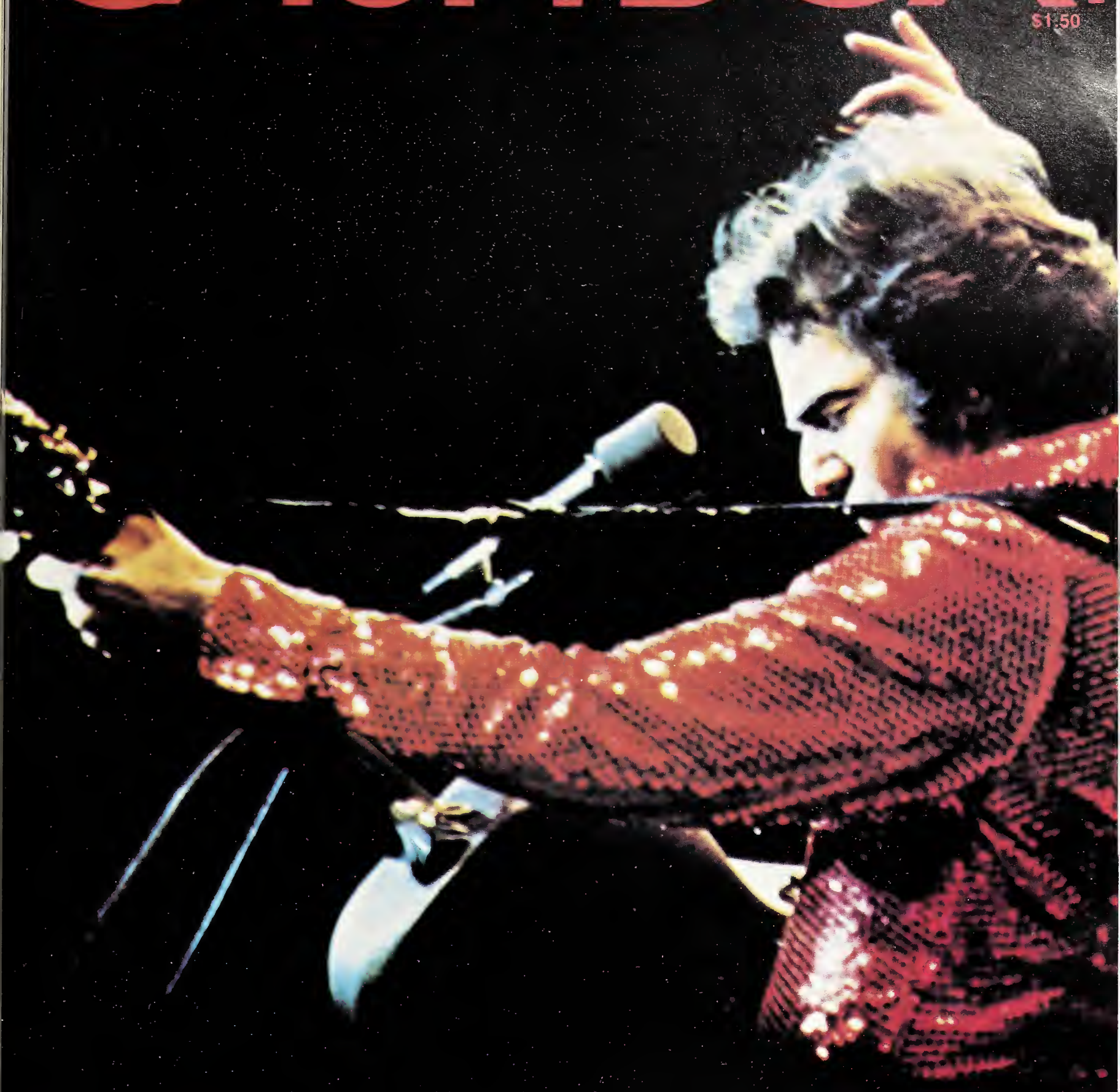


CASHBOX

February 28, 1977

NEWSPAPER

\$1.50



Cover Artist:
NEIL DIAMOND

- Hearings Continue In S.F. Suit**
- Industry Execs Dispute 'Times' Charges**
- Sears, Woolworth Make Record Dept. Changes**
- Jimmy's Plans Major Expansion**
- WCI's Sales, Earnings Rise**
- More Of The Same (Ed)**

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All music and lyrics written by Billy Griffin and Pete Moore.

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CASH BOX

VOLUME XXXVIII — NUMBER 41 — February 26, 1977

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cash box editorial***More Of The Same***

First it was J.C. Penney making record departments optional. Officially, it has been happening for some time, and Penney's is really not the first. But now Woolworth is going the same route. Who's next?

And the lawsuits and court cases continue. In only a few weeks, right after NARM, the grand jury in Los Angeles will begin looking into the marketing and advertising policies (and God knows what else) of the business. Where will that all lead?

And of special interest to our colleagues in radio is the latest round of payola hearings that began in Washington last week. Where they will end, again nobody knows.

It's difficult to deal with unresolved issues like this on a day-to-day basis. But we do know that both radio and record industries are justifiably uptight — over the probes, investigations, negative trends, etc. And there is understandable concern.

Those fortunate enough to be untouched by the ever widening scope of the investigations do not know what it is like on the other side. Yet with the *New York Times* article insinuating that NARM and the RIAA both might be conduits for illegal practices, certainly the whole industry has been tarnished.

And on the radio side, payola hearings, which now appear to be headed on a "travelling circus" route around the country, can only take on a carnival atmosphere. The result will be additional pressures and controls from station ownership to general managers to program directors to music directors. Perhaps the end result may be more automated good music stations or news stations, or a further tightening still of radio playlists.

And the radio stations are not alone. The record industry faces possible loss of a major market — the often maligned rack jobber who supplies an important part of the industry, especially in the rural areas. We'd like to ask radio station music directors in secondary markets where they will turn for their music research if the Penneys and Woolworths drop their record departments.

We've said it a couple of times recently, but it bears repeating again. The next few months may be a period of difficult time for the industry. Our only hope is that both the radio and retail communities can weather the storm, perhaps by joining together where interests are mutual, to ride out the difficult period.



**NUMBER ONE
SINGLE OF THE WEEK**
TORN BETWEEN TWO LOVERS
MARY MACGREGOR

Ariola 7638
Writers: Peter Yarrow, P. Jarrell
Publisher: Muscle Shoals Sound Pub. —
BMI/Silver Dawn — ASCAP

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



WE.A.R.* EXPANDING

We have a few select artist openings for 1977. So let's talk business. Here's what's happening. Columbia is offering you a fat deal you can't turn down. Capitol is spinning on its axis and The Tower is leaning your way. A&M has found you a special spot in the parking lot.

The MCA guard has been ordered to smile as you walk through the door. Warners takes you to lunch in the Blue Room. You're walking on air and Ahmet's got the WCI Jet—the trans-Atlantic pick-up. Limos and domestic champagne flow like the future's yours. And it is. The choice is up to you and everybody's offering just about the same deal. So why choose

Elektra/Asylum? Are we any different...? Sure we are.

Like every other label in the business, we like to call ourselves a "family" operation. In our case, it's true. Our roster is probably a third the size of the Big Guy's accounting department. Last year we released only 30 "pop" albums. Not 30 per week. 30 for the year...total. That means visibility. 80% of our albums made the charts. 20% were Top Ten. That's what you call family determination. Most of our artists make it and that's why they stay with us.

Our staff is as stable as our artist stable. Most have been around to see careers built through half a dozen albums and more. At E/A we're personal. Not personnel.



We have about one promotion man for every artist on the label. Not ten or twenty artists for every promotion man. Our Sales Team knows its roster by sound, face and flesh. They can carry a monthly release in one hand. No suitcase required. There's no way to get lost

in the shuffle at E/A because the pace is comfortable and people are easy to find. Our Marketing Man is fifty yards from the front door and not on the executive turntable. Fifteen seconds up the stairs and you'll find me with the door open. No waiting for elevators.

Maybe you've heard all this before. From the Big Guys and the Little Ones, too. Sometimes we fall into

the habit of making grandiose claims like everyone else. But we seem to be right at least 80% of the time. We're the Elektra/Asylum Precision Team. We've got tradition on our side. Statistical *and* human.

So, give us a ring. We're on the phone with most of our artists day in and day out. And we're looking for a few special musicians to join us in the coming year. Yes, the family's growing. We're expanding. Last year...30 albums. This year...maybe 36.

If you're interested, call me direct. Simple as that. My name is easy to remember: Joe Smith. (213) 655-8280. Say, 5 'o clock?





"ARRESTED FOR DRIVING WHILE BLIND!"

LONDON 251

The most requested song from ZZ Top's
new hit album is now a single.

Just released from



PS 680

ZZTOP... "Takin' Texas to the people"... with their music.



LONDON
RECORDS & TAPES



Hi, London May End Twenty-Year Distributing Pact

by Lola Scobey

NASHVILLE — Interrupting a series of distribution pacts spanning 20 years, London Records of New York and Memphis-based Hi Records have not renewed their agreement whereby London exclusively distributes all Hi product. This fact came to the attention of **Cash Box** when it was learned that, two weeks ago, London abruptly closed its Nashville-based country promo-

(continued on page 52)

Preliminary Hearings Continue In S.F. Suit Involving Alleged Unfair Pricing Policies

by Alan Sutton

LOS ANGELES — Both sides in a lawsuit that could have far reaching implications for the future of the record industry will present arguments this week during a pre-trial hearing on an injunction to suspend the multiple price structures of several major labels.

The hearing, scheduled for Friday, February 25 at the Federal District Court House in San Francisco, is in the case of Zoslaw versus Columbia Broadcasting System, Inc. Also named as defendants in the civil complaint, which asks for \$500,000

damages in addition to injunctive relief, are Capitol Records, ABC, WEA, MCA, Integrity Entertainment (The Wherehouse) and MTS Inc. (Tower).

At issue here, as is the case with other antitrust actions facing the industry today (**Cash Box**, Feb. 12), is the two-tier pricing structure and the functional discounts which are extended to many accounts. The plaintiffs (dba Marin Music Center) claim that such practices violate the antitrust laws of the United States, while the defendants maintain that they are simply passing along cost savings that they incur in dealing with larger, more efficient customers.

Zoslaw, a small retailer in Northern

California, filed an antitrust suit back in January 1975, accusing the labels of violating the Robinson-Patman Act by selling records at a lower price to his competitors (i.e. The Wherehouse, Tower) and the retail chains of "knowingly inducing or receiving discriminations in prices, services and allowances." And his lawyer, Maxwell Keith, has said:

"I believe that our injunction asks no more than what the law is today. In other words, there's been a violation and it's got to be remedied fast. You can't pick out 40% to 60% — whatever the figure is — of the market and give them special prices on the

(continued on page 52)



LEUKEMIA FIGHTERS — The T.J. Martell Memorial Foundation for Leukemia Research will hold an industry banquet on March 26 at the Americana Hotel. At that time, Bruce Lundvall, president of CBS records division, will be presented with the Foundation's Humanitarian Award for 1977. Pictured finalizing plans for the banquet are, from left: Floyd Glinert, vice president of Shorewood Packaging and foundation vice-president and co-chairman for the banquet; Joe Smith, chairman of the board of Elektra/Asylum and master of ceremonies for the banquet; Dave Rothfeld, divisional vice president and merchandising manager for Korvette's, and chairman of the foundation and banquet; and Tony Martell, vice president and general manager of the associated labels of CBS and president of the foundation.

Industry Executives Dispute N.Y. 'Times' Grand Jury Story

by Mark Mehler and Ken Terry

NEW YORK — While declining comment on other aspects of the federal grand jury probe into alleged price fixing and other antitrust violations, record company executives and officials from industrywide trade associations vociferously denied charges that those associations are vehicles for price fixing.

A *New York Times* story that appeared in the Feb. 13 edition stated, based on information from industry sources, that the grand jury, which opens hearings March 16, is probing "possible illegal policy making regarding prices" through the Recording Industry Association of America (RIAA) and the National Association of Recording Merchandisers (NARM).

Jules Malamud, president of NARM, referred all questions to his attorneys, but Stanley Gortikov, president of the RIAA, and several record company presidents who sit on the RIAA board of directors, said

the allegation was "outrageous."

"Never have we discussed prices within the RIAA," Gortikov told **Cash Box**. Board members asserted that an attorney who sits in on board meetings in an advisory capacity has only once had to put a stop to a discussion which had possible conflict of interest overtones.

"Basically," said one board member, "we spend about 80% of our time and money on anti-piracy, and the rest on copyright and other related matters. That charge has no validity at all."

However, the alleged probe into trade association activities is considered just one part of a massive investigation, according to retailers and other sources queried by **Cash Box**.

Alleged Price Fixing

Investigations into price-fixing violations of the Sherman Antitrust Act were described by one Washington attorney specializing in antitrust litigation as particularly fertile. The act, passed in the late 19th century, prohibits "restraint of trade," of which price fixing is a major component.

According to the attorney, following repeal of the fair trade law two years ago, hundreds of corporate executives in many industries have continued practices that under present law are clearly antitrust violations. Given the present mood of the Justice Department and the Federal Trade Commission, he added, it is not unusual to see grand juries hand down wholesale indictments.

"If there are violations in the record business," he asserted, "an investigation like this is going to flush them out."

The present west coast investigation is reportedly looking into allegations that record companies used advertising allowances as a means of regulating retail prices, either by pressuring retailers into lowering their advertised prices to turn over more product, or to increase their advertised prices to avoid ultimately self-defeating price wars in unstable markets.

Comments from retailers in several major markets in the southeast, northeast and southwest indicated that some record companies may have exerted pressure to influence retail pricing. However, other retailers, who said they knew of no such practices, argued that on the contrary, the

(continued on page 40)

Sears Opts For Outside Racks Across U.S.; Has Plans To Reduce Functions Of Serec

by Ken Terry

NEW YORK — Sears Roebuck Co., the nation's largest mass merchandiser, has expanded its program of "testing" the services of outside rack jobbers from a few selected stores to most of the 600 Sears units that carry records, according to an informed source. Another source stated that the giant discounter is in the process of converting from its own in-house rack jobber, Serec, to outside suppliers in every area of the country except for the middle Atlantic states.

According to information available at press time, these are the suppliers which will be replacing Serec in various regions of the country: J.L. Marsh in the far west, the southeast, most of the midwest and part of the Boston market; Lieberman Enterprises in parts of the midwest and Texas; and ABC Record and Tape Sales in Michigan (except Detroit).

At least for now, United Record and Tape Industries will continue to service Sears' outlets in Florida, and Serec will keep doing business in the Baltimore/Washington, D.C. and Philadelphia markets with the

help of secondary suppliers. In addition, Sears' management has reportedly allowed its stores in some markets in the southeast and the southwest to choose their own record suppliers.

Serec Fell Behind Times

Warren Sholsted, record buyer for Sears, admitted that the chain is bringing in outside rack jobbers to service its record departments "in certain markets." Thus far, he said, the conversion from Serec to outside suppliers has been completed in 35% of the Sears stores that carry records. That would amount to more than 200 units.

Sholsted declined to identify areas in which the conversion is occurring; he stated only that all Sears units in Los Angeles are now serviced by outside racks. In addition, while conceding that all of Sears' record departments might eventually be rack-serviced, he noted that the chain does not intend to phase out Serec entirely. Under the terms of the conversion, he asserted, Serec will continue to exist in every market as a supplier of "TV-type product" (album packages advertised on television) and record and tape accessories.

Sholsted explained that, in its 15-year history, Serec "hasn't kept up with the times. The (outside) racks got very sophisticated with their computerized systems. Serec didn't computerize."

Sears, though, isn't worried about the

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Woolworth, Too, Reconsiders Records; New Store Will Open Without Them

by Ken Terry

NEW YORK — A new Woolworth's store in Echelon, New Jersey has become the first of the chain's units to open without a record department in recent years, according to Charles Staley, music buyer for F.W. Woolworth Co. Staley indicated that record departments might also be excluded from other stores which the chain plans to open, and that they might be pulled from some existing units in "scattered areas" across the country.

Staley explained that the new Echelon Mall store does not have records because "they're not profitable for us in that market due to the low-price competition there."

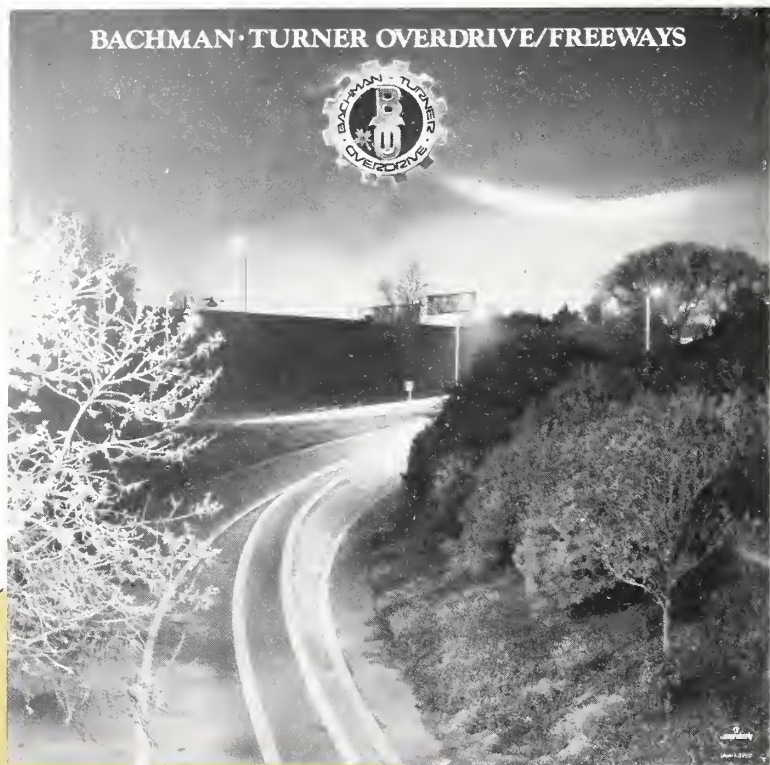
Similarly, he noted that the choice of areas in which Woolworth's might stop carrying records "depends on the competition." Presently Woolworth's has record departments in 1242 of its 1449 variety outlets; records are sold in all 259 of the affiliated Woolco department stores.

Jobbers Not To Blame

According to Staley, Woolworth's is looking carefully at its record line because rack-serviced chains have been placed in a poor competitive position vis-a-vis record retailers that receive merchandise in a one-stage distribution process. However, he stressed that it is not rack jobbers which are

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Correction: The **Cash Box** story in the February 19 issue, concerning Bloodstone's signing with the Epic label, contained erroneous information. The terms as stated in the story were inaccurately and grossly overstated.



“BACHMAN-TURNER OVERDRIVE”
certified gold

“BACHMAN-TURNER OVERDRIVE II”
certified gold

“NOT FRAGILE”
certified gold

“FOUR WHEEL DRIVE”
certified gold

“HEAD ON”
certified gold

“THE BEST OF B.T.O.”
certified gold

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“FREEWAYS.”

It'll be paved with gold too.



product of phonogram, inc., distributed by phonodisc, inc.
polygram companies

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

Stern Confident That Merger Will Not Harm Pickwick Intl.

'Long-Term Future Is Excellent' As Talks With Am. Can Continue

by Mark Mehler

WOODBURY, L.I. — The Hartz Mountain Corp., which acquired a controlling interest in Pickwick International four months ago for \$14.75 per share, felt it "just couldn't turn down" an offer of \$23 per share by American Can Co., according to Leonard Stern, president and chief executive officer of Hartz Mountain. However, Stern, in an interview with **Cash Box**, strongly denied in-

dustry speculation that the maker of pet foods had purchased Pickwick stock with the idea of making a quick profit.

"We went into this as a very long-term investment," Stern asserted. "Frankly, we didn't expect American Can to come along and offer us a 43% premium on market price. When I was approached (earlier this year) by American Can with that offer, I felt I had no legal alternative but to immediately announce the proposal to all shareholders."

Unlike American Can, which has indicated its intention to operate Pickwick as an autonomous division, Stern said Pickwick makes up only a small part of Hartz's business and that it was never interested in Pickwick as more than an investment.

No Dissatisfaction

Regarding speculation that Pickwick executives might be dissatisfied with the merger because of American Can's lack of

(continued on page 52)



CHERCHEZ LA GOLD — "Dr. Buzzard's Original Savannah Band," the debut album by the group of the same name on RCA Records, was recently certified gold by the RIAA. Pictured at a cocktail party hosted by RCA to celebrate the certification and present the group with their gold albums are, from left: Andy Hernandez, August Darnell, Cory Daye, Stony Browder Jr. and Mickey Sevilla, all members of Dr. Buzzard. Pictured standing, from left, are: Ken Glancy, president of RCA Records, Tommy Mottola, the group's manager; Mike Berniker, division vice president of pop a&r for RCA Records; and Mil Ilberman, division vice president of domestic operations for RCA Records.



Two months into the year, and 1977 is already shaping up to be a successful year for Neil Diamond. His new Columbia album, "Love At the Greek," debuted at #93 with a bullet on the **Cash Box** Top 100 Albums chart this week. A two-record set, the album captures the excitement of Diamond's heralded appearance at Los Angeles' Greek Theatre.

In conjunction with the LP comes his first television special, "Neil Diamond ... I Never Cared For Being Alone," to air Monday, February 21, over the NBC television network. Filmed during the Greek Theatre engagement, the show features 14 of the 21 numbers heard on "Love At The Greek."

Diamond has played sellout engagements at Las Vegas' Aladdin Theatre for the Performing Arts as well as at the Winter Garden Theatre in New York over the past year. In addition, he has continued his reputation as an international star, touring the continents, and giving an Australian concert performance broadcast live over the national television system there.

For all his performing and recording accolades, Diamond is always swift to remind interviewers of the emphasis that he places on songwriting, exemplified by his previous Columbia album, "Beautiful Noise," a tribute on vinyl to his "Tin Pan Alley heritage" as a songwriter. That album, certified platinum on September 20, 1976, attained top ten status on the **Cash Box** chart. The soundtrack to the film "Jonathan Livingston Seagull," a Diamond work released before the advent of platinum certification, also sold in excess of one million units, according to Columbia.

UA Goes To \$7.98 On Selected LPs

LOS ANGELES — United Artists Records will join Elektra/Asylum, CBS, RCA and Warner Bros. Records in raising suggested list prices on single LPs to \$7.98 on a selected basis, according to Gordon Bossin, UA vice president of marketing.

Although it specified prices would go up on a selective basis, last week's announcement stated only that new artists on the UA label will be subject to variable pricing. All product by established UA acts will increase from \$6.98 to \$7.98.

In addition, all new Blue Note releases will be increased to \$7.98 list. UA's country and western albums will retain a suggested retail list price of \$6.98.

UA's multiple record sets will be priced on an individual basis.

WCI's 1976 Record And Music Sales Top \$400 Million; Earnings Hit \$68M

NEW YORK — The Warner Communications record/music group, composed of Elektra/Asylum, Warner Bros./Reprise and Atlantic Records, Warner Bros. Music Publishing, WEA International, and the WEA Corp., reported a 29% increase in revenues, to a record high \$406,062,000 last year, from \$313,787,000 in 1975. All three domestic record companies posted sales gains.

Pretax earnings for the group in 1976 rose 36% to \$68.3 million from \$50.2 million the previous year. Earnings for 1976 also set a WCI record/music group high.

While no breakdown of individual record company sales and earnings dollar figures was available, overall domestic record sales rose 28%, with WEA International sales outside the U.S. up 37% and Warner Bros. Music publishing revenues up 15%.

Fourth quarter sales for the record/music group were up 45% over the comparable period in 1975, setting a new

quarterly record.

The increase in the group's sales and earnings was attributed to strong sales by a number of artists on the three labels, earning a total of 67 gold and platinum RIAA certifications in 1976.

The parent firm, Warner Communications Inc., composed of the record/music group, as well as a motion pictures and television division, a publishing group, Cable television and electronic games divisions, posted record revenues and sales in 1976.

Net Income

WCI net income last year was \$61.2 million, 22% over \$50.1 million in 1975. The \$50.1 million figure for 1975 was before a charge of \$41 million resulting from a reduction in the carrying value of WCI's interest in the National Kinney Corp.

WCI further reported 1976 revenues of \$826,769,000, up 23% over \$669,774,000 in 1975.

Jimmy's Plans Expansion To New Markets; Major Retailers Fear New Price Instability

Low Mass Merchandiser Prices Observed

by Mark Mehler

NEW YORK — The fast-growing Jimmy's Music World chain, which last week opened two new Long Island stores bringing its total to 19, plans an expansion of its "K mart style" retailing concept not only in the New York area, but across the country.

Richard Butler, operations manager for Sutton Distributors, which owns Jimmy's, said one of the new stores in Commack, would compete mainly with a nearby Korvettes outlet, while the other new unit, in Babylon, had no major competition in its area.

Regarding national plans, Butler told **Cash Box**, "We plan to expand according to what the traffic will bear," adding that any moves outside the New York area would be accomplished within the existing Jimmy's policy of "total service support."

Like A Mass Merchandiser

Likening this concept to K mart and other mass merchandisers, Butler said, "We're not going to be opening just one store in another market. We would want to take advantage of the joint staffing, warehousing, and advertising that come with several stores (in an area)."

Butler declined to name specific markets outside New York that are currently under study for Jimmy's expansion. However, he

indicated that Jimmy's practice of offering low prices on selected front-line releases to foster high-volume business was successful in New York and could work in other major markets.

Retailers here and in other parts of the country expressed concern about the effect of more Jimmy's stores in stable and unstable markets. All Jimmy's stores advertise front-line albums for \$2.99, and the chain has influenced the appearance of a recent \$2.99 promotion in New Orleans (**Cash Box**, February 12).

"He (Jimmy's) has definitely had an effect in New York," remarked Elliot Gorlin of

Strawberries Expands See Story Page 14

El-Roy Enterprises, which supplies Record World with records and tapes. Record World is a major competitor of Jimmy's on Long Island.

Gorlin said Record World would continue to meet Jimmy's prices and try to survive through catalog and service. However, Gorlin noted that mom & pop stores and discounters would suffer the most adverse impact from lowballing.

"What he's doing is almost impossible," said Gorlin about Jimmy's, echoing the

feelings of other retailers. "I've never seen anyone open so many stores so quickly."

Gorlin suggested that one factor in this growth might be the thin stock in many Jimmy's outlets. In some of his 19 stores, Gorlin explained, a four-by-eight-foot wall section features only one album title. Other retailers have speculated that Jimmy's is making money largely on cutouts.

Goody 'Not Surprised'

George Levy, president of Sam Goody, another major competitor of Jimmy's which has lowered its prices to \$2.99 to meet the lowballing, said he wasn't surprised to hear of Jimmy's plans for expansion. Levy said he was aware of rumors that 17 or 18 new Jimmy's stores might open in New York over the next 10 months, with six or seven times that many openings outside the New York metropolitan area.

A major retailer in the south, discussing the threat of lowballing in his market, before being informed of Jimmy's plans, stated, "I would hate to see someone like Jimmy's here."

Korvettes In Detroit

In a related retail development, Korvettes' five Detroit stores lowered their prices on selected releases back to \$2.99 in Sunday's *Detroit News*. The stores began

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Cleveland International To Begin Operations With Established Acts

by Phil DiMauro

NEW YORK — Cleveland International Records, the new company formed by departed Epic A&R chief Steve Popovitch, will open its doors beginning March 1. Cleveland International masters will be distributed through Epic Records via a logo/production deal.

Informed sources indicate that Cleveland International has already slated a roster of five artists, three of which are presently included on the Epic artist roster. They are Essence, Nino (DeLeon) and Southside Johnny and The Asbury Jukes, although at press time it was uncertain whether the forthcoming Southside Johnny album would bear the Cleveland International logo on its label. Ronee Spector and internationally renowned female vocalist Nana Moskouri were also named by sources as probable inclusions on the roster.

Execs Named

Stan Snyder, Columbia Records director of national accounts, and Sam Lederman, Epic Records east coast coordinator, have already been named as executives of the Cleveland International organization. In addition, sources have indicated that Marty Mooney, now working in promotion at Progress Record Distributors of Cleveland, and Bill Catinno, presently a regional country promotion executive for RCA Records, will also join Cleveland International. Both had formerly held Epic Records promotion positions in the Cleveland area.

Contacted in New York by **Cash Box**, one Epic Records executive indicated that the forthcoming Southside Johnny & The Asbury Jukes album would not bear the Cleveland International logo, although he would neither confirm nor deny that future Southside Johnny projects would be released through the Cleveland International deal. Another Epic executive simply indicated that Nana Moskouri had been signed to Epic.

Payola Hearings Begin In Washington, D.C.

by Joanne Ostrow

WASHINGTON, D.C. — William E. Washington, first witness in the FCC's payola-plugola hearings, testified that his concert promotion company, Dimensions Unlimited, was coerced into paying promotion fees — which he characterized as "blood money" — to disc jockeys at WOL over the course of two years, in order to keep the djs from suppressing airplay of artists' records, and to ensure the success of his concerts.

Concert arrangements for five artists were involved in what he called a "running battle" with the WOL disc jockeys, and he produced contracts, bills, vouchers and letters to document the deals or attempted deals for Earth, Wind & Fire; the Isley Brothers; Aretha Franklin; Rufus and Natalie Cole.

On The Road

The FCC's investigation has so far concentrated on allegations of payola-plugola at WOL, Washington's leading soul station (owned by Sonderling Broadcasting), but indications are that the commission will take to the road after this week's round of hearings, in order to begin regional in-

quiries. "Our aim is to be aggressive in pursuing the investigation wherever appropriate," said one FCC counsel, and, "it is safe to assume that at some point we will go to the west coast."

Washington said the lesson he learned was that it was virtually impossible to ensure the success of a concert without contracting DJ Productions, the outfit formed by some WOL disc jockeys under president Mel Edwards, to "do its usual number on the air" — meaning, Washington said, "an excessive amount of airplay... playing the hell out of the records, and ad libbing intros and outros and interviews with artists." His observations were based on monitoring of WOL by himself and his staff, which found that the station reportedly "plugged" groups that DJ Productions was sponsoring and interviewed artists whom they brought to town, allegedly to the exclusion of other promoters' concert artists.

"All of these acts knew what they were getting when they signed with Mel Edwards," Washington said, "... some of the acts were hot, some were made hot. They made Natalie Cole what she is in this town; same for Brass Construction."

Presidents Discuss Trends To Black Oriented Product

by Cookie Amerson

LOS ANGELES — In the last three or four years there has been a steady increase in the area of black oriented music, from both black and white artists. Companies such as Motown, TK, Casablanca and Atlantic Records, whose major thrust has been in the area of black product, are allowing black oriented music to be the mainstay of their companies. In 1976, the industry observed several companies which previously had limited input in black oriented product, make definite steps in this direction. Columbia Records had major ex-

pansion developments in its "special markets" department. Independent companies such as RSO Records and A&M made meaningful inroads into black oriented sales with little or no black staff. MCA Records, which previously had minimal activity in the area of black product, made a concerted effort to enter the field with its signing of Rollers Productions including several artists with black based product. There has also been unconfirmed talk of Elektra Records jumping on the bandwagon, which would certainly indicate an upswing of activity in this area.

Several label executives making statements on the subject were generally very emphatic about not wanting to label their artists at all, but still many did acknowledge there has been an increase in sales in the area of black oriented music.

Label Chiefs Comment

Artie Mogull, president of United Artists Records, told **Cash Box** "black oriented product represents in excess of 40% of our total business. I have always felt that R&B product had a constant audience. With expanding marketing procedures, many more people are being exposed to this product and finding it enjoyable more than ever before. Based on our previous success, we do plan at least a 5% increase in the area of black product this year."

LeBaron Taylor, vice president of special markets for CBS Records, stated "black product is a major profit center, representing at least 30% of our total sales last year. We generally attribute this increase to our increasingly effective

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Prior to a 1975 concert of Earth, Wind & Fire, Washington testified he was forced under pressure and "concern about airplay in the market" to pay \$14,000 to DJ Productions in exchange for assurance that the group's records "would be played a hell of a lot" more than normally.

The prelude to that deal, he alleged, was a threat from WOL djs to suppress EW&F's records before a June 15-16, 1974 concert, co-promoted by Cellar Door Concerts, Jack Boyle and Dimensions Unlimited, the largest promoter in the D.C. area. Allegedly, the group's managers, Los Angeles-based Cavallo-Ruffalo, told Washington the group was approached by WOL djs when they were in town to inspect RFK Stadium as a possible concert site. Washington said the group said that if they did not sign with DJ Productions, WOL would not play their records.

From April through June, he said, the staff and stockholders of Dimensions monitored WOL and "didn't find anything wrong." But, he said, for the duration of '74, through '75 and most of '76, when DJ Productions would bring an act to town, they were "taken care of." For example, he said, a July 1974 concert of Al Green was overpromoted to the point that "I heard about it so many times I almost turned green."

Beyond Threats

By early 1975, when the contract for EW&F's April 18-19 concert was being drawn up, it was "past the point of threats... just 'here's the situation'," Washington said.

The deal provided a \$100,000 guarantee for EW&F, plus \$7,000 for DJ Productions on a gross of \$220,000 and an additional \$7,000 on a gross of \$285,000. The \$14,000 allegedly changed hands per agreement on the night of the second concert and Edwards then asked for more money, Washington said. When Washington balked, he was reportedly told "That's the power of black radio."

Washington said Dimensions spent only \$1,600 for paid advertising on WOL, whereas he would usually spend \$4,000 to \$5,000 on that station alone. In total, he spent only \$3,600 on advertising for the two-day concert.

Al Green: 'No Chance'

Dimensions and DJ Productions agreed to co-promote an Al Green concert June 19, 1975 at Capitol Center. "Mel Edwards had gotten to Al Green," Washington testified he was told by Jim Ramos, booking agent at International Creative Management, New York. Green had been contracted for \$35,000 but the concert lost a substantial amount of money, according to Washington, and he feared he would bear the burden of the loss.

But "the power of five or six djs banded together," he testified, "meant that Al Green didn't have a chance." Green had to take a staggering reduction: he got \$13,500. The co-promoters shared the loss equally

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Epic Signs Two Artists



EPIC INKS DUKE — George Duke has signed an exclusive recording contract with Epic Records and has completed his first LP for the label, "From Me To You," scheduled for March release. Pictured at the signing from left are: Dick Asher, president of CBS Records International; Bruce Lundvall, president of CBS Records Division; Herb Cohen, Duke's manager; Ron Alexenburg, senior vice president of Epic and associated labels; Duke and Walter Yetnikoff, president of CBS Records Group.



HUMPHREY SIGNS WITH EPIC — Bobbi Humphrey, a flutist and singer, has signed an exclusive recording pact with Epic Records and is working on her debut album scheduled for an April release. Pictured at the signing from left are: Jim Tyrrell, vice president of marketing for Epic Records and associated labels; Richard Mack, vice president of promotion, special markets, for CBS Records; Ron Alexenburg, senior vice president of Epic and associated labels; Bobbi Humphrey; Bill Krasilovsky, her attorney; and Lenny Petze, vice president of a&r for Epic.

Stones Sign With EMI Internationally; U.S. Label Affiliation Still Undecided

LOS ANGELES — The Rolling Stones, still negotiating for United States and Canadian label affiliation, have signed a contract for distribution outside North America with EMI Records Ltd. The new contract, which will go into effect after the release of the Stones' forthcoming "live" LP, calls for six albums to be recorded and released.

The Stones' present label affiliation is with Atlantic in the United States and Canada, and Warner/Elektra/Atlantic overseas. The Stones signed with Atlantic and WEA in 1970 and released "Sticky Fingers," their first effort for the companies,

in 1971. The association with Atlantic and WEA included the Stones' second biggest seller, "Black And Blue," with reported sales of over three million copies worldwide. With the release of the "live" album, the Stones will have recorded seven LPs for Atlantic and WEA.

There has been no indication by either The Stones or their representatives as to what label might have the inside track in negotiations for the American and Canadian market. Mick Jagger, reportedly in Canada doing studio work, will return to the United States

BOSTON.



The album was released in August of 1976. Seven weeks later this unknown group had their debut album certified gold. Four weeks after that it went platinum. Now it's double-platinum and on its way toward triple-platinum.

With two hit singles ("More Than a Feeling"^{8 50266} and the current smash "Long Time"^{8 50329}), Boston has taken their show on the road, and has already achieved record-breaking headline success. From unknown to unprecedented. "Boston."^{PE 34188}

On Epic Records and Tapes.



CAMPBELL GREETES CASH BOX - At Capitol Records' party celebrating Glen Campbell's 15 years with the label, George Albert, *Cash Box's* President and Publisher, discusses Campbell's forthcoming *Southern Nights* album with the singer and Bhaskar Menon, Capitol's chairman, president and chief executive officer. Pictured (l to r) are Mr. Menon, Mr. Albert, Mr. Campbell and Sarah Campbell.

Jackson Holds Meeting With Execs; Controls Discussed, Outcome Unclear

NEW YORK — The Reverend Jesse L. Jackson has taken his campaign to curtail sex-and drug-oriented lyrics directly to key record industry executives, and after a recent face-to-face meeting in New York, Jackson announced the executives "are assuming certain moral controls" over the product they release.

However, specific details concerning the type of controls to be exercised remained unclear. Jackson suggested that community review boards be set up to review the ethical standards of new releases, but at the same time volunteered that no judgments from the outside should be imposed on the industry.

Instead, Jackson directed his anti-sex and drug appeal to all levels of the recording and broadcasting industries, urging record-company executives "to bear responsibility to uphold moral and ethical standards." Radio station program directors were asked to use "greater sensitivity" when selecting records for airplay, and Jackson said he planned to "appeal to artists" to tone down sexually explicit material.

Jackson did not cite any specific standards set up by Operation PUSH, sponsors of the nationwide campaign, but left open the possibility of considerable confusion over the definition of an "immoral song." For instance, Jackson said he personally found Johnnie Taylor's "Disco Lady" on Columbia Records to be in "the shady area" rather than in "the off-limit zone" because the song was "in the context of a dance."

LeBaron Taylor, vice president of special markets for CBS Records, said Taylor's latest single, "Love In The A.M.," originally had "suggestive lyrics" which were changed at the request of CBS management. Taylor added that Columbia has had a policy of "discouraging artists from delivering offensive material by telling them we can't get it exposed."

Due to the gradual relaxing of radio station programming policy, however, Art Kass, president of Buddah Records, candidly noted that fear of competition prompted companies to release controversial material anyway. "If you don't do it, someone else will," noted Kass, who further indicated that he was convinced there was not very much that could be done to change the trend.

Nevertheless, Henry Allen, president of Cotillion Records, stated he felt that as a result of the meeting, the companies would exercise more control of the product coming out. "It's got to have some effect, and it's better for everybody," he replied.

West Coast Meeting

At a separate meeting in Los Angeles, Rev. Jackson seized the opportunity to make clear that he is not only concerned with black music, but all contemporary music with morally questionable lyrics. As he told the record executives present, "This is an ethical, not an ethnic concern. Whether someone is singing 'Ain't That A Bitch' on one hand or 'The Bitch Is Back' on another, we find that totally offensive when aimed at the children's market."

Among those present at the west coast meeting were Bill Cherry of Joe Tay productions, Jay Butler of Playboy Records, Dexter Griffin of Caress Records, John Smith of United Artists/Blue Note Records and Larkin Arnold of Capitol Records.

ASCAP Meeting Set For February 24 In N.Y.

NEW YORK — The semi-annual west coast membership meeting of the American Society of Composers, Authors and Publishers will be held at 4 p.m. February 24 in the International Ballroom of the Beverly Hilton Hotel in Beverly Hills. The meeting will include a report on the new copyright bill by ASCAP general counsel Bernard Korman.

Celanese Hikes Audio Mag Tapes 8% to 12%

CHATHAM, NEW JERSEY — The films division of Celanese Plastics will increase prices for most of its Celanar polyester film products, effective April 1, 1977. The price hikes average 8% to 12% in the U.S. market, and similar rises are scheduled overseas.

75-gauge audio magnetic tape film will be raised from \$1.45 per pound to \$1.60. 48-gauge packing film will be hiked from \$1.60 to \$1.75 per pound.

Five Million Albums Seized In Raid On Philadelphia Piracy Operation

NEW YORK — An alleged record counterfeiting ring operating nationwide was broken up last week, as FBI agents raided a House of Sounds, Inc. warehouse in Philadelphia and seized about five million albums. A semi-trailer loaded with House of Sounds items was also seized in the raid.

John Donald LaMonte of Lansdowne, Pa., president of House of Sounds, was arrested and charged with violating the federal copyright law barring interstate transportation of counterfeit record labels.

FBI officials said the operation was believed to have specialized in counterfeiting cutout LPs, making it less visible to the legitimate industry. Counterfeit labels seized in the raid included those for David Bowie's "The Man Who Stole The World,"

originally released by Mercury, and "Friends" by Elton John, originally recorded on Paramount.

Neil Welch, special agent in charge of the FBI Philadelphia office, said the Philadelphia raid was an aftermath of a raid staged earlier on Scorpio Music Distributors in Bucks County, Pa. in which about 30,000 allegedly counterfeit and bootlegged albums were confiscated.

That raid uncovered invoices showing about 41,000 duplicated albums had been shipped to Scorpio from House of Sounds.

In a related development, FBI raiders in Los Angeles nabbed six men on charges of violating federal copyright law, and uncovered about 18,000 illegally reproduced tapes and duplicating equipment.

Artists Meet Radio Execs



KISS AND A NEW MEMBER — Following Kiss' engagement at Detroit's Cobo Hall, the band met with CKLW music director Rosalie Trombley and enrolled her daughter Diane into the group as an honorary member. Pictured from left are Allan Miller, Aucoin Management; Dick Williams, Casablanca's midwest regional promotion director; Paul Stanley of Kiss; Rosalie Trombley; Diane Trombley; Kiss' Gene Simmons; Peter Criss and Ace Frehely and Bill Aucoin, Kiss' personal manager.



LOU RAWLS IN MEMPHIS — Philadelphia International recording artist Lou Rawls, appearing recently at the Hilton Hotel in Memphis, was honored at a reception following his sold-out performance. Pictured at the event are, from left: Tim Riley, president of Southern Record Promotion; Mike St. John, program director from WMPS-AM in Memphis and his wife Lisa; Rawls; and Bill Heard, southeast regional promotion director for Epic Records.



FIREFALL ON TOUR — Firefall will tour the U.S. with Fleetwood Mac, beginning March 3 in El Paso. Southern California jocks pictured at a Firefall concert in Santa Barbara from left are: Ron Kay of KATY; Dean Opperman of KVEC; Mike Bectal of KXFM; Laurie Cobb of KTYD; Jim Barker of KACY; Yvonne van Duyn of KTMS-AM; Zeb Norris of KTYD; Tim Scott of KSEE; Robert Dahlstrom of KZOZ; Leigh Palmer of KZOZ; and in front kneeling, Barry Freeman, west coast regional director for Atlantic and Steve Rowland, local promotion representative.

ABC Inc. Denies Rumors Of A Rack 'Sell-Out'

LOS ANGELES — A spokesman for ABC, Inc. emphatically denied rumors that ABC Records and Tape Distributors may sell out as "absolutely untrue, absolutely false."

According to the spokesman, "It is a healthy, growing and viable company. It is a company which has been moving to the forefront in working with mass merchandisers in order to more viably sell record product."

"It has centralized its branch structure and its management. But the company is a solid company and any reports to the contrary are unfounded."

Because ABC Records and Tapes has reportedly refused to handle anything except Top 20 product, rumors that the distributor may be in the process of selling out had begun to circulate within the industry.

Many record companies are said to be concerned that ABC is not buying new product that could represent a great dollar volume.

THE JACKSONS.



There's practically nothing The Jacksons haven't done lately.

Their single "Enjoy Yourself"⁸⁻⁵⁰²⁸⁹ was just certified gold, their weekly CBS-TV show is a hit, and their debut album for Epic/Philadelphia International is about to go gold any minute.

Needless to say, it's been nothing but enjoy, enjoy, enjoy, since they joined our label.

**On Epic/Philadelphia
International Records
and Tapes.**



Backstage At The Roxy



ROCKICKS CONGRATULATED — For their Los Angeles premiere engagement at The Roxy, the Rockicks are joined backstage with RSO Records representatives (l to r) including Bob Edson, RSO vice president, east coast operations; Rick Altschuler, drums; Bob Smith, RSO national album promotion manager; Sammy Pate Jr., bass; Brian Naughton, guitar; Jerry Zabal, guitar and harmonica; Rich Fitzgerald, RSO national promotion director; and Warren Entner, Toby/Entner Management.



GETTING FRESH — MCA recording group Fresh celebrate their opening at L.A.'s Roxy with MCA executives backstage after the show. Fresh was featured on a bill with Rufus and Chaka Kahn. Seen above (front row l to r): drummer Fred Allen; rhythm guitarist Elaine Mayo; MCA president Mike Maitland; keyboardist David Kaffenetti; MCA vice president/administration Lou Cook and Fresh manager Bruce Kramer. (Back row l to r) Milo Martin, bass; lead singer Bill Pratt; MCA vice president/promotion Ray D'Ariano; MCA vice president/marketing Richard Bibby and lead guitarist Paul Marshall.

NARM Sets Panel Discussions; Merchandising, Radio Highlighted

CHERRY HILL, N.J. — Panel discussions on the future of radio and on various aspects of merchandising will highlight the Monday, March 7 agenda for the annual NARM convention at the Century Plaza Hotel in Los Angeles. The convention runs March 4-7.

"Future Radio — Future Shock???" a seminar on the future of the relationship between the recording and radio industries, will be moderated by George Burns, president of Burns Media Consultants. Stan Monteiro, vice president of national promotion for Columbia Records; Harold Childs, vice president of promotion for A&M; and Ira Heilicher, vice president of Pickwick International will represent the merchandising segment of the industry. Lee Abrams of Kent Burkhart/Lee Abrams Associates; Steve Marshall, national programming consultant for the CBS/FM group, and Tim Sullivan, vice president and general manager of KHJ in Los Angeles, will speak for the radio segment of the

business.

A seminar entitled "An Industry Product Code: A Foreseeable Reality," will review the record industry's effort to establish a universal product code, begun at the joint NARM/RIAA meeting last September. The session will feature Dr. Shelley Harrison, chief executive officer of Symbol Technologies Inc., who will explain the fundamental objectives of the code and its ultimate costs. Harold Okinow, vice president of Lieberman Enterprises, and William Robertson, director of management information services for Capitol Records, will answer questions from rack jobbers, retailers and manufacturers about product coding.

Two other seminars on Monday will focus on "The Grammy: How To Make The Most Of It," chaired by Jay Cooper, president of NARAS; and "The Merchandise Mart: Unique Ideas That Work," chaired by Sid Davis of Music Retailer.

The merchandising seminar will feature a panel of NARM's "Young Turks" Club, representing the first appearance of the club on a NARM convention program. The panel includes Gary Arnold of Disc Records, David DeFravio of Record Bar, David Crockett of Father's and Sun's and Steve Salsberg of Lieberman Enterprises.

Strawberries To Add Fourth Retail Outlet

NEW YORK — Strawberries, one of the Boston market's most aggressive and successful record retailers, will expand to the suburbs on March 15 with the scheduled opening of the chain's fourth unit in Framingham, Mass.

William Burger, president of Cambridge One-Stop, Strawberries' parent company, cited the lack of competition as one of his primary motives for expanding to the suburbs. "You can charge a higher price, and you don't have to give stuff away. The competition isn't as keen. It's a whole different way of doing business."

Strawberries, however, has not shied away from competition within Boston's urban market. Since opening in December 1975, the chain has developed an aggressive reputation stemming from a marketing strategy of low pricing and extensive advertising. One local retailer, Jim Lawson, president of Sound Sellers, described the impact of Strawberries in Boston by commenting "Strawberries came in and woke people up."

Especially eye-opening has been Strawberries success in capturing a large share of Boston's r&b market. This factor was mentioned by Burger as the reason why Strawberries doesn't have any more suburban stores planned for the future. "The suburbs do not have a lot of interest for me right now," Burger said, "primarily because of the lack of r&b business."

George Harrison's Best Gets Gold Award

LOS ANGELES — "The Best Of George Harrison" LP on Capitol Records has been certified gold by the RIAA.



'DOUBLE PLATINUM' FOR MILLER — Capitol recording artist Steve Miller was recently commemorated for the certified sales of 2 million "Fly Like An Eagle" albums with a double platinum award. The presentation was made backstage after his well-received Inglewood Forum show. Making the presentation to Miller (l) was Don Zimmermann, Capitol's executive vice president and chief operating officer (c) and Bhaskar Menon (r) Capitol's chairman, president, and chief executive officer.

Financial News

Golden Crest Raises List Price On Albums By \$1 To \$6.98, \$7.98

NEW YORK — Golden Crest Records, manufacturers of classical albums, has announced a list price increase of one dollar for the label's new releases. The Golden Crest 4000 series, formerly listing at \$6.98, has been raised to \$7.98 list, and the 3000 and 7000 series, previously listed at \$5.98, has gone up to \$6.98.

Clark Galehouse, president of Golden Crest Records, Inc., which also owns Shelley Products, a record pressing plant, attributed the list price increase to "costs passed on from rising fuel bills, postal rates and inflationary costs of record manufacturing, pressing and packaging." Galehouse specifically cited "a fivefold increase in our power bill in two years, and the doubling of the price of moulding compound used for record pressing."

K-Tel Sales, Profits Up In 2nd Quarter

LOS ANGELES — K-Tel International, Inc. reported a net income of \$164,000 from sales of \$46.3 million during the second quarter ending Dec. 31. In the same period of 1975, the company reported a loss of \$48,000 on sales of \$38.3 million.

Based on sales of \$59.6 million for the first half of fiscal 1976/1977, K-Tel noted a net loss of \$1.07 million. During the first half of fiscal 1975/1976, sales were \$49 million, with a net loss of \$1.15 million.

Peter Pan Reports 15% Sales Increase

NEW YORK — Peter Pan Records, a Newark based manufacturer of children's records and book/record sets, has reported a 15% increase in annual sales. Peter Pan's children product line features TV characters such as Porky Pig, Elmer Fudd and Bozo.

Playboy Nets \$1.35M During 2nd Quarter, \$512.M. In First Half

LOS ANGELES — Playboy Enterprises, Inc. last week reported unaudited net earnings of \$1.35 million for the second quarter of 1976 ending Dec. 31. This figure was up 105% from the \$659,000 net earnings for the second quarter of 1975.

During the first six months of fiscal 1976/1977, Playboy netted \$5.12 million, a 228% increase over the 1975/1976 first six months' earnings of \$1.56 million.

Playboy's first-quarter earnings were \$3.77 million for 1976/1977. Compared to the \$899,000 earned in the first quarter of fiscal 1975/1976, this represented an increase of 319%.

Don Rogers, a spokesman for Playboy, said itemized earnings for specific divisions, such as Playboy Records, are only announced annually, at the end of each fiscal year in June.

ABKCO Incurs First Qtr. Loss

NEW YORK — ABKCO Industries, Inc. posted a loss of \$68,408 for its first quarter, ended December 31, 1976, as compared with a loss of \$140,679 during the prior-year period. First quarter revenues for ABKCO rose to \$2,767,055 from \$1,816,608 during the first three months of the previous fiscal year.

For the first quarter of fiscal 1977, expenses related to ABKCO's recently concluded litigation with the Apple Companies totalled \$196,963, down from \$275,506 during the same period a year ago.

As of the settlement date with Apple, January 8, ABKCO recorded various receivables for loans and commissions as well as obligations to the Apple Group resulting in a net receivable of approximately \$3.8 million. Income from the settlement, less current related litigation expense, will be reflected as other income.

STARCASTLE.



Starcastle is receiving such heavy national recognition (from press, live audiences), that what was once the inside word on a hot new group is now a fact: Starcastle has become a major musical force in America.

PE 34375
Their second album, "Fountains of Light," is a brilliant, enlightening collection of songs performed by a brilliant, enlightened group of musicians.

**On
Epic Records
and Tapes.**

Cassette & 8 Track Tape Market : Auto Use A Major Factor In 8 Track Predominance

second in a two part series

by Mike Falcon

LOS ANGELES — While tape sales continue to do well, nearing 25% of total prerecorded product sales nationwide, the internal question that troubles the record industry is which format, cassette or 8 track, will become the dominant format. Presently the eight track dominates the market by a wide margin. According to a nationwide **Cash Box** survey (Jan. 29) as many as 7 eight track prerecorded tapes, in the southeastern United States, are sold for each cassette. A national average, the survey reveals, is closer to four to one, but the eight track is clearly the predominating configuration at this point, and has been since its inception.

A number of factors influence the disparity between 8 track and cassette sales: the timing of the introduction of the two configurations; the use of tape in the automobile; the adaptability of each configuration for home and car use; the availability of playback and recording units for each version, as well as the tape title selection access; and tape merchandising techniques. These factors, and their interrelationships, also will determine the future growth and sales patterns for the two tape configurations most available to consumers.

8 Track Early

One of the reasons that the 8 track has been the predominant force in the prerecorded tape field is that it was introduced on a mass basis to the American market before the cassette. The 8 track followed the ill-fated four track mechanisms, which were mechanically inferior in that the capstan, the device that

makes the tape move, was integrated into the playback unit, and precise matching to the tape was difficult. Additionally, the 8 track had twice as many selections possible on the same length of tape.

According to Fred Dellar, Superscope product training manager, the move was pushed by manufacturers in the hope that a viable automobile prerecorded format would be available, and thus open an untapped market.

"Eight track and four track were supposed to replace the reel to reel," observed Dellar, "or so the manufacturers wanted you to believe. There was never a reel to reel player for the automobile, and it was a good format for the car at the time, so the software manufacturers got behind it and really pushed it. There were literally thousands of tapes out there, from classical to rock. Whatever you wanted, you could get on 8 track."

Autos & 8 Tracks

The automobile is still the principal playback location for the 8 track. "The 8 track," Dellar continued, "got in early and got a lead because the kids had record players for their cars that just wouldn't work. Here was something the 17, 18 and 19 year old kids could get into, and put into their cars."

This initial jump that the 8 track received was enough to establish it as the predominant force in car tape units, but the cassette is challenging this stronghold. One of the drawbacks to 8 track is that they have not improved as rapidly in sound reproduction quality as have cassettes.

Biruta McShane, vice president of marketing services for GRT, which in addition to distributing prerecorded tapes in both formats on the GRT label, reproduces

tapes for a number of other companies, commented that "The manufacturers of playback units for cars are predicting a definite gain for the cassette. It was 25% two years ago, 30% last year, and this year closing in another few percent." It is reasonable to conclude that the increased amount of cassette players in cars will result in an increased percentage of the prerecorded tape product in cassette format.

Better Cassette Sound

"There's a better quality," added McShane, "and I think it's the kids who are switching to cassette, and finding out the inferiority of the 8 track, and they're the ones who have set the trend for us. I've asked a few retailers and they concur: there's a switch to cassette. Kids 18 and 20 years old know what they're buying."

While youthful consumers may be aware of the market, as McShane claims, automobile manufacturers are a few steps behind. Chevrolet still does not offer a factory-installed cassette playback unit for cars. A factory spokesman stated that 8 track units were offered as factory or dealer installed options as long ago as 1967 or 1968. Don Petruski of American Motors stated that there is "more demand for 8 track" in explaining his company's lack of a factory-installed cassette playback unit, although he conceded that some dealers were installing the cassette units themselves. The lack of a factory warranty on the components deters some buyers from the format, however.

Ford Motor Company has, however, offered the cassette as a factory installed option since 1972, according to Saunders Knighton of Ford's owner relations department. "All of our tape units are dealer installed, though," added Knighton, "because of vandalism in shipping." Ford offered the 8 track option on the LTD model as early as 1967, stated Knighton, who added that it was his personal opinion that the earlier introduction of the 8 track format by Ford was due to the fact that "most of your artists are on 8 track, and you're somewhat more limited in cassette. Also, 8 track machines are easier to work on."

An additional consideration in the overwhelming advantage 8 tracks enjoy in the automobile is the lack of automatic reverse in most cassette car units. Don England noted that "the biggest holdback on cassette has been the holdback on the automobile. That's been the biggest drawback to the cassette. You used to have to turn the cassette over in the car, and play the other side, distracting the driver, although new players have automatic

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Retail Chains Register Jan. Sales Increase

NEW YORK — January sales for the nation's major retail chains increased sharply over sales figures from last January, despite the frigid temperatures which have gripped much of the eastern U.S. during the month.

Sears, Roebuck & Company, the nation's largest retailer, registered a 14.1% sales increase over January, 1976, with sales rising to \$1.07 billion from \$940.5 million for the year earlier month. Sales for fiscal 1977, ending in January 31, were up 10% to \$16.3 billion from \$15 billion the year before.

J.C. Penney's sales in January advanced to \$491 million from \$449 million in the year earlier month, while the 52-week volume during the fiscal year rose 10% to \$8.4 billion from \$7.5 billion last year.

S.S. Kresge, operator of the K mart chain reported its four-week sales through January 26 were \$482 million, up from \$400 million in January, 1976. Kresge's fiscal year sales rose to \$8.4 billion from \$6.8 billion the year earlier.

January sales for Montgomery Ward totaled \$245 million, a 14% increase from last year's January sales of \$215 million. Montgomery Ward's 52-week sales total rose 7% to \$4 billion, up from last year's sales of \$3.8 billion.

F.W. Woolworth indicated its January sales through January 25 increased 10% to \$278 million from \$252 million for the year earlier month. Woolworth's 52-week sales were up 11% to \$5 billion from \$4.6 billion for the previous year.

Other major retailers reporting January sales gains included Dayton-Hudson, which posted a 14% gain for the month; City Products Corp., a unit of Household Finance Corp., which registered an 11% sales increase; May Department Stores Co., which showed a 6% sales rise in January and the Zayre Corporation, which reported January sales up by 12%.

Stewart & Bertlesmann Form Publishing Co.

LOS ANGELES — Michael Stewart, former president and chairman of United Artists Music Publishing Group, and Monti Lueftner, president of Bertlesmann music, film and television division, have announced the formation of a yet unnamed publishing company. The announcement represents an increased international involvement for the Bertlesmann multi-media conglomerate, which grossed more than a billion dollars last year.

Goals of the new company include acquisition of major catalogs, development of new management, and finding and developing new songwriters, according to Stewart, who was also vice president of United Artists Film Corporation.

First appointment to the management board is Harold Orenstein, noted entertainment attorney, who will serve in an as yet unspecified capacity.

WEA Sales Push For Cold Spell

LOS ANGELES — Warner/Elektra/Atlantic introduced six sales programs to run through February, designed to stimulate retail traffic, especially in areas hard hit by adverse cold and the energy crisis. A greatest hits program, featuring 22 albums from Warner and Atlantic; special programs for Abba's "Arrival" LP on Atlantic; and Manfred Mann's "The Roaring Silence" lead the promotional push.

Other programs include the Giant Ear sales program from Elektra/Asylum, featuring best sellers from both catalog and charts; a Fleetwood Mac effort featuring their new "Rumours" LP as well as the Fleetwood Mac catalog; and a similar program for "Wind and Wuthering," the latest Genesis album from Atlantic.

After The Show In N.Y.



BARBIERI AT PALLADIUM — A&M recording artist Gato Barbieri returned to New York recently and played before a sold out audience at the Palladium. Pictured backstage are, from left: Michael Leon and Ron Farber, promotion staffers for A&M in New York; Michele Barbieri, Gato's wife and manager; Jimmy Zisson, manager of the A&M New York office; Gato Barbieri; Martin Kirkup, director of creative services for A&M; and Rich Totoian, national FM promotion for A&M Records.



THIN LIZZY DEBUTS IN NEW YORK — Mercury recording artists Thin Lizzy recently made their New York debut at Madison Square Garden. The performance was part of the group's current tour with Queen. Pictured backstage from left: Brian Downey, group member; Bob Bonis, Thames Talent; Scott Gorham, group member; Dr. Ekke Schnabel, vice president of business affairs for the Polygram Record Group; Gary Moore and Phil Lynott, group members; David Carrico, vice president of promotion for Phonogram, Inc.; Eileen Rothchild, from RSO Publishing; Chris Morrison, co-manager for Thin Lizzy; Mary Roach, staffer for Thames Talent; and Frank Murray, tour manager for Thin Lizzy.

DJM, Amherst Ink New Pact For U.S. Distr.

NEW YORK — DJM Records has extended their agreement with Amherst Records, a division of Transcontinent Record Sales, for distribution of DJM releases in the U.S. through 1978.

Carmen LaRosa, general manager of DJM, said the breaking of Johnny Guitar Watson and the establishment of several other new acts led the company to continue its relationship with Amherst.

DJM further announced the immediate release of a new LP by the English group Kind Hearts and English, "A Wish For A Season." The second LP by Johnny Guitar Watson on DJM, "A Real Mother For Ya," and three debut albums are all scheduled for release before mid-year. Debut albums will include works by Watson's backup group (The Watsonian Institute), Dennis Weaver and Buzz Cason.

ENGELBERT HUMPERDINCK.



His name really never left the minds and hearts of the people who loved him from the beginning.

His triumphant return to singing fame is one of the remarkable successes of the year. Engelbert's single and album ("After the Lovin'")^{PE 34381} have both been certified gold,⁸⁻⁵⁰²⁷⁰ and this is the biggest record of his career. And only the beginning...

On Epic Records and Tapes.

Label Release Announcements

E/A Releases 5 February Albums

LOS ANGELES — "Universal Language" on Asylum, the first album from Booker T. and the MGs in seven years, highlights the Elektra/Asylum February LP release. Other Asylum releases include "Makin' It On The Streets" by ex-Mountain drummer Corky Laing, "Blondie Chaplin" by former Beach Boy Blondie Chaplin, and "A True Story" by Jelly, all debut LPs. Elektra will also release "Marquee Moon" by Television, also a first effort album.

RSO Releases 3 LPs

LOS ANGELES — Yvonne Elliman's "Love Me" and "Two Sides to Every Story" by former Byrd member Gene Clark headline late February album releases from RSO. "Marscape," an interplanetary concept album by British musicians Jack Lancaster and Robin Lumley, rounds out the release.

Bobo, McRae LPs In UA's Feb. Releases

LOS ANGELES — Albums from Willie Bobo, Carmen McRae and Iguana have been set for upcoming release by United Artists Records.

Willie Bobo's "Tomorrow Is Here" and Carmen McRae's "Live At The Great American Music Hall" will both appear on the Blue Note label. Iguana's debut album, "The Winds Of Alamar," will be on the UA label.

Knight, Connors Head Buddah March Albums

NEW YORK — Buddah Records' March album releases will be highlighted by a new album from Gladys Knight and The Pips, as yet untitled, and Norman Connors' latest album, "Romantic Journey." Two debut albums are also included in the label's March releases: "Phyllis Hyman" and "Sharing" by Vitamin E.

Elektra Releasing 12" Disco Single

LOS ANGELES — Elektra/Asylum Records has released its first 12 inch commercial 45 RPM single, "Menage A Trois," by the Bob Crewe Generation. The remix from the group's "Street Talk" album on DHG (Disco Hot Groove) has the tune "Free On Flipside," and carries a suggested retail price tag of \$2.45. A seven inch version is available for radio play.

Motown Releases 5 February LPs

LOS ANGELES — Delaney Bramlett's Prodigal label debut, "Delaney and Friends: Class Reunion," featuring "sidemen" Ringo Starr, Leon Russell, George Harrison, Eric Clapton, Billy Preston and Jim Keltner, highlights the February release from Motown. Tata Vega's "Full Speed Ahead" and three albums in Motown's Preferred Stock line (compiled from previous releases) complete the package.

20th Debuts Nite City, Nolan LPs

LOS ANGELES — 20th Century Records will release the debut LPs of singer songwriter Kenny Nolan, entitled "Kenny Nolan," and of Nite City, a group founded by ex-Doors keyboardist Ray Manzarek, in late February.

Reactivated Musicor Issues 2 New Albums

LOS ANGELES — Albums by Johnny Hartman and Trudy Richards Moreau were issued last week as the initial new releases from Springboard International, Inc.'s Musicor label. "Trudy," from the woman who was the lead singer in Charlie Barnet's band in the 1950s, are the first LPs released by the recently reactivated label.

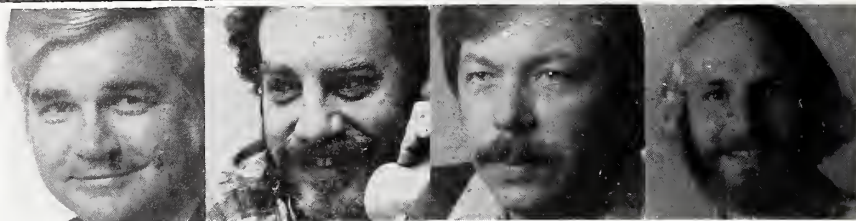
Early Satchmo, Shaw In Victor's Feb. LPs

LOS ANGELES — RCA Records this month will release three historical jazz LPs on the Victor label by Louis Armstrong, Charlie Barnet and Artie Shaw. "Young Louis Armstrong, 1932-1937" and "The Complete Charlie Barnet, Vol. 1/1935-1937" and "The Complete Artie Shaw, Vol. 2/1939" will appear on the Victor label. "Albert Live" by Albert King will also be released this month on Utopia.

Midsong, Davis Ink Global Publishing Pact

NEW YORK — Midsong Music Inc., the publishing division of the Midland Music Companies, has signed a long-term worldwide co-publishing arrangement with independent producer John Davis. The first product to be released under the new agreement will be the Monster Orchestra on Sam Records, which Davis is scheduled to produce.

EXECUTIVES ON THE MOVE



Mulhern Siegel Martini Smith

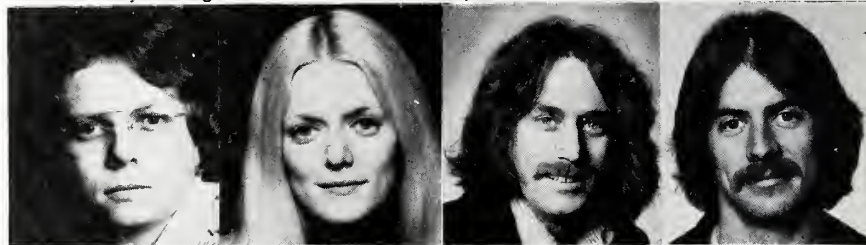
RCA Promotes Mulhern — Bill Mulhern has been promoted to the post of director of merchandising at RCA Records, where he will be responsible for developing marketing and merchandising concepts for all RCA artists and product. Mulhern joined RCA Records in April 1976 as director of east coast A&R.

Siegel Promoted At Arista — Judd Siegel has been promoted to the position of national field sales manager for Arista Records. In this capacity, he will coordinate Arista marketing efforts with all national accounts and major retail chains. He has been a regional marketing manager for the past 5 years for Arista.

Martini Promoted — Renny Martin, a 20-year-veteran of Capitol Records, Inc., has been promoted to the position of director of special markets. Martini joined Capitol in September 1956 as a branch clerk in the New York office. More recently, he was upped to the dual role of district manager and executive-in-charge of Capitol's New York office. The New York native will move to the west coast where he will work out of Capitol's national headquarters.

RSO Appoints Smith — Bob Smith has been named national album promotion manager for RSO Records. He has been serving as RSO's west coast promotion manager and will continue to headquarter in RSO's Los Angeles office.

Epic Announces Two Appointments — Mike Atkinson has been appointed to the post of director of A&R west coast, Epic Records, and Becky Shargo has been appointed to the position of associate director of A&R west coast, Epic Records. Atkinson was most recently regional promotion marketing manager, west coast, Columbia Records. He joined CBS in 1970 as a local promotion manager for the Epic and associated labels in Los Angeles. Shargo joined CBS in 1973. She has been administrative assistant for Epic A&R, and was most recently manager of A&R west coast of Epic Records.



Atkinson Shargo McLean Williams

Baxter Promoted At Polydor — Clay Baxter has been appointed to the post of national promotion/secondaries of Polydor Incorporated. During the past six months he served as local promotion manager in Chicago and previous to that he worked in a similar capacity for Polydor in the Cincinnati market.

McLean Appointed At Columbia — Jock McLean has been appointed to the post of associate director of artist development at Columbia Records. He joined CBS Records in 1975 as manager of artist services for Columbia Records where he was responsible for fulfilling merchandising requirements of various artists while setting up promotional tours and concert appearances.

Columbia Names Williams — Warren Williams has been appointed to the post of regional promotion marketing manager of the western region for Columbia Records. He joined CBS Records in 1976 as a local promotion manager in Los Angeles.

Tobey Named At Arista — Chris Tobey has been named regional marketing manager for Arista Records. Tobey, who will be based at Arista's west coast offices, joins the label after five years as a salesman for Schwartz Brothers Distributors in Washington, D.C.

Holland Appointed At Capitol — Arnie Holland, an attorney in Capitol Records' legal department for the past two years, has been appointed manager of business affairs. He will be involved in negotiating Capitol contracts as well as administering existing artist contracts.



Tobey Holland Cervantes Sain

Capricorn Realignment — Phil Rush, Capricorn Records' national director of promotion, announced his own relocation to the label's Burbank offices and the appointment of Robin Wren to the Denver-based position of west coast regional promotion manager.

Butterfly Records Formed — The formation of a new label, Butterfly Records, has been announced by the company's president, A.J. Cervantes in Los Angeles. Nancy Sain has joined the label as executive vice president and general manager, having exited United Artists Records as national pop promotion director. Cervantes, who worked in various promotion and marketing capacities for Casablanca, Chelsea Records and Heilicher Bros., has an extensive background in all aspects of media. Prior to her stint at UA, Sain served as assistant national promotion director at Casablanca Records. The company's address is 8833 Sunset Blvd., Los Angeles, California 90069.

Additions At Watoke — The Watoke Concern announced today that Tim Hogan and Barbara Birdfeather have joined the L.A. office. Birdfeather's background includes stints as disc jockey at KMET-FM, KPCC-FM and KPFC-FM in Los Angeles. Hogan's background covers ten years of print and radio journalism, including the publication of Thirdear

(continued on page 42)



RUFUS ROCKS ROXY — ABC recording artists Rufus Featuring Chaka Khan are joined backstage opening night at Hollywood's Roxy by good friend Natalie Cole and other well wishers where ABC held a gala party for the group. Pictured (front row, l to r): Steve Resnik, national promotion director of singles for ABC Records; David "Hawk" Wolinski, keyboards, Rufus; (2nd row, l to r) Larry Fitzgerald, Caribou Management; Kevin Murphy, keyboards, Rufus; Tony Maiden, guitar, Rufus; Jerry Rubinstein, chairman of the board, ABC Records; Chaka Khan; Otis Smith, vice president of ABC Records; Natalie Cole; Bobby Watson, bass, Rufus; Richard Steckler, Chaka's manager; (back row l to r) Rick Calhoun, drums, Rufus; and Dan White, Rufus' road manager.

LABELLE.



Three of the most progressive ladies in music currently have another smash single on their hands. "Isn't It A Shame" from their album "Chameleon" is going strong at black radio all across the country.

It's a slow song, but it's good goin' slow together, and it's always good hearing Labelle at the top of their form.

On Epic Records and Tapes.

Smith Keynotes IRTS Lunch; Cites Music's Appeal, Impact

by Chuck Comstock

LOS ANGELES — Citing the universal appeal of contemporary music to a generation of listeners and its worldwide impact, Joe Smith, chairman of Elektra/Asylum Records, spoke at the newsmaker luncheon of the Hollywood Radio & Television Society. He also seized the opportunity to lightly roast the industry executives joining him on the dais.

Smith, who joined Warner Brothers in the 1960s as a promotion man, quickly rose through the ranks to become executive vice president and general manager of WB Records in 1970. Two years later he became president of WB and during his tenure signed such people as Van Morrison, Deep Purple, Uriah Heep, James Taylor, Black Sabbath, The Faces and Rod Stewart. His remarks last Tuesday reflected that experience, but were also critical of television's inability "to capture the vitality of this art form."

As Smith told his audience, just the opposite is true of radio. "The radio industry is alive and flourishing due in no small part to the fact that in a critical time, they found a lot of free programming with a voluminous amount of recorded material. But," Smith continued, "the same thing has not happened with television, with the exception of a few late-night shows that come and go."

Industry's Growth

In spite of the lack of television exposure, Smith pointed to the phenomenal growth of the record industry over the past two decades. "What you must understand is that music, what it's saying lyrically and what it's doing musically, is an integral part of the lives of anybody under 35 years of age now," Smith commented. "It's as important, it has as much influence on their lives as automobiles, as books and, 'God

forbid,' as much as television."

Audience Expansion

According to Smith, the audience for contemporary music has expanded as well. "You're finding with concert audiences, at ball parks, in forums, in clubs, there are a group of people that look like junior executives and young homemakers. And that's exactly what they are. Because the music is no longer the exclusive property of the 'Clearasil' and 'Coca-Cola' set. They've been into Paul McCartney, Joni Mitchell, Paul Simon, Stevie Wonder, Chicago, The Eagles and so many of our musicians for years. They've been influenced by that music. It's had an impact on them."

But, Smith continued, the impact and influence of American music is not confined to our own borders. "Music," he maintained, "and our music in particular, crosses all kind of barriers — geographic, language and ideological. Contemporary popular music is one of the most exportable commodities this country has in the world market."

More On TV

Smith made it clear, however, that he is hopeful that more will be done to increase the exposure of the citizenry to contemporary music — especially on television. "It just seems to me," he said, "that some bright network junior executive who is a product of our music and our time is going to combine a certain frustration that goes along with the lack of appearance of this music on television, along with some creative framework to showcase it. And until you (the television industry) do, we will remain anonymous in this town, anonymously selling our 3 billion dollars worth of records, and enduring the heartbreak of not being in the birthday announcements or putting up with not being one of Joyce Haber's 'A' party lists."



ENZ MEET L.A. — Before Split Enz performed at the Roxy in Los Angeles, they were presented with a certificate backstage from L.A. Mayor Tom Bradley's office naming the group as "musical ambassadors from New Zealand." Pictured at the ceremony are, kneeling: Malcolm Green and Eddie Rayner, group members. Pictured standing, from left: Terry Ellis, president of Chrysalis Records; Bob Gilles and Jonathan Chunn, group members; Arlene Casteel, representing Mayor Bradley's office; Noel Crombie, Tim Finn and Phillip Judd, group members; John Hopkins, managing director of Mental Notes Enterprises; and Ray Evans, director of Mental Notes Enterprises.

Triple K Entertainment Org Formed In L.A.

LOS ANGELES — The Triple K Organization, which offers artist management, record production, music publishing and motion picture and television production, has been formed and headquartered in Los Angeles. The organization has financial backing from Japanese sponsors, and also plans to promote concerts on an international basis in partial association with Danny O' Donovan.

Officers

Officers for the organization are Peter

Kameron (chairman of the board), Ronald S. Kass (president), and Bert Kameron (executive vice president). Associate at company headquarters is Sidney Schwartz. Kameron, former expatriate entrepreneur, owns more than a dozen publishing companies, and formerly managed The Who. Kass has been president of both Apple Records and MGM Records. Kameron helped form March Artists, the CBS Records division which develops new talent in the U.K. and Europe.

New Offices

The firm is located at 9200 Sunset Blvd., Los Angeles and plans to open branch offices in New York, London and Tokyo.



KINGFISH TO JET — Jet Records founder Don Arden (seated) signs Kingfish to a long-term recording contract. Kingfish's debut Jet LP (distributed by United Artists Records) will be released shortly. Pictured standing (l to r) are: Kingfish member Mathew Kelly; Greg Lewerke, Jet's American label head; Greg Nelson, Kingfish manager; David Arden general advisor for Jet in the US and UK and Dave Torbett of Kingfish.

New Butterfly Label To Issue Firesign LP; Distributors Announced

LOS ANGELES — Butterfly Records, a new label recently formed by A.J. Cervantes, will release "Just Folks... A Firesign Chat" by Firesign Theatre as one of three new albums due by April 1.

Butterfly Records will be independently distributed by the following distributors: ABC Record and Tape Sales Co., Seattle; All South, New Orleans; Alta Distributing Corp., Phoenix; Arc-Jay Kay Distributing, Detroit; Best Record Distributors, Buffalo; Bib Distributing, Charlotte; and Hellicher Bros. in Minneapolis, Atlanta, Memphis, St. Louis, Miami and Dallas/Houston.

In addition are: Malverne Distributors Inc., New York and Boston; M.S. Distributing Co., Chicago, Los Angeles, San Francisco and Denver; Music City Records, Nashville; Pika Distributing, Cleveland and Cincinnati; Schwartz Bros., Washington D.C./Baltimore; Stan's Record Service, Shreveport; and Universal Record Distributors, Philadelphia.

Reddy's Hope Benefit Raises \$151 Thousand

LOS ANGELES — \$151,000 has been allocated to the Helen Reddy and Jeff Wald Research Fellowship for the City of Hope Pilot Medical Center. The figure is the largest amount ever raised by a City of Hope banquet. Reddy and Wald received the Spirit of Life Award at the Feb. 6 testimonial, where guests included California Governor Gerry Brown and Los Angeles Mayor Tom Bradley.

Improv Appoints Apex

NEW YORK — Improv Records has named Apex-Martin Record Sales as its new distributor in the New York-New Jersey area. In addition, Improv has granted Aquarius Distributors of New England distribution rights to its product in that area.

E/A Reactivates College Radio Program

LOS ANGELES — Elektra/Asylum Records has reactivated its college radio program with the appointment of Scott Burns as national radio coordinator.

Edgar Battle Dies At 69

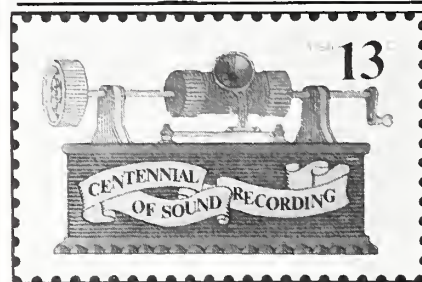
NEW YORK — Edgar William Battle, noted songwriter, trumpeter and arranger, died at the age of 69 in New York City on February 6. Battle's compositions included "Puddin' Head Serenade," "Doggin' Around" and "Bluesphony." Battle's death was attributed to internal malfunctioning and hardening of the arteries.

Max Hamlisch Dies

NEW YORK — Max Hamlisch, former musical director of the Viennese Opera Hall and noted tutor, died Feb. 13. Hamlisch, who came to the United States in 1938, was born in Vienna in 1907. He is survived by his wife, sister, and children Terry and Marvin. Marvin Hamlisch is a noted composer and arranger, whose credits include adaptation, production, and performance credits for "The Sting" film score.

Chappell, Tobias Pact

LOS ANGELES — Composer Henry Tobias and Henry Tobias Music Company have signed an exclusive worldwide administration agreement with Chappell Music, according to Norman Weiser, Chappell president. Henry Tobias Music (ASCAP) is added to the present Tobias associations with Chappell which include Tobey Music (ASCAP) and Velva Music (SESAC).



SOUND STAMP — The U.S. Postal Service salutes the centennial of recorded sound with its new stamp scheduled to go on sale March 23, the same date as the RIAA's Ninth Annual Cultural Award Dinner.

Peaches and Herb Duo Sign With MCA Records

LOS ANGELES — MCA has signed singing duo Peaches and Herb. The couple will be the first act recorded by MCA in conjunction with producers Van McCoy and Charles Kippis, with their LP scheduled for April release.

Mushroom Signs Horn

LOS ANGELES — Jazz flutist Paul Horn has signed an exclusive, long-term recording contract with Mushroom Records, it was announced last week. A two-record set recorded in the pyramids in Egypt is scheduled for release April 1 as Horn's debut album for Mushroom.



DEAN FRIEDMAN WON'T CHANGE HIS NAME AND WE'RE DAMN MAD ABOUT IT!!

We just can't understand it. Here's this incredibly talented young singer-songwriter with his whole future ahead of him and he's willing to throw it all away for a few syllables.

Listen, we tell him, no one's ever going to believe that someone named Dean Friedman can write love songs as moving as "Woman of Mine" and "Solitaire," or write sagas of suburban seduction like "Ariel," or a song as emotionally evocative as "Song For My Mother." But the kid won't listen to reason.

We need your help before it's too late. Listen to Dean's new album on Lifesong and then send us a suggestion using the coupon below. The kid has reluctantly agreed to consider all suggestions. All entrants will receive a special gift from Dean and the best suggestion will receive a brand new portable tv-radio from Lifesong.

But hurry, because it'll only be a matter of weeks before the whole country insists on calling him Dean Friedman.

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488 Madison Avenue
New York, New York 10022

DEAN FRIEDMAN MUST CHANGE HIS NAME TO

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City _____ State _____ Zip _____

CB

All entries must be received by March 15, 1977.
Decision of the judges is final. All employees
of Lifesong Records are ineligible.

Produced by ROB STEVENS
for Cashwest Productions, Inc.

Direction: Bottom Line Management, Inc.
Allan Pepper/Stanley Snadowsky

picks of the week

ISAAC HAYES AND DIONNE WARWICK (ABC 12253)
By The Time I Get To Phoenix/Say A Little Prayer (4:28)
 (Emp — BMI, Mills — ASCAP) (Webb, Mason)

From the new live 2-LP set, "A Man And A Woman," here is the fascinating medley that pairs the two songs that happen to blend so well harmonically as well as lyrically. One again, crowd sounds seem to be the in-thing for 45s these days. For pop, R&B, easy listening.

FOGHAT (Bearsville 0315) (Dist: WB)
I'll Be Standing By (3:47) (Knee Trembler — ASCAP)
 (Peeverett, Price)

An ascending chord pattern draws the listener upward with the song, in this melodic offering from the "Night Shift" album. A grand production by Dan Hartman, a fitting string arrangement, a searing guitar solo and Dave Peeverett's urgent vocal all demonstrate Foghat's extra-special status among heavy rock bands. Pop stations should respond.

THIN LIZZY (Mercury 73892)
Don't Believe A Word (2:18) (RSO/Chappell — ASCAP)
 (Lynott)

Thin Lizzy has proven itself satisfactory to top 40's particular tastes in hard rock. The ingredients are Phil Lynott's unique vocal talents and the group's tight execution, exemplified in this single's boundless energy. From "Johnny The Fox."

THE TRAMMPS (Atlantic 3389)
Disco Inferno (3:35) (Six Strings/Golden Fleece — BMI)
 (Green, Kersey)

Singing about getting people on their feet is one thing, but doing it is something else again. With a cooking verse and chorus that sail headlong into the realm of being unforgettable, the Tramps are one group that seem to have the disco essentials under control.

BOBBY WOMACK & BROTHERHOOD (Columbia 10493)
Standing In The Safety Zone (3:18) (Bobby Womack/
 Unart — BMI) (Womack, Payne)

Womack's vocal has the same soaring quality as his bluesy guitar playing on this single from his album "Home Is Where The Heart Is." With the Muscle Shoals Sound Rhythm Section cooking on the back burner, this is a hot record from beginning to end. Pop and R&B programmers alike will have to stand up and take notice.

DIONNE WARWICK (Musicor 6303) (Dist: Springboard)
Only Love Can Break A Heart (2:53) (Arch — BMI)
 (Bacharach, David)

A previously unreleased track produced by songwriters Burt Bacharach and Hal David, this song has always been recognized as a great piece of pop material. For those who can't get enough, suitable to varied formats.

RICHIE HAVENS (A&M 1901)
Daughter Of The Night (3:28) (April — ASCAP) (Rickfors,
 Huss)

Fluid guitar harmonies introduce this selection from the "End Of The Beginning" LP. A solidly orchestrated pop sound and a sinewy rhythm track support Havens' unmistakable voice.

THE MOVIES (Arista 0235)
Ahead Of The Game (2:50) (Columbia Pictures —
 ASCAP) (Barnes, Morgan)

From the motion picture "Fun With Dick And Jane," this single kicks out with a barrelhouse beat. The Movies' mixture of honky-tonk and lighthearted pop is a distinctive group trademark, and the vocal and instrumental arrangements here preserve that unity.

LORRAINE FRISAURA (Prelude 71087)
Things To Do (3:40) (E.B. Marks — BMI) (Vanda, Young)

The opening verses are sung in a flat style, only adding to the dramatic effect as Ms. Frisaura takes off over the chorus, revealing a voice of power and delicacy. From the LP "Be Happy For Me," for pop and easy listening.

FRANNIE GOLDE (Atlantic 3386)
I'm Hypnotized (2:42) (Braintree/Golde's Gold — BMI)
 (Golde, Burns, Mayoff)

One of the finest artists to emerge from the New York cabaret scene, Frannie Golde is the epitome of current,



BOZ SCAGGS (Columbia 10491)
Lido Shuffle (3:40) (Boz Scaggs/Hudmar — ASCAP) (Scaggs, Paich)
 A "Silk Degrees" LP cut favorite and a concert showstopper for Scaggs, this is easily one of the album's strongest singles. A punchy bassline, soaring horns and synthesizers and an all-sides vocal attack simply won't let the listener down. Should be dancing its way to the singles chart in no time.

LYNYRD SKYNYRD (MCA 40647)
Gimme Three Steps (3:19) (Duchess/Hustlers — BMI) (Collins, Van Zant)
 The cheering signifies that Lynyrd Skynyrd has delivered "One More From The Road." This one's a traditional rock and roller, featuring some tight harmony vocals and the obligatory high-distortion guitar solo. Station adds and a pop chart debut in the offing.

ZZ TOP (London 251)
Arrested For Driving While Blind (3:05) (Hamstein — BMI) (Gibbons, Hill, Beard)
 In the first single since the release of their gold-certified LP "Tejas," ZZ Top sticks close to blues roots in this boogie-shuffle laced with fuzz guitar. A good shot at pop airplay and the charts from the band that's been touring the nation for the last eight months.

GENESIS (Atco 7076)
Your Own Special Way (3:03) (WB — ASCAP) (Rutherford)
 As an album cut from the top-30 charting "Wind & Wuthering" LP, this song's majestic and memorable melodies have attracted the ears of FM programmers across the nation. With cathedral harmonies and layered synthesizers adding further dimension to the sound, this single could be the one to prove that Genesis' depth of songwriting talent need not be confined to album-oriented airplay.

sophisticated pop music. In this single from her debut LP, one hears bits of early pop-rock in a unity of solid songwriting and an up-to-date arrangement.

C.W. McCALL (Polydor 14377)
Audubon (3:31) (American Gramophone — SESAC)
 (McCall, Fries, Davis)

Audubon, Iowa is McCall's hometown, or so he informs us at the record's outset with no more accompaniment than an ambling drumbeat. As the honky-tonk band chimes in, he talks about his youth and where he found his music. Some great lines from an artist whose wit crosses demographic boundaries.

JOHNNY BRISTOL (Atlantic 3391)
You Turned Me On To Love (3:26) (Bushka — ASCAP)
 (Bristol)

The complete artist, Bristol is responsible for the writing and the production here as well as the performance. A controlled vocalist, he floats above a sparkling string arrangement, relaxing into a style that helps bring out the lyric. From the album "Bristol's Creme."

NEW RIDERS OF THE PURPLE SAGE (MCA 40686)
Red Hot Women And Ice Cold Beer (2:42) (Delmore —
 ASCAP) (Coben)

The first single from "Who Are Those Guys" exhibits the best of the New Riders: tight playing; closely arranged vocals; and most importantly, a sense of humor. Country style music for many types of programming.

THE IPI TOMBI SINGERS (Ashtree 26451) (Dist: Audio-
 fidelity)

Ipi Tombi (2:34) (Popsicle — BMI) (Egnos, Lakier)
 From the Broadway show that has played the world 'round, this single provides a good mix of pop and South African influences, featuring interwoven vocal harmonics and infectious drum rhythms. Great programming material wherever a bit of variety is desired.

BILLY SWAN (Columbia 10486)
Swept Away (3:20) (Combine — BMI) (Linde, Swan)

Swan's voice comes across with a great deal of emotion in this story of a life changed by love. The arrangement, with heavy cymbal crashes through the first verse and sweeping string glissandi, adds further originality. From the "Four" album.

ARTHUR PRYSOCK (Old Town 1001)
I Wantcha Baby (3:29) (Mighty Three — BMI) (Gamble,
 Huff)

Prysock achieved top-ten R&B chart status with his last single, and this time around he retains the production assistance of John Davis, as well as reaping the benefits of songwriting professionals Gamble & Huff. From the "In My Life" album.

MYSTIQUE (Curtom 0123) (Dist: WB)
What Would The World Be Without Music (3:24) (Mighty
 Three — BMI) (Sigler, Covey)

Mystique features ex-Impressions lead singer Ralph Johnson, who handles the high registers and high energy on this single produced and co-written by Bunny Sigler. For disco or R&B airplay, a record that never stops pumping with a message that is difficult to dispute.

HOODOO RHYTHM DEVILS (Fantasy 791)
Safecracker (3:17) (Snoid — ASCAP) (Crane)

From their star-studded album release, this single is introduced with an a capella chorus. Cogent lead vocals and an authoritative rhythm track will make this record skirt the R&B and pop categories.

R.B. GREAVES (Bareback 523)
Who's Watching The Baby (3:12) (Wig Out — BMI)
 (Greaves)

Greaves does a convincing job with this lyric, a soap opera story line filled with jealousy, deceit and murder. A reggae-influenced rhythm track and plaintive harmonica hold this R&B-aimed record together.

STANLEY TURRENTINE (Fantasy 790)
Evil Ways (3:40) (Richcar — BMI) (Henry)

Turrentine has emerged as one of the saxophone's foremost pop interpreters, and the value of this song was proven long ago by Santana. Turrentine's restraint is always a musical plus, but a cooking rhythm section keeps this one moving.

MELISSA MANCHESTER (Arista 0237)
Be Somebody (3:37) (Rumanian Pickleworks/Braintree
 — BMI) (Poncia, Vastano, Manchester)

Ms. Manchester is in fine voice with this ballad, which grants her the room to stretch out with her phrasing. A strong taste of the Philadelphia sound underlies this Vini Poncia production. (The flip is an intriguing version of Steely Dan's "Dirty Work.")

JERRY BUTLER (Motown 1414)
I Wanna Do It To You (3:26) (Jobete/Butler — ASCAP)
 (Butler, Talbert, Henley)

Whispering funk from Butler's "Suite For The Single Girl." This record's slightly hesitant, softly swinging beat is the arresting feature. Co-produced by the artist. For R&B airplay.

Q (Epic/Sweet City 50335)
Dancin' Man (2:38) (Ameb/Gravenhurst — BMI)
 (Peckman)

The name might be mysterious, but the vocalist's style is extroverted in this slow-strutting record aimed at the R&B and dance markets. Great horns, drums and hand-claps.

ORCHESTRA MONTEGO (Lifesong 45020)
I Shot The Sheriff (3:14) (Cayman — ASCAP) (Marley)

An orchestral instrumental of the song that first introduced Bob Marley and his brand of reggae to American audiences. This version is in the incisive mix tailored for disco play. The only lyrics used are in the chorus, and one catchy effect is the realistic sound of gunshots.

Natalie Cole



Unpredictable

Over the past eighteen months, Natalie Cole has recorded Two Gold Albums, Three #1 Singles, won Two Grammy Awards (1976), and this year is nominated for two more! There is nothing unpredictable about Natalie's incredible talent, and we are safely predicting that her third album will be her Third Gold Album containing her Fourth #1 Single, "I've Got Love On My Mind" (4360). Natalie Cole's talent grows and shines brighter all the time!

Produced by Chuck Jackson and Marvin Yancy
Management: Kevin Hunter
SO-11600



ALBUM REVIEWS

UNPREDICTABLE — Natalie Cole — Capitol SO 11600 — Producers: Chuck Jackson & Marvin Yancey — List: 6.98

With a set of superbly arranged tunes and a voice that gets stronger and more confident with each succeeding album, this richly talented vocalist is well on her way to superstardom. With the power of Diana Ross but more variety in her interpretations and song selections, Cole has put together an album with influences as disparate as disco and gospel piano. For MOR, top 40 and R&B.

LOVE CRAZY — The Miracles — Columbia PC 34460 — Producer: Pete Moore — List: 6.98

With a mixture of hard-driving soul cookers, soft ballads and a little disco thrown in for good measure, this LP is also fraught with soft-spoken social comment. That in no way detracts from the pleasant harmonies and instrumental quality of this latest Miracles LP which should do well on R&B, top 40 and some AOR playlists.

A PLACE IN THE SUN — Pablo Cruise — A&M SP 4625 — Producer: Bill Schnee — List: 6.98

With surprising musical variety, this Bay area quintet have put together a tasty sampler that includes some white R&B, some light jazz and a little Latin rhythm. Harmonies are impeccable and Eagles-sounding at times, with vocals divided equally between group members Bud and Dave. With a soulful touch and an easy-going rock approach, this LP should do well on top 40 or AOR playlists.

GOODBYE BLUES — Country Joe McDonald — Fantasy F-9525 — Producer: Bill Belmont — List: 6.98

This album capably examines some of the concerns of this blues-based rocker with a heightened social awareness. With pleas for baby seals, whales and wildlife preservation in general, Country Joe makes his point with tongue-in-cheek sarcasm rather than pulpit preaching. And the music is good too! Mostly for AOR playlists.

ATLANTA RHYTHM SECTION — Atlanta Rhythm Section — MCA MCA 2-4114 — Producer: Buddy Buie — List: 7.98

This two-record set is a collection of vintage ARS material from 1971-73 when a softer more blues-based sound dominated the group's repertoire. That is not to say that there is an absence of solid rock tunes, only that ARS is more mellow on this particular collection than on more current releases. For top 40 and AOR programmers.

NYTRO — Nytro — Warner Brothers WH 3019 — Producer: Norman Whitfield — List: 6.98

This electrified and brassy band of funk rockers have a solid album of strong tunes, several of which could be powerful singles. With a sound similar to but harder than Tower of Power, the band features a mixed bag of material on side one, then devotes the other side to a blazing batch of disco. Should be a comer on R&B, top 40, disco and AOR playlists.

BREAKIN' IT — Law — MCA 2240 — Producers: Ron & Howard Albert — List: 6.98

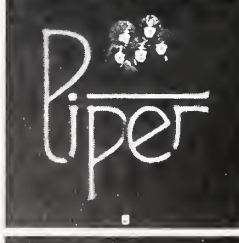
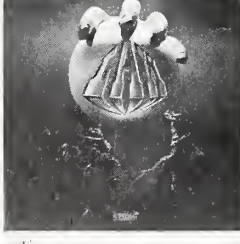
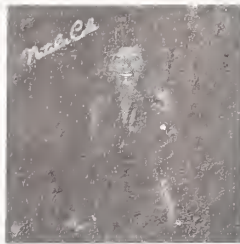
It seems to be a good marriage but once again R&B has been merged with white rock in this debut album by this Southern based quintet. Featuring a tight and toe-tappin' sound, their best work seems to be on their disco material which composes about half of the album. For AOR, top 40 and R&B playlists.

ALBERT LIVE — Albert King — Utopia CYL 2-2205 — Producers: Kevin Eggers, Phil Lawrence and Giorgio Gomelsky — List: 9.98

This two-record set by the King of the blues was recorded at a live studio session and is some of the best work he has done with the addition of Rory Gallagher, Louisiana Red and Lowell Fulson on some selections. An added attraction is the bio material contained in the liner notes written by Robert Palmer, of the *New York Times*. For R&B and AOR programmers.

AFTER THE LOVIN' — Ray Conniff — Columbia PC 34477 — Producers: Jack Gold & Ray Conniff — List: 6.98

The production is crisp and clear and there is a slight taste of jazz and rock in this album by Conniff. The album is almost evenly divided between vocal and instrumental songs, but this time around the vocals sometimes become an unwelcome intrusion because of the quality of the instrumental music. For MOR and top 40 formats.



SONGS FROM THE WOOD — Jethro Tull — Chrysalis CHR 1132 — Producer: Ian Anderson — List: 6.98

The infusion of classical music into rock and roll, and the corresponding enthusiasm with which it has been met should insure that this 12th LP with its baroque and Elizabethan influences should do well for this never stale English flautist. Written at his country home, this LP is a loving tribute to the glory of nature and should sound good on AOR playlists, some top 40.

SONGWRITER — Justin Hayward — Deram/London DES 18073 — Producer: Tony Clarke — List: 6.98

The latest solo effort by the lead singer of the Moody Blues is the result of several hypnotic sessions in which the graphic images seen on the album were witnessed by Hayward who wove the album's songs around them. The pleasing harmonies and tasteful instrumentals that we've learned to expect are there, but with a healthy dose of harder rock that should make this an AOR and top 40 programmers' favorite.

JUST A STONE'S THROW AWAY — Valerie Carter — Columbia PC 34155 — Producer: Elliot Gilbert — List: 6.98

For a debut album, it would be hard to find a more impressive guest list of name musicians than those who dropped by to pitch in on this LP. With a voice that, like Minnie Riperton's, seems capable of reaching into the ionosphere, Valerie has selected material that illustrates her versatility in a variety of musical styles. For MOR, top 40, and AOR playlists.

EASY TO LOVE — Joe Simon — Spring/Polydor SP-1-6713 — Producers: John Richberg & Joe Simon — List: 6.98

If your feet need a beat to get you out of your seat, this album will do nicely. Most of the tunes are perfectly suited for the dance floor, whether the mood is soft or throbbing. But there are also a couple of good blues numbers that should assure R&B, top 40 and disco exposure.

NIGHT AFTER NIGHT — Bili Quateman — RCA APL 1-2027 — Producers: John Stronach with Bill Quateman and Denny Seiwell — List: 6.98

This is a sizzling album of rock and roll with some great horns, nice harmonies and pretty well written lyrics. If there is a central theme, it seems to be on the difficulty of breaking down resistance, but the high-quality production and the talents of the rock/blues vocals should prove irresistible to top 40, AOR and some R&B programmers.

ROLLIN' ON — Steve Gibbons Band — MCA MCA 2243 — Producer: Ken Laguna — List: 6.98

If this is the year of the lyricist, Gibbons is in good company. With a refreshingly different approach, Gibbons' straight-ahead British rock and roll is spiced up nicely with Bob Wilson's guitar work and the sometimes Dylan-sounding vocals on some selections. Certainly an eclectic selection that even includes a barber-shop quartet number, this album should be played on top 40 and AOR programs.

LOVE IN C MINOR — Cerrone — Cotillion SD 9913 — Producers: Cerrone — List: 6.98

The European success of this disco band has reached our borders but this is definitely not an album for gospel programmers. The only song on side one, the title cut, is a mammoth 14:57 minutes long and features some of the most suggestive voiceover and heavy breathing heard in a long time. Should be a solid disco smash.

PIPER — Piper — A&M SP 4625 — Producer: John Anthony — List: 6.98

Featuring a confidence and skill rare in a debut album, Piper showcases the sultry voice and talented guitar of group leader Billy Squier. The guitars seem to improve with each succeeding track and there is a nice balance between vocals and instrumentals. Since they can play hard or soft, they will probably make both top 40 and AOR playlists.

MARQUEE MOON — Television — Elektra 7E-1098 — Producers: Andy Johns & Tom Verlaine — List: 6.98

Another of the CBGB-launched punk-rock bands, Television has made their move to establish national recognition with this debut album. Though Tom Verlaine's whiny voice is nothing to write home about, the instrumentals are above average and the lyrics are not as hostile as those of groups in the same vein.

What a Wonderful Weekend In New England!

Since the release of the smash single "Weekend In New England," Barry Manilow's "This One's For You" has sold a staggering additional 780,000 albums. Included are sales totaling 450,000 for the last six weeks alone, and 188,000 during the week of Jan. 24-28. Plus-550,000 additional units of Barry's first three albums!



Over 1,550,000 and zooming to DOUBLE PLATINUM

Still bulleting after six months!

Cash Box 20 • Billboard 27 • Record World 13

On Arista Records

Watch for the next sales storm after
THE FIRST BARRY MANILOW SPECIAL

March 2 on ABC-TV

(Check your local listing for time and station)

WBAI In New York Shuts Down: Staff Opposes Programming Change

NEW YORK — A dispute between management and staff over proposed programming changes on WBAI-FM in New York City has resulted in the suspension of the station's broadcasting since Friday evening, February 11. At press time, broadcasting had not been resumed.

The Pacifica Foundation, owners of the non-commercial, listener-sponsored radio station, shut off the station's transmitter when staffers refused to agree to a new programming policy. Rebellious staffers took over WBAI's operating facilities to try to prevent the shut-down, but were only able to keep the station on the air for a few hours.

The dispute has centered around the program proposals made by newly-appointed program director Yoruba Guzman, who previously was publicity director for Fania Records, a Latin record company. Guzman had scheduled a large block of air time for Latin music. Viv Sutherland, an engineer for the station and staff spokesperson, said the staff felt Guzman's policy was "disastrous, and not in accordance with the principles of Pacifica stations."

Changes

These principles, Sutherland explained, were "changes, made in an open at-

(continued on page 60)

Catskill Group To Purchase WCKL

NEW YORK — A contract for the sale of radio station WCKL to Catskill Communications, Inc. has been signed, it was announced recently by Carmine Pizza, president of the station. Pizza will continue as executive vice president and chief operating officer under the new ownership structure, while the sale of the station is subject to the approval of the Federal Communications Commission.

Catskill Communications, Inc. is headed by Nick Vanoff, a veteran television producer whose list of credits includes the "Julie Andrews Hour," "Perry Como Show," "Hollywood Palace" and currently, the "Sonny & Cher Comedy Hour" on CBS-TV

and "Hee Haw." Also included in the purchasing group are Frank Peppiatt and John Aylesworth, prominent television writers, whose credits include the "Sonny & Cher Comedy Hour," "Julie Andrews Hour," and "Hee Haw"; and Alan Courtney, a well-known broadcasting executive. In addition, Keystone Broadcasting System, a national radio network organization with over 1200 affiliated stations, will serve as operations consultant to Catskill Communications through its Keystone Station Services Division, which provides management consulting services to independent radio stations.

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Arbitron Promotes Aurichio VP/GM

NEW YORK — A.J. "Rick" Aurichio has been named vice president, general manager, Arbitron Radio, according to Theodore F. Shaker, Arbitron president. Aurichio will continue in his duties as president of Compu/Net, Inc., an Arbitron division.

Golden West Purchases Detroit Station WCAR

LOS ANGELES — Bert West, president of Golden West Broadcaster's radio division, recently announced that GWB has entered into an agreement to purchase all of the stock of WCAR, Inc., owner of WCAR AM and FM in Detroit, for \$5.5 million.

WCAR-AM operates with 50kw power on 1130 kc.

The agreement is subject to the approval of the Federal Communications Commission.

Ownership

Golden West Broadcasters, owned by Gene Autry, includes KMPC and KTLA-TV in Los Angeles, KSFO in San Francisco, KEX in Portland, KVI and FM-KVI in Seattle, Major Market Radio, Market Buy Market, and the California Angels baseball club.

Hy Levinson, principal owner of WCAR AM and FM, will be employed by Golden West Broadcasters as a consultant, and will advise GWB as to the operation of WCAR AM-FM after the FCC approval.

\$17M 3rd Qtr. Posted By Taft Broadcasting

CINCINNATI — The broadcast group of Taft Broadcasting Co. has reported unaudited net revenue of \$17.6 million and operating profit of \$8.7 million for the third quarter ending Dec. 31. Broadcast group's net revenue was up \$3.5 million from 1975. Operating profit was up \$2 million. The branch of Taft Broadcasting owns and operates six television stations, five AM and five FM radio stations in New York, Ohio, Pennsylvania, Alabama and Kansas.

STATION BREAKS

Effective March 1, **Sam Lee** assumes program director duties at **KIOA-AM**, Des Moines. **Ben Hill** has been named PD for sister station **KIOA-FM**. Hill replaces **Jim Marshall** who remains with the station.

Bob Travis, who remains on the air 12-4 pm, has been named operations manager at **WIFI**, Philadelphia. **Al Bandiero** is the new MD while continuing in the 8-midnight air slot.

Beau Raines is the new MD at **WPEZ**, Pittsburgh. Raines remains on the air 10-2 pm.

Oogle Cooper assumes MD duties at **KEEL**, Shreveport. Cooper continues to do the 7-midnight air shift and replaces **Roger Skelton** who remains with the station.

John Shomboy has left **WTCQ (98Q)**, Vidalia to assume the assistant PD position at **WERC**, Birmingham. **Chuck Whitaker**, former assistant PD at **WAUG**, Augusta assumes the vacated position at **WTCQ**.

Jim Brown, PD of **WOKY**, Milwaukee is no longer doing an air shift. **Steve Stevens** is the replacement on the air. Stevens comes from **WZMF**, also Milwaukee where he was PD. The new PD at **WZMF** is **Ron Rockwell** who will also do an air shift.

Dave Nichols has been named program director at **WBSR**, Pensacola.

Effective February 28, **Greg Gillispie** will be the new MD and 3-6 pm jock at **WKDD-FM**, Akron. Gillispie formerly worked at **WWWW**, Detroit.

Klee Dobra named general manager of **WBCN-FM**, Boston. Dobra previously held the same position at **KLIF**, Dallas.

Ron Roberts is the new operations manager at **WIXX**, Green Bay. Roberts comes from **WRIG**, Wausau. The new PD at **WRIG** is **Andy Nelson**, also known as **Al Sellers**. Sellers continues to handle the music director's duties.

Brian White, formerly with **KROY**,

MOST RODEO FM LPS

1. Songs From The Wood — Jethro Tull — Chrysalis
2. RA — Todd Rundgren's Utopia — WB
3. Peter Gabriel — Atco
Amnesia — Pousette Dart Band — Capitol
Stranger In The City — John Miles — London
4. Rumours — Fleetwood Mac — Reprise
Sleepwalker — The Kinks — Arista
Show Me To The Stage — Henry Gross — Lifesong
5. Carolina Dreams — Marshall Tucker Band — Capricorn
6. Blondie Chaplin — Elektra

MOST ACTIVE FM LPS

1. Hotel California — Eagles — Asylum
— Hotel California/Try & Love Again/Life In The Fast Lane
2. Rumours — Fleetwood Mac — Reprise
— Dreams/Don't Stop/Go Your Own Way
3. Animals — Pink Floyd — Columbia
— Sheep/Pigs/Dogs
4. Night Moves — Bob Seger — Capitol
— Night Moves/Main Street/Rock & Roll Never Forgets
5. Year Of The Cat — Al Stewart — Janus
— Year Of The Cat/On The Border
6. Tejas — ZZ Top — London
— El Diablo/Arrested For Driving While Blind
7. A New World Record — ELO — UA
— So Fine
8. A Day At The Races — Queen — Elektra
— Long Away/You & I
9. A Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
— So In To You/Georgia Rhythm
Sleepwalker — Kinks — Arista
— Sleepwalker/Jukebox Music
Songs In The Key Of Life — Stevie Wonder — Tamla
— As/Isn't She Lovely
The Light Of Smiles — Gary Wright — WB
— Water Sign
10. Wind & Wuthering — Genesis — Atco
— Your Own Special Way/11th Earl Of Mar
11. Boston — Epic
— Long Time/More Than A Feeling
Low — Bowie — RCA
— What In The World/Sound In Vision
Leftoverture — Kansas — Kirshner
— Carry On Wayward Son
12. Carolina Dreams — Marshall Tucker Band — Capricorn
— I Heard It In A Love Song/Never Trust A Stranger/Dessert Sky
13. Wings Over America — Wings — Capitol
— Maybe I'm Amazed
Festival — Santana — Columbia
— Let The Music Set You Free
14. Sammy Hagar — Capitol
— Cruisin' & Boozin'

Sacramento joins **KIIS**, Los Angeles as music director.

Tom Franklin has been promoted from PD to creative director at **KKLS**, Rapid City.

Sonny Rios, formerly with **KSAQ**, San Antonio is the new midday man at **KINT**, El Paso.

The new production director at **WFLB**, Fayetteville is **Chris Charles** who comes from **WBBS**, Jacksonville.

Lou Roberts is the new 10-2 pm jock at **WCAO**, Baltimore. He comes from **WOKY**, Milwaukee and replaces **Robert C. Allen III**.

Steve Carey, former jock at **WNOE-FM**, New Orleans is now doing the 3-7 pm shift at sister station **WNOE-AM**.

Tom Bell is the new part-time jock at **WZZM (Z-96)**, Grand Rapids. He replaces **Pat Baker**, who goes to **WONN**, Lakeland to do the 7-12 pm shift.

Cox Broadcasting Corp. is planning to purchase **WWSH-FM**, Philadelphia from United Artists Broadcasting, Inc. The sale price is \$4.2 million and FCC approval is needed.

WLOA AM/FM, Braddock, Pa. changed from a "traditional" MOR to a "soft rock" format on February 7.

KOH, Reno has changed from the NBC network's NIS format to the MOR program provided by Radio Arts known as "The Entertainers."

KFMB AM/FM, San Diego are in the process of moving into bigger and better studios. The FM began broadcasting from the new site February 15 while the AM will begin on February 23. For the time being, the mailing address and phone number remain the same.

Personnel from the leading radio stations in Knoxville (**WNOX**, **WRJZ**, **WOKI**) have selected **Bill Jerome** of TK Records as "promotion man of the month" for February.

WELI, New Haven has introduced a weekly adventure series produced by the CBS Radio Drama Network. It will be broadcast on Saturday and Sunday following the 5 pm news.

WIP, Philadelphia will be broadcasting a

(continued on page 60)

Double Gold



**Here's the heat
you've been waiting for
from the hottest new group
in rock today.**

Queen of the Neighborhood

Flame



APL1-2160

Flame. They'll hit you right between the ears like a sweltering furnace of raw, unharnessed rock 'n' roll. Their raucous, gutsy vocals and uncanny pyrotechnics will undoubtedly rouse your senses to the boiling point. "Queen of the Neighborhood," the debut album from Flame. Blazing your way now.

RCA Records

Produced by Jimmy Iovine
SKYBIRD Management

(continued from page 28)

ELO — A New World Record — UA
— Tight Rope
Kinks — Sleepwalker — Arista
— Sleepwalker
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat
Eagles — Hotel California — Asylum
— Hotel California
Queen — A Day At The Races — Elektra
— You & I
Pink Floyd — Animals — Columbia
Bob Seger — Night Moves — Capitol
— Fire Down Below
Boston — Epic
— More Than A Feeling
Stevie Wonder — Songs In The Key Of Life — Tamla
— Isn't She Lovely

Adds:
Big Wah Koo — ABC
Sea Level — Capricorn
Henry Gross — Show Me To The Stage — Lifesong
John Miles — Stranger In The City — London
Jethro Tull — Songs From The Wood — Chrysalis

KFWF-FM — DALLAS — Tim Spencer
Most Active:
George Benson — In Flight — WB
— The World Is A Ghetto/Nature Boy
Jimmy Buffett — Changes In Latitudes — ABC
— Margaritaville/Tampico Trauma
Fleetwood Mac — Rumours — WB
Pink Floyd — Animals — Columbia
Eagles — Hotel California — Asylum
Bob Seger — Night Moves — Capitol
ZZ Top — Tejas — London
— Arrested For Driving While Blind
Kansas — Leftoverture — Kirshner
— Magnum Opus/Opus Insert
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat — On The Border
Santana — Festival — Columbia
— Let The Children Play
Queen — A Day At The Races — Elektra
— You & I/Long Away/Millionaire's Waltz
Todd Rundgren's Utopia — RA — WB
Jealousy

Adds:
Peter Gabriel — Atco
Ham Bros. — Arista
John Miles — Stranger In The City — London
Jethro Tull — Songs From The Wood — Chrysalis
Timo Laine — Symphonic Slam — A&M
Dave Brubeck — 25th Anniversary Album — A&M
Pat Martino — Joyous Lake — WB

KZEW-FM — DALLAS — Charlie Kendall
Most Active:
Eagles — Hotel California — Asylum
Kansas — Leftoverture — Kirshner
Stevie Wonder — Songs In The Key Of Life — Tamla
Bob Seger — Night Moves — Capitol
Fleetwood Mac — Rumours — WB
Pink Floyd — Animals — Columbia
Wings — Wings Over America — Capitol
Al Stewart — Year Of The Cat — Janus
Jackson Browne — The Pretender — Asylum
ZZ Top — Tejas — London

Adds:
Jethro Tull — Songs From The Wood — Chrysalis
Henry Gross — Show Me To The Stage — Lifesong
Richard Torrance — Bareback — Capitol
Pablo Cruise — A Place In The Sun — A&M

KADI-FM — ST. LOUIS — Pete Parisl
Most Active:
Pink Floyd — Animals — Columbia
— Pigs Part I II & III
ZZ Top — Tejas — London
— El Diabolo
Bob Seger — Night Moves — Capitol
— Night Moves
Marshall Tucker Band — Carolina Dreams — Capricorn
— Love Song
Eagles — Hotel California — Asylum
Barclay James Harvest — Octoberon — MCA
— Rock & Roll Star
Fleetwood Mac — Rumours — WB
Chilliwack — Dreams, Dreams, Dreams — Mushroom
Andrew Gold — What's Wrong With This Picture — Elektra
— Lonely Boy
The Babys — Chrysalis
— If You've Got The Time
Heartfield — Collector's Item — Columbia
— Lost Love

Adds:
Mama's Pride — Uptown & Lowdown — Atco
Jethro Tull — Songs From The Wood — Chrysalis
Angel — On Earth As It Is In Heaven — Casablanca
Henry Gross — Show Me To The Stage — Lifesong
Poussette-Dart Band — Amnesia — Capitol
Steve Gibbons — Rollin' On — MCA
Fleetwood Mac — Rumours — WB

KSHE-FM — ST. LOUIS — Ted Habeck
Most Active:
Pink Floyd — Animals — Columbia
Fleetwood Mac — Rumours — WB
ZZ Top — Tejas — London
Eagles — Hotel California — Asylum
ELO — A New World Record — UA
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
Marshall Tucker Band — Carolina Dreams — Capricorn
Journey — Next — Columbia
Bob Seger — Night Moves — Capitol
Queen — A Day At The Races — Elektra
Gary Wright — The Light Of Smiles — WB
Sammy Hagar — Capitol
Chilliwack — Dreams, Dreams, Dreams — Mushroom

Adds:
Mama's Pride — Uptown & Lowdown — Atco
Corky Laing — Makin' It On The Street — Elektra
Piper — A&M

Jethro Tull — Songs From The Wood — Chrysalis
John Miles — Stranger In The City — London
Todd Rundgren's Utopia — RA — WB
Blondie Chaplin — Asylum

WDVE-FM — PITTSBURGH — Marsy Posner
Most Active:
Boston — Epic
— Long Time
Eagles — Hotel California — Asylum
Genesis — Wind & Wuthering — Atco
— Your Own Special Way
Kansas — Leftoverture — Kirshner
Queen — A Day At The Races — Elektra
Al Stewart — Year Of The Cat — Janus
Gary Wright — The Light Of Smiles — WB
Pink Floyd — Animals — Columbia
Bob Seger — Night Moves — Capitol
Fleetwood Mac — Rumours — WB
Stevie Wonder — Songs In The Key Of Life — Tamla
ZZ Top — Tejas — London

Adds:
Sea Level — Capricorn
Poussette-Dart Band — Amnesia — Capitol
Jethro Tull — Songs From The Wood — Chrysalis

WYDD-FM — PITTSBURGH — Steve Downes
Most Active:
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
Boston — Epic
Eagles — Hotel California — Asylum
ELO — A New World Record — UA
Genesis — Wind & Wuthering — Atco
Kansas — Leftoverture — Kirshner
Pink Floyd — Animals — Columbia
— Pigs
Bob Seger — Night Moves — Capitol
Al Stewart — Year Of The Cat — Janus
— Year Of The Cat/Sand In My Shoes
Gary Wright — The Light Of Smiles — WB
ZZ Top — Tejas — London

Adds:
Rufus — Ask Rufus — ABC
Todd Rundgren's Utopia — WB
Jethro Tull — Songs From The Wood — Chrysalis
The Kinks — Sleepwalker — Arista
John Miles — Stranger In The City — London
Rick Wakeman — White Rock — A&M
Sea Level — Capricorn
Fleetwood Mac — Rumours — WB

KPFT-FM — HOUSTON — Bruce Litven
Most Active:
Airto — Promises Of The Sun — Arista
Angel — On Earth As It Is In Heaven — Casablanca
David Bowie — Low — RCA
Jorge Ben — Tropical — Island
Gene Clark — Two Sides To Every Story — Asylum
Journey — Next — Columbia
The Kinks — Sleepwalker — Arista
Pat Martino — Joyous Lake — WB
Martin Mull — I'm Everyone I've Ever Loved — ABC
Jerry Howard — Tempie — Horizon
Anthony Phillips — The Geese & The Ghost — Passport

Adds:
Valerie Carter — Just A Stone's Throw Away — Columbia
Jethro Tull — Songs From The Wood — Chrysalis
Flame — Queen Of The Neighborhood — RCA
Pablo Cruise — A Place In The Sun — A&M
— Hoodoo Rhythm Devils — Safe In Their Homes — Fantasy
John Miles — Stranger In The City — London
Michael Kamen — The Next Man — Buddah
Elliot Randall — Elliot Randall's New York — Kirshner
Charlie Rouse's Cinnamon Flower — Casablanca
Kerry Chater — Part Time Love — WB
Country Joe McDonald — Goodbye Blues — Fantasy

M105-FM — CLEVELAND — Eric Stevens
Most Active:
Eagles — Hotel California — Asylum
Wings — Wings Over America — Capitol
Kansas — Leftoverture — Kirshner
Gary Wright — The Light Of Smiles — WB
ELO — A New World Record — UA
Average White Band — Person To Person — Atlantic
Pink Floyd — Animals — Columbia
Fleetwood Mac — Rumours — WB
Al Stewart — Year Of The Cat — Janus
Bread — Lost Without Your Love — Elektra

Adds:
Neil Diamond — Love At The Greek — Columbia
The Kinks — Sleepwalker — Arista
Ace — No Strings — Anchor
Jethro Tull — Songs From The Wood — Chrysalis

WMMS-FM — CLEVELAND — Shelly Stille
Most Active:
Al Stewart — Year Of The Cat — Janus
Eagles — Hotel California — Asylum
Genesis — Wind & Wuthering — Atco
Average White Band — Person To Person — Atlantic
Gary Wright — The Light Of Smiles — WB
David Bowie — Low — RCA
Stevie Wonder — Songs In The Key Of Life — Tamla
Manfred Mann — Roaring Silence — WB
Bob Seger — Night Moves — Capitol
ZZ Top — Tejas — London

Adds:
Peter Gabriel — Atco
Justin Hayward — Songwriter — London
Jethro Tull — Songs From The Wood — Chrysalis
Molke Cole — Janus

WKLS-FM — ATLANTA — Drew Murray
Most Active:
Bob Seger — Night Moves — Capitol
Eagles — Hotel California — Asylum
Wings — Wings Over America — Capitol
ELO — A New World Record — UA
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
Boston — Epic
Fleetwood Mac — Rumours — WB
Al Stewart — Year Of The Cat — Janus
Kansas — Leftoverture — Kirshner

A Star Is Born — Streisand & Kristofferson — Columbia
Adds:
Angel — On Earth As It Is In Heaven — Casablanca
Jethro Tull — Songs From The Wood — Chrysalis

KEZY-FM — ANAHEIM — Ron Burnstein
Most Active:
Al Stewart — Year Of The Cat — Janus
David Bowie — Low — RCA
Leon Redbone — Double Time — WB
The Kinks — Sleepwalker — Arista
Frank Zappa — Zoot Allures — WB

Adds:
The Kinks — Sleepwalker — Arista
Mama's Pride — Uptown & Lowdown — Atco
Fleetwood Mac — Rumours — WB
Marshall Tucker Band — Carolina Dreams — Capricorn
Gene Clark — Two Sides To Every Story — RSO

KZAM-FM — SEATTLE — Jon Kertzer
Most Active:
Fleetwood Mac — Rumours — WB
Michael Franks — Sleeping Gypsy — WB
Chick Corea — My Spanish Heart — Polydor
Taj Mahal — Music Fah Ya' — WB
Jimmy Buffett — Changes In Latitudes — ABC
Joni Mitchell — Hejira — Asylum
Joan Armatrading — A&M
Muddy Waters — Hard Again — Blue Sky
Jackson Browne — The Pretender — Asylum
Emmylou Harris — Luxury Liner — WB

Adds:
Gallagher & Lyle — Love On The Airwaves — A&M
Gene Clark — Two Sides To Every Story — RSO
Eberhard Weber — The Following Morning — ECM
Jethro Tull — Songs From The Wood — Chrysalis
Country Joe McDonald — Goodbye Blues — Fantasy
Poussette-Dart Band — Amnesia — Capitol
Marshall Tucker Band — Carolina Dreams — Capricorn
Jonathan Edwards — Sailboat — WB
Ron Carter — Pastels — Milestone
Sea Level — Capricorn
Anthony Phillips — The Geese & The Ghost — Passport

KOME-FM — SAN JOSE — Dana Jang
Most Active:
Pink Floyd — Animals — Columbia
George Benson — In Flight — WB
Jimmy Buffett — Changes In Latitudes — ABC
Renaissance — Novella — Sire
Sea Level — Capricorn
Fleetwood Mac — Rumours — WB
Marshall Tucker Band — Carolina Dreams — Capricorn

Adds:
Fleetwood Mac — Rumours — WB
Jethro Tull — Songs From The Wood — Chrysalis
Todd Rundgren's Utopia — RA — WB
Peter Gabriel — Atco
Kenny Rankin — The Kenny Rankin Album — Little David
James Talley — Back Jack Choir — Capitol
Valerie Carter — Just A Stone's Throw Away — Columbia
Jennifer Warnes — Arista
John Miles — Stranger In The City — London
Mr. Big — Photographic Man — Arista
Enid — In The Reign Of The Summer Stars — London

KSJO-FM — SAN JOSE — Paul Wells
Most Active:
Eagles — Hotel California — Asylum
Genesis — Wind & Wuthering — Atco
The Kinks — Sleepwalker — Arista
Rick Derringer — Sweet Evil — Blue Sky
Sammy Hagar — Capitol
Santana — Festival — Columbia
Journey — Next — Columbia
Pink Floyd — Animals — Columbia
Queen — A Day At The Races — Elektra
Gary Wright — The Light Of Smiles — WB
David Bowie — Low — RCA
ZZ Top — Tejas — London
Fleetwood Mac — Rumours — WB
Marshall Tucker Band — Carolina Dreams — Capricorn
Pablo Cruise — A Place In The Sun — A&M

Adds:
Michael Ouatro — Prodigal
Gallagher & Lyle — Love On The Airwaves — A&M
Booker T & MGs — Asylum
Corky Laing — Makin' It On The Street — Elektra
Cheap Tricks — Epic
Country Joe McDonald — Goodbye Blues — Fantasy
Hoodoo Rhythm Devils — Safe In Their Homes — Fantasy
Steve Gibbons Band — Rollin' On — MCA
Jonathan Edwards — Sailboat — WB
Tony Wilson — WB
Peter Gabriel — Atco
Jethro Tull — Songs From The Wood — Chrysalis

WNOE-FM — NEW ORLEANS — Jim White
Most Active:
George Benson — In Flight — WB
— The World Is A Ghetto/I Want To Make You Love Me
Grover Washington Jr. — A Secret Place — Kudu
Gato Barbieri — Caliente — A&M
— Europe
Jimmy Buffett — Changes In Latitudes — ABC
The Kinks — Sleepwalker — Arista
— Sleepwalker/Jukebox Music
Eagles — Hotel California — Asylum
Santana — Festival — Columbia
Bob Seger — Night Moves — Capitol
ZZ Top — Tejas — London
Pink Floyd — Animals — Columbia

Adds:
Jethro Tull — Songs From The Wood — Chrysalis
Henry Gross — Show Me To The Stage — Lifesong
Journey — Next — Columbia
Brian Auger & Oblivion Express — Happiness
Heartaches — WB
The Kinks — Sleepwalker — Arista

Fleetwood Mac — Rumours — WB
WMC-FM — MEMPHIS — Ron Olson
Most Active:
Pink Floyd — Animals — Columbia
Al Stewart — Year Of The Cat — Janus
— On The Border
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
— So In To You
Fleetwood Mac — Rumours — WB
— Go Your Own Way
Jimmy Buffett — Changes In Latitudes — ABC
— Changes In Latitude/Margaritaville
Kansas — Leftoverture — Kirshner
— Carry On Wayward Son
Target — A&M
— Let Me Live
Leon Redbone — Double Time — WB
— Diddy Wah Diddy/Harvest Moon
Wings — Wings Over America — Capitol
— Maybe I'm Amazed
George Benson — In Flight — WB
— Nature Boy/The World Is A Ghetto

Adds:
The Kinks — Sleepwalker — Arista
Tony Wilson — I Like Your Style — WB
Neil Diamond — Love At The Greek — Columbia
Leo Sayer — When I Need You (45) — WB

KJAK-FM — OKLAHOMA CITY — John Michael Scott
Most Active:
Fleetwood Mac — Rumours — WB
Eagles — Hotel California — Asylum
George Benson — In Flight — WB
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
Bob Seger — Night Moves — Capitol
ZZ Top — Tejas — London
Emmylou Harris — Luxury Liner — WB
Chuck Mangione — Main Squeeze — A&M
Wendy Waldman — WB

Adds:
Sea Level — Capricorn
Henry Gross — Show Me To The Stage — Lifesong
Poussette-Dart Band — Amnesia — Capitol
John Miles — Stranger In The City — London
The Kinks — Sleepwalker — Arista
Gentle Giant — Playing The Fool — Capitol

KMOD-FM — TULSA, OK — Lelsa Johnson
Most Active:
Ozark Mountain Daredevils — Men From Earth — A&M
Genesis — Wind & Wuthering — Atco
Kansas — Leftoverture — Kirshner
Al Stewart — Year Of The Cat — Janus
Jackson Browne — The Pretender — Asylum
David Bowie — Low — RCA
Santana — Festival — Columbia
ZZ Top — Tejas — London
Stevie Wonder — Songs In The Key Of Life — Tamla
Elton John — Blue Moves — MCA/Rocket
Eagles — Hotel California — Asylum
George Harrison — Thirty-Three & 1/3 — Dark Horse
Joni Mitchell — Hejira — Asylum

Adds:
Rick Wakeman — White Rock — A&M
Marshall Tucker Band — Carolina Dreams — Capricorn
Yesterday & Today — London
Fleetwood Mac — Rumours — WB
Jimmy Buffett — Changes In Latitude — ABC
Crackin' — WB
Starcastle — Fountains Of Light — Epic
Pink Floyd — Animals — Columbia
Parker McGee — WB

WAL-FM — BINGHAMPTON — Steve Becker
Most Active:
Eagles — Hotel California — Asylum
— Hotel California
Fleetwood Mac — Rumours — WB
— The Chain/Don't Stop
Pink Floyd — Animals — Columbia
— Sheep
The Kinks — Sleepwalker — Arista
— Sleepwalker
ZZ Top — Tejas — London
— Arrested For Driving While Blind/El Diabolo
Janis Ian — Miracle Row — Columbia
— Miracle Row
Starcastle — Fountains Of Light — Epic
— Diamond Song/Dawning Day
A Star Is Born — Streisand & Kristofferson — Columbia
— Evergreen/Cripple Crow
Barclay James Harvest — Octoberon — MCA
— Rock & Roll Star
Atlanta Rhythm Section — A Rock & Roll Alternative — Polydor
— So In To You/Hitchhikers Hero

Adds:
Henry Gross — Show Me To The Stage — Lifesong
Jimmy Buffett — Changes In Latitudes — ABC
Poussette-Dart Band — Amnesia — Capitol
Emmylou Harris — Luxury Liner — WB
Valerie Carter — Just A Stone's Throw Away — Columbia
Brian Auger & Oblivion Express — Happiness
Heartaches — WB
Journey — Next — Columbia
Jethro Tull — Songs From The Wood — Chrysalis

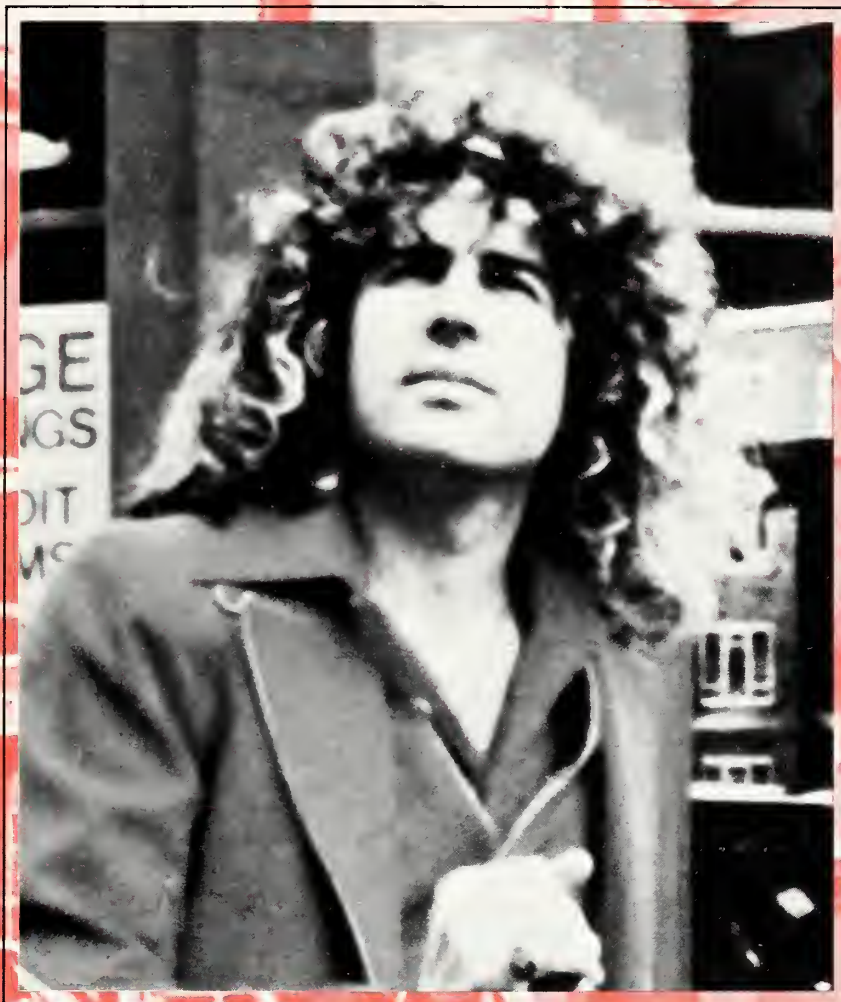
Duke Ellington Award To LaMont Johnson

LOS ANGELES — The Duke Ellington Award was presented Feb. 14 to musician-composer-arranger LaMont Johnson by the Jazz Heritage Foundation. The award, which includes a cash prize, is presented to jazz artists to help them continue their jazz compositions and arranging.

CATCH THE WIND

(4388)

**Is The Single
From The
Most-Added
New Album Rock Artist
Of The Year!**



SAMMY HAGAR

(ST-11599)

**Sammy Hagar
Is For Real
And On Record**



Produced by Carter

Management & Direction: E. L. Management (213) 550-8802

A new high. Kansas gold.

"Leftoverture," the newest Kansas album, is gold. It follows on the heels of the non-stop, cross-country touring that brought their heavy rock and roll energy to every major city in the country.

"Leftoverture" is the first gold album for Steve Walsh, Robby Steinhardt, Dave Hope, Rich Williams, Kerry Livgren and Phil Ehart. But it's only a matter of time before their new fans discover all the great music from Kansas.

"Leftoverture." PZ 34224
Kansas gold.

Featuring the hit single,
"Carry On Wayward Son." ZS8 4267

**On Kirshner
Records and Tapes.**

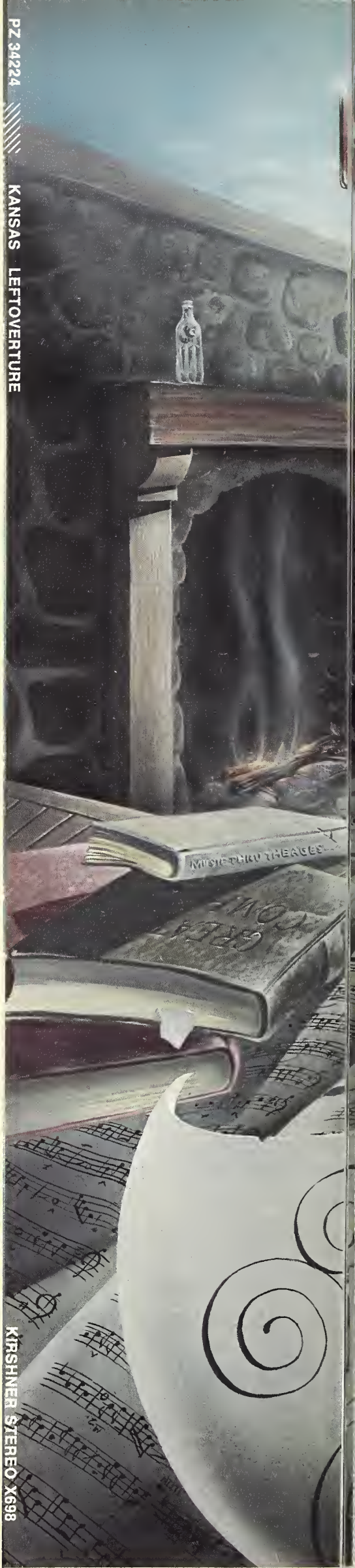
Produced by Jeff Glixman.
Management: Budd Carr,
BNB Assoc., Ltd.

 Distributed by CBS Records. © 1977 CBS INC.

PZ 34224

KANSAS LEFTOVERTURE

KIRSHNER STEREO X698



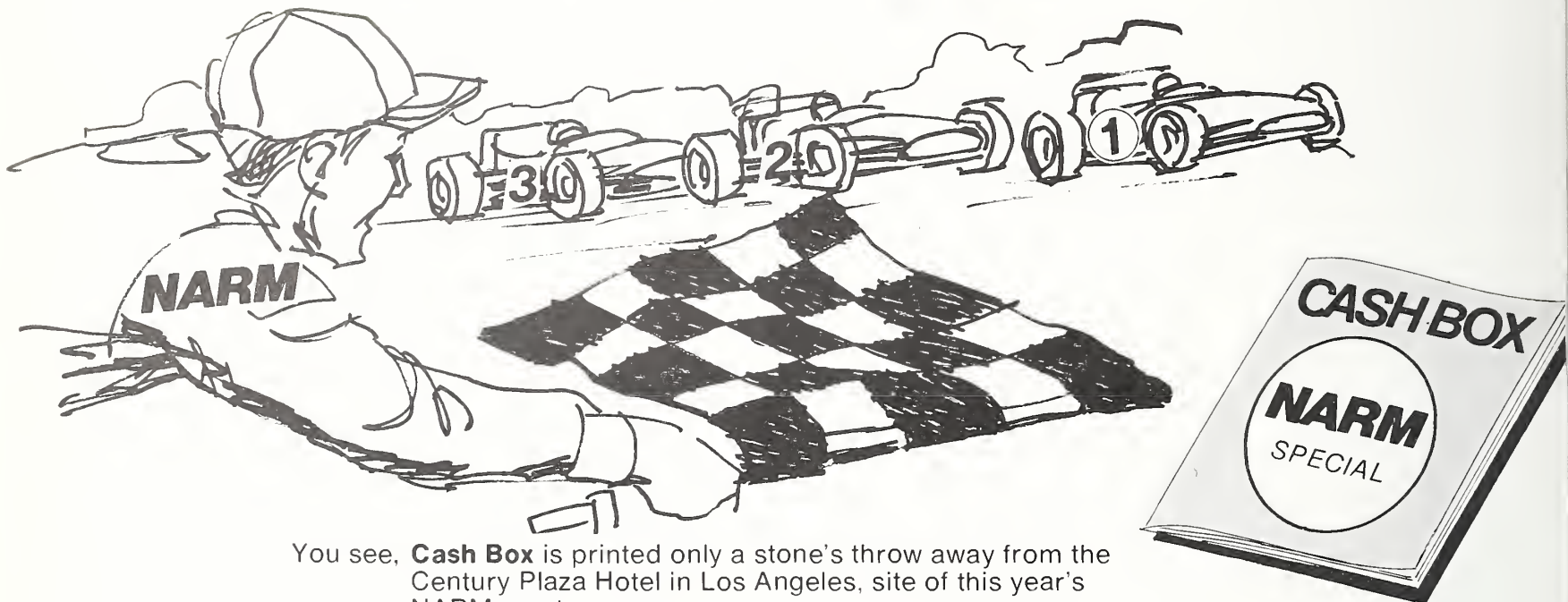
KANOS



Leftoverture

MR. WACKEN

CashBox will be first at NARM



You see, **Cash Box** is printed only a stone's throw away from the Century Plaza Hotel in Los Angeles, site of this year's NARM meet.

Since our magazine comes off the press Friday night, we'll have a truck rush thousands of extra copies over to the Hotel lobby bringing conventioners the latest industry news.

If you're up late Friday, you'll see the MARCH 12th NARM issue three days earlier than the rest of the world.

Count on us to be first at NARM... ahead of the other Trades

Advertisers! →

Please make your ad reservations now and be included in one of the most important issues we publish each year . . .

THE CASH BOX NARM SPECIAL

Dated: March 12, 1977

Deadline: Thursday, March 3rd

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date
1. Don't Give Up On Us — David Soul — Private Stock	19%	61%
2. Maybe I'm Amazed — Wings — Capitol	14%	55%
3. The First Cut Is The Deepest — Rod Stewart — WB	14%	48%
4. Crackerbox Palace — George Harrison — Dark Horse/WB	11%	58%
5. So In To You — Atlanta Rhythm Section — Polydor	11%	44%
6. Say You'll Stay Until Tomorrow — Tom Jones — Epic	11%	42%
7. Carry On Wayward Son — Kansas — Kirshner/Epic	10%	78%
8. Right Time Of The Night — Jennifer Warnes — Arista	10%	20%
9. Southern Nights — Glen Campbell — Capitol	10%	17%
10. The Things We Do For Love — 10cc — Mercury	9%	76%
11. Here Come Those Tears Again — Jackson Browne — Asylum	9%	44%
12. Do Ya — ELO — UA	9%	43%
13. All Strung Out — John Travolta — Midland	9%	18%
14. Tryin' To Love Two — William Bell — Mercury	9%	11%
15. Hotel California (LP cut) — Eagles — Asylum	8%	18%

STATION ADDS THIS WEEK

WFIL, WPGC, WMPS, WQXI, KXOK, KING, KGW, WAKY, WOW, B-100, WNCI, KTLK, KNDE, Q94, KCBQ, WBT, KEZY, WVBF, KLEO

KSLO, WPEZ, WSAI, 130, WLAC, WMET, WGCL, WBT, WAYS, WBG, KJR, WOW, WKY, WAKY

WPIX, WMET, O102, B-100, WISM, WSGA, KCPX, KIMN, KNDE, WPRO, WDG, KSTP, WJET, WKBW

KILT, Z93, KGW, WAPE, KLEO, WGH, KEZY, KTAC, WSGA, B-100, WKY

CKLW, WOXI, WVBF, WJET, WKLO, WDRC, WAVZ, WAYS, KTAC, KCPX, WSGA

WRKO, WCAO, WLAC, WMPS, KNUS, KPAM, Q94, WAVZ, WOKY, KTAC, KIOA

WFIL, 99X, WHBO, WDRQ, KNUS, Q102, WQAM, WAVZ, KNDE, KDWB

WHBQ, WTI, WMAK, WBT, WING, KAKC, WFOM, KIMN, WBBQ, WISM

KILT, KNUS, Z93, WMAK, WSGN, WFOM, KCPX, WBBQ, WBBF, WHHY

WDRQ, WXYZ, WHBQ, WSAI, 130, KYA, WDG, KBEQ, WNDE

KRBE, WQAM, KXOK, KSTP, WAYS, WBG, KTLK, WBBF, WSGA

KHJ, 99X, KFRC, Z93, WMAK, WAPE, WJET, WSGN, WKY

WDRO, WCOL, WLAC, WING, WSGN, WFOM, KJRB, WBBQ, WAKY

Z93, WQXI, WMAK, WING, WSGN, KAKC, WFOM, WBBQ, WSGA

WPIX, WPEZ, WCOL, WLAC, WAPE, WING, WSGA, KDWB

RADIO ACTIVE SINGLES

- RICH GIRL — HALL & OATES — RCA**
WFIL ex-23, CKLW 18-11, WCAO 14-1, WGCL 22-14, KXOK 21-17, Y-100 23-18, Q-102 26-18, WCOL 21-15, WFI 21-13, 130 18-10, WMAK 20-10, WHBO 17-12, WPEZ 16-8, KYA ex-22, KGW 20-14, KSLO 33-28, KING 15-10, WAKY 28-15, WORC ex-27, WERC 24-19, WKY 17-7, KIOA 30-18, WHHY 22-13, KEEL 21-16, B-100 27-21, KDWB 10-4, WISM ex-26, WBBF 17-12, WZUU ex-19, KTLK 36-28, WNDE 20-12, KIMN 21-17, KNDE 20-15, WAPE 27-10, WPRO 21-16, WFOM 22-18, WDG 8-3, Q94 16-11, KLEO 17-7, KPAM 20-13, WVBF ex-19
- DANCING QUEEN — ABBA — ATLANTIC**
WABC 16-10, KHJ 15-9, WFIL 15-10, WPGC 13-5, WQXI 14-3, WMET 24-20, WOAM 26-21, KXOK 11-7, WCOL 16-11, Z93 13-9, 130 22-16, WMAK 16-12, KNUS 29-24, KYA 24-18, KSLO 18-10, KING 11-6, KILT 29-22, WHBQ 23-17, WAKY 26-19, KIOA 16-6, KEEL 11-7, KDWB 14-9, WSGA 14-8, WNCI 19-12, WZUU 17-13, Z96 11-7, WNDE 17-7, KIMN 12-6, KTAC ex-24, WSGN 13-8, KBEQ 22-16, WDG 20-13, WOKY 26-19, KCBO 8-3, WKLO 17-11
- DON'T GIVE UP ON US — DAVID SOUL — PRIVATE STOCK**
KHJ 23-16, WRKO 25-19, WCAO 25-18, WGCL 28-23, WLAC ex-24, WCOL 24-16, WFI 25-20, Z93 ex-29, WSAI 29-15, WKBW 15-5, KYA 17-12, WTI ex-28, KFRC 19-10, WHBQ 28-22, WORC ex-23, WERC 30-25, KERN 25-19, WHHY 9-1, KEEL 18-14, WISM 21-16, WIRL ex-23, WLEE ex-29, Z96 29-16, WBBO ex-30, WBCN 27-17, KJRB ex-24, KTAC ex-25, WFOM 19-13
- CARRY ON WAYWARD SON — KANSAS — KIRSHNER/EPIC**
WLS 21-16, CKLW ex-28, WMPS 23-19, WGCL 18-11, WOXI 24-19, KXOK 16-10, WSAI 26-16, WMAK 30-25, WKBW 27-20, WNOE 24-20, KSLO 6-4, KILT 23-19, WORC ex-30, WERC 8-3, B-100 23-18, KJR ex-24, WSGA 22-18, WNCI 10-3, WZUU 14-10, KTLK 37-31, WBG 20-13, KJRB 27-21, WPRO ex-25, WDG ex-28, WING 15-10
- LOVE THEME FROM 'A STAR IS BORN' — BARBRA STREISAND — COLUMBIA**
WLAC 6-1, WFIL 13-8, WOAM 10-4, WFI 12-8, WLS 18-13, 130 7-3, WPEZ 26-19, WKBW 22-1, WDRO 12-8, WNOE 5-1, KSLO 21-14, KING 10-3, KILT 9-4, KRBE 8-3, KIOA 6-1, KJR 11-7, WSGA 8-1, WBBF 15-3, KTLK 14-5, WBBO 10-6, WBG 17-11, KJRB 9-1, KTAC 17-12, KNDE 13-5, WFOM 11-6, WSGN 6-1, WAVZ 16-2
- MAYBE I'M AMAZED — WINGS — CAPITOL**
WABC ex-28, WFIL 24-20, WCAO 28-24, WMPS 24-17, WCOL 37-30, Z96 ex-30, WPIX ex-18, KNUS 24-16, WORC 29-24, WERC ex-29, KERN ex-26, WHHY ex-23, WISM ex-29, WLEE ex-24, KTLK 28-18, KTAC ex-26, WPRO ex-23, WFOM 29-23, KAKC ex-33, WSGN ex-32, WING 34-29, Q94 ex-29, KPAM 21-15, KEZY ex-33

SECONDARY RADIO ACTIVE

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

- SOUTHERN NIGHTS — GLEN CAMPBELL — CAPITOL**
Adds: WORD, WGLF, WMFJ, WICC, WFOM, WGSV, WAAY, WCRO, WFLI, WTMA, WFBR, WNDR, WBSR, KCRS; Jumps: WQPD 25-20, WFLB 29-24, WDBO Ex-29, WGOW Ex-28.
- TRYIN' TO LOVE TWO — WILLIAM BELL — MERCURY**
Adds: WHNN, 980, WKIX, WAIR, WISE, WJDX, WFOM, KAKC, WGSV, WING, WBSR, WAUG; Jumps: WTMA Ex-25, WFLB Ex-28, WGLF Ex-29, WOPD Ex-36, KVOL Ex-37.
- SAM — OLIVIA NEWTON-JOHN — MCA**
Adds: WSPT, WLCY, KAA, WPTR, WGUY; Jumps: KELI 21-16, WDBQ 27-21, 980 35-30, KFIV 25-16, KKLS 27-22, WCRO 28-19, WNDR 16-10, WBSR 28-22, KVOL 37-30, WAUG Ex-25, WAVZ Ex-21, WBG Ex-29.
- MAGICAL MYSTERY TOUR — AMBROSIA — 20th CENTURY**
Adds: WING, KVOL, WORD, WTLB, WAIR, WGLF, WQPD, WRFC, WISE, WBG, WEAQ, KFVR, WFLB, WKWK; Jumps: KRIB Ex-30, KKLS Ex-28.
- COULDN'T GET IT RIGHT — CLIMAX BLUES BAND — SIRE**
Adds: 980, WTLB, KELI, WROK, WYSL, WCRO, WBSR; Jumps: WQPD 29-24, WGSV 26-21, KVOL 32-26, WGLF Ex-30, WOW Ex-20, KVOX Ex-33.
- RIGHT TIME OF THE NIGHT — JENNIFER WARNES — ARISTA**
Adds: KRIB, KELI, WISM, KYNO, KFIV, KKLS, WFOM, KAKC, WING, WJON, WBSR, KCRS; Jumps: 14-RKO Ex-28.
- ALL STRUNG OUT — JOHN TRAVOLTA — MIDLAND**
Adds: KRIB, WKIX, WCUE, WTRY, WOPD, WFOM, KRSP, WFLB, WING, WBSR; Jumps: WCRO Ex-30.
- HOTEL CALIFORNIA — EAGLES — ASYLUM (LP cut)**
Adds: 980, WOPD, KKLS, WLCY, WGSV, KRSP, KVOX, WFLB, WING, G-55; Jumps: KAFY Ex-29.
- GLORIA — ENCHANTMENT — UA**
Adds: WROK, WAIR, KELI, wrfc, WFLB, WAVZ, KVOL, KCRS; Jumps: 96X 20-16, WQPD Ex-37.
- PART TIME LOVE — KERRY CHATER — WB**
Adds: WISE, WGSV, WFOM, WFLB, WGOW, KVOL, WAUG; Jumps: 980 Ex-40.
- I'M SCARED — BURTON CUMMINGS — PORTRAIT**
Adds: WISM, WBG, WING; Jumps: WGLF Ex-27, WGOW Ex-30, WGSV Ex-34, 14-RKO Ex-30.

KNOCKOUT!

"THEME FROM ROCKY"

(6798)

The smash hit single from the year's hottest film is a killer.

Performed by Current.

Produced by Joe Saraceno of "Hawaii Five-0"... "Theme from M*A*S*H"...

"No Matter What Shape Your Stomach's In" fame.

"Theme from Rocky." It's the new heavyweight champ from Playboy Records.

THE SINGLES BULLETS

- #1 MARY MACGREGOR** — Still #1 at 26% of our reporting stations. These majors have Macgregor at #1: KHJ, WABC, WLS, KXOK, WZUU, KTLK, KXOK, KBEO, WDRC, WSAI, WGCL, WPEZ, WHBQ, KLIF, WMPS, WVBF. Accounts reporting #1 sales include Wherehouse, Wallichs, Licorice Pizza/L.A., Banana/S.F., Tower/Sac., Peaches/Dallas and Denver, Richman/Phila., Central/Hartford, Bee Gee/Albany, Double B/Long Island, New England Music, Dicks/Boston, Moreys/Balt., Prospect/Cleve., Consolidated, Harmony House/Detroit, Sound Unlimited/Chicago, Marsh/Minn., Southern, United/Miami, Record Hole/San Antonio, Western/Amarillo, Music Scene/Atlanta.
- #4 BARBRA STREISAND** — Stations bringing this record home are KJR 11-7, WLS 18-3, KTLK 14-5, WOAM 10-4, WLAC 6-1, WPEZ 26-19, WSGN 6-1, KRBE 8-3, KILT 9-4, WFIL 13-8, 130 7-3, Number 1 at WOXI, KJOY, KLEO, KPAM, WNOE, WNCI, WCOL, WOKY, KJRB, WPRO, WSGN, WKBW and WLAC, a total of 17% of our reporters. Accounts reporting top 5 sales include Franklin, Music Scene/Atlanta, Zebra/Austin, Central South/Nash., Bromo/Oklahoma City, Western/Amarillo, United/Miami, Prospect, Stark/Cleve., Ambat/Cinn., Consolidated, Harmony House/Detroit, Dicks/Boston, Alwilk/N.J., Record & Tape/Balt., Alta/Phoenix, Tosh, Music St./Seattle, Everybody's/Portland, Music Plus/Los Angeles and Peaches/L.A., Columbus, Denver.
- #5 KENNY NOLAN** — Added at WPEZ. Jumped at WABC 15-7, KTLK 22-16, KIMN 16-11, WPIX ex-20, 130 27-21, WFIL 16-7, KHJ 16-10, KLEO 11-4, KBEQ 15-10. Top 5 at WKBW-2, WZUU-2, WOKY-5, WCAO-4, WTIK-5, KILT-5, KRBE-4, KERN-4. Accounts reporting top 10 sales include Interstate/Miami, New England Music, Strawberries, Peters/Boston, Alpha/N.Y., Cavages/Bufalo, Bee Gees/Albany, Central/Hartford, Music Plus/L.A., Tosh/Seattle, Peaches/Cleve.
- #6 AL STEWART** — This week had 19 jumps including these majors: WABC 18-12, WLS 11-8, WCOL 10-5, Y-100 23-17, WPEZ 27-21, WPRO 19-13, KCBO 10-6, WMAK 13-6, 130 26-18, WOKY 10-6, WTIK 23-12, KSLQ 20-15. Top 5 at WGCL-2, WCAO-2, KHJ-4, KLIF-4, KJR-4, WCOL-5, WMET-5. Accounts reporting top 10 sales include, Giant/Richmond, Bromo/Oklahoma City, Sound Unlimited/Chicago, Ambat/Cinn., Double B/Long Island, Norman Cooper, Seeburg/Phila., Peters/Boston, Alta/Phoenix, Licorice Pizza, Music Plus, City One Stop, Warehouse/L.A., Music St./Seattle, Peaches/L.A., Denver.
- #7 BOB SEGER** — Added at WPEZ, 130. Key jumps are WABC 27-17, WLS 5-4, WMET 12-6, Y-100 15-9, WZUU 20-16, KNUS 12-8, WOKY 32-22. Top 5 at WMAK-1, WFOM-1, WOXI-2, WLS-4, WPGC-3, WRKO-5, B-100-5. Accounts reporting top 10 sales include Franklin/Atlanta, Interstate/Miami, Sound Unlimited/Chicago, Seeburg, Richman/Phila., Potomac/Wash., New England Music/Boston, Moreys/Balt., Tower/Sac., Warehouse, City One Stop, Wallichs/L.A., Everybodys/Portland.
- #8 ABBA** — Added at WLS. Number two most jumped record this week with 35 stations. Important jumps are KILT 29-22, WHBQ 23-17, KHJ 15-9, WFIL 15-10, 13Q 22-16, WABC 16-10, WMET 24-20, WCOL 16-11, WNCI 19-12, KIMN 12-6, WOAM 26-21. Top 5 at WPIX-1, WAYS-1, WPGC-5, KCBQ-3, B-100-2, WOW-1, WHHY-4, WQXI-3. Top 10 sales reported at Bee Gee/Albany, Cavages/Bufalo, Alwilk/N.J., Norman Cooper/Phila., Buffalo One Stop/Bufalo, New England Music City/Boston, Alpha/N.Y., Moreys/Balt., Stark/Cleve., Franklin/Atlanta, Wilcox/Okla. City, Record Rack/L.A., Tower/San Diego, Banana/S.F., Everybody's/Portland, Licorice Pizza/L.A., Peaches/L.A., Cleve., Columbus, Dallas, Delwood, St. Louis.
- #10 KANSAS** — Seventh most added record added this week at WFIL, WOAM, O-102, KNDE, WAVZ, 99X, WHBQ, WDRC. Last week added at WLS, KTLK, CKLW, KHJ, WRKO. Fourth most jumped record of the week. Key stations are WQXI 24-19, WERC 8-3, KJR ex-24, WLS 21-16, WGCL 18-11, WNCI 10-3, KTLK 37-21, CKLW ex-28, WSAI 26-16, WOKY 20-14. Top 10 sales reported at Peters/Boston, Potomac/Wash., Moreys/Balt., Ambat/Cinn., Stark/Cleve., Bromo/Okla. City, Central South/Nash.
- #11 FLEETWOOD MAC** — Added this week at WABC, WNCI, 13Q, WPEZ. Jumped at WLS 14-12, WMET 16-10, WGCL 16-7, KNUS 18-11, WSAI 16-10, KLIF 14-7, KFRC 14-8, WDRC 14-9, KCBO 21-14, WAKY 11-2. Top 10 sales reported at Strawberries/New England Music/Boston, King Karol/N.Y., Harmony House/Det., Ambat/Cinn., Sound Unlimited/Chic., Franklin/Atla., Central South/Nash., Mile High/Denver, Alta/Phoenix, Soul City/L.A., Licorice Pizza/L.A., Peaches/Denver.
- #12 10cc** — 10th most added record this week with adds at WSAI, WNDE, 130, KCBO, KYA, WHBO, WDRO. Seventh most active record on the radio active chart. Important jumps are WLS 22-19, WPGC 17-10, WOAM 17-13, WSGA 21-16, WPGC 18-13, WFIL ex-21, WOKY 22-15, KING ex-20, KPAM 20-13, WAYS 20-15, KERN 23-18. Top 10 sales reported from Strawberries, New England Music/Dicks/Boston, Moreys/Balt., Prospect/Cleve., Franklin/Atlanta, Central South/Nashville, Wilcox/Okla. City, Warehouse/L.A., Odyssey/Calif., Peaches/Cleve.
- #13 THELMA HOUSTON** — Added at WPEZ, KLIF. Added last week at WABC, KHJ, WNOE, KCBO, WSGA, KBEO. Jumped this week at WABC 17-13, WGCL 19-13, WCOL 27-22, KIMN ex-22, Y-100 14-10, WDRC 26-17, WDGY 28-20, KRBE 17-8, WVBF 22-16. Top 5 at Z-93-4, WRKO-3, KJOY-2. This week Thelma is the #1 bulleted single on the **CB** R&B chart. Top 10 sales reported at Richmond/Phila., Peters/Boston, Record & Tape/Balt., Potomac/Wash., Strawberries, New England Music, Dicks/Boston, Specs's/Fla., Zebra/Austin, Music Street/Seattle, Peaches/Ft. Laud.
- #14 HALL & OATES** — Added at WIRL, KBEO, WDRC, WOKY, WING. Last week added at WFIL, Y-100, WRKO, WQXI. Already top 5 at WPGC-1, WAYS-2, WDGY-3, KSTP-1, WCAO-1, KJOY-5. Number 1 most active single with 41 jumps. Some of the more impressive moves are WCOL 21-15, KTLK 36-28, KIMN 21-17, Y-100 23-18, WPEZ 16-8, CKLW 18-14, WHBO 17-12, WMAK 20-10, 130 18-10, WFIL ex-23, KPAM 20-13, KSLQ 33-28. Strongest sales out of the midwest. Top 10 sales reported at Peter's/Boston, Potomac/Wash., Double B/L.I., Consolidated/Det., Harmony House/Det., Northern/Cleve., Ambat/Cinn., Stark, Prospect/Cleve., Western/Amarillo, Bromo/Houston, Zebra/Austin, Tosh's/Seattle, Licorice Pizza/L.A., Odyssey/Calif., Peaches/Cleve. and Dallas.
- #15 BEE GEES** — Added at KNUS, KLIF, WMET, WGH, KIOA. Last week added at WNCI, WBBF, WHBO. Jumps at WRKO 17-11, WHBQ 25-20, KILT 20-13, KRBE 18-14, WQXI 18-13, B-100 25-20, KEEL 20-15, WSGA 18-14. Strongest sales out of the south, reported at Western/Amarillo, Bromo/Okla. City, Franklin/Atla., Central South/Nash., Music Scene/Atla., Giant/Va., Richmond/Phila., Central/Hartford, Potomac/Wash., King Karol/N.Y., New England Music City/Boston, Moreys/Balt., Northern/Cleve., Mile High/Denver, Record Rack/L.A., Music Street/Seattle, Warehouse/L.A., Tower/San Diego, Soul City/L.A., Tosh/Seattle, Peaches/L.A., Columbus, Denver and St. Louis.
- #16 BOSTON** — Six adds this week including WLS, KHJ, WPEZ, WHHY, KIOA, WIRL. 18 jumps this week including WQXI, WMET 21-16, WNCI 23-19, KILT 30-22, WOKY 23-17, KSTP 13-8, KPAM 24-16, KBWD 30-18. Strong sales reported from Peter's/Boston, Potomac/Wash., Eastern/Phila., Double B/L.I., King Karol/N.Y., New England Music, Dicks/Boston, Ambat/Cinn., Sound Unlimited/Chi., Western/Amarillo, Bromo/Okla. City, Central South/Nashville, Tower/San Diego, Odyssey/Calif., Peaches/Dallas.
- #20 DAVID SOUL** — The number one most added single this week with 19 adds. Key adds are WOXI, WAKY, WMPS, WNCI, KTLK, WFIL, WPGC, KCBO, WVBF. Single was also third most active with 33 jumps: important jumps were KERN 25-19, WHHY 9-1, KEEL 18-14, WCAO 23-18, WGCL 28-23, WCOL 24-16, WRKO 25-19, KBEQ 13-5, WSGN 22-11, WKBW 15-5. Top 5 already at WBBF-1, KBEQ-5, WKBW-5, WHHY-1. Selling very heavily on the west coast and in Boston. Reports from Peters, Dicks, New England Music City/Boston, Central/Hartford, Bee Gee/Albany, Cavages/Bufalo, Potomac/Wash. Double B/L.I., Buffalo One Stop/Bufalo, Ambat/Cinn., Stark, Prospect/Cleve., Marsh/Minn., Franklin/Atla., Southern/Miami, Tower/Sac. Banana/S.F., Music Plus, Soul City, Licorice Pizza/L.A., Peaches/Cleve.
- #27 GEORGE HARRISON** — Fourth most added record with 11 adds. Added at WKY, B100, Z93, KTAC, WSGA, KLEO, KILT, WGH, KRBE. Jumps at KERN 17-13, KJR ex-23, WORC 23-18, WCAO 22-17, WCOL 13-6, WLAC 19-15, KXOK 19-14, KNUS 27-23, WAYS 22-16, WMAK ex-30, WSAI 30-17, WOKY 33-25. Sales reported at Potomac/Balt., Eastern/Phila., Buffalo One Stop/Buf., Moreys/Balt., Stark/Cleve., Franklin/Atla., Central South/Nash., Southern Miami, Mile High/Denver.
- #28 WINGS** — Second most added record this week with 15 new station adds. Heavies are KJR, WMET, WGCL, WSAI, WAYS, 13Q, WPEZ, KSLQ. Last week Wings was most added record with 24 adds. Also is sixth most active record this week with 27 jumps — Key jumps are WABC ex-28, WCOL 37-30, KNUS 24-16, WPIX ex-18, WFIL 24-20, WTIK ex-29, WMPS 24-17, WORC 29-24, WCAO 28-24, Z93 ex-30, KTAC ex-26, WPRO ex-23, KAKC ex-33, WLEE ex-24, WFOM 29-23, Q94 ex-27, KJOY 29-15, KPAM 21-15. Strong operator reaction along with heavy airplay marks heavy sales in the northeast. Reporting accounts are Peters/Boston, Central/Hartford, Bee Gee/Albany, Potomac/Wash., Double B/L.I., King Karol/N.Y., Dicks/Boston, Moreys/Balt. Ambat/Cinn., Prospect/Cleve., Bromo/Okla., City, Central South/Nashville, Southern Miami, Mike High/Denver, Record Rack/L.A., Warehouse/L.A., Peaches/Dallas, Denver.
- #29 TOM JONES** — Sixth most added single this week with new adds at WCAO, WLAC, KNUS, WRKO, KPAM, WAVZ, Q94, WOKY, KTAC, WMPS. Last week added at WERC, WQXI, KIMN, KBEQ, KFRC, WTIK. Jumped this week at WOXI 30-25, KIMN ex-23, KLIF 15-10, WTIK ex-30, WBBQ ex-27, WERC ex-30, WOW ex-12. Top 5 at WKLO-3, KILT-3, KRBE-2. Strongest sales from the south. Reported at Peters/Boston, Cavages/Buf., Double B/L.I., Harmony House/Det., Stark Prospect/Cleve., Sound Unlimited/Chi., Western/Amarillo, Southern/Miami, Wilcox/Okla. City, Wallichs/L.A., Peaches/L.A., Ft. Laud., Dallas, Denver. (#4 bullet on **CB** Country chart).
- #32 ELO** — Added at Z-93, KHJ, 99X, WMAK, WSGN, WJET. Last week was third most added record with the heavies being KILT, KGW, WIFI, WCAO, WMPS. Jumped at KTLK 39-29, KILT ex-37, WBBQ ex-28, WCAO ex-30, WISM ex-30, KSTP 27-21, KAKC ex-35, WAVZ 26-20. Sales reported at Record & Tape/Balt., Norm Cooper/Phila., Strawberries/Boston, King Karol/N.Y., Town Hall/N.Y., Moreys/Balt., Interstate/Miami, Record Shack/Atla., Tower/San Diego, Banana/S.F., Peaches/Cleve., Ft. Laud., Denver & St. Louis.
- #34 DENIECE WILLIAMS** — Added this week at 13Q, WIFI, KCBQ. Last week at WPRO. Jumped at EERC ex-32. Strong crossover sales from the following accounts: Record & Tape, Morey/Balt., Norm Cooper/Phila., Strawberries/Boston, King Karol, Town Hall/N.Y. Interstate/Miami, Record Shack/Atla., Tower/San Diego, Banana/S.F., Peaches/Clev., Ft. Laud., Denver, St. Louis. (Former top 3 single on the **CB** R&B chart).
- #35 ARS** — Fifth most added record with 11 adds including WQXI, WAYS, CKLW, WVBF, WAVZ, KNUS. Jumped at 11 stations including WBBQ 30-26, WHHY 15-8, KXOK 23-19, WSGN ex-29, WFOM 25-16, O94 ex-23. Last week added at WMPS, WCAO, KXOK. Sales reported at Peters/Boston, Bee Gee/Albany, Potomac/Wash., Harmony House/Det., Sound Unlimited/Chi., Franklin, Music Scene/Atla.
- #37 ROD STEWART** — Third most added single with 14 new adds. Key station adds are B100, WMET, O102, KIMN, WISM, WGA, WKWB, WPIX. Among last week's heavy adds were WFIL Z93, KRBE, KGW. Important jumps at KILT 33-27, KRBE ex-29, WRKO 23-17, KERN ex-29, WAKY 29-24, WHHY 25-21, KBEQ 28-23, WDRC ex-29, WLEE 29-21, WFOM 30-26, WVBF ex-22. Strongest sales out of the south and northeast at Peters, Strawberries, New England Music City and Dicks/Boston, Bee Gee/Albany, Potomac/Wash., Eastern/Phila., Consolidated/Det., Sound Unlimited/Chi., Record Hole/San Antonio, Bromo/Houston, Central South/Nash., Franklin Music Scene/Atla., Specs Southern Miami, Banana, Licorice Pizza/S.F., Peaches/Dallas, Delwood.
- #38 JACKSON BROWNE** — Added at KTLK WQAM, WSGN, KXOK, WBBF, WAYS, KSTP. 10 jumps including Q102 20-16, WCOL 35-29, KIMN ex-25, KAKC ex-34, WVBF 19-15, KILT 33-26. Sales reported at Central/Hartford, Potomac/Wash., Double B/L.I., King Karol/N.Y., Moreys/Balt., Northern/Cleve. Western/Amarillo, Central South/Nash., Music Scene/Atlanta, Specs & Southern Miami, Banana & Licorice Pizza/S.F., Peaches/Dallas, Delwood.
- #41 WILTON PLACE STREET BAND** — Added at WIFI, WPIX, WDRC, WBBF. Last week added at WCAO. Jumped at B100 ex-30, WORC 22-17. Sales reported at Peaches/L.A., Ft. Laud., Denver, Warehouse/L.A., Tower/San Diego, Richman/Phila., King Karol/N.Y., Franklin/Atl. (#26 bullet on **CB** R&B chart).
- #45 ELTON JOHN** — Added at KJR, Z93, WPEZ, KJOY, WNDE. Last week added at 10 stations including CKLW, KLIE, WNOE, KRBE. Jumps at CKLW ex-30, WPRO ex-24, WDRC ex-30, WMAK ex-24, WSGN ex-31, WIRL ex-18, WFOM ex-29, KLIF 27-22, WVBF ex-23, KILT 40-33, KPAM 26-17. Heaviest sales reported in the Northeast with very strong operator buys. Sales at Dicks/Boston, Central/Hartford, Bee Gee/Albany, Double B/L.I., New England Music City/Boston, Alpha, King Karol/N.Y., Moreys/Balt., Ambat/Cinn., Prospect/Cleve., Marsh/Minn., Central South/Nash., Southern/Miami.
- #47 RUFUS** — Added at WPGC, WNCI, WCOL, WORC, WHHY, WTIK. Jumped at WABC ex-27, WING 41-34, WDRQ 24-17, KRBE ex-30. Strong sales reported at Shack, Music Scene/Atlanta, Moreys/Balt., King Karol/N.Y., Double B/L.I., Cavages/Bufalo, Peaches/Dallas, L.A., Banana/S.F. & Warehouse/L.A., (Jumped #29 bullet to #13 bullet on the **CB** R&B chart).

MOTOWN'S TRIPLE THREAT

Jerry Butler

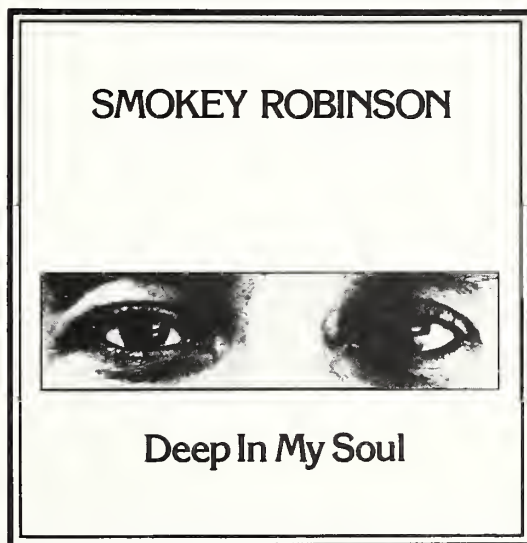
The single
"I Want To Do It To You"
M-1414
from the album
"Suite For The Single Girl"
M6-878S1

Smokey Robinson

The single
"There Will Come A Day"
(I'm Gonna Happen To You)
T-54279
from the album
"Deep In My Soul" T6-350S1

The Originals

The single
"Call On Your Six Million
Dollar Man" S-35121F
from the album
"Down To Love Town"
S6-749S1



If you know music...you know Motown!



REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. KISS (ALIVE)
2. BARRY MANILOW (TRYIN')
3. LOU RAWLS
4. JACKSONS
5. BOB SEGER
6. ABBA
7. DAVID SOUL
8. DIANA ROSS
9. THELMA HOUSTON
10. STEPHEN BISHOP

MIDWEST

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

1. AVERAGE WHITE BAND
2. JOURNEY
3. EMMYLOU HARRIS
4. BOOTSY'S RUBBER BAND
5. STARCASTLE
6. LEON REDBONE
7. MICHAEL FRANKS
8. ATLANTA RHYTHM SECTION
9. UTOPIA
10. JANIS IAN

NORTHEAST

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

1. KINKS
2. ABBA
3. TRAMMPS
4. GENTLE GIANT
5. JOAN ARMATRADING
6. NEIL DIAMOND
7. DIANA ROSS
8. MARSHALL TUCKER
9. ATLANTA RHYTHM SECTION
10. GATO BARBIERI
11. RENAISSANCE
12. THELMA HOUSTON
13. DENIECE WILLIAMS
14. JACKSONS
15. LEON REDBONE

WEST

(California, Seattle, Portland)

1. JOURNEY
2. EMMYLOU HARRIS
3. KINKS
4. LEO SAYER
5. JACKSONS
6. LEON REDBONE
7. MARSHALL TUCKER
8. GROVER WASHINGTON
9. BLACKBYRDS
10. MICHAEL FRANKS
11. NEIL DIAMOND
12. PABLO CRUISE
13. THELMA HOUSTON
14. THE BABYS
15. JANIS IAN

NATIONAL BREAKOUTS

- | | |
|------------------|------------------------|
| 1. PINK FLOYD | 6. AEROSMITH |
| 2. FLEETWOOD MAC | 7. GEORGE BENSON |
| 3. DAVID BOWIE | 8. MARY MACGREGOR |
| 4. MANFRED MANN | 9. JIMMY BUFFETT |
| 5. GENESIS | 10. ROOTS — SOUNDTRACK |

BALTIMORE/WASHINGTON

1. BOOTSY'S RUBBER BAND
2. MAZE
3. MAN'S THEORY
4. JEAN CARN
5. RENAISSANCE
6. KINKS
7. DENIECE WILLIAMS
8. TRAMMPS
9. ASHFORD & SIMPSON
10. AVERAGE WHITE BAND

DENVER/PHOENIX

1. EMMYLOU HARRIS
2. ATLANTA RHYTHM SECTION
3. MARSHALL TUCKER
4. MICHAEL FRANKS
5. JOURNEY
6. KINKS
7. SEA LEVEL
8. JANIS IAN
9. PABLO CRUISE
10. NEIL DIAMOND

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. JEFFERSON AIRPLANE
2. LEON REDBONE
3. EMMYLOU HARRIS
4. JANIS IAN
5. BOOTSY'S RUBBER BAND
6. GATO BARBIERI
7. SEA LEVEL
8. J.J. CALE
9. GROVER WASHINGTON
10. MARSHALL TUCKER

SOUTHEAST

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

1. MARSHALL TUCKER
2. EMMYLOU HARRIS
3. ATLANTA RHYTHM SECTION
4. ABBA
5. DENIECE WILLIAMS
6. BOOTSY'S RUBBER BAND
7. THELMA HOUSTON
8. AVERAGE WHITE BAND
9. SEA LEVEL
10. STEPHEN BISHOP

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

REGIONAL ALBUM ACTION 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 and 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/Malme, 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 Milenium/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, Shuiman-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.

Analysis of 8 Track/Cassette Tape Market; Auto Use A Factor

(continued from page 16)

reverse. I think the automobile has held back even more than the consumer (in reference to cassettes). But I don't look for the cassette becoming 40% or 50% of the tape market. It could and will come up to some degree, but I don't think you're looking at more than 15% to 20% for some time, and I think 15% to 20% would be high."

Auto Destroys Sound

Although cassette unit manufacturers would like to make inroads in the 8 track automobile market there is an inherent factor in the nature of the automobile that minimizes the sound reproduction advantages of the cassette. Fred Dellar explained that "car unit users may not be as discriminating in their musical expectations, simply because the car destroys the sound quality anyway. There is the background of constant engine noise, and road and tire noise, and horns beeping. It's difficult for

the human ear to discriminate between all these background noises and still distinguish stereo separation, high and low end frequency response, etc. And the car itself is not a good sound chamber," Dellar added, "because it's a glass enclosed chamber. Or try to get good sound reproduction in a convertible! It just doesn't work." With car manufacturers, especially Ford, attempting to limit internal passenger compartment noise levels, the cassette advantages in actual sound may be heard somewhat better than in the past, but the problem of space in the car for speakers is still a concern. Most car speakers simply do not project sound that is acceptable to discriminating home listeners. Consequently, the minor difference in sound and frequency response between cassette and 8 track is minimized, to the advantage of the 8 track.

While cassette deck and playback equip-

ment manufacturers attempt to capture more of the automobile market, 8 track companies are moving into the home market. With the demise of the prerecorded reel to reel tape, 8 track playback and deck manufacturers hope to capitalize on this vacuum. And this attempt is being watched closely by record manufacturers for one basic reason. While the sale of units that record and playback determine the proportion of blank 8 track to blank cassette, depending on the number of each type sold, it also determines which type of prerecorded tape will be played in the home. Recording companies do not want to be caught without the capability of moving quickly into whichever market eventually will dominate. In addition to losing sales, they have large investments to protect or invest in the manufacture of prerecorded tape, unless they subcontract the tape recording process.

One difficulty the 8 track has in moving into the home market is that the cassette has been the predominant form for home recorders, which are, in the more acoustically favorable environment, a format that is preferred. And, as mentioned before, the cassette has been, until recently, a home-oriented unit. Cassette units, which for the most part can record as well as playback, got the jump on 8 track home units in much the same way 8 track units forged an early sales lead in automobiles. And while Ford's Knighton cited consumer demand as a factor in 8 track car sales, equipment manufacturers have concentrated on cassette units as the most viable home tape center.

Few 8 Track Recorders

Steve Rourke, buyer for University Stereo, a large Southern California stereo equipment retailer, thinks manufacturers

(continued on page 42)

Almo Music congratulates

Tony Macaulay

**on what will be his
36th Consecutive Top Ten Record
of his writing and producing career
with**

**David Soul's hit recording of
"Don't Give Up On Us!"**

**Tony Macaulay's songs have
been responsible for selling more
than 30 million records.**

**We think that's a
pretty fantastic track record
and we are proud to be a part of
his songwriting career.**

ALBUM CHART ANALYSIS

#5* PINK FLOYD

Following in the footsteps of their previous two releases, Pink Floyd's "Animals," after only two weeks on the charts, has obtained outstanding reports at all levels in all regions. In the West/Denver-Phoenix Pink Floyd has accumulated outstanding qualitative reports including Licorice Pizza (1), Warehouse (1), Millenium (1), Independent (1), Everybody's (2), Dan Jay (2), Rolling Stone (2), Mile High (2), Odyssey (3), World Wide (3), Tower (San Diego) (5) and Peaches (L.A.) (5). Midwest action parallels that of the West with reports from 1812 (1), Radio Dr. (1), Caper's Corner (1), Peaches (St. Louis & Delwood) (1), Streetside (3), Lieberman (3), Swallen's (4), Peaches (Maple Heights) (4) and Northern (4). In the Northeast/Balt.-Wash Region, King Karol and Harvard Coop report top thirty action, as well as top five reports from Jimmy's, TSS/Record World, Strawberries, Record & Tape Coll., Harmony Hut, Buffalo One Stop and Dicks. Most impressive is the debut reported by J.L. Marsh (computer run) at number 18, and the top 100 debut on the Handelman computer run.

#11* BOB SEGER

Both retail and racked accounts report this week to be Seger's best to date. Every major reporting account has included Seger in their top thirty best sellers including Camelot (5), Disc (5), Korvettes (7), Odyssey (7), Licorice Pizza (8), Everybody's (8), King Karol (8), World Wide (10), Record Bar (10), Harvard Coop, Western Merch., National Record Mart, Music Plus, Warehouse, Sounds Unltd. and City One Stop. Secondary accounts in the South Central Region report top five action, with reports from Record Hole (4), Wilcox (4), Bromo (5), Tape City (6), Zebra (7) and Peaches (Dallas) (7). Both J.L. Marsh and Handelman (computer runs) confirm top thirty action. The title single "Night Moves" moves 8-7 bullet on the CB Top 100 Singles chart this week. Exceptional FM airplay on "Main Street" should convince Seger's audience that he is not a one-shot artist.

#13* FLEETWOOD MAC

Fleetwood Mac has indeed become the hottest property in the business, their last effort selling in excess of 3½ million units. Initial reaction on "Rumours" is no less enthusiastic with 15% of all accounts reporting it their best seller and 40% of all accounts reporting top 5 sales after only one week. Number 1 reports include: Peter's, Record Masters and Strawberries in the Northeast/Balt.-Wash. Region; Franklin, Inner Sanctum, Giant and Central in the Southeast/South Central Region; Streetside in the Midwest Region; and All, Everybody's, Mile High, Peaches and Dan Jay in the West/Denver-Phoenix Region. Other accounts reporting top 5 action include World Wide (2), Licorice Pizza (2), Odyssey (2), Western Merch. (3) and Music Plus (3). The first single, "Go Your Own Way," (the last had three), at #11 bullet, will undoubtedly bring this album to double platinum status.

#17* KANSAS

While the racked accounts confirm steady growth on "Leftverture," the retail action has been nothing short of superb. The Northeast Region has been light since the album's release, but the single "Carry On My Wayward Son" at number 10 bullet on the CB Top 100 Singles chart could be the stimulating factor in that region. The Midwest Region, the first to report top 10 sales continues to move significant volume as reported by 1812 (2), Peaches (Columbus) (2), National Record Mart (6), Disc (6), Peaches (Maple Heights & Cleveland) (6), Swallen's (9) and Camelot (10). Equally impressive is the West Region with top 10 reports from Licorice Pizza, Music Plus, Warehouse, Odyssey and Tower (San Diego). The Record Bar (national) continues to report Kansas in top 10 capacity, this week at number 9.

#19* RUFUS

"At Midnight" at number 47 bullet on the CB Top 100 Singles chart and number 13 bullet on the CB R&B singles chart, and "Ask Rufus" at number 2 bullet on the CB R&B LP chart, number 11 at Record Bar (national), and number 14 at Korvettes (national), combine to make the Rufus LP among the most significant jumps of the week. The Balt./Wash. Region accounts report top 3 sales after only four weeks on the chart. Reports there include Harmony Hut (1), Morey's (1), For The Record (2), Waxie Maxie (2) and Record & Tape Coll. (4). Following closely behind is the Northeast Region with reports from King Karol, Harvard Coop, TSS/Record World, Cavages, N.E. Music City, Harmony House, Alwilk, Buffalo One Stop, Double B, Vornado and Richman Bros. Major accounts in other regions experiencing top 20 sales include Disc, Music Plus, Warehouse, City One Stop and World Wide. Outstanding jumps were noted at both J.L. Marsh and Handelman (computer runs), entering the top 75 at both racks.

#26* MANFRED MANN

Retail and one-stop action have been strong enough to help Manfred Mann maintain bulleting status despite stagnation experienced at the racked accounts. Strongest sales come out of the south Central, Midwest and West/Denver-Phoenix Regions, resulting in a number 4 position on the National Breakout chart. Reports in the South Central Region include Western Merch., Bromo, Peaches (Dallas), Record Hole and Wilcox. The Midwest Region accounts display highly qualitative reports including National Record Mart (3) and Camelot (3) as well as Sounds Unltd., Record Theater, Lieberman and Northern. In the West/Denver-Phoenix Region, accounts include Music Plus, Everybody's, City One Stop, Odyssey, Banana and Millenium, Dan Jay, Peaches (Denver), Independent and Rolling Stone.

#27* GENESIS

Much like Manfred Mann, Genesis finds their greatest strength to be at the retail level. Major accounts reporting top 30 action include King Karol, National Record Mart, Licorice Pizza, Music Plus and Sounds Unltd. Strongest secondary account action comes from the Northeast with reports from Alexander's, Cavages, N.E. Music City, Harmony House, Alwilk, Bee Gee, Buffalo One Stop, Double B, Norman Cooper, Richman Bros. and Dick's. The Midwest Region continues to display strong sales, reports coming out of 1812, Streetside, Swallen's, Peaches (Maple Heights, Cleveland, St. Louis & Delwood), Lieberman and Northern. Korvettes (national) reports new action, and Handelman (computer run) displays a jump in excess of 100 positions.

#30* GEORGE BENSON

This week's number 7 National Breakout secured reports from all regions. Major ac-

counts including Benson in their top 30 are Camelot, Disc, Everybody's, Sounds Unltd., City One Stop and World Wide. Highlighted accounts are For The Record, Record Masters and Record & Tape Coll., Tape City, Mushroom, Music Street, Lieberman and All, all reporting top 5 sales or better. "In Flight" presently occupies the number 1 position on the CB Jazz LP chart (as did his last effort), and number 7 bullet on the CB R&B LP chart. Benson's "Breezin'" reached platinum status, and though this album should go gold, a hit single will be the necessary force in obtaining sales equal to his last effort.

#40* MARY MACGREGOR

Though racked accounts are expected to do the bulk of sales on this number 7 National Breakout, retail accounts are displaying equal success on "Torn Between Two Lovers." The Northeast, Midwest and oddly, the Balt./Wash. Region highlight regional action. Midwest accounts include National Record Mart, Camelot Disc, Caper's Corner, Swallen's, Lieberman and Ambat. In the Northeast accounts include King Karol, Jimmy's, TSS/Record World, Cavages, N.E. Music City, Bee Gee, Double B, Norman Cooper and Dicks. In the Balt.-Wash. Region accounts include Harmony Hut, Potomac, Waxie Maxie and Morey's. Western Merch., Warehouse and City One Stop are among the major accounts reporting Macgregor. This album appears in the top 100 on both the J.L. Marsh and Handelman computer runs.

#61* JIMMY BUFFETT

Number 9 on the National Breakout chart this week, Buffett is making strong inroads in markets once negligible. The Southeast (Buffett's hometown), and South Central Region prove strongest with reports from Franklin, Gary's, Peaches (Ft. Lauderdale), Record Shack, Interstate and Central South in the Southeast Region and Tape City, Mushroom, Bromo, Inner Sanctum and Zebra in the South Central Region. The West/Denver-Phoenix Region proves to be another strong market with reports from Everybody's, Odyssey, Tower (San Diego), Music Street, Millenium and All in the West, and Dan Jay, Peaches (Denver), Rolling Stone and Mile High in the Denver-Phoenix Region. The Record Bar reports an outstanding number 3 position and both J.L. Marsh and Handelman display initial debuts in the top 300 on the computer printouts.

#62* ATLANTA RHYTHM SECTION

A.R.S. has long been a Southeast cult band. As with so many groups, the lack of a hit single has hindered in bringing national exposure to the group. However, with "So In To You" at number 35 bullet on the CB Top 100 Singles chart, the building process has begun. Number 3 on the Southeast Region chart, accounts reporting include Gary's, Franklin, Music Scene, Record Shack and Giant. Reports from Dan Jay, Peaches (Denver), Independent and Mile High have resulted in a number 3 position on the Denver/Phoenix Region chart. Handelman reports upward movement in excess of 100 positions and Korvettes has reported breakout action on A.R.S.

#63* BOOTSY COLLINS

Number 1 in the Balt.-Wash. Regional chart this week, Bootsy's Rubber Band obtained reports from For The Record (1), Record & Tape Coll. (1), Harmony Hut, Potomac and Morey's. Midwest reports, where Bootsy places 4th, include Camelot, Streetside, Peaches (Maple Heights & St. Louis). The Record Bar (national) reported Bootsy at number 7, with a top 10 report from World Wide. Number 7 bullet on the CB R&B LP chart, a hit single (R&B or pop) should bring Bootsy to gold status.

#78* JOURNEY

Journey has long been a favorite of AOR. Sales are finally following the FM saturation as evidenced by the number 1 position on the West Regional chart. Reports there include Music Plus, Everybody's, World Wide, Millenium, All, Banana and Peaches (L.A.). Reporters in the Midwest Region include Disc, Peaches (St. Louis & Columbus), Streetside, Caper's Corner and Lieberman, resulting in a number 2 position on the Midwest Regional chart. The South Central Region displays initial excitement with reports from Zebra, Peaches (Dallas) and Record Hole.

#80* TRAMMPS

The Northeast/Balt.-Wash. were the regions responsible for the success of the Trammis' last LP. "Disco Inferno" proves to be no different. Number 3 in the Northeast Region. Reports come from Alwilk, Jimmy's, TSS/Record World, Double B, N.E. Music City, and Alexander's Number 8 in the Balt.-Wash. Region reports there include For The Record and Morey's. The Southeast Region displays new action with reports from Record Shack and Music Scene.

#89* "ROOTS" — QUINCY JONES

The TV movie witnessed by more than 180 million viewers has made exceptional impact as a soundtrack. First week reports include Korvettes, Consolidated, Mushroom, Peter's, Peaches (St. Louis, Delwood & Dallas), TSS/Record World, Buffalo One Stop, Tape City, For The Record, Harmony House, Franklin and Streetside. The all-encompassing appeal of this soundtrack should make it a number 1 contender, and according to A&M, the album has already shipped in excess of gold.

#96* MARSHALL TUCKER BAND

Number 1 on the Southeast Region chart, Tucker has long been a staple in the diet of Southern rock fans. Reports in the Southeast Region include Record Shack, Gary's, Giant, Central South and Franklin. The West Region chart reflects Tucker at number 7 due to reports from Music Plus, Everybody's and Tower (San Diego). The Denver-Phoenix Region displays Tucker at number 3, reports coming from Dan Jay and Peaches (Denver). The racked accounts will undoubtedly move their fair share of product and should be visible at that level within a week.

#98* KINKS

Their first album on the Arista label, the Kinks received excellent response from regions generally strong on Kinks product. The Northeast Region, where the Kinks finished number 1, obtained reports from King Karol, Alwilk, Norman Cooper, Strawberries, TSS/Record World, Harvard Coop and Dick's. The Balt.-Wash. Region turned in an impressive performance, reports coming from Waxie Maxie, For The Record and Potomac. Number 3 in the West Region, accounts reporting include Music Plus, Licorice Pizza, Odyssey and Tower (San Diego). The Kinks have a track record of top ten singles and this album, being a non-concept album, should make picking a single a bit easier.

Industry Execs Deny Charges In N.Y. Times Grand Jury Story

(continued from page 7)

major record companies ought to begin cracking down on lowballers and regulate prices in their own self-interest. This, they said, should not be illegal.

Retailers Corroborate Allegations

A Midwest retail chain store executive told *Cash Box*, "When I was a distributor and I thought a retailer was bastardizing my product by his advertising or selling policy, I'd say to him, 'Look. I'm legally within my

bounds to not give you advertising dollars.'" The real problem, he argued, is that "no one (manufacturer) in the record industry today has the guts to make a stand" and test the antitrust provisions of the Sherman Act.

The antitrust attorney said, however, that while under the law it would probably be legal for a company to "blackball" a dealer entirely (for just cause), or to key advertis-

ing allowances to the sale and promotion of "certain LPs and tapes," the practice described by the Midwest executive appears on the surface to be illegal.

In the area of ad allowances and "special deals" between record companies and distributors, rack jobbers and retailers, the Sherman Act overlaps with the Robinson-Patman Act and is also reportedly a record industry grand jury focus.

The Robinson-Patman Act is not specifically an antitrust provision, having been passed during the Depression to protect smaller dealers against more economically powerful and unscrupulous larger dealers. The act prohibits the seller (supplier) from discriminating in price between buyers, but gives the seller three defenses, and it is in those defenses that

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LEONTYNE PRICE AT SAM GOODY'S — Temperatures in New York were freezing, but soprano Leontyne Price's fans flocked to Sam Goody's 51st St. store anyway. The occasion was an autographing session to promote Price's new RCA album, "La Forza del Destino" by Verdi. Pictured inside the store are, from left: Ernest Gilbert, director of Red Seal Marketing for RCA Records; Steve Steinitz, regional manager for Sam Goody's in New York; Leontyne Price; Sam Stolen, regional buyer for Sam Goody; Harry Wasser, salesman for Sam Goody; Glenn Smith, Red Seal merchandising manager for RCA Records; Mary Beth Connors, salesperson for RCA Records; Shirley Lye; Elizabeth Donegan, secretary to Hubert Dilworth and Hubert Dilworth, Price's personal manager.

Classical Clips

NEW YORK — Conductor **Andrew Davis**, who made a splash last year with his debut U.S. album on Columbia, will be taking the **Toronto Symphony** to the People's Republic of China next season under the auspices of a Sino-Canadian cultural exchange program. Additionally, the orchestra and its 33-year-old music director will be making their first New York appearance together at Carnegie Hall on March 17.

During a recent interview with **Cash Box**, Davis discussed the evolution of his approach to conducting. Unlike some other young conductors who have made a name for themselves by specializing in a particular repertoire, Davis evidenced an eclectic interest in music of all periods. However, on the basis of his past and future releases on disc, it would appear that Davis is especially attracted to late romantic and to 20th century music.

His first Columbia recording, for example, features works by **Prokofiev** and **Britten**, a second LP on that label, soon to be released, will include **Franck's** D minor Symphony and **Faure's** "Pelleas and Melisande"; and Davis plans to record pieces by **Janacek** and **Durufle** in the near future. Meanwhile, he and the Toronto Symphony are in the process of recording

the first complete cycle of **Borodin** symphonies on disc for Columbia. But the fact that nobody has done it before, the conductor said, was at least as important as his own regard for Borodin's music in the decision to make this particular album.

BACH AGAIN — A major work by **J.S. Bach**, recently discovered in Strasbourg, Germany by a Harvard professor, has just been recorded on the Marlboro Recording Society label. The performance of 14 canons based on the theme of Bach's "Goldberg Variations" is the first ensemble rendition of them since they were composed over 200 years ago . . . All profits from DG's current "live" album, featuring pianist **Claudio Arrau** and conductor **Leonard Bernstein**, will be donated to Amnesty International. This group works to secure freedom or at least humane treatment for "political prisoners" all over the world . . . A special exhibition commemorating the 110th anniversary of the birth of **Arturo Toscanini** will be presented under the joint auspices of the U.S. Information Agency and BMI in America and Italy during 1977.

AWARDS — Philips' recordings of **Bach's** "Art Of The Fugue" (Marriner/Academy of St. Martin-in-the-Fields), and **Mahler's** "Das Lied Von Der Erde" (Haitink/Concertgebouw Orchestra) have

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CHARLES DODGE: Synthesized Speech Music. CRI SD 348. List: 6.95

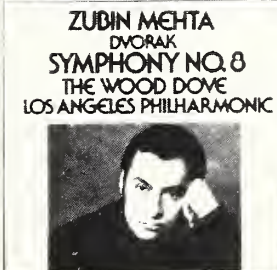
As the album's title indicates, the three works on it feature speech sounds which have been electronically altered and synthesized through a computer. The earliest of them, "Speech Songs" (1973), intersperses pitch and tempo alterations of a voice reading poetry with actual lines of verse. "In Celebration" (1975) is a frightening look into the mind of a completely passive person, and "The Story Of Our Lives" (1974) employs a kind of synthetic *Sprechstimme* to portray a pair of empty lives. A terrific talent with a nightmarish vision.

SCHUBERT: "Trout" Quintet. Tashi with guest artists Joseph Silverstein, violin, and Buell Neidlinger, double bass. RCA ARL 1-1882. List: \$7.98

Silverstein, concertmaster of the Boston Symphony and leader of the BSO Chamber Players, provides an unerring focus in this glowing rendition of the "Trout" Quintet. Pianist Peter Serkin of Tashi holds up his end with admirable control and finesse, and the lower strings provide supportive groundwork for Serkin's and Silverstein's lyric flights. An unalloyed delight.

DVORAK: Symphony No. 8 in C; The Wood Dove. Los Angeles Philharmonic, Zubin Mehta, conductor. London CS 6979. List: \$6.98.

While this is an unusually competent performance of Dvorak's big, bouncy Eighth Symphony, it lacks the warmth of other recordings of the work by Walter (Odyssey) and Kubelik (DG). All the proper notes and shadings are here, but rarely do they connect in an emotionally satisfying way. "The Wood Dove" is a minor, but interesting product of the composer's later years.



TOP FORTY CLASSICAL ALBUMS

		Weeks On Chart
1	HOLST: The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	2/19 10
2	CONCERT OF THE CENTURY: Various Artists Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	1 14
3	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (6.98/1 LP)	2 14
4	GERSHWIN: Rhapsody In Blue Gershwin, Columbia Jazz Band (Thomas) GERSHWIN: An American In Paris New York Philharmonic Orchestra (Thomas) Columbia (X)M 34205 (special low-priced album)	3 14
5	CARUSO: A Legendary Performer RCA Red Seal CRM 1-1749 (7.98/1 LP)	9 14
6	MEYERBEER: Le Prophete Horne, McCracken, Scott, Hines, Royal Philharmonic Orchestra (Lewis) Columbia M4-34340 (27.92/4 LPs)	7 14
7	MASSENET: Le Cid Domingo, Bumbry, Plishka, Opera Orchestra of N.Y. (Ouelier) Columbia M3 34211 (20.94/3 LPs)	14 6
8	BOLLING: Concerto For Classic Guitar & Jazz Piano Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	4 14
9	SIBELIUS: Symphony No. 1: Finlandia Boston Symphony Orchestra (Davis) Philips 9500 140 (7.98/1 LP)	5 14
10	PACHELBEL KANON: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	29 6
11	FREDERICA VON STADE: French Opera Arias London Philharmonic Orchestra (Pritchard) Columbia M34206 (6.98/1 LP)	27 3
12	MASSENET: Esclarmonde Sutherland, National Philharmonic Orchestra (Bonyng) London OSA 13118 (20.94/3 LPs)	12 12
13	PARKENING AND THE GUITAR: Music of Two Centuries Angel S36053 (6.98/1 LP)	6 14
14	CHARPENTIER: Louise Cotrubas, Domingo, Bacquier (Pretre) Columbia M3-34207 (20.94/3 LPs)	15 10
15	WAGNER: Die Meistersinger Fischer-Dieskau, Domingo, Deutsche Opera (Jochum) DG 2713 011 (39.90/5 LPs)	10 14
16	MASSENET: Thais Sills, Milnes, New Philharmonia (Maazel) Angel S3832 (22.98/3 LPs)	8 12
17	BEETHOVEN: The Nine Symphonies Cleveland Orchestra (Szell) Columbia M7X 30281 (27.92/7 LPs)	18 14
18	STOKOWSKI CONDUCTS BIZET National Philharmonic Orchestra Columbia XM 34503 (1 LP/No List Price)	20 8
19	VERDI: Macbeth Verrett, Cappucilli, Domingo, Ghiaurov, La Scala Chorus & Orchestra (Abbado) DG 2709.062 (23.94/3 LPs)	37 3
20	THE HOROWITZ CONCERTS 1975/1976 RCA Red Seal ARL 1-1766 (7.98/1 LP)	19 14
21	GERSHWIN: Porgy & Bess Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (20.94/3 LPs)	11 14
22	CHOPIN: Polonaises Pollini DG 2530 (7.98/1 LP)	13 14
23	PAVAROTTI: O Holy Night National Philharmonic Orchestra (Adler) London OS 26473 (6.98/1 LP)	25 6
24	VERDI: La Forza del Destino Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.98/4 LPs)	16 14
25	HOLST: The Planets Philadelphia Orchestra (Ormandy) RCA ARL 1-1797 (7.98/1 LP)	33 3
26	BEETHOVEN: The Nine Symphonies London Philharmonic Orchestra (Haitink) Philips 6747.307 (39.90/7 LPs)	17 14
27	DONIZETTI: Gemma Di Vergy Caballe, Plishka, Ouilico, Opera Orchestra Of New York (Queler) Columbia M3 34575 (20.94/3 LPs)	21 8
28	E. POWER BIGGS PLAYS BACH: The Six Organ Concerto Sinfonias Gewandhaus Orchestra of Leipzig (Rotzsch) Columbia M34272 (6.98/1 LP)	31 3
29	HANDEL: Messiah Ameling, Reynolds, Langridge, Howell, Chorus & Orchestra Of The Academy Of St. Martin In The Fields (Marriner) Argo D 18D-3 (20.94/3 LPs)	30 10
30	SHUBERT: "Trout" Quintet Tashi, Silverstein, Neidlinger RCA ARL 1-1882 (7.98/1 LP)	22 12
31	WILD ABOUT EUBIE Morris, Bolcomb, Eubie Blake Columbia 34504 (6.98/1 LP)	— 1
32	DVORAK: Symphony No. 7 Concertgebouw Orchestra (Davis) Philips 9500.132 (7.98/1 LP)	35 3
33	WAGNER: Die Meistersinger Bailey, Weikl, Kollo, Bode, Vienna Philharmonic Orchestra (Solti) London OSA 1512 (34.90/5 LPs)	36 3
34	WOLF-FERRARI: The Secret Of Susanna Chiara, Weikl, Orchestra Of The Royal Opera House, Covent Garden (Gardelli) London OSA 1169 (6.98/1 LP)	26 11
35	ROSSINI: Elisabetta, Regina D'Inghilterra Caballe, Ambrosian Singers, London Symphony Orchestra (Masini) Philips 6703 067 (23.94/3 LPs)	— 1
36	BACH: Brandenburg Concertos Stuttgart Chamber Orchestra (Munchinger) London STS 15336/7 (7.96/2 LPs)	23 14
37	FREDERICA VON STADE: Sings Mozart And Rossini Opera Arias Rotterdam Philharmonic Orchestra (DeWaart) Philips 9500.98 (7.98/1 LP)	— 1
38	BIZET: Carmen Troyanos, Domingo, London Philharmonic Orchestra (Solti) London OSA 13115 (20.94/3 LPs)	24 8
39	GERSHWIN: Porgy & Bess Charles, Laine RCA CPL 2-1831 (14.98/2 LPs)	28 14
40	PACHELBEL KANON: The Record That Made It Famous And Other Baroque Favorites Stuttgart Chamber Orchestra (Munchinger) London CS 6206 (6.98/1 LP)	32 14
		34 14

EXECUTIVES ON THE MOVE

(continued from page 18)

Magazine, several radio shows and editorships at **Cash Box**, **Circus** and the Los Angeles Free Press.

Falstrom To WEA — Jerry Falstrom has been appointed as director of financial planning at Warner-Elektra-Atlantic. Falstrom, a graduate of UCLA, has been with CBS television for the past four and a half years.

Lehning Appointed At Big Tree — Kyle Lehning has been appointed A&R director and staff producer for Big Tree Records. A graduate of Millikin University in Decatur, Illinois, Lehning came to Nashville in 1971. He began his career there as a recording engineer with Glaser Sound Studios. Today Lehning's work is done exclusively at Lee Hazen's Studio-by-the-Pond in Hendersonville, where he can be reached at (615) 824-2311.

Casablanca Names Mackie — Casablanca Record and FilmWorks has named Gene Mackie director of credit and announcing services. He comes to Casablanca from ABC Records where he served for the past 8 years as manager of systems and billing.

Changes At WB — David Cahn has been appointed midwest regional promotion manager at Warner Bros. Records. He will cover Cleveland, Detroit, Pittsburgh, Cincinnati and Buffalo as well as secondary markets in the area. Cahn has been Warner Bros. Buffalo promotion manager for the past three years.



Hogan

Birdleather

Falstrom

Lehning

Greenberg Promoted At Warner Bros. — Ellen Greenberg has been named assistant director of merchandising at Warner Bros. Records. She has been a member of the merchandising department for the past three years and was previously with Warner Bros. Inc. in New York.

Wietsma To Warner Bros. — Rick Wietsma has been named director of systems and planning. He comes to Warner Bros. from his own management consulting firm; he previously was a manager in the management services department of Arthur Young & Co.

Leatham Upped At Pickwick — John Leatham has been named general sales manager for Pickwick Records. He has been with the company for 10 years, running the Canada sales office for nine of those years.

Executive Upswing At Lowery Music — Mike Clark, formerly head of A&R, was named production coordinator at Lowery Music. William "Butch" Lowery III, former assistant to Clark, moved upward to director of promotions, and Jim Pettigrew Jr. was retained to implement a press relations department. Clark's new duties include artists relations, artists and repertoire, composer liaison, new artists' contracts and production. Lowery will be in charge of all radio promotion, special promotion efforts and working with independent promotion people. Pettigrew, novelist, free-lancer and former independent PR consultant, joined the company to design and put into effect an international press relations program.

Bareback Sets Promotion People — Steve Metz, president of Bareback Records, announces that he has hired several independent promotion people to handle the company's line. They include Al Jefferson and Max Kidd of Al and the Kidd. Jefferson and Kidd cover the Washington/Baltimore and Virginia area. Tim Riley of Southern Record Promotions will handle Memphis and the southern region of the U.S. It was recently announced by Metz that Barry Resnick has been hired to do northeast promotion for Bareback Records.

Developments At ASI — Lynda Emon has joined ASI Records in Minneapolis. Emon was formerly doing independent promotion through Prodisca Ltd., her own promotion company. She will be handling national pop promotion and publicity for ASI. Bill Arnovich has been promoted to national MOR director. He started at ASI six months ago as national college director.

Delite Appoints Bailey — Ronald Bailey shall direct artist relations and be responsible for press and special promotional project coordination New York.

Fitzgerald To Gusto — Bill Fitzgerald has been appointed sales manager, Gospel Music Product for Gusto Records, Inc. Fitzgerald was recently an independent consultant to the Nashville music trade after serving CBS-Nashville as manager of A&R administration for Columbia-Epic.

Two Added At MI — Debbie Miller and Thad C. Anders have been appointed to the staff of Music International Enterprises. Miller will be joining MI in the capacity of songwriter and creative director and Anders will be heading up the special projects division of MI and assist in its quest for new groups.



TRAMMPS ON TV — Atlantic Records recording group the Trammps recently took time off from their touring schedule to tape a TV segment for "Soul Alive," a New York area dance show. Pictured between sessions on the set of "Soul Alive" are the Trammps with m.c. Jerry Bledsoe.

8 Track/Cassette Sales Analysis

(continued from page 38)

will now lead consumers away from the 8 track, and that his retail sales have confirmed this. "We're getting very little bite on home units for 8 track recording, and because of that, we carry very little. We carry what people want." Rourke elaborated by stating that 8 track units for the home that lack recording capabilities are almost dead sales items, but added "I think the record companies are going to try to perpetuate the 8 track because they have a large available market, because of the people who have gone to 8 track earlier. It's going to die out, though."

"The 8 track," Rourke continued, "will simply have a more difficult time moving into the home, and it's already in the cars proportionately more than are 8 tracks in homes. We can look back at a market the past ten years and see sales that are basically 8 track, but in the last two or three years the 8 track market has been reduced, at least from a stereo component level in Southern California."

When asked why 8 track still enjoys an overwhelming advantage in prerecorded sales, Rourke brought out the fact that "the cassette is relatively new, at least from a selection standpoint." He speculated that "as the amount of cassette decks for cars grow larger, you'll start to see a lot more people with cassettes than 8 tracks."

Release Patterns

The "available market" for prerecorded 8 track that Rourke refers to is echoed in the release patterns of major record companies. Stated Don England, president of ABC Record Distributors Inc., "8 track release on an LP selection is automatic for us, while cassette is open for discussion. We weigh the artist and whether he or she has produced a viable piece of product for cassette. Certainly any major kind of album is on cassette and 8 track at the same time. But there's far more equipment for 8 track out there . . . if you're talking about music . . . because there are a lot of spoken word uses for the cassette, such as home dictation and classroom recording of lectures. The market for 8 track is out there for music, and it's a more known market too, meaning that we have a pretty good set of guidelines, knowing what our ratio of tape to LP should be."

Ira Helicher, vice president of J.L. Marsh, Inc., the nation's biggest rack jobber, recapitulated the distribution and dispersal pattern outlined by England. "If a release is of any strength, they have simultaneous releases. If it has a good track record the 8 track and cassette are solicited (by the manufacturer) simultaneously. In some cases with an artist with a lesser track record, or a new artist, only 8 tracks are solicited."

This relatively constant and known market for the 8 track will remain more predictable for the manufacturer, simply because the demographics of 8 track distribution, with the more complete 8 track release pattern, are based on the automobile playback units. Additionally, this known and established pattern seems less likely to be affected by home audiophiles who record their own tapes, which might cut into the prerecorded market.

Most 8 Tracks Playbacks

Eight track home units are, for the most part, simply playback units, lacking the recording capabilities of their cassette counterparts. The difficulties in matching the 8 track tape to selections on albums is best left to the studio engineers. According

Little Angel Debut Is LP by Randy Richards

LOS ANGELES — Randy Richards' "If You've Ever Loved," scheduled for Feb. 25 release, is the first LP on Little Angel Records.

to Jack Ricci, director of marketing services for Capitol Records, "the chances of your being able to get all of the selections from an album onto an eight track cartridge at home are minimal, if not almost impossible, so I think people are going to go out and buy it. For \$6, you're always going to have people who say, 'I want it just like they recorded it in the studio.'"

Fred Dellar agreed with Ricci. "The kids are still buying the 8 track because of all the software out there, but when it comes to recording on an 8 track unit you've got a little bit of a problem. You have to have the timing of your music just right for the amount of tape you have. And the other problem is that if you record something and you want to play it back, you have to let the tape run back until it gets back to that point. Now, you can change channels but you have to wait a few minutes anyhow, which is very inconvenient. There is a fast forward on some 8 track recording units for the home, but they only run at 7-1/2 inches per second, as opposed to the normal speed of 3-3/4, so you're still waiting for the track."

The possibility that blank 8 tracks will be recorded at home is thus minimized by these factors, peculiar to the 8 track format, but some manufacturers don't see the blank tape market as infringing on the prerecorded sales any more than they have in the past.

'Blanks Won't Intrude'

"The bulk of our business is still 8 track," noted Ira Helicher, "but even with all those cassettes, the cassette business is better than ever. For some reason, people are still buying cassettes that are prerecorded."

Biruta McShane concurred with Helicher's observation. "Blank tapes won't intrude on the sale of prerecorded tape any more than it has to this point. The blank cassette market is way out in front, selling 10 blanks for every one prerecorded, but most blanks are probably used for business and fun. Of course, there are home recorders, but I don't think they're going to have much of an impact."

Don England and McShane both think the limit on prerecorded tape, in both 8 track and cassette, is more limited by merchandising than by home recording. And home recorders still have to get a recording source. Radio airwaves are poor in sound quality, and a record would still have to be purchased to record selections directly from a disc.

"One of our major problems," England stated, "is simply the merchandising of tape. When you get cassettes you're dealing with a size problem over and above that of even the 8 track. I think one of the keys to expanding the tape market is a system, a good system, of merchandising and making the tapes available the way the LP is available. Normally, tapes aren't, and I think that's a major deterrent to tape sales. The ratio of LPs to tape could even become one to one."

"So many places have tapes behind the counter," England added, "under lock and key. Oblong cards help with this, and of course it adds expense to the package, but the larger cards allow better display." And McShane of GRT added that retail sales experiments conducted by her company reveal that display of open bin tape produces higher tape and LP sales. But the expense of additional packaging, of both configurations, has not affected the argument of increasing shares of the market for either tape configuration.

Melba Montgomery Signs With UA

NASHVILLE — Melba Montgomery, best known for her hit single "No Charge," has just been inked to a contract by United Artists and will enter the studio for UA in March.

Cash Box Country

Armadillo East To Open In Nashville

by Lola Scobey

NASHVILLE — The Armadillo East, a 250-seat club billing itself as "a little bit of Texas in Tennessee," will open here February 24, according to co-owner Jack Tarver of Atlanta.

By booking major label acts and nationally known talent on weekends, Armadillo East will be operating in a similar fashion to the town's two listening rooms, The Exit/In and The Ole Time Picking Parlor. Tarver stressed, however, that the club will not have a listening room atmosphere.

"We are promoting Armadillo East as a place where honky tonking and juking are a way of life," he said. Despite the hairline economics which reportedly plague the Exit/In and Picking Parlor, Tarver believes "there is room in this town for a club for people who are into quality music and still want to roar a bit."

Club's Bookings

Bookings for the club, which derives its name from The Armadillo World Headquarters club in Austin, Texas, will lean heavily toward country rock bands and "Texas talent" such as Guy Clark, Rusty Wier and Ray Willie Hubbard. Taped music will be played Sunday through Tuesday nights; Wednesday will be an open mike or writer's night; and touring acts will perform Thursday through Saturday nights.

Armadillo East will seat 250 on two levels and provide a stand-up bar. "I told the remodelers just to run the stage on over to the bar," Tarver remarked. "I know a lot of acts that will just come right on down the bar. I miss those days!"

The club is located at 2005 Broadway near Music Row in a building that formerly housed Muhlenbrink's Saloon, a room featuring local rock bands. Tarver, who was also a partner in Muhlenbrink's, stated that

that club closed "because it didn't work."

An Atlanta lawyer, Tarver is part of a loose network of club owners and/or operators in Atlanta and Nashville. In addition to his partnership (with a silent partner) in the Armadillo East, Tarver is a partner along with concert promoter Al Cooley and a third silent partner in a company which manages the Great Southeast Music Hall, a noted Atlanta listening room. He also has an interest in Muhlenbrink's in underground Atlanta. Cooley is a partner in the Electric Ballroom, a rock club in Atlanta.

Hitsville Promo Team Dropped By Motown

LOS ANGELES — Motown Records last week eliminated its three-man independent promotion team working for Hitsville, Motown's subsidiary country and western label.

Miller London, Motown's national sales manager, commented on the structure change at Hitsville. "There's a gross misconception as to what Hitsville is all about. It's not a different entity or a different company from Motown. It is just a different label, like Motown, Gordy, Tamla, Soul and Hitsville.

"But because of the kind of product that was coming out on Hitsville — mainly country — we decided we would have an extra staff to deal with it, which was three other people. We decided at this time to just dispense with the three other people that are dealing with that product specifically and just handle it like our other labels," London said.

All promotion and sales activities formerly handled by the independent promotion team will now be handled through London's office.

MOST ADDED SINGLES

- PLAY, GUITAR PLAY — CONWAY TWITTY — MCA**
Adds: WWOK, KAYO, WUBE, WIRE, KHEY, KERE, WXCL, WTSO, WWVA, WBAM, KSON, KNIX, KCKC, WJJD, KKYX, KNUZ, KCUB
- (YOU NEVER CAN TELL) C'EST LA VIE — EMMYLOU HARRIS — WB**
Adds: WCMS, KENR, KWJJ, KFDI, WWOK, WDAF, KLAK, KAYO, WXCL, WWVA, KCKN, WSLR, KNIX, WJJD, WPOC
- SHE'S PULLING ME BACK AGAIN — MICKEY GILLEY — PLAYBOY**
Adds: KCUB, WPOC, WJJD, WAME, KCKN, WXCL, KERE, KHEY, WIRE, KLAC, WHK, KWJJ, WMC, KXLR
- SHE'S GOT YOU — LORETTA LYNN — MCA**
Adds: KCUB, WPOC, KFOX, WSLR, KHEY, KLAC, KGA, WDAF, KTCR, KIKK, KEBC, KENR, KRMD

MOST ACTIVE SINGLES

- SOUTHERN NIGHTS — GLEN CAMPBELL — CAPITOL**
Jumps: WCMS 40-29, WMC ex-29, WYDE ex-43, WINN 27-20, KWJJ 37-26, KFDI ex-16, WCOP ex-27, WSUN ex-26, WDAF 25-9, KGA ex-30, KLAK 23-12, KAYO 9-1, WWOL 29-19, KLAC 29-19, WUBE 23-12, WIRE 31-24, KHEY ex-38, WXCL 34-20, WWVA 18-12, KCKN 15-5, WDEE ex-21, WSLR 19-12, WHOO 24-16, KFOX 36-19, WAME 17-10, WJJD 28-20, WMAQ 28-22, KKYX ex-38, WPOC 38-25
- LUCILLE — KENNY ROGERS — UA**
Jumps: KRMD 34-24, WMC ex-28, KVET 19-10, WSLC 20-6, WINN 16-11, KWJJ 38-28, KIKK 29-15, KFDI 47-37, WSUN 30-21, KLAK ex-28, WWOL 30-20, WHK ex-29, KLAC 52-38, WUBE 19-9, KHEY 39-29, KERE ex-22, WXCL 35-21, WTSO 23-13, WONE 36-26, WWVA ex-38, WDEE ex-30, WHOO 33-29, KFOX ex-36, KNIX 32-23, WAME ex-25, WJJD ex-28, WPOC ex-36
- SHE'S JUST AN OLD LOVE TURNED MEMORY — CHARLIE PRIDE — RCA**
Jumps: WMC ex-27, WSLC 19-10, KEBC ex-46, KWJJ 36-31, KIKK 25-13, WIVK 20-16, WCOP 29-22, KTCR 38-27, KGA ex-17, KLAK 30-16, KAYO 22-12, WWOL 26-18, WHK 30-23, WIRE 33-23, WXCL 26-18, WTSO 15-10, WONE 30-17, WDEE ex-20, KFOX 19-13, KSON 28-21, KNIX 15-5, WMAQ ex-38, WPOC 32-16, KCUB 23-14
- IT COULDN'T HAVE BEEN ANY BETTER — JOHNNY DUNCAN — COLUMBIA**
Jumps: WMC 26-17, KVET ex-31, WYDE 32-17, WINN 26-17, KWJJ ex-39, KIKK ex-38, KTCR ex-30, WWOK 19-10, WDAF ex-25, WHI ex-31, WIRE ex-39, KERE ex-21, WWVA 37-28, KCKN ex-17, WSLR 37-30, WBAM 27-20, KNIX ex-34, WAME ex-30, WJJD ex-26, KCUB ex-32

Top 50 Country Albums

	Weeks On 2/19 Chart		Weeks On 2/19 Chart
1 WAYLON LIVE WAYLON JENNINGS (RCA APL 1-1108)	1 12	25 SOMEBODY SOMEWHERE LORETTA LYNN (MCA 2228)	23 19
2 LINDA RONSTADT'S GREATEST HITS (Asylum 7E-1092)	3 9	26 CRYSTAL CRYSTAL GAYLE (United Artists UA LA 614G)	28 27
3 RONNIE MILSAP LIVE (RCA APL 1-2043)	2 14	27 DIRT, SILVER AND GOLD NITTY GRITTY DIRT BAND (UA LA 67083)	29 4
4 I DON'T WANT TO HAVE TO MARRY YOU JIM ED BROWN & HELEN CORNELIUS (RCA APL 1-2024)	5 11	28 VISIONS DON WILLIAMS (ABC/Dot DOSD 2064)	32 3
5 GREATEST HITS VOLUME II CONWAY TWITTY (MCA 2235)	6 15	29 GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	34 27
6 LUXURY LINER EMMYLOU HARRIS (Warner Bros. WBS 2998)	8 4	30 IF YOU'RE EVER IN TEXAS FREDDY FENDER (ABC/Dot DOSD 2061)	25 20
7 GILLEY'S SMOKIN' MICKEY GILLEY (Playboy PB 415)	4 16	31 YOU AND ME TAMMY WYNETTE (Epic KE 34289)	30 20
8 THE BEST OF CHARLEY PRIDE VOL. III (RCA APL 1-2023)	9 16	32 THE BEST OF CHET ATKINS CHET ATKINS & FRIENDS (RCA APL 1-1985)	24 12
9 THE TROUBLEMAKER WILLIE NELSON (Columbia KC 34112)	10 21	33 SPIRIT JOHN DENVER (RCA APL 1-1694)	33 24
10 THE ROOTS OF MY RAISING MERLE HAGGARD & THE STRANGERS (Capitol 11586)	7 12	34 AFTER THE STORM WYNN STEWART (Playboy PB 416)	31 11
11 ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	12 34	35 HOTEL CALIFORNIA EAGLES (Asylum 7E-1084)	37 3
12 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 2223)	11 15	36 ME & MCDILL BOBBY BARE (RCA APL 1-2179)	38 5
13 CRASH BILLY "CRASH" CRADDOCK (ABC/Dot DOSD 2063)	13 15	37 REFLECTING JOHNNY RODRIGUEZ (Mercury SRM 1-1110)	35 18
14 THE BEST OF GLEN CAMPBELL (Capitol ST 11577)	16 14	38 MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOSD 2067)	36 10
15 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	18 8	39 20-20 VISION RONNIE MILSAP (RCA APL 1-1666)	40 40
16 HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1067)	17 25	40 HERE'S SOME LOVE TANYA TUCKER (MCA 2213)	41 34
17 TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola 50015)	22 5	41 I'M NOT EASY BILLIE JO SPEARS (United Artists UA LA 614G)	43 2
18 HIGH TIME LARRY GATLIN (Monument MC 6644)	19 9	42 GREAT MOMENTS AT THE GRAND OLE OPRY VARIOUS ARTISTS (RCA CP L2-1904)	44 4
19 EL PASO CITY MARTY ROBBINS (Col. KC 34303)	20 25	43 TOMPALL AND HIS OUTLAW BAND TOMPALL GLASER (ABC AB 978)	46 2
20 HIGH LONESOME CHARLIE DANIELS BAND (Epic PE 34377)	21 9	44 VINTAGE '77 TOMMY OVERSTREET (ABC/Dot DOA 2071)	45 3
21 THE COUNTRY AMERICA LOVES STATLER BROTHERS (Mercury SRM 1-1125)	26 3	45 DANCE PURE PRAIRIE LEAGUE (RCA APL 1-1924)	42 8
22 DAVE & SUGAR (RCA APL 1-1818)	27 26	46 SINGS BLUEGRASS, BODY AND SOUL BILL MONROE (MCA 2251)	47 2
23 TONITE! AT THE CAPRI LOUNGE MARY KAY PLACE (Columbia PC 34353)	14 16	47 ALL I CAN DO DOLLY PARTON (RCA APL 1-1665)	— 1
24 RUBBER DUCK C.W. MCCALL (Polydor PD 1-6094)	15 7	48 BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	— 1
		49 WELCOME TO MEL TILLIS COUNTRY (MGM 1-5022)	39 13
		50 BEFORE THE NEXT TEARDROP FALLS FREDDY FENDER (ABC/Dot DOSD 2020)	— 1



TREE GETS RICH — Tree International has signed an exclusive agreement with Charlie Rich and his wife Margaret Ann to handle all administration duties for the Rich catalogs. Shown above during signing ceremonies with Makamillion Music, Inc. (BMI) and Double R Music, Corp. (ASCAP) are Tree's president Buddy Killen; Rich; Margaret Ann Rich; and Tree's chairman of the board and chief executive officer Jack Stapp.

MCA Promotes Delaney

NASHVILLE — Kelly DeLaney has been promoted to the position of country publicity director for MCA Records, Inc., announced Joan Bullard, vice president/artist relations and publicity for the label.

DeLaney, who is headquartered in the Nashville office, will be responsible for all national print media as it relates to country artists and will work closely with the MCA branch offices, as well as product development, country marketing and promotion, headed by vice president Ed Spacek, and directors John Brown and Jeff Lyman, respectively.

Prior to joining MCA in early 1976, DeLaney held a publicist position with The Chuck Chellman Company in Nashville.

In addition to the DeLaney promotion, Bullard also announced the promotion of Susan Roberts to assistant/artist relations and publicity, country, who will be under DeLaney's supervision in the Nashville office.

CDC Will Distribute New Maudi Records Label

NASHVILLE — Maudi Records, a new label based in Ft. Worth, Texas, has signed a long-term agreement with Commercial Distributing Corporation. Under the terms of the pact, CDC will distribute all records by the company nationwide. Nashville International will be handling design layouts for albums and tapes and Kay Hunter of Ft. Worth's K&K Advertising will coordinate advertising and public relations with CDC's newly formed public relations wing.

Maudi joins Anpre Records, Pacific Challenger Records and veteran Commercial Records under the CDC roof.

Country Radio Seminar Names Three Speakers

NASHVILLE — The Country Radio Seminar, to be held March 18-19 at Nashville's Airport Hilton Motor Inn, has announced the scheduling of George Duncan, Archie Campbell and Darrell Royal as featured speakers during the two-day radio dynamics meet.

George Duncan, president of Metro-media Radio, will deliver Friday's morning address for the opening day activities. "Hee Haw" star Archie Campbell is scheduled to speak for the opening day luncheon. Darrell Royal, athletic director at the University of Texas, will give the wrap-up speech on Saturday.

This year's event, under the direction of seminar president Tom McEntee and agenda committee chairman Mac Allen, will entertain the theme "The Business of Winning." The registration fee has been established at \$65 per person affiliated with broadcasting, and \$85 per person with other industry affiliations. For spouses not

(continued on page 52)

Cash Box Expands Country Music Lists

LOS ANGELES — Effective this week, **Cash Box** has expanded its research for both the Top 100 Country Singles and Top 50 Country Albums. Listed below are the dealers and radio stations now being surveyed weekly:

RADIO STATIONS

WSLR-Akron, KDJW-Amarillo, WPLO-Atlanta, KVET-Austin, WPOC-Baltimore, WYDE-Birmingham, WCOP-Boston, WWOL-Buffalo, KHAK-Cedar Rapids, WAME-Charlotte, WJJD-Chicago, WMAQ-Chicago, WUBE-Cincinnati, WHK-Cleveland, KBOX-Dallas, WONE-Dayton, KERE-Denver, KLAK-Denver, WDEE-Detroit, KHEY-El Paso, KENR-Houston, KIKK-Houston, KNUZ-Houston, WIRE-Indianapolis, WVJ-Jacksonville, KCKR-Kansas City, WDAF-Kansas City, WIVK-Knoxville, KXLR-Little Rock, KFOK-Little Rock, KLAC-Los Angeles, WINN-Louisville, WTSO-Madison, WMC-Memphis, WWOX-Miami, KTCR-Minneapolis, WUNI-Mobile, WBAM-Montgomery, WKDA-Nashville, WHN-New York, WCMS-Norfolk, KNEW-Oakland, KEBC-Oklahoma City, WHOO-Orlando, WXCL-Peoria, WRCP-Philadelphia, KNIX-Phoenix, KWJ-Portland, WSLC-Roanoke, KRAK-Sacramento, KKYX-San Antonio, KCKC-San Bernardino, KSON-San Diego, KAYO-Seattle, KMPS-Seattle, KRMD-Shreveport, KGA-Spokane, WIL-St. Louis, WSUN-Tampa, KCUB-Tucson, WWVA-Wheeling, FKDI-Wichita.

Accounts

ABC/Dallas, ABC/Des Moines, Ambat/Cincinnati, Bib/Charlotte, Big State/Dallas, Central South/Nashville, Choice One Stop/Kansas City, City One Stop/Los Angeles, Handleman/Atlanta, Handleman/Dallas, Harmony Hut/Washington, D.C., Inner Sanctum/Austin, Knox Rack/Knoxville, L&R/St. Louis, Lieberman/Minneapolis, J.L. Marsh/Dallas, J.L. Marsh/St. Louis, Music City/Nashville, One Stop/Atlanta, P&G/Cincinnati, Phil's/Oklahoma City, Poplar Tunes/Memphis, Rack Suppliers/Dallas, Russ Reeder/Houston, Sieberts/Little Rock, Singer's/Chicago, Stan's/Shreveport, West Tex-/Dallas.

ACM Winners Named

LOS ANGELES — Mickey Gilley walked off with top honors in five categories, including Entertainer of the Year and Male Vocalist of the Year, during the 12th Annual Academy of Country Music Awards Show, held February 17 at the Shrine Auditorium in Los Angeles. Gilley, who records on Playboy Records, also received awards for Album of the Year ("Smokin' ") and Single of the Year ("Bring It On Home"). And his backup band, Mickey Gilley's Red Rose Express, was named Touring Band of the Year.

Female Vocalist of the Year honors went to Crystal Gayle, with Conway Twitty and Loretta Lynn capturing the group award.

The award for Most Promising Male Vocalist went to Moe Bandy, while Billie Joe Spears topped the female balloting.

Other winners included Song of the Year, "Don't The Girls Get Prettier At Closing Time"; Radio Station of the Year, KLAC in Los Angeles; and Night Club of the Year, the Palomino Club, also in Los Angeles.

The Jim Reeves Memorial Award, presented annually to the individual who has contributed the most to the international promotion and acceptance of country music, went to Roy Clark.

Owen Bradley, MCA Nashville producer, was presented the Pioneer Award, signifying the year's most unique contribution to country music.

The Awards show, which was co-hosted by Pat Boone, Patti Page and Jerry Reed, was taped by ABC-TV and will be aired on Thursday, February 24.

Dr. Hook are in Nashville to record a new album with **Ron Huffkin** producing. **La Costa** recorded her latest single at Studio 55 in Los Angeles. It was the first time she'd recorded outside Nashville.

Peace & Quiet are performing as **Crystal Gayle's** road band featuring ex-Amboy Duke drummer **Vic Mastrianni** as new member.

Roger Cook recently signed a recording deal with Capricorn Records and will debut with the single "What's Your Name, What's Your Number?"

Glen Campbell's new album "Southern Nights," produced by **Gary Klein**, is the first album for which Campbell personally chose all the material.

People have reason to believe **Larry Gatlin** is psychic as well as a sensitive songwriter. Following a performance of a new song, "Jacob and Marcy," and an interview on the **Moon Mullins** show at WINN radio in Louisville, Kentucky, a woman called to request permission to send a tape of the show to relatives in Scotland. Receiving such, a month went by and the woman called the station to report the wonder her relatives felt upon hearing the song. Their questions were, Who is Larry Gatlin? How does he know so much about our family? Seventy-five years ago one of their clansmen named Jacob apparently had an affair with a barmaid named Marcy whom the family regarded as bad people. How did Gatlin know, they wondered, that on a certain day Jacob's people insisted he end the relationship? Then when he went to bed with Marcy one more time and told her he couldn't see her again, she killed him and blood filled the sheets, just like in the song. Gatlin said he was driving in the car when the song just came to him.

Songwriter **John D. Loudermilk** made a guest appearance with **Buddy Spicher** and **Friends at the Pickin' Parlor** at the Tuesday night performance.

Dennis Linde, writer of **Elvis'** hits "Burning Love" and "For The Heart," is working on an album for Monument. He's recorded two previous albums for Electra.

Billy Swan kicked off the **Lone Star** club debut in New York with a successful five-night engagement where **Edgar** and **Johnny Winter** dropped by as well as **Hank Ballard**, writer of "The Twist," and **Otis Blackwell**, writer of "Don't Be Cruel," "All Shook Up" and "Great Balls Of Fire."

Freddie Hart is working on a new album for Capitol at the Tower in Los Angeles with producer **Steve Stone**.

Anne Murray's "Keeping In Touch" television special on the CBC in Canada reached a record-breaking 3.1 million viewers.

Del Bryant, assistant director/writer, administration, will represent BMI at the University of Tulsa's Business of Music workshop February 19 and 20. A panel discussion, titled "Career Opportunities In the Music Business," conducted by leading people in the industry will be one of the features of the workshop.

Columbia recording artist **Katy Moffatt** began recording her second album February 14 in Macon, Georgia under the production supervision of Allman Brothers' producer **Johnny Sandlin**. Her first album was produced by **Billy Sherrill**. Plans call for an April release with a spring tour to coincide.

February 15 **C.W. McCall** performed for Midland International Corporation at the 2nd annual Personal Communications show at the Las Vegas Convention Center. McCall is official spokesman for CBs, hosting a nightly NBC radio network show, "Modulatin' with McCall."

The Merle Haggard Show begins their 1977 concert schedule at the Astrodome in Houston, Texas on March 2.

Minnie Pearl will guest on the **Ann-Margret special** to be taped in Nashville, February 23.

Barbara Fairchild, whose "Cheatin' Is" hit number one on the country charts, is on a tour of Europe February 3-20.

(continued on page 52)

Talent On Stage

Jimmy Buffett Amazing Rhythm Aces

GRAND OLE OPRY — Key West crooner Jimmy Buffett has earned a salty reputation in the decade of his road and recording career. Indeed he made waves at the February 15 performance at the Grand Ole Opry with opener the Amazing Rhythm Aces with a sometimes rippling, sometimes rocking show that vibrated with good times throughout.

Having witnessed Buffett perform in many situations, this reviewer rates this performance polished and professional, and flavored with a tasty effervescence and humor which shines through Buffett's personality and stage antics. It also reflected a maturity that could mean it's time for a big breaker for Buffett. An upcoming tour with the Eagles should bring him home as a top shelf act.

Blending a two hour performance with

Claude Akins To Star In CBS's Nashville 99

LOS ANGELES — Claude Akins will star in a new television series on CBS next month called Nashville 99, in which he will play a police detective in Nashville, Tenn. He formerly starred for two seasons in the NBC series, Movin' On.

The hour-long drama is scheduled for a limited run of four weeks beginning on March 27 at 9 p.m.

Nashville 99 is being filmed on location in Nashville and will feature guest stars each week from the country music scene, including Tammy Wynette, Charley Pride, Ray Stevens, Chet Atkins and Mel Tillis. Another popular singer, Jerry Reed, is costar of the series with Akins.

original material from earlier albums, songs like the humorous "Pencil Thin Mustache," the romantic "They Don't Dance Like Carmen No More" and "Come Monday," the bawdy "God's Own Drunk" and his "country song" "Let's Get Drunk" with selections from his new album "Changes In Latitudes, Changes In Attitudes," he charged the audience in the high-brow Grand Ole Opry House like so many beer drinkers in a cross town club. "Havana Daydreamin'" and "It's Been A Lovely Cruise" reflect an ever present affection for the sea and making sense of things.

Featuring Mike Jeffries on lead guitar, Greg "Fingers" Taylor on harmonica and Harry Dailey on bass, harmonies and lead licks added distinction and beauty to the songs. Mike Gardner kept the beat. Mike Utley of Kris Kristofferson's band joined the Coral Reefers as resident pianist for this tour. Midway through the show the Reefers left the stage to Buffett to perform acoustic solos before returning to pick up the tempo and appropriately rock out with "Kick It In Second Wind" and "Dixie Diner" with members of the Amazing Rhythm Aces joining in. James Brown heated the keyboards, Butch McDade played the congas and bassman Jeff Davis handled the ritmo percussions. Local backup vocalists Pebble Daniel and Marsha Routh added harmonies.

The Amazing Rhythm Aces were well received for their contribution to the evening, performing "Third Rate Romance," "The End Is Not In Sight" and "If I Just Knew What To Say" to name only a few favorites. The Aces were decked out for their debut at the Opry. The 35,000 people who showed up on a cold Tuesday night in Nashville left much warmer.

carmen adams



GANG'S HERE — Among those who attended the opening of MCA recording artist Joe Ely in Nashville's Picking Parlor are (from left) Charlie Monk, ASCAP associate director; Merlin Littlefield, ASCAP assistant director; Ely; Jack Parker, vice president A&R, MCA Records, Nashville; and Jeff Scheible, MCA Records, district manager.

CASH BOX TOP 100 COUNTRY

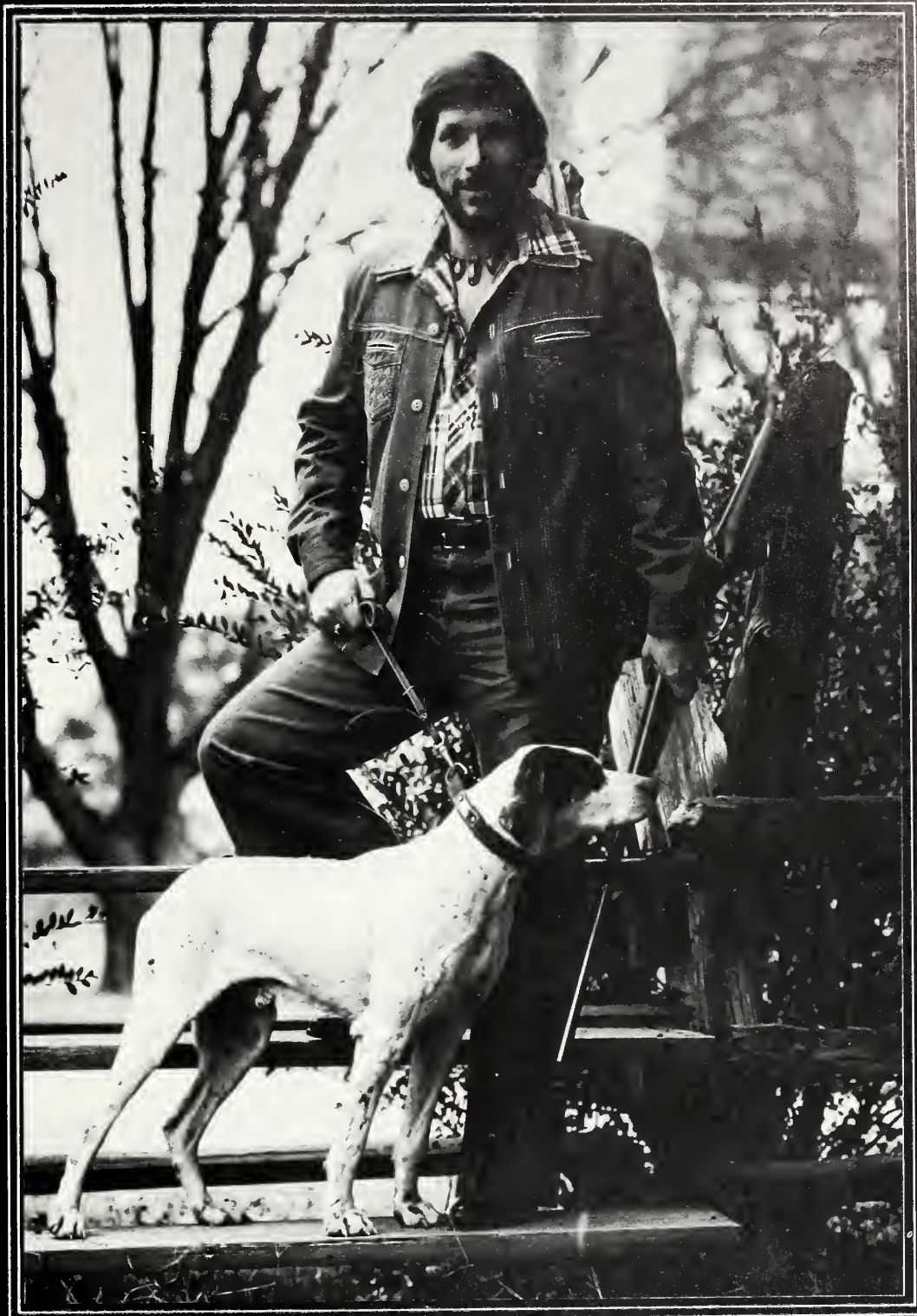
February 26, 1977

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 MOODY BLUE ELVIS PRESLEY (RCA PB 10857)	4 10	34 PAPER ROSIE GENE WATSON (Capitol 4378)	46 4	67 EVERY BEAT OF MY HEART PEGGY SUE (Door Knob DK 6021)	45 6
2 UNCLOUDY DAY WILLIE NELSON (Columbia 3-10453)	2 11	35 LET MY LOVE BE YOUR PILLOW RONNIE MILSAP (RCA PB 10843)	21 14	68 (YOU NEVER CAN TELL) C'EST LA VIE EMMYLOU HARRIS (WB WBS 8239)	— 1
3 LIARS ONE, BELIEVERS ZERO BILL ANDERSON (MCA 40661)	3 13	36 ADIOS AMIGO MARTY ROBBINS (Columbia 3-10472)	51 3	69 ANYTHING BUT LEAVIN' LARRY GATLIN (Monument 212)	81 2
4 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic 8-50308)	6 9	37 IT COULDN'T HAVE BEEN ANY BETTER JOHNNY DUNCAN (Columbia 3-10474)	50 3	70 BILLY THE KID CHARLIE DANIELS (Epic 8-50322)	71 5
5 CRAZY LINDA RONSTADT (Asylum E4536)	7 11	38 BABY, YOU LOOK GOOD TO ME TONIGHT JOHN DENVER (RCA PB 10854)	24 11	71 'ROUND THE WORLD WITH RUBBER DUCK C.W. McCALL (Polydor PD 14365)	47 13
6 NEAR YOU GEORGE JONES & TAMMY WYNETTE (Epic 8-50314)	1 11	39 ARE YOU READY FOR THE COUNTRY/SO GOOD WOMAN WAYLON JENNINGS (RCA PB 10842)	28 15	72 ME & THE ELEPHANT KENNY STARR (MCA 40672)	76 4
7 HEART HEALER MEL TILLIS (MCA 40667)	16 7	40 DON'T THROW IT ALL AWAY DAVE & SUGAR (RCA PB 10876)	57 3	73 THE FEELIN'S RIGHT NARVEL FELTS (ABC/Dot DOA 17680)	83 2
8 TWO LESS LONELY PEOPLE REX ALLEN JR. (WB 8297)	9 11	41 THE LAST OF THE WINFIELD AMATEURS RAY GRIFF (Capitol 4368)	25 10	74 LORD IF I MAKE IT TO HEAVEN (CAN I BRING MY OWN ANGEL ALONG) BILLY PARKER (SCR SC 136)	78 5
9 IF LOVE WAS A BOTTLE OF WINE TOMMY OVERSTREET (ABC/Dot DOA 17672)	13 9	42 I HAVE A DREAM, I HAVE A DREAM ROY CLARK (ABC/Dot DOA 17667)	27 10	75 IT'S NOT SUPPOSED TO BE THAT WAY STEVE YOUNG (RCA 10868)	79 6
10 RIDIN' RAINBOWS TANYA TUCKER (MCA 40550)	11 15	43 VEGAS BOBBY & JEANNIE BARE (RCA PB 10852)	30 9	76 AUDUBON C.W. McCALL (Polydor PD 14377)	85 2
11 WHISPERS BOBBY BORCHERS (Playboy P6092)	12 12	44 TWENTY FOUR HOURS FROM TULSA RANDY BARLOW (Gazelle/IRDA 330)	36 13	77 I'M LIVING A LIE JEANNE PRUETT (MCA 40678)	87 2
12 SHE'S JUST AN OLD LOVE TURNED MEMORY CHARLEY PRIDE (RCA PB 10875)	26 5	45 EASY LOOK CHARLIE RICH (Epic 8-50328)	61 3	78 LOVIN' ON T.G. SHEPPARD (Hitsville H6053F)	— 1
13 TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola America/Capitol 7638)	22 7	46 NEW KID IN TOWN EAGLES (Asylum 45373)	49 7	79 LATELY I'VE BEEN THINKIN' TOO MUCH LATELY DAVID ALLAN COE (Columbia 3-10475)	89 2
14 THERE SHE GOES AGAIN JOE STAMPLEY (Epic 8-50316)	17 11	47 THE SON OF HICKORY HOLLER'S TRAMP/I WONDER HOW SHE'S DOING NOW JOHNNY RUSSELL (RCA PB 10853)	29 10	80 YESTERDAY'S GONE VERN GOSDIN (Elektra E45353)	— 1
15 MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOA 17668)	15 11	48 SAM OLIVIA NEWTON-JOHN (MCA 40670)	54 5	81 SUMMIT RIDGE DRIVE CHARLIE McCOY (Monument 45210)	82 4
16 MY MOUNTAIN DEW CHARLIE RICH (RCA PB 10859)	19 8	49 LOVING ARMS SAMMI SMITH (Elektra E45374)	59 4	82 POOR SIDE OF TOWN BOBBY WAYNE LOFTIS (Charta 104)	84 5
17 DESPERADO JOHNNY RODRIGUEZ (Mercury 73878)	20 6	50 MOCKINGBIRD HILL DONNA FARGO (Warner Bros. 8305)	69 3	83 THE CLOSEST THING TO YOU JERRY LEE LEWIS (Mercury 73872)	53 9
18 A MANSION ON A HILL RAY PRICE (ABC/Dot DOA 17666)	18 12	51 CHEATIN' OVERTIME MARY LOU TURNER (MCA 40674)	56 5	84 HE'S GOT A WAY WITH WOMEN BOB LUMAN (Epic 8-50323)	86 5
19 SAYING HELLO, SAYING I LOVE YOU, SAYING GOODBYE JIM ED BROWN & HELEN CORNELIUS (RCA PB 10822)	8 15	52 SWEET CITY WOMAN JOHNNY CARVER (ABC/Dot DOA 17675)	60 4	85 OUT OF MY MIND CATES (Caprice 2030)	93 2
20 THE MOVIES THE STALLER BROTHERS (Mercury 73877)	23 6	53 GOOD OLD FASHIONED SATURDAY NIGHT BARROOM BRAWLS VERNON OXFORD (RCA PB 10872)	55 6	86 LOVE DOESN'T LIVE HERE ANYMORE RANDY CORNOR (ABC/Dot DOA 17676)	88 3
21 WHY LOVERS TURN TO STRANGERS FREDDIE HART & THE HEARTBEATS (Capitol P4363)	5 13	54 DON'T BE ANGRY DONNA FARGO (ABC/Dot DOA 17660)	44 18	87 LAY SOMETHING ON MY BED BESIDES A BLANKET CHARLY McCLAIN (Epic 8-50338)	91 2
22 WIGGLE WIGGLE RONNIE SESSIONS (MCA 40624)	10 15	55 SLIDE OFF YOUR SATIN SHEETS JOHNNY PAYCHECK (Epic 8-50334)	68 3	88 DADDY, THEY'RE PLAYIN' A SONG ABOUT YOU KENNY SERATT (Hitsville H8049F)	94 2
23 HE'LL PLAY THE MUSIC, BUT YOU CAN'T MAKE HIM DANCE LITTLE DAVID WILKINS (MCA 40668)	39 6	56 GOOD 'N' COUNTRY KATHY BARNES (Republic 338)	33 8	89 FOOL JOHN WESLEY RYLES (ABC/Dot DOA 17679)	90 3
24 YOU'RE FREE TO GO SONNY JAMES (Columbia 3-10466)	38 5	57 SUNDAY SCHOOL TO BROADWAY ANNE MURRAY (Capitol P4375)	64 4	90 RIGHT TIME OF THE NIGHT JENNIFER WARNES (Arista AS 0223)	95 2
25 SOUTHERN NIGHTS GLEN CAMPBELL (Capitol P4376)	40 4	58 CHEROKEE FIDDLE MICHAEL MURPHEY (Epic 8-50319)	62 6	91 SEMOLITA JERRY REED (RCA PB 10893)	— 1
26 I JUST CAME HOME TO COUNT THE MEMORIES CAL SMITH (MCA 40671)	31 6	59 SHE'S PULLING ME BACK AGAIN MICKY GILLEY (Playboy P6100)	72 2	92 LET ME LOVE YOU ONCE BEFORE YOU GO BARBARA FAIRCHILD (Columbia 3-10485)	— 1
27 WRAP YOUR LOVE AROUND YOUR MAN LYNN ANDERSON (Columbia 3-10467)	35 6	60 ALL THE SWEET MEL McDANIELS (Capitol 4373)	67 5	93 LITTLE THINGS MEAN A LOT LINDA CASSIDY (Cin-Kay 115)	96 3
28 YOUR PRETTY ROSES CAME TOO LATE LOIS JOHNSON (Polydor PD 14371)	37 6	61 SHE'S GOT YOU LORETTA LYNN (MCA 40679)	75 2	94 WAITIN' AT THE END OF YOUR RUN AVA BARBER (Ranwood R1071)	— 1
29 LUCILLE KENNY ROGERS (UA XW 929Y)	43 4	62 YOU NEVER MISS A GOOD THING CRYSTAL GAYLE (United Artists UA XW 833Y)	48 17	95 STRAWBERRY CURLS FREDDY WELLER (Columbia 3-10482)	— 1
30 I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD DAVID ROGERS (Republic R343)	34 5	63 TEXAS ANGEL JACKY WARD (Mercury 73880)	70 4	96 IF NOT YOU DR. HOOK (Capitol P4364)	66 13
31 AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic 8-50270)	32 10	64 WHEN IT'S JUST YOU AND ME DOTTIE WEST (United Artists UA XW 898Y)	63 17	97 I'M GETTING HIGH REMEMBERING BOBBY LEWIS (RPA 7613)	80 6
32 I'M NOT EASY BILLIE JO SPEARS (UA XW 935Y)	41 5	65 IN THE MOOD HENHOUSE FIVE PLUS TOO (WB 8301)	42 10	98 I'M SORRY FOR YOU, MY FRIEND MOE BANDY (Columbia 3-10487)	— 1
33 TWO DOLLARS IN THE JUKEBOX EDDIE RABBITT (Elektra E45357)	14 17	66 PLAY, GUITAR PLAY CONWAY TWITTY (MCA 40682)	— 1	99 TENNESSEE WOMAN ALEXANDER HARVEY (Buddah 555)	97 3
				100 WE FELL IN LOVE THAT WAY CLAUDE GRAY (Granny 10002)	92 4

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Adios (Al Gallico/Algee — BMI)	36	If Not You (Horse Hairs — BMI)	96	My Mountain (Charles Rich — BMI)	16	Texas Angel (Jack & Bill — ASCAP)	63
After The Lovin' (Silver Blue — ASCAP/Oceans Blue — BMI)	31	I Have A Dream (House of Bryant — BMI)	42	Near You (Supreme — ASCAP)	6	The Closest Thing (Hall-Clement — BMI)	83
All The Sweet (Combine — BMI/Music City — ASCAP)	60	I Just (Contention — SESAC)	26	New Kid	46	The Last Of (Blue Echo — ASCAP)	41
A Mansion On The Hill (Milene — ASCAP)	18	I'm Getting (Blue Echo — ASCAP)	97	Out Of My Mind (Sound — ASCAP)	85	The Movies (American Cowboy — BMI)	20
Anything But (First Generation — BMI)	69	I'm Gonna (Singletree — BMI)	30	Paper Rosie (Double Play/Quality — BMI)	34	The Feelin's (Jack & Bill — ASCAP)	73
Are You Ready (Silver Fiddle — BMI)	39	I'm Living (Vogue/Maple Hill — BMI)	77	Play Guitar (Twitty Bird — BMI)	66	There She (Gallico — BMI)	14
Audubon (Amer. Gramophone — SESAC)	76	I'm Not Easy (Hotel — ASCAP)	32	Poor Side (Johnny Rivers — BMI)	82	The Son Of (Acuff-Rose — BMI)	47
Baby, You Look (Cherry Lane — BMI)	38	I'm Sorry For You (Fred Rose — BMI)	98	Ridin' (Paddle Wheel — ASCAP/Dick James — BMI) 10	10	Torn Between (Muscle Shoals — BMI/Silver Dawn — ASCAP)	13
Billy The Kid (Hat Band/Rada Dara — BMI)	70	In The Mood (Shapiro-Bernstein — ASCAP)	65	Round The World (Amer. Gramophone — SESAC) 71	71	Twenty-Four Hours (Arch — ASCAP)	44
Cheatin' Over Time (Hello Darlin' — SESAC)	51	It Couldn't Have Been (Blue Echo — ASCAP)	37	Sam (John Farrar/Blue Gum/Dejamus — BMI/ASCAP)	48	Two Dollars In (Briar Patch — BMI)	33
Cherokee (Mystery — BMI)	58	It's Not (Willie Nelson — BMI)	75	Saying Hello (Don Kirshner — BMI/Kirshner Songs — ASCAP)	19	Two Less Lonely (Maplehill/Vogue — BMI)	8
Crazy (Tree — BMI)	5	Lately I've Been (Show For — BMI)	79	She's Just (Chess — ASCAP)	61	Uncleddy Day (Willie Nelson — BMI)	2
Daddy, They're (Welbeck — ASCAP/ATV — BMI)	88	Lay Something (Julep/Partner — BMI)	87	She's Pulling (Jack & Bill — ASCAP)	59	Vegas (Evil Eye — BMI)	43
Desperado (WB/Kicking Bear — ASCAP)	17	Let Me Love (Almo — ASCAP/Pesco — BMI)	92	Slide Off (Rose Bridge — BMI)	55	Waitin' At The End (Jack & Bill — ASCAP)	94
Don't Be Angry (Acuff-Rose — BMI)	54	Let My Love (Chess — ASCAP)	35	Southern Nights (Warner Tamerlane/Marsaint — BMI)	25	We Fell (Granny White/Babcock — BMI)	100
Don't Throw It (Famous — ASCAP)	40	Liars One (Tree — BMI)	3	Strawberry Curls (United Artists — ASCAP)	95	When It's Just You (House of Gold — BMI)	64
Easy Look (Tree — BMI)	45	Little Things Mean (Leo Feist — ASCAP)	93	Sunday School (Mandy — ASCAP)	57	Whispers (Chappell — ASCAP)	11
Every Beat (Lois — BMI)	67	Lord If I (Tommy Overstreet — SESAC)	74	Sweet City (Covered Wagon — ASCAP)	52	Why Lovers (Hartline — BMI)	21
Fool (Narvel The Marvel — BMI)	89	Love Doesn't Live Here (Blue Echo — ASCAP)	86	Tennessee Woman (UA/Big Ax — ASCAP)	99	Wiggle (Ahab — BMI)	22
Good 'N' Country (Singletree — BMI)	56	Loving Arms (Almo — ASCAP)	49			Wrap Your Love (Starship — ASCAP)	27
Good Old (Sweet Dreams/Arabella — BMI)	53	Lovin' On (Ben Peters — BMI)	78			Yesterday's Gone (Pax House — BMI)	80
Heart Healer (Sawgrass — BMI)	7	Lucille (Bramhall/Andite — BMI)	29			You Never Can (ARC — BMI)	68
He'll Play (Ash Valley/Forest Hills — BMI)	23	Me & The Elephant (Youngun — BMI)	72			You Never Miss (Hall-Clement — BMI)	62
He's Got A (Lu-Ner — BMI)	84	Midnight (Music City — ASCAP)	15			You're Free (Intersong/USA — ASCAP)	24
If Love (Tree — BMI)	9	Mockingbird Hill (Southern — ASCAP)	50			Your Pretty (Jack & Bill — ASCAP)	28
		Moody Blue (Screen Gems-Col./Sweet Glory — BMI)	1				

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Sings A Country Classic



Parker Willson

"Don't Blame The Gun"

Written especially for Parker by
Lawton Williams who wrote such
country hits as

"Fraulein"

"Shame On Me"

"Senor Santa Claus"

"Color of the Blues"

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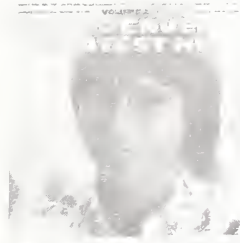


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Country Singles Reviews - Album Reviews



JOHN DENVER'S GREATEST HITS VOLUME II — RCA CPL1-2195 — Producer: Milton Okun

A truly valuable collection featuring some of the greatest of Denver's recordings. Ranging from the hand-clapping "Thank God I'm A Country Boy" and the mellow "Fly Away" to the country folk of "Back Home Again," other bands included here are "Annie's Song," "Welcome To My Morning (Farewell Andromeda)," "Like A Sad Song," "Looking For Space," "Calypso," "Grandma's Feather Bed," "I'm Sorry," "My Sweet Lady" and "This Old Guitar."

NEW HARVEST-FIRST GATHERING — RCA APL1-2188 — Dolly Parton — Producer: Dolly Parton

Breaking from her country roots, Dolly has put together this package of tailor-mades for the progressive rock listener. Her versatility and natural talents combined with her excellent production as well as arrangement comes crystal clear here in selections "Light Of A Clear Blue Morning," "Applejack," "My Girl (My Love)," "Holdin' On To You," "You Are," "How Does It Feel," "Where Beauty Lives In Memory," "(Your Love Has Lifted Me) Higher And Higher," "Getting In My Way" and "There."

ADIOS AMIGO — Columbia KC 34448 — Marty Robbins — Producers: Billy Sherrill, Marty Robbins

The admirable distinctive style of Marty Robbins combined with this special collection of easy listeners is sure to get much attention. Interwoven with tender love songs and Spanish flavored ballads he makes his current hit single the theme of this LP — "Adios Amigo." Other cuts include "18 Yellow Roses," "Falling Out Of Love," "I've Never Loved Anyone More," "Helen," "I Don't Know Why (I Just Do)," "My Happiness," "My Blue Heaven," "Inspiration For A Song" and "After The Storm."

CHANGES IN LATITUDES, CHANGES IN ATTITUDES — ABC AB 900 — Jimmy Buffett — Producer: Norbert Putnam

Opening with the title theme of this offering, Buffett's progressive folk style with an added rock spice gives for top FM listening. Excellent production along with strong lyric material makes this a natural for Buffett. Selections are: "Wonder Why We Ever Go Home," "Banana Republics," "Tampico Trauma," "Lovely Cruise," "Margaritaville," "In The Shelter," "Miss You So Badly," "Biloxi" and "Landfall."

RAIN ON — (ABC ABCD 983) — Gene Cotton — Producer: Steve Gibson

Featuring his hit single "You've Got Me Runnin'," Gene Cotton provides an all out performance. Each selection is a blend of today's progressive rock sound and gives a wide range audience appeal. Selections include "Me And The Elephant," "Song For You," "Deeper And Deeper," "Clarissa," "Rain On," "Sweet Destiny," "Young Lover," "It's Over Goodbye," "My Love Comes Alive" and "The Gift Of Song."

NOUVEAU CHAPEAU — RCA APL1-2072 — Free Beer — Producer: Alan Lorber

From the soulful boogie beat of "You Better Watch Out" to the soft touch given in "Time, Time, Time," this variety of progressive bands serves as an excellent showcase for the talents of Free Beer. Other selections include "Queen Of The Purple Sage," "Nouveau Chapeau," "I've Just Seen A Face," "Going Away," "Wanna Get Back To You," "One Eyed Jackass," "Bullfrog Blues" and "California."

MEL TILLIS — Heart Healer — MCA 2252 — Producers: Mel Tillis & Jimmy Bowen — List: None Listed

Tillis' newest LP is filled with cuts that exhibit both vocal and instrumental excellence. From a rather lengthy "Wedding Bells" to Tillis' version of the old Ray Price "Burning Memories," "Heart Healer" is a shade above his previous album offerings because it contains consistent, playable material. The album's title cut starts off sounding like an old hit, "I Ain't Never," while "Play It Again" offers an uptempo cut likely to receive immediate airplay consideration. The entertainer of the year's newest album is a must for station libraries.

LYNN ANDERSON — Wrap Your Love All Around Your Man — Columbia — KC 34439 — Producer: Glenn Sutton — List: 5.98

Although four cuts on one side of this LP reflect material other than her own, Anderson's capable job on their deliveries shows that she's still one of the most effective female artists in the field today. "You've Got Me" contains this artist's strongest vocal job in some time, and her ability to work effectively with fiddle and steel on "I'll Be Loving You" is simply great. "Feelings" should get immediate airplay because of its arrangement. Glenn Sutton produced.

JOHNNY DUNCAN — Johnny Duncan — Columbia KC 34442 — Producer: Billy Sherrill — List: 5.98

Utilizing Janie Fricke's vocals and Bill McElhiney's string arrangements, Johnny Duncan once again comes through with the strongest entry of the week. Special attention should be given to "Atlanta Georgia Stray" and "It Couldn't Have Been Any Better" because both cuts exemplify Duncan's able interpretation of good lyric material. This artist is building a good future for himself through albums that always make each cut count.

NARVEL FELTS (ABC/Dot DOA 17680)

The Feeling's Right (2:29) Jack And Bill Music — ASCAP (J. Foster/B. Rice)
Hard hitting heavy drum with an up-beat backing lends a pop flavor to this Foster/Rice penned tune. Production by Johnny Morris — it's a sure bet for instant action.

MOE BANDY (Columbia 3-10487)

I'm Sorry For You, My Friend (2:22) Fred Rose Music — BMI (H. Williams)
Moe's delivery of this old familiar swing calls for easy chart action on this Ray Baker production. Taken from the LP "I'm Sorry For You, My Friend."

BARBARA FAIRCHILD (Columbia 3-10485)

Let Me Love You Once Before You Go (2:51) Almo Music — ASCAP/Pesco Music — BMI (M. Leiken-S.H. Dorff)
From the LP titled "Mississippi" comes this slow intimate love ballad produced by Billy Sherrill. The instrumental track makes for plus FM listening.

BILLY SWAN (Columbia 3-10486)

Swept Away (3:20) Combine Music — BMI (D. Linde-B. Swan)
A strong progressive flavor tinged with a bluesy touch on this powerful production by Billy Swan. Pulled from the "Four" LP for definite cross-over action.

EMMYLOU HARRIS (Warner Brothers WBS 8329)

(You Never Can Tell) C'est La Vie (3:27) Arc Music Corp. — BMI (Chuck Berry)
Already receiving heavy airplay, this Chuck Berry 'goldie,' done up in a progressive country swing, sounds like top charting for Emmylou. Produced by Brian Ahern.

BOBBY GOLDSBORO (Epic 8-50342)

Me And The Elephants (2:53) Youngun Publishing Co. — BMI (B. Whitehead)
With a mild, slowbeat musical backing, Bobby Goldsboro's ability for telling sad stories shines through this great lyric. This one will be enjoyed by all music lovers.

RAY SAWYER (Capitol P 4386)

Red-Winged Blackbird (2:49) Whispering Wind Pub. — ASCAP (Joel Jaffe)
A bright, fast-moving beat with a not-so-bright lyric is a fine offering from Dr. Hook's lead vocalist. Pulled from the LP "Ray Sawyer" and produced by Ron Haffkine for both country and pop programming.

DAVID ALLAN COE (Columbia 3-10475)

Lately I've Been Thinking Too Much Lately (3:17) Showfor Music — BMI (D. Coe)
This self-penned cut taken from the LP "David Allan Coe Rides Again" contains an interesting instrumental track, along with the special treatment of Coe's vocal performance. A must for progressive programming, produced by Coe and Ron Bledsoe.

COLLEEN PETERSON (Capitol P 4349)

Six Days On The Road (3:04) Newkeys Music/Tune Pub. — BMI (E. Green-C. Montgomery)
A swingin' boogie beat bound for the boxes with this old favorite pulled from the LP "Beginning To Feel Like Home" with production by Chuck Neese.

BILL McCLURE (Teddy Bear 1007)

Plains Ain't No Big Town (3:30) Denny Music — ASCAP (Bill McClure)
To a winding harmonica backing this self penned recitation is a cute and funny novelty aimed straight at the boxes and airwaves. Produced by Pee Wee Melton.

BEN REECE (Polydor PD 14376)

No One Will Ever Know (3:01) Milene Music — ASCAP (Mel Foree-Fred Rose)
Ben Reece gives full vocal support on this smooth solid country ballad produced by Jim Vienneau.

JAN STARK (Fairview F 115)

Don't Take The Country (Out Of Country Music) (2:20) Cedarwood Pub. — EMI (Tandy Leigh-Glo Mahr)
The title tells the tale of this bouncy country rhythmic tune given a nice vocal performance by Jan, with Jack Logan producing.

RON SHAW (Pacific Challenger PC 1503)

Fairweather Woman (3:22) Pacific Challenger Music — BMI (R. Shaw)
Ron Shaw's delivery of this self-penned lyric of lost love complements the smooth progressive arrangement provided. Produced by Gary Brandt for easy FM listening.

LEE RYDER (Denim Blue DB 761)

You Stepped Out Of My Dream World (2:31) Toetapper Pub. Co. — BMI (Phil Heideprien-Royce G. Clark)
A bouncy happy track rich with piano and steel should bring jingles to the boxes. Produced by Royce Clark.

SUSAN TODD (Hereford IRDA 361)

Mr. Right Just Left (2:59) Keyboard Pub. — BMI (Dave Reynolds)
A tale of heartbreak done in a laid-back pure country style with production by Rich Wilber. A sure bet for box plays.

PARKER WILLSON (Maudi CDC 00015)

Don't Blame The Gun (2:31) Eudora Music — BMI (Lawton Williams)
Underneath the light and bouncy musical track there is a very strong lyric. Excellent box number.

SHARON McDOWELL (Central Country IRDA 2054)

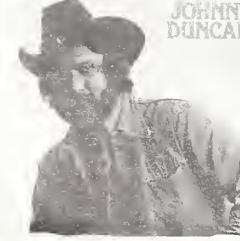
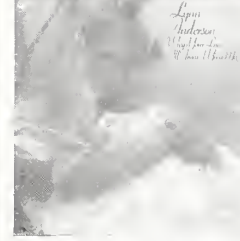
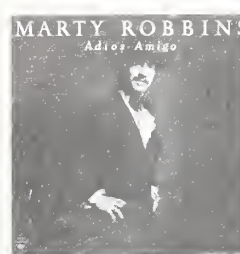
Tender Lovin' (2:11) Central Country Pub. — BMI (Billy L. Slimp)
Sharon delivers this swingin' country tune rich with cajun fiddle and spices of the "Austin" sound. Produced by Jim Shaw.

MUSIC MERCHANTS (Starnote IRDA 2042)

Peanuts To Presidents (2:25) Kiaac — BMI (Jasen Perri)
Heavy emphasis on instrumentation. It's a narrated story of 'rags to riches' done in progressive country style.

RUSS MARSH (Starway IRDA 2053)

I'm Walking (In The Footsteps Of Your Mind) (4:20) Shaunna Lee Music — ASCAP (Russ Marsh)
With much controversy over the request of plays by Gary Gilmore before his death, this number should bring many more plays for Russ Marsh. Interesting lyric and musical backing.



RETAIL LP SELLING PRICES

Atlanta

At **Franklin Music** (3 locations), these features over two pages: the latest LP by the Kinks for \$3.99/\$4.99 tape; and the soundtrack to "Roots" for \$3.99/\$4.99 tape. (Sunday *Atlanta Journal and Constitution*).

Baltimore

At **Korvettes** (4 locations), these features: multi-label sale (including ABC, WEA, Private Stock, Angel and Chrysalis) for \$3.99/\$5.79 tape; the latest album by ZZ Top for \$3.99; the latest album by George Benson (\$7.98 list) for \$4.99; and two Casablanca releases (both \$5.98 list), including "Disco Mix," for \$2.99. At **Recordmasters** (3), all Columbia classical releases for \$4.19/\$5.79 tape and any two discs for \$7.98. (Sunday *Baltimore Sun*).

Boston

At **Music City**, the latest album by Gato Barbieri for \$3.89/\$5.59 tape. (Sunday *Boston Globe* and *The Real Paper*, February 19).

Chicago

At **Montgomery Ward** (15 locations), these features: 19 releases, including the latest LPs by Aerosmith, Lonnie Liston Smith, Bob Seger, Engelbert Humperdinck, EWF, Thelma Houston and the Captain & Tennille for \$3.99; assorted budget and cutout LPs for \$1.99-\$2.99, budget tapes for \$3.99; and the latest LP by David Bowie (\$7.98 list) for \$4.87. (Sunday *Chicago Tribune*).

Cincinnati

Ad promoting the latest album by Barry Manilow, at Music World, Globe Records, Neumark's and the Song Shop, tied to upcoming TV special, price not included. (Sunday *Cincinnati Enquirer*).

Cleveland

At **Uncle Bill's** (10 locations), these features: nine releases, including the latest albums by Aerosmith, Al Stewart, Abba, Bread and Rufus for \$3.95/\$4.95 tape; and the latest release by Queen (\$7.98 list) for \$5.25/\$5.95 tape. At **Record Theatre** (7), Jim Croce's "Time In A Bottle," price not included. At **Camelot Music** (5), "Time In A Bottle" for \$3.99. At **Woolworth** stores, assorted budget LPs for \$2.99. At **Records Unlimited** (2), four A&M and London releases, including the latest LP by ZZ Top for \$3.99; and four 2-LP sets, including the latest release by Diana Ross (all \$7.98 list) for \$5.99. At **May Co.** stores, these features: five releases, including the latest LPs by Rufus, McCoo/Davis and Harold Melvin and the Blue Notes for \$3.99; the latest release by Isaac Hayes and Dionne Warwick (2 LPs/\$8.98 list) for \$5.99; and assorted budget LPs for \$2.99. Ad promoting the latest album by Barry Manilow at Camelot Music, Clarkin's Record and Tape departments, Recordland, Record Carnival, Record Rendezvous, Records Unlimited, Newberry's Great Lakes Mall, John Wade Records and The Shoppe, tied to upcoming TV special, price not included. At **Disc Records** (3), two RCA Red Seal releases, including "The Romantic Flute" by Jean-Pierre Rampal (both \$7.98 list) for \$5.49 per disc. (*Cleveland Plain Dealer*, February 11 and 13).

Dallas

At **Target** stores, all-label sale for \$3.69/\$4.99 tape. At **Super X** stores, assorted cutout LPs for \$1.99/\$2.99 tape. At **Woolco** stores, 10 releases, including the latest LPs by Engelbert Humperdinck, Waylon Jennings, Jimmy Buffett, ELO and Steve Miller for \$3.99. (Sunday *Dallas Times-Herald* and *Dallas Morning News*, February 11 and 13).

Denver

No ads appeared in the Sunday *Denver Post*.

Detroit

At **Korvettes** (5 locations), these features: multi-label sale (including WEA, Angel, Private Stock and Chrysalis) for \$3.99; eight "Super Specials," including the latest LPs by Barry Manilow, Steve Miller, the Bee Gees, Eric Clapton, Al Stewart and Santana, the Beatles' "Let It Be" and "Nadia's Theme" on A&M (\$5.98 list) for \$2.99 (limit of one of each to customer); the latest release by George Benson (\$7.98 list) for \$4.99; the Kiss catalog for \$3.99; and Kiss' "Alive" (2 LPs/\$9.98 list) for \$5.88. At **Federal** stores, "\$1 off" regular price on all LPs and tapes. (Sunday *Detroit News*).

Houston

At **Record Town** (3 locations), Jim Croce's "Time In A Bottle" for \$3.89. At **Disc Records** (4), the soundtrack to "Roots" for \$3.99. (Sunday *Houston Chronicle*).

Kansas City

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

Los Angeles

At **Music Plus** (15 locations), 6 Pablo releases, including albums by Dizzy Gillespie, Duke Ellington, Count Basie, Joe Pass and Zoot Sims (all \$7.98 list), for \$4.59; and Steve March's "Lucky" LP for \$3.69 per disc. At **J.C. Penney** stores, multi-label sale (including ABC, RCA, Columbia, Capital, Lifesong, UA, London, A&M and Janus) for \$3.99/\$4.99 tape; assorted cutout LPs for \$1.99; cutout tapes for \$2.97. At **The Warehouse** (24), "Roots" by Quincy Jones on A&M for \$3.96/\$4.77 tape. At **Vogue** (2), Claudio Arrau's "Brahms: Sonata in F Sharp Minor" tied to area concert appearance (\$7.98 list) for \$4.98 per disc; the entire Philips catalog (\$7.98 list) for \$4.98 per LP; and Arrau's "Beethoven: Complete Piano Sonatas" (13-record set) for \$38.98. At **Licorice Pizza** (18), 4 Chrysalis releases, including LPs by Leo Kottke, Racing Cars, Split Enz and The Babys, for \$3.69/\$4.99 tape. At **Two Guys** stores, Jim Croce's "Time In A Bottle" LP for \$3.69/\$4.99 tape. "Phil Spector's Greatest Hits" (2 record set) on Warner/Spector, no store tie-in, no price included. (Sunday *Los Angeles Times*).

Miami

At **Spec's Music** (7 locations), the latest LP by Paul Anka and two Anka catalog albums for \$3.99, tied to upcoming area concert. At **Record Land** (3), the soundtrack to "Roots," price not included. (Sunday *Miami Herald*).

New Orleans

At **New Attitude Records and Tapes**, four "Features of the Week," including the latest LPs by Grover Washington Jr., Barry Manilow and the Emotions and the "Saturday Night Live" LP for \$2.99. At **Robert Hall Village** stores, assorted cutout LPs for 50¢-\$1.66, cutout tapes for \$2.66. (Sunday *New Orleans Times-Picayune*).

New York

At **Jimmy's Music World** (19 locations) these features: 12 releases, including the latest albums by Rufus, Neil Diamond, Boston, Deniece Williams, Billy Paul, EWF, Brainstorm, the Bee Gees and the O'Jays for \$2.99 (limit of one of each to customer); and the latest releases by Stevie Wonder and Wings (both \$13.98 list) for \$6.99. At **Korvettes** (32), these features over three pages: multi-label sale (including WEA, ABC, Private Stock and Chrysalis) for \$3.99/\$5.79 tape; 12 "Super Specials," including the latest LPs by Melba Moore, Wild Cherry, the Four Tops, the Jacksons, the Sylvers, Brass Construction, Dr Buzard, Eric Clapton and Heart, the Beatles' "Let It Be," "Nadia's Theme" on A&M (\$5.98 list) and "The Best of George Harrison" for \$2.99 (limit of one of each per customer); four RCA releases, including the latest LP by Hall & Oates for \$3.99; two Arista releases, including the latest LP by Barry

Manilow for \$3.99; four UA and Blue Note releases, including the latest LP by Donald Byrd and the soundtrack to "Rocky" for \$3.99; the latest LP by George Benson (\$7.98 list) for \$4.99; the latest LP by David Bowie (\$7.98 list) for \$4.99; Jefferson Airplane's "Flight Log" (2 LPs/\$10.98 list) for \$6.88; three releases by Lorin Maazel and the Cleveland Orchestra on London for \$3.99 per disc; Bob Seger's "Live Bullet" (2 LPs/\$7.98 list) for \$4.99; Virgil Thompson's "The Mother of Us All" (2 LPs/\$15.98 list) for \$10.99 and the latest LP by the Crown Heights Affair for \$3.99, both tied to upcoming store appearances. At **Sam Goody** (27), these features over two pages: all-label "rock-folk-soul" sale for \$3.74; "20% off" shelf price on all other LPs and tapes; 10 "Super Picks" including the latest LPs by Rufus, Chicago, the Jacksons, Emmylou Harris, ZZ Top, the Bee Gees, Grover Washington Jr., Genesis, Mary Macgregor and "Learn To Hustle" for \$2.99; and four releases by Emil Gilels on DG (\$7.98 list) for \$4.79 per disc. At **Record World** (17), the Wings catalog for \$3.99/\$5.79 tape; and "Wings Over America" (3 LPs/\$13.98 list) for \$7.98/\$8.99 tape. (Sunday *New York Times*).

Philadelphia

The *Philadelphia Inquirer* and *Philadelphia Bulletin* were on strike and didn't publish Sunday editions.

Portland

At **DJ's Sound City** (3), special "red ticket" sale on assorted cutout LPs 2 for \$1.00 (Washington Square store only). (The *Sunday Oregonian*).

San Diego

At **J.C. Penney** stores, multi-label sale (including Capitol, Epic, Warner Bros., A&M and MCA) for \$3.99/\$4.99 tape; assorted cutout LPs for \$1.99; cutout tapes for \$1.99 per cartridge. (Sunday *San Diego Union*).

San Francisco

At **Gramophone Records**, the debut LP by Jane Olivor, tied to her upcoming area concert, price not included. At **Tower Records** (4 locations), the latest release by the Nitty Gritty Dirt Band (3 LPs/\$11.98 list) for \$6.99. At **The Warehouse** (18), a full page ad promoting the soundtrack to "Roots" for \$3.96/\$4.77 tape. (Sunday *San Francisco Chronicle*, *Datebook/This World*).

St. Louis

At **Venture** stores, the latest LPs by David Bowie and Tomita (both \$7.98 list), for \$4.98; and the newest albums by Janis Ian, ZZ Top and Abba for \$3.98/\$4.98 tape. At **J.C. Penney** stores, these features: seven releases, including the latest albums by Engelbert Humperdinck and ZZ Top for, \$3.99/\$4.99 tape; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99 per LP or tape; the latest \$4.99; and assorted cutout LPs for \$1.99/\$2.99 tape. (Sunday *St. Louis Post-Dispatch* and *Globe-Democrat*).

Tulsa

No ads appeared in the Sunday *Tulsa World*.

Tampa

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

Washington

At **Discount Record and Book Shop** (2 locations), all-label classical "Bach and Before" sale (all Medieval, Renaissance and Baroque classical LPs included). At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore. At **Book Annex & Record Tape Ltd.** (2), these features: all "Top 100 rock-soul-jazz LPs" for \$3.99/\$5.99 tape; all Odyssey LPs (\$3.98 list) for \$1.99 per disc; all DG, Philips and Telefunken releases

(continued on page 67)

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Natalie Cole At Dorothy Chandler Pavilion

LOS ANGELES — Natalie Cole's first performance at the Dorothy Chandler Pavilion was sold out to what appeared to be a largely conservative crowd, that most assuredly dropped a bit of their conservatism once Ms. Cole stepped on stage. Cole went right from a bouncy opener into a rendition of the Doris Day tune "Que Sera, Sera" (What Will Be Will Be), a soulful re-arrangement of the classic tune by Chuck Jackson and Marvin Yancy. The words may have been the same, but the arrangement enabled Cole to show exactly what the word soulful meant. Cole did a medley of her hits including "Mr. Melody," "This Will Be" and "Sophisticated Lady," but the major portion of the show included songs from her upcoming album "Unpredictable." Even though many of her ballads, such as "I Can't Say No," "I'm Catching Hell" and "No Plans For The Future," were drawn out, at no time was there a lull in the show; in fact, she could have drawn those songs out even

more and it would not have been boring. A new dimension to the show was the use of smoke clouds, and to add to the mood of different songs, scenes were projected on a screen directly behind the band. These things were an added attraction, and may have enhanced some people's involvement in the mood of a song, but when Cole started to sing, they were merely an effective complement to her strong singing capabilities.

Cole's backup singers were certainly an asset to her, more than adequate in voice quality, and able to work well together and with her. The piano player, Linda Williams, must have come to the show by way of a church orchestra, since many of her piano strokes were in that vein, and, to say the least, she was outstanding.

Tom Dreesen opened the show with some interesting jokes about his childhood in a racially mixed neighborhood.

cookie amerson

Jean-Luc Ponty

EXIT/IN, NASHVILLE — Jean-Luc Ponty is an unlikely name to feature in the heart of country music city, yet this Parisian jazz improvisationist moved two-night, double show Nashville audiences to a rare musical height when he performed at the Exit/In. Educated as a concert violinist since the age of thirteen, he received the highest award for violin at the Conservatory in Paris before beginning his professional career with a symphony orchestra and being introduced to improvisation in Paris jazz clubs.

In the mid-sixties Ponty's producer sent some tapes of Ponty and George Duke to Frank Zappa which led to the "King Kong" sessions in 1971 and a tour with the Mothers of Invention. John McLaughlin asked Ponty to join the Mahavishnu Orchestra which resulted in additional touring and featured solos on McLaughlin's "Visions Of The Emerald Beyond" and "Apocalypse" albums. These associations are valuable assets to Ponty's present style which is a jazz/rock fusion of classic romanticism, esoteric sounds, dance rhythms and prominent lead on guitar by Darryl Stuerman, drummer Steve Smith of Boston, ex-Mahavishnu bassist Ralph Armstrong, and Australian keyboard man Alan Zavod on synthesizer. Ponty's instrumentation was carried on a Barcus Berry violin with electronic attachments that make the Ponty sound.

The group is composed of precision instrumentalists with Ponty providing emphatic vocals. "Question With No Answer" featured acoustic guitar and electric violin duets. "Wandering The Milky Way/Aurora" began with a violin solo and ended in a band jam with Zavod standing out on intense jazz piano interludes. The Nashville audience was mesmerized by the energy and finesse of this top-rate group. Ponty changed from violin to fiddle-style picking as a special tribute encore to Nashville.

carmen adams

Steve Miller/Norton Buffalo

THE FORUM, LOS ANGELES — An anything but mediocre Steve Miller played to the cavernous Forum and performed a solid two hours of material, including three encores that left the crowd standing and dancing in a hall not renowned for its acoustics.

Though the set lagged somewhat in the middle, Miller seemed determined to give the crowd their money's worth, even if that meant playing longer than most performers of his status would consider. It was interesting that even though Miller played a goodly amount of older material, he featured new arrangements of such familiar tunes as "Mary Lou," "Going To Mexico" and "The Joker," the latter in a slowed-down '50s style country funk.

But it must be said that even though Miller's musical ability is not in dispute, his concert performances would be greatly enhanced by the addition of more lighting and special effects, especially when one considers the length of his performances, which this night included 25 songs. Only the last two songs before the first encore were embellished by special lighting and wind sound effects. But these two clearly showed how lighting and the addition of supportive sound effects enhance and help create a mood. On "Fly Like An Eagle," the revolving mirror ball and the accompanying wind sounds greatly added to the soaring mood of the song and helped create a highly enveloping musical atmosphere that gave the song an added dimension that the audience enjoyed.

Norton Buffalo, a Steve Miller protege who played with the band later, opened the show with his own set of progressive country harmonic riffs. Dressed like a well-heeled snake-oil salesman from the 1890s, Buffalo played a frisky harmonica and sang a set of punchy country-style songs supported by an excellent back-up band of six musicians, and displaying his soft growling vocal style.

chuck comstock

Kenny Rankin / Franklin Ajaye

ROXY, L.A. — Mellow folk rock guitarist Kenny Rankin was in his element and up to par when he played the intimate confines of the Roxy Theatre to a relaxed and mostly receptive audience last weekend. With a backup band including Rankin old-timers Peter Marshall on bass and Roy McCurdy on drums, Kenny has also been joined for the last year, but not the last album, by former Santana and Azteca keyboardist Wendy Haas.

Rankin's smoky coffeehouse style was perfectly suited to the Roxy, as was the band that supported without overshadowing Rankin, whose mid-range vocals are

most at home with romantic love ballads. But it is Rankin's ability to rearrange other people's work with his own distinctive style that sets him apart from other, less energetic artists who rely on old formulas for standard tunes. The audience also seemed to enjoy Rankin's unaffected stage presence, whether nibbling a french fry or quelling a heckler, but his attempt at comic patter between songs paled when compared to the real comic talent of the show's opener, Franklin Ajaye.

Ajaye's offering of street-wise observations and irreverent comments on the Presidency, Barry White, James Brown and

(continued on page 52)

EAST COASTINGS — The *Bottom Line* probably could have celebrated its third birthday (February 12) any number of ways, but few arena superstars could have equalled the effect of a club performance by **David Bromberg**. Aided by an impressive complement of musicians in addition to his own professional backing group (rumored **Janis Ian** and **Phoebe Snow** didn't show), Bromberg achieved a rapport with the crowd that reached a fever pitch with "I'll Never Be Your Fool," a Chicago-style blues which found him totally immersed in exhortation of "the woman who'd done him wrong." Electric guitar playing is Bromberg's weakest point, but he tastefully chose not to overdo that aspect, concentrating his energies on the voice and acoustical strings. Vocally, he was more relaxed than ever, sounding his finest through standards such as "Mr. Bojangles" (announced as a **Sammy Davis, Jr.** song). On guitar, he was able to trade licks with the likes of **John Hammond Jr.** and banjoist extraordinaire **John McKuen** of the **Nitty Gritty Dirt Band**. Bromberg also contributed a bit of violin to the ensemble, fiddling along with two other members of his group through "Hava Nagila" (exploited by **ELO** at Madison Square Garden the night before!), but the showstopper came during the late show with the kilted arrival of **Loudon Wainwright III**. In a reggae-ized version, Wainwright's biggest hit was transformed into "Dread Skunk," a truly ingenious impromptu finale. Witnessing that one from the audience, even **Timothy Leary** probably felt time had passed him by.

THE MAN FROM "L" — **Steve Hillage** may have left his philosophy major unfinished at the university, but ideas remain the basis of the guitarist's musical direction. When he left school to form a group called **Khan**, he intended to combine philosophical ideas and his guitar playing skill (he started at nine) in a search for "psychedelic music that would be relevant to the seventies rather than a throwback to the sixties." "Psychedelic" to Hillage is not a reference to any drugs or certain uses of patterns of sound or color, but a word for consciousness expansion in the fullest sense. He was deeply affected by the first three bands he had ever seen in live performance: **Pink Floyd**, **Jimi Hendrix Experience** and **Cream**, and his intention is to bring those same feelings, rather than the same music, to the people he plays for today. "I want my music to be a phenomenon that intrigues people, that catalyzes positive and intuitive feelings in them." He assured us that his motives in playing music professionally are neither financial, sexual or sensual.

Hillage's most recognizable credential is his previous membership in **Gong**, and influential thinking group of European musicians which he states "combined certain mystical philosophies with a sense of humor." While Hillage feels that his first solo LP, "Fish Rising," was linked to the yet misunderstood directions of **Gong** in many ways, he terms his new **Atlantic/Virgin** album, "L," to be "more focused and full of outwardly powerful energy" than his previous works.

STILL MORE ANIMAL CRACKERS — No laughing matter, in fact — the world's whale population continues to dwindle seriously due to poorly planned whaling activities. The main culprits are the whaling industries of Japan, which is the nation with the largest consumption of whale products. Several entertainment industry figures have rallied behind the cause to save the whales, and the movement has now moved to a new level of organization. At a press conference held February 16, **John Sebastian**, **Odetta**, and **Michael Lang** (Woodstock) revealed plans for a mammoth concert "Japan Celebrates The Whale and Dolphin," to be held in Tokyo April 8-10. The first large-scale music industry benefit to be held in Japan, the concert will include **Jackson Browne**, **J.D. Souther**, **Jimmy Buffett**, **Odetta**, **Paul Winter Consort**, **Eric Anderson**, **Country Joe MacDonald**, and the **Rolling Coonut Review** (with **John Sebastian**, **Fred Neil**, **Harvey Brooks**), among others. A full whale and dolphin exhibition will round out the festival, which will attempt to enlighten the Japanese public as to the seriousness of this problem, which the Japanese media has thus far portrayed as a "crackpot movement."

RISING STARS — That mysterious mustachioed fellow who so often appears in **Bay City Rollers** has been identified for young readers in the April 1977 issue of *Sixteen*. Yes he's **Mike Kientner**, "one of the Rollers' closest American friends." *Sixteen* includes the obligatory "he's married" clause in the photo caption, in the same breath discounting a supposed rumored romantic involvement between **Carol Strauss** and **Woody Wood**. . . **Split Enz** have been presented the "group of the year" award from the New Zealand Entertainment and Ballroom Operators Association. A truly unique group in terms of appearance and origin, **Split Enz** will appear on an equally unique *Bottom Line* double bill with **Henny Youngman**. . . Soon to tour, **Big Tree's Parker McGee** will appear at the *Bottom Line* February 28 thru March 1 with the **Flying Burrito Brothers**. . . Witnessing the current success of **Al Stewart's** "Year Of The Cat," Stewart has given out a few feline opinions: "I don't like cats; they make me sneeze!" . . . **Levon Helm's** (ABC solo) band will include **Dr. John** and **Duck Dunn**. . . Strong rumors to the effect the **ELO** will be doing some of the music for the upcoming film production of "Sargeant Pepper's Lonely Hearts Club Band."

NEW ADDITIONS — Added to the current plethora of rock and roll history books are two works by Australian-born, British-based pop music journalist **Ritchie Yorke**, both of which are published in the U.S. by Two Continents/Methuen Publications. "The **Led Zeppelin Biography**" (cleverly packaged with "Zep" Pez dispensers on the cover) reviews the group's complete history, sticking to basic facts and low-key personal interviews. "The History Of Rock 'n' Roll" is an ambitious project, covering twenty years (1955-1975) on an annual basis. The volume also includes color as well as black and white photographs. . . "Grease," the longest-running show on Broadway, began its sixth year (2061st performance) on February 15. . . With the release of their Bearsville album "Ra," **Todd Rundgren's Utopia** plans a U.S. tour beginning March 8. . . **Paul & Linda** singing some backups on the upcoming **Roy Harper** LP on **Chrysalis**. Harper recently assembled a totally new touring band. . . **Jet Records** has signed **Kingfish**, their first American talent acquisition. Also watch for a new **Widowmaker** LP from **Jet** in April. . . The Oscar nominees are in: for best original score, the nominees are **Bernard Herrmann**, "Obsession"; **Jerry Goldsmith**, "The Omen"; **Jerry Fielding**, "The Outlaw Josey Wales"; **Bernard Herrmann**, "Taxi Driver" and **Lalo Schifrin**, "Voyage Of The Damned." For best original song: "Ave Satani" from "The Omen" (**Jerry Goldsmith**); "Come To Me" from "The Pink Panther Strikes Again" (**Henry Mancini**, lyrics **Don Black**); "Evergreen" from "A Star Is Born" (**Barbra Streisand**, lyrics **Paul Williams**); "Gonna Fly Now" from "Rocky" (**Bill Conti**, lyrics **Carol Connors** and **Ayn Robbins**); and "The World That Never Was" from "Half A House" (**Sammy Fain**, lyrics **Paul Francis Webster**). For best original song score and adaptation or best adaptation: **Leonard Roseman**, adaptation for "Bound For Glory"; **Paul Williams**, score and adaptation for "Bugsy Malone" and **Roger Kellaway**, adaptation for "A Star Is Born." . . Get ready for the "Beatlefest '77 Come Together," at the Statler Hilton, February 26-27. . . **John Loesser** has formed **JXL Productions**. . . **John Hammond** begins work on his second **Vanguard** LP this week since re-signing with the label. . . **Windsong** recording artist **Helen Schneider** returns to the venue which provided the germinal impetus for her eventual signing, **Tramp's**, from March 2-20. . . **Laurel Canyon Music, Ltd.**

(continued on page 64)

One of the greatest black bandleaders of the '40s and '50s, **Buddy Johnson**, died February 9 in New York. Of all the bandleaders of his time Johnson was best able to appeal to uptown sophisticates and good old folks down home. Johnson, originally from South Carolina, was perhaps the strongest regular attraction at New York's Savoy Ballroom.

On records he had a 14-year association with Decca (MCA) and switched to Mercury in 1952. His last LP was done for Roulette in 1959. Sadly, only one LP, "Buddy Johnson Wails" on Trip is available in the US.

While Johnson had a solid driving band (he was billed as the 'rock 'n roll big band' in the '50s) he had more success in developing singers. Sister **Ella** was a popular performer with the band and **Arthur Prysock** got his first major break with the Johnson band.

Focus on Johnson in recent years has come about because of the renewed popularity of many of his songs. The best known of these is "Since I Feel For You," which was a big hit by **Lenny Welch** in 1963. Others that have been widely recorded are "They All Say I'm The Biggest Fool," "Please Mr. Johnson" and "That's The Stuff You Gotta Watch."

He leaves his wife Jeanette, a son Woodrow Jr., three sisters (including Ella) and four brothers.

Utopia records, distributed by RCA, has

a new two pocket set titled "Albert Live" by **Albert King**.

Jazz Interactions begins a series of Sunday concerts this week at Storyville in New York. The programs are scheduled to continue into May and with different groups each week.

The first CTI product with its \$7.98 list has appeared. Trombonist **Urbie Green** has an album titled "The Fox" which features **Joe Farrell, Eric Gale, Jeremy Steig and Mike Mainieri**. **Hubert Laws' "The San Francisco Concert"** features **Bob James, Harvey Mason** and a huge orchestra including 31 strings!

Inner City continues to be the most active U.S. label in making overseas connections. The latest news is that IC will start issuing product from the Enja label next month. In the first release will be LPs by **Cecil Taylor, Archie Shepp and Elvin Jones**. Enja had some product issued here through Audio Fidelity in the past.

Stanley Turrentine's new single is "Evil Ways" from his "The Man With The Sad Face" album. It's interesting to note that Fantasy had a hit with **Cal Tjader's** version of this tune some five years ago.

Concord has announced the release of five more LPs and there appear to be some genuine winners here: "**Tal Farlow** — A Sign Of The Times"; "**Hank Jones Trio with Ray Brown & Jimmie Smith**" and "Hello Like Before" by **Ernestine Anderson**.

bob porter

JAZZ ALBUM PICKS

CUBER LIBRE — Ronnie Cuber — Xanadu 135 — Producer: Don Schlitten — List: 6.98

Cuber is certainly the freshest new voice on baritone sax to appear on record in some time. Actually, he has been featured prominently with George Benson and Maynard Ferguson so that he is new only in the sense that this album is the first full blown display of his talents. Support comes from what is proving to be the Xanadu house band: Barry Harris, Sam Jones and Albert Heath. The program is jazz standards of the 1940s and '50s and Cuber impresses as a musician with plenty of tonal identity, chops and ideas. An impressive debut.



INVITATION — David Schnitter — Muse 5108 — Producer: Ozle Cadena — List: 6.98

Schnitter is a young tenor sax man who has been working with Art Blakey for the past few years. He is a strong, gutsy player with roots in Dexter Gordon and Sonny Rollins and without the excesses of many young players. A fellow Blakey bandmate, pianist Mickey Tucker, also has strong solo moments here. The program is a testing one with a Parker tune, a Monk tune, a blues and two good standards. The performances are excellent and Schnitter is obviously a musician on whom to keep tabs.



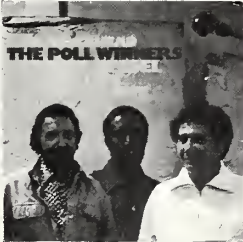
THE ESSENTIAL VIC DICKENSON — Vanguard 99/100 — List: 7.98

This is a welcome reissue in that Vanguard recorded some great mainstream jazz under the aegis of John Hammond in the mid-'50s and with rare exceptions the music has been out of print much too long. The music here teams Vic with Ruby Braff or Shad Collins and Ed Hall and a Basie-styled rhythm section playing standards from the good old days. The performances are inspired and this may well be the best showcase of the trombonist's ability anywhere. Excellent recorded sound.



STRAIGHT AHEAD — The Poll Winners — Contemporary 7635 — Producer: Lester Koenig — List: 6.98

Barney Kessel, Ray Brown and Shelly Manne. These three made four contemporary albums together in the late '50s under the above banner. Times have changed, and music also, since the era when these three dominated the popularity polls but the quality of these men and their music has, if anything, improved. Manne is a more aggressive drummer, Kessel is looser, even more inventive and Brown is Brown — the best in the business. This album is a joy from start to finish and as Brown says, "The only thing we need is the inspiration to play." The inspiration is here in abundance.



CRYSTAL REFLECTIONS — Buster Williams — Muse 5101 — Producer: Elliot Meadow — List: 6.98

Williams is a splendid bassist; certainly he is among the top players today and this is a superb LP for his playing alone. For most of the selections the accompaniment has Roy Ayers, Kenny Barron and Billy Hart — an MJQ instrumentation. Yet, the music here is more adventuresome; and, to hear Ayers away from his pop trimmings is especially delightful. The music is a nice blend of originals and standards.



TOP 40 JAZZ ALBUMS

	Weeks On 2/19 Chart		Weeks On 2/19 Chart
1 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	1 3	21 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	12 23
2 SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	2 9	22 PASTELS RON CARTER (Milestone/ Fantasy 9073)	35 3
3 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	4 8	23 HANK CRAWFORD'S BACK (Kudu 33)	25 8
4 VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	6 9	24 SOPHISTICATED FUNK JACK McDUFF (Chess ACH 19004)	23 8
5 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	5 14	25 HAPPINESS HEARTACHES BRIAN AUGER'S OBLIVION EXPRESS (Warner Bros. BS 2981)	31 2
6 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	3 34	26 JOYOUS LAKE PAT MARTINO (Warner Bros. BS 2977)	28 25
7 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	8 17	27 ROMEO & JULIET HUBERT LAWS (Columbia PC 34330)	27 17
8 CALIENTE GATO BARBIERI (A&M 4597)	7 22	28 THE BEST OF THE CRUSADERS (Blue Thumb/ABC BTSY 6027/2)	24 12
9 SHADES KEITH JARRETT (Impulse/ABC AS 9322)	14 4	29 KINKATRON RAHSAAN ROLAND KIRK (Warner Bros. BS 2982)	32 2
10 RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	9 13	30 ROOTS OUINCY JONES (A&M SP 4626)	— 1
11 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	10 15	31 MILTON MILTON NASCIMENTO (A&M SP 4611)	33 3
12 CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	19 4	32 THE SOUND OF THE DRUM RALPH McDONALD (Marlin/TK 2202)	— 1
13 BIRD IN A SILVER CAGE HERBIE MANN (Atlantic SD 18209)	16 5	33 SEA WIND (CTI 5002)	36 4
14 GEORGE BENSON IN CONCERT AT CARNEGIE HALL GEORGE BENSON (CTI/Motown 6072 S1)	15 5	34 SECRETS HERBIE HANCOCK (Columbia PC 34280)	26 25
15 FOCAL POINT McCOY TYNER (Milestone/Fantasy M9072)	17 10	35 SLEEPING GYPSY MICHAEL FRANKS (Warner Bros. BS 3004)	— 1
16 LIVING INSIDE YOUR LOVE EARL KLUGH (Blue Note/UA BNLA 667G)	18 18	36 SIT ON IT JIMMY SMITH (Mercury SRM 1-1127)	39 3
17 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	13 25	37 BOB JAMES THREE (CTI 6063)	40 34
18 I HEARD THAT OUINCY JONES (A&M SP 3705)	20 22	38 THERE'S MUSIC IN THE AIR LETTA MBULU (A&M 4609)	— 1
19 THE LION AND THE RAM LARRY CORYELL (Arista AL 4108)	21 5	39 THE 25TH ANNIVERSARY THE DAVE BRUBECK QUARTET (Horizon/A&M 714)	— 1
20 THE MAN WITH THE SAD FACE STANLEY TURRENTINE (Fantasy F9519)	11 15	40 SOLID MICHAEL HENDERSON (Buddah 5662)	22 19

ジャズタイムズ大賞発表 南里文雄賞



JAZZ INSIGHTS — RCA Records artists **Toshiko Akiyoshi and Lew Tabackin** recently journeyed to Tokyo to be honored by *Swing Journal*, Japan's leading jazz magazine, which presented them with the gold disc award for "jazz album of the year." Akiyoshi/Tabackin received the honor for their latest RCA Japan album, "Insights." Shown here at the award ceremony are (l-r) I. Okuno, president of RVC Corporation; *Swing Journal's* president K. Kato; and Akiyoshi and Tabackin.

Clark Benefit on Feb. 28

LOS ANGELES — "Friends of Buddy Clark" will stage a benefit for the injured bass player Monday, February 28, at the King Arthur nightclub, Canoga Park. The famed co-ordinator of Supersax was seriously hurt in a recent hang-gliding accident and has been hospitalized for two months.

Among the musicians involved in the benefit are the Capp/Pierce Big Band, the Bill Holman Orchestra, Joanie and Her Nite Hawks, Ace Lane's Big Band, Supersax and Sarah Vaughn.

LPs By 6 E/A Artists Featured In Campaign

LOS ANGELES — Elektra/Asylum Records is running what it calls "a Giant Ear sales campaign" on the catalogs of E/A artists Linda Ronstadt, the Eagles, Jackson Browne, Queen, Joni Mitchell and Bread. The program, which is continuing through Feb. 25, will feature a discount, dating and merchandising program along with advertising support. All six currently have albums in the top 50 of the **Cash Box** LP chart.

Country Roundup

(continued from page 45)

Longtime lady in the music industry **Charlotte Tucker** moves from executive secretary to a newly appointed position as assistant to vice president **Don Gant** at Tree International Publishing.

The **Gregg Allman Band** will make a mini-tour of Japan this March by which time their new album "Playing Up A Storm" should be finished and released.

February 20 **The Marshall Tucker Band** will appear on the British King Biscuit Hour radio series recorded in Europe.

In addition to his other business ventures, **Roy Clark** is now a part owner of the Blucher Boot Company, the oldest continuously operating bootery in the country. Founded about 1857, the Blucher boot works turns out completely hand-tooled boots with the craftsmen working in the shop trained by members of the original founder's family. Located in Fairfax, Oklahoma, production of these exclusive soles is sold out for approximately six months.

Don Williams' new LP "Visions" shipped gold in Great Britain on the strength of advance orders. Don's rise to English popularity was enhanced when Eric Clapton named Williams as one of his all-time favorite artists and joined Don onstage at a London concert last fall to play dobro on several tunes. Reports just in from the Country Music Association of Great Britain say Williams had five of his albums in the top 20 album list of 1976.

Don Fogelberg has been in and out of Nashville doing vocals for his latest Epic album with **Norbert Putman** producing at Quadrafonic Studio. The album will be mixed this week.

Scottish songstress **Barbara Dickson** is finishing her latest album for RSO Records with **Mentor Williams** producing. Ms. Dickson is thrilled by recording in Nashville and very happy in the city.

Jack Clement is working on his debut album for Elektra Records with **Jim Malloy** producing, as is **Eddie Rabbitt** with **David Malloy** producing for Elektra at Quadrafonic Studio. **Gene Eichelberger** engineered both albums.

Loretta Lynn is scheduled to perform on the **Frank Sinatra** television special, "Sinatra and Friends," to be taped April 4-8 in Los Angeles and airing April 21. Ms. Lynn's new single is "She's Got You," a new interpretation of the **Patsy Cline** standard written by **Hank Cochran**.

Hoyt Axton has been in his personal studio in Lake Tahoe recording new material for his debut on MCA Records. Good friend **Kenny Loggins** of the **Loggins & Messina** duo heard about the session and dropped by to participate.

carmen adams

Stern On Pickwick Merger

(continued from page 9)

experience in the record business, Stern said he had heard no such complaints, and that while "I wouldn't be shocked because in any merger there are doubts," he added, "I think if Pickwick's managers were unhappy, I would have heard something."

Stern said that American Can officials have left no doubt in his mind that they intend to stay "totally out of the way" of Pickwick management, realizing that a metal container manufacturer knows little or nothing of record distribution and retailing.

"They're not interested in Pickwick for several reasons," said Stern. "One, it's a consumer business (American Can is heavily into consumer product distribution); two, it's a growth industry; and three, Pickwick is a large company with sales exceeding \$2.64 million for fiscal 1976." Stern further contended that despite recent developments pointing to the imminent demise of record retailing within some general merchandisers, like Penneys, (**Cash Box**, February 19), these defections should not necessarily be taken as a long-term trend. He noted that even in his own business, discounters will eliminate their pet food departments, often to reinstate those departments later.

Future Excellent

"The long-term future of Pickwick is excellent," Stern asserted. "In recent weeks, I know they've taken certain steps that have strengthened their management. And I'm prepared to say, based on what I know, that if the present management continues to perform well, there would be no reason for American Can to make any changes." Stern

added that Pickwick is currently in the process of picking up some major new business, but declined to elaborate.

A significant portion of that business is believed to be coming from Sears with the phasing out of Serec, Sears' in-house rack jobbing operation (see separate story).

Finally, the Hartz Mountain president said that record industry people tend to look at Pickwick as a family-owned business, when in fact it has been owned by outside interests. In this respect too, Stern noted, American Can ownership should not represent any major change.

Negotiations on the proposed sale of 4.4 million shares of Pickwick stock continue, and officials involved have cautioned that the merger is a long way from being finalized. Stern said that in his experience, any merger from the start is a "50-50 proposition" that can fall through for any number of reasons, one of which is negotiators "irritating themselves" over seemingly unimportant details.

Country Radio Seminar

(continued from page 45)

in either previous category, the charge will be \$25. The registration cost includes entrance to the seminar, two luncheons and one ticket to the "New Faces Dinner and Show" to be held Saturday evening March 19. The seminar has outlined plans for a maximum of 300 registrants.

Further information and details concerning this year's seminar are forthcoming, officials said. Registration forms and information can be obtained by writing The Country Radio Seminar, P.O. Box 12617, Nashville, Tenn. 37212.

Hi And London May End Pact

(continued from page 7)

tion department.

All country acts distributed by London were on the Hi label with the exception of Danny Woods, who is signed directly to London. The impact of the non-renewal extends considerably beyond the country market, however, as artists on the Hi label include Al Green, Ann Peebles, Syl Johnson, and the Hi Rhythm Section, in addition to country artists Ace Cannon, Bill Black's Combo, and Jerry Jaye.

It is unclear at this point whether negotiations between the companies are continuing. Walter Maguire, vice-president of A&R, London Records, declined to comment on whether negotiations are in progress or to make any comment on the situation. Nick Pesce, president of Hi Records, stated that the situation is "hopefully temporary," that the two companies are "still very good friends, still working in total cooperation," but that "contractually we don't have the same relationship."

Pesce would not give the date when the agreement lapsed, but said, "We have been trying to work something out since last June." He added that Hi has been talking to companies other than London and has currently "narrowed it down to a few."

Until recently London had employed Joe Sun as full-time national country promotion director, working out of Nashville. Two weeks ago Sun was instructed by London to cease all activities as of February 25.

Pesce stressed that London is still distributing all Hi product released prior to the contract termination, specifically citing the new Al Green single, "Keep Me Cryin'".

According to Pesce, London has a "non-continuing right" to Hi product and "most" of the Hi catalog will revert to Hi. Key strengths of the Hi catalog are the complete major label recordings of Al Green and most of the Bill Black Combo catalog.

London has continuously distributed Hi product since Hi's formation in 1957.



CANADIAN METAL — Boston recently picked up their second platinum record from CBS Records/Canada for their first album for Epic, which along with the group's single, "More Than a Feeling," is also charting in the U.K., Holland, Germany and Australia. Shown above are (from left, standing) Terry Lynd, CBS Canada president; Paul Ahern, co-manager with Charlie McKenzie, far right; Bruce Lundvall, Columbia Records president; Boston's Tom Scholz and Barry Goudreau; Ron Alexenburg, Epic senior vice president; Sib Hashian of Boston, and Lennie Petze, Epic A&R vice president — (kneeling) Boston's Brad Delp, producer John Boylan, and Fran Sheehan of Boston.

Sears Moves To Outside Jobbers

(continued from page 7)

kind of competition that has most recently affected Woolworth's (see separate story). "Sears will never compete with a Jimmy's" responded Sholstedt. "We have been at \$3.99, and may advertise at that price again. But we won't go lower than that. We've got a built-in customer. As long as we're competitive, we'll do all right with records. We plan on sticking around for a while."

Another Side

One of Sears' secondary suppliers on the east coast, however, revealed that he didn't think Sears would become more competitive by turning over its record operation

to outside rack jobbers. The supplier, who stands to lose a great deal of business if an outside jobber replaces Serec, felt that the key to building record volume is personal service.

"They (racks) are better coordinated because of their computerized operation," he commented, "but I give the stores better and faster service. Why do I need computerization for just a few (local) units? I have my men in the stores continually."

He added that, in his opinion, Sears' corporate management does not care how the chain's record departments are run. "Who cares about the record division but the individual (store) manager? And the reason he cares is that it's his baby."

Kommel Moves Offices

NEW YORK — Marvin Kommel Productions, Inc. has moved to new offices located at 219 East 44th St., N.Y., N.Y. 10017.

KCSN "Spotlight" On McCartney, Fleetwood

LOS ANGELES — Paul McCartney, Fleetwood Mac, Paul Anka and Frankie Valli and the Four Seasons will be featured in separate programs this month on "Spotlight on a Star," broadcast weekly on non-commercial KCSN-FM in Los Angeles.

Rankin/Ajaye at Roxy

(continued from page 50)

the tenacious energy of the dreaded crabs (among other things) kept the audience roaring at Ajaye's relaxed delivery, which frequently gives way to self-indulgent giggling at his own witticisms. With a new live album on Little David, this brash young comedian should become ever more popular particularly if he continues to do films as successful as his latest involvement in "Car Wash."

chuck comstock

Black Music Sales Remain On Upswing

(continued from page 10)

marketing strategy, which exposes our artists to more than one segment of the population. We are signing new artists in this area, and by redefining our marketing techniques, we should experience at least a 5% increase in black oriented product."

Jerry Greenberg, president of Atlantic Records, noted "Based on our past success in the area of black music, we will be increasing our status even further in this area this year. We have increased our jazz product, we have signed a new jazz label and increased our staff in these areas accordingly. Cotillion Records last year was very strong, and with new artist acquisitions there, they will be a strong factor this year. My general contention is that black product now seems to have a broader base, the quality is better, and with the wider range of demographics being exposed to this product, the industry is reaping the benefits."

Art Kass, president of Buddah Records, reports sales of more than ten million dollars in the area of black product last year. "With black product representing 75% of our business and all of our 'hit' artists being along those lines, we have definite plans to continue expanding in that area. We have observed an increase in total sales of black product in the last three or four years, which we feel is a result of black product getting more exposure. With the increase of black FMs in the last few years that are exposing more album product than ever before, the industry is seeing the results in these increased sales, and Buddah has projected at this point, 15 to 20 million dollars in sales for next year."

Al Coury, president of RSO Records, told CB "With my company being relatively new, and having half of our product that reached the pop charts also reach the R&B charts, we feel we have made significant inroads in

the area of R&B music. We had two records by the Bee Gees on the R&B charts, a Rick Dees, and a record from a group called Revelation. Based on our success thus far with our present artists getting the penetration in this market that they have, we will be making a concerted effort to get more involved in this area."

Broadest Base Sought

Jerry Rubenstein, chairman of the board for ABC Records, stated, "It is our company policy not to pigeonhole our artists, but to give them the broadest base possible. R&B product represents a significant part of our business, but since a major portion of today's music has an R&B base, be they black or white artists, it would be difficult say how much is being bought by blacks or whites separately, R&B product is in excess of 40% of our total business. With our marketing policy, we have maintained a stigma of gathering every possible demographic for every artist. The only time any particular artist is dealt with in a separate manner is when it comes to advertising, which is initially directed to the audience where an artist will have the most rapid impact."

Irwin Steinberg, president of The Polygram Record Group, explained that "while our company does not generally deal in categorization or trends, over 30% of our last year's volume was in music that has black roots. We will continue to enter into any area of unique music where we feel we will be successful, and seek talent along those lines."

Larkin Arnold, vice president and general manager of our soul music division for Capitol Records, told CB "the soul division released ten albums last year with 90% of them reaching the R&B and pop charts. We have doubled our artist roster for 1977, and are predicting 20% increase in our activity in this area for 1977."



CASTOR GIVEN KEY TO CITY — Charlotte, N.C. recently honored the fund raising efforts of Atlantic recording group the Jimmy Castor Bunch by presenting Jimmy Castor with the key to the city. Pictured at the presentation ceremony held before the group's performance at the Charlotte Coliseum are from left: Primus Robinson, national R&B promotion director for Atlantic Records; Slack Johnson, production manager for WGIV in Charlotte, making the presentation for Mayor Belke; Everett Smith, local promotion representative for Atlantic Records; Castor; Maurice Watkins, southern regional R&B promotion director for Atlantic Records; David Wilson, DJ for WGIV; Hillery Johnson, vice president and director of special markets for Atlantic Records; and John Pruitt, Castor's business partner.

Reflections 'N' Black

Brass Construction will begin a major tour with **The Jacksons** in March thru April 19th, at which point they will begin their own European tour and start work on their third album.

Songstress **Melba Moore** and her husband Charles Huggins are expecting their first child in May.

The Spinners have expanded their tour schedule this year to include the Orient and England. "Throwing A Good Love Away" is the group's newest release, with a new album to be released next month.

Linda Clifford, a former Miss New York State, has signed a recording and management agreement with Curtom Records.

A new entertainment club is opening in downtown Brooklyn in New York City, called **Smucker's**. The club is giving their sound system top priority treatment, and have already booked Ralph MacDonald, Stanley Turrentine, Earl Klugh and Patti Austin, to name a few.

An all-news station in Houston, **KLYX**, will be changing to a black-oriented format. The FM station has a one hundred-thousand watt class "C" signal, and will be changing the call letters to **KMJQ** and calling themselves "Magic 102." The station will be seeking additional staff, and asks

(continued on page 56)

TOP 75 R&B ALBUMS

	Weeks On 2/19 Chart		Weeks On 2/19 Chart
1	20	37	20
2	4	38	21
3	16	39	36
4	17	40	15
5	14	41	14
6	20	42	9
7	3	43	18
8	10	44	7
9	23	45	19
10	14	46	10
11	6	47	31
12	15	48	29
13	7	49	16
14	6	50	2
15	6	51	13
16	12	52	4
17	4	53	32
18	4	54	12
19	17	55	4
20	16	56	31
21	18	57	3
22	15	58	16
23	6	59	3
24	21	60	4
25	11	61	3
26	3	62	7
27	8	63	6
28	24	64	1
29	8	65	2
30	32	66	5
31	5	67	1
32	23	68	4
33	22	69	1
34	19	70	4
35	15	71	2
36	9	72	1
		73	2
		74	12
		75	12

CASH BOX TOP 100 R&B

February 26, 1977

	Weeks On Chart	2/19 Chart
1 DON'T LEAVE ME THIS WAY THELMA HOUSTON (Tamla/Motown T54278F)	2	11
2 I WISH STEVIE WONDER (Tamla/Motown T54272F)	1	12
3 I'VE GOT LOVE ON MY MIND NATALIE COLE (Capitol 4360)	8	6
4 BE MY GIRL DRAMATICS (ABC 12235)	6	11
5 FANCY DANCER COMMODORES (Motown 1408)	5	22
6 DARLIN' DARLIN' BABY (SWEET, TENDER LOVE) O'JAYS (Phila. Intl./Epic ZS 8-3610)	3	15
7 SOMETHIN' 'BOUT 'CHA LATIMORE (Glades/TK 1739)	10	13
8 FREE DENIECE WILLIAMS (Columbia 3-10429)	4	17
9 GLORIA ENCHANTMENT (United Artists XW 912)	19	11
10 HA CHA CHA (FUNKTION) BRASS CONSTRUCTION (UA XW 921)	13	10
11 TRYIN' TO LOVE TWO WILLIAM BELL (Mercury 73839)	15	11
12 SOMETIMES FACTS OF LIFE (Kayvette/TK 5128)	16	9
13 AT MIDNIGHT (MY LOVE WILL LIFT YOU UP) RUFUS FEATURING CHAKA KHAN (ABC 12239)	29	5
14 LOOK INTO YOUR HEART ARETHA FRANKLIN (Atlantic 3373)	18	7
15 CAR WASH ROSE ROYCE (MCA 40615)	9	23
16 REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 12240)	23	6
17 ENJOY YOURSELF THE JACKSONS (Epic 8-50289)	12	20
18 ISN'T IT A SHAME LABELLE (Epic 8-50513)	14	11
19 DAZZ BRICK (Bang 727)	7	21
20 SATURDAY NIGHT EARTH, WIND & FIRE (Columbia 3-10439)	11	15
21 BODY HEAT (PART 1) JAMES BROWN (Polydor 14360)	17	12
22 FEELINGS WALTER JACKSON (UA CHXW 908Y)	21	16
23 BE MY GIRL MICHAEL HENDERSON (Buddah 552)	22	11
24 WHEN LOVE IS NEW ARTHUR PRYSOCK (Old Town 1000)	20	17
25 I LIKE TO DO IT KC & THE SUNSHINE BAND (TK 1020)	24	13
26 DISCO LUCY (I LOVE LUCY THEME) WILTON PLACE STREET BAND (Island 078)	32	7
27 HOT LINE SYLVERS (Capitol 4336)	27	19
28 FEEL FREE FOUR TOPS (ABC 12236)	37	14
29 SUMMER SNOW BLUE MAGIC (WMOT/Atlantic WM 4003)	25	12
30 YOU GOTTA BELIEVE POINTER SISTERS (ABC/Blue Thumb 271)	28	14
31 LOVE TO THE WORLD LTD (A&M 1897)	39	6
32 DO IT TO MY MIND JOHNNY BRISTOL (Atlantic 3360)	30	19
33 TIME IS MOVIN' BLACKBYRDS (Fantasy F787)	42	4
34 LOVE IS BETTER IN THE A.M. PART 1 JOHNNIE TAYLOR (Columbia 3-10478)	51	3
35 SPY FOR BROTHERHOOD THE MIRACLES (Columbia 3-10464)	36	26
36 BOOGIE CHILD BEE GEES (RSO/Polydor 867)	41	5

	Weeks On Chart	2/19 Chart
37 DANCIN' CROWN HEIGHTS AFFAIR (DeLite 1588)	44	6
38 SPRING AFFAIR DONNA SUMMER (Oasis/Casablanca 872)	26	22
39 TOO HOT TO STOP BAR-KAYS (Mercury 73888)	55	5
40 JUST ANOTHER DAY PEABO BRYSON (Bullet 02)	48	7
41 AIN'T GONNA BUMP NO MORE (WITH NO BIG FAT WOMAN) JOE TEX (Epic 8-50313)	47	5
42 FEEL THE BEAT (EVERYBODY DISCO) OHIO PLAYERS (Mercury 73881)	43	6
43 EASY TO LOVE JOE SIMON (Spring/Polydor SP 169)	31	13
44 I KINDA MISS YOU MANHATTANS (Columbia 3-10430)	33	18
45 COMIN' ROUND THE MOUNTAIN FUNKADELIC (WB 8309)	49	5
46 BLESSED IS THE WOMAN SHIRLEY BROWN (Arista 231)	69	3
47 YOU DON'T HAVE TO BE A STAR MARILYN MCCOO & BILLY DAVIS JR. (ABC 12208)	35	26
48 WINTER MELODY DONNA SUMMER (Casablanca NB 874)	54	4
49 I TRIED TO TELL MYSELF AL GREEN (Hi/London 5N-2322)	57	3
50 THEME FROM KING KONG PART ONE LOVE UNLIMITED ORCHESTRA (20th Century TC 2325)	59	5
51 OPEN SESAME KOOL & THE GANG (DeLite 1586)	34	22
52 YOU MAKE ME FEEL LIKE DANCING LEO SAYER (Warner Bros. 8283)	53	8
53 BETCHA BY GOLLY WOW NORMAN CONNORS FEATURING PHYLLIS HYMAN (Buddah 544)	40	9
54 THERE WILL COME A DAY SMOKEY ROBINSON (Tamla/Motown T54279F)	63	3
55 RICH GIRL HALL & OATES (RCA PB 10860)	60	4
56 WITH YOU MOMENTS (Stang/All Platinum ST 5068)	38	22
57 I DON'T WANNA LOSE YOUR LOVE EMOTIONS (Columbia 3-10347)	45	18
58 EVER LOVIN' GIRL TYRONE DAVIS (Dakar 4561)	46	8
59 MY LOVE IS FREE DOUBLE EXPOSURE (Salsoul 2012)	74	2
60 CHERCHEZ LA FEMME DR. BUZZARD'S ORIGINAL SAVANNAH BAND (RCA PB 10827)	50	16
61 STICK TOGETHER MINNIE RIPERTON (Epic 8-50337)	71	2
62 WHERE IS THE LOVE RALPH McDONALD (Marlin/TK 3308)	66	11
63 SWEETER THAN THE SWEET THE STAPLES (WB 8317)	72	3
64 DO WHAT YOU WANT BILLY PRESTON (A&M 1892-S)	73	4
65 SPACE AGE JIMMY CASTOR BUNCH (Atlantic 3375)	67	6
66 OUT OF THE BLUE CALDERA (Capitol 4371)	68	5
67 THE WAY YOU MAKE ME FEEL MELBA MOORE (Buddah 562)	78	2

	Weeks On Chart	2/19 Chart
68 LET'S STEAL AWAY TO THE HIDEAWAY LUTHER INGRAM (Koko K0724)	70	3
69 BOOGIE BOPPER SUN (Capitol 4382)	80	2
70 DR. FUNKENSTEIN PARLIAMENT (Casablanca 875)	83	2
71 GET UP AND DANCE MEMPHIS HORNS (RCA PB 10836)	62	11
72 I WANNA GET NEXT TO YOU ROSE ROYCE (MCA 40662)	86	2
73 GOIN' UP IN SMOKE EDDIE KENDRICKS (Tamla/Motown 54277)	52	13
74 I CAN'T SAY GOODBYE MILLIE JACKSON (Spring/Polydor 170)	88	2
75 I'M QUALIFIED TO SATISFY YOU BARRY WHITE (20th Century TC 2328)	—	1
76 RIGOR MORTIS CAMEO (Chocolate City/Casablanca 005)	89	2
77 I'M YOUR BOOGIE MAN K.C. & SUNSHINE BAND (TK T.K. 1022)	—	1
78 CLOSE TO YOU TYRONE DAVIS (Columbia 3-10457)	56	10
79 LOVE IN 'C' MINOR (PART 1) CERRONE (Cotillion/Atlantic 33120)	—	1
80 BABY DON'T YOU KNOW WILD CHERRY (Epic/Sweet City 50306)	58	7
81 SAY YOU LOVE ME PATTI AUSTIN (CTI OJ 33)	85	4
82 LOVE IN 'C' MINOR THE HEART AND SOUL ORCHESTRA (Casablanca NB 876)	—	1
83 I WANNA DO IT TO YOU JERRY BUTLER (Motown M1414F)	—	1
84 WE SHOULD REALLY BE IN LOVE DOROTHY MOORE & EDDIE FLOYD (Malaco/TK M1040)	90	2
85 THERE'S LOVE IN THE WORLD (TELL THE LONELY PEOPLE) MIGHTY CLOUDS (ABC 12241)	93	3
86 AT THE TOP OF THE STAIRS WILD HONEY (Drive/TK 6253)	87	4
87 WELCOME TO OUR WORLD MASS PRODUCTION (Atlantic 44213)	91	4
88 A DREAMER OF A DREAM CANDI STATON (Warner Bros. WBS 8320)	—	1
89 I'M HIS WIFE ANN SEXTON (Sound Stage/Monument 7-2504)	94	2
90 WORN OUT BROKEN HEART LOLEATTA HOLLOWAY (Gold Mine/Salsoul GM 4000)	65	14
91 STAY AWHILE WITH ME DONNIE GERRARD (Greedy G109)	92	5
92 CLOUDY AVERAGE WHITE BAND (Atlantic 3388)	—	1
93 WAKE UP AND BE SOMEBODY BRAINSTORM (Tabu/RCA OB 10811)	97	2
94 THE WINDY CITY THEME CARL DAVIS ORCHESTRA (Chisound/United Artists 904)	82	6
95 CATCH A GROOVE JUICE (Greedy G108)	99	4
96 MY PEARL AUTOMATIC MAN (Island 063)	98	3
97 THE COFFEE SONG OSIBISA (Island IS 080)	100	2
98 CHANGES RALPH GRAHAM (RCA PB 10883)	—	1
99 TOGETHER O.G. SMITH (Caribou/Epic ZS 8-9017)	81	14
100 LIFE GOES ON FAITH, HOPE & CHARITY (RCA PB 10865)	79	3

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

A Dreamer (Warner Tamerlane/Marsaint — BMI) 88	Dr. Funkenstein (Rick's/Malbiz — BMI) 70	Just Another (Web IV — BMI) 40	Summer Snow (WMOT/Friday's Child — BMI) 29
Ain't Gonna Bump No More (Tree — BMI) 41	Easy To Love (Combine — BMI) 43	Let's Steal Away (Klondike — BMI) 68	Sweeter Than The Sweet (Mayfield — BMI) 63
At Midnight (Amer. B'cating/Elainea — BMI) 13	Enjoy Yourself (Mighty Three — BMI) 17	Life Goes (V. McCoy/Warner Tamerlane — BMI) 100	The Coffee Song (Cromwell — ASCAP) 97
At The Top (Mured/Double Diamond — BMI) 86	Ever Lovin' (Julio-Brian/Content/Early — BMI) 58	Look Into Your (Warner Tamerlane — BMI) 14	Theme From King Kong (Ensign — BMI) 50
Baby Don't (Bema — ASCAP) 80	Fancy (Jobete/Commodores Ent. — ASCAP) 5	Love In 'C' (Feteo Cerrone — SACEM) 79,82	There's Love (Traco/Screen Gems-EMI — BMI/ Jobete — ASCAP) 85
Be My Girl (Electrocord — ASCAP) 4,23	Feel Free (ABC-Dunhill/Rall — BMI) 28	Love Is Better (Groovesville — BMI/ Conquistador — ASCAP) 34	There Will Come (Jobete — ASCAP/Stone Diamond — BMI) 54
Betcha By (Bel Boy/Assorted — BMI) 53	Feel The Beat (Play One — BMI) 42	Love To The World (Alrubby — ASCAP) 31	The Way You Make (Charles Kippis — BMI) 67
Blessed Is The Woman (Dejano — BMI) 46	Feelings (Fermata Intl. Melodies — ASCAP) 22	My Love Is Free (Lucky Tree/Top Bound/ Mighty Three — BMI) 59	The Windy City Theme (Thesaurus — BMI) 94
Body Heat (Dynamone/Belinda/Unichappell — BMI) 21	Free (Kee/Drick — BMI) 8	My Pearl (Island/Automatic Man — BMI) 96	Time Is Moving (Blackbyrd — BMI) 33
Boogie Bopper (Glenwood/Osmosis — ASCAP) 69	Get Up And (Bridgewood — ASCAP) 71	Open Sesame (Delighted/Gang — BMI) 51	Together (Fox/Gimbel — BMI) 99
Boogie Child (Stigwood/Unichappell — BMI) 36	Gloria (Desert Moon/Willow Girl — BMI) 9	Out Of The Blue (Riga/Irazu — BMI) 66	Too Hot To (Bar Kay/Dunbar — BMI) 39
Car Wash (Duchess — BMI) 15	Goin' Up (Stone Diamond — BMI) 73	Reaching For The World (Simi — BMI) 16	Tryin' To Love (Bell-Kat/Unichappell — BMI) 11
Catch A Groove (Joyfully Sad/Almo — ASCAP) 95	Ha Cha Cha (Desert Moon/Jeffmar — BMI) 10	Rich Girl (Unichappell/Hot Cha — BMI) 55	Wake Up And Be (Interior — BMI) 93
Changes (Taurir — BMI) 98	Hot Line (Bull Pen — BMI/Perren Vibes — ASCAP) 27	Rigor Mortis (Better Days — BMI) 76	Welcome To Our (Pepper — ASCAP) 87
Cherchez (Miller/Fisher — ASCAP/Pink Pelican — BMI) 60	I Can't Say (Gaucho/Bill-Lee — BMI) 74	Saturday Night (Saggitfire — BMI) 20	We Should Really (East Memphis — BMI) 84
Close To You (NY Times/Content/ Little Bears — BMI) 78	I Don't Wanna (Pamjokeen — BMI) 57	Say You Love Me (Antisia — ASCAP) 81	When Love Is (Mighty Three — BMI) 24
Cloudy (Average Music — ASCAP) 92	I Kinda Miss (Nattahnam/Blackwood — BMI) 44	Somethin' (Sherlyn — BMI) 7	Where Is The Love (Antisia — ASCAP) 62
Comin' Round The Mountain (Malbiz — BMI) 45	I Like To Do (Sherlyn/Harrick — BMI) 25	Sometimes (Stallion — BMI) 12	Winter Melody (Rick's Music — BMI) 48
Dancin' (Delightful/Cabrini — BMI) 37	I'm His Wife (Cape May — BMI) 89	Space Age (Jimerie — BMI) 65	With You (Unichappell/Begonia Melodies/ Aschken — BMI) 56
Darlin' (Mighty Three — BMI) 6	I'm Qualified (Sa-Vette/January — BMI) 75	Spring Affair (Ricks — BMI) 38	Worn Out Broken Heart (Moonsong — BMI) 90
Dazz (Silver Cloud/Trolley — ASCAP) 19	I'm Your Boogie (Sherlyn/Harrick — BMI) 77	Spy For (Crimora — ASCAP) 35	You Don't (Groovesville — BMI) 47
Disco Lucy (Desilu — ASCAP) 26	Isn't It A Shame (Hastings — BMI) 18	Stay Awhile (Warner Tamerlane/Interior/ Van McCoy — BMI) 91	You Gotta Believe (Duchess — BMI) 30
Do It To My Mind (Bushka — ASCAP) 32	I Tried To Tell (Jec/Al Green — BMI) 49	Stick Together (Dickie Bird/Jobete/ Black Bull — ASCAP) 61	You Make Me (Braitree — BMI/Longmanor- Chrysalis — ASCAP) 52
Do Not Leave Me (Mighty Three — BMI) 1	I've Got Love (Jay's Ent./Chappell — ASCAP) 3		
Do What You (Unichappell — BMI) 64	I Wanna Do (Jobete/Butler — ASCAP) 83		
	I Wanna Get Next (Duchess — BMI) 72		
	I Wish (Jobete/Black Bull — ASCAP) 2		

This is a summary of ARB results made available to us from the Arbitron Radio Service. This information cannot be used in any form by non-subscribers of Arbitron. Stated below are a five book trend of the metro survey area, from six to midnight Monday through Sunday of total persons 12 and over.

	O/N	A/M	O/N	A/M	O/N
ATLANTA	74	75	75	76	76
WAOK	9.0	7.5	7.1	8.6	6.0
WIGO	3.0	1.8	.9	.9	.8
WVEE	*	*	*	*	2.5
BALTIMORE					
WWIN	4.5	6.1	6.7	4.7	5.1
WEBB	1.7	.9	1.2	.4	1.1
WSID	4.3	3.8	4.8	3.2	4.3
CHARLOTTE-GASTONIA					
WGIV	8.1	9.5	7.6	10.5	10.3
CINCINNATI					
WCIN	3.2	4.2	4.8	3.9	2.6
COLUMBUS					
WVKO	6.2	3.0	4.9	3.7	4.8
WVCO-FM	1.9	1.6	.8	3.2	2.0
DALLAS/FT. WORTH					
KKDA	4.0	4.8	4.5	2.8	1.6
KKDA-FM	*	*	*	3.3	3.5
KNOK	4.3	3.4	2.7	2.0	1.8
KNOK-FM	1.5	3.2	3.2	2.1	2.3
HOUSTON/GALVESTON					
KCOH	2.7	2.6	3.4	3.5	2.8
KYOK	5.2	8.0	5.6	3.7	4.7
MEMPHIS					
WDIA	11.3	12.1	15.5	18.1	16.4
WLOK	8.6	5.2	9.7	6.6	6.2
MIAMI					
WEDR	.7	2.9	2.3	3.3	3.9
WMBM	5.1	2.7	4.7	3.4	1.8
PITTSBURGH					
WAMO	1.2	3.3	1.3	1.1	1.1
WAMO-FM	1.7	.7	2.2	3.4	2.8
PHILADELPHIA					
WDAS	2.3	2.4	2.4	2.4	2.5
WDAS-FM	6.0	3.9	3.6	2.9	3.0
WHAT	2.0	2.0	1.9	1.3	1.7
ST. LOUIS					
KATZ	4.2	3.1	4.9	6.1	3.3
KKSS	1.3	2.7	2.7	1.9	1.7
WESL	2.2	1.1	1.6	1.4	1.3
SAN FRANCISCO					
KDIA	2.5	2.9	3.1	2.2	2.1
KSOL	.7	.7	.7	1.7	1.3
KRE	.7	.3	.4	.4	.4
SEATTLE-EVERETT-TACOMA					
KYAC	.9	1.2	1.4	*	1.1
KYAC-FM	.8	1.5	.9	*	.6
WASHINGTON, D.C.					
WOL	4.2	4.0	4.1	4.8	2.4
WKYS	4.6	4.9	3.8	5.1	4.2
WEAM	1.3	1.5	1.0	1.2	1.7
WHUR	1.0	1.4	2.2	1.6	3.0
CHICAGO	O/N	J/F	A/M	J/A	O/N
WVON	75	76	76	76	76
WBMX	3.3	3.9	3.9	4.1	2.7
WJPC	1.7	2.1	1.5	1.2	2.5
	1.4	1.2	1.8	2.3	1.3
CLEVELAND					
WJMO	6.6	6.7	4.3	*	4.7
WABQ	1.4	1.2	1.5	*	1.1
DETROIT					
WCHB	2.2	3.3	4.8	4.1	2.8
WGPR	1.5	1.6	1.4	1.9	1.6
WJLB	4.3	2.0	2.8	3.3	3.7
LOS ANGELES					
KDAY	4.6	3.4	3.0	2.7	3.3
KGfJ	1.4	1.4	1.4	.8	1.2
KJLH	.3	.4	1.1	1.0	.8
NEW YORK					
WBLS	5.2	3.3	5.0	5.8	5.5
WWRL	2.8	2.2	2.3	2.5	1.8
WNJR	.4	.5	*	.4	.6

JazzAlbumPicks

THE INIMITABLE TEDDY EDWARDS — Xanadu 134 — Producer: Don Schiltten — List: 6.98

Edwards is from Los Angeles and like many other fine jazzmen in that city is often overlooked by his constituency. Thus, it was a brief eastern tour that produced this LP. Two Edwards originals and four good standards provide the source of inspiration and Duke Jordan, Larry Ridley and Freddie Waits provide the rhythm. "Sunset Eyes," the enduring Edwards line, is perhaps the best thing here, but overall everyone plays well and the album is certainly worth a listen.



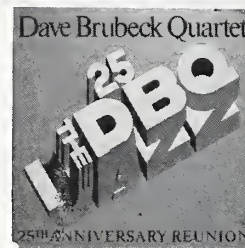
TRIBUTES — Jack Reilly — Carousel 1002 — Producer: Sean Etrahn — List: 6.98

This is a solo piano album by Reilly, who obviously knows his way around the genre. There are ten dedications here with four devoted specifically to jazzmen: Ben Webster, Zoot Sims, Lee Konitz and John Coltrane. The remainder are dedications to various classical composers. The most impressive peice is a two-section, ten-minute nod to Webster. Reilly sustains a variety of moods and tempos throughout the album and overall the impression is one of a tough job well done.



25th ANNIVERSARY REUNION — Dave Brubeck Quartet — Horizon 714 — Producer: John Snyder — List: 6.98

This album gives the lie to the proposition that you "can't go home again." The quartet with this particular personnel is quite simply the best group Brubeck has ever led and although Paul Desmond, Gene Wright and Joe Morello are great jazzmen, they never sound better than under the leadership of Brubeck. The music is from concerts in the midwest during March of last year. The old fire, imagination and wit is here again and the album should be a strong selling item for Horizon. Remarkable liner notes by Doug Ramsey.



CARICATURES — Donald Byrd — Blue Note 633G — Producer: Larry and Fonce Mizeli — List: 6.98

This is a typical Mizell production for Byrd in that the disco orientation takes precedence over the jazz solos. The program consists of seven originals and "Dancing In The Streets." Heavyweight accompanists play an important role in the album and the leader sounds somewhat disinterested in his own contributions. Still, Byrd has a large and loyal following and the album should be a strong performer for Blue Note.



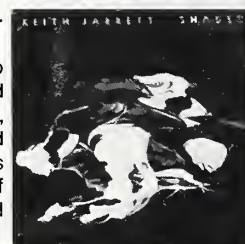
IDOL GOSSIP — Gerry Mulligan's New Sextet — Chiaroscuro 155 — Producer: Gerry Mulligan & Hank O'Neal — List: 6.98

Mulligan LPs are rare these days. Yet the expected care and preparation that are a Mulligan trademark are still in evidence. The leader wrote six of the seven tunes and each demonstrates a continuing compositional mastery. The lyrical "Strayhorn" has some splendid full toned baritone while there is some soprano on other tracks. An appealing reentry from one of the major post-war jazzmen.



SHADES — Keith Jarrett — Impulse 9322 — Producer: Esmond Edwards — List: 6.98

Jarrett spends more of his time on non-jazz music today so the arrival of this album serves as a reminder of what a splendid quartet he has led for the past few years. Dewey Redman, Charlie Haden and Paul Motian are here once again and Ghlilherme Franco is added on percussion. The four-tune set is somewhat short on playing time yet it affords each member of the band a more than adequate display of his abilities. This will be a strong seller and a must for his fans.



Armadillo Goes Chapter Eleven In Austin, Texas

AUSTIN, TEXAS — Armadillo World Headquarters, the site of over 1600 concerts in the past six and a half years, has had its partial bankruptcy proceeding confirmed in a U.S. District Court. In granting the Chapter XI action federal judge Bert Thompson stated he was acting "in the best interest of Armadillo's creditors." The action allows the hall to remain open while debts are paid.

Hank Alrich, who became president of the organization in November, filed the Chapter XI proceedings in early January. Alrich anticipated a positive cash flow of \$123,000 for 1977, and stated that wages for employees, bank notes, rent, and insurance premiums are now current. He predicted "we will be able to pay off all our creditors by the end of the year as well as make much needed improvements within the hall itself."

Reflections 'N' Black

(continued from page 53)

that all tapes and resumes be sent to: Mike O'Shea, 3100 Richmond Avenue, Houston, Texas.

TK's Dash label has released the first album on a group called **Kracker's**, entitled "Hot."

The Weapons of Peace on Playboy Records are releasing a song called "Roots," which is an interesting merger of "The Mural Theme" and "Many Rains Ago," from the television score.

Former national promotion person **Effle Smith** was buried at Forest Lawn Cemetery in Los Angeles this past week. Smith passed away last week after a long illness, and is survived by her husband John Criner and their two children. **cookle amerson**

Prelude To Distribute Ellis' Honeybee Label

NEW YORK — Prelude Records has reached an agreement with Jay Ellis to distribute Ellis' newly formed Honeybee Records.

CASH BOX COIN MACHINE

Bally Produces First Full-Size Home Pingame

CHICAGO — Bally Manufacturing Corporation's 'Fireball' is the industry's first full-size, commercial quality pinball machine designed specifically for home use, according to the company.

The playfield is made of genuine wood and features numerous flippers, bumpers, thumpers, kickers and flashing lights. An on-board mini-computer, called the Game Brain, controls the activity and maintains reliability. It keeps track of scores, balls, bonuses and tilts for up to four players and is programmed with a sound system that plays a dozen different tones and tunes throughout the course of a game. Each sound is associated with a different aspect of the game — game start, scores of 1,000, 500, 100 and 50, extra balls earned, bonus scores, tilts and completion of game.

The machine is solid state, and the Game Brain's diagnostic check switch allows owners to test game functions. When the switch is engaged, the 'Fireball' runs through all systems and tests the logic,



'Fireball'

program, drivers, score display, switches, solenoids and lamps.

The game can be controlled for easy or more difficult play for different family members, and the playfield has a shatterproof glass cover and self-leveling steel legs.

Mirco Games Announces Retrofit Kit For 'Challenge' Video Game Machines

PHOENIX — Mirco Games has announced the availability of a retrofit kit for 'Challenge' video games, which will upgrade 'Challenge' to a new six-game product called 'Hot Shot.'

According to Vernon Leas, president of Mirco's games division, the retrofit kit will allow present 'Challenge' operators to offer customers what is essentially a new product for a small fraction of the cost of the original game. With this new product, Leas said, the operator will be able to substantially prolong the earning capability of the 'Challenge' product.

The retrofit kit sold by Mirco consists of a new 'Hot Shot' decal with instructions, the original game board completely reworked and guaranteed, and a new game select switch. Time required to ship a complete

retrofit kit is approximately one week after the original 'Challenge' game board has been received at Mirco's factory in Phoenix, Arizona.

Installation of the kit by the operator, according to Mirco, can be accomplished in 15-20 minutes. Unlike 'Challenge,' which offered players a single tennis video game, 'Hot Shot' offers six distinctly different games, including Tournament Tennis, Ricochet, Pro Hockey, Bumper Pool, Super Soccer and Hot Shot.

Prices for individual retrofit kits or quantity kits may be obtained by contacting Mirco Games Marketing, Phoenix. Mirco is the original manufacturer of 'Challenge' and the only supplier offering an authorized, guaranteed retrofit kit for the 'Challenge' video product.

Bally Announces Recent Delivery Of 'Freedom'

CHICAGO — Announcing delivery this week of "Freedom," Bally's new four-player flipper-type pinball, Paul Calamari, sales manager, explained a new 10-segment "wheel" built into the playfield.

"The arrow light on the wheel," Calamari said, "advances one segment each time the ball in play contacts any 10-point skill objective, and advances four segments when the ball contacts the rollover button in the center of the wheel. The segment on which the arrow light stops at any moment of play indicates the scoring advantage a player may gain by shooting the ball into either of two kickout holes or across either the left or right outlane rollover.

"Potential values on the wheel are as follows: two which advance the bonus three steps or 3,000; two which double the bonus; one which lights the spinner lights to boost the score value of the spinner gate; two which qualify for a 5,000 score; and three which qualify for 500. The skill trick is to contact one of the four wheel-value skill objectives mentioned above while the arrow is on a desired segment.

"Another popular and proven feature of 'Freedom' is the battery of five drop targets, which advance bonus and are also keys to both extra balls and specials. Once the



'Freedom'

special is lit, it remains lit until the ball enters the outhole, giving players a chance to score several specials with each ball shot."

Allied Leisure Industries, Inc. Seeks Creditors Support To Bolster Finances

LOS ANGELES — Allied Leisure Industries, Inc. of Hialeah, Fla. in a Feb. 8 letter to some 300 of its trade creditors, has reported a "severe cash flow problem" resulting in a deficit net worth in excess of \$1 million. The letter outlined possible remedies for the company's current financial situation, which included a request that creditors abide by a moratorium on present trade accounts and refrain from legal actions against Allied.

Morton R. Mendes, president of Allied Leisure, said in the letter that the company's \$1.25 million worth of trade payables were at a "virtual standstill," and that \$950,000 is currently owed to the firm's bank. Losses from operations, he said, have exceeded \$2 million over the past 12 months.

Calling the situation "a severe one," Mendes said company management has been studying various alternatives and that the company intends to "ensure the survival of Allied." Mendes said David Braun, Allied's chairman of the board, had per-

sonally guaranteed approximately \$950,000 of indebtedness to bolster the firm's financial situation.

Projection Positive

Mendes further said that a "comprehensive projection" for the next six months had been prepared, and the company now expects "the best six month sales period in its history," with anticipated sales in excess of \$6 million and pre-tax profits of approximately \$1 million fully sheltered because of tax loss. Mendes said Allied's sales last year totaled \$4 million.

(continued on page 61)

Nevada Gaming Schools, Inc.,

offers training for repair, maintenance and troubleshooting on electronic-video games, pinballs, bingos, arcade equipment, music boxes, amusement machines. Certified BALLY training school. P.O. Box 15407, Las Vegas, Nevada 89114. (702) 873-2345.

Bob Portale, Veteran Distributor, Succumbs

LOS ANGELES — Bob Portale of Portale Automatic Sales in Los Angeles died suddenly on Feb. 12. He was 65.

Death came while Portale and his wife Lotte were in Las Vegas for a weekend holiday visit, a trip they frequently made as an outlet for Portale from his rigorous business schedule.

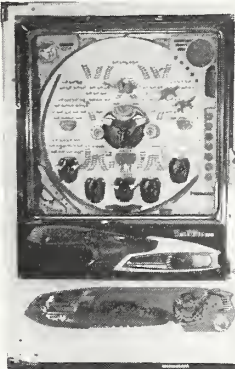
Portale was in the coin machine business for over 30 years, and at one time was affiliated with the late Lou Wolcher at Advance Automatic Sales in San Francisco. Portale and his friend and partner Bert Betti established Portale Automatic Sales in 1968 and developed it into one of the industry's most prominent distributorships.

Portale was well known and highly regarded by coin business associates and competitors alike. When word of his death reached the trade, the company offices in Los Angeles were flooded by phone calls and wires of sympathy. Many from the industry attended the funeral services on Wednesday, Feb. 16 at St. Raymond's Catholic Church. Internment was at Holy Cross Cemetery.

Portale is survived by his wife Lotte and two sons, Thomas and Robert.

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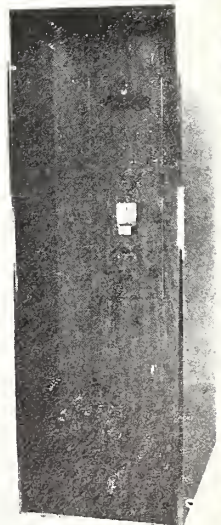
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AMOA Set To Relocate

CHICAGO — The Amusement and Music Operators Association, currently in its greatest period of expansion since the organization was founded 29 years ago according to AMOA's Fred Granger, will be moving into larger office space in early spring. The new address will be 35 East Wacker Drive, Chicago, Ill.

The new quarters will provide 1635 square feet of space. "The larger and more efficiently organized space will enable AMOA to better serve the growing membership and the annual exposition," Granger said.

Australian Jukebox Distributor Sets Award For One Million Plays

LOS ANGELES — A Newcastle, New South Wales (Australia)-based jukebox distributor has initiated Australia's first jukebox award. The distributor, A. Hankin & Co. Pty. Limited, made the presentation of a silver plaque in recognition of a quarter million jukebox plays in 1976 to the group Sherbet (whose records are on the MCA label in the United States). A special presentation ceremony was held in Sydney on January 20.

MAA Slates Meet

CHICAGO — The Music and Amusement Association Inc. (MAA) has scheduled its spring convention and trade show May 12-17 at the Stevensville Country Club in Swan Lake, New York.

The MAA, formerly the Music Operators of New York Inc., is headquartered at 250 W. 57th Street in New York.

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Osborne, Peterson Promoted At Atari

SUNNYVALE — Don Osborne has been named western regional sales manager for the coin-operated products division at Atari, Inc., according to Gene Lipkin, division manager and Atari vice president of marketing.

Osborne's primary responsibilities will be focused on providing closer product sales and follow-up support to Atari distributors in the western states. Frank Ballouz, division national sales manager, said Osborne's appointment will "add more strength to Atari's continuing efforts to increase two-way communication and offer more personalized service to our distributors throughout the west."

Osborne has over 12 years experience in marketing and direct sales. He has been general manager of Pacific Audio Visual, Inc., a distributor of educational technology products, and was also regional branch manager for EDL/McGraw Hill. He holds a bachelor's degree in social science from San Jose State University and makes his home in San Jose, Calif.

In another move, John Peterson has been appointed assistant treasurer for Atari, it was recently announced by Joseph Keenan, Atari president.

In his new post, Peterson will retain responsibility for overall budgeting and forecasting for the company as well as assume new responsibilities relative to company insurance, cash management, and letters of credit.

Peterson's previous work with the company, as financial planning manager, included the successful design and implementation of divisional and corporate operating budget systems. He was previously employed by Arthur Young and Co. where he was an auditor on the Atari account.

A certified public accountant, Peterson holds a bachelor's degree in accounting from San Jose State University.

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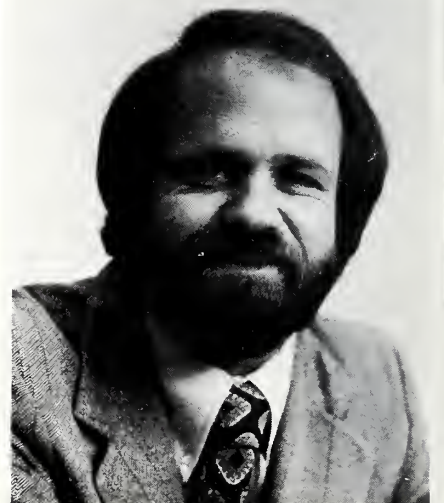


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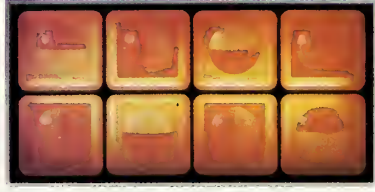


John Peterson



MOONDROPS BY ROWE AMI

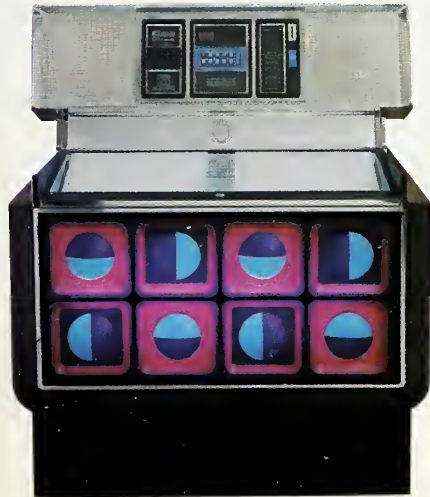
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NEW PIN — 'Solar City' is Gottlieb's two-player pin game that is convertible to add-a-ball. The game has 15 drop targets and four flippers. Each target down increases bonus value to 1,000 points; getting all the top targets down lights two right rollovers for extra ball and special scoring. Hitting five right side drop targets lights left rollover for extra ball. The game features 'newer-than-tomorrow' playboard and artwork.

Atari Has Peak Sales For 4th Quarter 1976

LOS ANGELES — In reporting on its last quarter of 1976, Warner Communications Inc. said Atari, which it acquired for \$28 million in October, had peak sales of \$35.5 million for the three months ended Dec. 31. Warners said Atari's operating earnings were "substantial" but were reduced to \$174,000 due to the amortization of WCI's purchase cost. The company said such amortization will be completed in 1977.

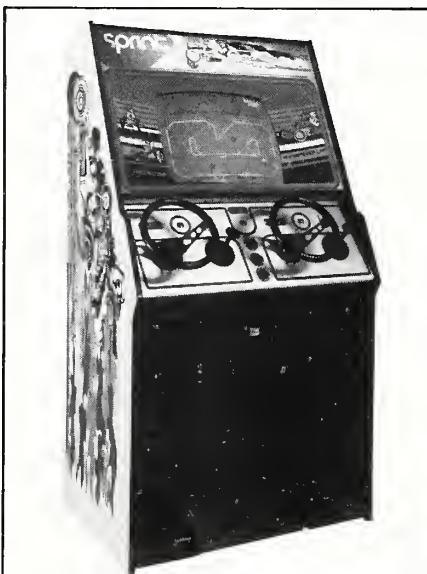
Warner Communications finished 1976 with record full year operating profits of \$61.2 million, up 22 percent from 1975's \$50.1 million.

Bally, World Jai-Alai Merger Expected Soon

CHICAGO — William T. O'Donnell, president of Bally Manufacturing Corporation, and Richard P. Donovan, president of World Jai-Alai, Inc., Miami, Florida, stated today that their companies had agreed in principle to merge. Under the agreement Bally would acquire World Jai-Alai for 1,440,000 shares of its common stock (or 2,880,000 shares giving effect to the recently announced 2-for-1 stock split). Bally's common stock closed at 46 1/2 (on the pre-split basis) on the New York Stock Exchange on February 3, 1977. World Jai-Alai has 3,565,000 shares outstanding. On February 3, the bid and ask prices for World Jai-Alai's common stock on the over-the-counter market, as reported by NASDAQ, were 12 3/4 and 13 1/2, respectively.

The agreement is subject to preparation of a definitive merger agreement, approval by the directors and stockholders of both companies and appropriate regulatory authorities and possible modification or relinquishment of certain of Bally's Nevada gaming licenses.

Bally is engaged in the manufacture, distribution and leasing of coin-operated amusement and gaming equipment. World Jai-Alai owns and operates four Frontons (courts and auditoriums) in Florida and one in Hartford, Connecticut, for the exhibition of and para-mutual wagering on the game of Jai-Alai.



READY, SET, GO — 'Sprint 2' is Atari's popular video driving game that is setting collection records at many locations. Several operators report the game achieving above-average earnings. Both the one-and two-player modes offer challenges to players' skills; the game presents the extra challenge of 12 different tracks to choose from. Two automatic "drone" cars also add to the action. Distributors report that the built-in self-test program has been helpful in troubleshooting. Atari, Inc. is headquartered in Sunnyvale, Calif.

WBAI Staff And Management Split

(continued from page 26)

mosphere, and broadcasting devoted to non-commercial discussion of significant issues." Among the programs cut by Guzman were listener call-in shows and politically-oriented talk shows. The largely volunteer staff at WBAI apparently felt these changes would seriously impair WBAI's "free-form" characteristic and radical political commitment.

The WBAI staff has also attempted to unionize, which has aggravated the already tense situation. Pacifica management has said it would recognize a union of full-time employees, but Abraham Aig, WBAI's assistant news director, called the move "a tactic to divide and demoralize" because 80% of the staff is unpaid.

However, staff participation in program planning remained the dominant issue. Guzman has called the staff "racist" for resisting change in a "third-world direction." But Deloris Costello, a black WBAI employee and producer of a black-oriented program, who was fired by Guzman, responded that she found it difficult to understand "how Mr. Guzman's projected program changes would improve coverage of black and third-world peoples."

Station Breaks

(continued from page 41)

radiothon on February 26 and 27 to raise money for the Leukemia Society of America.

KRAK/KEWT, sister stations in Sacramento, have been named recipients of the "Big Heart Award" by the Golden Empire Chapter of the American Heart Association.

WISN, Milwaukee has been honored by the Northwest Broadcast News Association in Minneapolis by receiving first place for editorials and third place in spot and hard news reporting. The competition involved radio stations in six states.

There is a PD opening at **KKLS**, Rapid City. Send tapes, resumes and recent photo to **Keith Tilkens**, KKLS, Box 460, Rapid City, South Dakota 57709. The station is also interested in receiving tapes for possible future jock openings.

WAUG, Augusta is looking for a 6-11 pm jock. Contact **Jimmy Byrd**, WAUG-FM, Box 669, Augusta, Georgia 30903.

WZMF, Milwaukee has an opening for an AOR personality announcer. Send tapes and resumes to **Ron Rockwell**, WZMF, Box 216, Menomonee Falls, Wisc. 53051.

Changes at **KNOE**, Monroe. **Gary McKinney** from **KRUS**, Russell, La. is doing 6-9 am. **Duffy Spears** is new afternoon drive and production director. **Gail Hutchinon** is new 12-6 am jock replacing **Wanda Honey** who goes to sister station **WNOE**, New Orleans. **Jess George** has been promoted to assistant program director.



IMPROV HONORS ARTISTS — Marian McPartland and Charlie Byrd, Improv Records recording artists, were honored at a recent reception at New York's Cafe Carlyle. Pictured from left are: Lynn Lowin, daughter of Dave Rothfeld, vice president and divisional merchandising manager for Korvettes; Rothfeld; McPartland; Byrd; and Bill Hassett, president of Improv.

Catskill Buys WCKL

(continued from page 26)

"We are most pleased," Pizza stated, "to have negotiated this purchase of radio station WCKL to provide a new infusion of broadcasting professionals in our executive structure, to aid in our operations and to help us build on our solid record of accomplishment." Pizza confirmed that no immediate personnel or programming changes were planned. "Our past record is one of experience and growth," he noted, "and what we intend is to continue this pattern supplying our community with the finest and most comprehensive local radio service available."

Classical Clips

(continued from page 26)

won Grand Prix honors from Belgian Radio. The Academie du Disque Francais has bestowed the "Grand Prix du Disque" on DG recordings of **Berlioz's** "Romeo et Juliette" (Ozawa/BSO), **Vivaldi's** "Concertos For Solo Organ" (**Kuentz**), **Verdi's** "MacBeth" (**Verrett/La Scala/Abbado**) and **Couperin's** "Concerts Royaux; Nouveaux Concerts" (**Holliger** et al.). Angel albums which were nominated for Grammy Awards this year: "The Art of Courtly Love," "Itzhak Perlman Plays Fritz Kreisler," "Music Of Victor Herbert" and "Britten: Four Sea Interludes & Passacaglia From 'Peter Grimes'" . . . According to RCA, **Tomita's** electronic version of **Holst's** "The Planets" has already sold more than 100,000 copies in the U.S. alone and has hit number one on classical charts in Japan.

ICM Artists, Ltd., the classical music and dance subsidiary of Marvin Josephson Associates, Inc., has taken over the current operations of Hurok Concerts, Inc. . . . **Montgomery Byers** has left Herbert Barrett Management to form a new concert management firm to be called M.L. Byers, Inc. . . . **Otto Gerdes**, former manager of classical music for Deutsche Grammophon, has joined Bellaphon Records as program director for classical music . . . Leading RCA's February release are reissues of the world's first operatic recording, "Dei Drei Pintos" by **Carl Marla Von Weber** and **Gustav Mahler**, and the only recording of **Samuel Barber's** opera, "Vanessa" . . . In the upcoming concert series at New York's Loeb Student Center by the Contemporary Chamber Ensemble under **Arthur Weisberg's** direction, the audience will have the choice of concert seating, viewing slides of the composers' scores or watching live video close-ups of the performers. The first concert on March 7 will feature the world premiere of "Hyperion" by **Charles Wuorinen**, who won a Pulitzer Prize several years ago.

Orion Master Recordings, Inc. has raised the list price of all its releases from \$6.98 to \$7.98, effective March 1, 1977. As of February 9, the list price of all records on the Desmar label increased to \$7.98.

Wometco Reports '76 Record Sales

MIAMI, FLA. — Wometco Enterprises, Inc. reported earlier this month that on the basis of unaudited figures, 1976 per share earnings, net income and sales were the highest in the company's history.

Primary per share earnings in the 52 weeks ended January 1 rose to a record \$1.77, including a gain of 23c from the sale of its outdoor advertising division. This compares to per share earnings of \$1.35 in the 53-week 1975 fiscal year.

Wometco president Mitchell Wolfson noted that even without the 23c gain, 1976 per share earnings were a record \$1.54, representing a 14% increase and matching the company's compound annual growth rate over the previous five years. "In short, we continued our record as a steady growth company over a period in which this country has experienced its most difficult economic environment in more than 40 years," Wolfson said.

Net income in 1976 reached a new high of \$15.2 million (including the after-tax gain of \$2 million), compared to \$11.6 million registered in the prior year. Revenues in 1976 rose 12% to \$202 million from \$181 million in 1975.

Breaking down 1976 divisional results, Wolfson reported that the company's vending division accounted for the biggest percentage gains, registering a steep 51% rise in divisional profits on a sales increase of 34%. The gains, he said, reflected the improved economic conditions in the first half of the year, strict management and financial controls, a further reduction in commission payments, several acquisitions and excellent results from Wometco's new contract to provide vending services to Walt Disney World.

IUC Announces Changes

CHICAGO — Gerald P. Buccino, senior vice president/chief financial officer of Interstate United Corporation, and Arnold K. Mankoff, president of Homan Services, a subsidiary of Interstate United, have announced three management changes within the company.

Robert W. Eklund, senior vice president/controller of Interstate United, will retire at the end of the audit period following fiscal 1976/77 year-end. Eklund

(continued on page 61)

CHICAGO CHATTER

See the new "Solar City" 2-player pinball machine just released by D. Gottlieb & Co.

LEARNED FROM **Bill DeSelm** of Williams Electronics Inc. that the firm's recently premiered "Grand Prix" 4-player flipper has made a tremendous impact on the trade! Sample shipments to domestic distributors had barely been completed when orders and re-orders began to pour in and, as Bill hastened to add, with Chicago's legalization of replay pingames local demand has been unprecedented!

ATTENTION OPS: Songster **Nick Noble**, whose past records have enjoyed considerable jukebox play, has a new single on Epic called "If We Could Live Our Love Over Again" — which he considers to be tailor-made for jukebox programming. Nick co-wrote the tune with **Keith Droste** and stopped by the **Cash Box** office last week, accompanied by promo rep **Paul Gallis**, to tell us the side is starting to happen in the midwest.

AS WE GO TO PRESS Bally's field engineer **Bernie Powers** is enroute to Denver, Colorado to conduct a service school (19) at Mountain Coin, following which he'll return to home base for a few days and then, joined by **Larry Benson**, factory's chief bingo engineer, head for Nashville, Tenn. to conduct a 2-day session for Sanders Distg.; devoting one day to the servicing of bingos and the other to flippers . . . On March 17-18, Brady Dist. of Charlotte, N. Carolina is sponsoring a Bally-Midway school to be conducted by **Jack O'Donnell** and **Andy Ducay**, respectively . . . Understand Bally's **Ross Scheer**, **Tom Nleman** and **Jack O'Donnell** were surprise guests at the C.A. Robinson Friday luncheon week before last.

STERN ELECTRONICS INC. PRESIDENT **Gary Stern** announced that the factory is preparing to sample ship its "Stampede" 2-player pinball machine to domestic distributors. "Stampede" is re-designed somewhat from the model revealed at the AMOA convention and will be the first unit to bear the Stern logo since the firm's organization — so watch for it! Production was scheduled to commence early last week.

AREA FACTORIES AND DISTRIBUTORS ALIKE are certainly answering the call for more service schools with distributors beefing up schedules on a local and territorial basis and manufacturers doing likewise, and additionally, on a national scale. World Wide Dist. here in town recently arranged to hold four Seeburg music service schools commencing with a 2/15 session in Moline, Ill. at the Stardust Motel and subsequent sessions in Peoria (17) at the Ramada Inn; at the distributor's Chicago showrooms (22) and at the Holiday Inn in Decatur (24). Seeburg field engineer **Ed Urgitis** conducted the series. On March 2, World Wide will hold a special school on pinball machines, to be conducted by Williams' field engineer **Leonard Naklelny**. Session will deal with schematics readings and trouble shooting and will run from 1:00 to 5:00 pm in the World Wide showrooms.

ONE OF OUR INDUSTRY'S MOST PROMINENT DISTRIBUTORS, **Bob Portale** of Portale Automatic Sales in Los Angeles, passed away suddenly on February 12 and the news of his death shocked and saddened the many from here who knew him, respected him and, as in the case of this reporter, considered him a heck of a great guy. I will personally miss his warm greeting which he always had time to extend whenever I called his office, no matter how busy he was. An exceptional individual who will be remembered and missed by all who knew him. May he rest in peace.

ON THE SINGLES SCENE: **Gus Tartol** of Singer One Stop For Ops gave us a rundown on some of the hot jukebox singles in the area, commencing with what he terms the "biggest jukebox single of the year" the **Tony Chance** side called "Sweet Marjorene" on Musicor. Others are "Save It For A Rainy Day" by **Stephen Bishop** (ABC), "If We Could Live Our Love Over" by **Nick Noble** (Epic), "Teach Me Tonight" b/w "Before The Next Teardrop Falls" by **The DeCastro Sisters** (Zodiac), "Rich Girl" by **Hall & Oates** (RCA), "You've Got Me Running" by **Gene Cotton** (ABC) and "Free" by **Deniece Williams** (Columbia).

EASTERN FLASHES

Universe Affiliated International, Inc. is now fully operating out of its spacious new headquarters located at 609 N. Union Ave. in Hillside, New Jersey. Moving in was a lot of work, as prexy **Barry Felnblatt** can tell you, but it was well worth all the effort to be housed in spankin' new digs with all offices, shop facilities, showroom and warehouse under one roof. Barry said the new warehouse will serve as a distribution point for the various products Universe imports into the U.S. for distribution to the domestic and Canadian distributors . . . **Jlm Segerson**, formerly with Robert Jones Int'l.-Dedham, is embarking on a new business career in the automotive field and will be relocating to Chicago. We wish him well . . . A good turnout of operators and service people were on hand at Coin Machine Distributors Inc. in Peekskill for a recent service school on pinball machines. Firm's service manager **Chuck Paulsen**, with an able assist from prexy **Al Kress**, presided over the school . . . With the big thaw finally setting in, business is back on the upswing at Robert Jones Int'l. in Dedham — and that's the good word from **Bob LeBlanc**. He said the distributor's proposed week-long, multi-factory service school is tentatively scheduled for late March. More details later . . . **Millie McCarthy** chaired a special meeting of the GTB in Chicago on February 6 and 7 to discuss IRS Revenue Ruling 76-25 as it applies to pinball tournaments. (As reported in the 1/29 issue of **Cash Box**, Millie noted that the ruling terms as gambling pinball tournaments where entry fees are charged and players put money in machines.) As an outcome of the meeting a special committee was formed to research the situation and make itself available for conferences on the subject. Members of the committee are: **Ross Scheer** of Bally, **Alvin Gottlieb** of D. Gottlieb & Co., **Nolan Bushnell** of Atari, **Gary Stern** of Stern Electronics, **Jack Mittel** of Williams and **Howard Kaye** of Irving Kaye Co. Millie said a follow-up meeting, with attorney **Rufus King** in attendance, will be scheduled in Chicago at a later date.

Interstate United Announces Changes (continued from page 60)

has been with Interstate since 1963, initially as manager-budgets and internal audit. In 1964 he was named assistant controller. In 1965 he was appointed controller. He was elected vice president/controller in July of 1967, and named senior vice president in 1971.

Effective January 24, 1977, John R. Sidenstick was promoted to the position of assistant controller of Interstate United. Sidenstick re-joins the Interstate staff after more than 14 years with Homan Services.

He joined Homan in 1962 as controller and was elected vice president in 1967. From 1960 to 1962, he was on the controller's staff of Interstate United.

William H. LeSuer was promoted to the position of controller of Homan Services, effective January 24, 1977, replacing John Sidenstick. LaSuer joined Interstate in 1972 as internal audit manager. He was promoted to the position of corporate accounting manager in 1974, which position he has held until now.

MINNESOTA MUSINGS

AT THE TIME OF THIS release, a board meeting was being scheduled for the Music Operators of Minnesota to discuss the legislative programs for the year and their upcoming convention on May 20-22. The meeting was to be held at the Holiday Inn-Downtown in Minneapolis, the site of this year's convention and show. The Holiday Inn was chosen over last year's Radisson South and other hotels after an extensive search and comparison by a special member committee. The hotel has recently undergone extensive remodeling and all meetings and show activities will be held on the same floor. As was the case last year, an effort was made to maintain better continuity and provide a more enjoyable time for all.

WELL, IT SEEMS OUR PRESIDENT HAS RETURNED. **Dick Hawkins**, president of the Music Operators of Minnesota, has finally come back from his African safari in the Sudan. We hear Dick had far from a dull vacation. Aside from the outstanding beauty of that far-away region of the globe, he saw a little action not necessarily included in the usual travel folder, which included observing an army insurrection in the middle of the night. Thank heavens all he lost on that trip was just fifteen pounds!

FROM HY SANDLER, Sandler Vending Co., Minneapolis, we were told that collections are excellent now and things have certainly started to move since temperatures have risen a little, deliveries are increasing and they can fill some of the backed up orders. Hy mentioned how diversely the weather can affect the music business. Extreme temperatures in either direction can cause a lull. At present, the Rockola 470 is pretty hot, and at the time we talked with Sandler's, they were anxiously awaiting the delivery of Bally's new Freedom four-player which was expected to be in by the end of February.

BOB KERVINA, Twin Ports Vending, Duluth, reports business to be on the slow side, but pool tables, pinballs and fustball are holding their own pretty well.

MUSIC SERVICE CO., Marshall, reports that **Al Eggermont** and **Roger Rasmussen** are now partners. Business has been quite good with Midway's Sea Wolf doing very well. Roger also mentioned that there is a demand for the Gremlin Blockade and for shuffle alleys and they're having a little trouble getting hold of them!

MILWAUKEE MENTIONS

WE HEAR FROM the association office that plans for the Wisconsin Music Merchants Association spring convention and show are moving along smoothly. Booth reservations are flowing in, with such familiar distributors and suppliers as Empire, Hastings and Abloy being among the first to reserve space. Invitations have gone out for special guests including of course AMOA president **Garland Garrett** and executive vice president **Fred Granger**. The event is being held at the Olympia Resort, formerly Scotland in Oconomowoc, Wisconsin. Since last year's convention, several new features and changes have been added at this most luxurious facility, which will provide greater enjoyment for all.

ON THE VACATION SCENE, the last time we called **Ernie Feight**, Feight's Coin Machines in Rhinelander, we were told that Ernie was in Florida. That seems to be the route many have been taking during the post-Christmas war of the weather!

DAN WINTER, Americoin, Milwaukee, says they are doing so well with Junkyard that it will be keeping them busy for months. Hear tell there is a new game on the drawing boards over at Americoin but we couldn't get even a tiny hint from Dan.

OVER AT RED'S NOVELTY Co., West Allis, **Red Jacomet** says business is pretty normal these days, in fact better than expected considering the freezing temperatures. Night Driver is still a good seller, as is Breakout. Red also reminded us about the annual state meeting, and said he was pretty satisfied with the pace of business and naturally that it can only get better now that temperatures are beginning to rise.

OVER AT PIONEER SALES & SERVICE, Menomonee Falls, business seems to be status quo, with Blockade type games still very popular. Shipments are coming in a little more frequently and jukeboxes and vending machines continue to be the big items.

TRYING TO REACH the various distributors and operators around the state has been a real challenge to say the least. Everyone seems to be keeping busy in quite a variety of ways. Of course vacations to the warmer southern shores seem to be the most popular ways to keep busy; **Frank and Laraine Kodousek** from Great Lakes Service in Milwaukee are basking in Hawaiian sunshine! But another not necessarily popular form of passing time lately has been the way **Jack Hastings**, Hastings Distributing, Milwaukee, has been whiling away the hours; doing tax returns of course!

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., Raddison Hotel, Charlotte, N.C. |

Allied Leisure Seeks Support From 300 Creditors

(continued from page 57)

A positive turnaround for Allied, Mendes said, is dependent on three factors: an infusion of new capital for the purchase of raw materials and to cover operating expenses; a moratorium on present trade accounts in terms of immediate payment and "precipitous legal action" and continued

support from its suppliers.

He said company debts could begin to be paid by late May this year with such a plan, and that until then, Allied proposes to convert indebtedness to each of its accounts to a series of interest bearing notes, to bear interest at the rate of 8 percent per annum dating from the date of conversion.

FRESH BOMBS FROM

RKO's Abrupt Eagles' Release Forces E/A Into Radio Analysis

LOS ANGELES — As a result of the RKO release of the Eagles' new album, radio stations in P.

MOST ADDED RECORDS

- 1. New Kid In Town — Eagles — Asylum
- 2. Blinded By The Light — Manfred Mann

SECONDARY RADIO ACTIVE

These listed below are receiving strong radio support from key secondary market stations

- 1. WEEKEND IN NEW ENGLAND — BARRY MANILOW — ARISTA
- Adds: WJUG, WSM, WJCE, WJDX, KRKO, WPBR, KRIS, WQBO, KFI
- 2. WKWK, WUIS, KOWB, WJAG, WJLE, WJON

THE SINGLES

ROD STEWART — Repeating as #1 for the fourth straight week, #1 selling single at 64% of our reporting accounts including Tower/S.D./Sac. Soul City, Casselle/L.A., Alter/Phoenix, Peaches/Delwood/Alli, Norman/Cooper/Phila., Bee Gee/Albany, Richman/Boston, Rec. & Tape/Balt., El Roy/L.I., Win/N.Y., New England Music City/Boston, Potomac/Wash., Mark/Cleve., Singer, Sound United, Chi., Harmony House/Det., Poplar/Wash., Memphis/United/Miami #1 rotation at 55% of our reporting stations

WFL, WSGA, WZZM, WYLL

BULLETS

- 20-5. WFI ex-25, 2-93-20-15, WPX ex-26, WPGC 7-3, WLS 12-10, WOKY 17-12, WAVZ 17-10, WLAC 14-11, KFRC 13-9
- 13-P. Top 5 radio at WOL-3, WPGC-3, Excellent
- S.D./Sac. Licorice/Fizza/L.A., Peaches/3
- Bros/Phila., El Roy/Doube B/L.I., Tower/S.D./Sac.
- Tape/Balt., Potomac/Wash., Stark/Interstate/Miami, Poplar/Times

RADIO ACTIVE SINGLES

- 1. YOU DON'T HAVE TO BE A STAR — MCCOO & DAVIS — ABC
- WLS 12-10, WOKY 17-12, WAVZ 17-10, WLAC 14-11, KFRC 13-9, WGH ex-17, KILT 13-8, KPAM 17-12, KING 10-13, 13Q 11
- WDFW, WISW, WISW 17-12, WJCE

STATION BREAKS

Jim Fox promoted from MD to PD at WKRO (O102), Cincinnati. Former PD Randy Michaels assumes same position at WDAF, Kansas City.

staff as 10-2 pm jock. Holiday comes frc WQSM (Q-98), Fayetteville and rep/ Brian McGary, who exits station

John Rabick

FM ANALYSIS

Don't Fight The Feeling — Jim Peterik — Epic

... J.J. Cale — Shelter/ABC

... Cummings —

- It Looks Like Snow — Phoebe Snow — Columbia
- The Song Remains The Same — Led Zeppelin — Swan
- Song/Atlantic
- Man Smari, Woman Smarter — Robert Palmer — Island
- Free Bird — Lynyrd Skynyrd — MCA
- KSHF-FM — ST. LOUIS — Ron Stevens
- A New World Record — ELO — UA
- Radio Ethiopia — Parti Smith — Arista
- Come Home — James Gang — A&O
- ... — Kansas — Kirshner/CBS
- KEZY-FM — ANAHEIM — Ron Burnstein
- Animal Notes — Crack The Sky — Lifesong
- Tuff Darts (Live at CBGB's) — Atlantic
- God Prated — Cinema Bums Band — Sire/ABC
- A New World Record — ELO — UA
- One More From The Road — Lynyrd Skynyrd — MCA
- A Night On The Town — Rod Stewart — WB
- Chesnut Street Incident — Johnny Cougar — MCA
- Lou Reed Live — RCA
- Let Me Dream — Mink DeVille — Atlantic
- California Sun — Ramones — Sire

CASH BOX WHERE YOU GET THE BEST RADIO COVERAGE OF ANY PUBLICATION IN THE INDUSTRY

NEW FM ACTION LPs

- ## MOST ADDED LPs
1. Hejira — Joni Mitchell — Asylum
 2. Sudan Village — Seals & Crofts
 3. Thirty Three & 30
 4. ...

POP RADIO PLAYLIST HIGHLIGHTS

- WQVE — AKRON
 - #1 — Rod Stewart
 - #2 — Barry Manilow
 - #3 — Vanities
 - #4 — Mary MacGregor
 - #5 — Savannah
 - #6 — Bob Seger
 - #7 — Bob City Rollers
 - #8 — Jackson
 - #9 — Jack Jones
 - #10 — L.T. Buck
- WFBZ — BALTIMORE
 - #1 — Rod Stewart
 - #2 — Barry Manilow
- WBT — CHARLOTTE
 - #1 — Engelbert Humperdinck
 - #2 — Barry Manilow
 - #3 — Willie Murphy
 - #4 — Engelbert Humperdinck
 - #5 — ELO
 - #6 — Elton John
 - #7 — Yvonne Elliman
 - #8 — Elton John
 - #9 — Yvonne Elliman
 - #10 — Sonoma
- WING — DAYTON
 - #1 — Rod Stewart
 - #2 — Savannah
 - #3 — KC & Sunshine
- WOL — WASHINGTON
 - #1 — Rod Stewart
 - #2 — Barry Manilow
 - #3 — Elton John
 - #4 — Yvonne Elliman
 - #5 — Sonoma
 - #6 — Elton John
 - #7 — Yvonne Elliman
 - #8 — Sonoma
 - #9 — Elton John
 - #10 — Yvonne Elliman

PREDICTIONS

1. Hejira (entire LP) / Coyote / Furry Sings The Blues — Joni Mitchell — Asylum
2. Zoot Allures (entire LP) / Torture / Wonderful Wino — Frank Zappa — WB

ADDITIONS TO R&B PLAYLISTS

- WJAZ — ATLANTA — Frank Brown
- #1 — You're In A Heart To The Beat
- #2 — ...
- #3 — ...
- #4 — ...
- #5 — ...
- #6 — ...
- #7 — ...
- #8 — ...
- #9 — ...
- #10 — ...

R&B Singles To Watch

1. Be My Girl — Michael Henderson — Buddah
2. Isn't It A Shame — Labelle — Epic
3. Work Out Broken Heart — Lolaha Holloway — Gold Mind
4. I Wish — Stevie Wonder — Tamla
5. Get Up, A.N.D. Dance — Memphis Forms — RCA
6. ... — William Bell — Mex

R&B Crossing To Top 40

1. I Wan' — Stevie Wonder — Tamla
2. Together — C.C. Smith & The Gang — DeLite
3. You Make Me Feel Like Dancing — Leo Sayer — WB
4. Love Me — Yvonne Elliman — RSO

Reflections

The trial of Frank ...
November for the ...
inculcates for the ...
the proceeding ...
will be starting ...
January ...
John ...

Most Programmed New LPs

1. Melba — Melba More — Buddah
2. Sophisticated Funk — Jack McDuff — Chess
3. Hardcore Jollies — Funkadelic — WB

MOST REQUESTED CUTS

1. The Pretender (title) / Fuse / Sleeps Dark — Jackson Browne
2. Asylum
3. Snokim / Hitch A Ride
4. Coyote — Joni Mitchell — Boston — Asylum
5. A New World Record — ELO — UA

EAST COASTINGS / POINTS WEST

(continued from page 50)

will administrate publishing activities for the songs of **Graham Parker** in the U.S. . . . **Lou Adler** producing the next **Peter Allen** album. Flying to L.A. to add a percussionist's touch will be **Ralph MacDonald**, who is currently involved in a **Grady Tate** album for ABC.

phil dimauro

Points West — In the rumor department, word is out that the **Moody Blues** will get together again to cut an album at Indigo Studios, owned by previous group member **Michael Pinder**. All of the group is now relocating or already living in the LA area, and there will be a Moody Blues album released next month, recorded live at Royal Albert Hall and featuring four previously unreleased tunes. **John Lodge** will have his solo album ready in April. . . **The Rolling Stones** will reportedly appear at a small club in Toronto soon and will record the performance for an upcoming album. After being courted by RSO/Polydor and Columbia, the Stones have left Atlantic and signed with EMI for worldwide distribution outside North America. . . **Robert Stigwood** may be responsible for getting the **Beatles** back together again, but don't expect a tour. The reunion is for a film project in which the group would perform old and new material for a motion picture soundtrack.

TOGETHER AGAIN — **Crosby, Stills and Nash** are back in the studio again, recording up upcoming album in Miami with plans to tour in the spring, and getting along so well that they are currently sharing a house. . . **Dan Fogelberg** is putting finishing touches on his LP due to be released in April. . . **James Taylor** is at work on his debut album for Columbia with producer Peter Asher. . . David Kershenbaum will produce **Joan Baez** once again when she enters the studio to record her first effort for her new label, Portrait. . . **Roger Daltrey** has just finished his third solo album, due for mid-April release. . . **Kiki Dee's** new album is ready and should be released shortly with **Elton John** producing once again. . . **Chick Corea** is just about to finish a new album due for release in the middle of March to be supported by a 43-date tour commencing in Vancouver on March 25. . . Roots author **Alex Haley** has recorded and produced a two-record album telling the story of how his book was compiled. Due later this month, the album is entitled "Alex Haley Tells the Story of His Search For Roots" and will be released by Warner Bros.

WHEN YOU'RE HOT — **Barry Manilow** will cap his 98-city, seven-month tour of America with an appearance at the Sahara Tahoe March 25-27 and the MGM Grand in Las Vegas March 31-April 13. All of his dates have been sold out and the only break in the grueling tour schedule was a three week hiatus in September when Barry relaxed by taping his first TV special, which airs March 2 on ABC. . . **The Sylvers** open with **Bill Cosby** at the Las Vegas Hilton Feb. 22 thru Mar. 15. Cosby releases his first album in 5½ years this month. . . **Gentle Giant** begin their North American tour Feb. 17 in Buffalo. Their first tour since last summer's engagements with **Yes**, this tour will include 21 dates closing Mar. 31 at the Shrine in LA. . . **The Fifth Dimension** will appear in concert with **Frank Sinatra** at London's Royal Albert Hall Feb. 28 thru Mar. 5. . . **Jethro Tull** begins a major concert tour to support his 12th LP with 31 concerts in 29 cities beginning Feb. 23 at the San Diego Sports Arena. . . **Leslie Uggams** and **Clifton Davis** opened The Aladdin Theatre in Las Vegas heading a cast in an off-Broadway production of "Guys and Dolls." . .

PASSING THE BUCK — **Steeleye Span** surprised and no doubt won their fans' undying admiration at a recent appearance at the Hammersmith Odeon in London where they took all of the gate money, converted it into one-pound notes and dropped the 8500 currency notes, from the ceiling. They will tour the states in March. . . **Fleetwood Mac** will begin their 1977 tour with a benefit concert in support of the U.C. Berkeley Students for the Cousteau Society Feb. 28. . . **Jackson Browne** headlined concerts in Sacramento, Portland and Seattle raising \$39,000 for Simpatico, an anti-nuclear group. In Sacramento, California Governor Jerry Brown showed up backstage, and in Portland, basketball star Bill Walton made an onstage appearance. . . **Janis Ian** contributed 10% of her gross last year to charity, but since charity does begin at home, she recently flew her father to Mauna Kea, Hawaii for the first vacation of his life.

ODDS 'N' ENDS — **Patti Smith** will spend this month recovering after her fall from the stage at a recent concert at Curtis Hixon Hall in Tampa. Though her injuries were not serious, cuts to her head required 22 stitches. In the meantime she will work on her third album and a book of poetry. . . In art, imitation may be the highest form of flattery — but thievery? On a recent Sunday, an enterprising but cheap art patron scaled a billboard at LA's busy intersection of Wilshire and Fairfax to rip off a tied-up canvas production by Rick Griffin, who has done **Grateful Dead** and **Fillmore** artwork. Should the patron have trouble hanging the 16' x 50' canvas he or she is advised to give it back to the Eyes and Ears Foundation without any embarrassing questions. . . Members of **Supertramp** had some strange session singers at a recent recording session for their upcoming album due in March. The group invited friends, relatives and A&M laborers to a "sing-along overdub" where the ragtag group was even given a name by A&M's Jeff Ayeroff. Should the unwieldy group find a manager and a record contract, they will allegedly go by the moniker "The Moron Tablecloth Choir." Any takers?

chuck comstock



PETTY PREMIERES — Tom Petty and the Heartbreakers opened their current tour in style at Hollywood's legendary Whisky. Pictured backstage (l to r) are: Jay Morgenstern, president of ABC Music; Scot Jackson, national album director for ABC Records; Howard Frank, local promotion at ABC Records; Heartbreaker Benmont Tench, keyboards; Herb Belkin, vice president of marketing and creative services for ABC Records; Heartbreaker Mike Campbell, guitar; Tom Petty; Reg Lock, Petty's manager; obscured Heartbreaker Stan Lynch, drums; Heartbreaker Ron Blair, bass; and Ron Rainey of Magna Artists.

Woolworth May Drop Record Depts.

(continued from page 7)

responsible for this situation. Without the jobber, Staley noted, "none of us (mass merchandisers) could afford it (selling records) today. You'd have to go back to the way it was 20 years ago, with salesmen calling on each individual store. And with the multiplicity of labels, you'd go crazy. The rackjobber fills a very important function."

Staley asserted that the main reason for the profit squeeze on rack-supplied merchandisers was what he called "the inequity in the pricing structure" of the record companies. This "inequity," he indicated, is the gap between the price rack jobbers must charge for their records and the smaller cost of albums to dealers which buy directly from manufacturers' branches and independent distributors. At the present time, rack-supplied chains pay about \$4.25 for a \$6.98 list album. In comparison, the sub-distributor price for records on the CBS and WEA labels is only \$3.38; even small dealers pay CBS only \$3.65 per LP.

Because dealers which pay a sub-

distributor price can afford to retail LPs for \$3.99 or less, they represent the chief threat to big merchandisers like Woolworth's. As one industry source put it, "rather than those people (dealers) using the sub-distributor price as a tool to offset additional costs for servicing customers, they're using it as a price advantage in the field."

In order to meet this competition, rack-serviced stores have had to lower some advertised prices below a profitable level; rack jobbers, in turn, have come under increasing pressure to give special deals. "When it gets to the point where the rack jobber and I both lose money, how profitable can it be?" Staley pointed out. "Because of the inequity in the pricing structure, it's difficult to be competitive without losing money. Record departments are only marginally profitable in the first place. And if you have to sell below cost to meet the competition, who needs it?"

"It's very frightening. The labels just don't seem to realize that. They don't seem to realize how much merchandise is at stake."

Pop Radio Playlist Highlights

(continued from page 44)

- | | | |
|------------------------------|----------------------------------|---------------------------------|
| 15 To 9 — Tommy Overstreet | Roy Clayborne | 14 To 7 — Sonny James |
| Ex To 29 — Cal Smith | 8 To 3 — Elvis Presley | 18 To 12 — Glen Campbell |
| Ex To 30 — Glen Campbell | 15 To 9 — Linda Ronstadt | 20 To 14 — Statler Brothers |
| Ex To 22 — David Rogers | 21 To 11 — Mary Macgregor | 24 To 15 — Marty Robbins |
| Ex To 20 — Mary Macgregor | 19 To 13 — Rex Allen, Jr. | 21 To 16 — Johnny Rodriguez |
| Ex To 17 — Charley Pride | 23 To 14 — Charley Pride | 36 To 27 — Dave & Sugar |
| WSUN — TAMPA | 22 To 15 — Jerry Lee Lewis | 37 To 28 — Johnny Duncan |
| 5-1 — Charley Pride | 27 To 19 — Joe Stampley | 38 To 29 — Johnny Paycheck |
| Johnny Duncan | 29 To 20 — Statler Brothers | 39 To 30 — Gene Watson |
| Johnny Paycheck | 31 To 22 — Sonny James | Ex To 32 — Loretta Lynn |
| Lynn Anderson | 30 To 23 — Ray Griff | Ex To 35 — Mel McDaniels |
| Gene Watson | 32 To 24 — Marty Robbins | Ex To 38 — Donna Fargo — WB |
| Dave & Sugar | 33 To 26 — Mel Tillis | Ex To 39 — Little David Wilkins |
| 13 To 4 — Charley Rich — RCA | Ex To 32 — Johnny Duncan | Ex To 40 — Lois Johnson |
| 17 To 8 — Lois Johnson | Ex To 36 — Mel McDaniels | KFDI — WICHITA |
| 25 To 15 — Kenny Rogers | Ex To 37 — Gene Pitney | 1-1 — Ronnie Milsap |
| 30 To 21 — Kenny Rogers | Ex To 38 — Kenny Starr | Rebecca Lynn |
| Ex To 26 — Glen Campbell | Ex To 39 — Little David Wilkins | Emmylou Harris |
| Ex To 29 — Donna Fargo — WB | Ex To 40 — Lois Johnson | Jerry Reed |
| Ex To 30 — Billie Jo Spears | WWVA — WHEELING | 27 To 18 — Vernon Oxford |
| KCUB — TUCSON | 2-1 — Tanya Tucker | 45 To 35 — Gene Watson |
| 2-1 — Tanya Tucker | Mickey Gilley | 47 To 37 — Kenny Rogers |
| Gene Watson | Conway Twitty — Play Guitar Play | Ex To 46 — Glen Campbell |
| Donna Fargo — WB | Loretta Lynn | Ex To 47 — Mary Lou Turner |
| Lynn Anderson | Emmylou Harris | Ex To 48 — Chuck Price |
| David Rogers | 10 To 5 — Engelbert Humperdinck | Ex To 49 — Billy Mize |
| | | Ex To 50 — Jacky Ward |

Singles Bullets

(continued from page 36)

- #50 **NATALIE COLE** — Added at WPGC, WTI, 99X, WORC. Jumped at WGCL 25-18, WFI ex-23, WDRQ 21-16, KSLQ 25-18. Strongest sales in the East and Midwest; developing in the South and starting in the West. Peters, New England Music/Boston, King Karol, Town Hall/N.Y., Double B/L.I., Moreys, Potomac/Balt., Peaches/L.A., Cleve., Ft. Laud., Dallas, Denver & St. Louis, Franklin, Record Shack, Music Scene/Atla., Specs/Fla., Zebra/Austin, Music Street/Seattle. Fastest moving single on the **CB R&B Singles** chart reaching #3 bullet after six charted weeks.
- #52 **DONNA SUMMER** — Added at WPGC and WBBF. Last week at WDRQ, WFOM, WMAK, WING. Jumps at WHYY ex-24, WGCL 26-23, WFOM ex-30. Sales reported at Record Shack/Atla., Interstate/Miami, Moreys/Balt., Dicks/Boston, King Karol/N.Y., Buffalo One Stop and Peaches/L.A., (#48 bullet on **CB R&B Singles** chart).
- #53 **OLIVIA NEWTON-JOHN** — Added at WMP, WOKY, KJOY. Jumps at WORC 17-10, WCOL 29-23, WDRQ ex-28, WMAK ex-28, WLEE 28-23, WBGW ex-29, WAVZ ex-21, KLEO 29-21, KPAM ex-29. Sales reported at Music Scene/Atlanta, United/Miami, Western Amarillo, Prospect/Cleve., Moreys/Balt., King Karol/N.Y., Potomac/Wash. Third most active single on the secondary level. (#48 bullet on **CB Country Singles** chart).
- #55 **JOHN TRAVOLTA** — Eight adds this week: WBBQ, WAKY, WCOL, KJRB, WSGN, WING, WDRQ. These are in addition to the nine adds of last week highlighted by WFI, WKBW, WOKY, WOKY, WGCL, KCBQ.
- #60 **JENNIFER WARNES** — Ninth most added record this week with 9 adds. Majors are WBBQ, WISM, KIMM, WBBQ, WTI. Last week's adds include WCOL & WZUU. Jumped at WHYY ex-25, WBBF 22-16, KILT ex-40. Breakout sales at Interstate/Miami, Morey's/Balt., Dick's/Boston, King Karol/N.Y.
- #65 **WILLIAM BELL** — Eight adds this week include WQXI, WBBQ, WSGA, WFOM, WSGN, WMAK, WING, Z93. Numbered after one week at CKLW-25, KILT-29. Second most active record on Secondary Radio Active. Sales at Record Shack/Atlanta, Specs/Fla., Double B/Long Island, Potomac/Wash.
- #72 **ENCHANTMENTS** — Added at WGCL, WQAM, WAVZ. Last week added at WFI. First week of pop crossover sales at Record and Tape/Balt., Town Hall/N.Y., Harmony House/Det., Northern/Cleve., Interstate/Miami, Record Shack, Music Scene/Atlanta. (Jumped to #9 bullet on **CB R&B chart**).
- #73 **GLEN CAMPBELL** — Tenth most added single with 9 adds: KILT, KNUS, Z-93, WHYY, WBBF, WSGN, WMAK, WFOM, WBBF. Last week added at WAKY, Z96, KRBE. Most active single on secondary Radio Active. Moved #40 bullet to #25 bullet on **CB country** chart.

Bandana Ltd. Relocates

NEW YORK — Bandana Enterprises, Ltd. has moved to new offices located in the Fuller Building at 595 Madison Avenue, N.Y., N.Y. 10022.

Jazz to Dist. Scrimshaw

LOS ANGELES — Jazz Records has recently announced an agreement to distribute product on the Scrimshaw Records label.

Victor Musical Industries Expand

by Sachio Saito

TOKYO — Victor Musical Industries Co. of Japan has announced major changes in the company's facilities and consequent changes in personnel that have been effective since late January.

Three new company headquarters have been established, two manufacturing centers and the third housing business management services. The company's previous manufacturing center has been abolished.

The company gave as the primary reason for its restructuring the need to remain competitive in an increasingly competitive market. Company spokesmen say they expect better business management and control of goods to result from the corporate restructuring.

Saburo Watanabe, president of Victor, will head the major manufacturing center, while Shu Kaneko, managing director, will head the other manufacturing headquarters. Katsunori Kasajima, vice president, will head the business management offices.



UA GIFTS VARIETY CLUB — Arthur Mogull, president of United Artists Records, presents Felix Marouani, chairman of the convention committee, Monte Carlo, for Variety Clubs International, with keys to a new bus donated by UA to the club, which assists crippled children. UA also donated \$20,000 to the club.



MANHATTAN IN FRANCE — The Manhattan Transfer performed in a special concert at the Casino in Cannes as part of Midem prior to starting their European tour. While in Cannes, Atlantic's Nesuhi Ertegun hosted a reception for the group at his home. Seen at the reception (l to r) are: Tim Hauser and Laurel Masse of Manhattan Transfer; Ertegun; Alan Paul and Janis Siegel, group members; and Bernard Chevy, commissaire general of Midem.

Springboard Finalizes Release Agreement With German Firms

CANNES, FRANCE — Springboard International Records has concluded agreements with Intercord Tongleschaft of Germany and Stereo Tape AG of Germany for the licensing of classical repertoire and releases on the Mace label in the United States.

An initial ten-album release, scheduled for March will include "The Four Seasons" by Vivaldi, the complete Beethoven sonatas and two "Pop Concerts" containing a potpourri of classical and semi-classical repertoire. Plans call for release of 40 classical albums during the first two years of the agreements with the two German companies.

Bobby Vinton To Make Late March Tour Of Eastern Canada

LOS ANGELES — Bobby Vinton will be making a concert tour of eastern Canada in March.

Beginning in Montreal (Que.) on March 23 at the Place des Arts, Vinton will be appearing at the National Arts Center in Ottawa (Ont.), March 24, the Hamilton Place in Hamilton (Ont.), March 25 and 26, The Civic Center in Oshawa (Ont.), March 27, The Gardens in Sault St. Marie (Ont.), March 28, The Arena in Sudbury (Ont.), March 29 and the Memorial Auditorium in Peterborough (Ont.), March 30.

The tour will be Vinton's first of the Quebec and Ontario provinces.

Barbara Mandrell To Perform Concerts In Europe, Saudi Arabia

LOS ANGELES — ABC/Dot recording artist Barbara Mandrell has embarked on a concert tour under the auspices of the Texas-based Aramco Oil Co. Mandrell will perform for more than ten thousand American employees of Aramco in Saudi Arabia.

Mandrell will later fly to Amsterdam (Feb. 27) to perform on the "Top Pop" television program, followed by an appearance on Danish Bella Center TV in Copenhagen (March 1). On March 2 she will spend a day in London talking with the British radio and music press.

The upcoming European press and television exposure will be Mandrell's first.



CRACKERBOX PARIS — George Harrison has been touring Europe to promote his Dark Horse "33 And 1/3" LP. Seen at "Lasserre" in Paris are: Standing (l-r) Benoit Gautier, promotion manager WEA Filipacchi; Axelle Picard, promotion radio international; George Harrison; Nesuhi Ertegun, president WEA International; Dominic Lamblin, international manager WEA Filipacchi; Bernard de Bosson, managing director WEA Filipacchi. Kneeling (l-r) Claude Nobs, European artist relations director for WEA International; and Jean-Francois Favart, promotion radio international.

Arista, Attic Music In Subpublishing Pact For Territory Of Canada

NEW YORK — The Arista Publishing Group has announced the conclusion of its first subpublishing arrangement with Al Mair's Attic Music. The agreement is for the territory of Canada.

Attic Music is two and a half years old and is the recipient of the Canadian Music Industry Award for its publishing status in Canada.

Ritchie Blackmore's Rainbow Earns Gold In Japan, Australia

NEW YORK — Ritchie Blackmore's Rainbow was recently presented with a gold disc representing sales of 60,000 units of their "Rainbow Rising" LP in Japan. Similar honors were bestowed on the group for the album, their second for Oyster/Polydor, in Australia. The group will record their third album in Hamburg in March.



WELCOME HOME AND CONGRATS — Prior to their set at a recent rock festival in Sydney, Australia's Little River Band were given a reception by EMI Records, and the group was awarded plaques for the release of their album in 12 countries. Pictured above (l to r) are George McArdle and David Briggs, the band; Mick Lillie, roadie; Glenn Shorrocks, Graham Goble and Derek Pellici, the band; Philip Deamer, EMI New South Wales promotions manager; Roger Langford, EMI national public relations manager; Beeb Birtles, the band; Michael Matthews, EMI local A&R promotions manager; and Stephen Shrimpton, managing director, EMI Records.

Coyote, TRO Pacting

LOS ANGELES — Len Sachs, president of Coyote Productions Inc., is finalizing an agreement with the Essex Music affiliates of TRO (The Richmond Organization).

The arrangement calls for collection and sub-publishing of Coyote's recordings and copyrights through the worldwide network of the Essex group. Territories, under the pact, will include European, Far Eastern, and South American markets.

EMI Ponders Expansion

LONDON — The EMI records and electronics group is currently examining the possibility of setting up its own chain of out-of-town outlets to retail goods linked with the leisure market such as hi-fi equipment, disks, tape, television sets, musical instruments, boating and camping equipment.

Bachinger To Intersong

HAMBURG — Eddy Bachinger has joined Intersong Musikverlage, Hamburg, as manager of the national exploitation department.

Hearings Continue In S.F. Suit

(continued from page 7)

theory that they're 'subdistributors' when in fact they're retailers."

Industry Lawyers Deny

On the other side, lawyers representing the industry deny any wrongdoing. Indeed, they point out that the Robinson-Patman Act allows a manufacturer or distributor to be selective in its pricing policies under specific situations. One is that there must be "cost justification," that is, the price difference must accurately reflect the cost savings incurred in dealing with the more efficient account. Another involves what is termed "meeting the competition," or simply charging what your competitor is charging in order not to lose business.

To date, over 380 documents — affidavits, motions, preliminary judgments, orders, stipulations, etc. — have been filed in the case, and the end is nowhere in sight. "We're still fighting about pleadings," said one lawyer connected with the case, who did not wish to be identified. "We're still in the middle of discovery, and I don't see those things coming to an end anytime in the near future," he explained.

In the case so far, **Cash Box** has verified that three of the defendants named in the original complaint have in fact settled. Two of the defendants — RCA and Eric-Mainland Co. — have had their suits dismissed. The third, Capitol, was brought back into the case when the plaintiffs filed an amended complaint. Meanwhile, the remaining labels and retailers still have suits pending as of press time.

Additional Comments

During the past week, **Cash Box** contacted several of the industry lawyers involved in the suit, all of whom disputed attorney Keith's charges. George Cummings, representing Capitol, for example, said his answer to the complaint was "simply a denial on the part of Capitol of the alleged illegality ascribed to it and the other record companies. In my view, the action is without merit insofar as it pertains to Capitol."

Bill Billick, speaking for MCA, went a step further and discussed in detail the reasoning behind his client's pricing policies. He explained that MCA's seven-tier pricing structure, which has been in effect since March of last year, spells out in precise fashion the criteria — including purchasing in box lots and central warehousing — that the company uses in determining what price a customer is charged.

"When MCA sells to Integrity," he said, "it ships all the records to one central warehouse in Los Angeles — and it ships them in large box lots, virtually truck loads. That saves us money by not having to send a guy down our warehouse line picking out individual albums."

"Now, the cost to us of sending a guy down the line to pick out two albums is the same as if we send him down the line to ship out two boxes. But obviously, we make a lot more in terms of profit by selling fifty records than we do selling two. So to the extent that we have saved money, the law permits us to pass that savings along to our

customers, such as Integrity."

From a clerical standpoint, too, record companies realize a substantial cost savings in dealing with their larger accounts, according to Billick. "It's quite expensive for us to book an order. When the thing comes in, it has to be typed up and there are a lot of accounting procedures involved also. And we have the same kind of expenses at the end, when the returns come in. Whenever we get returns, we have to go through exactly the same process of tabulating how many items are being returned and making certain they are credited properly. But again, it should be obvious that it's just as simple for a secretary to type out 100 'Elton John's Greatest Hits' as it is for her to type seven 'Elton John's Greatest Hits.' So we save a great deal of money by dealing with customers who are purchasing in large quantities."

Injunction Requirements

Industry lawyers also told **Cash Box** that in order to get a preliminary injunction — which would require labels to charge one price to all retailers — the plaintiffs must convince the court that (1) they have a strong likelihood of eventually winning the case, and that (2) in the interim period before the trial, they will suffer irreparable injury under existing conditions.

One attorney, who remained anonymous, said he had filed a 60-page brief opposing the injunction. In sum, he said, "The two main themes were, one, we haven't done anything wrong; and two, the plaintiffs haven't suffered the kind of injury which is a prerequisite for injunctive relief."

As Billick related, MCA's opposition argument was based on its chances of winning the case. "We said, 'Look, our seven-tier pricing structure absolutely conforms to the law, and we've got accounting studies to back it up. We don't dispute that we're selling at different prices. But our prices are legal, and therefore they (plaintiffs) will not beat us.'"

Impact Discounted

When asked about the fact that some of the defendants had already made settlements, most of the lawyers contacted simply discounted the impact it might have on their individual cases, pointing out that two amended complaints have since been filed with different allegations.

Billick, though, explained that "you settle cases for a lot of reasons. Sometimes it implies something about the merits of the case, but usually it has to do with the money involved."

Turning to the Zoslaw case, he continued. "The issues are important, but the sums of money are rather small when you compare them to the enormous legal expenses that this case has generated. For example, the plaintiffs have taken three days of deposition from our client and they've spent days and days pouring over our documents. I doubt very strongly whether any of these companies would have settled with the plaintiffs if the (individual) settlements had been in the hundreds of thousands of dollars."



BUTLERS VISIT CHAPPELL — Jerry and Billy Butler, who supervise the Chappell Music/Jerry Butler Songwriters Workshop in Chicago, visited Chappell Music in New York recently to promote Jerry's latest Motown album "Suite For The Single Girl." Pictured in the foreground are from left: Jerry Butler and Billy Butler. Pictured in the background are, from left: Buddy Robbins, manager for Chappell Music; Norman Weiser, president of Chappell; and Frank Military, vice president of creative services for Chappell.

Jimmy's Plans More Stores; Retailers Fear Lowball Pricing

(continued from page 9)

promoting current albums for \$2.99 three weeks ago (**Cash Box**, February 5), before returning to the previous low advertised price of \$3.99 for one week (**Cash Box**, February 19). The opening of a new Peaches store in the suburbs was cited as the reason for the new low prices, since Peaches is expected to draw from Korvettes' inner-city R&B base. Meanwhile, Federal stores, a mass merchandise competitor of Korvettes, advertised \$1 off its regular price on all LPs and tapes. A Federal store manager said the chain's regular price on current releases was \$5.87.

More Low Prices

Unusually low mass merchandiser prices were observed in several markets: in Dallas, where Target advertised an all-label sale at \$3.69; in San Diego and Los Angeles, where J.C. Penney advertised multi-label sales for \$3.99; in St. Louis, where Penney's promoted the newest David Bowie LP (\$7.98 list) for \$4.99 and selected releases for \$3.99; and in Chicago, where Montgomery Ward advertised the new Bowie LP for \$4.87 and about 20 releases for \$3.99.

Al Geigle, record buyer for Montgomery Ward in Chicago, said the (\$4.87) Bowie sale and the concurrent \$3.99 sale resulted from a "special deal" with Ward's rack jobber. The promotion, he added, would run another week.

"I don't like selling records at \$3.99 or \$7.98 albums at \$4.87," Geigle asserted. "It's dumb. But, we have to do it to stay in business." Geigle added that when Ward finds it must advertise at lower prices to remain competitive with Chicago's major retailers, he is able to get deals from the rack jobbers. Hopefully, Geigle explained, the unprofitable sales of current releases can be made up on cutouts, which Montgomery Ward continuously promotes. Geigle concluded that even with the fairly stable Chicago market, the midwest rack jobber and the general merchandiser are facing hard times. "It could be worse," he said.

'A Very Competitive Market'

Bob Platt, senior merchandise manager at Penney's in St. Louis, told a similar story. "It's a very competitive market down here, and we have to advertise at these prices occasionally to stay in business." Platt said the current Bowie promotion and the \$3.99 sale on seven front-line LPs was possible only through a special deal with Penney's

rack jobber.

A spokesman at one of the larger Penney's stores in Los Angeles said the national promotion was not related to the chain's recent policy of making record departments optional.

While one Penney's store, in North Hollywood, California, recently eliminated the record department, the source said that the decision is already being regretted because the items that have been substituted, such as luggage, "do not turnover as well as records, and have left the store with \$24,000 in excess inventory."

The spokesman added that only about 100 LPs were on sale at \$3.99. "If we can't get people into the store with those prices, we can't remain competitive out here," he said. However, he asserted that with occasional national promotions, and management that "gets rid of (returns) the stuff that doesn't move," Penney's record departments, at least in Los Angeles, have good chances to meet their quota in sales, and remain in business.

The Los Angeles promotion, he concluded, will continue for another week.

In Dallas, a Target store record department manager, Phyllis Verner, said the one-week \$3.69 all-label sale, which the chain plans to hold about four times a year, is done "just to be competitive." Verner said Target recently lowered its shelf price on current releases to \$5.49, and periodically puts a few of them on sale for \$3.69.

Record prices in Dallas have generally been coming down since early January. Several retailers, including Melody Shops and L.P. Goodbuy, have advertised front-line LPs for \$3.69, while Sound Warehouse has offered current releases, unadvertised, as low as \$3.45.

Manilow's TV Special

In another retail development, multi-dealer ads for the latest LP by Barry Manilow appeared in Cleveland and Cincinnati, with no price included.

Robert Singer, manager of field marketing for Arista Records, said the ads were the beginning of a massive print campaign tied to Manilow's upcoming television special March 2. Singer added the campaign would continue up to, and beyond, the TV show.

"The multi-dealer ads are simply a way of getting as many dealers as possible to take part," Singer noted. "It's been very successful. They've been ordering a lot of Manilow records."



MIRACLES IN THE PHILIPPINES — The Miracles, now signed to Columbia Records, recently received a gold record in Manila for their album "City of Angels" from Vicor Music Corp., the CBS/Sony joint-venture company there. Shown above flanked by Vicor personnel, including Vincente Del Rosario, president (second from right), are group members Ron White, Billy Griffin, Pete Moore and Bobby Rogers with manager Marty Pichinson.

Payola Hearings Begin In D.C.

(continued from page 10)

"DJs have a habit across the country of not paying off if a show bombs out; it happens all the time," Washington told Judge Stirmer. The sway over Green's pay was used by Edwards as "proof of the power" of his outfit, Washington alleged, and continued influence was offered for other acts.

Isley Brothers/Giveaways

A July 20, 1975 Isley Brothers concert at Capitol Center, co-promoted by Dimensions and DJ Productions, was arranged with the understanding, Washington testified, that "members of DJP will do its usual number on the air" — again translated by Washington to mean "excessive airplay and ad lib concert mentions." The WOL djs also emceed and produced commercials for the show.

One hundred pairs of free tickets (\$1,200 worth) were given to the djs to be given away on-the-air, Washington testified. Why not to the station instead of the djs?, an FCC counsel asked. "We weren't sure who was running the station, Mel Edwards or the rest of them," Washington replied.

A check for \$1,410.33 from Dimensions Unlimited was given to DJ Productions, Washington said, underscoring the fact that the djs had no financial risk going into the deal.

'Usual Number'

Next Washington testified that "continued pressure by Mel Edwards to wiggle his way into every concert I was doing" was apparent during arrangements for a Nov. 29, 1975 Aretha Franklin concert. There was no pressure from the artist nor her representatives, he noted.

DJ Productions was again to do "their usual number on the air," he said. A \$1,000 promotional fee was agreed on for services to include a "one-week saturation promotion." Additionally, Washington paid \$200 to a dj for emcee duties and \$144 for production of commercial spots to another WOL dj.

Similar arrangements were made prior to the Dec. 13, 1975 concert by Rufus in Largo, Md., Washington said. The difference this time was the concert's gross fell short of the minimum specified in the contract and, Washington said, "I got lucky once," and got a free "two-week saturation period." The promotion was to have cost \$3,000 payable to DJ Productions when gross receipts reached \$90,000; but the concert grossed only \$71,000.

The "pressure and maneuvering" continued, Washington said, although neither the act nor its representatives (Bob Ellis and Bruce Wayne in L.A., the William Morris Agency in N.Y.), had any knowledge of it.

Washington testified that "Mel Edwards wasn't being honest even with his own

partners" — he allegedly had told the djs the \$3,000 was guaranteed — "and that's when I really began to get nervous."

Natalie Cole

It was an upset over Natalie Cole's booking in 1976 that caused Washington to confront WOL station management (in the form of PD Cortez Thompson).

She was appearing in October '75 at the Kennedy Center for DJ Productions, and, Washington said, "they made her big by playing many cuts on the album, continuous ad libbing and making reference to the concert." The show sold out and DJ Productions brought her back to D.C. in February '76.

At about that time, Washington said, he made an offer of six days in concert at the Carter Baron Amphitheater for a flat \$25,000.

Cole's agency, ICM, rejected that offer and set a minimum of \$50,000. Washington's counter-offer of \$40,000 was accepted. "I continuously talked to Jim Ramos (of ICM) about the deal because I couldn't believe I got Natalie Cole for the Carter Baron," he said.

Then, on April 5, Cole cancelled in order to play the Kennedy Center for DJ Productions. "I was very upset . . ." Washington said, and he went to WOL management to relate what had been going on all along.

Edwards Denial

After Thursday's hearings, Mel Edwards denied that he or any of the WOL djs plugged concerts, saying, "We stick to station policy." He stressed that Dimensions Unlimited and Cellar Door Concerts have "a monopoly" on concert promotion in the D.C. area. DJ Productions, now dissolved, was formed in 1974 to compete with the two.

Edwards and four other WOL djs will give testimony this week, after Egmont Sonderling, president of Sonderling Broadcasting, testifies Wednesday. Hearings resume Tuesday, with Jack Boyle as witness.

Sonderling has owned WOL since 1965 but, after the alleged irregularities of the past two years, Washington, Boyle and Sam L'Hommedieu, partner in Cellar Door Concerts, attempted to buy the station.

At a meeting with Washington, WOL general manager James Kelsey and other WOL staffers in May '75, one topic of conversation received brief attention. It was the unsolved murder of R. Seavy (Soul Papa) Campbell, former WOL dj and officer of DJ Productions. Campbell was found shot to death in rural Virginia last May, shortly after he had been subpoenaed to appear before a grand jury in payola proceedings. It has been speculated that the demise of that major witness was the reason for the FCC's delay in starting the hearings.

Execs Deny Charges In The New York Times Grand Jury Story

(continued from page 40)

record companies are expected to make their cases before the L.A. grand jury.

Three Defenses For Manufacturers

The first defense is known as "cost justification" and states, in effect, that there are other factors that make it imperative to treat customers differently. Among these variables are whether the customer has his own central warehousing and shipping capability, the volume of the transaction and whether or not there is a brokerage fee or commission.

The second defense offered under Robinson-Patman is the "meeting competition" argument, by which a supplier is allowed to offer a dealer the "same low price" as any competitor who might be trying to undercut him.

And the third defense allows the seller to vary his prices in different non-competitive markets. This would seem to allow a record

company to give different deals to retailers as long as they are not in the same market.

All three defenses, according to legal sources, get into a "gray" area. "Cost justification" and "competition" are terms not clearly defined in the law.

A number of retailers contacted by Cash Box said they would like to see "obvious discrepancies" in wholesale record marketing cleared up by the grand jury probe. For example, one major retailer questioned the fact that he was getting a higher price than a rack jobber in the area, even though his chain has central warehousing and ships to all its stores. "We are a rack jobber as far as I'm concerned," he said.

But the many ways of "making deals" and the vagaries of the statute make it almost impossible to accurately guess at what is "discrimination."

RETAIL LP SELLING PRICES

(continued from page 49)

(\$7.98 list) for \$4.99; all Columbia and London classical LPs for \$3.99; and assorted budget releases for \$2.49 per disc. At Drug Fair stores, 18 CBS releases, including the latest albums by Boz Scaggs, Janis Ian, Kansas, Chicago, the Emotions, Billy Paul and Ted Nugent for \$4.88/\$5.88 tape; and

the soundtrack to "A Star Is Born" (\$8.98 list) for \$6.88 per LP or tape. At K mart stores, assorted cutout LPs and tapes for \$1.77. (Sunday Washington Post). (All information in the above chart gathered from February 13 editions unless otherwise indicated.)

Pop Radio Playlist Highlights

(continued from page 33)

- 10 To 3 — Barbra Streisand
- 11 To 6 — Abba
- 15 To 10 — Hall & Oates
- Ex To 20 — 10cc
- Ex To 23 — Jacksons
- KEEL — SHREVEPORT**
- 1-1 — Eagles
- No new additions
- 11 To 7 — Abba
- 18 To 14 — David Soul
- 20 To 15 — Bee Gees
- 21 To 16 — Hall & Oates
- WORD — SPARTANBURG**
- 1-1 — William Bell
- *Glen Campbell
- *Gary Wright
- *Quincy Jones
- *Ambrosia
- *Neil Diamond — Song Sung
- *Kris Kristofferson
- 6 To 2 — Tom Jones
- 12 To 4 — Aerosmith
- 16 To 11 — Joe Tex
- 17 To 5 — Abba
- 18 To 6 — Al Stewart
- 19 To 8 — Orleans
- 21 To 15 — Thelma Houston
- Ex To 10 — Bee Gees
- Ex To 17 — Natalie Cole
- Ex To 19 — Fleetwood Mac
- Ex To 20 — Stephen Bishop
- KJRB — SPOKANE**
- 9-1 — Barbra Streisand
- *John Travolta
- 9 To 1 — Barbra Streisand
- 16 To 10 — Bob Seger
- 27 To 21 — Kansas
- Ex To 24 — David Soul
- Ex To 25 — Boston
- Ex To 27 — Eagles — Hotel
- KREM — SPOKANE**
- 1-1 — Steve Miller
- *Olivia Newton-John
- *David Soul
- 15 To 4 — Barbra Streisand
- 17 To 12 — Abba
- 23 To 14 — Fleetwood Mac
- 25 To 15 — 10cc
- 27 To 22 — Kansas
- 28 To 19 — Hall & Oates
- WSPT — STEVENS POINT**
- 1-1 — Barbra Streisand
- *ELO
- *Olivia Newton-John
- *Mesa
- *Gallagher & Lyle
- 7 To 2 — Smokie
- 9 To 5 — Atlanta Rhythm Section
- 19 To 10 — 10cc
- 20 To 16 — David Soul
- 26 To 21 — Jackson Browne
- 30 To 24 — Elvis Presley
- Ex To 27 — Tom Jones
- Ex To 28 — Wings
- Ex To 29 — Rod Stewart
- KJOY — STOCKTON**
- 1-1 — Barbra Streisand
- Olivia Newton-John
- Ozark Mtn. Daredevils
- Elton John
- Jennifer Warnes
- 18 To 10 — Jackson Browne
- 20 To 14 — Emotions
- 27 To 19 — ELO
- 29 To 15 — Wings
- WNDR — SYRACUSE**
- 5-1 — Eagles
- Anne Murray
- Glen Campbell
- Jackson Browne
- George Harrison
- 9 To 4 — Steve Miller
- 16 To 10 — Olivia Newton-John
- 22 To 15 — Al Stewart
- WOLF — SYRACUSE**
- 2-1 — Mary Macgregor
- Wings
- Thelma Houston
- Boston
- 10cc
- Bay City Rollers
- Orleans
- *David Soul
- 16 To 8 — Abba
- 17 To 9 — Kenny Nolan
- 22 To 17 — Jacksons
- 24 To 18 — Fleetwood Mac
- 30 To 21 — George Harrison
- KTAC — TACOMA**
- 2-1 — Eagles
- *Atlanta Rhythm Section
- *George Harrison
- *Tom Jones
- *Climax Blues Band
- 17 To 12 — Barbra Streisand
- 26 To 21 — 10cc
- Ex To 24 — Abba
- Ex To 25 — David Soul
- Ex To 26 — Wings
- WGLF — TALLHASSEE**
- 2-1 — Bob Seger
- *Thelma Houston
- *Glen Campbell
- *Deniece Williams
- *Ambrosia
- *Donna Summer
- 15 To 11 — Boston
- 19 To 15 — Hall & Oates
- 21 To 17 — David Soul
- 26 To 22 — Atlanta Rhythm Section
- 28 To 23 — Rod Stewart
- Ex To 27 — Burton Cummings
- Ex To 28 — ELO
- Ex To 29 — William Bell
- Ex To 30 — Climax Blues Band
- WLCY — TAMPA**
- 5-1 — Barbra Streisand
- *Rod Stewart
- *Olivia Newton-John
- *Eagles
- 14 To 10 — Kenny Nolan
- 19 To 15 — 10cc
- 22 To 18 — Hall & Oates
- 30 To 21 — Thelma Houston
- Ex To 27 — Little River Band
- Ex To 28 — Jackson Browne
- Ex To 29 — Kansas
- Ex To 30 — Wings
- KEWI — TOPEKA**
- 1-1 — Rose Royce
- *Smokie
- 10 To 5 — Eagles
- 23 To 13 — Hall & Oates
- 29 To 12 — David Soul
- Ex To 27 — Elvis Presley
- Ex To 29 — Stephen Bishop
- Ex To 30 — George Harrison
- WTRY — TROY**
- 1-1 — Mary Macgregor
- *John Travolta
- *Rod Stewart
- *Natalie Cole
- 6 To 2 — Barbra Streisand
- 7 To 3 — Kenny Nolan
- 18 To 14 — 10cc
- 25 To 11 — Tom Jones
- 30 To 22 — Elton John
- Ex To 29 — ELO
- Ex To 30 — Gary Wright
- KAKC — TULSA**
- 3-1 — Manfred Mann
- *Stephen Bishop
- *William Bell
- *Elton John
- *Jennifer Warnes
- *Wilton Place Street Band
- Ex To 33 — Wings
- Ex To 34 — Jackson Browne
- Ex To 35 — ELO
- Ex To 36 — Ozark Mtn. Daredevils
- KELI — TULSA**
- 3-1 — Barbra Streisand
- *Climax Blues Band
- *Jennifer Warnes
- *Andrea True
- *Enchantment
- *John Travolta
- *Seals & Crofts
- 15 To 5 — David Soul
- 21 To 16 — Olivia Newton-John
- 22 To 18 — George Harrison
- Ex To 29 — ELO
- Ex To 30 — Atlanta Rhythm Section
- WTLB — UTICA**
- 2-1 — Mary Macgregor
- *Climax Blues Band
- *Rufus
- *Ambrosia
- 16 To 11 — Kansas
- 25 To 20 — Elton John
- 29 To 24 — Rod Stewart
- 30 To 25 — Hall & Oates
- Ex To 27 — Wings
- Ex To 28 — George Harrison
- Ex To 30 — David Soul
- 980 — VIDALIA**
- 2-1 — Stevie Wonder
- *George Harrison
- *Climax Blues Band
- *William Bell
- *Eagles — Hotel California
- *O — Epic
- *Helen Schneider — Windsong
- 9 To 5 — Steve Miller
- 15 To 10 — Elvis Presley
- 16 To 9 — Kansas
- 20 To 14 — Atlanta Rhythm Section
- 24 To 19 — Thelma Houston
- 35 To 30 — Olivia Newton-John
- 40 To 34 — Wings
- Ex To 36 — Elton John
- Ex To 38 — Burton Cummings
- Ex To 39 — Rufus
- Ex To 40 — Kerry Chater
- WPGC — WASHINGTON**
- 1-1 — Hall & Oates
- David Soul
- Natalie Cole
- Donna Summer
- *Rufus
- 13 To 5 — Abba
- 9 To 5 — Steve Miller
- 15 To 10 — 10cc
- WKWK — WHEELING**
- 1-1 — Eagles
- *Rod Stewart
- *Tom Jones
- *Ambrosia
- 9 To 4 — Bob Seger
- 16 To 12 — Bee Gees
- 21 To 14 — Al Stewart
- 22 To 16 — Barbra Streisand
- 28 To 23 — David Soul
- Ex To 28 — Wings
- KLEO — WICHITA**
- 1-1 — Barbra Streisand
- David Soul
- George Harrison
- Kristofferson — Watch Closely
- 8 To 2 — Smokie
- 11 To 4 — Kenny Nolan
- 17 To 7 — Hall & Oates
- 16 To 11 — Stevie Wonder — Wish
- 24 To 19 — Boston
- WAIR — WINSTON/SALEM**
- 2-1 — Barbra Streisand
- *Natalie Cole
- *Gary Wright
- *William Bell
- *Ambrosia
- *Enchantment
- *Wilton Place Street Band
- *Tom Jones
- *James Darren
- 14 To 10 — Kenny Nolan
- 16 To 11 — Thelma Houston
- 18 To 12 — Boston
- 20 To 16 — Bee Gees
- 22 To 14 — Wings
- 24 To 17 — Fleetwood Mac
- Ex To 30 — Elton John
- WORC — WORCESTER**
- 3-1 — Barbra Streisand
- *Natalie Cole
- *Love Unlimited
- *Cory
- *Danny White — Rocky Coast
- *Rufus
- 17 To 1 — Olivia Newton-John
- 18 To 12 — Fleetwood Mac
- 22 To 17 — Wilton Place Street Band
- 23 To 18 — George Harrison
- 29 To 24 — Wings
- 30 To 26 — Jackson Browne
- Ex To 23 — David Soul
- Ex To 27 — Hall & Oates
- Ex To 28 — Johnny Rivers
- Ex To 29 — Orleans
- Ex To 30 — Kansas



POLYDOR FETES NAKAMURA — Polydor jazz artist Teruo Nakamura was guest at a luncheon celebrating release of his debut LP "Rising Sun." Pictured at the luncheon from left are: Lou Simon, executive vice president and general manager of Polydor, Inc.; Bob Hurwitz, A&R director for ECM and Verve; Nakamura; and Mr. Nobu, Nakamura's manager.

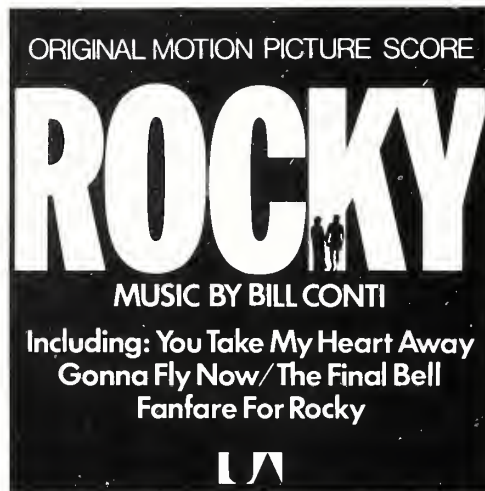
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A black and white photograph of Rocky Balboa standing in a park, with his arms raised in triumph. He is in the foreground, silhouetted against the background. In the background, there are trees, a fountain, and a city skyline.

A Million-To-One Shot Comes Home on United Artists Records and Tapes 

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CASH BOX TOP 100 ALBUMS

February 26, 1977

	Weeks On 2/19 Chart		Weeks On 2/19 Chart		Weeks On 2/19 Chart
1 A STAR IS BORN STREISAND, KRISTOFFERSON (Columbia JS 34403)	12	36 LUXURY LINER EMMYLOU HARRIS (Warner Bros. BS 2998)	6	68 NADIA'S THEME (THE YOUNG AND THE RESTLESS) BARRY DEVORZON & PERRY BOTKIN, JR. & VARIOUS ARTISTS (A&M SP 3412)	17
2 HOTEL CALIFORNIA EAGLES (Asylum 7E-1084)	10	37 SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	51	69 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	14
3 SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T13-340C2)	19	38 SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)	50	70 ANY WAY YOU LIKE IT THELMA HOUSTON (Motown T6-34551)	11
4 BOSTON (Epic PE 34188)	25	39 PERSON TO PERSON AVERAGE WHITE BAND (Atlantic SD 2-1002)	6	71 SATURDAY NIGHT LIVE THE NOT READY FOR PRIME TIME PLAYERS (Arista 4107)	11
5 ANIMALS PINK FLOYD (Columbia JC 34474)	2	40 TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola America/Capitol SMAS 850015)	8	72 SUMMERTIME DREAM GORDON LIGHTFOOT (Warner Bros. MS 2246)	36
6 WINGS OVER AMERICA WINGS (Capitol SWCO 11593)	10	41 CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)	23	73 AN EVENING WITH DIANA ROSS DIANA ROSS (Motown M7877R2)	3
7 YEAR OF THE CAT AL STEWART (Janus JXS 7022)	21	42 DREAMBOAT ANNIE HEART (Mushroom 5005)	47	74 FOUR SEASONS OF LOVE DONNA SUMMER (Oasis/Casablanca NBLP 7038)	18
8 FLY LIKE AN EAGLE STEVE MILLER BAND (Capitol ST 11497)	40	43 GOOD HIGH BRICK (Bang 408)	17	75 GREATEST HITS ABBA (Atlantic SD 18189)	23
9 FRAMPTON COMES ALIVE PETER FRAMPTON (A&M 3703)	56	44 AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic PE 34381)	15	76 BURTON CUMMINGS (Portrait/CBS PR 34261)	18
10 TEJAS ZZ TOP (London PS 680)	7	45 HEJIRA JONI MITCHELL (Asylum 7E-1087)	12	77 NIGHT SHIFT FOGHAT (Bearsville/Warner Bros. BR 6962)	15
11 NIGHT MOVES BOB SEGER (Capitol ST 11557)	17	46 ALIVE KISS (Casablanca NBLP 7020)	73	78 NEXT JOURNEY (Columbia PC 34311)	3
12 GREATEST HITS LINDA RONSTADT (Asylum 7E-1092)	11	47 FLEETWOOD MAC (Warner Bros. MS 2225)	83	79 LOVE WILL KEEP US TOGETHER CAPTAIN & TENNILLE (A&M SP 4552)	90
13 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	1	48 ONE MORE FROM THE ROAD LYNYRD SKYNYRD (MCA 2-6001)	22	80 DISCO INFERNO TRAMMPS (Atlantic SD 18211)	6
14 A DAY AT THE RACES QUEEN (Elektra 6E-101)	7	49 MIRACLE ROW JANIS IAN (Columbia PC 34440)	5	81 ENDLESS FLIGHT LEO SAYER (Warner Bros. BS 2962)	15
15 A NEW WORLD RECORD ELECTRIC LIGHT ORCHESTRA (United Artists UA-LA 679)	17	50 DOUBLE TIME LEON REDBONE (Warner Bros. BS 2971)	6	82 ENDLESS SUMMER BEACH BOYS (Capitol SVBB 11307)	76
16 BEST OF THE DOOBIES DOOBIE BROTHERS (Warner Bros. BS 2978)	15	51 SECRET PLACE GROVER WASHINGTON JR. (Kudu/CTI KU 32)	8	83 REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC 969)	4
17 LEFTOVERTURE KANSAS (Kirshner/Epic PZ 34224)	17	52 DESTROYER KISS (Casablanca NBLP 7025)	16	84 NOVELLA RENAISSANCE (Sire/ABC SA 7526)	4
18 ROCK AND ROLL OVER KISS (Casablanca NBLP 7037)	15	53 BIGGER THAN BOTH OF US HALL & OATES (RCA APL 1-1467)	27	85 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	47
19 ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC 975)	4	54 BLUE MOVES ELTON JOHN (MCA/Rocket 2-1104)	16	86 FLOWERS EMOTIONS (Columbia PC 34163)	26
20 THIS ONE'S FOR YOU BARRY MANILOW (Arista 4090)	28	55 CHICAGO X CHICAGO (Columbia PC 34200)	35	87 FOUNTAINS OF LIGHT STARCASTLE (Epic 34375)	5
21 A NIGHT ON THE TOWN ROD STEWART (Warner Bros. BS 2938)	33	56 ROCKS AEROSMITH (Columbia PC 34165)	40	88 BRASS CONSTRUCTION II (United Artists UA LA 677G)	15
22 LOST WITHOUT YOUR LOVE BREAD (Elektra 7E-1094)	6	57 A ROCK AND ROLL ALTERNATIVE ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	9	89 ROOTS QUINCY JONES (A&M SP 4626)	1
23 LOW DAVID BOWIE (RCA CPL 1-2030)	5	58 THE SONG REMAINS THE SAME LED ZEPPELIN (Swan Song/Atlantic SS 2-201)	17	90 DAVID SOUL (Private Stock PS 2019)	8
24 THE LIGHT OF SMILES GARY WRIGHT (Warner Bros. BS 2951)	6	59 ARRIVAL ABBA (Atlantic SD 18207)	6	91 CALIENTE GATO BARBIERI (A&M SP 4597)	20
25 FESTIVAL SANTANA (Columbia PC 34423)	6	60 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 2223)	17	92 LIVE BULLET BOB SEGER (Capitol SKBVB 11523)	44
26 THE ROARING SILENCE MANFRED MANN'S EARTH BAND (Warner Bros. BS 2965)	24	61 CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	3	93 LOVE AT THE GREEK NEIL DIAMOND (Columbia KC 2-34404)	1
27 WIND & WUTHERING GENESIS (Atlantic SD 36-144)	6	62 DR. BUZZARD'S ORIGINAL SAVANNAH BAND THE SAVANNAH BAND (RCA APL 1-1504)	30	94 CERTIFIED LIVE DAVE MASON (Columbia PG 34174)	15
28 THE PRETENDER JACKSON BROWNE (Asylum 7E-1079)	14	63 . . . , AHH, THE NAME IS BOOTSY, BABY BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)	4	95 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	14
29 TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	97	64 THIS IS NIECY DENIECE WILLIAMS (Columbia PC 34242)	22	96 CAROLINA DREAMS MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	1
30 IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	3	65 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	9	97 SPIRIT JOHN DENVER (RCA APL 1-1694)	27
31 CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)	23	66 THE JACKSONS (Epic PE 34229)	14	98 SLEEPWALKER KINKS (Arista AL 4106)	1
32 THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	52	67 FLIGHT LOG JEFFERSON AIRPLANE (Grunt/RCA CYL 2-1255)	4	99 I HOPE WE GET TO LOVE IN TIME MARILYN McCOO & BILLY DAVIS, JR. (ABC ABCD 952)	24
33 GREATEST HITS JAMES TAYLOR (Warner Bros. BS 2979)	13			100 WAYLON LIVE WAYLON JENNINGS (RCA APL 1-1108)	11
34 THIRTY-THREE & 1/3 GEORGE HARRISON (Dark Horse/WB DH 3005)	12				
35 SPIRIT EARTH, WIND & FIRE (Columbia PC 34241)	20				

Cash Box Top Albums/101 to 200

February 26, 1977

		Weeks On Chart	2/19
101 THE PLANETS	6.98	103	11
102 GOLD/VOLUME ONE	6.98	104	16
103 NEW SEASON	6.98	80	15
104 TOO HOT TO STOP	6.98	107	16
105 FREE FOR ALL	6.98	82	23
106 HASTEN DOWN THE WIND	6.98	87	27
107 CRYSTAL BALL	6.98	106	19
108 METHOD TO THE MADNESS	6.98	112	6
109 CHICAGO'S GREATEST HITS	6.98	101	66
110 MAIN SQUEEZE	6.98	91	15
111 NIGHTS ARE FOREVER	6.98	108	28
112 VIBRATIONS	6.98	94	8
113 PLAYING THE FOOL	7.98	127	3
114 AT THE SPEED OF SOUND	6.98	115	47
115 A FIFTH OF BEETHOVEN	6.98	100	27
116 MUSIC FAH YA' (MUSICA PARA TU)	6.98	121	6
117 GEORGE BENSON IN CONCERT AT CARNEGIE HALL	6.98	122	5
118 RENAISSANCE	6.98	109	13
119 TROUBADOUR	6.98	126	24
120 SLEEPING GYPSY	6.98	141	2
121 DIRT, SILVER & GOLD	11.98	114	11
122 THE BEST OF GEORGE HARRISON	6.98	105	14
123 LEO KOTTKE	6.98	98	6
124 FIREFALL	6.98	124	44
125 PART 3	6.98	116	19
126 THE CLONES OF DR. FUNKENSTEIN	6.98	119	21
127 LITTLE RIVER BAND	6.98	129	26
128 THE BEST OF FRIENDS	6.98	111	12
129 IT LOOKS LIKE SNOW	6.98	110	17
130 ALICE COOPER GOES TO HELL	6.98	118	33
131 CARELESS	6.98	140	13
132 AGENTS OF FORTUNE	6.98	113	36
133 BEACH BOYS '69	6.98	123	10

		Weeks On Chart	2/19
134 SOMETHING SPECIAL	6.98	132	15
135 HISTORY — AMERICA'S GREATEST HITS	6.98	135	67
136 GOLD	6.98	117	15
137 OLE ELO	6.98	136	35
138 BEAUTIFUL NOISE	6.98	128	35
139 HAPPINESS HEARTACHES	6.98	149	3
140 GREATEST HITS	6.98	137	26
141 JOAN ARMATRADING	6.98	153	7
142 OPEN SESAME	6.98	130	15
143 ALL THIS AND WORLD WAR II (ORIGINAL SOUNDTRACK)	12.98	138	15
144 ELTON JOHN'S GREATEST HITS	6.98	139	121
145 WHITE BIRD	6.98	120	12
146 JOY RIDE	6.98	143	18
147 SEA LEVEL	6.98	—	1
148 DEDICATION	6.98	133	24
149 MESSAGE IN THE MUSIC	6.98	134	23
150 DONNY & MARIE — TV SHOW SONGS	6.98	146	13
151 HIGH LONESOME	6.98	145	14
152 BEST OF BREAD	6.98	156	4
153 MELBA	6.98	147	12
154 WELCOME TO OUR WORLD	6.98	159	8
155 L	6.98	151	10
156 A MAN AND A WOMAN	8.98	169	2
157 RA	6.98	—	1
158 TRYIN' TO GET THE FEELING	6.98	163	9
159 HOT ON THE TRACKS	6.98	131	35
160 DARK SIDE OF THE MOON	6.98	168	7
161 JOHN DENVER'S GREATEST HITS	6.98	162	191
162 WILD CHERRY	6.98	160	32
163 GULF WINDS	6.98	144	16
164 HAPPINESS IS BEING WITH THE SPINNERS	6.98	142	31
165 MIDNIGHT CAFE	6.98	167	5

		Weeks On Chart	2/19
166 THE BABYS	6.98	176	4
167 OCTOBERON	6.98	171	5
168 SO SO SATISFIED	6.98	173	5
169 THERE'S MUSIC IN THE AIR	6.98	175	4
170 CARICATURES	6.98	179	3
171 LIFE IS MUSIC	6.98	—	1
172 SWEET EVIL	6.98	181	2
173 DEEP IN MY SOUL	6.98	182	3
174 ALL THINGS IN TIME	6.98	—	1
175 SAMMY HAGAR	6.98	180	4
176 FUTURE GAMES	6.98	183	2
177 A PLACE IN THE SUN	6.98	—	1
178 LEAVE HOME	6.98	185	3
179 JEAN CARN	6.98	197	2
180 KING SIZE	6.98	188	2
181 HEAT TREATMENT	6.98	166	13
182 WHITE ROCK	6.98	—	1
183 BLIND FAITH	6.98	191	2
184 THE ALL NEW MICKEY MOUSE CLUB	3.98	193	2
185 STORMIN'	6.98	189	2
186 OJAH AWAKE	6.98	187	2
187 STRANGER IN THE CITY	6.98	—	1
188 SOLID	6.98	195	2
189 ON EARTH AS IT IS IN HEAVEN	6.98	—	1
190 DISRAELI GEARS	6.98	199	2
191 MAZE	6.98	200	2
192 BIRD IN A SILVER CAGE	6.98	196	3
193 JUST A STONE'S THROW AWAY	6.98	—	1
194 LOVE IN C MINOR	6.98	—	1
195 JENNIFER WARNES	6.98	—	1
196 SHADES	6.98	198	3
197 THE RETURN OF THE 60 GUITARS	6.98	190	5
198 LET 'EM IN	6.98	184	2
199 HARD AGAIN	6.98	170	4
200 THE LION AND THE RAM	6.98	178	4

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	59.75	Browne, Jackson	28	Foghat	77	LaFlamme, David	145	O'Jays	149	Spinners	164
Aerosmith	29.56	Buffett, Jimmy	61	Frampton, Peter	9	Led Zeppelin	58	Osibisa	186	Spirit	176
America	135	Byrd, Donald	170	Franks, Michael	120	Lightfoot, Gordon	72	Osmond, Donny & Marie	103,150	Starcastle	87
Angel	189	Cale, J.J.	119	Genesis	27	Little River Band	127	Pablo Cruise	177	Stewart, Al	7
Armatrading, Joan	141	Captain & Tennille, The	38,79	Gentle Giant	113	Loggins & Messina	128	Parker, Graham	181	Stewart, Rod	21
Ashford & Simpson	168	Carn, Jean	179	Hagar, Sammy	175	Lynyrd Skynyrd	48	Parliament	126	Styx	107
Atlanta Rhythm Section	57	Carter, Valerie	193	Hall & Oates	53	MacGregor, Mary	40	Paul, Billy	198	Summer, Donna	74
Auger, Brian	139	Cerrone	194	Harris, Emmylou	36	Mahal, Taj	116	Pink Floyd	5,160	Sylvers	134
Average White Band	39	Chicago	55,109	Harrison, George	34,122	Mangione, Chuck	110	Ponty, Jean-Luc	95	Taylor, James	33
Ayers, Roy	112	Commodores	159	Hayes, Isaac and Dionne Warwick	156	Manilow, Barry	20,158	Prime Time Players	71	Tomita	101
Babys	166	Cooper, Alice	130	Heart	42	Mann, Herbie	192	Queen	14	Trammps	80
Baez, Joan	163	Corea, Chick	65	Henderson, Michael	188	Mann, Manfred	26	Ramones	178	Undisputed Truth	108
Barbieri, Gato	91	Coryell, Larry	200	Hillage, Steve	155	Marshall Tucker Band	96	Rawls, Lou	174	Utopia	157
Barclay James Harvest	167	Cream	190	Humpardnick, Engelbert	44	Mason, Dave	94	Redbone, Leon	50	Wakeman, Rick	182
Bar-Kays	104	Cummings, Burton	76	Houston, Thelma	70	Mass Production	154	Renaissance	84	War	140
Bay City Rollers	148	Daniels, Charlie	151	Jacksons	66	Maze	191	Ritchie Family	171	Warnes, Jennifer	195
Beach Boys	82,133	Denver, John	97,161	Jarrett, Keith	196	Mbulu, Letta	169	Robinson, Smokey	173	Washington, Grover	51
Bee Gees	41,102	Derringer, Rick	172	Jefferson Airplane	67	McCoo/Davis	99	Ronstadt, Linda	12,106	Waters, Muddy	199
Benson, George	30,85,117	DeVorzon & Botkin	68	Jennings, Waylon	100	Melvin, Harold & Blue Notes	83	Ross, Diana	73	Wild Cherry	162
Bishop, Stephen	131	Diamond, Neil	93,138	John, Elton	54,144	Mickey Mouse Club	184	Rufus	19	Williams, Deniece	64
Blackbyrds	69	Doobie Bros.	16	Journey	78	Original TV Cast	184	Santana	25	Wings	6,114
Blind Faith	183	Dramatics	146	Kansas	17	Miles, John	187	Savannah Band	62	Wonder, Stevie	3
Blue Oyster Cult	132	Eagles	2,32	KC & The Sunshine Band	125	Miller, Steve	8	Sayer, Leo	81	Wright, Gary	24
Bootsy's Rubber Band	63	Earth, Wind & Fire	35	King, B.B.	180	Mitchell, Joni	45	Scaggs, Boz	37	ZZ Top	10
Boston	4	Electric Light Orch.	15,137	Kinks	98	Moore, Melba	153	Sea Level	147		
Bowie, David	23	Emotions	86	Kiss	18,46,52	Murphy, Walter	115	Seeger, Bob	11,92		
Brainstorm	185	England Dan/Coley	111	Kool & The Gang	142	Newton-John, Olivia	60	Smith, Lonnie Liston	118	All This & WW II	143
Brass Construction	88	50 Guitars	197	Kottke, Leo	123	Nitty Gritty Dirt Band	121	Smokie	165	A Star Is Born	1
Bread	22,152	Firefall	124			Nugent, Ted	105	Snow, Phoebe	129	Car Wash	31
Brick	43	Fleetwood Mac	13,47			Ohio Players	136	Soul, David	90	Roots	89

INTERNATIONAL BEST SELLERS

Argentina

- 1 **Mi Promesa** — Pomada — RCA
- 2 **Si** — Jose Luis Perales — Microfon
- 3 **Resplando** — Barbara & Dick — RCA
- 4 **El Amor Duele** — Nazareth, Yndio — Philips
- 5 **Porque Te Vas** — Jeanette — Microfon
- 6 **Y Hoy Me Recuerdas** — Danny — RCA
- 7 **En Este Momento Y A Estas Horas** — Mario Echeverria — EMI
- 8 **Por Ejemplo** — Nicola di Bari — RCA
- 9 **Amor . . . Que Triste Es El Adios** — Juan Marcelo — CBS
- 10 **Esclavo Y Amo** — Los Mensajeros — CBS

TOP TEN LPs

- 1 **America** — Julio Iglesias — CBS
- 2 **Entre Gauchos Y Mariachis, Vol. 2** — Cantores del Alba — Polydor
- 3 **40 Minutes** — Pepe Galan — TK
- 4 **Exitos Del Rock** — Selection — CBS
- 5 **El Amor** — Julio Iglesias — CBS
- 6 **Romanticos De Hoy** — Selection — EMI
- 7 **Hits Calientes** — Selection — RCA
- 8 **Musica Poderosa, Vol. 9** — Selection — EMI
- 9 **Recital** — Cacho Tirao — CBS
- 10 **Thirty Three & 1/3** — George Harrison — Music Hall

Australia

- 1 **The Way You Do It** — Pussyfoot — EMI
- 2 **If You Leave Me Now** — Chicago — CBS
- 3 **The Best Disco In Town** — The Richie Family — RCA
- 4 **You Make Me Feel Like Dancing** — Leo Sayer — Chrysalis
- 5 **Livin' Thing** — Electric Light Orchestra — United Artists
- 6 **Play That Funky Music** — Wild Cherry — Epic
- 7 **Disco Duck** — Rick Dees & His Cast Of Idiots — RSO
- 8 **Love And Other Bruises** — Air Supply — CBS
- 9 **Hey St. Peter** — Flash & The Pan — Albert
- 10 **Stand Tall** — Burton Cummings — Portrait
- 11 **Every Little Bit Hurts** — Shirley — Mushroom
- 12 **Let's Stick Together** — Bryan Ferry — Island
- 13 **Last Romance** — Mark Holden — EMI
- 14 **Rock Me Gently/You've Got The Gun** — Sherbet — Infinity
- 15 **Somebody To Love** — Queen — Elektra
- 16 **That's Rock And Roll** — Shaun Cassidy — Warner Bros.
- 17 **Teddy Bear** — Red Sovine — RCA
- 18 **More Than A Feeling** — Boston — Epic
- 19 **Magic Man** — Heart — Interfusion
- 20 **Blinded By The Light** — Manfred Mann's Earth Band — Bronze

TOP TWENTY LPs

- 1 **Hotel California** — Eagles — Asylum
- 2 **Wings Over America** — Wings — Capitol
- 3 **Chicago X** — Chicago — CBS
- 4 **Shining** — Marcia Hines — Miracle
- 5 **Arrival** — Abba — RCA
- 6 **Arabian Nights** — The Ritchie Family — RCA
- 7 **Fleetwood Mac** — Fleetwood Mac — Reprise
- 8 **Let's Stick Together** — Bryan Ferry — Island
- 9 **A New World Record** — Electric Light Orchestra — United Artists
- 10 **A Day At The Races** — Queen — Elektra
- 11 **Endless Flight** — Leo Sayer — Chrysalis
- 12 **The Sherbet Collection** — Sherbet — RDM
- 13 **A Night On The Town** — Rod Stewart — Warner Bros.
- 14 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 15 **Blue Moves** — Elton John — Rocket/Motown
- 16 **Wild Cherry** — Wild Cherry — Epic
- 17 **Part 3** — KC & The Sunshine Band — RCA
- 18 **Dreamboat Annie** — Heart — Interfusion
- 19 **Boston** — Boston — Epic
- 20 **The Pretender** — Jackson Browne — Asylum

Brazil

- 1 **Fim De Tarde** — Claudia Telles — CBS
- 2 **If You Leave Me Now** — Chicago — CBS
- 3 **Don't Go Breaking My Heart** — Kiki Dee-Elton John — Odeon
- 4 **My Life** — Michael Sullivan — Top Tape
- 5 **When You're Gone** — Maggie MacNeal — WEA
- 6 **Because I Love You Girl** — The Stylistics — Top Tape
- 7 **Castelo De Ilusoes** — Fernando Augusto — CBS
- 8 **Soul Dracula** — Dracula — Tapeccar
- 9 **Hey Jude** — The Beatles — Odeon
- 10 **Nem Ouro, Nem Prata** — Ruy Maurity — Som Livre

TOP TEN LPs

- 1 **O Progresso** — Roberto Carlos — CBS
- 2 **Estupido Cupido (Internacional)** — Various — Som Livre
- 3 **Hit Machine** — Various — K-Tel
- 4 **Maria Baiana Maria** — Benito Di Paula — Copacabana
- 5 **Meus Caros Amigos** — Chico Buarque — Philips
- 6 **Canto Das Tres Racas** — Clara Nunes — Odeon
- 7 **O Casarao (Internacional)** — Various — Som Livre
- 8 **Samba Enredo 1° Grupo** — Various — Top Tape
- 9 **Menina Dos Cabelos Longos** — Agepe — Continental
- 10 **Morte De Um Poeta** — Alcione — Philips

Holland

- 1 **Living Next Door To Alice** — Smokie — Bovema
- 2 **Who's That Lady With My Man** — Patricia Paay — Bovema
- 3 **Sunny** — Boney M. — Dureco
- 4 **I Wish** — Stevie Wonder — Bovema
- 5 **Being As Slim As Your Daughter** — Corrie van Gorp — WEA
- 6 **Soul Dracula** — Hot Blood — Dureco
- 7 **Ta Ta Ta — I Want To Dance With You** — Andre van Duin — CNR
- 8 **Don't Give Up On Us** — David Soul — Bovema
- 9 **When I Need You** — Leo Sayer — Phonogram
- 10 **January, February** — Dutch Rhythm Steel & Showband — Negram

TOP TEN LPs

- 1 **A Day At The Races** — Queen — Bovema
- 2 **Songs In The Key Of Life** — Stevie Wonder — Bovema
- 3 **Hotel California** — Eagles — WEA
- 4 **Animals** — Pink Floyd — Bovema
- 5 **Take The Heat Off Me** — Boney M. — Dureco
- 6 **New Year's Eve** — Win Kan — Inelco
- 7 **The Year Of The Cat** — Al Stewart — Inelco
- 8 **Once Upon A Time In The West** — Ennio Morricone — Inelco
- 9 **Arrival** — Abba — Polydor
- 10 **Lost Without Your Love** — Bread — WEA

Japan

- 1 **Seishunjidai** — Kooichi Morita & Top Gallan — CBS/Sony
- 2 **SOS** — Pink Lady — Victor Musical Industries
- 3 **Musashinoshijin** — Goro Noguchi — Polydor
- 4 **Hatsukoizoooshi** — Momoe Yamaguchi — CBS/Sony
- 5 **Shitsuren Restaurant** — Kentaro Shimizu — CBS/Sony
- 6 **Last Scene** — Hideki Saijo — RVC
- 7 **Shiawasemiman** — Hiromi Ohta — CBS/Sony
- 8 **Country Road** — Olivia Newton-John — Toshiba/EMI
- 9 **Omoideno Kinoshitade** — Hiromi Iwazaki — Victor Musical Industries
- 10 **Pepper Keibu** — Pink Lady — Victor Musical Industries
- 11 **Soul Korekkiridesuka** — Minor Chewing Band — CBS/Sony
- 12 **Mayonakano Hero** — Hiromi Goh — CBS/Sony
- 13 **Mooichidodake Furimuite** — Junko Sakurada — Victor Musical Industries
- 14 **Doozo Konomama** — Keyiko Maruyama — King
- 15 **Rock 'N Roller** — Bay City Rollers — Toshiba/EMI
- 16 **Sayonarawo Iukimonayai** — Kenji Sawada — Polydor
- 17 **Feeling** — High Figh Set — Toshiba/EMI
- 18 **Akayi Shoogeki** — Momoe Yamaguchi — CBS/Sony
- 19 **Jolene** — Olivia Newton-John — Toshiba/EMI
- 20 **Kitano Yadokara** — Harumi Miyako — Columbia

TOP TEN LPs

- 1 **Toozakaru Fuukeyi** — Keyi Ogura — Polydor
- 2 **Bay City Rollers New Best** — Toshiba/EMI
- 3 **Wings USA Live** — Paul McCartney & Wings — Toshiba/EMI
- 4 **Pepper Keibu** — Pink Lady — Victor Musical Industries
- 5 **Dedication** — Bay City Rollers — Toshiba/EMI
- 6 **Kareyinaru Race** — Queen — Warner/Pioneer
- 7 **Come On Over** — Olivia Newton-John — Toshiba/EMI
- 8 **The 14th Moon** — Yumi Araya — Toshiba/EMI
- 9 **Nanika Yiyiwasuretayoodo** — Akira Inaba — Disco
- 10 **Hotel California** — Eagles — Warner/Pioneer

Italy

- 1 **Daddy Cool** — Boney M. — Durium
- 2 **Sei Forte Papa** — Gianni Morandi — RCA
- 3 **Regina Al Troubadour** — Le Orme — Philips
- 4 **Disco Duck** — Rick Dees — RSO
- 5 **Johnny Bassotto** — Lino Toffolo — RCA
- 6 **Due Ragazzi Nel Sole** — Collage — Saar
- 7 **Mamma Tutto** — Iva Zanicchi — Rifi
- 8 **Solo** — Claudio Baglioni — RCA
- 9 **Che Male Fa** — Matia Bazar — Ariston
- 10 **Let 'Em In** — Quinta Faccia — UIM

TOP TEN LPs

- 1 **Singolare — Plurale** — Mina — PDU
- 2 **Four Seasons Of Love** — Donna Summer — Durium
- 3 **Festival** — Santana — CBS
- 4 **Verita' Nascoste** — Le Orme — Philips
- 5 **Wind & Wuthering** — Genesis — Charisma
- 6 **Solo** — Claudio Baglioni — RCA
- 7 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 8 **Ullalla** — Antonello Vendetti — RCA
- 9 **XXIII Raccolta** — Fausto Peppi — Durium
- 10 **Piu** — Ornella Vanoni — Vanilla

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