WALTER MURPHY, STARBUCK/
NEW TALENT HARVEST FOR PRIVATE STOCK

Survey Of Philadelphia Retailers
Probes Current Status Of 'Price War'
Multi Market Manilow Push
Leads Retail LP Pricing Survey
Capitol Reports Record $10 Mil.
Net Income For Fiscal 1976

Record Industry Slams
New Bulk Mail Centers
California Station Manager Seeks
Control Of Measurement Firms
RCA Raises Wholesale LP Prices By 2c
Coping With Pressure (Ed)
and according to the flash making picks in the trades, hot action on radio stations in more than 40 cities all over the country and dancing feet in discos he's got one of the biggest hits in his great career. "Give It Up (Turn It Loose.)"

Tyrone Davis' Smash Single. Happening on Columbia Records.

Also available on tape. © 1976 COLUMBIA RECORDS, INC.
cashbox editorial

Coping With Pressure

If a man or woman chooses the music industry as a profession the first thing he or she learns to cope with is pressure. Though pressure occasionally takes on subtle overtones, it is nonetheless a constant companion of everyone involved in the record business. Nowhere is pressure more evident than in radio, for the stakes involved are the jobs of radio and record label personnel as well as artists' careers.

As secondary radio stations emerged to become a powerful and vital new force in the record industry, they began to get accustomed to larger and larger doses of pressure. It may be old hat for the program director of the number one top 40 station in New York or Los Angeles to be alternately courted and vilified by scores of promotion men, but it's got to be a new and awesome experience for the radio executive in Fargo or San Luis Obispo.

From what we can observe, the secondary stations are responding admirably to this new pressure. A glance at Cash Box's new feature, "Secondary Radio Active" (see page 35) reveals that the secondary stations are providing an important service to the record industry. The top 5 new additions to the "Secondary Radio Active" chart are completely different from the same number of new additions to the primary stations' playlists. In essence, the secondaries are living up to their promise of playing the records they feel will appeal to their listeners. They are not waiting for records to go top 10 on the national charts before airing them. As a result, secondaries are where the action is in today's radio scene.

Because secondary radio stations are helping to break new artists, record companies actually owe them a great deal. It is indeed ironic that record labels might inadvertantly kill this golden goose through the application of pressure. In the same manner that big market promotion executives inform the majors of local secondary airplay, the secondaries themselves are now being hyped that their airplay is reacting positively to a given piece of product. Is there an end to this cycle? Apparently yes, since the secondaries are maintaining their integrity and handling the challenge of mounting pressure maturely. They are playing what they feel will appeal to their audiences. They are taking chances. They are the best friend any new artist could ask for and they are responsible for a lot of the enthusiasm that's being generated for new product on the consumer level. They're certainly worth the respect and attention they've been getting.
Certified Won Setter

ONLY SIXTEEN (4171)
Was A Certified Million Seller

A LITTLE BIT MORE (4280)
Is Fast Approaching That Same Status

Both of these smash singles are from DR. HOOK’s sensational album A LITTLE BIT MORE (ST 11522)

A Little Bit More
Computer Implementation Keys Handelman Report
by Gary Cohen

DETOUR — Development of their retail computerization system, known as RIMS, and the costs involved in implementing and running the system were among the highlights in the 1976 Handelman Company annual report issued last week. In addition, Handelman announced plans to expand their computerized operation to their warehouses around the country.

Noting that “these inventory management systems, which are available to many other retailing concerns in the U.S., would have particular advantages for the company in each of the past fiscal years,” Handelman’s expense totaled $1.8 million in fiscal 1976, with the expectation that “our gross commitment to the support of these inventory systems may be considerable.”

The company, according to the report, added that most of the costs at this point would be primarily for support operations, and that proportionally smaller amounts would be spent for development. It added that “a substantial part of these expenditures will be offset by other expense reductions.”

The Kresge Company, which has been using a similar computer system with Handelman, but as a customer, once again accounted for 42% of the company’s consolidated sales, as they were in 1975. The company’s three largest customers combined accounted for 65% of Handelman’s sales, down 1% from 1975.

Siebert Acquisition

The Siebert’s chain, acquired for $3.8 million in cash and notes payable over five years, accounted for $25.5 million in sales and $666,000 in income to Handelman’s overall totals. As a result of the acquisition, Handelman has moved away from total dependence on rack operations for their sales. Lines of business breakdown for 1976 showed recorded music responsible for 89.1% of consolidated sales, books and magazines at 7.2% and retail sales (including the Macabees chain of retail stores acquired as part of the Siebert’s deal) at 3.1%. Recorded music and allied products accounted for between 97.7% and 99% of Handelman’s business during the last four years.

Returns for Handelman rose more than $8 million in 1976, from $65 million to $73.5 million. In addition, Handelman has changed its accounting policy on returns: “The policy change, which previously had been deduced as records were returned.

Multi Market Mail Push Leads Retail Pricing Survey
by Julian Shapiro

NEW YORK — In a major advertising campaign that will run six weeks, Arista Records, initial shipment of the album is the latest entry in Barry Manilow’s “This One’s For You” initially in more major markets than any label has had before. The promotion will be continued for two months since Cash Box has been surveying retail selling prices of records and tapes. Currently, 19 major in-store markets are included in the weekly report.

According to Gordon Bossin, vice president of marketing for Arista Records, initial shipment of the album is the largest entry in Barry Manilow’s “This One’s For You” initially in more major markets than any label has had before. The promotion will be continued for two months since Cash Box has been surveying retail selling prices of records and tapes. Currently, 19 major in-store markets are included in the weekly report.

Advertising of the album appeared in 11 of the markets in the Cash Box survey. Each of the markets is considered primary to Arista; still Bossin assured us that a secondary campaign covering additional markets would follow shortly. The offers were as follows: Franklin Music (Atlanta) for $3.99/$4.99 tape; Record and Tape Collectors (Baltimore) for $3.94/$5.24 tape; Caldor (Boston) for $3.64/$5.32 tape; Jordan Marsh (Boston) for $3.94 tape; Tower Records (Baltimore) for $3.94 tape; Tower Records (Denver) for $3.94/$4.99 tape; Tower Records (Los Angeles) for $3.88 LP tied to upcoming area concert appearance; JC Penney (Miami) for $3.99/$5.44 tape; Korgett (full-page in New York Times) for $3.99/$5.69 tape; Sam Goody (Philadelphia) (catalogue) for $3.99 LP; Record Bar (St. Louis) for $3.99/$4.99 tape. Tower Records (San Francisco) for $3.88 LP tied to upcoming area concert Maxie Maxie’s (Washington) for $3.99 LP.

Singles Advertised

For those interested, Cash Box began its survey of retail selling prices, an ad for 45s appeared, and its prices were advertised by a retailer of discount merchandise, rather than a record store. Bradlee, in Boston, offered a price for all 45s in stock at $99 each in a supplement inserted into the Boston Globe. The previous occurrence was reported in the July 24 edition of Cash Box and involved the Wootso chain in New Orleans, listing the top 50 45s for $77 each.

NYC Price War

Meanwhile, the condition of the “price war continued on pg 48

California Station Manager Seeks
Strict Control Of Measurement Firms

SANTA ANA, CA. — The manager of a California radio station that has appealed to the three city councils whose communities comprise the 19th largest market in the country has declared “I am the audience” of Orange County’s radio and television audience measurement firms.

Claiming that Orange County’s treatment as an unincorporated part of Los Angeles has severely damaged its economy, Pat Michaels, station manager of KWZ AM/FTM, said, “It’s a two-egg world. Anaheim, Garden Grove, and Anaheim to institute a plan that would strictly regulate the activities of audience measurement firms.

The plan, including a requirement that interviewers employed by such companies register with local police departments, could result in millions of dollars in fines for such companies as Arbitron, Nielsen, and The Pulse.

“By the same means,” Michaels told the Santa Ana City Council, “these ratings services should be brought to the bar of justice for their high-handed and untarant treatment of our community.”

The Santa Ana City Council moved unanimously late Monday to instruct the city manager to start studying the situation for potential local regulation of the audience measurement.

Capitol Reports $10 Million Net Income For Fiscal 1976

LOS ANGELES — Capitol Records reported sales and net income of $123 million and $10 million, respectively, for its fiscal year, ending June 30, 1976. This was an increase of 18% over the previous year’s figures.

Sales in the fourth quarter were, respectively, 70% and 103% higher than the same quarter of the previous year.

Commenting on the results, the company noted that “Capitol’s performance in fiscal 1976 represents a substantial improvement over fiscal 1975. While all operating divisions and product groups contributed to the company’s improved performance, the Consumer Products Group contributed significantly to its improvement.”

RCA Raises Wholesale LP Prices By 2¢

NEW YORK — RCA Records has quietly implemented a 2¢ increase in its wholesale prices on albums, raising their cost from $3.36 to $3.38. Distributor accounts told Cash Box the increase came with no official notification or let- ters. The prices reflected on a new rate card distributed in July. And since the price for police is computed from the wholesale basis, the sales increase was apparently not immediately noticed.

Best of Listening Booth Concours

Ben Brent, LP buyer for the 24-store Listening Booth chain (of which six outlets are in the Philadelphia area), and Bob Andoa, LP buyer for Goody and Kortevettes personnel. "I don't think there's a 'price war' now and I don't foresee one in the near future."
On June 7, 1949 an astonishing and captivating musical event was born. Meet Lewis Furey.

On that glorious day in Montreal, the boy with the Olympic musical talent and slightly obtuse world vision started to make his way through various progressive institutes for wayward children.

After a grant to study violin at Juilliard, Lewis was off to Vancouver for gigs on viola and then on to Tokyo, Berlin, and London for new lifestyles and accents.

After his debut album made a ripple through the vast legions of underworld cognoscenti, who sanctioned it as "valid" but uncommercial, Lewis took his piano to London with Queen and Be Bop Deluxe producer Roy Thomas Baker to create "The Humours Of," an album of extraordinary scope and power. Filled with bizarre images of lust, love, and the human condition, "The Humours Of" is electric rock & roll, full of classical tricks, a bit perverse, danceable, highly listenable, and X-rated in parts—all of which make it distinctly Lewis Furey.

“THE HUMOURS OF” LEWIS FUREY ON A&M RECORDS & TAPES
given to making engineering corrections, issuing time schedules, setting new policies for loading and unloading containers and vehicles, and enforcing present packaging regulations.

Automated Centers

The 21 Bulk Mail Centers, most in operation barely a year, have been nothing but trouble for mailers. The automated centers are larger than a football field and consist of a maze of conveyor belts, chutes and drops. They have earned a reputation for devouring all kinds of packages. The machines seem to especially enjoy books, records, and film canisters, however.

Assistant Postmaster General for Bulk Mail Processing Edgar Brower felt that efforts to improve the BMCs had been "com-" "mandable." "With eight million square feet of machinery, you have to go through a start-up process, and de-bug the equipment.

Investigation

"That's subject to question," responded subcommittee chairman Charles Wilson (D-Cal). The Wilson subcommittee has criticized the BMCs from their inception, and have conducted a year-long investigation into the centers.

Although the sophisticated machinery in the BMCs is the most notorious package shredder, Brower revealed that half the damage occurs in the vans which transport an average of 6,000 packages each to the BMCs. He said the Postal Service was experimenting with special floors and retaining bars to prevent excessive sway inside the 40-foot vans, but warned that they may have to go to a more expensive system.

New Guidelines

While trying to correct mechanical defects as well as strictly enforce current packaging standards, Brower reported that the Postal Service had drafted new packaging guidelines and was distributing them to mailers for their response. "We're not altering them much," he said, adding, "we don't want to bankrupt our customers."

Record Industry Slams New Bulk Mail Centers

WASHINGTON, D.C. — While U.S. Postal System officials were working cautiously to iron out the newly mechanized Bulk Mail Centers (BMCs), record industry mailers were continuing to call attention to problems at the centers, and that a proposed set of new packaging standards is totally unacceptable.

"Postal management has made further progress in implementing the National Bulk Mail System and in solving our start-up problems," Senior Assistant Postmaster General E.V. Dorsey told the House Sub-committee on Postal Facilities at their final hearings on the controversial BMCs two weeks ago. He said "top priority" had been given to making engineering corrections, issuing time schedules, setting new policies for loading and unloading containers and vehicles, and enforcing present packaging regulations.

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by Rebecca Moore

Record mailer response to the new standards "got drowned out in a spate of ex-" "ploitive deleted," according to RIAA ex- "ecutive director Henry Brier. He charged that the new standards would not only re- "quire new packaging, but new packaging machines and higher postal rates because of heavier parcels. "They were supposed to redesign or modify the BMCs," he ob- "served: "All of a sudden they're talking about redesigning packaging."

DRAFT GUIDELINES

Herbert Trossman, a vp at Columbia Music, was one of the two big record clubs, sat on the draft guidelines: "In a word, they were hor- "rendous." Trossman pointed out that the Postal Service claimed the BMC's "handle packages wrapped according to the 1970 standards. "They have lost sight of the fact that prior packaging was supposed to be satisfactory."

Both Trossman and Brier said record packaging had been praised highly by Postal Service management. "No one has done anything but applaud our packaging," said Brier. "They want us to scrape off all our existing standards and replace them with standards far more costly," added RIAA's business af- "fairs manager Alan Kayes. "A huge sum of money is involved." He added, "in their pre- "sent form, the standards are not accept- "able."

NEGATIVE RESPONSE

Although record company response to the proposed standards was negative, the companies continue to experiment on their own with stronger glue, and different in- "volving procedures. Trossman said they are seeing how putting the invoice on the in- "side of the package works.

One of the major problems with the BMCs has been "loose-in-the-malls," when the invoicing envelope separates from the record. While the record may be in perfect condition, the addressee is un- "known, and the package is in effect unde- "liverable."

Six Artists Flex Chart Strength With 2 Entries

LOS ANGELES — For the second con- "secutive week, six different artists have two singles on the Cash Box top 100 chart. Each artist has one bullet. Last week Steve Miller (Cap), Helen Reddy (Cap) and Heart (Mushroom), joined Wings (Cap), Hall & Oates (RCA & Atl) and Chicago (Col) on the select list of acts with two charted top 100 records.

While "Billy Love Songs" by Wings has declined to #52, "Let 'Em In" has moved into the #2 slot with a bullet. Chicago's "Another Rainy Day in New York City" has, at #50, given way to the group's "If You Leave Me Now," which took a 17 point jump to #38. bulleted. Steve Miller's "Take The Money And Run" slipped 3 points to #43, but "Rock 'n' Me" has, in its second week, moved 17 points up to #69. bullet. Hall & Oates' "Sara Smile," on RCA has, after 26 weeks on the chart, gone into the #56 spot while the duo's current popularity has revived "She's Gone" (recorded in 1973 on Atlantic) and lifted it 13 points to #45, bullet. "I Can't Hear You No More" by Helen Reddy moved up 14 points to #49, bullet, while the B side of the single, "Music Is My Life," gained 4 points to #79. In its second week on the chart, Heart's "Crazy On You" has reached #90, but "Magic Man" took a 14 point jump to #61, bullet.

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TIDINGS OF GOOD THINGS TO COME — When Capitol Records announced its highest sales and net income in six years (see p. 7), vice president & director, national exploitation, Screen Gems-EMI Music Inc./Colgems-EMI Music Inc./Wendell; and Lester Stil- president, Screen Gems-EMI Music Inc./Colgems-EMI Music Inc., discuss promotion strategy (bottom row, l-r) are Meron, Albert, and Schnell, vice president and general manager, Screen Gems-EMI Music Inc./Colgems-EMI Music Inc.; (from r.) are Don Grierson, Capitol's director, merchandising & advertising; Albert Anderson, Capitol's vice president, creative, and vice vices/merchandising & advertising/press & artist relations; Claude, vice president; Merger, and Bruce Garfield, Capitol's director, press & promotions.
Media Firm Sues Lemongello by Eric Rudolph

NEW YORK — Peter Lemongello, the singer who promoted himself into a recording contract via TV commercials, has been sued by the media buying concern utilized in the campaign.

An order of attachment was issued in State Supreme Court here against the assets of both Peter Lemongello and Lemongello Enterprises. This is to insure that should the plaintiffs win the case, sufficient funds will be available to cover the settlement.

The initial complaint filed by Triad Media Associates alleges that Lemongello owes them $85,290 for television advertising time which was contracted for on his behalf for the Los Angeles Lemongello campaign.

That campaign was cancelled soon after the signing of Lemongello’s recording contract with Private Stock Records. Triad claims that it was not given sufficient notice to cancel the advertising time, and that their reputation has been damaged because they have not received the funds from Lemongello to pay the TV stations.

Lemongello Enterprises claims that it did not receive written confirmation of the media purchases; a charge denied by Triad.

Other Charge

The complaint also alleges that Lemongello Enterprises failed to provide Triad with some 8,000 records and tapes which were ordered by the public, and which Triad was given the responsibility of mailing. The complaint further charges that the Lemongello record, “Love ‘76,” which was advertised as available by mail order only, was distributed to retail stores. Lemongello Enterprises claims that those records were pirated versions.

Triad also claims that Lemongello Enterprises released false information by stating that 50,000 albums had been sold and that some $390,000 was spent on the campaign. According to Triad, only 20,000 records were sold, and only 12,000 made available to Triad for delivery. A reliable source stated that media costs were closer to $250,000 than $390,000. Of that former figure, the source indicates that only approximately $100,000 has been paid.

According to Triad, the Attorney General’s office is investigating the nonfulfillment of the orders for the records and tapes, as well as the appearance of the records in retail stores. Both Private Stock Records and Lemongello were unavailable for comment on the matter.

MCA Records Qttr. Off

UNIVERSAL CITY, CALIF. — While overall second quarter sales and earnings for MCA Inc. set record levels, earnings of the record division were down 67% in the quarter from $9.9 million to $3.2 million on a sales drop of 33%, $33.2 million to $22.2 million. For the half year, earnings in the record division were down 46%, from $19 million to $10.6 million.

Chrisalis Distributors Named

LOS ANGELES — Chrisalis Records will become an independent record company, effective September 1, it was officially announced by Chrisalis president Terry Ellis.

In making the announcement, Ellis said that “Chrisalis was founded by Chris Wright and myself in 1988 with the ambition and long-range goal of becoming a record company in America, and an important entity in the record business around the world. For four years we have been a label associated with Warner Bros., but as of September 1 we will become a record company fulfilling the promise we made to ourselves.”

Ellis added that Chrisalis has been getting ready for the move for many months, adding key personnel to his staff. At the same time, Ellis revealed the company’s nationwide distributors. Representing Chrisalis in the west will be M.S. Distributing Company of California, Los Angeles/San Francisco, Music Craft of Hawaii, Ltd., Honolulu; ABC Record & Tape Co., and Buena Vista.

A & M Signs Eckstine

LOS ANGELES — Singer Billy Eckstine has signed with A&M Records, where he will be produced by Quincy Jones.

Eckstine’s first release for the label will be a single entitled “The Best Thing” produced by Quincy Jones and Herb Alpert.

London’s Primary Concern Is Development Of New Artists

NEW YORK — Artist development is the keynote of London Records’ strategy for the upcoming half-year, according to the label’s vice president of sales and marketing, Herb Goldfarb. Continuing a program begun last January, London is concentrating corporate efforts on the creation of new acts. “John Miles was our original spotlight artist,” Goldfarb stated, pointing to the use of posters, t-shirts, frisbees and print and radio advertising in conjunction with Miles’ first American concert tour, marking what he called “the most extensive merchandising campaign ever created for an artist in London’s 29-year history.”

This week sees Miles’ single “Fly High,” released several months ago, returning to the Cash Box Top 100 at #78.

Other artists unfamiliar to American audiences who will be the object of similar campaigns include Canadian groups Sweany Todd and April Wine. In the area of established artists, Ray Thomas’ second solo album, “Hopes, Wishes and Dreams,” which reappeared on the Cash Box album chart at #165 this week, coincides with a “Moody Blues Today” campaign. In addition, ZZ Top’s current worldwide tour coincides with a new single, “It’s Only Love,” and their fifth album for London, to be released in September.

Cash Box / August 21, 1976
Linda Ronstadt's new album Hasten Down The Wind holds classics like Tracy Nelson's "Down So Low," the Willie Nelson standard "Crazy," and 'That'll Be The Day,' the immortal Buddy Holly song—about to become a hit all over again as Linda's new single. Add the power of melodies like "Someone To Lay Down Beside Me" and the Warren Zevon title track, and you have one of the albums of the year. 7E-1072

The '76 Brigati

The Brigati Brothers have teamed up to create a compelling new vocal combination incorporating elements of r&b, jazz, salsa, and pure rock. For their debut they've written nine new songs with partner Edwin Kobylarz and included their own versions of the Rascals' "Groovin'" and Sam Cooke's great ballad "You Send Me." For something new in vocal magic you'll just have to get Lost In The Wilderness. 7E-1074

At the end of 1972, the three Rowan Bros., Chris, Lorin & Peter joined forces. Now they have recorded their second album together. With Sibling Rivalry they're out to prove the family that plays together hits the charts together. 7E-1073

WAKING AND DREAMING

The 'Dance With Me' band is 'Still The One.' This time on the strength of a new and much-anticipated album of their own distinctive music—which captures all the excitement that has won them the reputation as best live rock & roll band in the country. To hear what they're up to, try Waking And Dreaming. 7E-1076
Stolen Elton Tix Lead To Fan Unrest, Inquiries

by Phil DiMauro

NEW YORK — Over 2,500 tickets to Elton John’s current series of concerts at Madison Square Garden, all paid for in advance by consumers, have been stolen from the offices of Rigby Enterprises, a ticket brokerage operation. Failure of the concern to make good on the lost tickets has resulted in hundreds of complaints, registered daily with the New York City Bureau of Consumer Affairs, Madison Square Garden, and the concert promoter, Ron Deisner.

Burglary And Fire

A fire in the corner building at 980 Lexington Avenue, where Rigby’s offices are housed, was reported at 5:40 am on June 24. The New York City fire marshal investigating the incident found evidence of arson, including the smell of kerosene in the building. Although fires had been set in various hallways in the building, the marshal’s office reports that Rigby’s offices showed the strongest evidence of burglary. The marshal stated that the setting of fires to cover burglaries was “common practice.”

A spokesman for the Bureau of Consumer Affairs reported that the office has been inundated with irate fans who had ordered tickets through Rigby, which had advertised the availability of tickets and collected payment in advance. Rigby is currently under investigation for any evidence of fraud or foul play. The company apparently is not financially capable of refunding the money on any large scale, and all its telephone lines have been disconnected. Rigby’s license under the Bureau of Consumer Affairs expired a year ago, and the office reports it has not been renewed.

Cooperation

Meanwhile, the Bureau has been working to accommodate those affected. “Everybody has been cooperative,” reports the Bureau’s Jean Ende, who was grateful to the management of Madison Square Garden for the provision of six hundred free-of-charge tickets, which have been distributed to consumers who could prove they purchased tickets from Rigby. Ms. Ende has found that the fans are overwhelmingly concerned with gaining entrance to the concert, rather than having their money refunded.

Ron Deisner, the concert promoter, has experienced a similar situation at his office. “The company hasn’t been offering refunds,” he explained, “so if the kids call we have been trying to help wherever possible, even if we have to set up a few extra folding chairs in some corner of the garden.”

E/A Inks Booker, MGS

LOS ANGELES — Booker T. and The MGs have been signed to a recording contract with Elektra/Asylum Records. The group, which is composed of Booker T. Jones, Steve Cropper, and Duck Dunn, began their recording career in the early ’60s, and their many hits have included “Green Onions.”

Erika Joins Island

Steve Allen Joins Island — Steve Allen has joined the marketing department of Island Records. Allen was formerly associated with Capitol Records in sales and more recently with GRC Records in promotion.

Fisher Named To RCA — Earlise Fisher has been named local promotion director for RCA custom labels. She will be based in Chicago and will report to Worthy Paterson. Mrs. Fisher joins RCA from Buddah Records, where she was regional R&B promotion manager in the Midwest.

Mulvey Moves To ABC — Frank Mulvey has been appointed to the post of art director of ABC Records. Mulvey will operate from ABC Records’ Los Angeles headquarters and will report directly to Herb Belkin.

James Joins Desert Moon — Desert Moon Records announces the appointment of Mayo Hampton, James as vice president of national promotion for the label. Mayo comes to Desert Moon after a six-year stint as director of national promotion for Scepter Records.

Vanzerr To Theta Records — Terry Vanzerr has been named president and executive director of Musical Illusions Publishing Company and Theta Records. Vanzerr comes to Theta Records from a successful career in real-estate.

Marsel Forms Sai-Wa — Marsel Records, Inc. has announced the formation of Sai-Wa Publishing. Brenda Lumm has been named executive in charge of Sai-Wa. Frank Johnson and Daniel Kane are the first writers signed to the publishing arm.

Almond To WB — Paul Almond has been named director of business affairs at Warner Bros. Records. Almond comes to Warner Bros. from ABC Records where he spent two years as an attorney. At Warners, Almond will be involved in contract negotiations, general legal work and related areas.

Joe Shamwell Joins Malaco — Former Stax recording artist and producer/writer Joe Shamwell has been appointed professional manager of Malaco Music (BMI) and Chabawa Music (ASCAP), the publishing arm of Malaco Records.

Cann Named Promotional Director — Marty Cann has been named as promotional director for Inner City and Classic Jazz labels of MCA Music Group, has been focusing on radio play, in-store display, promotion and general publicity for the east coast.
Byron Berline

Sundance

will keep you movin' from sunrise to sundown.

NATIONAL TOUR

AUGUST
16-17 Denver, CO
18 Austin, TX
19 Houston, TX
20-21 Baton Rouge, LA
22 Dallas, TX
24-26 New York, NY
27 New Haven, CT
30-Sept. 1 Toronto, Ontario

SEPTEMBER
3-4 Willimantic, CT
5 Philadelphia, PA
6-8 Washington, D.C.
10-11 Nanuet, NY
12 Poughkeepsie, NY
13-15 Boston, MA
16 Madison, WI
17-19 Winfield, KS

MCA-2217
Produced by Ken Mansfield
Direction: Lloyd M. Segal
Agency: Republic Artist, Beverly Hills, Calif.

MCA RECORDS
We are the music and
Join us in our 75th
the music is everyone.
Anniversary celebration.

RCA Records
THE ISLEY BROTHERS (N) (Neck/CBS 258 2261)
Harvest For The Heart (3:30) (Bovinia — ASCAP) (E. Isley, M. Isley, C. Jaspar, R. Isley)
From the LP of the same name, this is energized ballad. The handclap track is attractive. An up-tempo cut, the insistent rhythms should get this played on every R&B outlet in the country. Pop stations will come along in short order.

ZZ TOP (London SN-241)
If It's Only Love (3:47) (Hamstein — BMI) (Gibbons, Hill, Beard)
This song has been a real big seller and this might be the one to choose all that. With its constant touring, and the good quality of this spare and driving rocker, this just might break big in the pop charts. FM progressives will jump on this one. Good soloing throughout from the guitar.

O' JAYS (Philly International/CBS 258 3601)
Message In Our Music (3:32) (Mighty Three — BMI) (Gamble, Huff)
This one has a great "shoo-be-do" introduction, and the song is a haunting ballad. The vocal line is (as usuall) rich and for those R&B arrangements tracks, but this great melody has been overlaid. The lead vocals are shared, the backups carefully planned. Should chart strong on the R&B side.

SAVOY BROWN (SN-234)
Walkin' And Talkin' (2:45) (Caesar/Crystals — ASCAP) (Simmonds, Raymond)
Hard-to-boogie from Savoy Brown. The song has many qualities of Southern rock, but it's clearly mixed with the British blues style that we've become accustomed to with S.B. The mixture works. Kim Simmonds' guitar playing is searing; his solos highlight the melody of the verses. Should get considerable FM progressive play From a live album.

THE LOVE UNLIMITED ORCHESTRA (20th Century Fox)
My Sweet Summer Suite (2:48) (Sa-vette/January — BMI) (B. White)
A bouncy melody, over a disco track, is hard to beat. This one has also got some beat guitar, synthesized, a la P. Frampton. Should get an inordinate amount of dance-club play, and might, through the quality of the cut, get some some on jazz stations too. The rhythm guitar playing is worthy of note. White is right in the groove.

RUPUS THOMAS (Artists of America AOA — 126)
If There Were No Music (2:59) (Fame — ASCAP) (G. Jackson)
This is a terrific tribute to "sweet soul music." Thomas' voice is as strong as ever, and he sings this one with sincerity. A solid melodic, mid-tempo, will help carry this onto every R&B playlist. A straight song, not a novelty dance number, from Thomas this time around. The flip, "Blues In The Basement," is also a killer.

MIAMI (Drive/TK)
Kill That Roach (3:09) (Sherlyn — BMI) (W. Thompson, W. Clarke)
The synthesizer sets up the rhythm with an almost hypnotic riff, especially when accompanied by strong percussion. This tune is well to the backing track, with the traditional 12 bars being punched up with a string track and dance-club rhythm. The lyrics are mostly a repetition of the title, but the song has a certain charm and polish that should hit strong on R&B radio outlets.

MARILYN MCCOO & BILLY DAVIS, JR. (ABC-12208)
You Don't Have To Be A Star (3:40) (Groovsville — BMI) (J. Dean, J. Glover)
Well-chorded horns give this tune an added punch. A tribute to love — "I don't need a superstar, I'll accept you as you are" — this comes across lyrical content with a catchy melody to make an extremely commercial sound. Fine piano work underscores the whole cut. Should make some pop chart noise.

FRANKIE AVALON (De-Lite EP-1584)
It's Never Too Late (3:20) (Sister John — BMI) (R. Daehling)
Another disco offering from Frankie Avalon. This one might make it, because the instrumentation is suited to Avalon's MOR kind of voice. He handles the lyrical content of this track and the catchy melody to make an extremely commercial sound. Fine piano work underscores the whole cut. Should make some pop chart noise.

NAZARETH (A&M 1854)
Loretta (3:17) (Jenevieve — BMI) (Nazareth)
From the "Close Enough For Rock 'n Reel" LP, this is, as one might expect, a hard rock number slated for FM progressive play. Nazareth has mastered the one lick song, a tune based around a single catchy riff — this one is a prime example. The chorus is good, and captures much of the essence of rock. A pounding bass line drives the tune well.

ANDREW GOLD (Asylum E-4339-A)
Stay (3:35) (Windsgod — BMI) (M. Williams)
Andrew Gold has, for the last couple of years, been known primarily as an excellent pop arranger and guitarist. This is his second single effort, and it should establish him as a good solo artist. The tune is familiar, but Gold gives it a magic arranging touch, and his vocal is driving. Should show up on a majority of FM progressive lists, and will get a lot of AM Top 40 play as well.

HARRY NILSSON AND LYNTA LAURENCE (RCA JB-10772)
Just One Look/Boy I'm Yours (3:07) (Premier/Blackwood — BMI) (Carroll-Payne / McCoy)
From the "That's the Way It Is" LP, Nilsson teams up successfully with producer Van. The rawness of the vocals make the strings a slightly superfluous addition, but the overall sound is good. The combination of these two artists is an excellent idea, and smart program directors will put this on their R&B lists as well as the customary pop play.

MILLIE JACKSON (Spring SP167)
Feel Like Making Love (4:04) (Badco — ASCAP) (P. Rogers, N. Ralph)
Songstress Jackson takes this Bad Company song and turns it around so that it's a personal vehicle for her. The arrangement is not so different from the original, but she handles the chorus in a gentler style. Should make some chart noise in both pop and R&B categories.

JIM CAPALDI (Island IS-067)
Good Night & Good Morning (3:15) (Young Ideas/Chappell — ASCAP) (Hall, Oates)
Jim Capaldi's talents are immensely suited to this Hall & Oates tune. He gives the vocal a sweet touch, and brings out the energy of every phrase. Should get a lot of FM progressive play. The horn fills are beautiful, the bass playing outstanding. Should cross to AM quickly.

ETTA JAMES (Chess/All Platinum ACH-300001A)
Jump Into Love (3:20) (Roundtree — ASCAP) (D. Biefeld, R. Stockert)
From the "It's Better Than Ever," LP, this is a fanciful cut that shows off the girly side of Etta James. Her vocal is answered by a low-down male lead, and the entire arrangement filled with musical spark. A must add of R&B play.

SPECIALTY OF THE HOUSE (Buddah BDA S39)
Nothing Ventured Nothing Gained Pt. 1 (2:45) (Ever Knight — BMI) (F. Knight / Percy)
These artists strive to up to make a name for themselves if they keep going like this. Jumping out, compacted by a full horn arrangement, this is a good candidate for disco and R&B play. A hit mix from Tom Moulton. Some powerhouse singing is going on here.

BOBBY COLDWELL (PBR/TK PB 503)
This House Is Rockin' (3:10) (Valgroup — BMI/PBR — ASCAP) (Caldwell, Jaboe, George)
A catchy disco intro kicks this one off to a promising start. Caldwell's voice is not unlike Boz Scaggs's in some stylistic aspects. This is a good tune for pop and R&B radio. The arrangement employs a slick rhythm guitar. "Let's keep bumpin' all night long," goes the chorus, and, if that's what you want to do, this record can't hurt.
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8/20 Sedalia, Mo.
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8/23 Memphis, Tenn.
8/24 Huntsville, Ala.
8/25 Atlanta, Ga.
8/26 Columbus, Ohio
8/27 St. Paul, Minn.
8/28 Pueblo, Colo.

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REVIEWS

A new album from certain major artists requires little fanfare — "Spirit" is just such an album. John Denver has a track record that stretches from here to Colorado and back again. This album adds another mile to that record. Denver is at his mellow best on this outing which features titles like "In the Grand Way" and "Polka Dots And Moonbeams" and a well-done cover of the Bob Wills classic, "San Antonio Rose." A natural for both pop and MOR play — markets where Denver rules the roost.

Freddie Hubbard is a rare breed of cat — he is one of a select few jazz musicians who can appeal very strongly to a non-jazz oriented market without compromising his technique or choice of material. On this outing, Hubbard has chosen to treat his listeners to some very special arrangements of popular tunes such as Gary Wright's "Dream Weaver" and Morris Albert's much covered song "Feelings." Hubbard's immaculate horn playing is tastefully augmented by some light Latin percussion and liltting, chant-like vocals. A very fine jazz LP that will make some waves as it sails into many MOR harbors.

On this, their second outing, Paris makes a strong statement regarding the rock trio — it doesn't have to be painfully loud, tasteless and empty sounding. Paris is comprised of three men whose previous associations have prepared them well for the type of imaginative sound that they are now producing. Though the emphasis is indeed on a very high-energy approach, the energy is effectively channeled into some tasty cuts like "Paka Horse, Paka Rider" and "Blue Robin" — a tune which, in fact, belies guitarist Robert Welsh's tenure in Fleetwood Mac. Aside from his duties as bass player, Glenn Cornell's keyboards fill a very important role in the Paris sound. A very nice effort.

Just when you thought you had Barbi pegged as a sensuous country-pop singer, she comes along with "Something New." On this outing, Barbi displays undeniable versatility via her renditions of a wide variety of tunes that range in tenor from the up-tempo Philly-soul feel of Jackson and Vincent's "Needing You" to the moving strains of Janis Ian's "In The Winter." Barbi can still do well by a good country tune and the title cut should be ample proof. Joined on this effort by many highly respected players, Barbi is sure to appeal to listeners across the board.

This is an album to be savored like a fine wine — it's mellow and distinctive. Peabo has a very delicate touch with a tune, his voice is rich and confident but never overpowering. The instrumentation and subtle string arrangements create a delightfully full sound that spotlights the tasty vocal technique that Peabo wields with deceptive ease. It's a safe bet that the R&B market will flip for "Peabo," but we're sure that the pop programmers won't be far behind in the race to add cuts from this album — it doesn't much matter which ones, they're all great.

LOST IN THE WILDERNESS — Briggal — Elektra 7E-1074 — Producers: Valdin/Miracle — List: 6.98
Briggal — which is comprised of the brothers Briggal, Eddie and David, along with a wide variety of studio players — is a very slick offering based heavily in the disco bag. Eddie's early years were spent as a member of and co-writer for the Young Rascals — the influence is still present, though Ed- dins talents have matured and mellowed with age. This effort will find a highly receptive audience in the disco-oriented market with tunes like the Briggal's disco-flavored rendition of the Young Rascals' hit "Groovin'." Pop and R&B play will also make "Lost In The Wilderness" a heavy contender.

The barefoot contessa of country-rock is back with a very strong LP in "Hasten Down The Wind." Her powerful yet pleasant vocal posturings have never been more notably on display than on "That'll Be The Day" and "Give One Heart." With the categories of country and pop becoming continually more and more blended, one can assume that this entire album receiving highly justified acclaim in both of those markets. Ronstadt's rendition of willie Nelson's "Crazy" is simply beautiful.

WALKING AND TALKING — Orains — Asylum 7E-1070 — Producer: Charles Plotkin — List: 6.98
Orains shows good form on this exceptional effort. Though their music is primarily of solid rock, it is well grounded in R&B as witnessed on cuts like "Reach" and "What I Need." Musicanship is par excellence and it lays a firm foundation upon which Orains builds a very tight sound via their outstanding vocal work, particularly the harmonies. This LP is sure to receive a considerable amount of attention in both pop and FM progressive markets. Pick up on the delightful ballad, "Sails."

In this attendant Shirley Bassey turns in some very nice covers of a wide range of material that runs the emotional gamut from the melancholy strains of Neil Sedaka's "The Hungry Years" to the sensuous urgings of Tom Tennille's "The Way I Want To Touch You." This collection will undoubtedly appeal to the MOR and easy listening markets with a shot or two at pop and R&B as well. Ms. Bassey creates much of her work with the treatment of Morris Albert's hit, "Feelings."

THE SELMA ALBUM — Original Cast Album — Colillion/Atlantic — Producers: Tommy Butler, Joe Hughes, Jr. — List: 6.98
This two-LP set represents the culmination of years of arduous labor on the part of the creator of the musical "Selma." That man, Tommy Butler, had a dream of his own — to create a musical that would stand as a tribute to the work of Dr. Martin Luther King, Jr. His efforts have been rewarded by the production of the play itself and this soundtrack album, which features the original cast including Butler himself. "The Selma Album" is an uplifting and inspiring work that should serve as a constant reminder that Dr. King's dream has not been forgotten.

These Netherlanders deliver a highly flamboyant form of hard-core rock that proves indisputably that rock can be effective in other languages. Fear not, the domestic version of "Gasolin'" has been altered only in that its vocals are indeed in English. The spark is still there, though — the stark reality of the lead vocals is set off well by some searing guitar licks and relentlessly pounding rhythms. Definitely tailor-made for the progressive FM market, care must be taken, the forceful "Explosive Rebel Run," are sure to ignite the AM airwaves in the same devastating fashion.

MOTHER'S FINEST — Mother's Finest — Epic PE 34179 — Producer: Tom Werman — List: 6.98
Few musical groups on the scene today can successfully blend the dynamic power of hard rock with the driving rhythms of R&B. Mother's Finest has done just that. Though the musical foundation laid down by the rhythm section reflects a very noticeable R&B feel, the lead guitar and vocal interplay is definitely rock. The lead vocals of the beautiful and energetic Joyce Kennedy are the hottest we've witnessed in many a moon, making this LP a fine choice for FM programmers. Pop programmers: don't let the somewhat long playing times scare you off either.

Jonathan Richman's Modern Lovers is the best thing to happen to R&R since Lou Reed. The majority of the tunes on the LP were produced by John Cale (formerly member of The Velvet Underground) in a collaborative, unburdened manner that greatly enhances the expression. The mix is flat, bringing the listener face-to-face with Richman via his emotionless vocals. The Lovers destroy any genre article in an age of fakes. FM progressives will love "Astral Plane" and "She Cracked" — the L.P.s, as Jonathan himself would say, alright.


Charles Dickens would be proud. What these boys have done is to update a 19th century street punk — the result being a fully realized Artful Dodger who proclaims that there is "Honor Among Thieves." These are not your average Joe Gigs. Go — this LP is effective uncluttered, leaving the listener feeling like he's just been dragged through the back streets of St. Louis. A most promising LP. The FM progressive strengths of this LP, several cuts will probably find their way onto the pop airwaves as well. Among these are "Keep Me Happy" and "Hey Boys.

SUPERCHARGER — Supercharger — Virgin/Epic P2 34293 — Producers: John Lange — List: 6.98

This dynamic R&B offering is sure to "Supercharge" the R&B airwaves — not to mention much of the pop area as well. The tunes are clean and up-front in delivery, a sound that leaves listeners float lightly atop a very tight rhythm section that features some fine horns. Tunes like "Give It The Nasty" and "Don't Let Me" will be making themselves known to the pop audience, while the entire LP reveals a very strong appeal to the R&B listener. The whole package is backed in some eye-catching cover graphics that will arouse the buyer's curiosity.

MAYBE TOMORROW — Hagood Hardy — Capitol ST-11552 — Producer: Hagood Hardy — List: 6.98

A very impressive debut album that creates many subtle musical environments. Though the pieces included on this effort are all in a rather laid-back vein, the sound of each one differs greatly by virtue of various changes in instrumentation. "(Love Theme From) Missouri Breaks" relies only on acoustic guitar in the interplay between plato and woodwinds, while the sensuous "When Joanna Loved Me" is a beautiful ballad whose blue tones are delicately produced by some nice reading on the vibes. A natural for the easy listening market, this album is as pure, clean and refreshing as a mountain spring.


Latin-infused disco abounds on this LP, which features not only the musical talents of the All Stars and the beautiful orchestral arrangements of Gene Page, but also a guest appearance by British pop musician, Steve Winwood on guitar. The tunes are slick in conception and execution from start to finish, with our favorites leaning toward the likes of "I'll See You Again" and The Righteous Brothers' "You've Lost That Lovin' Feelin." Great disco fodder.

BORN WITH A SMILE — Bobby Rydell — PIP 6618 — Producers: Rick Blelweiss, Bill Stahl — List: 6.98

Remember Bobby Rydell? His name is that of a claim's easy place in the Rock 'N Roll Hall of Fame (circa early sixties). Well, Bobby's back with an offering that is sure to please the pop and MOR audiences equally. Rydell programmers equal in uplifting odes to happiness and good times. The orchestra provides a fine vehicle by which Bobby can ply his trade. Good shots for the pop market include "Feels Good" and the rousing title song.

POINTS WEST — What were Atlantic's Jerry and Bob Greenberg doing at Paramount shuffling last week's release? — SPIF — If you followed their last video, you'll know why Rick Springfield is on the right track. The Chelsea artist (on the CB singles charts this week at #9 with a bullet) stopped into Landry Videoworks Systems last week to do a playback rehearsal before filming the video. In other words, he's not going to lasso a record company... Also at the Impruv, Aug. 18 Band and John Cale. SPiF for KMET-FM (Los Angeles) will give the BMI-sponsored Songwriters Showcase... The Spinners, Sylvester, Dave Mason, Chicago and War will guest separate segments of Bill Cosby's weekly variety hour... "Cos," debuting Sunday, Sept. 19 via ABC-TV, according to producer Chris Beards... BLINDSIDED — it's getting to the point where bands are going to have to assign a roadie to stay up all night to bird-dog the equipment van. The Bellamy Brothers had trouble in for what remained of opening night at a club outside L.A. after they awoke to a Rip Van Winkle nightmare. Strangers in the night had made off with their truckload of uninsured equipment valued at $65,000. While police recovered the empty vehicle parked on the side of town, two pieces of the stolen equipment were in a very same club where the band was working. A round of lie detector tests is being conducted now. The Brothers had worked ten years for a tour which would pair them at various times with the likes of Jesus & Mary Chain, Bee Gees, Double Brothers and New Order. "It's a real shame," they can't appreciate that must certainly be hard core. Unless the equipment is recovered, the remainder of the tour is kaput. Oh, one more thing... the stolen goods were rented. In much lighter news, Clive Davis is said to be stockling his college tour circuit storybag with a tale about the adaption of a Randy Edelman tune, "Weekend In New England," to Barry Manilow's latest Aria LP, "This One's For You." The tune, which will probably be released as a followup single in the coming months, apparently incorporates a lyric full of wintriness, "Weekend In New England" having been written by Edelman in Hollywood, London, New York and L.A... Cream recording artist Don Nix stopped by the CB offices last week to talk about his recently-released "Gone Too Long," album, which is gaining acceptance with many of the nation's FM progressive stations. SPiF says, "Frets Dreams," has been culled. Nix also mentioned that he will do five more LPs for Cream over the next five years... According to Emile Campana, new national director of singles sales, A&M has added a number of new singles to its catalog, which now features more than 100 songs. "Remember Me Nots." Among the additions are Ike & Tina Turner's "River Deep-Mountain High"/"I'll Never More Than This," Joan Baez's "Forever Young?"/"Diamonds & Rust," and The Captain & Tennille's "Love Will Keep Us Together, Please Touch You."... A&M has also responded to the awe-inspiring performances of Nadia Comenetchi, Rumania's triple-gold medal Olympic gymnast, by releasing "Nadia's Theme," the original recording selected by ABC-TV to accompany its video coverage of Comenetchi's incredible demonstration of Baryshnikov's "The Theme From S.W.A.T.?"

EAST COASTINGS — The Nikolais Dance Theater's New York engagement ended last weekend, but they are worth watching for in cities where they are scheduled to appear. Alwin Nikolais is a choreographer/photographer of futuristic music scores, and designs sets, lighting and costumes for this highly integrated multi-media experience. He displays an individual master's expertise in each of these fields, while the elements harmonize in a way that could be possible only as the creation of one guiding imagination. With all due respect for the impressive and dramatic effects that the most visually oriented rock tours have achieved, Nikolais' bands are light and unobtrusive. More to the point, they never overwhelm the audience. The Nikols can create a light show that can't be possible only on film: simultaneous multiple points of view on the same action, distortion of space and time. While dance fanatics might feel that the Nikolais spectacle involves the curious, dilettantes in the field, the non-computer.Enlightened medium, and should not be missed by anyone with an interest in audio-visual creation.

FUNNY BUSINESS — Jumping on the bandwagon piloted by Dick Tracy, another comic strip strip. November, Midnight, upstairs has begun examining the music business to produce its next step in the political spectrum. The scene is set inside a recording studio, where a newcomer learns that all producers don't have "open shirts and little gold spoons dangling in their chih" and meets legendary session guitarist "Wah Wah." Once he's shed his need lead sheets or rehearsals. Meanwhile, Dick Tracy has successfully interviewed.
Philadelphia ‘Price War’ Probed

future. We try to meet the competition (he mentioned Goody, Woo Three, and Record Museum) with our prices, which are $4.49 on specials unaudited except in the store, and $3.88 for ad sales, which feature the top 20-30 titles weekly.

For Brent, the situation is not like it used to be, because of increased competition. “In this area central Philadelphia, nobody makes out like a champ; everybody gets a slice of the pie.” Each retailer’s slice, therefore, is predicated on the attractiveness of his pricing structure, for the most part, and this can create irritation, if not critical problems. “At $3.88, you make a little bit, but not much,” Brent said, almost resignedly. “Less than $4 sales will continue.”

Price War is Here

That seemed to imply that the retailing situation is not as healthy as it might be. Perhaps it’s even eroding. “It’s beginning,” warned Sam Cash, a price buyer for Richmond Brothers, a wholesale dis- tributor of records and tapes and owner of the Sound Odyssey stores. “It started with Goody’s prices (less-than-$4 sale prices) and all other chains — Woo Three, Music Scene, Sound Odyssey, Record Museum — followed to be competitive. I don’t think they’re making any money at $3.79 or $3.99. They’re killing everyone in the business, because they run all different specials and if a consumer is smart he can shop from store to store and pay less than $4 for everything.”

Cash predicates these conclusions on the large overheads that these stores carry. Most are located in malls and, accordingly, 40-50% marked up on each LP seems insufficient. “We sell to retail stores at $3.45 — $3.60 and with deals and free goods sell as low as $2.50 — $3.35, so I don’t see where the profit margin is.”

Other Problems

However, the chains are not the only concern of Cass and others. Recently, primary- ly during the past year, stores merchandising everything from cameras and watches to stereo equipment and calculators have sprung up in a radius of approximate five blocks, centered at Chestnut and Market streets in the center of Philadelphia’s “cen- ter city.” These stores sell the top 20 or 30 records and tapes at prices as low as $2 and $3.50 to induce customers to shop in their stores and they’re creating problems for record stores in the area. “These people are in the record market, because it’s a real come-on, especially R&B,” said Cass in a tone of exasperation. “They’re selling cereal than we are and we’re wholesalers. I don’t expect to see these newcomers on the strip in the next couple of years. But right now, I’m baffled.” Cass concluded that the Odyssey stores were “feeling it” (the competition), but that it was, at present, “not critical.”

Jerry’s Records

Dennis Horn, store manager of the center city outlet of the five-store Jerry’s Records chain, is also feeling the ac- celerated competition yet he is not as cautious in his assessment of the marketing picture. “There is somewhat of a ‘price war’ going on,” he said emphatically. Horn puts the blame on the little stores in the center city area that Cass described. “They sell records for $3.39 and $2.99, it beats me how they do it. But we try to keep up.”

As a result of the competition, Jerry’s sells the top 30-50 LPs each week at $3.39. In addition, the chain offers assorted specials of old and new LPs for $2.99. Several thousand records are involved in this conglomeration of $6.08 list titles and sometimes they are even available in bulk. At Horn’s store, recently, there were available about 35 copies of Nazareth’s latest LP as well as the Grateful Dead’s “Blues For Allah” and Jefferson Starship’s “Red Octopus.”

Horn concedes that “I guess we’re not making any money” but “it gets people into the store to buy catalog merchandise at $4.95.” The present policy has been effective for almost one year, but Horn doesn’t think the old days, “I’ve been digging these prices more and more because it does get people into to store, which definitely affects sales.”

Obscure Pricing

Norman Cooper, owner of Norman Cooper One-Stop, recently opened a retail outlet, Platters Ltd., and he, for one, has no use for the prices he’s forced to charge. “Prices are obscure at times,” he fumed. “We’re in the middle of a price structure which is bad. One guy around the corner is to $3.48, which is obscene.”

looking ahead to the top 100

101 KID CHARLESMAGNE

(Atlantic/WB) STEELY DAN (ABO 1216)

102 IT AIN’T THE REAL THING

(Motown/REPS) BARRY WHITE (REPS 1218)

103 LIGHT UP THE WORLD WITH SUNSHINE

(Electrola/Amadian Dream — ASCAP) HUBERT SUMMER (ASCAP)

104 STRUTTIN’ MY STUFF

(Atlantic/Polycom) ELVIN BISHOP (Capitol/WB CRS 006)

105 CHERRY BOMB

(Blue Note — BMI) RUNAWAYS (Mercury 70819)

106 DEVIL WITH A BLUE DRESS

(Blue Note — BMI) PRATT & MCCLAIN (Rapp/Hicks HFS 1361)

107 FREE SPIRIT

(Blue Note — BMI) ATLANTIC RHYTHM SECTION (Polydor PG 14358)

108 RESCUE ME

(Cash — BMI) MELISSA MANCHESTER (Atlantic ARS 0156)

109 SOLITARY MAN

(Tallrand — BMI) T.G. SHEPPARD (Hativita 19037)

110 LOVE ON DELIVERY

(Bowtie/CBS) BILLY GOAL (Atlantic America) Capitol F-7025

111 ROXY ROLLER

(Beechwood — BMI) SWEENEY TODD (London SG-240)

112 THE BEST DISCO IN TOWN

(Carr/Sage Music — BMI) THE RITCHIE FAMILY (Martin/KR 3396)

113 NITTY GRITTY ROCK AND ROLL

(Rhinoceros — BMI) COYOTE MUSIC (Midland Int./RCA MB 1623)

114 STRANGER

(Beechwood) JOHNNY DUNGAN (Columbia S-10302)

115 THE MORE I SEE YOU

(Behman, Rouss and Dunn — ASCAP) PETER ALLEN (AMA 1617)

116 LET’S ROCK

(ABC/ASCAP) ELLISON CHOPPE (Chieftain Atlantic BT 15072)

117 BETTER THAN AVERAGE

(Popular — BMI) HANK SNIDER (Flying Music 99694)

118 SING YOUR OWN SONG

(Rivron) BILLY SULLIVAN (Heyday G-106-A)

119 YELLOW VAN

(don Kirshner) RONNIE & THE ROLLING ROCKS (PCA PB 1081)

120 GET IT WHILE IT’S HOT

(Beechwood Capital/Kirkstok/Editek CHARITY)

continued on pg. 21
REGIONAL ALBUM ACTION

NORTH CENTRAL

(Minnesota, Iowa, Nebraska, Kansas, N. Dak., S. Dako).

1. BEACH BOYS
2. JOHN TRAVOLTA
3. SEALS & CROFTS
4. DONNY & MARIE OSmond
5. ALICE COOPER
6. RED SOVINE
7. DOOBIE BROTHERS
8. WAYNE JENNINGS
9. TED NUGENT
10. MONKEES

MIDWEST

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

1. BLUE OYSTER CULT
2. ALICE COOPER
3. BOB JAMES
4. DWIGHT TWILLEY
5. RICHIE FURAY
6. ROY MIKEX
7. STARZ
8. T.S. MONKEY
9. YAMASHIKA/WINWOOD/SHEWIE
10. DAVID SANBORN

DENVER/PHOENIX

1. STARLAND VOCAL BAND
2. ALICE COOPER
3. CHRISTINE McVIE
4. BYRON MERLE
5. ROXY MUSIC
6. STARBUCK
7. KRISS KRISTOFFERSON
8. DAVID SANBORN
9. COUNTRY JOE McDONALD
10. MICHAEL DINNER

SOUTHERN BREAKOUTS

(Dallas, Houston, New Orleans, Little Rock)

1. JERRY JEFF WALKER
2. TED NUGENT
3. FIREBALL
4. ALAN PARSONS PROJECT
5. WAYLON JENNINGS
6. JOHNNY GUITAR WATSON
7. DAVE TAYLOR
8. B.B. KING/BOBBY BLUE
9. L.T.D.
10. AL. JARREAU

DENVER/PHOENIX

1. ROD STEWART
2. CROSBY/NASH
3. LOU RAWLS
4. COMMODORES
5. HELEN REDDY
6. ALICIA WYLIE
7. RICK KELLENDER
8. KENNY KISS
9. DAVID SANBORN
10. THE SMOKERS

SOUTHEAST

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

1. GRAHAM CENTRAL STATION
2. B.B. KING/BOBBY BLUE
3. GRAND FUNK RAILROAD
4. RAY THOMAS
5. WAYLON JENNINGS
6. FIREBALL
7. RITCHIE FAMILY
8. ISAAC HAYES
9. VOLUNTEER JIM
10. MOTHER'S FINEST


Will Philadelphia Price War End?...?

Does that mean that there is a "price war" in Philadelphia? "It's been a price war because everybody's doing their own thing: competition has become furious from local discount shops using records as a leader." And the problem, as Cooper identifies it, is in the center city where the bulk of the discounting is taking place.

Cooper's Prices

Cooper's price for his retail stores is $3.99 for the top 100 and $4.99 for catalog merchandise and other titles, although he has a continuing bicentennial "special" at $3.75 for selected "hot" items. "$3.99 has become the regular price; not just the sale price, but the regular price."

This problem is caused by the wholesalers, says Cooper, who sell ones and twos for $3.35. "Don't get me wrong; I want dealers to make a profit. But if they had one-tenth the figures that we have, then I wouldn't have to sell ones and twos at the same price as they do bulk." But Cooper is being forced to capitulate because he has found that customers cannot merely go down the street and buy at the $3.35 price from a retailer. Sears, for example, advertised "Frampton Comes Alive" in a recent one-day sale at $3.49, and if that doesn't ignite a war, it certainly creates problems.

The Band Leads Capitol Release


JIMMY DOCKETT — SINGS "GET DOWN HAPPY PEOPLE" FFR— 10,000

For Your D.J. Copy Write or Call

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DISCO

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Cash Box/August 21, 1976

21
The Who

Bruce Springsteen And The E Street Band

MOMONTH ARTS CENTER, RED BANK, N.J. — Bruce Springsteen has once again proved (if there were any doubters left) that he is one of the most exciting performers in rock and roll. His latest show, sold out on his home turf, almost exactly a year after the Bottom Line shows which propelled him to stardom.

Springsteen presented a radically different visual image this time, without bandanas and a more casual look. But the bold black and white formal clothes did not confine the burst of rock and roll energy that is Springsteen. The Bottom Line show left the audience in awe, and the Bottom Line shows, the only differences being the inclusion of less material from his first two albums, was a tour de force.

There was a slightly disturbing sense of deja vu for one who has seen the show several times, as well as feeling that more new material should have been presented. Springsteen is reported to have half a dozen new songs ready to record, and a broader representation of these would have been welcome. The new songs were impressive, with no trouble one has with Springsteen's oeuvre. That both "Rendezvous" and "Something In The Night" were stirring numbers which seemed to evoke the dark, searchings moods of the Bottom Line shows.

A high point of the show was "Spirit In The Night," one of the better songs of his earlier career. The way he moved through the audience and slowed spectators to sing parts of the song, and when the band came back in, Springsteen went from rockstar to enthusiastic fan, and the members of the band patted each other on the back. His spector-like rendition of the old Animals song "It's My Life" was introduced by an effective spoken story of teenage conflict and some searing blues guitar reminiscent of Springsteen's pre-recording days when he was a rat running the Jersey Shore area. "Rosalita," always a showstopper, was as a fine live version of "Born To Run," a song which was taped on his Bottom Line slot spot in concert. The Miami Horns, borrowed from the Abbury Jukes, brought "Tenth Avenue Freeze-Out" to the audience's delight. "You Can't Sit Down" to full life, adding a bright, hard punch. The E Street Band were in good form, with Max Weinberg showing why he is being called one of the best drummers in rock, with his solid, boisterous percussion.

Springsteen's career is at a point at least as crucial as that of a year ago. He did not come out to to be a rebel at all about the various lawsuits going on between him and his manager. Should all the litigation lose, this heart-wrenching album (due album, it would certainly not help his career. But after seeing this amazing energetic and entertaining performance, it would be surprising if anyone did not imagine Springsteen coming out on top.

O'Jays/Melba Moore

GREEK THEATRE, L.A. — The O'Jays, recent opening night performance at the Greek Theatre was a smash success. Their many talents, including great showmanship, have been in evidence since at the Greek Theatre last week.

Clearly, the two have stepped on their opening of the shadows of any former musical associations. Resisting change, they performed an entire song on opening night, the O'Jays' album of songs, opening several songs, including the O'Jays' rendition of "Being Blue Eyes," a 30-minute condensation of the rock opera, "Tommy" including dazzling a selection of tunes culled from all their releases on United Artists.

From the very beginning of the show, ex-Move guitarist Jeff Lynne became the obvious choice to fill the shoes of ex-lead singer. He had gone into Clad entirely in white, Lynne attracted the riveted attention of every member of the audience.

ELO staged a very visual performance. During the first several numbers, narrow green laser beams were shot from the stage itself and the rear of the amphitheater, creating a series of perfectly placed mirror-balls and casting hundreds of shimmering shafts of light into the audience. As the performance progressed, the use of the lighting became more intricately interwoven into the musical themes.

For the first two-thirds of the show, ELO's style was a bit too much hesitation between songs, creating an uncomfortable lull. Solos featuring cellist Hugh MacDowell of violinist Mik Kaminski were drawn out and might have been more effective had they been incorporated into the audience's routine. The final third of the show took on a level of intensity that made up for lost time.

Returning to the stage for a rousing encore of "Roll Over Beethoven," the Electric Light Orchestra stupified the crowd by sending a full-sized hot-air balloon aloft and using it as a screen upon which was directed a battery of lasers, eerie light showering down upon the audience bewildered, but entirely satisfied audience.

Jose Feliciano

"Roll Out" strategically placed revolving mirror-balls and casting hundreds of shimmering shafts of light into the audience. As the performance progressed, the use of these lights became more intricately interwoven into the musical themes.

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Jose Feliciano Elayne Booser

BOTTOM LINE,N.YC. — Jose Feliciano has experienced varying degrees of popularity as a recording artist, but his present live performance, after years on stage, finds him talking to the audience, a solid and consistent entertainer.

Feliciano's quick-paced music from his brand continued as Feliciano made a grand entrance, behind a room containing original原品的and original covers. He opened with a Latin-flavored version of "Feel Like Making love to You," then followed with a selection from the album on Private Stock Records, to more uptempo material such as his forthcoming, as well as his funniest doing impressions of various performers. Feliciano then performed Elvis Presley's "Love Me Tender," including Sammi Davis, Bob Dylan. "I can't help my feelings," he sang on "Let 'Em In," he turned a few faces red by calling some Private Stock exes by name.

Feliciano's group was clean, tight, and unobtrusive on the vocal numbers, while shining through on various instrumental numbers, including Feliciano's "Affirmation" and Deodato's funky arrangement of the theme from 2001. The inevitable final was "Light My Fire," with a typical arrangement of any cover version he performed all night. Feliciano's policy of performing all records is crucial for effective cover versions. An excellent guitar technician and a fine vocalist, Feliciano perhaps could play his songs closer together and in his full image as an artist.

Opening the evening was commodore Elayne Booser, whose ethnic, rhythmic and highly visual humor kept the crowd laughing through most of his set. Booser's opening of a corny nightclub singer was not original, and she seems a promising candidate for recording, although the subject matter as it stands is far from family fare.

n.n.
CMA Launches Speakers Bureau

NASHVILLE — The CMA Speakers Bureau — a new public service program operated by the Country Music Association — is now available to civic groups, clubs, professional societies, educational institutions and other similar organizations. The CMA Speakers Bureau is capable of scheduling speakers with firsthand knowledge and experience in all phases of today’s country music industry.

The thrust of the CMA Speakers Bureau is two-fold, with the initial move directed toward Nashville and the Middle Tennessee area. Early in 1977 the program will be expanded to cover the entire nation.

Current members of the CMA Speakers Bureau include: Bob Brashear, CBS Records; Bob Brat, Top Billing, Inc.; Chuck Chellman, Chuck Chellman Co.; David Davis, the “Nashville Brass”; Bill Denny, Cedarwood Publishing, Inc.; Jim Fogleson, ABC/Dot Records; Gayle Gill, H. Gill & Co.; Dick Hutter, CBS Records; Bob Jennings, Acuff-Rose; Elroy Kanakan, Jack D. Johnson Talent; Ric Libby, KENR; Merlin Littlefield, ASCAP; Brad McCuen, SESAC; Frances Preston, BMI; Tandy Rice, Top Billing, Inc.; Bill Robinson, WIRE; Ed Shea, ASCAP; Dave Skepner, Loretta Lynn Enterprises; Roger Sovine, BMI; Joe Talbot, Joe Talbot and Associates; Paul Tanne, Screen Gems, Columbia Music/Copengen Music; and Bob Whittaker, Opryland, U.S.A.

For further information and a detailed brochure on the CMA Speakers Bureau, write or call: The Country Music Association, Seven Music Circle North, Nashville, Tennessee, 37203. Telephone: (615) 244-2840.

Clark Guests On Spec

LOS ANGELES — Roy Clark will be the special guest star of Arthur Fiedler and the 90-piece Boston Pops Orchestra this month when 150 PBS stations nationally air his “Evening At Pops” special from Boston. Clark’s taped concert with Fiedler was sold out two weeks in advance at Concert Hall, Boston, and was his first appearance with the orchestra.

Boot Meadow Festival

Set For Sept. In Tex.

GRENVILLE, TEX. — “The First Boot Meadow Festival — A Tribute To Texas Women,” a twelve hour, outdoor, progressive country music concert, will be presented by Sunset Sounds, Inc., beginning at noon on Sunday, September 5, 1976, on six hundred acres located fifty-five miles from Dallas near Greenville, Texas. Featured entertainers will include Jerry Jeff Walker & The Lost Gonzalo Band; Rusty Wier; David Allan Coe & The Tennessee Hat Band; Doug Kershaw featuring Slaid & John; Johnny Duncan; B.W. Stevenson; Calico; Side Of The Road Gang; We Are Austin; Texas Morning; Tally Road; The Top Four and Buffalo Brown.

As a special tribute to Texas women, all ladies will be admitted for half of the general admission price of $8 in advance and $10 at the gate.

Armadillo Celebrates Its Sixth Birthday

AUSTIN, TEX. — Armadillo World Headquarters climaxied a week-long celebration of its sixth birthday on August 7, when over 400 guests attended the $100 a ticket party which featured Texas-based Balcones Fault and exotic dancer Chastity Fox.

Highlight of the celebration was the descent of AWHQ vice-president Bobby Hedderman, who had been perched on a billboard atop the “dillo since May 31. The extended stay was an attempt to draw attention to the Armadillo’s Birthday Party, as a direct result, Hedderman now claims the Guinness World Record for longest living human billboard — 69 days. Armadillo Appreciation Week started on August 1 when Austin mayor Jeff Friedman, Mrs. Fred Hofheinz (wife of the mayor of Houston), state representative Gonzalo Barrientos, and a representative from the City of Dallas presented proclamations to artist Jim Franklin of the Armadillo. Over the next week more than 10,000 people visited the Austin musical center to listen to the more than 30 bands booked for the celebration.

FRIZZELL SIGNS WITH RSO — David Frizzell has been signed to a major recording deal with RSO Records, the first signing of a country artist to the label. Frizzell’s first RSO single “A Case Of You,” is produced by independent producer Ken Mansfield. David Frizzell is the brother of the late country recording star Lefty Frizzell. From left: Jack Brumley, RSO Artists Agency, Frizzell’s manager; RSO president Al Coury; David Frizzell; Ken Mansfield.

Cash Box/August 21, 1976
"Hey, you're looking for the top country music albums of all time, right? Well, I've got just the thing for you! It's the COUNTRY ROUNDUP Top 50 Country Albums, which is a list of the all-time best-selling country albums. But before I show you the list, let me tell you a little bit about the making of this album list.
Johnny's greatest hit...

'I WONDER IF I EVER SAID GOODBYE'

MERCURY 73815

Johnny Rodriguez

another great hit from

DYNAMITE ALBUM
SRM 1-1078

Also available on Musicassette and Stereo 8 Track Tape:
MCR-4-1-1078, MC-8-1-1078

Exclusively on Mercury Records, Products of Phonogram Inc. Distributed by Phonogram.
country radio active
most added singles

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<td>Charley Pride</td>
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<td>Come On In</td>
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<td>Games Daddies Play</td>
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<td>Marty Robbins</td>
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<td>That Look In Her Eyes</td>
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most active singles

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<td>You Are My Sunshine</td>
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<td>ABC/Dot</td>
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“Make A Long Story Short” (DOAT73)

You were right all along. The original flip side of the Ray Price single has just been flipped.

“Make A Long Story Short”

Breaking out all over from Ray's new album Rainbows And Tans (DOCD2089) On ABC Dot

Produced by Jim Fagenhausen.

Cash Box/August 21, 1976
SALUTES ITS LEADING CITIZENS

Pat Boone
"Texas Woman"
Country chart-climber!
Record World 40
Cashbox 43
Billboard 40

Kenny Serratt
"I've Been There Too"
Picked in all 3 trades-
buiding into a country giant!

T.G. Sheppard
"Show Me A Man"
T.G.'s next number 1
Country Smash!

THE NEW HOME OF MOTOWN'S COUNTRY HITMAKERS!

©1976 Motown Record Corporation
SONNY JAMES (Columbia 3-10392)
Come Go In (2:40) Marson Inc. — BMI (S. James — C. Smith)
Sonny’s rockin’ right on with this nostalgic sound of the 50’s, pulled from the “When
Something Is Wrong With My Baby”, LP and produced by George Richey.
CONNIE SMITH (Columbia 3-10395)
I Don’t Wanna Talk It Over Anymore (2:50) (Milenie Music — ASCAP) (E. Raven)
Connie delivers a solid country sound of top charting with this up-tempo hard driving
production by Ray Baker, pulled from the LP of the same title.
MARTY ROBINS (Columbia 3-10396)
Among My Souvenirs (2:32) (Chappell & Co. — ASCAP) (E. Leslie — H. Nichols)
This olde goldie given smooth MOR treatment by Marty’s is a bet set for top action
anywhere. Pulled from the LP “El Paso City,” with production by Billy Sherrill.
FREDDIE HART (Capitol P4313)
That Look In Her Eyes (3:03) (Ben Peters Music — BMI) (Ben Peters)
Already getting heavy airplay, this Ben Peters penned tale of anticipation is given just the
right touch by Freddie. George Richey holds production reins.
JACKY WARD (Mercury 73836)
I Never Said It Would Be Easy (3:04) (Jack & Bill Music — ASCAP) (J. Foster — B. Rice)
This slice of life set to MOR country might be the big one Jacky is looking for. Production
by Jerry Kennedy.
RAY GRIFF (Capitol P 4320)
That’s What I Get (2:49) (Blue Echo Music ASCAP) (Ray Griff)
An excellent play on lyrics and melody highlights this up-tempo bet set from the
forthcoming “The Last Of The Winfield Amateurs” LP.
FLOYD CRAMER (RCA JH 10761)
I’m Thinking Tonight Of My Blue Eyes (2:54) (Peer International — BMI) (A.P. Carter)
The incomparable bent note style of Floyd Cramer applied to the A.P. Carter standard
leads itself well to mood music, while Pat Daisy provides vocal. Produced by Chet Atkins
and Roy Dea.
ASLEEP AT THE WHEEL (Capitol P 4319)
Route 66 (2:50) (London Town Music — ASCAP) (Bob Troup)
Asleep At The Wheel moves right on down Bob Troup’s Route 66, with hot “jitterbug”
movement. From the “Wheelin’ And Dealin’” LP.
THE WAYLORS (RCA JB 10738)
Shopping (Instrumental) (2:05) (Baron Music — BMI) (W. Jennings)
V-E-R-Y interesting fiddle and dobro, along with a weird one-string bass lick. From the sound
track of the motion picture “Mackinlosh and T.J.”, produced by Waylon Jennings
and Richie Albright.
BOBBY LEWIS (RPA7603)
For Your Love (2:32) (Beechwood Music — BMI) (Ed Townsend)
This nostalgic ballad of the early 60’s lends itself to an easy listening FM sound which
could bring top plays. Produced by Earl Richards.
COLLEEN PETERSON (Capitol P 4314)
Don’t Make You Want To Dance (3:09) (Prophecy Publishing — ASCAP) (Rusty Wier)
Disco country produced by Chuck Neese and penned by Rusty Wier.
BILLY LARKIN (Casino GRT 076)
Kiss And Say Goodbye (2:56) (Hattham Music & Blackwood Music — BMI) (W. Lovett)
A recapitulation intro followed by a sad goodby butt, all packaged for progressive FM
listening and already getting heavy airplay. Produced by Nelson Larkin.

COUNTRY REVIEWS

**CRYSTAL** — Crystal Gayle — United Artists UA-
LA 614-G

With the clarity of “Crystal,” the harmony of total
production is evident throughout. The versatility
and natural talent of Crystal Gayle is well displayed,
along with excellent production by Allen Reynolds.
Contingent her hit single “One More Time,” this LP
also features I’ll Do It All Over Again, “Oh My
Soul,” “Ready For The Times To Get Better,” “Come
Home Daddy,” “You Never Miss A Real Good
Thing,” “Right In The Palm Of Your Hand,” “Forget-
in’ Bout You,” “Let’s Do It Right!” and “I’m Not So Far
Away.”

**EL PASO CITY** — Marty Robbins — Columbia KC
34303
Capturing the feel of open range and the sadness
born of loneliness, Marty puts western back into
country and western” and is back in the saddle
where he seems most comfortable. Leading with his
current hit single “El Paso City,” selections run
through “Ave Maria Morale,” “I’m Going To Miss
You When You Go,” “Kin And The Wind,” “Way Out
There,” “The Ballad Of Bill Thaxton,” “Train
Dreamin’,” “I Did What I Did For Maria,” She’s Just A
Drifter,” and “Among My Souvenirs.” All strong
material — most show promise of single hit
material. Produced by Billy Sherrill.

**GOLDEN RING** — George Jones & Tammy Wynette —
Epic KE 34281
The golden ring has been broken, but the circle
of sound is remaining in this Billy Sherrill production.
Featuring their current hit single, and other selections —
“Even The Bad Times Are Good,” “Near
You,” “Gayle Time,” ‘“I’ve Seen Better Days,” “Did
You Ever?, “Tattletale Eyes,” “I’ll Be There If You
Ever Want Me,” “If You Don’t, Somebody Else Will,” “Keep
The Changes.” True country and mostly crying
songs; we predict top box action.

**MR. GUITAR**

b/w

"LOVE IS A BEAUTIFUL THING"

on Caprice records

Written by: Joe Hunter & Roger LeBlanc
Pub. by: Sound Corp/Sound View Music

Just out and already playing on:

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<td>I Don't Care If You Do</td>
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<td>Liberty/Capitol (LCA 450360)</td>
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<td>One of These Days</td>
<td>Michael McDonald</td>
<td>WEA (450361)</td>
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<td>The Righteous Brothers</td>
<td>Reprise (450369)</td>
<td>10</td>
</tr>
<tr>
<td>13</td>
<td>I Wonder If I Ever Said Goodbye</td>
<td>Johnny Rodriguez</td>
<td>Mercury (37815)</td>
<td>10</td>
</tr>
<tr>
<td>14</td>
<td>Redneck (The Redneck National Anthem)</td>
<td>Glen Campbell</td>
<td>ABC/DO (450370)</td>
<td>10</td>
</tr>
<tr>
<td>15</td>
<td>Here I Am Drunk Again</td>
<td>Roy Drusky</td>
<td>ABC/DO (450371)</td>
<td>10</td>
</tr>
<tr>
<td>16</td>
<td>Golden Ring</td>
<td>George Jones &amp; Tammy Wynette</td>
<td>Epic (450372)</td>
<td>10</td>
</tr>
<tr>
<td>17</td>
<td>I Don't Want To Have To MARRY You</td>
<td>Jim Ed Brown &amp; Cornelius</td>
<td>ABC/DO (450373)</td>
<td>10</td>
</tr>
<tr>
<td>18</td>
<td>Truck Drivin' Man</td>
<td>Mel Tillis</td>
<td>ABC/DO (450374)</td>
<td>10</td>
</tr>
<tr>
<td>19</td>
<td>Save Your Kisses For Me</td>
<td>Joe Stafford</td>
<td>WSB (8213)</td>
<td>10</td>
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<tr>
<td>20</td>
<td>Wichita Jan</td>
<td>Charlie Daniels Band</td>
<td>Epic (450375)</td>
<td>10</td>
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<tr>
<td>21</td>
<td>After The Darkness</td>
<td>Johnny Carrer</td>
<td>ABC/DO (450376)</td>
<td>10</td>
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<tr>
<td>22</td>
<td>Frog Kissin'</td>
<td>Chet Atkins</td>
<td>RCA (450377)</td>
<td>10</td>
</tr>
<tr>
<td>23</td>
<td>See You On Sunday</td>
<td>Johnnie Long</td>
<td>Capitol (450378)</td>
<td>10</td>
</tr>
<tr>
<td>24</td>
<td>If You've Got The Money I've Got The Time</td>
<td>Jim Nelson</td>
<td>Columbia (3-10380)</td>
<td>10</td>
</tr>
<tr>
<td>25</td>
<td>While The Feeling's Good</td>
<td>Patsy Cline</td>
<td>ABC/DO (450379)</td>
<td>10</td>
</tr>
<tr>
<td>26</td>
<td>Honky Tonk Women Love Redneck Men</td>
<td>Jerry Lee Lewis</td>
<td>ABC/DO (450380)</td>
<td>10</td>
</tr>
<tr>
<td>27</td>
<td>Crispy Critters</td>
<td>Flip Wilson</td>
<td>Playboy (PD 14331)</td>
<td>10</td>
</tr>
<tr>
<td>28</td>
<td>I've Loved You All Of The Way</td>
<td>Donna Fargo</td>
<td>Warner Bros (82236)</td>
<td>10</td>
</tr>
<tr>
<td>29</td>
<td>Teddy Bear</td>
<td>Red Sovine</td>
<td>Starday (341)</td>
<td>10</td>
</tr>
<tr>
<td>30</td>
<td>Hollywood Waltz</td>
<td>Lefty Frizzell</td>
<td>Warner Bros (82233)</td>
<td>10</td>
</tr>
<tr>
<td>31</td>
<td>Cant You See</td>
<td>Waylon Jennings</td>
<td>ABC/DO (450381)</td>
<td>10</td>
</tr>
<tr>
<td>32</td>
<td>Put A Little Lovin' On Me</td>
<td>Bobby Bare</td>
<td>ABC/DO (450382)</td>
<td>10</td>
</tr>
</tbody>
</table>

**August 21, 1976**

**ALPHABETIZED TOP 100 COUNTRY SINGERS (INCLUDING PUBLISHERS AND LICENSEES)**
Los Angeles — "Radio station play lists show a funhc ing thing," observed Bill Early, program director of WMEI, Melbourne, Florida. The 1000 watt rocker, which ordinarily plays 45-50 records, has begun to list chart numbers for records other than the top 30 survey. The newly numbered records (31-40) will reflect the popularity rank of the additional records on the playlist. But Early stressed that if "good products" was lacking, the number of records being played by the station or reflected on the survey could drop to as few as 28.

Giving Credit

"There’s a simple reason for the new chart positions; the PD explained. "We were playing those other 10 records as ex-
tras anyway, and getting sales and request action on them. So why not give credit to those numbers by listing them with a num-
ber?"

Early noted that "there’s a lot of product out there and we’re just giving the extra-
mor-1l recall-now. According to him, the extra ten chart numbers will give the station’s listeners, record distributors, and record promo people a better idea of what is selling and what people want to hear about, without having to hear the "boring" songs. "The records will get more print in the trades and promo people will begin to look more closely when they see new product charting because they know the additional ten chart numbers."

Chart Number

He gave Janis Ian’s "Between The Lines" LP as an example. "WMEI played the album cut of ‘At Seventeen’ as soon as we heard it. We got phenomenal response and saw immediate sales and requests. It actu-
ally achieved a chart number here before it was released as a single. Frank Valli’s ‘My Eyes Adored You’ also happened right away. In fact, the record charted at WMEI before it hit any of the national trade charts."

Early pointed out that WMEI takes chances on new product. "Sure, we go out on a limb sometimes. In some cases we help to generate a record on album play alone. And when we run an LP cut the rotation it’s played four times a day and if we get good reaction from that, we’ll put the record in regular rotation. When the single is released nationally it’s already been
exposed on our station and is possibly already on our chart."

Mitchell To WIFE

NEW YORK — Robin Mitchell has re-
signed as program director of WSAI, Cincinnati, to become PD of WIFE, Indi-
anapolis. Mitchell will begin his new duties September 1.

WMJX License Held Up

NEW YORK — Bartell Broadcasting license renewal for WMJX, Miami has been held up pending investiga-
tions by the Federal Communications Comis-
nion. The Commission said information before it concerning the two contests the station had run in April, 1975 raised serious questions as to whether Bartell had qualifications to remain licensee to the station. Commission questions whether Bartell broad-
cast false or misleading announce-
ments when ‘The Devil’s Triangle’ and ‘Find Greg Hunter’ were broadcast as part of a contest involving a trip by a sta-
tion disc jockey.

Beach Boys’ Show Sold

"The Best Summers of Our Lives," 15-
year history of the Beach Boys, has been sold in the top 100 radio markets, according to Audio Stimulation, Inc., Hollywood. The air dates for the tribute range from Labor Day 1976 to Septem-
ber 1977. The show will be narrated by KHJ, Los Angeles program director Charlie Van Dyke and Wolfman Jack, host of his own syndicated radio show.

New FM Action LPs

Most Added LPs

1. Hasten Down The Wind — Linda Ronstadt — Asylum
2. Big Towne 2061 — Paris — Capitol
3. Good Single ‘Good Playin’ — Grand Funk — MCA
4. American Flyer — UA
5. Waking And Dreaming — Orleans — Asylum
6. Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
7. Like The River — La Seine — Ariola
8. To The Heart — Mark-Almond — ABC
9. Honor Among Thieves — Artie & Dodger — Columbia
10. Love Is A Fire — Country Joe McDonald — Fantasy
11. Lady’s Choice — Bonnie Bramlett — Capricorn/WB
12. Tom Thumb The Dreamer — Michael Dinner — Fantasy
13. Wait For Night — Rick Springfield — Chelsea

Most Requested Cuts

2. Tonight’s The Night/Killing Of George — Rod Stewart — WB
3. Say Man Of Leo/Stellar/Crossing The Line/Winner-Loser — GO — Island

Predictions

1. Waking And Dreaming (entire LP)/Still The One — Orleans — Asylum
2. Big Towne 2061 (entire LP) — Paris — Capitol
3. American Flyer (entire LP) — UA

Station Breaks

Jack Lee, program manager of WTMJ-
AM and WKTI-FM, Milwaukee for the past six years, has been named general manager of WEMP-AM and WNUW-FM, also Milwaukee. WEMPand WNUW are ow-
ned by Milwaukee Consolidated Broad-
casting Corporation. Lee will assume the
position August 30.
Bob Bolton in as new PD at WKX, Raleigh.
Ken Curtis exits Q99, Vidalia to become program director at KAKC, Tulsa.
Gene Kelly, six year veteran of Boston broadcasting, joins WROR as production manager.

Two new additions to WCAO, Baltimore
airstaff. Jim Jordan working afternoons, formerly known as Charlie Tuna at WGCL, Cleveland. Scott Richards from WRVO, Richmond to do 10 pm-2 am shift.

Allen Dennis returns to WMAK, Nashville. Dennis last worked at WAAY, Huntsville.

KENO, Las Vegas adds Bill Carr to lineup. Carr is from WING, Dayton. The sta-
tion needs a 6 pm-midnight jock, contact

New York Phone Vs. New York Radio: The Customer May Become The Loser

Los Angeles — The fight is on between
New York Telephone and the New York radio community. "If the phone com-
pany wins," noted WXLO program director Lee Douglas, "they’re going to create a hell of a lot of additional revenue for themselves under the guise of protecting the average consumer." Proposal

WXLO is one of several New York radio stations protesting the phone company’s proposal that the customer be charged for
calls made to a busy number during a

Peterson Cuts
Non-Stocked Records From Playlist

NEW YORK — According to station PD
Gerry Peterson, the KGO, San Diego playlist will not reflect any movement or
record not stock ed in San Diego record stores beginning this week. In a
move to localize record stores in the area, Peterson also said that any non-
stocked additions will be held in an "unlisted" category for up to three
weeks.

Getz Previews New Single

Phonograph/Mercury recording artist
Stuart Getz recently visited KSEE in San
Diego, California, for a live interview with
program director Larry Watts. Getz’s debut
single is “I Am A Song, Sing Me,” Shown are
Watts, left, and Getz.
THE CASH BOX POP RADIO ANALYSIS

most added records

<table>
<thead>
<tr>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. With Your Love — Jefferson Starship — Grunt / RCA</td>
<td>17%</td>
</tr>
<tr>
<td>2. Lowdown — Boz Scaggs — Columbia</td>
<td>17%</td>
</tr>
<tr>
<td>3. If You Leave Me Now — Chicago — Columbia</td>
<td>16%</td>
</tr>
<tr>
<td>4. Devil Woman — Cliff Richard — Rocket/MCA</td>
<td>14%</td>
</tr>
<tr>
<td>5. Still The One — Orleans — Asylum</td>
<td>13%</td>
</tr>
<tr>
<td>6. She's Gone — Hall &amp; Oates — Atlantic</td>
<td>13%</td>
</tr>
<tr>
<td>7. I Can’t Hear You No More — Helen Reddy — Capitol</td>
<td>13%</td>
</tr>
<tr>
<td>8. A Fifth Of Beethoven — Walter Murphy — Private Stock</td>
<td>9%</td>
</tr>
<tr>
<td>9. Summer — War — UA</td>
<td>9%</td>
</tr>
<tr>
<td>10. Wham Bam — Silver — Arista</td>
<td>9%</td>
</tr>
<tr>
<td>11. Magic Man — Heart — Mushroom</td>
<td>9%</td>
</tr>
<tr>
<td>12. Say You Love Me — Fleetwood Mac — Reprise / WB</td>
<td>8%</td>
</tr>
<tr>
<td>13. Superstar — Paul Davis — Bang</td>
<td>8%</td>
</tr>
<tr>
<td>14. Shake Your Booty — KC &amp; The Sunshine Band — TK</td>
<td>7%</td>
</tr>
<tr>
<td>15. A Little Bit More — Dr. Hook — Capitol</td>
<td>7%</td>
</tr>
<tr>
<td>16. Disco Duck — Rick Dees — RSO</td>
<td>7%</td>
</tr>
</tbody>
</table>

radio active singles


secondary radio active

6. Disco Duck — Rick Dees — RSO / Polydor | Adds: KEXN, WHOF, WMFL, WKBW, WCUE, KRB, WRC, WFRC. |
Concord, an excellent quality label from the west coast, has two LP's just out. "A Pair To Draw," featuring Herb Ellis on guitar and Ross Tomkins on piano. Tomkins is the regular pianist in Doc Severinson's Tonight Show band. Also on Concord is "LA-6" with Laurindo Almeida, Bud Shank, Ray Brown and Shelly Manne. Things to come on Concord include "Brown's Bag" by Ray Brown featuring Blue Mitchell. "Sunshine Express" by the Bud Shank Quintet and "Hot Tracks" by the Herb Ellis-Ray Brown Sextet including Sweets Edison and PIn Johnson.

A new LP in the traditional vein on the Down Home Cookin' label features Sammy Davis, an American trumpeter star, and a sextet of Atlanta.

The Chess reissue series is being assembled by Don Hoogerwaard in his thing. Each to come he has several outstanding LPs. Look for LPs by Oliver Nelson-Lou Donaldson, Art Blakey-Max Roach and Trip Records has five new releases in its continuing reissue of Emarcy material. Featured artists are Gerry Mulligan, Roland Kirk, Eddie Cleashead Vinson, Max Roach and Dizzy Gillespie.

New from Prestige: Azar Lawrence, ex-McCoy Tyner reedman, with an LP titled "People Moving" featuring Lee Ritenour, Patrice Rushen, Harvey Mason and other west coast heavies.

The second LP from the orchestra of Yoshitaka and Lew Tabackin is entitled "Tales Of A Courtisan (Orimambo). It's on RCA. The band is a big one, with eight brass and five saxes. Yoshitaka wrote all the original tunes.

David Sanborn stepping out with his new Warner Brothers LP "Sanborn." The theme tune "Smile" title features guest vocals from Paul Simon, Knob, Phoebe Snow. The album came on the Cash Box jazz chart last week at number thirty-eight and seems a sure bet.

Zoot Sims-Sonny Stitt almost immediately. Coming in September will be live packages featuring Ahmad Jamal, Kenny Burrell and Al Gray. All three of these sets feature unissued material and the Gray set includes Donald Byrd and Herbie Hancock as sidemen. If anything, the Chess Blues series looks even brighter! Among the upcoming releases are albums from Lowell Fulson, Sonny Boy Williamson (including some X-rated excursions with Leonard Chess), Jimmy Rogers and J.B. Lenoir.

Miles Davis's next Columbia LP is due in September and will be titled "Water babies." for the top ten.

Prior to joining Mercury Houston Person cut two LPs for Mute Records. His current band with Sonny Phillips and Frankie Jones made one session while Cedar Walton, Buster Williams and Grady Tate were on board for the second. Person's sideman Etta Jones also did an album for Mute recently. Charles Earland working on a new Mercury LP.

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JazzAlbum Picks

MOODY'S MOODS — James Moody — Chess 2ACMJ-403 — List: 7.98

Twenty-six titles from Moody's early Chess association — 1956 to 1958. For some reason Moody never seemed to capture the groove blues feeling in much of the music here on later sessions. Vocalist Eddie Jefferson contributes some vintage vocals and Johnny Pate's arrangements on the big band tracks are some of his best. The album combines virtually all of three Chess LPs into a package that consumers will be quite happy with. Outstanding titles include "Last Train From Overbrook," "Stardust," and "Flute Blues." A significant start for this new series.

COSMOS — McCoy Tyner — Blue Note LA460-H2 — List: 7.98

This is previously unissued Tyner from 1969 and 1970. Three sessions are involved: one trio, one quartet with strings and one sextet including Gary Barlow and Hubeir Laws. Just why this material has been held back until now is unknown but all Tyner fans will be interested. Of special significance is the original recording of "Song For My Lady," but the are moments of magic in all eight Tyner compositions. Despite what must be enormous pressure, Tyner continues to go acoustic and his music always contains an integrity about and above the average jazz performance.
### SoulWaves

**New Orleans**

**R&B Ingredients**

*Blue Eyes Make It*. . . If you were never quite convinced that blue-eyed soul would make it in the R&B world, check this out. This week's Top 100 R&B Singles chart reveals "Play That Funky Music" in the numero uno position. . . The tune was cut from the Sweet City LP, *Where the Cherry Blossoms Are in Full Bloom*. The LP isbullet on this week's Top 50 R&B LPs at a hot #8! Who are these guys that are causing all the commotion? Wild Cherry is comprised of tour white musicians from the midwest. Cash Box recently conducted a telephone interview with the group's lead guitarist, Bob Parisi. Among other things, Parisi spoke of the group's recent local tour dates with such heavyweights as George Benson and Santana. In the near future, Wild Cherry will be hitting the road to open the show for the Isley Brothers. West coast appearances scheduled thus far include dates in Sacramento, L.A., and San Diego. Parisi told Cash Box that he is presently working as a staff producer for Sweet City Records — the company is co-owned by Wild Cherry's managers, Mike Belkin and Carl Maduri. Having already hit the console, Parisi has produced the debut single (Billy Preston's, "That's The Way God Planned It") for Sweet City's second artist, Samona Cooke (1st cousin to the late Sam Cooke).

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### Top 50 R&B Albums

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SPARKLE</td>
<td>Aretha Franklin</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>ALL THINGS IN TIME</td>
<td>Marvelettes</td>
<td>13</td>
</tr>
<tr>
<td>3</td>
<td>BREEZIN'</td>
<td>George Benson</td>
<td>12</td>
</tr>
<tr>
<td>4</td>
<td>HOT ON THE TRACKS</td>
<td>Commodores</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>CONTRADICTION</td>
<td>Ohio Players</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>HARVEST FOR THE WORLD</td>
<td>Isley Brothers</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>SEARCHING</td>
<td>Average White Band</td>
<td>10</td>
</tr>
<tr>
<td>8</td>
<td>WILD CHERRY</td>
<td>Sweet City/Epic</td>
<td>13</td>
</tr>
<tr>
<td>9</td>
<td>MIRROR</td>
<td>Grand Central Station</td>
<td>8</td>
</tr>
<tr>
<td>10</td>
<td>AGAIN AGAIN</td>
<td>Bobby Bland &amp; R.B. King</td>
<td>15</td>
</tr>
<tr>
<td>11</td>
<td>NATALIE</td>
<td>Natalie Cole</td>
<td>6</td>
</tr>
<tr>
<td>12</td>
<td>LOOK OUT FOR #1</td>
<td>Brothers / Monon</td>
<td>11</td>
</tr>
<tr>
<td>13</td>
<td>YOU ARE MY STARSHIP</td>
<td>Norman Connors</td>
<td>16</td>
</tr>
<tr>
<td>14</td>
<td>SKY HIGH</td>
<td>Tavares</td>
<td>11</td>
</tr>
<tr>
<td>15</td>
<td>HAPPY GOOD KING</td>
<td>Bobby Edwards</td>
<td>10</td>
</tr>
<tr>
<td>16</td>
<td>THEE SPINNERS</td>
<td>(Atlantic 10151)</td>
<td>18</td>
</tr>
<tr>
<td>17</td>
<td>FEVER</td>
<td>Fonzie Laws</td>
<td>19</td>
</tr>
<tr>
<td>18</td>
<td>HAPPINESS IS BEING WITH THE SPINNERS</td>
<td>Spinners/Atlantic</td>
<td>24</td>
</tr>
<tr>
<td>19</td>
<td>GIVE, GET, TAKE AND HAVE</td>
<td>Curtis Mayfield</td>
<td>20</td>
</tr>
<tr>
<td>20</td>
<td>I WANT YOU</td>
<td>Marvin Gaye</td>
<td>23</td>
</tr>
<tr>
<td>21</td>
<td>LOVE POTION</td>
<td>Nathaniel</td>
<td>5</td>
</tr>
<tr>
<td>22</td>
<td>MOTHERSHIP</td>
<td>Parliament</td>
<td>25</td>
</tr>
<tr>
<td>23</td>
<td>AIN'T THAT A BITCH</td>
<td>Arne Watson</td>
<td>33</td>
</tr>
</tbody>
</table>

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### Sweet city Inks Sweet Samona

Samona Cooke signs on the dotted line while manager Angela Creame (c), looks on, flanked by Sweet City co-owners, Mike Belkin (l) and Carl Maduri (r).

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During a recent visit to the Cash Box offices in Hollywood, Buddah recording artist Melba Moore shed some light on one of her many current projects. Melba has been working very closely with a new children's television show that features kids from all over the world doing things that kids do. The show, which is the first worldwide children's program, is called *The Big Blue Marble* and its main purpose, according to Ms. Moore, is to act as a vehicle for cultural exchange — to bring kids from all over the world together through the use of a TV camera. It's sponsored by ITT and is therefore screened without commercial interruption. Keep up the good work, Melba! The Roxy Theater in L.A. recently played host to Stephanie Mills, the youthful star of *The Wiz*, in an exclusive performance open only to entertainment industry stars and executives. Stephanie's show was put together by George Paison, who was also responsible for the choreography in *The Wiz*. The star-studded audience stopped the show several times with thunderous applause — and it was the type of audience that isn't easily impressed. Some of the celebrities present were: Diana Ross, The Jackson Five, Lamont Dozier, Stevie Wonder and Freda Payne! Television's *Midnight Special* aired a special tribute to Jackie Wilson on August 13. Wilson suffered a heart attack 10 months ago while on stage at the Latin Casino, Cherry Hill, New Jersey and has been under extensive medical care since that time. Anyone wishing to write to Jackie should address their correspondence to: Jackie Wilson, 400 Market Street, Camden, New Jersey 08102.

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In Antigua. . . The National Association of TV and Radio Artists (NATRA) selected "Snap It" by Phil Medley and The MVB Orchestra on Pyramid Records to receive the "Best Single" award while Playboy recording artist Al Wilson garnered the coveted "Male Vocalist of the Year" title.

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**Cash Box/August 21, 1976**
Capitol Employee Joe Maimone Dies

LOS ANGELES — Joe Maimone, an employee with Capitol Records, Inc., for the past 25 years, died in Teaneck, New Jersey, August 16. He was 59.

Mr. Maimone, who was 59, was Capitol’s East Coast Promotion Manager working out of New York. He was the recipient of Capitol’s President’s Award in 1968. Mr. Maimone held one of Capitol’s Ten Million Dollar Sales Trophies.

Survivors include his wife Cathy and two sons, Joseph and Christopher, all of Dumont, New Jersey.

Chrysalis Distributes

SALES Co. — Seattle, Alfa Distributing Co., Phoenix, and M. S. Distributing Company of Chicago will be handled by Alfred R. Melnick, Jr., Heilicher Bros. of Minneapolis, Atlanta/Memphis/Nashville, Heilicher Bros. of Louisville, and BMI Distributing, Charlotte. In the meantime will be M.S. Distributing Co., Chicago, Heilicher Bros. of Minneapolis, Pikes Distributing, Cleveland/Pittsburgh/Columbus/ Cincinnati/Buffalo and AMI Distributors Inc., Detroit. In Maine, will be Maierine Distributors Inc., New York/Boston/ Hartford; Universal Record Distributing Co., and Schwanitz Brothers, Inc., Baltimore/Washington.

Elliott said first product will be released September 16.

CBS Declares Dividend

NEW YORK — CBS has declared a cash dividend of $1.41 per share on CBS common stock.

Denver: At Budget Tapes & Records stores, latest release by Barry Manilow (Arista) for $3.94/$4.99 tape, in conjunction with upcoming area concert appearance. At Peaches, six LPS from Columbia Masterworks (same as offered in Atlanta and Cleveland) and two LPS of oldies, Mark 56 (same as offered in Cleveland) all with no listed prices. (Sunday Denver Post).

Detroit: At Korvettes (5 locations), the following features: multi-label sale (including Capitol, RCA, Warner Bros., Motown, CTI, UA) for $3.94/$5.99 tape; “Frampton Comes Alive,” 2-LP set, (A&M) for $3.94; “Andre True Connection’s “More, More, More” (Buddah) for $3.94 per LP; 12 recently released “Summer Soul Sizzlers” from RCA and affiliated labels for $3.94 each; original television soundtrack of “Space 1999” ($7.98 list $14.98 on RCA) for $4.44/$5.99 tape. At Record and Tape Collector (5), Barry Manilow catalog (Arista), spotting his newest release, for $3.94/$4.25 tape. (Sunday Baltimore Sun).

Miami: At JC Penny (5 locations), latest release by Barry Manilow (Capitol) for $3.99/$5.44 tape. At Sears, six LPS from a Columbia Masterworks series (including Bernstein’s “Mass,” 2-LP set, and Sills/Kostelanetz) and six LPS from RCA Red Seal/Gold Seal (including Tomita’s “Firebird” and Andrea Segovia’s “The Intimate Guitar”) with no listed prices. Other Columbia Masterworks selections: mobile suits catalog, LP price of $3.98 in the wake of last week’s $10 offering of all Angel and RCA Red Seal LPS (list of $6.98). Gooey appears to have supplanted the nine-storey Jimmy’s Music World chain as the retail indicator of any change of pace in the current situation.

“Jimmy’s at 3:49”

Jimmy’s, though, is still very much in the forefront of the fluctuating market. The major tie-ins have been Four LPS from Starmat/Atco Records (“Happiness Is” by the Spinners, “Impact,” “What The Whole World Go by the Tramps, and “Watch Out” by Barrabas) for $2.99 each. More prominently displayed, however, were 26 LPS from CBS for $3.94 per LP and $4.99 per tape. Alexander’s maintained a $3.64 sale price for six LPS including latest releases by Andrea True, Donna Summer, and Denny Osmond.

Retail LP Selling Prices

Atlanta: At Franklin Music (3 locations), latest release by Barry Manilow (Arista) for $3.99/$5.99 tape. At Peaches, six LPS from Columbia Masterworks (including Bernstein’s “Mass,” 2-LP set, and Sills/Kostelanetz) and six LPS from RCA Red Seal/Gold Seal (including Tomita’s “Firebird” and Andrea Segovia’s “The Intimate Guitar”) with no listed prices. Other Columbia Masterworks selections: mobile suits catalog, LP price of $3.98 in the wake of last week’s $10 offering of all Angel and RCA Red Seal LPS (list of $6.98). Gooey appears to have supplanted the nine-storey Jimmy’s Music World chain as the retail indicator of any change of pace in the current situation.

“Jimmy’s at 3:49”

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Baltimore: At Korvettes (4 locations), the following features; multi-label sale (including Capitol, RCA, Warner Bros., MCA, Motown, CTI, UA) for $3.94/$5.69 tape, “Frampton Comes Alive,” 2-LP set, (A&M) for $3.94; Andrea True Connection’s “More, More, More” (Buddah) for $3.94 per LP; 12 recently released “Summer Soul Sizzlers” from RCA and affiliated labels for $3.94 each; original television soundtrack of “Space 1999” ($7.98 list $14.98 on RCA) for $4.44/$5.99 tape. At Record and Tape Collector (5), Barry Manilow catalog (Arista), spotting his newest release, for $3.94/$4.25 tape. (Sunday Baltimore Sun).

Boston: At Calder stores (6 locations), the following features: catalogs of Lou Rawls, Manhattans, Aerosmith, Wild Cherry (all CBS), for $3.64/$5.32 tape; newest releases by John Anderson (Atlantic), Richie Furay (Asylum), Beach Boys (Reprise) for $3.64/$5.32 tape; newest release by Barry Manilow (Arista) for $3.64/$5.32 tape. At Jordan Marsh stores, newest LPS by Barry Manilow for $3.99. At Bradlees stores, all 45s in stock for 95c each; (advertising supplement). (Sunday Boston Globe).

Chicago: At Korvettes (6 locations), the following features; multi-label sale (including Capitol, RCA, Warner Bros., Motown, CTI, UA) for $3.94/$5.69 tape; original television soundtrack of “Space 1999” ($7.98 list $14.98 on RCA) for $4.44/$5.99 tape, “Frampton Comes Alive,” 2-LP set, (A&M) for $3.94; Andrea True Connection’s “More, More, More” (Buddah) for $3.64 per LP; debut release by John Miles (London) for $3.94/$4.39 tape; three most recent releases by Neil Diamond (Columbia), highlighting “Beautiful Noise,” for $3.99/$5.99 tape. (Sunday Chicago Tribune).

Cleveland: At Recordland (5 locations), Helen Reddy catalog (Capitol) for $3.99/$5.99 tape. At J.P. Snodgrass & Co. (13), all-label sale for $3.99 per LP ($3.98 and $6.98 list), in conjunction with the city’s newest outlet. At Peaches, six LPS from Columbia Masterworks (same as offered in Atlanta), six LPS from RCA Red Seal/Gold Seal (same as offered in Atlanta), two LPS of oldies radio shows (Mark 56), all with no listed prices. At Record Collector (5), three most recent releases by Neil Diamond (Columbia), “Frampton Comes Alive” (A&M) for $3.99/$5.99 tape. Capitol Records ad offering debut LP by Los Music Groto, Melody Lane, Record Revolution, Peaches, Disc Records, Record Rendezvous, in conjunction with recently completed area concert appearance (no prices listed). At Gold Circle (7), assorted $3.99 list LPs and assorted budget LPs and tapes for $2.78 each. (Cleveland Plain Dealer, August 6).

Dallas: No ads in Dallas Morning News.
**Super Star,' The Home Model Pinball Machine From Briarwood**

CHICAGO — Super Star is the first pinball machine produced and marketed by Briarwood Production Corporation. The company's first pinball machine is designed to appeal to the downtown district operators, a market sector which has been underserved. The machine is being marketed by the company's marketing manager, Steve Hecker, who has a strong background in the pinball industry.

**Seeburg First Half Earnings Reflect Marked Improvement**

WINDSOR LOCKS, Conn. — Seeburg Industries, Inc. reported a second quarter profit for the quarter and first half of the year. The company's annual meeting was held in June, and the financial results were announced. The company's earnings for the second quarter were $0.7 million, up from $0.5 million in the first quarter. The company's earnings for the first half of the year were $1.3 million, up from $1.0 million in the first half of the previous year.

**Exidy Inc. Debuts “Old Time Basketball”**

MOUNTAIN VIEW, Ca. — Exidy Inc. has released its first in a series of electronic games, called “Old Time Basketball.” The game is a simulation of a real basketball game, complete with realistic sounds and graphics. The game is designed for use in arcades or game rooms, and is priced at $69.95.

**NAMA Issues '76 Directory**

CHICAGO — Some 2,000 firms, members of the National Automatic Merchandising Association (NAMA), are listed in the 1976 Directory of Members which has just been published by the association. Separate sections list vending and food service management companies by state and city, as well as machine manufacturers, suppliers of products to the industry, and distributors.

The section on service companies indicates that the industry's third quarter sales were $75 million, an increase of $5 million over the second quarter. The directory also includes a section on new products, a section on equipment, and a section on manuals and literature.

**Mirco Announces ‘21’ Video Game**

PHOENIX, ARIZONA — Mirco Games, Inc. of Phoenix has announced production and shipment of a new video game which enables players to shoot against the dealer in a fast-moving, non-gambling electronic version of blackjack, the popular casino game.

**LE MANS: Atari 10 Track Race**

LOS GATOS, Ca. — Atari, Inc. has just rolled out their latest amusement piece, Le Mans, an all new one-player racing challenge. Instead of racing one car against the clock on one track, Le Mans challenges player skill and speed with 10 different tracks that appear on the 23” monitor automatically.

Players race against the clock on each of six courses as they appear in sequence. As the car passes the finish line of one track, a new track instantly appears that is more difficult to drive than the previous one. The more skilled the player, the more tracks will be completed within the game’s time limit. Oil slicks also add to the difficulty. Ten points are scored for each completed track.

Six of the ten tracks are shown on the illuminated action panel. The last 4 tracks are “misty” tracks, and appear on the panel as a puzzle. If a player completes the first six courses, two of four possible "mystery" parts can be earned, which will take place in the hotel's Grand Ballroom.

As an added inducement to encourage location sponsorship of players, the Tournament of Champions organization prepared a special promotion package, SCORE, containing all of the necessary paraphernalia and guidelines for tournament promotion, including World Championship qualifying jerseys on which the location's name can be printed.

In addition, provisions have been made for mass media coverage of the championship event.

**$125,000 Tournament Soccer World Championships 9/3-6**

SEATTLE — The World Table Soccer Association-sanctioned Tournament Soccer $125,000 World Championships will be held September 3-6 at the Radisson South Hotel in Minneapolis, Minnesota.

Players will compete for a first prize cash award of $20,000 and numerous secondary awards in the Novice Class, which features a special Women's Singles and Rookie Open competition; 2nd Chance, offering a top award of $1,500, and 17 & Under for open and singles play.

The tournament is open to all entrants and arrangements have been made at the Radisson South Hotel to provide room accommodations at special reduced rates for participants in the event, which will take place in the hotel's Grand Ballroom.

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In addition, provisions have been made for mass media coverage of the championship event.

**SEGMA: Project Home Theater-TV**

LOS ANGELES — An extensive product research and development program and top level executive expansion have been launched for the new home theater- television division of SEGA Enterprises, Inc., of Redondo Beach, Cal., according to Harry M. Kan, SEGA vice president and chief operating officer of SEGA of America. The announcement follows SEGA’s firm commitment to the new products, and includes the initial step of a planned expansion into consumer products.

The executive move is the appointment of Theodore A. Flynn as national sales manager for SEGA's home theater- television division, which manufactures and markets home TV systems utilizing the latest electronics and technology.
Bally Earnings Report

CHICAGO — Bally Manufacturing Corporation (NYSE: BLY) reported record revenues for the second quarter ended June 30, 1976, of $55,296,000 compared to $42,063,000 for the same period a year ago. Net income for the second quarter of 1976 was $3,732,000 compared to $2,490,000 for the same quarter of 1975. The per share earnings for the second quarter of 1976 were $.833,000 compared to $.45 per share in the same quarter of 1975, which included a $.02 per share for currency translation and a gain of $.05 on the sale of certain operating assets of two subsidiaries, versus $.45 per share in the same quarter of 1975, which included a $.02 currency loss. Per share earnings for the second quarter of 1976 were based on an average of 5,783,048 shares outstanding as compared to 5,454,434 shares outstanding for the same period last year.

For the six month period ended June 30, 1976, Bally reported an increase in revenues to $105,490,000 from $85,836,000 for the comparable period in 1975. Net income was $5,533,000 compared to $5,386,000. The per share earnings for the six months of 1976 were $.10 including a $.02 loss for currency translation and a gain of $.05 on the sale of certain operating assets of two subsidiaries, compared to $.98 per share for the year-earlier period, which included a $.04 currency loss.

William T. O’Donnell, president of Bally, stated that he was quite pleased “that my comments earlier in the year about Bally’s 1976 positive earning prospects are now being achieved.”

According to O’Donnell, “Bally’s record sales and very favorable earning comparison were brought about by strength in all of the company’s major categories, with an exceptional gain having been registered in the sale of flipper pinball games.”

O’Donnell noted that “while profit margins and net income have continued to improve, still further improvement is envisioned as the year progresses.”

In concluding, O’Donnell reported that Bally had completed its $17 million, five-year term loan agreement with the Continental Illinois National Bank of Chicago as agent for a lending group of five banks. The same banks also made available to the company $5 million in short term lines of credit.

New Atari Test Fixture Now Available

SANTA CLARA, CA — Recognizing the need for an improved test fixture to more adequately meet service requirements, Atari is making available the same model test fixture now being used by their factory technicians. The test fixture has been designed not only to service their past games but also future games which will be built with microprocessors. A microprocessor in very non-technical terms is one of the programmed components on a printed circuit board that acts like a miniature computer. This allows the design of more sophisticated games fewer components, resulting in more reliability.

The Atari test fixture is designed to continue or improve the ability to provide service on Atari Kee equipment especially with the advanced microprocessor technology. At the present time there is no other test equipment on the market which can do this.

"With a strong service facility you can insure minimum downtime to your operators, minimize your investment in extra printed circuit boards, and possibly expand the profit potential of your service facility by minimizing any out-of-warranty repair charges which are made at the factory for board repair," Don Smith, Atari manager of customer service, stated.

Atari will also provide blank connecting plugs and wires to determine if other manufacturers’ games can be serviced on the test fixture. Depending upon how compatible other games are to Atari products, it may be possible to use the test fixture on those games. Prices and delivery information about the test fixture and its capability is available from Don Smith.

Le Mans (9-41) tracks” will appear randomly, providing more of a challenge for the experienced driver.

A special bonus of Le Mans includes an “Extended Play” feature which can be awarded after scores, pre-selectable by the operator, of 46, 50, 56, 66, 70, or 76. A flashing "Extended Play" sign lights up on the attraction panel when selected score is achieved. Extended Play begins with track number 5. The player does not have to start at the beginning of the game, which proves more of an incentive for repeat play.

A 10" steering wheel, 4-speed H shift, all metal brake, gas pedals and colorful graphics add to the realism. Atari standard features include exclusive Durastress tested solid state electronics, locking cashbox, and hinged coin door. Atari’s In- 

ELTON JOHN STYLING

International fame of ELTON JOHN, rock superstar, and brilliant Elton John styling with sparkling mirror lines on backglass gets immediate attention on location, fast, fascinating action holds play for long runs and super-star collections.

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See ELTON JOHN starring in new
Capt. Fantastic
AND THE BROWN DIRT COWBOY
Bally 4-PLAYER CONVERTIBLE TO ADD-A-BALL

See Distributor or write Bally 2640 Belmont Avenue, Chicago, Illinois

Cash Box/August 21, 1976
CHICAGO CHATTER

What will most likely rank as one of the most spectacular ‘Bally’ Capt. Fantastic’ promotions to date was taking place last week at Jim’s Place, a large indoor arcade located just off the vaccination shutdown area in Chicago. The proprietor, 24-year-old operator Jim Mathias, who has his 21-year-old brother Jeffrey, has been running the operation since the death of their father a couple of years back. The event is a Capt. Fantastic pinball marathon aimed at the American Pinball Association, the WWWA, who this year inducted the game into its Hall of Fame. The marathon kicked off on Thursday, August 12 (as the climax of a week-long promotion) and wind up (hopefully, with a new Guinness world record) by Sunday evening. To embellish the whole thing, Jim Mathias leased the film "Tommy" to run in the Venus Theater, adjacent to his location, for this week. When I visited the show, a huge new Bally factory display model had been delivered. The movie was a huge hit and the place was packed. The marathon was reported to have been a huge hit and the place was packed. The marathon was a huge hit and the place was packed.

BUICK’S HOME MODEL pinball machine, the “Super Star,” has been quite a super seller, according to the firm’s Steve Heckermy. This has been a huge hit and the place was packed. The machines are being shipped out of town at a good rate, but if you want to order a machine, you may have to wait a few weeks before delivery.

ATTENDANCE AT THE AUGUST 4 Gremlin service school hosted by World Wide Dist., here in town “exceeded expectations” — and that's a quote from Fred Skoff, Session, completed in July. The machine, which was debuted in the summer of 1976, was a huge hit and the place was packed. It has been a huge hit and the place was packed.

The last week in Minneapolis which meant a week of parades and all kinds of events was a huge hit and the place was packed. It has been a huge hit and the place was packed.

Mrs. Harlow Norberg — and Mrs. Wayne Anderson, Bemidji, in town for a few days on a buying trip. The show reports that the tourist business has been better than expected. Our congratulations to Lowell Thomas, (Minot, N. Dak.) on his marriage to Cheryl Williams July 2.

PORTABLE Automatic Sales was a huge hit and the place was packed.

Mr. & Mrs. Dean Schroeder and their daughter, (Aberdeen, S. Dak.) in the cities over the weekend, Monday morning; Dean busy buying equipment... Mr. & Mrs. Lawrence Sanford in town Wednesday; they have a new business — a coin-operated jukebox in town; Gorden McLellan drove in from Montana to see the new machine in town.

Johnny Mathis at the Wilmette Country Club. Hear tell also that Johnny Mathis shot a huge hit and the place was packed.

UPPER MID-WEST MUSINGS

Mr. & Mrs. Dean Schroeder and their daughter, (Aberdeen, S. Dak.) in the cities over the weekend, Monday morning; Dean busy buying equipment... Mr. & Mrs. Lawrence Sanford in town Wednesday; they have a new business — a coin-operated jukebox in town; Gorden McLellan drove in from Montana to see the new machine in town.

SEGA

projection of a television image on a large screen. This is being done by both Sega of America and the RII Corporation.

SEGA’s new research and development program, according to Kane, will deal with the development of home television, video games, and coin-operated arcades, as well as a new line of home television systems, screens, and high-fidelity cabinyer. The program is expected to precede a major new marketing and advertising initiative by the company. By this year, Sega has sold approximately $24 million, its prime business base has been extensive marketing, distribution, and operation of its coin-operated arcades, says Kane. This year in Japan, Sega is reported to have sold approximately $24 million. The company, which has been growing rapidly, has a number of sales offices in the United States with the expectation of establishing executive offices here. The company has spent millions on building facilities in Redondo Beach, California.

EASTERN FLASHES

Since the resumption of production at UBI (9) following the annual closing for summer vacation, things have been extremely hectic with much concentration on “catching up.” The company plans to have the demand for pool table lefts with them for the coming year, along with the demand for pool table lefts with them for the coming year, and plans to have them in stock by November 1st.

Mrs. Seaver, a veteran of the new business, has been welcomed to the new location by the mayor of Chicago, who said she was giving away “everything but Elton John himself.” As the frost on the cak...
COIN MACHINES WANTED

WANT — all makes and new and used phonographs — jukeboxes — record changers — all makes and models. For complete details call/stops 87.297.8800.

COIN MACHINES FOR SALE


Seeburg 150 selection will sell boxes $5.50 each. Seeburg 160 selection will boxes $3.70 each. 10,000 selections. Rock-Ola, Rock-Ola. 765-295. $1.50 each. Rock-Ola. 765-295. $1.50 each.

FLIPPERS. At all times more than 400 list model Gottlieb, Bally, Williams, Chicago, Solar, Mills available, immediate delivery. Call for list Pan American Amusements. 1211 Liberty Avenue hillside New Jersey. 201. 350-5542.

FOR SALE. Write Carl or 200 used tv games — 300 asset, arcade pieces — last model pins. ROBERT JONES INTERNATIONAL. INC. 880 Madison Ave., New York, N.Y. 10021. 303-4981 or ROBERT JONES INTERNATIONAL. INC. 1051 S. Thompson Rd. N. Syracuse, N.Y. 13209. 465-6251

Seeburg LPC 150, AMI 200, N. 190, Johnson coin-operated & coinless 200 Tempo Towner 200, Electro dart 100 BROWER 2009. Matt Ave. Fall River, N.Y.

NEED EQUIPMENT? We have it. New & used parts, games, accessories, and other items. Check our list OF GAMES DISTRIBUTORS. INC. 213 Division St. Keisau-Dl. N.Y. 10466. 372-5050.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 5655 Sunset Blvd., Hollywood, Ca. 90028

Make sure your check is enclosed

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $6.25. Cash or Check MUST ACCOMPLISH ALL ORDERS FOR CLASSIFIED ADS. It is cash or check at time of order and not held for following week. In event of receiving prepayment receipt at your check or cash. NOTICE — $128 Classified Advertiser (Outside USA add $75 to your present subscription price). You are entitled to a change in your ad. Please renew your ad each year. One full year, 26 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25 per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close Wednesday

Send all copy to: CASH BOX, 5655 Sunset Blvd., Hollywood, Ca. 90028

Make sure your check is enclosed

SERVICES

COIN MACHINE

SCHOOL FOR GAMES & MUSIC. One to two weeks. Small class. Hand on instruction. Instructor: Mr. Doug Cal's Coin College. P.O. Box 810. Nicoma Park, Okla. 73060 (405) 769-5434.

DODGE LOCKS KEIHE ALICE. SEND LOCK AND THE key you want them mastered to $1.00 each. RANDY'S LOCK SERVICE. 1115 North Avenue. Valley Stream, N.Y. 11580. Tel (516) 526-6216. Ask for '850 in your view.

NEW VIDEO ANALYZER! Don't be caught without one! $69.85. ASC DIST. SALES, 32 Franklin St. Quincy. MA 02169 (617) 773-1804.

HUMOR

DEALY'S Here's the top dinner comedy for you! 6,000 one-line gags for radio only $10 Unconditionally guaranteed. Catalog of one-liners, show cards, stories, cards of true, bizarre, and lots more. Incl. on request Edmund Orr. 370-9 West Florence, Cal 02130.

RECORDS-MUSIC

FREE 1971 LP's. Record renters need no experience. Receive nationally listed monthly rentals to record stores. Paying: Paying for LP's at a reasonable price. Tell us about your business. We have a 3-year history. Incl. 1/2. HOUSE OF THE SKELETUS, 267 Brecker St. N.Y. 11104 (212) 243-5000.

HUMOR

RARE RECORD SHOPS AND FINDERS: List of 31 US record shops. Up to date listing completely labeled. Also 1,000s of new titles, rare issues, obscure bands, plus 1,000's of foreign labels. Get your 1971 catalog. Write for full details. PACK MACHINES, Inc., 310 S. Delano Ave. Mt. Vernon, N.Y. 10550. Cash. EXPONIX NEW YORK.

WANT RECORDS & TAPES? 45s and LPs. Surplus returns, inventory cleanup, lists, or reprint. Call: or write Harry Young. 45s & LPs. MACHINES CORP. INC. 453 McLean Ave. Yonkers, New York 10705 (914) 6-7778.

FOUR TRACK STEREOPHONIC cartridges for sale. Ask 125 pieces — $6 to 50 different artists — plus ask 600 45s. $1,000.00 for the lot. MASON, VESSEL, MUSICAL, MACHINES. 727 W. 45th Street, Chicago, Ill. 60618.

INTERNATIONAL COLLECTORS find rare LP's by Bunk, Cherry, Ervay Brothers, Nick Russell, Sandy Springers. Japan, others. Write for prices, request orders. CDM IMPORTS. 702 1st St., Santa Monica, Ca. 90404. 477-7457.

WANTED RECORDS & CARDS: Every LP, 45s, and 78s. For best prices and list, write: THE MUSIC TRADER, 7000 Beverly Blvd., Los Angeles 36. CA 90046.

EMPLOYMENT

WANTED — Top Disc Mastering Engineer for Los Angeles. Must have at least 3 years experience working with artists/producer. Contact Brent Allright. August 16 and 17 at MCA Records, 45 Park Ave., N.Y. (212) 496-4500. E. and 471.

SERVICE FOR GAMES AND MUSIC. Ten week night course teaches practical techniques. Theory, operation, troubleshooting. MANNING MUSIC COMPANY, 7718 Fullerton Rd. LaGrange, Los Angeles, California. 212-420-0300.

YOUNG WRITER-PRODUCER with sources for artists/record companies needs experienced writer-producers. Send record company name and studying to Alida Wells. Also 10% of sales. Alida Wells Drive In Orange, Ca. 92704.

BIZMARK MUSIC PUBLISHING CORPORATION and BAR-JO RECORDS, Inc. needs investors and stockholders to re-establish music business. Will BAR-JO at 83-45 Vector Ave. Suite 287 Emeryville, N.Y. 11373 or call 718-899-1629 or p. 1-194.

BUSINESS OPPORTUNITY — Sell reconditioned flipper games, pinball games and arcade equipment video games and attack robots to operators in your area. Write for weekly list of available equipment and current prices furnished. Call or write for membership catalog. CARNIVAL TRADERS DISTRIBUTORS, INC. 2313 Olives Street St. Louis Missouri 63114. P. 312-351-3511.


OPERATORS — We used record buyers not over 1 year old — 10 cents each plus postage JOHN M. ALVESBURY & CO., 9707 S. Averill Ave. Garden Grove, Calif. 92641-714. 573-9307.

KING OF MUSIC RECORDS is looking for reps. Send tape of Audio Recordings. 100% -10% of sales. Behind the scenes in the music industry. Write: COIN MACHINES, P.O. Box 810. Nicoma Park, Okla. 73060 (405) 769-5434.

FOR SALE. Arron. 2000 45's from 1986 through 1975. Take all 5 each plus ISC postage. Charles Zier. P.O. Box 425 Taron Springs Fla. 33566.

OPERATORS — We used buy records right off your jockeys on a cash basis. We pay fast Call Mr Andrews (516) 829-3333.
Bulldust II
mills went up sharply in June over May, and still higher in July over June.
Loose-in-the-mails are the biggest headache on record mailers, not least because invoices are lost and customers are billed unfairly, but also because the Postal Service has cut back on its service and may face more problems at a time when the Postal Service Subcommittees against the practice of auctions, saying they created unfair competition. (See Cash Box, June 5, 1976.)

Auction Problems
A three-month moratorium on the auction has been in effect since June 1st while a Postal Service task force works to solve problem through auctions. Record companies have talked to the task force members and are waiting for the report.

Darwin Sharp, USPS director of the Office of Mail Classification says a draft report is ready but has not been approved by top management. He expects it to be out by the end of the month.

Although Sharp would not comment on the contents of the report, he did say: "It's safe to say some changes in present practices regarding loose-in-the-mail and dead parcel post will occur. This does necessarily mean a cessation of sales, however.

Station Breaks 11:30
Scotty Gentry,
Chicago's newest midday jock at WBEW, Albertown, Roberts, from WEEU in Reading, replaces Guy Randal Ackley, who becomes manager of the station. Russ Martin, formerly with KRRS, Corpus Christi, has been hired by WBSR, Pensacola to work morning drive shift. He succeeds the McCoy who moves to WGOW, Chattanooga as program director. Bob Morgan new at WARD, Spartanburg Morgan developed the new format and joins the station from the WBT, Charlotte. Dean Mitchell out as music director at KEX, Miami.

Primary Ads
11:30 - Don't Break - Elton & Kiki
15 To 11 - Shake Your Body - KC & The Sunshine Band
23 To 17 - I'd Really Love - England Dan & Coley
30 - KC & The Sunshine Band

Playlist
24 gauge programming variety by using the sales research we do. That's what tells us what we should buy and with the request tally sheets indicating who's request-what, we've got a pretty good picture as to what our listeners want to hear played on WMEL.

More Variety
Exposing new product is a must for WMEL, according to station manager Chris Kelly. He felt that offering the public some variety of exposing new product was the answer. Kelly feels that the station's playlist quality should vary with the quality of product available from the record companies.

He added: "And as you'd dweet the new product weekly. We don't expose all the new product at once, either," said Early. "New records are usually added at the rate of one a day, to keep the station sounding fresh." He also mentioned that the rotation of new product is usually limited to about two minutes every two hours and fifteen minutes. In other words, a listener would not be able to listen to more than two and a quarter hours without hearing a new song.

Playlist Philosophy
Every station is concerned with playing the record's audience wants to hear. Whether the station gathers this information from sales research or request tallies, the end result is usually research that is used in present and future playlist creation.

Bill Early believes the playlist is an excellent means to offer the public variety for WMEL. He decided to add chart numbers to ten additional records on the station playlist which means that records other than the top 30 will be seen by the trades, record promotion people and the audience itself. Giving the extra ten records more mileage will not affect many to them and adapting to fewer records when good product is lacking helps keep the success of the station.

Arista Holds Retailer Dialogues - Aristas Records president Clive Davis recently held four dialogues with record retailers in New York, Los Angeles, Chicago and Minneapolis. Shown above are scenes from the various gatherings. (Top left photo) The ballroom at New York's Park Lane Hotel where retailers listened to a preview of Aristas fall releases. (Top right photo) Lou Reed walks to podium after the announcement of his signing by Davis during the retailer dialogue in New York. (Middle left photo) Davis addressing the attendees at a retailer dialogue. (Middle right photo) Shown at one of the dialogues are (from l to r) Rick Debbis, director of artist development for Aristas, Funky King member Jack Tempchin, Davis; attorney John Frankheimer. (Bottom left photo) Davis is seen with members of the group Silver and their manager John Hartman. (Bottom right photo) Shown (llo) are Roger Birnbaum, Aristas' director of west coast A&R, Mike Connors, attorney for Randy Edelman; Randy Edelman, newly signed Arista artist; Davis.
New York Radio Stations To Battle z 20

still charged for the message.

Redman's company is "totally prepared to go to the Public Service Commission to fight the proposal and will educate the public in the wrong use of policy is unfair." The station would only have to pay for the installation of the answering device, but Douglas said the listeners would be charged for each call. It is estimated that "it might result in $5 million dollars more revenue a year for the phone company. It's not a new program ... we used the phone lines for five months last year and it was one of the biggest negatives I ever had to deal with."

Douglas said hundreds of thousands of dollars have been spent by the phone companies and they're saying they'd rather get a busy signal than be answered by a machine and hung up on.

WABC's program director, Rick Slater, called the proposal "horrendous." He said the phone company wanted to reinstate the measuring machines August 5, but WABC succeeded in getting a 30 day stay that postdated the date to September 5. "ABC Radio has filed a petition to have the machines stay on,"

For The Record z 28

FOR YOUR ENTERTAINMENT — The New England Blues Festival, held Saturday August 23, at the Waterfront Park, Kiwanis, Kiwanis of Providence, Roy Buchanan, Freddie King, Buddy Guy and Junior Wells, and Roomful Of Blues ... This week of August 23 will see the Mike Douglas Show transformed to "Mike and The Rising Stars," with a different special guest each weekday beginning Monday. Natalie Cole, Keith Carradine, Bobby Bare Jr. & Cold Chisel, and G.C. Cameron ... On September 17th, the free summertime festival, will run from Tuesday August 17 through Labor Day weekend ... John Miles' New York performing debut will be on cable television Channel 1, on Sunday, August 23rd. Miles will be performing an entire album of his new release, "Wing," originally recorded as a solo by John Miles ... Airng August 21 over WNEW-TV, Don Kirshner's Rock Concert will present Sha Na Na, Betty Wright and Andrew Gold ... Keith Jarrett will be featured in the PBS jazz series Art Of The Day; the show will premiere on Monday, August 21st. The Westcoast and British Motor Car Distributors are working on a "Get Into Spiffline" promotion, whereby a free "in your area" single by Jefferson Starship will be given to anyone who test-drives a Triumph Spitfire in the area. In addition, a drawing of contestants entries made at over 75 stores on the coast will end with a giveaway of three Triumph Spifflines ... Stephen Metz and Stephen Singer, owners of the Beacon Theater in New York, have formed SingMet Enter...norton R. Smith, owner of The Fleet School, England, will bring their 600 pound mascot, Natl the lion, along for the ride ... RCA Records International Publishing has concluded an agreement with Koppelman/Barinder Music, the New York-based administration company that represents works owned by United States, Canada and Germany ... What to do with a lemon? CBS-Sony Records Inc., a jointly owned record sales company in New York, has established a lemon-growing subsidiary — Tangerines — ... As you read this, Clive Davis is addressing a press conference called in New York for August 18, "with major news to ... ph diemare.

Secondary Addys z 34

CASH BOX INTERNATIONAL

WEA National Sales & Promotion (Canada) Convention Details Advance Tour Support

TORONTO — The WEA national sales and promotion convention was held in this city last week attended by lttle fanfare to publicize itself.

Termed a “modest” affair by Don Grant, vice president marketing, WEA, entertainment from the companies’ five national branches met for two days of product presentations and seminars at the Inn On The Park hotel here.

Whitney Early, director, Latin America, Green announced an 18-percent increase in releases for the fall period, with a total of titles distributed this year described as significantly higher than last year.

Approximately 150 records were released in the first 10 months of 1982 and 900 releases are expected for the remainder of the year.

Honors this Bicentennial, in pangs Bachman-Turner Overdrive have felt the pressures of low attendance figures, especially in their central territory.

In the past month national tours by Manfred Mann/Starz and Freddie Fender have been cut short or totally dismantled because of poor advance ticket sales.

In Montreal, during the Olympic period, advance sales on concerts by solo artists represent an outpouring of support from local fans.

Bachman-Turner Overdrive have felt the pangs of low attendance figures, especially in their central territory.

Club operators in central Canada, the prairie regions and western Canada have also changed under standardized conditions.

More Bicentennial Honors From Canadian National Exhibition

TORONTO — The Canadian National Exhibition will observe its 100th anniver- sary this September 18-22.

Toronto’s Bicentennial will be observed in the spirit of the past with the celebration of the bicentennial and the bicentennial.

It is a dilemma that is gradually coming to a head with and it could stand the destiny of nationalism in Canada.

GRT Meet Switches Mexico For Tahiti

SUNNYVALE, CA. — GRT Corporation has changed the site for its Pro Forum fall program from Manzanillo, Mexico to the Polyneian island of Tahiti.

According to GRT president Alan J. Bayley, “The change was a result of recent discussions with Latin American representatives of GRT’s Pro Forum in Mexico as our major program seemed particularly inappropriate for our industry.”

GRT’s annual fall program used to promote its catalog of music tapes.

WEA Int’l. Sets Montreux Site For First World Meet

LOS ANGELES — WEA International will hold its first international sales function in Montreux, Switzerland, September 8-10. According to president Neshi Eretian, all of the company’s major markets — U.S., Canada, Europe and licenses will attend the meeting.

In addition, the top U.S. executives from Warner Bros., Records, Elektra/Asylum Records and Atlantic Records will be present, as well as regional representatives of the international divi- sions of the companies.

The meetings will be held at the Hotel Palace in Montreux. Sales representatives of fall and winter releases will be made at the meetings by the three U.S. companies and WEA’s 21 affiliated companies throughout the world.

Executives coming from the U.S. companies include, John Van, president, Warner Bros.; Ron Green, managing director, Atlantic Records; Mo Ostin, chairman, and Steve Barthelemy, executive vice president, Warner Bros. Records; Joe Smith, chairman, and Mel Posner, president, Elektra/Asylum Records. David Horowitz, executive vice president of Warner Communications Inc., also will be present at the meetings.

Cabal Releasing Puerto Rican Velvet Catalog

BUENOS AIRES — Edmundo Calcagno, manager of Cabal Records, reported to Capital he is in the process of releasing the Velvet catalog from Puerto Rico.

First album to be marketed has been recorded by Manny Rivera, a strong name in the Latin Market.

On the other side, BASF in Venezuela is releasing three LPs recorded by Cabal in Argentina, and will release seven titles. Calcagno is planning a further expansion into the European market by John O’Shea, some Cabal albums have been released already in Spain, France and other countries.

Mario Pizzurco, RCA’s creative director, has returned from a trip to Venezuela (where he attended the RCA Latin American gathering), Miami, New York, Nashville and Los Angeles. In these cities Pizzurco visited the labels RCA distributes in Argentina and was present at recordings sessions.

He stated that the Latin American market, Pizzurco considers that, with the exception of the musicians alone, the Latin American music market is in a position to compete with recordings coming from Spain, which have gained strong accep- tance in several countries during the recent past.

Fernando Esperon, promotion manager of RCA, reports the release of new albums by Enoch Light and one by Urbe Green’s Band, under the Project Three label. On the local side there is a new album by the group Vanguard, an LP with Evergreens by Derek Smith & Venus, and a new recording, Hugo Diaz, devoted to the music sung forty years ago by Carlos Gar- del.

CBS-Sony, Polydor Winter Strategies

TORONTO — CBS-Sony and Polydor have revealed early strategies for the upcoming winter sales months.

CBS-Sony is expected to release a “Golden Special 1500” series Oct. 20, followed by a “Super Deluxe Mirage 3000” series of stones for the Christmas season. First hits of a winter campaign, were ordered at the end of July. Both deal in mood music, which CBS-Sony is apparently emphasizing this time around.

Polydor has ordered a “Perfect Series” special project for the year-end term and falls into the mood music category. There are other artists popular (James Last, Bert Kaempfert and Japanese music).
Transatlantic Solidly Entrenched After 13 Months `Whole-Hearted' Acceptance of Granada TV Deal Lends Label `Expertise, Resources'

LONDON — A major expansion of repertoire embracing rock, jazz, MOR and country and an increase in the singles market are the resultant of Josef-M stuck fourteen months ago to take his Transatlantic Records Group into the corporate fold of the Granada TV Empire.

Joseph launched Transatlantic fifteen years ago as a one-man import business, and built it up steadily into an important and respected label specializing in folk-oriented material and classical music, the latter mainly featuring fellow small but Select Unicorn catalog which Transatlantic handles for the world.

13-Month Decision

He took six months to make up his mind after receiving the offer from Granada, whose activities now take in standard and classical music publishing via acquisition of the Novello Company, paperback publishing and various leisure industry involvements.

"One of the key problems in staying independent is when you get to a certain point of growth and lack the necessary capital to keep going," Mr. Garton pointed out. "Once I made up my mind to accept the Granada deal, I went into it whole heartedly and I haven't regretted it an inch," he added. "I don't enjoy the formality of the corporate situation, but in terms of business expertise and resources there is absolutely no doubt about the value of the move.

"We are now into the singles market on a regular basis as opposed to an occasional lucky break basis. Furthermore, we are releasing three a month over the next year, and we're close to breaking two in the shape of 'La Sirena' by Sonny Worthing and 'Crying In The Rain' by May McKenna. The Worthing record is also doing well on the continent, particularly in France and Holland, and we're hoping it will grow into another 'Y Vive Espana' type of standard."

Back-Catalogue

Transatlantic is also picking up several international releases by Tony Bennett through its pact with Bennett's Improv Records enterprise. Others in the current Transatlantic lineup of MOR talent are the Pasadena Roof Orchestra, Ray McVay and his "Band of the Day" and the Geraldos Orchestra.

In the rock field, Joseph enthuses about Albert V Los Trios Paranoas and Duncan Brown and Metro. Joseph also anticipates releasing compilation albums such as one by top British tunsters Ronnie Barker and Ronnie Corbett and an anniversary international benefit LP entitled "I Poke In The Eye With A Sharpy Stick," showcasing a host of British comic talent including the Goodies, John Cleese and Monty Python.

World-wide in appeal.

Transatlantic is represented in the States by Rounder Records on the pop side and by Sonet Records and publishers in Chicago for classical repertoire.

"We're represented in all the major territories of the world except Romania, "on a catalo" basis apart from the States where we do artist-by-artist deals. A lot of our arrangements are long-standing ones, such as our deal with Sonet in Sweden which is now twelve years old."

Sonet-Ricordi European Deal; Flying Fish To Swede-Brit. Dist.

STOCKHOLM — Following an agreement between Sonet, a label in the AB and Ricordi, the Swedish-British Sonet label will now be introduced in Italy. This is the first time Sonet has been used for manufacturing in Italy. Sonet plans the first releases are albums by Dizzy Gillespie, Sonny Stitt, Art Blakey, Lee Konitz, Al Grey Alder, Don Cherry, Jones Tonolen and Leo Kottke.

Sonet has also announced the signing of the U.S. independent label Flying Fish for European distribution. Artists featured in the first Sonet release from the Chicago-based label this autumn include Lester Flatt, John Hartford, Buddy Emmons, Vassar Clements and the Bogan, Martin & Armstrong string band. Flying Fish product will be released in Europe through Sonet in Britain under the Sonet label and the Flying Fish artist to visit Europe under the deal is John Hartford.

Sonet also represents Alligator, Kicking Mule, Specialty and Takoma, all American labels.

Japanese Publishers (MPA) Seek Police Help Vs. Pirates

TOKYO — The Music Publishers Association of Japan (MPA) has submitted a petition to the Tokyo Metropolitan Police asking for search and exposure of illegal records and tapes, which have been rampant in Japan recently.

Attaching importance to the fact that the pirated recorded and tapes are "infesting" this country, the MPA is also consulting with JASRAC (Japan's association of authors and composers) to consider control measures.

Kusano, director of the MPA, together with Kawabata, MPA secretary and Miyazawa, chief of the business section of JASRAC called on the Tokyo metropolitan police July 28 to introduce the petition which reads, "The infestation of bootlegged records and music tapes is intolerable in present-day Japan. In connection with this, therefore, we are becoming the target of adverse criticism from associated persons of many foreign countries. Japanese music publishers in particular have been required by foreign publishers to take steps to meet the situation. Judging from these circumstances, MPA has decided to ask the Tokyo metropolitan police to take control measures."

The Tokyo metropolitan police are now studying pertinent measures to exterminate the illegal records and tapes.

`Rocka' Concept LP Package From Albert Music

SYDNEY — Albert International Music heads into an involved marketing campaign August 23 with the Australian release of a six-song, 35-minute motion picture short available to cinemas, featuring several artists from the album; and a four-week campaign centered around the Countdown television show on the non-commercial ABC-TV network. The package retail price for $4.99 (casette $5.99) and has a total length of one hour. Rockas is the brandchild of Albert International vice president Chris Gibby.

Customs Post

"Customs Post" is a regular feature providing a whereby the industry can keep abreast of which executives are in and out of the U.S. on International business. Listings are alphabetical. Deadline for listings is noon, Thursday.

Phil Alexander, assistant to the president, ABC International—To Toronto Aug. 18 for GRT sales convention.

Elaine Corlett, director, artist development, ABC International—To Toronto Aug. 18 for GRT sales convention.

Gary Van Egmond, concert promoter, Australia/New Zealand—In New York, Los Angeles Aug. 13 through Sept. 5 on a buying trip.

Roland Kluger, United European Distributors—In Tokyo Aug. 20—Sept. 13.


Marie McAlis, artist development coordinator, ABC International—To Toronto Aug. 18 for GRT sales convention.


Helen Pine, marketing director, ABC International—To Toronto Aug. 18 for GRT sales convention.

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America August 12 at 10 a.m.

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<td>Peso (Argentina)</td>
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<td>Week(s) On 8/14 Chart</td>
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<td>25 A NIGHT AT THE OPERA</td>
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<td>26 WHISTLING DOWN THE WIRE</td>
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<td>27 ALL THINGS IN TIME</td>
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<td>28 HOT ON THE TRACKS</td>
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<td>29 OLE ELO</td>
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<td>30 DREAMBOAT ANNE</td>
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<td>31 DIANA ROSS' GREATEST HITS</td>
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<td>32 STARLAND VOCAL BAND</td>
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<td>33 ANOTHER PASSION</td>
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<td>34 GET CLOSER</td>
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<td>35 NATALIE</td>
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**36 ALICE COOPER GOES TO HELL** 6.98

**37 A KIND OF HUSH** 6.98

**38 LONG HARD RIDE** 6.98

**39 ROYAL SCAM** 6.98

**40 HERE AND THERE** 6.98

**41 HAPPINESS IS WITH THE SPINNERS** 6.98

**42 STEAL YOUR FACE** 6.98

**43 BLACK AND BLUE** 6.98

**44 SUMMERTIME DREAM** 6.98

**45 TAKIN' IT TO THE STREETS** 6.98

**46 DIANA ROSS** 6.98

**47 FIREBALL** 6.98

**48 JAILBREAK** 6.98

**49 MANHATTANS** 6.98

**50 JOHN TRAVOLTA** 6.98

**51 RASTAMAN VIBRATION** 6.98

**52 MOTHERS CONNECTION** 6.98

**53 OLIAH OF SUNHILL** 6.98

**54 MIRROR** 6.98

**55 SONG OF JOY** 6.98

**56 SLEEPING BEAUTY** 6.98

**57 TOO OLD TO ROCK 'N ROLL — YOUCR YOUNG TO DIE** 6.98

**58 AGENTS OF FORTUNE** 6.98

**59 I WANT YOU** 6.98

**60 CHICAGO'S GREATEST HITS** 6.98

**61 MUSIC, MUSIC** 6.98

**62 ARE YOU READY FOR THE COUNTRY** 6.98

**63 THREE** 6.98

**64 I'M EASY** 6.98

**65 SKY HIGH** 6.98

**66 HISTORY — AMERICA'S GREATEST HITS** 6.98

**67 THIS ONE'S FOR YOU** 6.98

**68 FEVER** 6.98
### Japan

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<td>Yokoouchi Story</td>
<td>Momoe Yamaguchi - CBS-Sony</td>
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<td>Akayi High Heel</td>
<td>Hiromi Ohta - CBS-Sony</td>
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<td>Beautiful Sunday</td>
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<td>Soul Dracula</td>
<td>Hot Blood - Overseas/Teichiku</td>
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<td>Ganpeki No Haha</td>
<td>Yuriko Futaba - King</td>
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<td>Wakaite Kudasayi</td>
<td>Akira Inagata - Discomate</td>
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<td>7</td>
<td>Kitaro Yadojika</td>
<td>Harumi Miyako - Columbia</td>
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<td>8</td>
<td>Kira meki</td>
<td>Goro Noguchi - Victor</td>
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<td>Keyobil Shiken</td>
<td>Chiyoko Matsumoto - Canyon</td>
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<td>Yamaguchi Shanchi No Tsutomukumon</td>
<td>Kozuyu Saitoh - Phonogram</td>
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<td>Bongayedori</td>
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<td>Oh M Marylana</td>
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<td>Sexy Bus Stop</td>
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<td>Mr. Melody</td>
<td>Natalie Cole - Capitol/Toshiba</td>
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<td>Tokyo Sabaku</td>
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<td>Quiero</td>
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<td>Llamada De Amor Iindy</td>
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<td>Solo Tu</td>
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<td>Serenata Para Dos Amores</td>
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<td>Let's Twist Again</td>
<td>Chubby Checker</td>
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<td>Historia Triste De Una Muchacha</td>
<td>Quique Villanueva - RCA</td>
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<td>7</td>
<td>Otra Mujer</td>
<td>I Cugini di Campagna - Music Hall</td>
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<td>Amor Sentimental</td>
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<td>Tema De Mahogany</td>
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<td>10</td>
<td>Yo Vi Llorar A Dios</td>
<td>Cuarto Nuestro Tiempo - Polydor</td>
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<td>11</td>
<td>La Ultima Nieve Del Invierno</td>
<td>Franco Micalizzi - RCA</td>
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<td>Hay Una Excepc De Silencio</td>
<td>Carpenters - A&amp;M</td>
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<td>Dama De Azul</td>
<td>Joe Dassin - Music Hall</td>
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<td>Vete Vete</td>
<td>Los Blue Caps - Philips</td>
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<td>Dicen Que No Tiene Novio</td>
<td>Raul Padovani - EMI</td>
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<td>Me Gusta Amar</td>
<td>Tina Charles - CBS</td>
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<td>Mi Amante Y Mi Companera</td>
<td>Daniel Blanco - Music Hall</td>
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<td>Siente Mi Amor</td>
<td>Diego Verdaguer - Music Hall</td>
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### Australia

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<td>Silver Studs - Polydor</td>
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<td>7</td>
<td>We Do It</td>
<td>R&amp;J Stone - RCA</td>
</tr>
<tr>
<td>8</td>
<td>Fernando</td>
<td>Abba - RCA</td>
</tr>
<tr>
<td>9</td>
<td>On The Prom</td>
<td>Ol’55 - Mushroom</td>
</tr>
<tr>
<td>10</td>
<td>Movie Star</td>
<td>Marlo - EMI</td>
</tr>
</tbody>
</table>

### Top Five LPs

<table>
<thead>
<tr>
<th>Number</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Take It Greasy</td>
<td>Ol’55 - Mushroom</td>
</tr>
<tr>
<td>2</td>
<td>Beautiful Noise</td>
<td>Neil Diamond - CBS</td>
</tr>
<tr>
<td>3</td>
<td>Best Of Abba</td>
<td>Abba - RCA</td>
</tr>
<tr>
<td>4</td>
<td>A Night On The Town</td>
<td>Rod Stewart - WB</td>
</tr>
<tr>
<td>5</td>
<td>Frampton Comes Alive</td>
<td>Peter Frampton - A&amp;M</td>
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</table>

### Great Britain

<table>
<thead>
<tr>
<th>Number</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Don’t Go Breaking My Heart</td>
<td>Elton John &amp; Kiki Dee - Rocket</td>
</tr>
<tr>
<td>2</td>
<td>A Little Bit More</td>
<td>Dr. Hook - Capitol</td>
</tr>
<tr>
<td>3</td>
<td>Misty Blue</td>
<td>Dorothy Moore - Contempo</td>
</tr>
<tr>
<td>4</td>
<td>Young Hearts Run Free</td>
<td>Candi Staton - Warner Bros.</td>
</tr>
<tr>
<td>5</td>
<td>The Rousseaux Phenomenon</td>
<td>Demis Roussos - Philips</td>
</tr>
<tr>
<td>6</td>
<td>Kiss And Say Goodbye</td>
<td>Manhattan - CBS</td>
</tr>
<tr>
<td>7</td>
<td>Heaven Must Be Missing An Angel</td>
<td>Tavares - Capitol</td>
</tr>
<tr>
<td>8</td>
<td>You’re My Best Friend</td>
<td>Queen - EMI</td>
</tr>
<tr>
<td>9</td>
<td>It Only Takes A Minute</td>
<td>100 Tons &amp; A Feather - UK</td>
</tr>
<tr>
<td>10</td>
<td>You’re Me Everything</td>
<td>Real Thing - EMI</td>
</tr>
<tr>
<td>11</td>
<td>You Are My Love</td>
<td>Liverpool Express - Warner Bros.</td>
</tr>
<tr>
<td>12</td>
<td>Man To Man</td>
<td>Hot Chocolate - Rok</td>
</tr>
<tr>
<td>13</td>
<td>Jeans On</td>
<td>David Dundas - Air</td>
</tr>
<tr>
<td>14</td>
<td>Let’s Stick Together</td>
<td>Bryan Ferry - Island</td>
</tr>
<tr>
<td>15</td>
<td>I Love You</td>
<td>T. Rex - EMI</td>
</tr>
<tr>
<td>16</td>
<td>The Boston Tea Party</td>
<td>Alex Harvey Band - Mountain</td>
</tr>
<tr>
<td>17</td>
<td>Now Is The Time</td>
<td>Jimmy James - Pye</td>
</tr>
<tr>
<td>18</td>
<td>Leader Of The Pack</td>
<td>Shangri-las - Contempo</td>
</tr>
<tr>
<td>19</td>
<td>Back In The USSR</td>
<td>Beatles - Paraphone</td>
</tr>
<tr>
<td>20</td>
<td>I Recall A Gypsy Woman</td>
<td>Don Williams - ABC</td>
</tr>
</tbody>
</table>

### Holland

<table>
<thead>
<tr>
<th>Number</th>
<th>Artist</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Nice ‘N Slow</td>
<td>Jesse Green - Red Bus</td>
</tr>
<tr>
<td>2</td>
<td>Kiss And Say Goodbye</td>
<td>Manhattans - CBS</td>
</tr>
<tr>
<td>3</td>
<td>Standing On The Inside</td>
<td>Fullhouse - CBS</td>
</tr>
<tr>
<td>4</td>
<td>Show Me The Way</td>
<td>Peter Frampton - A&amp;M</td>
</tr>
<tr>
<td>5</td>
<td>You To Me Are Everything</td>
<td>Real Thing - Pye</td>
</tr>
<tr>
<td>6</td>
<td>Don’t Go Breaking My Heart</td>
<td>Elton John &amp; Kiki Dee - Rocket</td>
</tr>
<tr>
<td>7</td>
<td>Doktor Bernhard</td>
<td>Bonnie St. Clair - Philips</td>
</tr>
<tr>
<td>8</td>
<td>Sunshine Baby</td>
<td>Classics - Killjoy</td>
</tr>
<tr>
<td>9</td>
<td>I’ll Go Where The Music Takes Me</td>
<td>Jimmy James &amp; The Vagabonds - Pye</td>
</tr>
<tr>
<td>10</td>
<td>The Man From Manhattan</td>
<td>Eddie Howell - Warner Bros.</td>
</tr>
</tbody>
</table>

### Italy

<table>
<thead>
<tr>
<th>Number</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Non Si Può Morire Dentro</td>
<td>Gianni Bella - Derby</td>
</tr>
<tr>
<td>2</td>
<td>Ramala</td>
<td>Afric Simone - Barclay</td>
</tr>
<tr>
<td>3</td>
<td>Linda Bella Linda</td>
<td>Daniel Sentacruz - EMI</td>
</tr>
<tr>
<td>4</td>
<td>Europas</td>
<td>Santana - CBS</td>
</tr>
<tr>
<td>5</td>
<td>Dolce Amore Mio</td>
<td>Santo California - Yep</td>
</tr>
<tr>
<td>6</td>
<td>La Prima Volta</td>
<td>Andre &amp; Nicole - EMJ</td>
</tr>
<tr>
<td>7</td>
<td>Fernandio</td>
<td>Abba - RCA</td>
</tr>
<tr>
<td>8</td>
<td>Tu E Cost</td>
<td>Franco Simone - Rifi</td>
</tr>
<tr>
<td>9</td>
<td>I’m Easy</td>
<td>Keith Carradine - ABC</td>
</tr>
<tr>
<td>10</td>
<td>Amore Mio Perdonami</td>
<td>Jul &amp; Julie - Yep</td>
</tr>
</tbody>
</table>

### Top Ten LPs

<table>
<thead>
<tr>
<th>Number</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Beautiful Noise</td>
<td>Neil Diamond - CBS</td>
</tr>
<tr>
<td>2</td>
<td>Frampton Comes Alive</td>
<td>Peter Frampton - Arista</td>
</tr>
<tr>
<td>3</td>
<td>It’s Raining In My Heart</td>
<td>Lee Towers - Ariola</td>
</tr>
<tr>
<td>4</td>
<td>Viva</td>
<td>Roxy Music - Ariola</td>
</tr>
<tr>
<td>5</td>
<td>Once Upon A Time In The West</td>
<td>Ennio Morricone - EMI</td>
</tr>
<tr>
<td>6</td>
<td>Desire</td>
<td>Bob Dylan - CBS</td>
</tr>
<tr>
<td>7</td>
<td>Life In London</td>
<td>John Denver - EMI</td>
</tr>
<tr>
<td>8</td>
<td>Black And Blue</td>
<td>Rolling Stones - WEA</td>
</tr>
<tr>
<td>9</td>
<td>Sweet Memories</td>
<td>Tumblerweeds - LASF</td>
</tr>
<tr>
<td>10</td>
<td>Reach For The Sky</td>
<td>Sutherland Brothers &amp; Quiver - CBS</td>
</tr>
</tbody>
</table>

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Cash Box | August 21, 1976
"ASLEEP AT THE WHEEL"

offers an overview of American popular music. The group specializes in western swing, a melange of country, blues and jazz pioneered nearly 40 years ago by Bob Wills and His Texas Playboys. The versatile band also plays be-bop, boogie, mainstream country, blues and Cajun music with equal zeal!"

—Jon Bream
Minneapolis Star

Their new album
WHEELIN' AND DEALIN' (ST-11546)
includes their new single, Bobby Troup's ROUTE 66! (4319)