	23	<b>68 LOVE BALLAD</b> LTD (A&M 1847)	50	24			
<b>33 WITH YOU</b> MOMENTS (Stang/All Platinum ST 5068)	34	19	<b>69 AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT WOMAN)</b> JOE TEX (Epic 8-50313)	82	2			
<b>34 I DON'T WANNA LOSE YOUR LOVE</b> EMOTIONS (Columbia 3-10347)	27	15						
<b>35 CHERCHEZ LA FEMME</b> DR. BUZZARD'S ORIGINAL SAVANNAH BAND (RCA PB 10827)	28	14						
<b>36 DO WHAT YOU WANT, BE WHAT YOU ARE</b> DARYL HALL & JOHN OATES (RCA PB 10808)	26	16						

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

Ain't Gonna Bump (Tree — BMI) . . . . . 69	Do What You (Unichappell — BMI) . . . . . 36	Just Another (Web IV — BMI) . . . . . 63	Spy For (Crimora — ASCAP) . . . . . 46
A Love Of (Average/WB/Long Dog — ASCAP) . . . . . 53	Do What You Want (Glenwood — ASCAP) . . . . . 93	Keep Me Cryin' (Jec/Al Green — BMI) . . . . . 67	Stay Awhile (Warner Tamerlane/Interior/Van McCoy — BMI) . . . . . 98
At Midnight (Amer. B'casting/Elinea — BMI) . . . . . 64	Easy To Love (Combine — BMI) . . . . . 23	Let It Flow (Finger Lips/For Better Or Worse/Tamiko — BMI) . . . . . 79	Summer Snow (WMOT/Friday's Child — BMI) . . . . . 26
At The Top (Mured/Double Diamond — BMI) . . . . . 95	Enjoy Yourself (Mighty Three — BMI) . . . . . 11	Let's Go Down (Stone Diamond — BMI) . . . . . 73	Superman Lover (Uri-John — BMI) . . . . . 37
Baby Don't (Bema — ASCAP) . . . . . 49	Ever Lovin' (Julio-Brian/Content/Early — BMI) . . . . . 55	Life (Sherlyn — BMI) . . . . . 86	Theme From King Kong (Ensign — BMI) . . . . . 77
Be My Girl (Electrocord — ASCAP) . . . . . 12, 18	Fancy (Jobete/Commodores Ent. — ASCAP) . . . . . 9	Life Goes (V. McCoy/Warner Tamerlane — BMI) . . . . . 90	The Windy City Theme (TheSaurus — BMI) . . . . . 87
Betcha By (Bel Boy/Assorted — BMI) . . . . . 48	Feel Free (ABC-Dunhill/Rail — BMI) . . . . . 51	Look Into Your (Warner Tamerlane — BMI) . . . . . 30	Time Is Moving (Blackbyrd — BMI) . . . . . 72
Body English (Tree — BMI) . . . . . 38	Feel The Beat (Play One — BMI) . . . . . 54	Love Ballad (Unichappell — BMI) . . . . . 68	Together (Fox/Gimbel — BMI) . . . . . 81
Body Heat (Dynatone/Belinda/Unichappell — BMI) . . . . . 14	Feelings (Fermata Int'l. Melodies — ASCAP) . . . . . 8	Love Bug (Sug-Sug — ASCAP) . . . . . 41	Too Hot To (Bar Kay/Dunbar — BMI) . . . . . 75
Boogie Child (Stigwood/Unichappell — BMI) . . . . . 57	Fiesta (Irving/Leandro — BMI) . . . . . 61	Love Me (Mayfield — BMI) . . . . . 92	Tried, Tested (Nick-O-Val — ASCAP) . . . . . 83
Car Wash (Duchess — BMI) . . . . . 6	Free (Kee/Drick — BMI) . . . . . 2	Love So Right (Stigwood — BMI) . . . . . 40	Tryin' To Love (Bell-Kat/Unichappell — BMI) . . . . . 25
Catch A Groove (Joyfully Sad/Almo — ASCAP) . . . . . 100	Free & Single (Kidada/Goulgris — BMI) . . . . . 56	Love To The World (Alrubby — ASCAP) . . . . . 52	Welcome To Our (Pepper — ASCAP) . . . . . 96
Catfish (ABC/Dunhill/Rail — BMI) . . . . . 47	Get Up And (Bridgewood — ASCAP) . . . . . 58	Open Sesame (Delighted/Gang — BMI) . . . . . 31	Whatever Makes (Dep/East Memphis — BMI) . . . . . 94
Cherchez (Miller/Fisher — ASCAP/Pink Pelican — BMI) . . . . . 35	Gloria (Desert Moon/Willow Girl — BMI) . . . . . 27	Out Of The Blue (Riga/Irazu — BMI) . . . . . 78	What You Need Baby (Arabella — BMI) . . . . . 85
Close To You (NY Times/Content/Little Bears — BMI) . . . . . 41	Goin' Up (Stone Diamond — BMI) . . . . . 39	Party Night (Mayfield — BMI) . . . . . 62	When Love Is (Mighty Three — BMI) . . . . . 5
Comin' Round The Mountain (Malbiz — BMI) . . . . . 59	Ha Cha Cha (Desert Moon/Jeffmar — BMI) . . . . . 24	Reaching For The World (Simi — BMI) . . . . . 44	Where Is The Love (Antisia — ASCAP) . . . . . 84
Damn Right It's Good (Sherlyn — BMI) . . . . . 70	Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP) . . . . . 20	Rich Girl (Unichappell/Hot Cha — BMI) . . . . . 82	Winter Melody (Rick's Music — BMI) . . . . . 71
Dancin' (Delightful/Cabrini — BMI) . . . . . 60	I Do (Silent Giant/Aopa — ASCAP) . . . . . 76	Saturday Night (Sagittfire — BMI) . . . . . 10	With You (Unichappell/Begonia Melodies/Aschken — BMI) . . . . . 33
Darlin' (Mighty Three — BMI) . . . . . 3	I Don't Wanna (Pamjokeen — BMI) . . . . . 34	Say You Love Me (Antisia — ASCAP) . . . . . 92	Worn Out Broken Heart (Moonsong — BMI) . . . . . 43
Dazz (Silver Cloud/Trolley — ASCAP) . . . . . 4	I Feel (Claridge — ASCAP) . . . . . 88	Shake It (Stone Diamond — BMI) . . . . . 99	You Don't (Groovesville — BMI) . . . . . 32
Disco Lucy (Desilu — ASCAP) . . . . . 50	If You Ain't Man (Klondike — BMI) . . . . . 97	Shake Your Rump (Barkay — BMI) . . . . . 45	You Gotta Believe (Duchess — BMI) . . . . . 21
Do It To My Mind (Bushka — ASCAP) . . . . . 18	I Kinda Miss (Nattahnam/Blackwood — BMI) . . . . . 29	Somethin' (Sherlyn — BMI) . . . . . 17	You Make Me (Braitree — BMI/Longmanor-Chrysalis — ASCAP) . . . . . 66
Don't Leave Me (Mighty Three — BMI) . . . . . 9	I Like To Do (Sherlyn/Harrick — BMI) . . . . . 13	Sometimes (Stallion — BMI) . . . . . 28	
Don't Take Away (Bull Pen — BMI/Perren Vibes — ASCAP) . . . . . 74	In My Loneliness (Django — ASCAP) . . . . . 89	S.O.S. (Effective/At Home — ASCAP) . . . . . 80	
	Isn't It A (Hastings — BMI) . . . . . 19	Space Age (Jimerie — BMI) . . . . . 65	
	I've Got Love (Jay's Ent./Chappell — ASCAP) . . . . . 22	Spring Affair (Ricks — BMI) . . . . . 15	
	I Wish (Jobete/Black Bull — ASCAP) . . . . . 1		

# FM ANALYSIS

(continued from page 27)

## WMC-FM — MEMPHIS — Ron Olson

**Most Active:**  
 Leon Redbone — Double Time — WB  
 Eagles — Hotel California — Asylum  
 Al Stewart — Year Of The Cat — Janus  
 Santana — Festival — Columbia  
 Wings — Wings Over America — Capitol  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 ZZ Top — Tejas — London  
 Manfred Mann — The Roaring Silence — WB  
 Jackson Browne — The Pretender — Asylum  
 Frank Zappa — Zoot Allures — WB

**Adds:**  
 Leo Kottke — Chrysalis  
 Jimmy Buffet — High Cumberland Jubilee — Janus  
 Genesis — Wind & Wuthering — Atco  
 Jefferson Airplane — Flight Log — Grunt  
 Average White Band — Person To Person — Atlantic

## KTIM-FM — SAN RAFAEL, CA — Tony Bernardini

**Most Active:**  
 Gary Wright — The Light Of Smiles — WB  
 801 Live — Island (Imp)  
 ZZ Top — Tejas — London  
 Journey — Next — Columbia  
 Sammy Hagar — Capitol  
 Muddy Waters — Hard Again — Blue Sky  
 Stevie Wonder — Songs In The Key Of Life — Tamla

Lone Star — Epic (Imp)  
 Barclay James Harvest — Octoberon — MCA  
 Queen — A Day At The Races — Elektra  
 Starcastle — Fountains Of Light — Epic  
 City Boy — Dinner At The Ritz — Mercury  
 Genesis — Wind & Wuthering — Atco  
 Average White Band — Person To Person — Atlantic

**Adds:**  
 Rufus — Ask Rufus — ABC  
 Son Seals — Alligator  
 Martin Mull — I'm Everyone I've Ever Loved — ABC  
 The Babys — Chrysalis  
 Tony Joe White — Eyes — 20th Century  
 B.B. King — King Size — ABC  
 Timo Laine — Symphonic Slam — A&M  
 Jimmy Smith — Mercury  
 David Bowie — Low — RCA

## KZEL-FM — EUGENE, OREG. — Stan Garrett

**Most Active:**  
 Emmylou Harris — Luxury Liner — WB  
 Gary Wright — The Light Of Smiles — WB  
 The Winters Bros. Band — Atco  
 Santana — Festival — Columbia  
 Chilliwack — Dreams, Dreams, Dreams — Mushroom  
 ZZ Top — Tejas — London  
 George Harrison — Thirty Three & 1/3 — Dark Horse  
 Grover Washington Jr. — A Secret Place — Kudu  
 Genesis — Wind & Wuthering — Atco  
 Fleetwood Mac — Go Your Own Way (45) — WB  
 10cc — The Things We Do For Love (45) — Mercury  
 Eagles — Hotel California — Asylum  
 Al Stewart — Year Of The Cat — Janus  
 Alpha Band — Arista

**Adds:**  
 Miracle Row — Janis Ian — Columbia  
 City Boy — Dinner At The Ritz — Mercury  
 Sammy Hagar — Capitol  
 Isis — Breaking Through — UA  
 Barclay James Harvest — Octoberon — MCA  
 Don Harrison Band — Red Hot — Atlantic  
 Denim — Epic  
 Dirk Hamilton — Alias — ABC  
 Rufus — Ask Rufus — ABC  
 B.B. King — King Size — ABC  
 Splint Enz — Mental Notes — Chrysalis  
 Racing Cars — Downtown Tonight — Chrysalis

## WPLR-FM — NEW HAVEN — Gordon Weingarth

**Most Active:**  
 Queen — A Day At The Races — Elektra  
 ZZ Top — Tejas — London  
 Al Stewart — Year Of The Cat — Janus  
 Boston — Epic  
 Jefferson Airplane — Flight Log — Grunt  
 — Please Come Back/Keep On  
 Truckin'/Come Again Toucan  
 Rory Gallagher — Calling Card — Chrysalis  
 — Secret Agent  
 Charlie Daniels Band — High Lonesome — Epic  
 — Tennessee/Billy The Kid  
 Jackson Browne — The Pretender — Asylum

— Here Come Those Tears Again/The Pretender/Daddys' Tune  
 David Bowie — Low — RCA  
**Adds:**  
 Renaissance — Novella — Sire  
 Winters Bros. Band — Atco  
 Muddy Waters — Hard Again — Blue Sky  
 Kim Carnes — Sailin' — A&M  
 Meisberg & Walters — Casablanca  
 Lone Star — Columbia  
 Brian Auger & The Oblivion Express — Happiness — WB  
 Stanky Brown Group — If The Lights Don't Get You The Hellots Will — Sire  
 George Benson — In Flight — WB  
 George Benson — Benson At Carnegie — CTI  
 B. B. King — King Size — ABC  
 James Talley — Blackjack Choir — Capitol

## WZMF-FM — MENOMONEE FALLS, WISC. — Steve Stevens

**Most Active:**  
 Queen — A Day At The Races — Elektra  
 Kansas — Leftoverture — Kirshner  
 Genesis — Wind & Wuthering — Atco  
 Eagles — Hotel California — Asylum  
 ELO — A New World Record — UA  
 Santana — Festival — Columbia  
 ZZ Top — Tejas — London  
 Bob Seger — Night Moves — Capitol  
 Gary Wright — The Light Of Smiles — WB  
**Adds:**  
 Babys — Chrysalis  
 Ace — No Strings — Anchor  
 Mr. Big — Photographic Smile — Arista

## KNAC-FM — LONG BEACH, CA — Paul Sullivan

**Most Active:**  
 Eagles — Hotel California — Asylum  
 Genesis — Wind & Wuthering — Atco  
 Kansas — Leftoverture — Kirshner  
 Queen — A Day At The Races — Elektra  
 Jackson Browne — The Pretender — Asylum  
 Steve Hillage — L — Atlantic  
 Bob Seger — Night Moves — Capitol  
 ZZ Top — Tejas — London  
 David Bowie — Low — RCA

**Adds:**  
 Sammy Hagar — Capitol  
 Jan Akkerman & Kaz Lux — Eli — Atlantic  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 Journey — Next — Columbia  
 Racing Cars — Downtown Tonight — Chrysalis  
 The Babys — Chrysalis  
 Barclay James Harvest — Octoberon — MCA  
 Starcastle — Fountains Of Light — Epic  
 Timo Laine — Symphonic Slam — A&M

## WROV — ROANOKE — Bill Jordan

**Most Active:**  
 Firefall — Atlantic  
 — Cinderella  
 Fleetwood Mac — Go Your Own Way (45) — WB  
 10cc — The Things We Do For Love — Mercury  
 Bob Seger — Night Moves — Capitol  
 — Main Street  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — So Into You  
 Eagles — Hotel California — Asylum  
 — Hotel California  
 George Harrison — Thirty Three & 1/3 — Dark Horse  
 — Crackerbox Palace  
 Gary Wright — The Light Of Smiles — WB  
 — Phantom Writer

**Adds:**  
 Target — A&M  
 Winters Bros. Band — Atco  
 David Bowie — Low — RCA  
 Sammy Hagar — Capitol  
 Jimmy Buffet — High Cumberland Jubilee — Janus  
 Pink Floyd — Wish You Were Here — Capitol  
 Osibisa — Ojah Awake — Island

## KLBJ-FM — AUSTIN, TX — Steve Smith

**Most Active:**  
 Joni Mitchell — Hejira — Asylum  
 Al Stewart — Year Of The Cat — Janus  
 Eagles — Hotel California — Asylum  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 Genesis — Wind & Wuthering — Atco  
 Larry Coryell — The Lion & The Ram — Arista  
 ZZ Top — Tejas — London

**Adds:**  
 Journey — Next — Columbia  
 Michael Franks — Sleeping Gypsy — WB  
 Denim — Epic  
 Starcastle — Fountains Of Light — Epic  
 Muddy Waters — Hard Again — Blue Sky  
 Janis Ian — Miracle Row — Columbia  
 Renaissance — Novella — Sire  
 Sammy Hagar — Sire

Sammy Hagar — Capitol  
 Rufus — Ask Rufus — ABC  
 New Riders Of The Purple Sage — Who Are Those Guys? — MCA  
 David Bowie — Low — RCA

## WKQO-FM — LEXINGTON, KY — Dick Hungate

**Most Active:**  
 Eagles — Hotel California — Asylum  
 — Life In The Fast Lane/Hotel California  
 Al Stewart — Year Of The Cat — Janus  
 — Year Of The Cat/On The Border/One Stage Before  
 Queen — A Day At The Races — Elektra  
 — Somebody To Love/Good Old Fashioned Lover Boy  
 ZZ Top — Tejas — London  
 — El Diablo/Arrested For Driving While Blind/Ten Dollar Man  
 Bob Seger — Night Moves — Capitol  
 — Main Street/Rock & Roll Never Forgets  
 Emmylou Harris — Luxury Liner — WB  
 — Luxury Liner/When I Stop Dreaming  
 Jackson Browne — The Pretender — Asylum  
 — Here Come Those Tears Again  
 Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor  
 — Georgia Rhythm/So Into You  
 Genesis — Wind & Wuthering — Atco  
 — Afterglow/End Of War  
 Stevie Wonder — Songs In The Key Of Life — Tamla  
 — As/Joy Inside My Tears  
**Adds:**  
 John Prine — Prime Prine — Atlantic  
 Michael Franks — Sleeping Gypsy — WB  
 City Boy — Dinner At The Ritz — Mercury  
 Starcastle — Fountains Of Light — Epic  
 Racing Cars — Downtown Tonight — Chrysalis  
 David Bowie — Low — RCA  
 Janis Ian — Miracle Row — Columbia

# Station Breaks

(continued from page 27)

**WGTO**, Cyprus Gardens has changed from an adult contemporary to a country format. They are using the slogan "54 WGTO Great Country Music." The new MD is **Terry "CB" Slane**. Other personnel at the station remain the same. Record servicing is needed. Contact Terry Slane, WGTO, Box 123, Cyprus Gardens, Florida 33880.

**Peter McLane** is exiting **KIOA**, Des Moines, where he was PD, to assume a similar position at **KFJZ-FM**, Fort Worth.

**Vickie Tietz** named MD at **WOKY**, Milwaukee.

**KBBX**, Phoenix has revised staff lineup including these changes: **Charlie Ryder** 6-10 am; program manager **J.D. Freeman** 10-2 pm; **Dennis McBroom** (ex-KDKB) 2-7 pm; **Christine Nolan** 7-12 am; **Jeff Parets** 12 am-6 and **Joel Morton** and **Norm McBride** on weekends. The station airs a "mellow music" format which is owned by L.A.-based Windchime Communications. Windchime plans an automated version of its mellow music format soon.

**Gene A. Davis**, manager of advertising and promotion for **WMAQ-TV**, Chicago, has been named chairperson of the seminar site selection committee for 1977 for the Broadcasters Promotion Association. Davis will be responsible for recommending future locations to the organization for its yearly meetings. **jeff ray**

# Additions To Pop Playlists

(continued from page 31)

Ex To 28 — Abba  
 Ex To 30 — 10cc  
**WSPT — STEVENS POINT**  
 2-1 — Aerosmith  
 \*Jackson Browne  
 \*Jacksons  
 \*Bob Seger  
 13 To 8 — Steve Miller  
 14 To 9 — Kansas  
 17 To 11 — Smokie  
 22 To 17 — Atlanta Rhythm Section  
 28 To 21 — Styx  
 Ex To 24 — George Harrison  
 Ex To 27 — David Soul  
 Ex To 28 — Ozark Mtn. Daredevils  
 Ex To 29 — Greg Kihn

**KJOY — STOCKTON**  
 1-1 — Mary MacGregor  
 Eric Clapton  
 George Harrison  
 Stephen Bishop  
 David Soul  
 13 To 8 — Heart  
 14 To 2 — Barbra Streisand  
 28 To 16 — Hall & Oates  
 29 To 20 — 10cc  
 30 To 13 — Boston  
**WNDR — SYRACUSE**  
 3-1 — Mary MacGregor  
 Al Stewart  
 10cc  
 Bee Gees  
 Boston  
 15 To 9 — Barry Manilow  
 17 To 11 — Barbra Streisand  
 24 To 19 — Manfred Mann

**WOLF — SYRACUSE**  
 3-1 — Aerosmith  
 Barbra Streisand  
 Steve Miller  
 Bob Seger  
 10 To 5 — Rose Royce  
 16 To 9 — Dean Brothers  
 25 To 19 — Barry Manilow  
 29 To 23 — Abba  
**KTAC — TACOMA**  
 1-1 — Mary MacGregor  
 \*Jacksons  
 \*Fleetwood Mac  
 \*Dickie Goodman  
 23 To 19 — Al Stewart  
 25 To 20 — Bee Gees  
 Ex To 23 — Barbra Streisand  
 Ex To 24 — Donny & Marie  
 Ex To 25 — Stephen Bishop

## WGLF — TALLAHASSEE

2-1 — Manfred Mann  
 George Harrison  
 David Soul  
 Tom Jones  
 \*Parker McGee  
 \*Jackson Browne  
 \*Olivia Newton-John  
 \*Atlanta Rhythm Section  
 15 To 11 — Steve Miller  
 16 To 12 — Stephen Bishop  
 17 To 13 — 10cc  
 18 To 14 — Kansas  
 20 To 15 — Barbra Streisand  
 21 To 17 — Al Stewart  
 22 To 18 — Fleetwood Mac  
 25 To 21 — Jacksons  
 29 To 23 — Bee Gees  
 30 To 24 — Abba  
 Ex To 27 — Hall & Oates  
**WLCY — TAMPA**

1-1 — Rose Royce  
 Wonder — Lovely  
 Bee Gees  
 \*George Harrison  
 \*Hall & Oates  
 \*Kansas  
 12 To 8 — Bob Seger  
 14 To 10 — Bread  
 21 To 16 — Kiss  
 22 To 18 — Al Stewart  
 25 To 21 — Barbra Streisand  
 Ex To 28 — 10cc

## KEWI — TOPEKA

1-1 — Rose Royce  
 \*Jacksons  
 \*David Soul  
 \*ELO  
 \*Thelma Houston  
 \*Stephen Bishop  
 10 To 2 — Kenny Nolan  
 15 To 6 — Barbra Streisand  
 24 To 17 — Bob Seger  
 25 To 20 — Kiss  
 30 To 21 — Fleetwood Mac  
 Ex To 26 — Abba  
 Ex To 27 — Bee Gees  
 Ex To 28 — Boston  
 Ex To 29 — Hall & Oates  
 Ex To 30 — 10cc

## WTRY — TROY

1-1 — Mary MacGregor  
 \*Boston  
 \*Olivia Newton-John  
 9 To 4 — David Dundas  
 10 To 5 — Aerosmith  
 16 To 12 — Barbra Streisand  
 Ex To 29 — Bee Gees  
 Ex To 30 — Hall & Oates  
**KAKC — TULSA**  
 1-1 — Streisand  
 \*Bee Gees  
 \*Boston  
 16 To 11 — Al Stewart  
 18 To 12 — Steve Miller  
 24 To 19 — Elvis Presley  
 26 To 15 — Kansas  
 27 To 22 — Abba  
 Ex To 25 — Wonder — Lovely  
 Ex To 29 — George Harrison  
 Ex To 30 — Olivia Newton-John

## KELI — TULSA

2-1 — Manfred Mann  
 \*Olivia Newton-John  
 \*Mr. Big  
 \*Orleans  
 \*Dardorff & Joseph — Arista  
 \*John Valenti  
 Ex To 26 — Elvis Presley  
**WTLB — UTICA**  
 3-1 — Manfred Mann  
 \*ELO  
 \*George Harrison  
 \*Jackson Browne  
 \*Olivia Newton-John  
 17 To 11 — Steve Miller  
 23 To 18 — Fleetwood Mac  
 24 To 16 — Barbra Streisand  
 28 To 21 — Al Stewart  
 29 To 24 — 10cc  
 30 To 25 — Bee Gees  
 Ex To 27 — Kansas  
 Ex To 30 — Boston  
**98Q — VIDALIA**  
 1-1 — Jacksons  
 \*Olivia Newton-John  
 \*Parker McGee  
 \*ELO

\*Jackson Browne  
 \*Mesa  
 11 To 4 — Stevie Wonder  
 17 To 11 — Kiss  
 20 To 13 — Barbra Streisand  
 30 To 21 — Al Stewart  
 31 To 25 — Elvis Presley  
 36 To 19 — Hall & Oates  
 37 To 30 — Atlanta Rhythm Section  
 Ex To 36 — Bee Gees  
 Ex To 37 — Thelma Houston  
 Ex To 38 — Boston  
 Ex To 39 — Dobie Gray

## WPGC — WASHINGTON

1-1 — Jacksons  
 Boston  
 13 To 7 — Hall & Oates  
 17 To 12 — Kenny Nolan  
 19 To 13 — Bob Seger  
 21 To 16 — Thelma Houston  
 25 To 17 — Al Stewart  
 26 To 21 — Abba  
**WKWK — WHEELING**  
 1-1 — Manfred Mann  
 \*George Harrison  
 \*Orleans  
 \*Boston  
 \*Jackson Browne  
 \*ELO  
 20 To 16 — Smokie  
 Ex To 28 — Barbra Streisand  
 Ex To 30 — Kansas

## WAIR — WINSTON/SALEM

2-1 — Sylvers  
 \*Donna Summer  
 \*Atlanta Rhythm Section  
 \*Jackson Browne  
 \*Olivia Newton-John  
 \*Exile  
 12 To 7 — Bob Seger  
 20 To 16 — David Dundas  
 26 To 22 — Kenny Nolan  
 27 To 23 — Al Stewart  
 28 To 24 — Boston  
 29 To 25 — Smokie  
 Ex To 26 — Bee Gees  
 Ex To 27 — Glen Campbell  
 Ex To 28 — Orleans  
 Ex To 29 — Elvis Presley  
 Ex To 30 — George Harrison

## KLEO — WICHITA

1-1 — David Dundas  
 Stevie Wonder — I Wish  
 Kenny Nolan  
 Hall & Oates  
 23 To 18 — Abba  
 29 To 24 — Smokie

## WORC — WORCESTER

2-1 — Steve Miller  
 \*George Harrison  
 \*Ringo Starr  
 \*Orleans  
 \*Boston  
 \*Little River Band  
 \*Mesa — Ariola  
 16 To 11 — Elvis Presley  
 20 To 14 — Thelma Houston  
 21 To 16 — Smokie  
 23 To 17 — Abba  
 29 To 24 — 10cc  
 30 To 25 — Stephen Bishop  
 Ex To 28 — Fleetwood Mac  
 Ex To 29 — Olivia Newton-John  
 Ex To 30 — Copeland & Hall



# CASH BOX COIN MACHINE

## First Electronic, Coin-Universal System Uses Custom Microcircuit

FOLCROFT, PA. — American Microsystems, Inc. (AMI), one of the leading manufacturers of microelectronic circuits, has begun delivery of a custom-designed and built integrated circuit that will be used in the first universal, all-electronic coin-changing system for vending machines. The microcircuit permits the system, which will be offered next spring by Mars Money Systems, headquartered here, to accept and dispense coins of any country.

The coin mechanism will have virtually no moving parts and will completely eliminate the rails, fingers, switches, deflectors, motors, cams, flippers and magnets used in conventional vending machine coin changers. The Mars Money Systems changer features electronic coin validation employing a unique set of three sensing stations wired to the LSI/MOS 40-pin circuit which determines whether the coin is good or not. (LSI refers to Large Scale Integration and MOS to Metal-Oxide-Silicon.)

This coin validation mechanism is self-calibrating and is designed to accommodate the forthcoming small U.S. dollar coin, which is expected to become highly significant to the vending machine industry in the near future.

### Sensing Stations

The sensing stations consist of three pot cores, coil-like inductors, imbedded in the coin passageway walls, that sense the frequency shift associated with the coin's shape and size as it passes in front of the sensor. By orienting the three coils differently, measures of coin thickness and embossing depth, coin diameter, and composition can be detected. The LSI chip receives this frequency shift information, which usually ranges from 10 to 100 KHz,

compares it with stored tolerances, and determines validity.

Although other companies have already introduced coin changers in which the coin counting and coin return portions are electronic, the Mars Money Systems all-electronic system represents an important step in the vending machine industry.

Fully 50 percent of all machine breakdowns are caused by stoppages in the coin mechanisms due largely to variations in mechanism dimensions, weight and shape. These are often caused by wear, damage, slugs and the introduction of extraneous matter. Jam-ups are extremely costly in both lost machine operation time and maintenance. To limit these costs, many coin-changing mechanisms are made to accept spurious coins thereby avoiding jamming, but further adding to cost of machine operation.

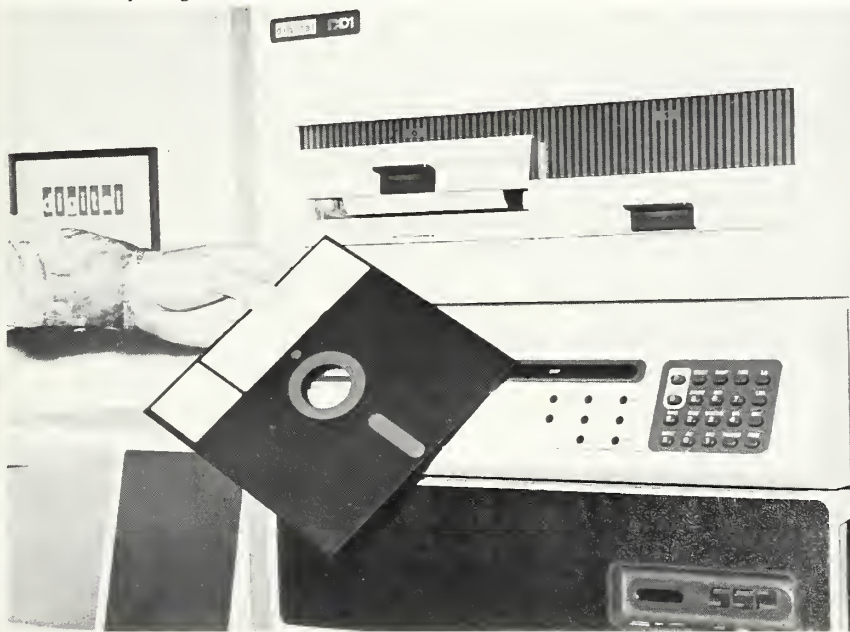
Extensive laboratory tests made with a predecessor Mars Money Systems electronic system in England, where the company is the leading one in its field, showed that 16 percent fewer jams occurred compared with other systems. The system tested also included an LSI/MOS custom microcircuit designed and built by AMI of Santa Clara, Calif.

### Cost Is Factor

According to Fred Heiman, president of Mars Money Systems, cost was the major factor in selection of a custom circuit over other electronic alternatives.

"There is no way we could do what we wanted using standard circuits in the space we had and as cost-effectively. This would be an impossible product without custom LSI and the cost would be 10 to 100 times more."

(continued on page 52)



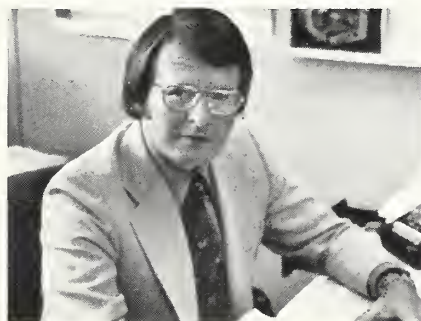
AMI's New Coin-Changing System

## L. Smith Is Promoted At Briarwood Division

SKOKIE, ILL. — Lawrence A. Smith has been named national sales manager of the Briarwood Division of Brunswick Corp., it was recently announced by Robert T. Nixon, vice president, marketing.

In his new position, Smith will assume total sales responsibility for all home recreation products in the U.S. and Canada. Previously, Smith was international sales manager at Briarwood; before that he was involved with product management for the home recreation product line, and later became major accounts manager.

Before joining the Briarwood Division,



Lawrence Smith

Smith held various sales positions in Brunswick's bowling division, beginning in 1968.

## Atari Theatre Kiosk Offers Fun For San Francisco's BART Passengers

SUNNYVALE, CA. — Atari's Theatre Kiosk, a series of six pie-shaped video game units, has been installed for the first time at the San Francisco Powell Street Station of the Bay Area Rapid Transit System (BART).

The six-sided video attraction is located inside the entrance at the station's train level platform.

In addition to the games, which offer 90 seconds of play per quarter, a special 35mm slide projection system along with BART advertising panels is designed into the top structure. Changing slides present various San Francisco and Bay Area sports, entertainment and information visuals.

"We think the machine, here at this one station on an experimental basis, will provide fun for our riders between trains," a BART spokesman said. "And the information and revenue won't hurt, either."

"The BART location is an excellent example of the viability and earning potential of the theatre concept. It is a new entertainment idea that combines extra sophistication and excitement with high profits for any high traffic location," Frank Ballouz, Atari national sales manager said.

Each theatre provides a complete video package that can be custom designed to integrate into any playing environment.

Two, three or six wedge-shaped units are

offered. Operators can fit two units into a corner, three against a wall, or six into a stand-alone island center. The upper portion can be custom designed, as in the case of BART, providing unique space for advertising and information.

Video games can be interchanged without loss of time or money. Once the unit is on location, games can be replaced simply by changing the control panel, attraction plex and computer board.

Present theatre games available include Space Race, Trak-10, Tank, Quiz Show, Flyball, Jet Fighter, Pong Doubles, Stunt Cycle and LeMans; soon to be released are Breakout, Sprint 2, and Night Driver.



Atari's Theatre Kiosk

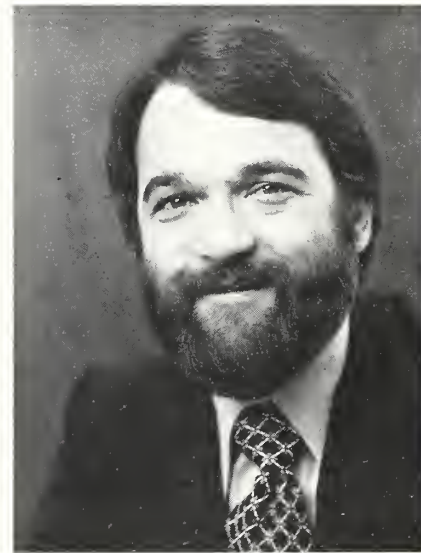
## Boasberg Takes Marketing Post

SUNNYVALE, CA — Edward Boasberg has been appointed marketing coordinator for Atari's new pinball product line, according to Frank Ballouz, national sales manager for the company.

Boasberg will be working directly with distributors concerning all aspects of Atari's pinball line, including introductory sales service and the coordination of field test results. His responsibilities will also include direct interface with Atari pinball engineering and manufacturing facilities.

"Boasberg is uniquely qualified to assist in this important program," Ballouz said. "Because his background includes industry experience at both distributor and operator levels, we believe he can be of significant help to Atari as well as to our customers."

Born and raised in New Orleans, Boasberg has had a longtime involvement in the amusement business. He has been sales manager for New Orleans Novelty, owned



Edward Boasberg

by his father Louis Boasberg. He also served as sales manager for a Bally subsidiary in Dublin, Ireland for three years.

• 1 or 2 players  
• Single players  
challenge the computer.

• Realistic audio and visual falling  
"domino effect."

• 19" monitor  
Operator adjustable for number of points to win.

• Built in self-test program checks options,  
microprocessor functions, switches.

• Monitor displays black dominos for one side,  
white for the other.

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## CHICAGO CHATTER

The recently concluded CES convention in Chicago, basically a showcase for consumer product, drew a number of coin industry manufacturers as exhibitors this year. Bally Mfg. Corp., for one, had one of the most popular exhibits at the show. Display featured the factory's current home pinball machine and, for added effect, a line-up of coin-op product including Midway's "280 Zap," "Sea Wolf," "Maze," "Tornado Baseball" and "Checkmate," displayed with the same overhead monitors used so effectively at the AMOA. To our knowledge, this was Bally's first year as an exhibitor at CES — and a very memorable "first" it was! People actually lined up to see the equipment and play the games — and this was a daily occurrence throughout the run of the show. . . . By the end of this week home product will once again be in the spotlight as the National Sporting Goods Assn. convention gets underway at McCormick Place (3). This, too, annually attracts coinbiz firms as exhibitors of home product lines.

A GOOD SIZED CONTINGENT from Williams Electronics Inc. are headin' back home by now after representing the firm at the ATE London convention. Among them: **Jack Mittel**, **Mike Stroll** (v/p corporate technology), **Frank Murphy** (v/p engineer) and **Steve Kordek** (engineer). The factory, meanwhile, has been trying to meet the terrific demand for the "Cavalier" shuffle alley — and processing domestic sample shipments of the hot new "Grand Prix" 4-player pin.

LEARNED FROM BALLY'S **Tom Nieman** that by late February or early March the "Freedom" 4-player flipper will be available in volume for the U.S. market.

BUSINESS IS EXCELLENT at Atlas Music Co. — a great stimulant being the recent city ordinance allowing pinball machines in Chicago, as **Sam Kolber** pointed out. The move, while spurring increased flipper activity, has also had a marvelous effect on game sales in general, Sam added. Music is also doing well at Atlas, with emphasis on the Rowe R-81 phono line. . . . But getting back to pins, Chicago is expected to start issuing licenses for the machines in mid-February — and what a booming new market it will be!

BALLY ENGINEER **Bernie Powers** planned to be in attendance at the So. Carolina Ops Assn. annual meeting and make himself available for any service questions members might have. Kind of an informal service school, right Bernie! . . . Firm's **Jack O'Donnell** was scheduled to conduct four individual service schools, under the sponsorship of Sandler Dist. at the distrib's branches. Lead-off session took place in St. Paul (1/31) with subsequent schools in Duluth, Minn. (2/1), Fargo, No. Dakota (2/2) and Minneapolis (2/4).

## MILWAUKEE MENTIONS

ROLLIE TONNELL, CIGARETTE SERVICE, INC., APPLETON, reports that collections have remained fairly level so far this New Year. Considering the effect the post-Christmas freeze has been having on many businesses in midwestern states, a level status is something to crow about. Aside from a dead battery or two, frozen water pipes, and the inevitable flu popping up here and there, Rollie says his employees are still showing up for work and his best pieces are the basics; pin balls and pool tables.

THE WISCONSIN MUSIC MERCHANTS ASSOCIATION'S annual convention and show will be coming up next month. The Association office gives us March 18, 19 and 20 as the dates to mark off for the show, which will be held at the Olympia Princess Hotel in Oconomowoc, Wisconsin.

S.L. LONDON CO., INC., Milwaukee, is delightfully pleased at the large number of Seeburg phonographs being sold lately. **Nate Victor** tells us that vending operators are also buying a goodly number of Litton ovens. Nate explains that the ovens are bought for use with sandwich machines in order to warm up the sandwiches. Sounds pretty good, huh? S.L. London also emphasized that the new Williams single player pin game, Blue Chip, is being accepted extremely well, and they're looking forward to Williams next machine, Grand Prix, a four-player pin game. And who can resist the variety and fun of the T.V. games available now. We're told Bonkers by Meadows is very popular, as is Night Driver by Atari, Zap by Midway, Junkyard by Americoin, Flying Fortress by Electra, and the Sega FONZE, which is of course a motorcycle game!

SEEMS EVERY TIME we tried to reach our Wisconsin people for news or tidbits to share in **Cash Box**, they were gone to warmer shores. Got ahold of **Red Jacomet** just two hours after he returned from a Florida vacation. Hearing that even the sunny state of Florida was victimized by cold weather and alas SNOW — we asked Red if he ran into any unexpected surprises. "Of course not" we were told. "We just figured out ahead of time which part of Florida would not be hit, and we went there!"

## MINNESOTA MUSINGS

MARTIN KALLSEN, Martin Music Company, Worthington, says Christmas business was great this year, but sales are down just a bit lately. The Sprint II is selling pretty well, and Martin is especially enthusiastic about Breakout, which comes as an upright or in a cocktail table. It only makes sense that the crowds of brave souls enjoying the skiing, skating, ice fishing, and battery recharging that winter has to offer, inevitably gravitate to the warm atmosphere of the taverns where they can play the ever-popular and diversified games and listen to the phonographs.

LIEBERMAN ENTERPRISES' 45 department gave us a list of up and coming top singles, not necessarily in the order of popularity. They are "Fly Like an Eagle" by the **Steve Miller Band**; "Night Moves" by **Bob Seger**; "Hard Luck Woman" by **Kiss**; "Dancing Queen" by **Abba**; "Save it for a Rainy Day" by **Steven Bishop**; "Year of the Cat" by **Al Stewart**; "You've Got Me Runnin'" by **Gene Cotton**; "Carry on Wayward Son" by **Kansas**; "Say You'll Stay Until Tomorrow" by **Tom Jones**; and "Rich Girl" by **Daryl Hall and John Oates**.

**LEE PEPPARD** was in town recently to discuss new promotions for the Super Singles



**Active's**  
THE CHOICE FOR  
the Lowest  
Prices  
and  
Best Equipment  
ALWAYS

Exclusive Gottlieb, Rock-Ola, Fischer and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE Amusement Machines Co.**  
666 No. Broad Street, Philadelphia 30, Pa. 684-1600  
1101 Pittston Ave., Scranton 5, Penna.

## David R. Franco, Coin Machine Industry Veteran

CHICAGO — David R. Franco, founder of Franco Distributing Co. in Montgomery, Alabama, and a 49-year veteran in the coin-operated machine industry, died January 20, following a brief illness. He was 76.

A native of the Isle of Rhodes, Greece, Franco moved to Montgomery in 1912. He entered the coin-operated machine business in 1928 and founded the Franco Distributing Co. in 1935.

Following World War II, Franco's organization developed into one of the south's leading distributors of coin-operated phonographs and games. The company has represented Rock-Ola Mfg. Corp. for over 30 years and has enjoyed a long association with games manufacturers such as Bally, Chicago Coin, Gottlieb and Midway.

Franco retired from active participation in the business in 1962, but continued as an advisor to the firm until his death.

He is survived by his wife, Olga; a son, Rubin; 2 daughters, Mrs. Sara Piha and Mrs. Corrine Capilouto; 7 grandchildren and 3 great grandchildren.

Tournament coming up in May. Lee is the president of National Tournament Soccer. We'll be issuing further information regarding this fabulous event, which will be held at the Radisson Hotel in Minneapolis on the 27th and 30th of May.

WE TALKED TO **Kirk McKennon** recently, from Hansen Distributing, Bloomington. Kirk's cold is still hanging in there but hasn't dampened his enthusiasm in regard to a couple games pulling in a lot of interest. Americoin Junkyard, which won the Game of the Show Award at the Amusement and Music Operators of America show last fall, is proving itself worthy of that honor. Bazooka, a new video game by PSE is proving very popular at locations and in the Hansen showroom. Bazooka is designed in the same concept as the Sea Wolf, but is a land game, and it has special new penalty points features.

## EASTERN FLASHES

**Nick Melone**, **Sol Lipkin**, **Lou Gilbert** and **Dick Delfino** of American Shuffleboard Co. are en route to Chicago for their participation in the big NSGA (National Sporting Goods Assn.) convention, opening on Thursday, February 3, at McCormick Place. Sol told us the group will be checking into the Continental Plaza Hotel on February 1 and headquartering there throughout the run of the show — in addition, of course, to hosting their usual exhibit space on the convention floor. The American Shuffleboard display, dominated by home product for this particular convention, will feature table shuffleboards, the 6 pocket pool table, Bumper Pool, Rocket Hockey and Rocket Soccer, among others. Better be sure to bring your overcoats, fellas, 'cuz we hear Chicago's been having a bitter cold winter! . . . Said a quick hello to **Jerry Gordon** of Betson Enterprises, just prior to his departure for the ATE convention in London — and asked what some of the big selling games of the moment were. His answer — Gremlin's "Blockade," Midway's "280 Zap," Atari's "Night Driver" and "Sprint II" and United Games 5 Plus 2 model — to name a few! . . . A record snowfall and sub-zero temperatures, with the resultant school closings, hazardous driving conditions, etc., in various parts of the state of Ohio have hampered business somewhat but despite it all the month of January has been one of the biggest in the past five years at Royal Dist. in Cincy. The area's an excellent games market, as **Joe Westerhaus Jr.** told us, and the distrib's had plenty of good product to move. Present hits include Bally's "Aladdin's Castle" and Midway's "280 Zap" — and Joe's looking forward to delivery of the Gottlieb "Target Alpha" and Exidy's new "Attack." Incidentally, congratulations will be in order come February for Joe and his lovely wife Nancy, who are looking forward to the arrival of a new baby. With the impending event only a couple of weeks away (and babies having the habit of often arriving early) Joe gets increasingly nervous every time the phone rings in his office! . . . Imperial Billiards will once again go all out for the February 3-6 NSGA show in Chicago. **John Rafer** said the firm will occupy 4 spacious booths showing such products as the Premier soccer tables, billiard accessories for the home, an assortment of backgammon and chess sets, and other home products. John also said he'll have a full crew along with him to man the display, including Imperial staffers **Jerry Kushner**, **Chick Frankel**, **Mike Bathalter**, **Bill Koepke**, **Dorothy Cassel**, **Charles Curtis** and **Nancy Henderson**. Also learned that in about April of this year Imperial will be introducing a coin-operated version of its Premier soccer table — so watch for it!

## CALIFORNIA CLIPPINGS

Area coin people who attended the ATE convention in large numbers will be returning from London this week and you can bet the big show will be the main topic of discussion — and we're as anxious as anyone to hear all about it! . . . **Ray Cook**, formerly with Rowe-San Francisco, recently took over as manager of the Rowe-Los Angeles branch. Welcome! Ray has been with the Rowe organization since July 1973 and during his tenure at the San Francisco branch worked a sales territory in addition to specializing in testing games equipment at arcades and similar locations. He's been in the industry since 1951 and also has quite a background in vending . . . No complaints about present business at Portale Automatic Sales. Of course, as **Bob Portale** told us, '76 was a good year for business and current indications point to a similar trend in '77. Rock-Ola phonographs are doing well for him and his games department is as active as ever.

ON THE SINGLES SCENE — **California Music** supplies this week's jukebox playlist: #1 "New Kid In Town," **Eagles** (Asylum); #2 "Torn Between Two Lovers," **Mary MacGregor** (Ariola America/Capitol); #3 "I Wish," **Stevie Wonder** (Tamla); #4 "Dazz," **Brick** (Bang); #5 "Car Wash," **Rose Royce** (MCA); #6 "Blinded By The Light," **Manfred Mann** (Warner Bros.); #7 "Hot Line," **Sylvers** (Capitol); #8 "Lost Without Your Love," **Bread** (Elektra); #9 "Night Moves," **Bob Seger** (Capitol).

## State Association Calendar 1977

- |                                                                                                          |                                                                                                            |
|----------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.                | June 10-12; Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colo.                    |
| Mar. 18-20; Wisconsin Music Merchants Assn. Inc., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.    | June 16-19; Illinois Coin Machine Operators Assn., annual conv. Hospitality Motor Inn, Earth City, Mo.     |
| May 12-15; Music & Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y. | Sept. 22-24; West Virginia Music & Vending Assn.; annual conv.; Heart-O-Town Motor Inn, Charleston, W. Va. |
| May 20-22; Music Operators of Minnesota, conv. & trade show, Holiday Inn-Downtown, Minneapolis.          | Sept. 23-25; No. Carolina Coin Operators Assn., Inc., annual mtg., Radisson Hotel, Charlotte, N.C.         |

## Seeburg Reports, Looks To Future

CHICAGO — In a nine-month report to stockholders of Seeburg Industries, Inc., president Louis J. Nicastro said net income of the company in the third quarter of 1976 was \$179,000, or 7 cents per share, which compares with a loss of \$2,057,000 in the corresponding 1975 period. Revenues were \$30,152,000, up from the previous year's \$26,373,000.

Net income for the first nine months of the year was \$1,548,000, or 60 cents per share, which compares with a loss of \$5,908,000 in 1975.

# CLASSIFIEDS

## COIN MACHINES WANTED

**WANTED:** Bally Shoot-A-Lanes and Fun Spots WILL PAY CASH. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

**WANT** Seeburg AY160, DS160, LPC-1, LPC-480, Electra, Fleetwood, SS160, LS-1, LS-2. We pay cash and pick up our truck unpacked. PAN AMERICAN AMUSEMENTS, INC. 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-5540.

**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.

## COIN MACHINES FOR SALE

**SALE:** 400 assorted Gottlieb, Bally, Williams flippers, '76-'76 Bingos, Bally, Stockmarket, Tickertape, Wallstreet, Mysticgate, NEW PAN AMERICAN AMUSE., 1211 Liberty Ave., Hillside, New Jersey. (201) 353-5540.

**FOR SALE:** ADD-A-Balls — Gottlieb: Jungle King \$395, Captain Card \$425, Bally: Delta Queen \$395, Williams: Star Action \$395, Skylab \$450, Hi Deal \$645. No crating or shipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI. 1520 Missouri, Oceanside, Ca. 92054.

**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:** 5,000 jukebox 45s and EPs. 100 different \$8.50; foreign \$12. Rock, Disco, Polkas, Spanish, Country, 25 assorted EPs \$6.50. AL's, 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

**50 SEEBURG 100** selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D., Killeen, Texas 76541.

**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 VENDOR** 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.

**ALL TYPES OF COIN-OPERATED EQUIPMENT.** Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting, Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink. National Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

## CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. It cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$138 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

**FOR SALE** — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street, Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper, Jumbos, and late used Gottlieb flippers. These games are completely shipped. Call WASSICK NOVELTY. (304) 292-3791, Morgantown, W. Va.

**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, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg D \$160 and Model R. D&L DISTR. CO. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264

**FOR SALE:** Spirit of '76 \$845, Volley \$685, Super Soccer \$740, Magnotron \$675, "300" \$840, Royal Flush \$915, Space Mission \$910, Bow and Arrow \$865, Old Chicago \$825, Rogo \$660, Wizard \$890, Road Runner (as is) \$145, Top Ten \$575, Cinema \$710, Speed King \$425, Rock on \$725, Super Shifter \$495, Chopper (motorcycle) \$500, Knock Out \$525, Grand Prix \$250, Monte Carlo \$275, Air Attack \$425, Grand National (steeplechase) \$450, Outlaw \$875, Crash 'N Score \$875, Quiz Show \$725, Stunt Cycles \$1,050, Owak \$500, Goal 4 \$425, Formula K \$575, Film Flam II \$425, Bombs Away \$510, Drop Zone 4 \$395, Bi-Planes \$750, Racer \$1,050, Ball Park \$550, Gun Fight \$1,045, TV Goalee \$410, Pace Race (as is) \$195, Tennis Tourney (as is) \$195, Robot (as is) \$475, Clean Sweep \$425, Trivia \$725, Fire Chief \$550, Big Shot Rifle \$800, Swagrab \$995, Bumper Pool \$225, Pachinko \$325, Air Handball \$425, Computer Quiz \$95, Twin Jokers (brand new) \$465 each or \$450 for two or more, Trivia (brand new) \$825, Bi-Planes (brand new) \$895, New Orleans Novelty Co., 1055 Dryades Street, New Orleans, La. 70113, Tel: (504) 529-7321 CABLE NONOVCO.

**FOR SALE** One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566 (Westchester Co.) (914) 737-5050.

**RECORD BINS FOR SALE:** 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290.

**FOR SALE:** Midway Bulls Eye, Golf Champ, ESP Electro Dart, wall games \$150. D&L DISTRIBUTING CO., 6691 Allentown Blvd., Harrisburg, Pa. (717) 545-4264

**FOR SALE:** Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

**FOR SALE:** We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove France telex 350018.

**IMMEDIATE DELIVERY** — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights. New Big Three backgarnies. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

**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.

**JUBILEE SHERIFF,** Jack in Box, Hot Shot, Pro Football \$595 each. U.S. Billiards, Air Hockey \$400. Midway Sea Raider, Stunt Pilot, Invaders, Sea Rescue \$300 each. Foosballs \$250. STARK NOVELTY CO. 239 30th St., N.W. Canton, Ohio. 44709 (216) 492-5382.

**WURLITZER Model 1100,** Rockola model 2, Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes — Make Offer. BRENNON'S COIN MACHINES, INC., P.O. Box 117, Brownville, New York, 13615.

**NEW GAME CLOSE-OUT** — LESS THAN FACTORY COST. Bio-Rhythm \$995, Allied Fire Power \$995, Century World Series Baseball w/stand \$695, C.C. Rifle Gallery \$795, Electra Eliminator IV \$795, Electra Pace Race \$495, Fun Games Bi-Plane \$995, Garlando Giant Soccer \$300, Meadows Drop Zone 4 \$595, PSE Maneater \$995. LIKE NEW USED GAMES — Bally Old Chicago \$995, C.C. Sound Stage \$845, C.C. Coney Island Gun \$1175. HARD TO GET PARTS FOR OLDER GAMES: We have back glasses and parts for many games dating back to 1956. Central Distributors, Inc., 2315 Olive St., St. Louis, Missouri 63103. Call toll free in USA 1-800-325-8997. (In Missouri 1-800-392-7747.)

**FLIPPERS:** At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfr. available. Immediate delivery call for lists. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey. (201) 353-5540.

**FOR SALE:** Completely reconditioned: 1 Bally Twin-Win (4 pl) \$595; 1 Bally Sky Kings (1 pl) \$495; 1 Bally Hi-Lo Ace (1 pl) \$395; Midway Twin Pirate \$695, Midway Ball Park \$695; Playtime \$445; Leader Upright \$445; Leader Lo-Boy \$445; Winner IV \$395; Winner I \$195; Dart Champ \$95. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

**BINGOS FOR EXPORT ONLY.** Available 25 Big Wheels. Write for special price. Also OK games, and Ticker Tapes. Late pin balls, and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

**FOR SALE:** Ready for Locations — Sea Raider \$125; Sea Rescue \$125; Midway Wirley Bird \$250; Pro Quiz Master \$75; Flipper Kiddie Ride \$250; Midway Stunt Pilot \$150; Midway Dune Buqay \$175; Travel Time Pinball \$400; Wurlitzer 3510 & 3500 \$425; Lotta Fun converted to Barrel O Fun \$800; Used National Cig. Machines and used Rowe 20-800 Cig. Machines, also new and used Pool Tables Guerrini's 1211 West 4th St. Lewistown, Pa.

## EMPLOYMENT SERVICE

**WANTED:** Expert Bingo mechanic. Resume. Three trade references. SHELTON MUSIC CO., Agana, Guam 96910.

**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.

**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.

**SERVICE SCHOOL FOR GAMES AND MUSIC.** Ten week night course teaches practical theory, schematics, \$575 full price. COMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

**WANTED:** Expert bingo mechanic. No drunks, derelicts or drifters. No managers. Workers only. COLLINS MUSIC CO., INC., 1341 Rutherford Road, Greenville, S. Carolina 29609. Phone toll free 1-800-845-5160.

**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.

**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.

**WANTED: SERVICE MANAGER.** Established music and game operator has excellent opportunity for service manager. Must have five year's working experience and thorough knowledge of audio and video electronics plus good mechanical ability. Excellent salary plus fringes. Send resume stating experience and references to: MODERN SPECIALTY CO., INC., 405 N. Broom Street, Madison, Wisconsin 53703.

## SERVICES COIN MACHINE

**SAVE MONEY ON SOUND SYSTEMS** by weekly or monthly leasing for concerts, festivals and theatre. COHERENT SOUND AND LIGHT 250 W. 85th, New York, 10024 (212) 947-1271.

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to. \$1.25 each, 10% D/C in lots of 50 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

**CONCENTRATED CLEANERS** — Machine Kleen — \$3.95 gallon, Vend Kleen — \$4.95 gallon; Supr-Kleen — \$5.95 gallon. ASC DISTRIBUTOR SALES, 265 Willard St., Quincy, Ma. 02169, (617) 773-1804.

## RECORDS-MUSIC

**INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS,** discotheques and fanclubs subscribe to our Automatic Airmail 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., 453 McLean Ave., Yonkers, New York 10705 (914) GR 6-7778.

**OPERATORS** — We buy used records right off your jukeboxes on a steady basis. We pay fast. Call Mr. Andrews (516) 822-3733.

**KING OF MUSIC RECORDS** is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

**FOR SALE,** Approx. 20,000 45's from 1966 through 1975. Take all 5¢ each plus ISC postage. Charles Zierer, P.O. Box 482, Tarpon Springs, Fla. 33589.

**OPERATORS** — We buy used records not over 1 year old — 10¢ each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939

**RARE RECORD SHOPS AND FINDERS.** List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

**HOUSE OF OLDIES** — We are the world headquarters for out of print LPs and 45s. Also, the largest 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 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.

## 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, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 2786-C West Roberts, Fresno, Ca. 93711.

## CLASSIFIED ADVERTISING PAYS OFF

## 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

# Retailers View Print Vs. Radio Advertising

(continued from page 10)

said Jill Bartholomew, manager of the agency that handles advertising for Record Bar's 75 stores in the south and southwest. "With most of them we have complete flexibility. With maybe two or three — one of those being WEA — we have less."

## Get Results

According to Dieter Wilkinson, general manager of Pickwick International's Recco division, which includes the 83-unit Aurasound/Discount Records chain, "We direct the media that advertising is placed in, in all cases. Obviously, if a manufacturer comes in and says, 'I've got x amount of dollars and wants you to run radio, if we were to disagree with that, we would let them know; but ultimately, we would acquiesce and run with his particular recommendation.'" Wilkinson added that "we're out to get the most results we can out of any given ad."

Mike Weiss, advertising manager for Peaches, whose 11 "super stores" are scattered around the country, estimated that "by and large, 85% of the time, they (record companies) commit the money (for ads) and I decide the media." Similarly, Joe Bressi, marketing director for the 70-unit Stark/Camelot chain, said, "They pretty much leave it up to us in most cases as to whether we want to use print or radio." And according to Jim Grimes, advertising manager for the 50-store National Record Mart chain, his company's control over its media choices "is pretty much total."

## Radio Vs. Print

At National Record Mart and Record Bar the ratio of radio to print advertising is roughly 80:20. "With most of it, we stick to radio," Grimes explained. "I just feel that kids listen to radio more than they read the newspaper, and if it's a new artist it's hard to

just take a newspaper ad and say we have a new album by this so-and-so that nobody ever heard of."

Bartholomew agreed that radio was the best medium for reaching the youth market. But she cautioned that "it depends on the market and the product. We do more in radio than anything else, but we have some college and military markets where specialized publications are very effective." Likewise, Grimes pointed out that newspaper ads can be helpful in selling to the adult record market.

Peaches concentrates 85% of its co-op dollars in radio, according to Weiss. Out of the 15% of the budget which is mostly used to buy print ads, he said, "A good part is classical, and one of the problems is that in a few of our markets, there's no classical radio. I have no choice; I have to go into print in that situation."

"I don't think that the major newspapers, like the L.A. Times, attract the rock record buyer. I think those one-shot, one-day ads are very ineffective. The largest part of your record buyers — and this applies not only to rock, but to jazz, r&b, etc. — listen to the radio and want to hear a piece. A real nice cover doesn't sell an album."

Another reason for the chain's avoidance of print advertising, Weiss stressed, is the fact that promoting an album with a price runs against the grain of Peaches' marketing philosophy. "We never, never advertise price. It's like rule one in our advertising. To have my ad next to Franklin Music in Atlanta in a Sunday (newspaper) section means nothing because I'll be advertising product and I'm trying to get the Peaches idea across. But we're not trying to get people in on a price basis; we don't want that."

## College Market

Sam Goody runs three times as many print ads as radio or TV spots. Although the firm's president noted that Goody had been moving more and more in the radio and TV area, he felt that print is necessary in the long run, especially in the classical market. "The classical buyer is much more attuned to looking at newspapers. The trouble is some of the youth market never even reads the paper."

Most of Discount Records' stores are located in university areas where the young people are comparatively literate. "Because of the nature of these stores," asserted Wilkinson, "we found that the local and campus newspapers bring us our best results. Number two, of course, is radio. Many times we have our best results taking a newspaper ad and backing up with radio play."

Wilkinson added, however, that the FM stations which are found in nearly every college town are not always a good advertising medium unless they're used in conjunction with print ads. In Minneapolis, for example, "the station's so laid back that it's very hard to put your message across," he said.

Bressi favors print over radio in a 65:35 ratio, because he commonly runs print ads "with very competitive pricing. It's tough to get across (price) on a radio spot."

## High TV Costs

In Cleveland and the Tampa Bay region, "two areas where we have enough stores to make the costs worthwhile," Bressi has experimented with TV spots which have been very successful. "The best medium is TV where the costs are correct, which is only in a few places. Every time we've run television, we've seen a more noticeable (sales) increase (than from print or radio ads)."

Bressi pointed out that it is unnecessary to include a price in a TV ad. "In TV, you're more or less selling an image rather than a price. And in most cases, very few of your competitors are on television. So it gives you that advantage, too."

Bartholomew explained that the chain has not run a TV ad since Christmas of 1975. That campaign, she added, "was extremely effective. But it was also a lot more work to put the package together, get it aired properly, get the production done and get the label to approve it." Similarly, Bressi admitted that he has run into some resistance from record companies on running co-op TV spots "because of the costs."

Discount Records/Aurasound has used very little television advertising. "Where we have used it," Wilkinson said, "the results seem to be on a par with radio. But I don't feel we've really exploited it to its full potential."

## Wave Of The Future?

"Television hasn't been a big factor up to now," remarked Weiss. "But this year I expect to use it as much as possible. The visual end of the entertainment media trip is becoming very visible right now. And you can see this with the video cassette machines that are coming out and the higher sales that the hardware is getting. Obviously people are becoming more visually-oriented."

"At the same time, the quality of TV music shows is also increasing. The TV advertising around things like Don Kirshner, Soundstage and so on is very important. You've got the audience; you've got the record buyers watching. Whereas radio is giving you the same thing 24 hours a day. It's giving you music all day, and you can count on it for that. On TV, however, it's the exception when there is a good music show on (within a single day). It's important to key in on those exceptions because that's when the music people are going to be watching."

# Feb: Lifesong Records Month

(continued from page 18)

Lifesong will offer a 10% discount to distributors on the entire label's catalog for the month of February. In addition, the company is offering a cash prize for the best retailer window or in-store display of the Lifesong catalog with a color television to be awarded to the salesperson servicing that store. Merchandising aids will include a full color calendar for February with reproductions of all the covers of albums in the Lifesong catalog, along with a Jim Croce mobile featuring a Valentine's Day theme, removable for the remainder of the month.

## 'Large Catalog Company'

Fuhrman has emphasized his desire to build Lifesong into a "large catalog company." With that goal in mind, the label has begun its "Gold Diggers" oldies series featuring five Jim Croce singles, Henry Gross' "Shannon," the label's first gold single, and a single version of a much-requested Cashman and West cut from the "American City Suite" album.

The late Jim Croce, all of whose product is now owned by Lifesong, will continue to be listed on the label's artist roster, although Fuhrman pointed out that he will mainly be a catalog-building artist. Croce releases, therefore, will never take precedence over new releases by Lifesong artists. Fuhrman stated that further packaging configurations for the Croce catalog, as well as previously released product by Terry Cashman and Tommy West, Croce's producers and co-owners of Lifesong, have yet to be determined.

Asked if he felt that Lifesong Month would help build the label's identity, Fuhrman stated that he did not feel that the label name "is very important to the consumer. I think it is very important to the industry, however, to peers, distributors, rack jobbers and retailers. You can also have an easier time of bringing artists to a label with a good reputation."

# Green Valley's Mail Order Policy

(continued from page 36)

ville office then sent to RCA's special products division in Indianapolis for distribution. An average of 1,500 orders are processed each day.

The "Amazing Grace" package is the private project of Green Valley Record Store to generate revenue for the company. Green Valley leased the product from MCA and sells it via telephone and mail order through television advertising. Marilyn Perryman and Dean Hitt buy TV time after running an ad for one week to test the market. If it proves profitable they will buy additional time for up to eight weeks. The "Amazing Grace" ad is currently running on more than 100 stations.

Additional duties include monitoring the stations where ads are running and keeping a mail order count. Goldstein said, "Another extension of the Green Valley project designed to protect ourselves during the spring and summer months when TV time is more competitive and expensive is to produce a syndicated TV show to support the "Amazing Grace" sales. The show will feature Porter Wagoner as host of the 'Good Ole Country Gospel.' What we hope to do is barter the show with television stations and keep the time we barter for ourselves to sell records. For six commercial minutes per half hour, we give the station the show free plus three minutes. Then we get three minutes to sell our records. This way we utilize the time bank of that off season."

# ADDITIONS TO R&B PLAYLISTS

(continued from page 42)

## WAMO — PITTSBURGH — Mat Leadbetter

#1 — I Wish — Stevie Wonder  
I've Got Love On My Mind — Natalie Cole — Capitol  
Fiesta — Gato Barbieri — A&M  
Dancin' — Crown Heights Affair — DeLite  
Time Is Moving — Blackbyrds — Fantasy  
Space Age — Jimmie Castor — Atlantic  
Feel The Beat — Ohio Players — Mercury  
25 To 10 — Gloria — Enchantment  
#1 LP — Stevie Wonder  
New LPs — Harold Melvin, Moments

## WANT — RICHMOND — Curby Carmichael

#1 — I Wish — Stevie Wonder  
At Midnight — Rufus — ABC  
Spy For Brotherhood — Miracles — Columbia  
Sweeter Than Sweet — Staples — WB  
Disco Lucy — Wilton Place Street Band — Island  
20 To 14 — I've Got Love On My Mind — Natalie Cole  
Ex To 15 — Too Hot To Stop — Bar-Kays  
Ex To 19 — Tryin' To Love Two — William Bell  
Ex To 20 — Reaching For The World — Harold Melvin

## KATZ — ST. LOUIS — Chico Brown

#1 — Saturday Night — E.W.&F  
Love Is The Answer — Jamal Trice — Soul  
Peter Gunn — Deodato — MCA  
Close To You — Tyrone Davis — Columbia  
Love Is Better In The AM — Johnnie Taylor — Columbia  
There Is Love In The World — Mighty Clouds Of Joy — ABC

## Gloria Theme — Renfro Orchestra — RenfroDancin' —

Crown Heights Affair — DeLite  
Come On In — KC & The Sunshine Band — TK  
Salsoul 301 — Salsoul Orchestra — Salsoul  
With You — Moments — Stang  
#1 LP — E.W.&F  
New LPs — Paulette Reaves, Esther Phillips, Bee Gees, Muddy Waters, Bootsy Collins, Donnie Gerrard, Mystique, Wilton Place St. Band, Steve Miller, Rufus, Brick, Van McCoy, Blackbyrds

## XEAZ — SAN DIEGO — Bruce Ley

## #1 — I Wish — Stevie Wonder

I Get High — Freda Payne — Capitol  
#1 LP — Bootsy Collins  
New LPs — Love Unlimited Orchestra, Osibisa, Jorge Datto, Donald Byrd

## WANN — TALLAHASSEE — Joe Bullard

#1 — Close To You — Tyrone Davis  
At Midnight — Rufus — ABC  
Love Is Better In The AM — Johnny Taylor — Columbia  
Sweeter Than Sweet — Staples — WB  
Reaching For The World — Harold Melvin — ABC  
#1 LP — Ashford & Simpson  
New LPs — Diana Ross, Love Unlimited, Smokey Robinson, Bootsy Collins, Rufus, Harold Melvin

## WTMP — TAMPA — Jerry Walker

#1 — Mr. Boogie Man — Avalanche  
Spy For Brotherhood — Miracles — Columbia  
Feel Free — Four Tops — ABC  
Gloria Enchantment — UA  
Stay Awake — Donnie Gerrard — Greedy  
Love Is Better In The AM — Johnnie Taylor — Columbia  
You Make Me Feel Like Dancin' — Leo Sayer — WB

## Hots:

Don't Leave Me This Way — Thelma Houston  
Tryin' To Love Two — William Bell  
Baby Don't You Know — Wild Cherry  
Disc-Gorilla — Rick Dees  
Top LP — Car Wash  
New LPs — Love Unlimited

## WOL — WASHINGTON D.C. — Cortez Thompson

#1 — Don't Leave Me This Way — Thelma Houston  
Time Is Moving — Blackbyrds — Fantasy  
What You Need Baby — Caprells — Ariola  
Sometimes — Facts Of Life — Kayvette  
The Way You Make Me Feel — Melba Moore — Buddha  
Love Is Better In The AM — Johnnie Taylor — Columbia  
Disco Lucy — Wilton Place Street Band — Island  
#1 LP — Stevie Wonder  
New LPs — Coke Escovedo, Herbie Mann, Softones, Mystique, Smokey Robinson

# Singles Bullets

(continued from page 33)

- #78 **NATALIE COLE** — Added at CKLW, KSLQ. (#22 bullet on **CB** R&B singles chart).
- #79 **ATLANTA RHYTHM SECTION** — Added at WING, WISM, Z-93. Last week added at WIFI, Z-96, WLAC. Jumped at WHHY ex-22. #9 most active single on the secondary level with new adds at WAIR, KRSP.
- #80 **ELO** — Added at KERN, WISM, B-100, WBGW, WZUU, WAVZ, KCBQ. #6 most added single on the secondary level with new stations WTLB, 98Q, WSPT, WFLB, WKWK, WBLI.
- #85 **RUFUS** — Added at WABC, KRBE. (#64 bullet on **CB** R&B singles chart).

# All American Pacts With NBC Records

NASHVILLE — Bob Fuller, president of All American Record Distributing, Inc. has announced that All American has become the

exclusive national distributor for NBC Records, a Nashville-based company with offices also in Los Angeles.

# Rising Raw Materials Prices Lead To Higher Album Costs

(continued from page 9)

"fairly stable."

## Major Woe

The increase in paperboard is the major woe of one packager, who hopes to turn a six percent pre-tax profit in 1976 (three percent net). "My total cost of doing business is up eight percent over the past year. So now I've got to turn around and raise my price to the record companies nine percent to maintain that profit margin." The executive added that "obviously we've had to eat some of our paper cost increases."

The major increase in paperboard costs has had at least one noticeable effect on the appearance of the record album.

The era of the "fancy package," in which unknown artists were given elaborate four-color gatefold jackets and ornate sleeves, ended when paper costs and the recession peaked at the same time. Today, fancy jackets and sleeves are generally reserved for established artists.

## Paper Firm Explains Hike

Why have paperboard costs risen so steeply? A look at recent financial statements by International Paper Company, one of the leaders in its field, provides a partial answer to this question.

During the five-year period from 1970 to 1975, the cost of wood fiber delivered to IP's pulp mills rose about 60%. Timber costs, however, are always the smallest category in IP's annual breakdown of its expenses. For example, during the nine months ended September 30, 1976, IP spent \$24.3 million on wood and approximately \$1.9 billion on the "cost of products sold" (i.e., manufacturing).

The hidden cost involved in the primary raw material of paper is the amount of capital that must be invested in order to secure lumbering rights to the dwindling timberlands. According to IP's figures, its investments in timberlands rose 400% between 1971 and 1975.

At the same time, expenses for environmental protection increased three-fold. The company blames environmental regulations (as well as the start-up of a new paper mill in Ticonderoga NY) for an acceleration of increasing cost trends. In addition, a drop in demand from 1974 to 1975, at the depth of the current recession, led to decreased earnings during that period.

Last year, though, the picture brightened for IP. An increase in demand for its products, expected to continue through this year, brought net earnings for the first nine months of 1976 up 44% to \$206 million from \$143 million during the prior-year period. Sales for the nine-month period rose 18% to 2.657 billion from \$2.244 billion during the first nine months of 1975, while sales of paperboard, paper and pulp jumped 15% to \$1.39 billion from \$1.178 billion. During the same period, production of these products increased 17%, keeping a little bit ahead of sales.

A spokeswoman for International Paper declined to comment on the likelihood of more price increases on paperboard in the coming year. However, it is not improbable that once demand catches up with supply prices will start rising more sharply than they have done within the past year.

This has certainly been the case in the past. Between 1971 and 1975, for example, there were not only periods of slumping demand for paper, but also a year in which price controls were imposed on American industry. Yet, while its overall sales during this period were only up 36%, IP managed to raise its net earnings by a staggering 75%.

## Shrink Wrapping

The cost of shrink-wrapping the finished record package has risen along with everything else. According to Frank Gallagher of Cook Labs in Norwalk, Conn.,

a record pressing company, the cost of a 4500-foot roll of shrink film (which will wrap 1,800 records) has risen from \$26 to \$60 in the space of four years. He added that energy and labor costs related to shrink-wrapping are "minimal."

Michael Gallo, in the purchasing department of CBS, added that the cost of shrink film has risen 47% since 1972. This is considerably less than the 230% increase reported by Cook Labs; however, the difference can be accounted for by the fact that CBS buys in much larger quantities than a small presser like Cook does. The big corporation's automated wrapping system, too, brings substantial savings: whereas Cook uses about 3 feet of film to shrink wrap one album, CBS needs only 2 feet to do the same job.

Joe Kroll, plant manager of the CBS pressing plant in Pitman, N.J., said that "most of the cost (for shrink wrapping) is in the film and in the labor." He pointed out that, while electric power is required to heat and shrink the film, energy costs do not form a large percentage of the expense involved.

Since shrink film is made from petrochemicals, however, oil prices do have a definite effect on its cost, according to Gallo. To prove his point, he noted that shrink film costs increased substantially in 1973, the year of the OPEC oil embargo.

## Graphics And Design

As Roland Young, art director for A&M Records, noted, the cost of designing an album cover is by far the smallest part of the total cost involved in packaging. However, according to Bob Defrin of the graphics and design department at Atlantic Records, that cost has gone up considerably in recent years.

Defrin said that he recalled paying \$300 back in the late '60s for a cover illustration that would cost \$1,000 today. He estimated that art costs in general have gone up two or three times what they were 10 years ago. Atlantic's current budget for the design of an album cover, he added, is approximately \$2,500. Defrin believed that this was a "standard" budget for the industry as a whole.

Gallo declined to give a dollar figure for the cost to CBS of shrink film, which the company normally buys in 12,000-foot rolls. However, a spokesman for a major film supplier stated that a 50-gauge, 15-inch-wide roll of that length goes for approximately \$46.55.

Both Young and Defrin pointed out that their companies do less and less gatefold jackets, which cost nearly twice as much as do ordinary jackets. Defrin noted, however, that exceptions are regularly made on releases by such top-selling groups as the Rolling Stones.

In the opinion of Atlantic's spokesman, gatefold jackets are not of much use as a marketing tool because "there is no impulse buying today." People go into a record store "to buy a specific album," he said, therefore, gatefolds are "a waste of time."

Young, who concurred with Defrin, hinted at another reason for the decline in gatefolds. Record companies have realized, he said, that esthetic considerations are less important in selling albums than the image of an artist or group, which can be conveyed on an ordinary album cover. "We're getting more into an advertising agency type of thing," he commented.

At least 50% of the designs for A&M's album covers, Young stated, are contracted to outside agencies. The company's recording artists, he said, are primarily responsible for this phenomenon. They want the graphics done on the outside because "if they're done in-house, they all tend to come out the same."

# Stax Tapes Sold For \$1.3M

(continued from page 9)

tion in federal bankruptcy court in Memphis.

Representatives of the firm said they are undecided as to what to do with the masters, but raised the possibility that the company might try to resurrect Stax, probably in Los Angeles.

Mickey Weissman, a partner in the firm, said the other major option would be distribution of the tapes by one or more distributors.

## 'A Lot of Calls'

"I'm sure we'll be getting a lot of calls on it," Weissman said. "All we know is that they've (the tapes) been sitting there for more than a year producing nothing." The masters have been stored in a bank vault since December 1975 when Stax was closed down after being forced into involuntary bankruptcy proceedings. The once successful soul recording firm was declared bankrupt last summer.

Jesse Selter, board chairman of NMC Corp., a subsidiary of Nassi and Associates, said he had listened to many of the tapes and described the music as "excellent." Among the artists and groups on the masters are Isaac Hayes, the Staple Singers, Johnnie Taylor, the Emotions, the Dramatics and Booker T. & The M.G.s.

Selter said his company had "resurrected" Westminster Records and Riverside Records in recent years.

Selter said that if an attempt to revive Stax — which would involve signing new artists — is made, the masters would be kept as a package. He said it is undecided whether the Stax labels would be used.

Among its other ventures, the Nassi firm reportedly has bought and sold a chain of California grocery stores and recently has been acquiring stores from W.T. Grant Co. Nassi and Associates originally bid \$1.4 million for the tapes but decreased its offer when it heard of a number of claims of lien

against them.

## Cream Bid

The only other offer came from Los Angeles-based Cream Records, which bid up to \$3.75 million to be paid from royalties the masters might produce over the next five years. Although Cream offered \$200,000 down and \$200,000 in three years, the Stax trustee decided not to gamble on the masters' saleability.

Cream's owner Al Bennett, who once ran Liberty Records, said that if his bid had been successful he had definite plans to try to revive Stax in Memphis.

The purchase may come with a number of legal problems attached. Chief among them is a claim by Atlantic Records, once a Stax distributor, that it owns rights to all masters produced between 1963 and 1968. Atlantic claims to have contracts to that effect, although none were produced at the sale.

## Legal Problems

"I'm not going to predict what all the legal problems might be," said David Cocke, one of the lawyers for Union Planters National Bank, which claims an \$8 million secured interest in the tapes.

Secured and unsecured creditors who had filed claims before Stax was ruled bankrupt now take their claims against the proceeds of the auction.

Such claims total around \$30 million. However, it appears that one of the two chief creditors who claim a secured interest — UP and CBS, Inc. — will receive the bulk of the proceeds. CBS says it has a \$6 million secured interest under a 1972 distribution contract with Stax.

Which of the two has a priority lien is still to be decided by the court.

Stax' electronic equipment was brought for \$50,000 by a Memphis group and the office furniture for \$26,000 by a Memphis auction company.

# LOOKING AHEAD TO TOP 100

## 101 SUMMER SNOW

(W.M.O.T./Friday's Child — BMI)  
BLUE MAGIC (WMOT/Atlantic 4003)

## 102 BLESS THE BEASTS AND CHILDREN

(Screen Gems-EMI — BMI)  
BARRY DEVORZON & PERRY BOTKIN JR.  
(A&M 1890)

## 103 BE MY GIRL

(Electrocord — ASCAP)  
MICHAEL HENDERSON (Buddah BDA 552)

## 104 SWEET DREAMS

(Acuff-Rose — BMI)  
EMMYLOU HARRIS (Reprise RPS 1371)

## 105 HA CHA CHA (FUNKTION)

(Desert Moon/Jeffmar — BMI)  
BRASS CONSTRUCTION  
(United Artists XW 921)

## 106 ISN'T IT A SHAME

(Hastings — BMI)  
LABELLE (Epic 8-50315)

## 107 ASHES AND SAND

(Rivers — ASCAP)  
JOHNNY RIVERS (Soul City 007)

## 108 FEELINGS

(Fermata — ASCAP)  
WALTER JACKSON  
(Chi-Sound/UA CH 17599)

## 109 TRYING TO LOVE TWO

(Bell-Kat — BMI)  
WILLIAM BELL (Mercury 73839)

## 110 BODYHEAT

(Dynatone/Belinda/Unichappell — BMI)  
JAMES BROWN (Polydor 14360)

# FBI Raids Continue

NEW YORK — FBI agents seized over \$50,000 worth of pirated tapes last week in a nationwide drive against what the agency termed "white collar crimes." The largest tape raid occurred in New Haven, Connecticut, where agents confiscated bootleg recordings valued at \$10,000 from Cutler's Record Shop at 33 Broadway in New Haven.

On the west coast, approximately 1400 pirated tape recordings were seized from both Sylvester J. Thompson in Los Angeles and Charles Fredrick Moss of Bend, Oregon.

In Ohio, a total of 7500 allegedly pirated tapes were confiscated in five separate raids. The raided stores included Surplus Sales Annex in Marietta, Belpre Discount Tapes in Belpre, Bill's Army and Navy Store in Athens, and Rich Oil Company in Portsmouth.

# Five Labels Enjoying Hits

(continued from page 14)

every market, it took three or four weeks before the song started selling. But we kept pumping and Jerry Peterson at KCEQ in San Diego went out on a limb and stayed with it, which eventually paid off."

Lewis Newman, national promotion director for Janus, noted that "Year Of The Cat" was "one of those rare situations where major and secondary stations picked up on the single at the same time." Newman felt Stewart's critically acclaimed lyrics, as well as the song's melody, were responsible for its popularity. "The groundwork for the song's success," Newman added, "was Stewart's considerable recognition as an established FM artist."

# CASH BOX INTERNATIONAL



**SEGOVIA SIGNS** — Guitarist Andres Segovia recently signed an exclusive recording contract with RCA Records, International. Shown here with the guitarist at the contract signing in Madrid are (from l) Luis A. Moreno, classical product manager, RCA Spain; Segovia; Alberto Galtes, general manager, RCA Records, Spain; and Carlos Murciano, administrative manager, RCA Spain.

## British Survey Shows CBS Leads In Singles Market For Fourth Quarter

LONDON — CBS Records/UK can look back on 1976 as the most successful year in its history, according to managing director Maurice Oberstein, who himself completes his first full year as head of the CBS affiliate.

Forty-three CBS singles placed on industry charts here during the year at an average of one new chart entry nearly every week. In addition, CBS artists realized an aggregate total of two platinum albums (sales over 1 million pounds), ten gold albums (sales over 250,000 pounds), five gold singles (sales over 500,000 units), 30 silver albums (sales over 100,000 pounds) and 12 silver singles (sales over 250,000 units).

## Moody Named To CBS Records Post

TORONTO — CBS Records Canada Ltd.'s president Terence Lynd has announced the appointment of Richard Moody to the position of vice president and general manager, A&R Records and Tapes Ltd.

Moody has been actively involved in the record and tape industry for the past 15 years. He joined A.R.S. Records Canada Ltd., a wholly owned subsidiary of CBS Canada Ltd., in 1970 and most recently held the position of western regional manager.

## Blue In Production Pact

LONDON — Barry Blue has signed an exclusive worldwide production deal with CBS Records. He will initially be working with British bands.

The British Market Research Bureau (BMRB) survey of the 1976 fourth quarter shows that CBS was the number one company in UK singles sales for that period, with a 20.7 percent share of the market. This represents a considerable lead over the next ranking company (EMI) with 14.8 share. It also is the first time since quarterly surveys were introduced by the BMRB five years ago that EMI has been topped as such.

The BMRB survey also indicates that CBS/UK's share of the singles market for the final quarter of 1976 represents an 11.4 percent improvement over the company's position for the same period in 1975.

## Decca To Release New Justin Hayward Album

LONDON — Justin Hayward is the latest member of the Moody Blues to announce solo plans with an album entitled "Songwriter" and a single, "One Lonely Room," set for Feb. 11 release by Decca.

Hayward was vocalist, lead guitarist and writer with the Moodies over a 10-year era which saw sales of 20 million of the group's seven albums. Among the titles he penned were "Nights In White Satin," "Tuesday Afternoon" and "Question." Hayward has most recently been involved with the Blue Jays project for which he wrote the hit "Blue Guitar."

His debut album was produced by Moody Blue producer Tony Clarke, and Hayward formed a group of his own for the LP recording and some showcase concerts planned for this spring.

## RCA Begins Ambitious Campaign On Five LPs

LONDON — RCA has started 1977 here with promotion campaigns on five varied albums by Elvis Presley, Jefferson Airplane, David Bowie, Jack Jones and The Band of the Coldstream Guards.

The Presley LP, entitled "Elvis In Demand," is a special compilation using suggested tracks from the official Presley UK fan club, and includes his latest single hit "Suspicion." RCA has organized 200 window displays around the country, plus window stickers and heavy consumer press advertising.

Jefferson Airplane's "Flight Log 1966-76" on the Grunt label is a double album with booklet insert and is being pushed with rock press advertising and selected spots on Capital Radio, Radio Clyde and Piccadilly Radio. "Low" by David Bowie is being backed by 300 window displays, posters and extensive press advertising.

"The Full Life" by Jack Jones is receiving specific MOR exploitation with advertisements in the large circulation *Radio Times* and *Woman* magazines and window and in-store displays in 200 retail outlets specializing in MOR product. "Ballet On Ice" by the Coldstream Guards Band is an album of music selected by British Olympic skater John Curry, who wrote the liner notes. It was released to coincide with the opening of Curry's ice show and London's Shaftesbury Theatre, with window displays in the London area, foyer displays and program advertisements at the theatre and advertising in the London evening press and in magazines.

## Smile Plans Increased Activity In New Year

TORONTO — Smile Records' Dave Coutts projects an increase in product releases in 1977, a year that marks his fifth year in the record business.

Starting the label with a private consortium behind him, and a firm belief that he could make Canadian disks pay, Coutts has released an average of three singles a year, and his success average has been 60 percent.

While his financing is blue chip, Coutts has sought to overcome cash flow hardships by instituting an aggressive publishing division which now supports a full time person in the Smile office.

Shortly before leaving for MIDEM, Coutts said that "plans are to continue to promote Canadian writers through Smile's publishing affiliates, Maple Creek/Snowberry Music and to increase the exploitation of its catalogue at home and abroad."

Three new artists are to be introduced on the Smile label this year. In terms of product, as many as 10 singles and two albums are scheduled for release with GRT Records distribution.

## Everett Named Bron A&R Director

LONDON — Mike Everett has been named director of A&R for the Bron Organization by Bron directors Gerry and Lilian Bron. He will be responsible for coordinating the company's music activities, including the acquisition of songwriters for Bron Music and signing and developing new acts for Bronze Records.

Everett's music industry career began as a salesman at Philips Records, and during seven years with that company, he moved into the album A&R management, working closely with the Bron through the Vertigo label with acts such as Colosseum, Juicy Lucy and Uriah Heep. After his Philips service, Everett spent four years with RCA here as UK A&R manager and was involved with such artists as Charles Aznavour, the Sweet and Dave Edmunds. He has been in RCA's New York office for the past year as international A&R director.

His appointment is described as part of a strengthening of top management within Bron, whose signings of Scaffold, Heron and Woody Woodmansey's U-Boat mark its interest in developing new talent in tandem with its established artist roster, which includes Uriah Heep, Manfred Mann's Earth Band and Osibisa.

## Direction Records Is Formed In Montreal

MONTREAL — John Williams has formed his own record company, Direction Records, with distribution to be handled in Canada by RCA Ltd., it was recently announced.

The former director of recording and publishing with CBS Disques, Montreal, Williams is planning to record French and English language artists with the intention of securing international releases. The first record from the new company will be the single by disco singer Jackie Robinson, "Pussyfootin'." The record will be released almost immediately and will be followed by an album. The release has been negotiated with Ariola, a German label that has had a considerable number of North American disco hits.

The first staff appointment at the new label is that of Michel Normandeau as executive assistant to the president. Until recently, Normandeau was a member of Harmonium, one of Quebec's most successful groups.

Normandeau and Williams will administer two new publishing companies formed by Direction — One Way Music, affiliated with CAPAC, and No Turns Music (BMIC).

## Four Seasons Go Gold

LOS ANGELES — "The Four Seasons Story" album on Private Stock Records has been certified gold in Australia. Last month the album went gold in South Africa.



**MIDEM PARTICIPANTS** — Seen at their office booth at this year's MIDEM are Alshire's president Al Sherman (center in photo at left) with UK representative Jack Dorsey (left) and U.S. general manager Ricardo Ceja. They met with overseas affiliates and discussed licensing deals for various territories. In second photo from left are Springboard International's

vice president George Port (left), president Dan Pugliese and A&R director Dick Broderick. Barclay Records this year used a "Mood Beach" theme to mark its presence, and Eddie Barclay joined Barclay booth friends in third photo. At far right, Mr. and Mrs. George Pincus of Ambassador Music on the opening day of MIDEM.

# INTERNATIONAL BEST SELLERS

## Argentina

- 1 Si — Jose Luis Perales — Microfon
- 2 Mi Promesa — Pomada — RCA
- 3 Respirando — Barbara & Dick — RCA
- 4 En Este Momento Y A Estas Horas — Mario Echeverria — EMI
- 5 El Amor Duele — Nazareth, Yndio — Philips
- 6 Porque Te Vas — Jeanette — Microfon
- 7 Esclavo Y Amo — Los Mensajeros — CBS
- 8 Por Ejemplo — Nicola de Bari — RCA
- 9 Disco Pato — Rick Dees — Philips
- 10 Echame A Mi La Culpa — Albert Hammond — CBS
- 11 Dos Cosas — Los Terricolas — EMI
- 12 Amor... Que Triste Es El Adios — Juan Marcelo — CBS
- 13 Ese Amor Soy Yo — Fernando de Madariaga — RCA
- 14 No Hablemos De Amor — Adamo — CBS
- 15 Humanos — Pastoral — Cabal
- 16 Un Hombre Sin Suerte — Los Lincos — RCA
- 17 Tema De S.W.A.T. — Rhythm Heritage — Music Hall
- 18 Caminando Por Sunset — Toppers — Disc Jockey
- 19 Muy Despacito — Los Angeles Negros — EMI
- 20 Amor No Me Abandones — Rabito — EMI

### TOP TEN LPs

- 1 America — Julio Inglesias — CBS
- 2 Entre Gauchos Y Mariachis — Cantores del Alba — Polydor
- 3 40 Minutos — Pepe Galan — TK
- 4 Latinoamerica — Los Wawanco — EMI
- 5 Exitos Del Rock — Selection — CBS
- 6 Recital — Cacho Tirao — CBS
- 7 Flecha Juventud — Selection — RCA
- 8 Romanticos De Hoy — Selection — EMI
- 9 Emperador Rosko — Selection — Music Hall
- 10 Por Siempre — Ni o Bravo — Polydor

## Australia

- 1 If You Leave Me Now — Chicago — CBS
- 2 You Make Me Feel Like Dancing — Leo Sayer — Chrysalis
- 3 Every Little Bit Hurts — Shirley — Mushroom
- 4 Disco Duck — Rick Dees & His Cast of Idiots — RSO
- 5 The Best Disco In Town — The Ritchie Family — RCA
- 6 Love And Other Bruises — Air Supply — CBS
- 7 Let's Stick Together — Bryan Ferry — Island
- 8 Play That Funky Music — Wild Cherry — Epic
- 9 Rock Me Gently/You've Got The Gun — Sherbet — Infinity
- 10 (I Want A) Rockin' Christmas — Ol' 55 — Mushroom
- 11 Money Money Money — Abba — RCA
- 12 Jeans On — David Dundas — Chrysalis
- 13 Last Romance — Mark Holden — EMI
- 14 The Way You Do It — Pussyfoot — EMI
- 15 Blinded By The Light — Manfred Mann's Earth Band — Bronze
- 16 Picnic At Hanging Rock — Nolan-Buddle Quartet
- 17 Teddy Bear — Red Sovine — RCA
- 18 Somebody To Love — Queen — Elektra
- 19 Hey St. Peter — Flash & The Pan — Albert
- 20 Mississippi — Pussycat — EMI

### TOP TWENTY LPs

- 1 Hotel California — Eagles — Asylum
- 2 Arrival — Abba — RCA
- 3 Let's Stick Together — Bryan Ferry — Island
- 4 Chicago X — Chicago — CBS
- 5 The Sherbet Collection — Sherbet — RDM
- 6 Shining — Marcia Hines — Miracle
- 7 Wings Over America — Wings — Capitol
- 8 Endless Flight — Leo Sayer — Chrysalis
- 9 A Day At The Races — Queen — Elektra
- 10 Fleetwood Mac — Fleetwood Mac — Reprise
- 11 Blue Moves — Elton John — Rocket
- 12 Songs In The Key Of Life — Stevie Wonder — Motown
- 13 A Night On The Town — Rod Stewart — Warner Bros.
- 14 Wild Cherry — Wild Cherry — Epic
- 15 Arabian Nights — The Ritchie Family — RCA
- 16 Supernaut — Supernaut — Polydor
- 17 The Roaring Silence — Manfred Mann's Earth Band — Bronze
- 18 Air Supply — Air Supply — CBS
- 19 The Pretender — Jackson Browne — Asylum
- 20 All This And World War II — Soundtrack — Warner Bros.

## Brazil

- 1 Fim De Tarde — Claudia Telles — CBS
- 2 Don't Go Breaking My Heart — Elton John & Kiki Dee — Odeon
- 3 My Life — Michael Sullivan — Top Tape
- 4 Because I Love You Girl — The Stylistics — Top Tape
- 5 Nao Se Va — Jane E Herondy — RCA
- 6 Castelo De Ilusoes — Fernando Augusto — CBS
- 7 Angel — Julian — RGE/Fermata
- 8 Nobody Knows — Dommis Gordon — Top Tape
- 9 When You're Gone — Maggie McNeal — WEA
- 10 Nem Ouro, Nem Prata — Ruy Maurity — Som Livre

### TOP TEN LPs

- 1 O Progresso — Roberto Carlos — CBS
- 2 Samba Enredo 1° Grupo — Various — Top Tape
- 3 Estupido Cupido — Various — Som Livre
- 4 Maria Baiana Marla — Benito Di Paula — Copacabana
- 5 Meus Caros Amigos — Chico Buarque — Philips
- 6 Hit Machine — Various — K-Tel
- 7 O Casarao (Internacional) — Various — Som Livre
- 8 Rosa Do Povo — Martinho Da Vila — RCA
- 9 Estupido Cupido (Internacional) — Various — Som Livre
- 10 Canto Das Tres Racas — Clara Nunes — Odeon

## France

### TOP TWENTY SINGLES

- 1 Mourir En France — Serge Lama — Phonogram
- 2 Money, Money, Money — Abba — Vogue
- 3 Le Pere De Sylvia — Sacha Distel — Carrere
- 4 If You Leave Me Now — Chicago — CBS
- 5 Happy Days — Pratt & McClain — WEA
- 6 Daddy Cool — Boney M — Carrere
- 7 Je N'Ai Pas Le Coeur A Sourire — Daniel Guichard — Barclay
- 8 Gabrielle — Jean-Claude Borelly — AZ Records
- 9 Chanson D'Amour — Manhattan Transfer — WEA
- 10 Chantons La Meme Chanson — Tino et Laurent Rossi — Pathe Marconi
- 11 S'Asseoir Par Terre — Alain Souchon — RCA
- 12 Deux Femmes A Dublin — Enrico Macias — Phonogram
- 13 Don't Make Me Wait Too Long — Barry White — AZ Records
- 14 Il Viendra — Michele Torr — AZ Records
- 15 Nadia's Theme — Perry Botkin — A&M
- 16 La Terre Tournera Sans Nous — Alain Barriere — Albatross
- 17 Hey Mister Lee — Philippe Laval — Sonopresse
- 18 Gabrielle — Johnny Hallyday — Phonogram
- 19 That'll Be The Day — Linda Ronstadt — WEA
- 20 Quelquefois — Claude Francois — Fleche

## Holland

- 1 Somebody To Love — Queen — Bovema
- 2 Sunny — Boney M — Dureco
- 3 Under The Moon Of Love — Showaddywaddy — Negram
- 4 Living Next Door To Alice — Smokie — Bovema
- 5 Rock And Roll Star — Champagne — Ariola
- 6 I Wish — Stevie Wonder — Bovema
- 7 January, February — Dutch Rhythm Steel & Showband — Negram
- 8 Magic Man — Heart — Negram
- 9 Leo — Ria Valk — Basart
- 10 Who's That Lady With My Man — Patricia Paay — Bovema

### TOP TEN LPs

- 1 A Day At The Races — Queen — Bovema
- 2 New Year's Eve 1976 — Wim Kan — Inelco
- 3 Hotel California — Eagles — WEA
- 4 Arrival — Abba — Polydor
- 5 Songs In The Key Of Life — Stevie Wonder — Bovema
- 6 A New World Record — ELO — Bovema
- 7 Once Upon A Time In The West — Ennio Morricone — Inelco
- 8 Lost Without Your Love — Bread — WEA
- 9 Chicago X — Chicago — CBS
- 10 Beautiful Noise — Neil Diamond — CBS

## Italy

- 1 Sei Forte Papa — Gianni Morandi — RCA
- 2 Johnny Bassotto — Lino Toffolo — RCA
- 3 Due Ragazzi Nel Sole — Collage — Saar
- 4 Disco Duck — Rick Dees — RSO
- 5 Coniglietto — Romans — Yep
- 6 Linda — Pooh — CBS
- 7 Ave Maria No No — Santo California — Yep
- 8 Dancing Queen — Abba — Dig-It
- 9 Daddy Cool — Boney M. — Durium
- 10 You Should Be Dancing — Bee Gees — RSO

### TOP TEN LPs

- 1 Four Seasons Of Love — Donna Summer — Durium
- 2 Wind And Wuthering — Genesis — Charisma
- 3 Arabian Nights — Ritchie Family — CBS
- 4 Via Paolo Fabbri 43 — Francesco Guccini — EMI
- 5 Singolare E Plurale — Mina — PDU
- 6 Ullalla — Antonello Venditti — RCA
- 7 XXIII Raccolta — Fausto Papetti — Durium
- 8 Verita Nascoste — Le Orme — Philips
- 9 wish You Were Here — Pink Floyd — Atlantic
- 10 Come In Un'Ultima Cena — B.M.S. — Ricordi

## Japan

- 1 Seishunjidayi — Kooichi Morita & Top Garan — CBS/Sony
- 2 Soul Korekkiridesuka — Minor Chewing Band — CBS/Sony
- 3 Kitano Yadokara — Harumi Miyako — Columbia
- 4 Pepper Keyibu — Pink Lady — Victor
- 5 Akayi Shoogeki — Momoe Yamaguchi — CBS/Sony
- 6 Country Road — Olivia Newton-John — Toshiba/EMI
- 7 SOS — Pink Lady — Victor
- 8 Doozo Konomama — Keyiko Maruyama — King
- 9 Last Scene — Hideki Saijo — RVC
- 10 Mooichidodake Furimuyite — Junko Sakurada — Victor

### TOP TEN LPs

- 1 Toozakaru Fuukeyi — Keyi Ogura — Polydor
- 2 The 14th Moon — Yumi Araya — Toshiba/EMI
- 3 Dedication — Bay City Rollers — Toshiba/EMI
- 4 Bay City Rollers — New Best — Toshiba/EMI
- 5 Come On Over — Olivia Newton-John — Toshiba/EMI
- 6 Kikyoriya — Masashi Sada — Warner/Pioneer
- 7 Don't Stop Believin' — Olivia Newton-John — Toshiba/EMI
- 8 Paul Mauriat Greatest Hits 24 — Phonogram
- 9 A Day At The Races — Queen — Warner/Pioneer
- 10 Tasogare Memoly — Keyiko Maruyama — King

## EMI Pays Sex Pistols

LONDON — Controversial punk rock group the Sex Pistols have received a 50,000 pound pay-off from EMI following the company's decision to terminate its contract with the group.

Pistols manager Malcolm McLaren said, "We came to a mutual agreement, but we have got neither a penny more nor less than we were due."

The group received 30,000 pounds, according to McLaren, when it signed with EMI last October. The balance was due over the next two years, but has presumably been paid off now in recognition of the contract's severance. McLaren added that there has not been a "settlement" with EMI but "a fulfillment of obligations."

The Sex Pistols hit the headlines just before Christmas when they bombarded TV host Bill Grundy with a stream of obscenities, and the final breaking point for EMI came when the four-man group spat and vomited at London Airport.



**NEW SIGNING** — Greek-born Vicky Leandros has signed a long-term recording contract with CBS Germany, and is presently finishing her first album with the company. From left, above, are CBS managing director Rudolf Wolpert, Leandros and Neil Diamond.

## Coyote In Chelsea And UA Agreement

LOS ANGELES — Len Sachs, president of Coyote Productions Inc., has finalized negotiations with Chelsea and United Artists Records for the release of productions by two of its artists — Alisa Colt and Banbarra.

In conjunction with the releases, Sachs will coordinate an extensive "total concept" campaign related to promotion, sales, distribution and personal appearances.

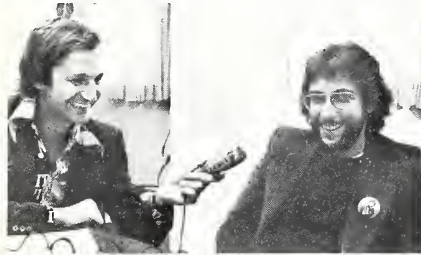
## WEA UK Names Clyde E/A Label Manager

NEW YORK — Jonathan Clyde has joined WEA in the U.K. as label manager of Elektra/Asylum. He replaces Ian Gurney who has left the company. Clyde was previously with Elektra/Asylum, where he was label manager from September 1971 to June 1974. Since then he has been responsible for running Dark Horse Records in the UK.

## Argentinian News

BUENOS AIRES — Jorge Embon, president of Arfon Records, recently reported to **Cash Box** that his company is planning to expand its activities during 1977 on the basis of new local recordings, some of which will be for regional markets. Embon prefers to record locally, instead of representing foreign labels because of the value attained by the catalog he may control for other markets. Arfon is based in Buenos Aires in its own building, which will in the future also house recording studios.

Carmusic Records president Laura Roma Casella is also reporting expansion plans for this year, including a strong local cast and an entry into the rock music field, which currently accounts for a good percentage of total sales. Carmusic recently signed singer Daniel Patino, whose first recording reached top 100 status at the end of 1976.



**L.A. DIALOGUE** — ABC recording artist Stephen Bishop is shown above right at ABC Records International offices in Los Angeles during a radio interview with Michel Brillie, U.S. correspondent for French radio station "Europe One."

## BTO Record In Toronto; LP To Be Due In March

TORONTO — Bachman-Turner Overdrive is now recording its sixth studio album for Mercury Records at Phase One studio in this city and may have the tracks completed in time for a March release.

Randy Bachman produced Trooper last year at Phase One for his own Legend Records, including their chart single, "Two For The Show." Using strings on the new BTO album, Bachman told **Cash Box** that the new album differs from the conventional BTO album "and will surprise a lot of people on hearing it." String arrangements are being added by Ben McPeck.

## Phonogram To Rep A&M Product In Africa

LOS ANGELES — David Hubert, vice president of A&M's international division, recently announced A&M's affiliation with Phonogram Ltd. for representation of A&M product in Nigeria, Kenya, Ghana, Liberia and Sierra Leone.



**SUMMER OF GOLD** — Donna Summer was recently accorded gold record honors in France, where her second album, "A Love Trilogy," was the biggest selling album of the year by a foreign artist in that country. Pictured above (l to r) are Benoit Gautier, promotion manager, WEA Filipacchi; Pete Bellote, producer; Bernard de Bosson, managing director; Summer; Giorgio Moroder, producer; and Dominic Lamblin, head of creative services for WEA Filipacchi.

# AMI's Electronic Coin System

(continued from page 45)

AMI designed the chip based upon close cooperation with Mars Money Systems and working from written specifications and a list of functions for each of the microcircuit's 40 pins. AMI then developed the logic and circuit design.

In considering the choice of custom, and the associated costs of tooling and development, Heiman says the volume anticipated will amortize those costs sufficiently to keep unit costs low.

"Our system, which is physically and electrically interchangeable with mechanical changers presently in use on most vending machines, is being marketed in the U.S., Europe and Japan. We will use enough chips to warrant the custom design," he said.

### Large Chip

The AMI chip, containing 3500 transistors, is relatively large by microcircuit standards: .194 x .198 inches. It uses an LSI/MOS technology called Ion Implanted PMOS, a highly developed process that is well tested and economical. The chip includes a one-bit microprocessor that keeps track of the money calculations. A programmable ROM is included in the system that permits adaptation to any coin system in the world. The system adapts to multi-price machines and the LSI chip can be factory-programmed for any combination of up to 63 prices from \$0.05 to \$3.15. When the customer makes a selection, a

binary-coded signal is generated which indicates to the LSI chip the price of the selection.

The sensor self-calibration feature works as follows: the chip receives the three validation inputs and can consider what to do if two of them indicate the coin is acceptable and one dissents. Since temperature changes can cause slight variations in frequency, the system permits the tolerances for acceptability in the third parameter to be adjusted slightly for subsequent coins.

The LSI chip also credits and accumulates the coins deposited, compares this with the price set for the selected item, and signals the vending cycle when the appropriate deposits are made. If the coin return tubes to make the necessary change are empty as indicated by a sensor connected to the chip, the chip calculates whether the correct change can be produced with available coins. If not, the vend is not made, coins are returned, and the "Exact Change" indicator is lit.

The LSI chip is also designed to accept the dollar coin. When the newest coins are introduced, the system is preprogrammed for them and the sensors need only be tuned to accommodate them.

AMI is one of the world's leading suppliers of MOS microcircuits, including custom, standard, and memory types. The company is in the components business only and does not compete with its customers' end products.

# Worker Theft Worries Stores

(continued from page 12)

tion or good family background did not ensure honesty.

### Electronic Registration

He said he has instituted electronic registration, providing unit counts and total sales volumes. These, he said, are regularly compared with inventory forms filled out by record clerks when the merchandise arrives. "If we see a shortage of 400 albums, we know it's got to be shoplifting," he said. However, small shortages could be the result of an error in counting inventory, he added.

Tom Roos, merchandise coordinator for Record Bar's 73 stores, said the average Record Bar unit had only eight or 10 workers and is not nearly large enough to justify security personnel or elaborate electronic surveillance systems. Still, Roos said, the chain had made limited headway in controlling employee theft by checking references more carefully and, in general, being more conscious of the problem. He said quarterly inventories were effective in determining shortages, but were of no use in pinpointing the cause. Record Bar experiences a two or three percent average shortage, he said.

Roos pointed out that most stores announce their inventories several days in advance in order to have all employees there

on those days. In the case of one chain, however, personnel from headquarters descend on each store, which might have at least some benefit in not giving dishonest employees the chance to cover their tracks.

Still, Roos said, "I can't see where not announcing inventories is going to have much effect on thefts."

Stan Goman, manager of a Tower Records store in Los Angeles, said, "In my personal case, I'm not that concerned." He said while he wouldn't absolutely state that none of his 32 employees had ever taken a record, "I don't think we have a problem with employees." He said the store employs security guards and has been checking in-store inventory counts against an audited inventory performed last October. Goman said consumer shoplifting did present a problem, but a number of thieves had been caught stealing records.

All surveyed retailers stated that the best way to control theft was a year-round security system, but with the constantly rising sophistication of record thieves, even those systems left something to be desired.

"If an employee is consistently robbing you blind, there are ample ways to find out," one merchandise executive said. "But we've found some employees working with customers. It's very difficult to stop that kind of thing."

## Peter Pan Store Sales Reach All-Time High

LOS ANGELES — Sales at Peter Pan Records, a leader in sales of children's records and book/record sets, are at an all-time high, according to Martin Kasen, president of the firm. Kasen said Peter Pan has achieved this plateau by capitalizing on the trends in children's product.

The exclusive rights to "Super Heroes" were recently acquired and added to the firm's current lineup which includes "Six Million Dollar Man," "Batman," "Spiderman," "Conan," "Superman," "Space 1999" and "Star Trek." Peter Pan has been using TV advertising in selected markets,

resulting in an increase in sales in those markets. Plans are for the company to expand its line to take further advantage of consumer acceptance

## Elton John Sets 1st Network TV Special

LOS ANGELES — MCA Rocket recording artist Elton John will star in his first network television special, "An Evening With Elton John," February 3 on ABC.

The 90-minute special was filmed "live" in Scotland in February, 1976, at the Royal Edinburgh Festival.



# CASH BOX TOP 100 ALBUMS

February 5, 1977

		Weeks On 1/29 Chart
<b>1 A STAR IS BORN</b>	8.98 STREISAND, KRISTOFFERSON (Columbia JS 34403)	4 9
<b>2 HOTEL CALIFORNIA</b>	6.98 EAGLES (Asylum 7E-1084)	1 7
<b>3 SONGS IN THE KEY OF LIFE</b>	13.98 STEVIE WONDER (Tamla/Motown T13-340C2)	2 16
<b>4 WINGS OVER AMERICA</b>	13.98 WINGS (Capitol SWCO 11593)	3 7
<b>5 FRAMPTON COMES ALIVE</b>	7.98 PETER FRAMPTON (A&M 3703)	5 54
<b>6 BOSTON</b>	6.98 (Epic PE 34188)	7 22
<b>7 GREATEST HITS</b>	6.98 LINDA RONSTADT (Asylum 7E-1092)	6 8
<b>8 FLY LIKE AN EAGLE</b>	6.98 STEVE MILLER BAND (Capitol ST 11497)	9 37
<b>9 BEST OF THE DOOBIES</b>	6.98 DOOBIE BROTHERS (Warner Bros. BS 2978)	8 12
<b>10 A DAY AT THE RACES</b>	7.98 QUEEN (Elektra 6E-101)	14 4
<b>11 A NEW WORLD RECORD</b>	6.98 ELECTRIC LIGHT ORCHESTRA (United Artists UA-LA 679)	12 14
<b>12 ROCK AND ROLL OVER</b>	6.98 KISS (Casablanca NBLP 7037)	11 12
<b>13 A NIGHT ON THE TOWN</b>	6.98 ROD STEWART (Warner Bros. BS 2938)	10 30
<b>14 THE PRETENDER</b>	6.98 JACKSON BROWNE (Asylum 7E-1079)	15 11
<b>15 CAR WASH</b>	7.98 ORIGINAL SOUNDTRACK (MCA 2-6000)	16 20
<b>16 YEAR OF THE CAT</b>	6.98 AL STEWART (Janus JXS 7022)	19 18
<b>17 TEJAS</b>	6.98 ZZ TOP (London PS 680)	23 4
<b>18 GREATEST HITS</b>	6.98 JAMES TAYLOR (Warner Bros. BS 2979)	13 10
<b>19 THIRTY-THREE &amp; 1/3</b>	6.98 GEORGE HARRISON (Dark Horse/WB DH 3005)	18 9
<b>20 THEIR GREATEST HITS</b>	6.98 EAGLES (Asylum 7E-1052)	20 49
<b>21 HEJIRA</b>	6.98 JONI MITCHELL (Asylum 7E-1087)	17 9
<b>22 NIGHT MOVES</b>	6.98 BOB SEGER (Capitol ST 11557)	25 14
<b>23 SONG OF JOY</b>	6.98 CAPTAIN & TENNILLE (A&M SP 4570)	21 47
<b>24 SPIRIT</b>	6.98 EARTH, WIND & FIRE (Columbia PC 34241)	24 17
<b>25 CHILDREN OF THE WORLD</b>	6.98 BEE GEES (RSO/Polydor RS 1-3003)	26 20
<b>26 GOOD HIGH</b>	6.98 BRICK (Bang 408)	28 14
<b>27 THIS ONE'S FOR YOU</b>	6.98 BARRY MANILOW (Arista 4090)	30 25
<b>28 LEFTOVERTURE</b>	6.98 KANSAS (Kirshner/Epic PZ 34224)	31 14
<b>29 BLUE MOVES</b>	12.98 ELTON JOHN (MCA/Rocket 2-1104)	22 13
<b>30 SILK DEGREES</b>	6.98 BOZ SCAGGS (Columbia PC 33920)	27 48
<b>31 AFTER THE LOVIN'</b>	6.98 ENGELBERT HUMPERDINCK (Epic PE 34381)	33 12
<b>32 LOST WITHOUT YOUR LOVE</b>	6.98 BREAD (Elektra 7E-1094)	55 3
<b>33 DREAMBOAT ANNIE</b>	6.98 HEART (Mushroom 5005)	32 44
<b>34 THE LIGHT OF SMILES</b>	6.98 GARY WRIGHT (Warner Bros. BS 2951)	49 3
<b>35 CHICAGO X</b>	6.98 CHICAGO (Columbia PC 34200)	29 32

		Weeks On 1/29 Chart
<b>36 THE ROARING SILENCE</b>	6.98 MANFRED MANN'S EARTH BAND (Warner Bros. BS 2965)	43 21
<b>37 FESTIVAL</b>	6.98 SANTANA (Columbia PC 34423)	47 3
<b>38 ONE MORE FROM THE ROAD</b>	7.98 LYNYRD SKYNYRD (MCA 2-6001)	34 19
<b>39 FLEETWOOD MAC</b>	6.98 (Warner Bros. MS 2225)	35 80
<b>40 SATURDAY NIGHT LIVE!</b>	6.98 THE NOT READY FOR PRIME TIME PLAYERS (Arista 4107)	42 8
<b>41 THE SONG REMAINS THE SAME</b>	11.98 LED ZEPPELIN (Swan Song/Atlantic SS 2-201)	36 14
<b>42 WIND AND WUTHERING</b>	6.98 GENESIS (Atlantic SD 36-144)	62 3
<b>43 TOYS IN THE ATTIC</b>	6.98 AEROSMITH (Columbia PC 33479)	58 94
<b>44 DESTROYER</b>	6.98 KISS (Casablanca NBLP 7025)	44 13
<b>45 DR. BUZZARD'S ORIGINAL SAVANNAH BAND</b>	6.98 THE SAVANNAH BAND (RCA APL 1-1504)	37 27
<b>46 SUMMERTIME DREAM</b>	6.98 GORDON LIGHTFOOT (Warner Bros. MS 2246)	41 33
<b>47 LOW</b>	7.98 DAVID BOWIE (RCA CPL 1-2030)	91 2
<b>48 NADIA'S THEME (THE YOUNG AND THE RESTLESS)</b>	5.98 BARRY DeVORZON & PERRY BOTKIN, JR. & VARIOUS ARTISTS (A&M SP 3412)	40 14
<b>49 LUXURY LINER</b>	6.98 EMMYLOU HARRIS (Warner Bros. BS 2998)	64 3
<b>50 ROCKS</b>	6.98 AEROSMITH (Columbia PC 34165)	50 37
<b>51 SPIRIT</b>	6.98 JOHN DENVER (RCA APL 1-1694)	38 24
<b>52 BIGGER THAN BOTH OF US</b>	6.98 HALL & OATES (RCA APL 1-1467)	54 24
<b>53 ALIVE</b>	7.98 KISS (Casablanca NBLP 7020)	56 70
<b>54 PERSON TO PERSON</b>	9.98 AVERAGE WHITE BAND (Atlantic SD 2-1002)	67 3
<b>55 BURTON CUMMINGS</b>	6.98 (Portrait/CBS PR 34261)	39 15
<b>56 DON'T STOP BELIEVIN'</b>	6.98 OLIVIA NEWTON-JOHN (MCA 2223)	45 14
<b>57 CERTIFIED LIVE</b>	7.98 DAVE MASON (Columbia PG 34174)	48 12
<b>58 NIGHT SHIFT</b>	6.98 FOGHAT (Bearsville/Warner Bros. BR 6962)	51 12
<b>59 I HOPE WE GET TO LOVE IN TIME</b>	6.98 MARILYN McCOO & BILLY DAVIS, JR. (ABC ABCD 952)	46 21
<b>60 UNFINISHED BUSINESS</b>	6.98 BLACKBYRDS (Fantasy F9518)	57 11
<b>61 BRASS CONSTRUCTION II</b>	6.98 (United Artists UA LA 677G)	59 12
<b>62 FREE FOR ALL</b>	6.98 TED NUGENT (Epic PE 34121)	53 20
<b>63 FLOWERS</b>	6.98 EMOTIONS (Columbia PC 34163)	63 23
<b>64 DOUBLE TIME</b>	6.98 LEON REDBONE (Warner Bros. BS 2971)	76 3
<b>65 SECRET PLACE</b>	6.98 GROVER WASHINGTON JR. (Kudu/CTI KU 32)	73 5
<b>66 FOUR SEASONS OF LOVE</b>	6.98 DONNA SUMMER (Oasis/Casablanca NBLP 7038)	60 15
<b>67 THE BEST OF GEORGE HARRISON</b>	6.98 (Capitol ST 11578)	52 11

		Weeks On 1/29 Chart
<b>68 LOVE WILL KEEP US TOGETHER</b>	6.98 CAPTAIN & TENNILLE (A&M SP 4552)	61 87
<b>69 MY SPANISH HEART</b>	9.98 CHICK COREA (Polydor PD 2-9003)	75 6
<b>70 THIS IS NIECY</b>	6.98 DENIECE WILLIAMS (Columbia PC 34242)	72 19
<b>71 NEW SEASON</b>	6.98 DONNY & MARIE OSMOND (Polydor PD 1-6083)	71 12
<b>72 A ROCK AND ROLL ALTERNATIVE</b>	6.98 ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	77 6
<b>73 HASTEN DOWN THE WIND</b>	6.98 LINDA RONSTADT (Asylum 7E-1072)	66 24
<b>74 TORN BETWEEN TWO LOVERS</b>	6.98 MARY MacGREGOR (Ariola America/Capitol SMAS 850015)	109 5
<b>75 THE JACKSONS</b>	6.98 (Epic PE 34229)	78 11
<b>76 MIRACLE ROW</b>	6.98 JANIS IAN (Columbia PC 34440)	114 2
<b>77 WAYLON LIVE</b>	6.98 WAYLON JENNINGS (RCA APL 1-1108)	70 8
<b>78 ALICE COOPER GOES TO HELL</b>	6.98 (Warner Bros. BS 2896)	68 30
<b>79 GREATEST HITS</b>	6.98 ABBA (Atlantic SD 18189)	82 20
<b>80 ENDLESS FLIGHT</b>	6.98 LEO SAYER (Warner Bros. BS 2962)	81 12
<b>81 ARRIVAL</b>	6.98 ABBA (Atlantic SD 18207)	104 3
<b>82 THE BEST OF FRIENDS</b>	6.98 LOGGINS & MESSINA (Columbia PC 34388)	65 9
<b>83 IT LOOKS LIKE SNOW</b>	6.98 PHOEBE SNOW (Columbia PC 34387)	69 14
<b>84 A FIFTH OF BEETHOVEN</b>	6.98 WALTER MURPHY BAND (Private Stock PS 2015)	74 23
<b>85 ENDLESS SUMMER</b>	6.98 BEACH BOYS (Capitol SVBB 11307)	88 73
<b>86 BREEZIN'</b>	6.98 GEORGE BENSON (Warner Bros. BS 2919)	83 44
<b>87 NIGHTS ARE FOREVER</b>	6.98 ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 89517)	80 25
<b>88 CHICAGO'S GREATEST HITS</b>	6.98 (Columbia PC 33900)	87 63
<b>89 ANY WAY YOU LIKE IT</b>	6.98 THELMA HOUSTON (Motown T6-34551)	95 8
<b>90 MAIN SQUEEZE</b>	6.98 CHUCK MANGIONE (A&M SP 4612)	90 12
<b>91 AGENTS OF FORTUNE</b>	6.98 BLUE OYSTER CULT (Columbia PC 34164)	79 33
<b>92 GOLD</b>	6.98 OHIO PLAYERS (Mercury SRM 1-1122)	85 12
<b>93 PART 3</b>	6.98 KC & THE SUNSHINE BAND (TK 605)	84 16
<b>94 THE CLONES OF DR. FUNKENSTEIN</b>	6.98 PARLIAMENT (Casablanca NBLP 7043)	86 18
<b>95 ASK RUFUS</b>	6.98 RUFUS FEATURING CHAKA KHAN (ABC 975)	— 1
<b>96 DIRT, SILVER &amp; GOLD</b>	11.98 NITTY GRITTY DIRT BAND (United Artists UA LA 670-L3)	97 8
<b>97 THE PLANETS</b>	6.98 TOMITA (RCA ARL 1-1919)	101 8
<b>98 TOO HOT TO STOP</b>	6.98 BAR-KAYS (Mercury SRM 1-1092)	94 13
<b>99 ZOOT ALLURES</b>	6.98 FRANK ZAPPA (Warner Bros. BS 2970)	89 12
<b>100 CRYSTAL BALL</b>	6.98 STYX (A&M SP 4604)	102 15



# Steve Hillage

# L

“Quite simply the best live music this country has heard since the Beatles played on the roof at Saville Row.”

New Musical Express  
commenting on Steve Hillage's UK tour

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## Steve Hillage On Tour With ELO

Jan. 31	Forum, Los Angeles
Feb. 4	Municipal Auditorium, Kansas City, Missouri
Feb. 5	Pershing Auditorium, Lincoln
Feb. 6	Myriad Auditorium, Oklahoma City
Feb. 11	Madison Square Garden, New York City
Feb. 12-13	Spectrum, Philadelphia
Feb. 15	Erie County Fieldhouse, Erie
Feb. 17	Civic Center, Pittsburgh
Feb. 18	River Front, Cincinnati
Feb. 19	Public Auditorium, Cleveland
Feb. 21-22	Cobo Hall, Detroit
Feb. 23	International Music Arena, Flint, Michigan
Feb. 25	Exhibition Auditorium, Milwaukee
Feb. 26-28	Uptown Theatre, Chicago

## Steve Hillage

“L”

On Atlantic Records and Tapes.  
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"I'd Really Love to See You Tonight"  
and "Nights are Forever Without You,"  
now sings for himself.

Parker McGee.

**On Big Tree Records and Tapes.**



Produced by Kyle Lehning



**BIG TREE  
RECORDS**

Distributed by Atlantic Records

Including the hit single, "I Just Can't Say No to You."

BT 89520

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