BEE GEES/EXCELLENCE IN TRIPLICATE

Sam Goody Lowers LP Price To $2.99
As Discount Records Exits NYC Market
ABC Regional Meetings
Key On Catalog, New Product
Proposed Preticketing Guidelines
Offer Manufacturers, Retailers A Break
Terry Ellis On Chrysalis Philosophy
Cash Box Moves L.A. Office
Creative Catalog-ing (Ed)
Jane Olivor: A most extraordinary lady.

“A superstar is emerging right before our eyes.”
—Cue Magazine

“Possibly the most exciting new femme singer on the pop scene in the last decade.”
—Variety

“She uses her voice like a cello... what clarity, what beauty... and what an electrifying yet unassuming presence.”
—Chicago Tribune

“Each of her songs is characterized by a fierce, blissful concentration on the lyrics, a dramatic intensity. Much of the material is not ordinary, and what is familiar she strives to make extraordinary.”
—Chicago Daily News

“A songwriter’s dream... a singer who disdains the accessible surface emotions of a song in order to get at and deliver its essential truth.”
—Record World

If you haven’t heard Jane Olivor yet, all this might sound like hype. If you have heard her, it’ll sound conservative. The facts: She’s been getting the kind of airplay promotion men only dream about. When she performed on “The Merv Griffin Show,” she ran away with the whole evening (and earned herself a repeat engagement, with more TV dates coming up). And her club appearances—in Denver, Dallas, Chicago, every place she plays—have been nothing short of sensational. Her album is called “First Night.” An album that’s more than a beginning. “First Night.” Jane Olivor. A touch of perfection on Columbia Records and Tapes.

Produced by Jason Darrow. Musical Director Jeremy Stone.
Creative Catalog—ing

It's a fairly safe bet that retailers around the country will start stocking ample supplies of LPs by today's major superstars once October rolls around and the drive toward another holiday season is underway. But what about marginal acts or artists who have no fall releases? What will be the fate of novelty and other specialty items? ABC's Don England made a significant point last week (see page 7) when he told his Western branch personnel to think about every item in the ABC catalog.

England and other knowledgeable record company sales people have long been aware of the potential of catalog, especially during the holiday buying season, and the emphasis placed upon it in early September is hardly too early. The idea of sales personnel inventing incentive sales programs to move catalog is not in itself revolutionary, but some of the actual campaigns for the fall of '76 may be every bit as imaginative and well planned as any we've yet witnessed.

The 'think of every record' philosophy is indeed the first step to a successful catalog drive. It is during the holiday season that the demand for obscure or nonessential merchandise reaches its peak, and surveys have indicated that retailers return a significantly smaller percentage of catalog product ordered for this period. The intrepid salesman who organizes a blues, jazz or individual artist program involving multiple catalog titles always seems to do well. And the potential to do better appears to be unlimited.

No label ever releases product by every one of its artists at any one time, but that's no excuse for failing to maximize catalog sales of the artists who don't make the September release. For every current piece of product that is a certified hit, there are numerous albums sitting in branch warehouses gathering dust. There may be an occasional temptation to treat them as orphans in need of a good home, but it can be resisted in favor of a creative merchandising program that retailers will find irresistible.

Artist or theme sales work, and they represent, in essence, found money to manufacturers who have already paid the cost of recording and packaging. This is significant because it insures a infusion of fresh cash into the lifeblood of the record industry - cash that can provide a comfortable cushion with which to begin 1977, and, more importantly, cash that can be used to develop new artists. With many retailers looking forward to the best holiday sales in their history, the door is wide open to the creative merchandiser, and it will be the most creative that captures the lion's share of the dollars.
Barry Manilow had 18 concert dates in August.

Every one was sold out.
BURTON CUMMINGS' "STAND TALL."

WE SAID FROM THE BEGINNING THAT PORTRAIT RECORDS WAS TO BE DEDICATED TO JUST A FEW GOOD ARTISTS. WE'RE PROUD TO ANNOUNCE THAT THE FORMER SONGWRITER AND SINGER BEHIND MOST OF THE GUESS WHO'S NUMEROUS HITS IS THE ARTIST WHOSE SINGLE WILL DEBUT OUR NEW LABEL. PRODUCED BY RICHARD PERRY.
Record Bar Holds Annual Convention

NEW YORK — The Record Bar, a national record retaining chain based in Durham, N.C., announced plans today for its annual convention, scheduled for September 2-5 at Hilton Head, South Carolina.

The purpose of the series of conferences was essentially two-fold, according to Barrie Bergman, president and chief executive officer of the chain. “First, we wanted to reach out and talk to all the people about our plans for the upcoming Christmas season. In addition, we wanted to present the opportunity for all the different dealers to see the full-line warehouse which will eventually supply all our stores from a $2 million inventory, and acquire our employees a real feel for the computer purchasing system, which we hope to have operational next month.”

In attendance were managers from the 70 stores as well as representatives from a number of record companies, who addressed the Record Bar staff during the four-day conference.

“This was by far the most successful convention we’ve ever had,” explained Bergman. “The people went away with a good feeling and understanding of what our company is about.”

ABC Regional Sales Meeting Stresses Catalog, ‘Exciting’ Fall Music Program

MARINA DEL REY, CA. — In the first of three regional sales meetings, spokespeople for ABC Records and affiliated labels stressed unity of purpose and emphasized the need to focus on the retailing of the company’s fall marketing and merchandising campaign entitled “ABC, That’s a Fact.”

The three hour presentation, which was repeated last week in Chicago and New York, was an all-encompassing view of ABC product and sales functions.

The show was emceed by sales manager Mel Price. After some preparatory remarks, England, the company president, and sales director, who addressed some general remarks to the gathering of well over 100 ABC dealers, was focused sharply on the next few months, saying that ABC was releasing some “great new product. I promise that this will be an exciting fall for us.”

ABC Corp. Behind Label

Leonard Goldenson, chairman of the board of the parent company of ABC, Goldenson declared, “and we believe that ABC Records will continue to be a major force in the music industry.”

Goldenson was a convincing speaker, and his convictions set the stage for some enthusiastic remarks from Charlie Minor, recent appointee to the position of ABC national sales director. Minor said that he was excited to be working at ABC, and added that the people he was working with was “a top-notch, professional, England Focus On Catalog

In a fairly orchestrated talk near the end of the program, ABC vice-president of sales, Bob Mankiewicz, presented his company’s attempts to present to think about catalog “all the time.”

Pointing out what seemed to him to be a strong lack of awareness, he suggested that the branch managers use their collective imaginations and initiate sales programs on these strong catalog items. “Have you thought about starting a sales program with say B.B. King?” England asked in a series of rhetorical questions, “I sure as hell hope so.” he concluded. England’s talk was accompanied by a synchronized series of slides that presented an image that was keyed to a specific though. He encouraged his listeners to expand their thinking to include a total approach to the catalog, “who is it that you could help us sell ABC records?”

Mankiewicz pointed out that the company was concentrating on the fall catalog, which is the company’s most important — “The fall catalog is the key to what ABC is all about.”

New Product From Affiliates

Katz pointed out that ABC’s classical lines — Seon and Westminster — explained to sales personnel that the classical market was huge, and virtually untapped. He said that one of the company’s biggest strength — our catalog. — New Product From Affiliates

Katz pointed out that ABC’s classical lines — Seon and Westminster — explained to sales personnel that the classical market was huge, and virtually untapped. He said that one of the company’s biggest strengths — our catalog.

Proposed Preticketing Guidelines Offer Manufacturers, Retailers A Break

WASHINGTON, D.C. — New guidelines on preticketing — manufacturers’ practices of selling advance tickets at a premium over face value — are expected to be out in early November, predict Federal Trade Commission staff. The guidelines will affect all record manufacturers and will provide a defense for retailers who use those prices in their advertising.

The proposed preticketing revisions are somewhat weaker than the FTC’s current guidelines against deceptive pricing. Present rulings prohibit the use of advance prices that are not in the face value. If the list price is significantly “in excess” of the highest retail price, the FTC warns that the consumer could be misled.

The new rules, if adopted, would give the record industry a break since they would not require any items to actually be sold at the list price. Instead, the FTC says the list price merely should not “substantially” exceed the highest price at which sales are generally made.

No Prohibition

“The original preticketing guidelines is not to prohibit or infringe upon preticketing,” said FTC staff James Angelone, who admitted that the original guidelines were written for situations where a manufacturer is printing a price which can be interpreted as an actual selling price is there any problem involved?”

Don’t Do It

“Don’t apply a slant view of preticketing when it is used to maintain prices,” said another FTCer, Jay Shatter. The agency, which is preparing guidelines on preticketing reiterating the FTC’s current policy.

Price-fixing

A law passed last year, the Consumer Goods Pricing Act, allowing the FTC to scrutinize what it calls “sales price maintenance programs.” Price-fixing is another word for price maintenance. Record manufacturers cannot legally tell distributors or retailers what price to charge. If the manufacturers force retailers to use the list price, or if together manufacturers and retailers conspire to set prices, they would be held criminally liable. (continued on p. 16)

Discount Closes

The New York outlet of the 50-store Discount/Vochain discount chain, scheduled to open Sept. 13. It became a liability to its owner, the Recco division of Pickwick International, at least partly because of the current New York price war. But Bill Schifino, the out was manager, asserted that the price of closing the store because the store had always carried a high proportion of classics, imports and other items which were not involved in the area's "cutthroat competition." Some of the problems from his point of view were the high cost structure (including a rent increase and the payroll), the extreme amount of vandalism in the Greenwich Village vicinity, where the store is located, and a virtual lack of advertising in New York, which is a minimum of double anywhere else in the country, except for L.A. and Frisco.

Schifino also stressed the drawbacks of being a lone store in an area dominated by big chains, which naturally have an advantage in terms of consumer buying. “One store by itself cannot survive here,” he said. “You can open the same type of store I have here in Nashville, make the same gross, and the competition is strong. We think we have a lock on what’s happening, everything changes.”

Fogelson addressed the gathering, and previewed some upcoming country product, as well as playing a medley of today Dot hits from the past. Talking about changing markets, and why salesmen and everyone else connected with the record industry must keep on top of the scene, Fogelson used New York examples. “The market in New York is not what it used to be. You couldn’t get country music played in New York. Now, WHN is getting excellent ratings, and country sells like crazy. Not just Willis and Waynes, but lots of country artists. It began as an attempt to recapture the lost adult MOR market, and country just

Cash Box has Moved

As of September 12, 1976 Cash Box is located at 6206 Sunset Blvd., L.A., CA 90028. Our new phone number is (213) 464-8427.
America opens its mouth and says "ABBA"

Every time you think that Abba has made their ultimate statement, they surprise you with a greater hit than their last.

And here they are: the brand new single "Fernando," plus "I Do, I Do, I Do, I Do, I Do," "Mamma Mia," "SOS," "Waterloo," "Honey, Honey" plus their merely-number-one-all-over—Europe hits, some heard on these shores for the first time.

Produced by Benny Andersson and Bjorn Ulvaeus.

ABBA GREATEST HITS ON ATLANTIC RECORDS AND TAPES.
**Chrysalis’ Independence Hinges On Artists, Distributors, Professional Team**

by J.B. Carmicle

The label encountered when it was branch-distributed by Warner Brothers. “Distributors and retailers tagged us as Warner Brothers because Warner Brothers people were essentially doing the distribution,” Ellis commented. “No one really thought of us as Chrysalis.” The identity problem even affected artists, according to Ellis. “If an artist had come to me and asked why his single or album failed I would have been leapt to tell him it was Warner Brothers’ fault. If I told him that Warner’s worked Warners’ artists first, and custom artists second, he’d have every right to suggest that Warners is the place for him instead of Chrysalis. In fact, his argument would have some merit. Since Chrysalis is an independent company now, we’ll be able to make our own decisions about the product we service and how we service it. If a record doesn’t make it now, all I can say is ‘I tried,'” he added.

**Professional Relationships**

Ellis said that the relationship between Chrysalis and its new distributors will be an exceptional one because “professionals will be dealing with professionals.” He claimed that distributors want three things: to sell as many records as possible, to make as much money as possible and to work with people as professional as they are. “They’re strong professionals who deal in a tough business,” he continued. “It’s obvious not something they work only half a day at . . . they’re still there after all these years. But we have professionals too.”

Ellis feels that the current Chrysalis staff properly represents the label because they understand the distributors. “To tag our staff as just regional or national promotion the distributors would be wrong. They’re field representatives who understand more than just artist relations or promotion. They can deal with accounts and distributors because they have experience and strength in their individual markets. They’re self-starters and that makes them the best representatives we could hope for,” he noted.

**Good Reputation**

Ellis called Chrysalis’ vice president of sales and promotion, a man with “ultimate business respect. He knows the independents,” he continued, “and they know him. He seems to have the reputation where people say, ‘Better deal straight with Sal Licata’. Licata joined Chrysalis in early 1976 and hired Marv Hefter as the company’s national sales manager. “I’ve been flattered by the quality of people who’ve come to work for us,” Ellis added. “They’re not fly-by-night people and they’re not job-hoppers; they’re people with experience in all phases of the business. What we don’t need is a top 40 man who understands radio and records perfectly, but finds himself unable to grasp the direction a Chrysalis label is taking.”

In addition to working with distributors, Chrysalis’ decision to become an independent label means more responsibility to its artists, according to Ellis. “A record company president has to be well-qualified in two areas — business and artist relations,” Ellis said. “It’s important for our staff to know and work with our distributors, but a successful artist-company relationship is just as important.” Reiterating that a record company president and an artist should completely understand each other’s aims and goals, Ellis said, “An artist should choose a record company only after getting an overall view of the company by talking.

**Musexpo Convention: Reaction Favorable**

NEW ORLEANS — Musexpo ’76 is enjoying its second annual convention at the historic city of New Orleans. General comments reflect a favorable attitude towards the necessity of such an event in the United States. Also, the sight of this historic city seems to be providing a happy balance between the hustle-bustle of America and the more placid nature of Europe.

Festivities began Tuesday evening, Nov. 7, with a cocktail party welcoming participants from all around the globe. A second night highlight occurred with a CMA-sponsored mini-concert (see country section).

Several negotiations are already pending, however, those involved wish to withhold disclosure until the conclusion of the convention. A full report will appear in CB next week.
Columbia’s W/Coast Strength Aided By Dilbeck Promotion

LOS ANGELES — The appointment of Michael Dilbeck to the post of director of west coast A&R by Columbia Records last week added further emphasis to the label’s commitment to California and its burgeoning population of quality artists.

Game Plan

Dilbeck who steps into the newly created job after four years in the Columbia A&R department, told Cash Box, “We’ll be spending a lot of time outlining new procedures around here, but we’ll be concentrating very heavily from now till the end of the year on what we’ve got. We have Pink Floyd and Santana albums scheduled along with a Loggins & Messina greatest hits package, but our biggest challenge this year is to develop the talent we’ve already got. There are a number of artists we have to take care of and nurture. We feel that Tom Jans, Les Dudek and Ian Matthews have great potential. Hopefully we can repeat with them the success we’ve had with Boz Scaggs.”

Dilbeck’s area of responsibility will include both the signing of new talent to the label, but will, in effect, be the L.A. office for the recording activities of the label’s west coast artists. In addition he will head the west coast A&R staff and in-house production team. “If we are to continue our success here,” Dilbeck informed CB, “we’ll have to work more closely than ever with marketing. They certainly helped to develop the talent we have and we respect their contribution a great deal. With the help of marketing and all our other departments, we feel confident that we can break acts like Journey, Denece Williams, The Emotions and Leon Haywood.”

Quality

Don Ellis, national A&R vice-president for Columbia, told Cash Box, “Mike Dilbeck is very capable. His track record makes him qualified to be the top man. As Mickey Eichner’s (east coast A&R) counterpart he will continue to be involved in breaking and establishing new artists. The Emotions for example.”

Ellis further stated, “The recent expansion in artist activity on the west coast has necessitated the growth of the A&R department and its responsibilities. Mike Dilbeck has been an invaluable asset to our A&R staff, and has been very instrumental in the success of many artists. As director of west coast A&R, he will play an extremely important role in coordinating all artist activities as well as attracting new talent to the label.”

The tongue-in-cheek speculation rampant at the time of Columbia’s national convention in July—that the label was attempting to sign every able-bodied superstar in the western hemisphere, did not faze Ellis. “We’ll be somewhat more selective in our signings, but by no means have we abandoned our original game plan. The net increases of our talent roster in the last twelve months have been twenty-six artists, and that includes the Lone Star deal. True, we’ve had some major signings, but we feel they were important for Columbia. Dilbeck added his own emphasis to Ellis’ remarks, commenting, “We’re always after the best talent we can find.”

Shopping Center Expansion Declines

NEW YORK — While the number of shopping centers nationwide has more than doubled in the past decade to an estimated 18,540, their average sales per square foot between 1965 and 1974 dropped by 28 per cent (after adjustment for inflation), according to a report in the Wall Street Journal. Because of this decline, the result not only of inflation but also of overexpansion, the recession and zero population growth, many retail chains are scaling down their building plans. In addition, it is estimated that a record seven percent of all shopping center construction last year went to refinish older malls.

Casablanca Ends

Douglas Records Pact

LOS ANGELES — Casablanca Records has terminated the label’s distribution pact with Douglas Records. The split was described as amicable and due to differences in market needs. In promotion of contractual obligations, all Douglas Records product currently in Casablanca’s catalog will revert to Douglas.
Troubadour. His fourth album on Shelter Records. Share a simple understanding with J.J. Cale. Produced by Audie Ashworth

The Ghost of Electricity; as lonesome as the wind in the eucalyptus trees.
—Melody Maker, 5/76

J. J. Cale has become one of rock's greatest cult figures. His playing and singing is as low key, miraculous, tasteful, and sultry as one could hope.
—The Guardian, London 5/76

Cale's songs are love songs and he is fearless in the face of sentimentality. His lyrics and melodies often tread the fine line between the loving and the mawkish, giving his songs a real and rare tenderness.
—Nation Review, Melbourne 4/76

On Tour
Ebbets Field, Denver—Sept. 1-2
Pipeline, Seattle—Sept. 13-14
Roxy, Los Angeles—Sept. 16-18
Boarding House, San Francisco—Sept. 20-21
Fourth & Pine, St. Louis—Sept. 24-25
South East Music Hall, Atlanta—Sept. 27-29
Texas Opera House, Houston—Oct. 1-2

Dates soon will be added in:
Washington, D.C. Boston
Philadelphia Cleveland
New York City
EXECUTIVES ON THE MOVE

Grieff Named VP — Barry Grieff has been named vice president of advertising, merchandising and special projects for A&M Records, where he will coordinate all aspects of the label’s advertising and merchandising campaigns and will also supervise the label’s expanded college department.

RCA Ups Bogos — Gil Bogos has been named field marketing manager for custom labels at RCA Records, where he has served as field sales representative in Los Angeles for the past six years.

Rodden Joins Monument — Tom Rodden has been appointed to the post of vice president, marketing at Monument Records and will be based with Monument headquarters in Nashville.

Arts Promotion Department Restructured — Richard Palms has been named director of national promotion and will move to the New York office upon leaving his present position as mid-west regional promotion manager. Perry Cooper, formerly national advertising manager, has been named associate director of album promotion. Sam Kanaramos, previously national singles promotion manager, has been appointed associate director of singles promotion. Marty Goldbrod, formerly west coast regional promotion manager, has been named associate director of west coast promotion. Bill Scull, former local promotion representative, has been named mid-west regional promotion manager, with an expanded territory to include Detroit, Cleveland, Pittsburgh, Cincinnati and Columbus. Gary Diamond, who comes to Arista from Heilicher Bros., where he was director of promotion, has been named mid-west regional promotion manager, with territory encompassing St. Louis, Kansas City, Minneapolis, Chicago and Milwaukee. June Colbert, previously local promotion representative, has been named southern regional music promotion manager with territory including Memphis, Nashville, Shreveport and New Orleans. In addition, Julie Strittmatter has just joined Arista as Detroit promotion manager.

Smith Joins RSO — Appointment of Bob Smith as west coast promotion manager for RSO Records has been announced. He will headquartered in RSO’s Los Angeles office and report to Richard Fitzgerald, RSO national promotion director.

Landis Named At Capitol — Richard Landis has been appointed as director, east coast talent acquisition at Capitol Records A&R. The appointment marks the re-opening of an east coast A&R department for Capitol after a period of years. Landis will work out of Capitol’s New York offices, 1370 Avenue of the Americas, (212) 757-7470.

Frymire Promoted At A&M — Bob Frymire has been named to the post of head of A&M Records college department. Frymire, a former A&M college rep for two years at the University of Colorado, will now be responsible to his new position and will have an office at the University of Colorado, Boulder.

Cascablanca Sets Expansion — Cascablanca has announced an expansion of the company’s staff beginning with the promotion of Susan Munao to the post of vice president, press and artist relations. Al DiNobile to director of singles sales and the appointment of Eliot Sekuler to the post of director of creative services. Munao will supervise a completely restructured publicity and creative services department.

Fleischer To UA Country — Debi Fleischer has been named to the position of director of country publicity and artist relations. She comes to this newly-created position after a four-year stint with United Artists in Los Angeles and will be based out of UA’s country headquarters in Nashville.

Moran Appointed At Atlantic — Linda Moran has been appointed executive assistant to Sheldon Vogel, executive vice president of Atlantic Records, Prior to joining Atlantic in 1979, Ms. Moran worked in the A&M department of RCA Records.

Walker Named VP At Marble — Robert Walker has been appointed vice president of operations for Marble Records Inc., where he will oversee all aspects of the company’s various business operations and will report directly to Gavin Murrell.

Salem To WEA — Fred Salem has been appointed as special projects manager of the Warner-Elektro-Atlantic Corp. He will be headquartered at WEA’s Burbank offices and report directly to Vic Faraci, vice president, director of marketing.

Second ‘Rock Music Awards’ Honors Rock On Television

NEW YORK — Live Los Angeles Palladium appearances by Peter Frampton, Jefferson Starship, Diana Ross, Rod Stewart, Alice Cooper and Jermaine Jackson, will be featured in the second annual “Rock Music Awards” show, to air on CBS television September 18. Celebrity presenters and awards will include George Benson, the Beach Boys, Phoebe Snow, the Captains & Tennille, Harry Chapin, Tom Orlandos, and, that’s just the rock, that’s just the start, with Mae West making a real guest appearance.

Grammy Awards

Executive producer Don Kirshner conceived the event in its first year after attending the Grammy Awards, where he found that “artists like Bob Dylan, the Rolling Stones and Led Zeppelin, who had done much to shape the foundations of our rock music, were not really fairly represented. I’m proud of the business, the artists, and the people behind the scenes, and I feel it was time they received the recognition they’re due.

Use Of Television

Kirshner has long believed in exposing rock and roll through the often commercial medium of nationwide television. He conceived “In Concert” five years ago, when he felt that rock acts appearing on normal television variety shows were handled in a ridiculous manner from a production point of view. “You’d be sitting a guitar solo, while the cameraman was focusing on the keyboard player’s hands.” With the “Rock Music Awards,” Kirshner hopes to further the healthy trend of bringing these acts, who are touring the nation and playing the biggest houses, to a prime-time television audience.

Cross Section

Kirshner expressed satisfaction with the list of nominees, chosen by a panel of rock journalists and disc jockeys, in that the names and music represent a cross section of “rock” (as a generic term encompassing facets of soul, jazz, folk as well as rock), and a cross section of the categories of an annual awards presentation such as the Grammies. Nominees for personality of the year are Bob Dylan, Peter Frampton, Elton John, Bob Marley, Paul McCartney and Bruce Springsteen.

The best “new female vocalist” nominees are Natalie Cole, Maxine Nightingale, Mary Russell, Patt Smith and Donna Summer; the “best new male vocalist” will be chosen from among Johnnie Taylor, George McCary, Lin Carter, Carl Anderson, Donny Osmond, Gary Wright and Bob Seger.

“We hope the Rock Music Awards” will find a longevity beyond its association with his name, Kirshner said, “Even if they’re not televised, we think what we’ve done has been an achievement; it’s an idea that’s been difficult for us to get off the ground, and it’s been very gratifying for us to see how much we’ve accomplished what we set out to do, which is the matter of exposing these acts to millions of people who may be only slightly aware of them.” He was adamant in his conviction that the music and musicians honored by the “Rock Music Awards” have much more to gain than themselves; more than an exalted status, they will gain as executive producer of the event.

Renovation Nearly Complete For NY Palladium’s Opening Night

NEW YORK — A clean, attractive atmosphere and a return to three-act bills are among the goals set by promoter Ron Delsener in his renovation and reconceptualization of the Academy of Music in lower Manhattan, renamed the Palladium. The first concert scheduled for the revamped facility will feature The Band and Chris Hillman, for Saturday September 18.

“We should be about 80% ready by opening night,” stated Delsener, surveying a busy scene of painters and upholsterers along with a work crew employed in scraping accumulated matter from the floor. “It used to be the big joke that your feet stick to the floor here,” he added, “but the situation has improved. The budget has been doubled, and the cleaning crew is 10 times larger. Additional expenses involved replacement of plumbing in the theater’s deteriorated bathroom facilities, which Delsener says will require full-time custodians for their maintenance.

“Dollars From UA”

In his plans to “create a separate environment inside,” Delsener claims full support of UA Eastern Owners, of the theater, whom he credits with “healthy financial support” to the project, which has run up at least $46,000 in bills already. United Artists has agreed to change the theater’s film policy from $1.00 renurs to $2.00 showings of films which Delsener feels will be more appropriate to the facility’s identity as a contemporary music hall, including Bowie’s “The Man Who Fell To Earth,” rock concert films, and youth-oriented cult cinema. In addition, U.A. will advertise coming attractions at the Palladium with film trailers in their theaters around the city, as well as providing four theater windows exclusively devoted to Palladium’s shows and announcements.

“Delays Big Problem

Delsener called “the interminable delays between acts” one of the biggest problems in current rock concert presentation, and expressed hopes to smooth the operation as much as possible, with the ultimate goal to return to three-act bills. He has had a difficult time convincing artists that the theater’s aspect will be changed. In the past, the dressing room and backstage facilities were so obnoxious that acts are still reluctant to venture inside, to the point that Delsener actually had to fly to The Band in to convince them to return for a second engagement. At this time, definite commitments to play the new Palladium have been made by The Outlaws, Ozark Mountain Daredevils, Billy Cobham and George Duke, Hot Tuna, the Beaver Brothers, Charlie Daniels, and the Easy Scraggs Revue. Jeff Beck, Labelle and Todd Rundgren are still weighing their decisions.

With the expenses involved in continuing renovation, as well as the extra advertising money needed to re-acquaint the public with a new concert location, Delsener expects the new Palladium to be a financial loss for many months to come. He is proceeding in spite of a legal challenge by Beacon Theater owners Steve Singer and Steve Metz, who claim to have the exclusive right to present live entertainment at the theater. In the future, he hopes to sublet the theater from UA and run the entire operation himself, but for the present he is taking one step at a time.
FUNKY KINGS emerge with the brilliant writing and performance power of Jack Tempchin, Richard Stekol and Jules Shear plus the remarkable instrumental versatility of Frank Cotinola, Bill Bodine and Greg Leisz. They play incisive, literate and compelling rock—the kind of music that instantly puts them in a class by themselves. Get ready for the new reign of the Funky Kings.

On Arista Records
BEE GEES (RSO/Polydor RS 859)

Love So Right (3:19) (Cassette/Unchappell) (B. Gibb, R. Gibb, M. Gibb)

Coming off a number one, "You Should Be Dancing"; the Bee Gees have delivered what sounds like at least a candidate for the top 10. The R&B flavor is still there, so the appeal is across the board. Those famous harmonies are in full force. This ballad is heated straight up.

BACHMANN-TURNER OVERDRIVE (Mercury 468)

Gimme Your Money Please (2:47) (Ronnie L. Turner)

No surprises from BTO this time around, but the hard rocker is done with integrity. The lead vocal is growthed out in syncopated time to the hard driving rhythm, and the result is a class A progressive single.

ARETHA FRANKLIN (Atlantic 45-3358)

Jump (2:18) (Warner-Tamerlane — BMI) (C. Mayfield)

Playing off Curtis Mayfield's tune is aptly named. This is a little over two minutes from the soundtrack LP of "Sparkle," and it shows off Aretha's voice in a spectacular light. The melody is basically composed of a couple of interesting riffs, and Franklin wraps her voice around them with her usual high style.

CAPTAIN AND TENNILLE (A&M 1870)

The Love I Need (2:38) — "RAPP" (W. A. Ramsey)

From the consistently charting "Song Of Joy" LP, this is the tune that created so much fuss when played recently for the Queen of England. Actually, the lyrics are quite harmless, and, since it's already getting a lot of play as an album cut, we don't see why this shouldn't get to be a top 10 pop single.

LEON HAYWOOD (Columbia 3-10413)

The Still Of The Night (3:15) (ADAC — ASCAP) (P. Mitchell, L. Rulison)

This song begins with some majestic piano chording, and then Chapel's rich voice steps in and delivers the hook. A good love song, this should be immediately added to every MOR list. It's got a good melody line, and powerful lyrics. Could find a place in many pop markets.

DAVID DUNDAS (Chrysalis CHS 2094)

Jeans On (2:37) (Motrick/Dick James — BMI) (Dundas, Greenaway)

Each verse builds, adding a little instrumentation as the tune progresses. A pleasant pop tune, reminding one of some of McCartney's ditties, this should get some AM adds, and would be a welcome addition to many progressive lists. A nice love song with a catchy melody.

LITTLE MILTON (Chess/All Platinum ACH-30002A)

Many Rivers To Cross (3:01) (Irving — BMI) (C. Cliff)

Little Milton takes this lovely ballad and turns it into an excellent vehicle for his mellow styled voice. The arrangement is refreshingly innovative; it doesn't borrow too heavily from other covers. His phrasing is definitely different, and it's ultimately well-constructed, serving to highlight the nuance of melody. Some great R&B guitar fills throughout.

SONOMA (MCA-40606)

Way Of A Clown (3:15) (Garn Band/Punch Shop — BMI) (C. Merrilam)

A rocking little tune from a restructured Sonoma, it's got an attractive melody, and a mellifluous arrangement. The vocals are handled well, with a good accent on harmony. The well-arranged tune would be perfect for the pop programmer who's looking for something new and good.

FOOLS GOLD (Morning Sky/Argista MS 701)

One By One (3:50) (Frank Snare/Big Shorty — ASCAP) (T. Kelly, D. Henson)

Foolish Gold has come up with another pleasant country rocker that evokes the memory of the Eagles' best work. Should hit strong in progressive markets, and might well pop up on more than a few AM stations. The vocals are superb, the backing more than adequate. Nice steel playing on the break.

DIRTY ANGELS (Private Stock 45,112)

Radio Man (3:30) (Krieger, Karp, Hull)

A nice rocker from Dirty Angel. The chorus is a great hook; you can immediately roar it on the AM box. The instrumentation is right on the mark. This is an energized cut that borrows intelligently from some early Beatles harmony work and yet manages to come out original. Should get fast pop play.
Now Available

CAR WASH

Original Motion Picture Soundtrack
Music Composed and Produced
by Norman Whitfield

Special Priced
2-Record Set

Having proven themselves to be more than competent in the disco genre with their hits, “Jive Talkin’” and “Night On Broadway,” the Bee Gees now carry that expertise one step further on “Children Of The World.” The feel is characteristically smooth and mellow, with the emphasis on the group’s high energy, ditto octave vocal qualities. Many hot shots for various radio markets here — pop, R&B and FM progressive. Pick up on “You Should Be Dancing” and “You Stopped Into My Life,” they’re dynamic cuts. Particular mention should be made of the ultra-clean production and arranging on this LP — really nice!


This LP is a very nice collection of the older Neil Diamond material. The feel is as smooth as anything the master tunesweeper is doing at the present. This package will surely be a great seller — retailers display it right up front! Included are several of Diamond’s hits like “Walk On Water” and “Stones” and a good selection of tunes that round out the Diamond character — an excellent contribution to the growing catalog of Diamond classics.

LET’S STICK TOGETHER — Bryan Ferry — Atlantic SD 18187 — Producers: Chris Thomas, Bryan Ferry — List: 6.98

The hero and creator of rock-n-roll has done it again. With the aid of his Roxy Music pals and some additional side musicians, Ferry manages to come across slicker and cooler than ever — if that’s possible. He’s even included a few cuts that are sure to find their place right alongside “Love Is The Drug” as commercially viable pop product. Among these are “Shame, Shame, Shame” and “The Price Of Love.” It goes without saying that this album will be an instant success in the FM progressive market — after all, that’s Ferry’s regime.


Deodato lends his progressive touch to a collection of tunes that range from the funkified rhythms of “Peter Gunn” to the Latin feel of “Spanish Boogie.” Deodato’s capabilities as a master soorgn craftman have never been more effectively displayed than on this effort. Much radio play will arise from the far-reaching appeal of this ingenious artist — across the board.


A very impressive offering from this group that revolves around its namesake, John Nitzinger. The tunes are a combination of straight-ahead rock’n’roll and rock’n’roll funk — and a fine combination it is. The more funk-oriented tunes, like “Are You With Me,” feature some clean horns and tight caviinet lines, while the rockers just sizzle with energy. This is an album that will find some instant converts at the FM progressive markets, with a strong shot at the AM listener as well.


Michael Henderson is an extremely talented musician — he’s been featured vocalist with Norman Connors and is currently playing bass with Miles Davis — not a bad recommendation, eh? Aside from all of that, Henderson has taken this LP under his wing in more ways than one — he not only played on and wrote all of the selections, he also produced the LP, and a clean job it is. The feel is quite diverse, ranging from the funky strains of “Make Me Feel Better,” to the progressive lack of “Time” and the Latin touches of “Treat Me Like A Man.” Label support is heavy, so retailers should take note of this exceptional effort.


Though KGB is no longer with us, they’ve left an excellent album in their wake. “Motion” is an excellent showcase of the slightly funk-flavored rock that bears the trademark of KGB — tasteful power. The band has chosen to add some interesting instrumental touches, like banjo and acoustic piano, that augur well with the over-all rock approach of the material. KGB is quite capable of turning in a moving ballad, like “My Serene Glean.” Programmers of both pop and FM progressive stations will find this LP to be a natural for a considerable amount of play, while several R&B programmers are likely to be attracted to a couple of the tunes as well. “Woman, Stop Whatcha Done” is hot.

LOVE AND TOUCH — Tyrone Davis — Columbia PC 34298 — Producer: Leo Graham — List: 6.98

A tight soul offering from the man that brought us such notable R&B hits as “Turn Back The Hands Of Time” and “Can I Change My Mind.” Davis lends his rich vocal capabilities to a collection of tunes that guide the listener through many emotional levels, the transitions are always smooth as glass. The runaway “best” cut of the LP is the great “Give It Up (Turn It Loose).” A natural for the R&B programmer, this pop programmer would be a fool to ignore this one.

HOW LATELLY YA PLAY ‘TIL — David Bromberg Band — Fantasy F-7907 — Producers: Steve Burgh, David Bromberg — List: 7.98

Bromberg has long been categorized as a sort of eccentric, or at least eclectic, musician. This album will only serve to strengthen that reputation. “Danger Man II” gives the listener a glimpse of Bromberg’s funkier side while “Get Up And Go/Fiddle Tunes” is a Bromberg ode to the life that John Denver croons of. Some great tongue-in-cheek vitriolic finds themselves interfaced with flawless diplomacy throughout the LP. Two disks of this non-sense should attract any listener! By the way, the broad range of musical styles covered here will also make this two-record set a likely candidate for considerable airplay in many markets.

TALES OF KIDD FUNKADELIC — Funkadelic — Westbound W-227 — List: 6.98

A very strange offering, to be sure. The cover alone is enough to keep you guessing for quite some time, with its bizarre graphics and oblique liner notes — but fear not, within this strange cover is an album full of some of the finest “progressive R&B” we’ve ever heard. If, indeed, such a thing exists. Driving rhythms combine with spacey synthesizer and guitar riffs that together comprise some of the most elemental material this side of Mars. FM progressive programmers are sure to give this one some attention, while a few innovative R&B programmers will catch on, too.

DEE DEE BRIDGEMAKER — Dee Dee Bridgewater — Atlantic SD 18188 — Producers: Jerry Wexler, Gene Page — List: 6.98

Dee Dee Bridgewater’s high-level vocal energy really shines through on this offering. Strong and confident, her treatments of some very fine material are well deserving of the attention they receive. The team of Wexler/Page’s incredibly clean strings are, of course, the telling counterpoint to Dee Dee’s triumphant vocal style. Some fine examples of the extremely professional technique that is Dee Dee Bridgewater include “My Lonely Room” and her cover of Allen Toussaint’s “It Ain’t Easy.” A great offering for both the R&B and pop markets.


These three pop tastemakers have proven time and again that they are not only superb musicians, but masters as well when it comes to writing the pop hook with a finesse that’s nearly unbelievable. On this outing, the trio gets into a very slick pop bag that features their pure, clean vocals and some very fine arranging. Tunes like “Good Things Don’t Last Forever” and the beautiful ballad “Crying In The Rain” show Cotton, Lloyd and Christian at their very best — and that’s saying something!
Their New Album!

Their Second Album!

Featuring: Kenny Kenner & Richie Wise
For The KGB Organization

MCA RECORDS
HARRISON LOSSES PLAGIARISM CASE

NEW YORK — George Harrison has been judged responsible for unintentional infringement of copyright in the suit brought against his publishing company, HarrisonSongs, Ltd., by Bright Tunes Music Corp., publisher of the Chiffons. 1962 hit, “He’s So Fine.” The original complaint charged that Harrison’s “My Sweet Lord” was a melody plagiarized from Ronald Mack’s composition, “He’s So Fine.”

The opinion of Judge Richard Owen of the federal court here maintained that the repetition of two distinct musical phrases in “He’s So Fine” constituted a unique idea, and that the two songs are “virtually identical except for one phrase.” In describing the steps through which Mack may have written the song, the judge stated that the idea “was clearly in the public domain” and was “independently developed” by Harrison.”

Another local retailer managed some suburban stores sold records at the list price. But, she added, “Nobody uses the list price.”

List the Thing

Still another retailer agreed that the list was a guideline “from them to us. The retailer doesn’t always know what a record cost,” he continued, “so the manufacturers’ cost varies.”

List prices seem to be used primarily by consumers to compare prices and discounts. “The consumer can relate to it,” said one retailer. “Customers realize it’s just a suggestion,” said an industry exec.

Discounts

Retailers use the list price to show sales and discounts. One claimed his store was a discount store. When asked if it were really a discount place no one sold at the list price he said, “That’s pretty arbitrary, I guess.”

Using the list price to give consumers the idea they are getting a bargain could become a target of FTC investigation. Present FTC guidance explicitly states that “a retailer who advertises a manufacturer’s or distributor’s suggested retail price should be careful to avoid creating a false impression that he is offering a reduction from the price at which the product is generally sold in his trade area.”

RELIEF

The new rules, if they go through, will relieve the retailers of some of their responsibility. They only require a retailer to "believe" the list price does not substantially exceed the highest prices in his region.

Is the FTC likely to go after the record industry? “There’s no answer to that,” said Shaffer. He said there were a number of factors involved in any FTC investigation. He noted that prelighting practices of the entire “huckster’s clothing” industry are currently under investigation.

“Cases where consumers are actually deceived by list prices are rare,” he said. However, the fact that most consumers know list prices are not actual record prices causes a lot of confusion and well forestall any study soon, Shaffer felt.

AT COASTINGS — Last week was proclaimed “Hooky Week,” with festivities held in London, an occasion which called for the attendance of many who produced all of Hollywood’s records, as well as managing his career from beginning to ultimately end. Stopping in New York along the way, Patty expressed satisfaction that the buddy holly catalog is under the supervision of the publisher Paul McCartney. The interest in the music goes beyond the financial priorities of the large companies that more often make such purchases. The week’s events in London included screenings of Holly footage by the Ed Sullivan Show, Arthur Murray’s Dance Studio and American Bandstand, although Patty was dismayed that interested persons’ plans to gather all film memorabilia into a single movie for general release had so far been thwarted by licensing and financial difficulties. Wing member Danny Laurre will shortly release a yet-to-be-anounced new album of his single England’s Morning Glory, which will be produced by MCA. As to reissues of fifteen material, Patty stated his preference for the original monaural mode, explaining that “electronically enhanced stereo might do something to spread the music, but it is impossible to duplicate the original sound.”

“FOR YOU,” a new LP by Carmen’s next album at the Marquee Studios in London… “Roca Ciana” will produce the next J. Geils album at the Record Plant… “J. Starship bassist Pete Sears injured himself skateboarding in Virginia, with resulting complications resulting in his hospitalization in Penncol, Michigan, and subsequent cancellation of nearby dates. At press time, Sears was scheduled to appear on Sept. 10 and 11 Philadelphia dates in a full cast… John Carter’s rock connections explored in the cover story of Sept. 3 “New Times”… The Dick Tracy theme… is now available on PABA’s official record release, September 1977,” the magazine for collectors, a fact that has been confirmed by the record company. As a result, it is now announced that the Dick Tracy theme will no longer be available on the market. It is now announced that the Dick Tracy theme will no longer be available on the market. It is now announced that the Dick Tracy theme will no longer be available on the market.

CBS TO BUY FAWCETT

LOS ANGELES — CBS Publishing Group has come to an agreement in principle with Fawcett Publications, Inc. for its acquisition.

The proposed acquisition is subject to execution of a definitive contract and approval by the boards of directors of both companies and by Fawcett shareholders.

RAWOOD RECORDS

Presents

GARY UNGER

singing his new single

"Goodnight Jackie"

7" & 45 RPM

"Girl Where Are You?"

Breaking & logging up Instant sales, requests in southeast Groovesonic Music/BMI

Pub. (Groovesonic Music/BMI)

For your D.J. copies call: "The promotion

Groovesonic Music/BMI

Box 204

Clinton, I.A. 5272

National distribution by American Communications In., Ltd.: 7908-77th St., Rock Island, Ill. 61201

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REGIONAL ALBUM ACTION

REGIONAL ALBUM ACTIVITY is compiled from sales information from the following national, regional, and local newsstands and record retailers: NATIONAL ACCOUNTS: ABC Record & Tape Sales, Disc Records, Korvettes, Lieberman Enterprises, J.L. Marsh/Record & Bar/REGIONAL AND LOCAL ACCOUNTS: Alexander’s, N.Y., Atlanta/Chicago, Albany/Buffalo, Wooster/Ohio, Columbus/Ohio, Kansas City/Kansas, New York City/New York, Pittsburgh/Pennsylvania, Seattle/Washington, St. Louis/Missouri, Dallas/Texas, Houston/Texas, Los Angeles/California, Nashville/Tennessee, Chicago/Illinois, Ft. Lauderdale, N.D., Milwaukee/Wisconsin, Orlando/Florida, Phoenix/Arizona, St. Louis/Missouri, and West Palm Beach/Florida.

NATIONAL BREAKOUTS

MIDWEST

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

1. BACHMAN-TURNER OVERDRIVE
2. BLUE OYSTER CULT
3. JOHN KLEMMER
4. AMBROSIA
5. GORDON LIGHTFOOT
6. McCoo & DAVIS, Jr.
7. FIREBALL
8. JOHNNY GUITAR WATSON
9. MICHAEL FRANKS
10. THE BAND
11. AUTOMATIC MAN
12. FREDDIE HUBBARD
13. CHRISTINE McVIE
14. LABELLE
15. EARTHQUAKE

NORTH CENTRAL

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

1. BEACH BOYS — ENDLESS SUMMER
2. BACHMAN-TURNER OVERDRIVE
3. GORDON LIGHTFOOT
4. RED SOVINE
5. TEO NUGENT
6. MONKEES
7. STARBUCK
8. ROY AYERS
9. CLIFF Richard
10. JOHNNY GUITAR WATSON

Baltimore/Washington

1. SAVANNAH BAND
2. SPINNERS
3. L.T.D.
4. JIMMY CASTOR
5. NORMAN CONNORS
6. ROY AYERS Ubiquity
7. TAVARES
8. EMOTIONS
9. LABELLE
10. STANLEY CLARKE
11. MOTHER’S FINEST
12. WALTER JACOBSON
13. HUMMINGBIRD
14. WHISPERS
15. MARK RADCZE

SOUTHWEST

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

1. FIREBALL
2. SAVANNAH BAND
3. JOHNNY GUITAR WATSON
4. BOSTON
5. JOHN KLEMMER
6. MOTHER’S FINEST
7. AMBROSIA
8. THE BAND
9. AUTOMATIC MAN
10. ROY AYERS
11. RITCHIE FAMILY
12. LABELLE
13. DR. MOV
14. MIKE GREENE
15. BRICK

SOUTHERN

(Dallas, Houston, New Orleans, Little Rock)

1. FIREBALL
2. TG & THE BAND
3. WAR
4. UMM JENNINGS
5. JOHN GUITAR WATSON
6. METERS
7. HUMMINGBIRD
8. DWIGHT TWILLEY
9. AL JARREAU
10. CLIFF Richard
11. CHOCOLATE MILK

DENVER/PHOENIX

1. AMBROSIA
2. BLUE OYSTER CULT
3. LEON REDBONE
4. J.J. CALE
5. ARLO Guthrie
6. JOHN KLEMMER
7. FRANKIE GOES to HOLLYWOOD
8. MICHAEL DINNER
9. MANFRED MANN
10. JESSE WINCHESTER

OTHER BREAKOUTS

BOSTON

1. LEONARD COOPER
2. JIMMY CLIFF
3. JOHN KLEMMER
4. AL JARREAU
5. RITCHIE FAMILY
6. LABELLE
7. DR. MOV
8. MIKE GREENE
9. BRICK

With CBS to turn back up to 10 stores to their original owner by Sept. 15. The option is being exercised with six stores across the country, and the New York unit is one of them.

Wilkinson pointed out that sales in the New York store “haven’t really been bad,” but the costs of running the unit have shot sky-high. Asked why the chain hasn’t tried the tactic of grouping stores in New York, Wilkinson replied, “When we acquired the store, we looked at the market and it seemed to us it wasn’t the right course to go to open up more units in the area. We just established a store in Nashville: it’s doing great and (local) prices are reasonable. There’s no reason to open up stores where they’re advertising for from $2.99 up on a $6.98 list. Nobody needs the aggravation of New York.”

Korvettes and Jimmy’s

Other area retailers essentially maintained their established positions during the week. Korvettes offered “Music, Music” by Helen Reddy, “You Are My Starship” by Norman Connors, “Good Kind Bad” by George Benson, “Juicy Fruit” by Isaac Hayes’ “Silk Degrees” by Boz Scaggs and “Wild Cherry,” each for $2.99 per LP as part of its recurring “super-specials” feature. Quantities were again limited to one of each per customer, but the offer was only valid for three days, whereas the remainder of sale items, featured over two full pages in the Sunday New York Times and advertised at $3.94 to $3.96 per LP, were available for the entire week. Four days later, Korvettes added “Silk Degrees” by Michael Henderson to its list of $2.99 specials in an advertisement appearing in the New York Daily News.

Jimmy’s Music Word, in that same edition of the Daily News, listed 12 LPs, including latest releases by Natalie Cole, War, the Ritchie Family and the Ohio Players for $2.99 each. Stipulations were one of each ticket per customer.

Other National Trends

In other national advertising trends, a CBS ad offered in conjunction with K-Mart in Atlanta, $4.99 and $5.99 tape each, as well as 21 double albums in $5.49/$6.49. This was the second week in a row that a record ad for the 100-unit discount merchandising chain appeared in regular newspaper space instead of in advertising supplements, and it was the only second time in the four months since Cash Box began monitoring 20 major metropolitan markets, that K-Mart has used Sunday newspaper space in these cities.

According to Ann Wolff, public relations director for K-Mart, “This is not the first time we’ve advertised tapes and records in regular news space. As long as we’ve been selling records, we’ve seen it in the Detroit market, and our advertising program is the same across the country.” Ms. Wolff pointed out, however, that these ads rarely appear in Sunday editions. “You’ll find that K-Mart’s supplements and K-Mart’s advertising pages are the heaviest, no matter what.

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Grammar Entry Forms Now Being Sent Out

Los Angeles — Recording companies are now receiving their official entry forms for the 19th Annual Grammy Awards on which they will be asked to list their most outstanding product released during the second half of the awards’ eligibility period, April 16 through Sept. 30. The cutoff date, two weeks earlier than the usual Oct. 15 cutoff date, was voted by the academy’s national trustees to give the 35 craft nominating committees additional time to judge submitted product. This new cutoff date establishes future Grammy Awards eligibility years on an Oct. 1 to Sept. 30 basis.

The academy’s entire membership will receive similar forms on which they will be asked to enter product they plan consideration for in 1980. Company forms must be mailed back to the academy’s national office in Burbank by Oct. 1; those from the members by Oct. 8.

Cash Box/September 18, 1976
'Soul Control — USA’

Newest Syndicated Radio Show

by J.B.

LOS ANGELES — “Many radio stations do not have any specialty programming that deals exclusively with soul and disco music” Roy Weber (Charger No. 20721) and he has decided to fill that void. Jay has created a weekly 90 minute radio show called "Soul Control USA,” that will make its debut October 1 on radio stations around the country. According to Jay, who will also host the show, its objectives are to feature a countdown of the top 20 soul records in the country, provide sneak previews of new R&B/disco releases and offer insights on R&B music and artists through taped interviews and actualities.

R&B Music

Commenting that he conceived the idea for the show after hearing Casey Casem’s

Keystone Seeks FCC Ban On Satellite Ownership

LOS ANGELES — The Keystone Broadcasting System has filed a petition with the Federal Communications Commission seeking the adoption of a rule prohibiting commercial TV or radio network companies from owning or controlling communications satellites.

Keystone president Nicholas Gordon pointed out that the radio network's primary purpose in petitioning the FCC is to assure that one or more commercial networks is not permitted to maintain a competitive advantage through the ownership of a communications satellite. "A basic decision was made in 1953,” Gordon noted, "to prohibit the American Telephone and Telegraph Co. from owning broadcast sta-

tions or networks. That was wise public policy.” The Keystone petition would prohibit existing broadcast networks from becoming common carriers filling the function of the telephone company.

The Keystone proposal is contained in two documents filed with the FCC. One document is the “reply comments” of Keystone responding to the commission’s present proceeding (docket No. 20721) in which it is reviewing all rules and policies affecting radio networks. The second document is a “petition for rule making,” which requests that the commission adopt a rule which would prohibit all radio and TV licensees from affiliating with a national com-
mercial network which owns and/or operates either directly or indirectly any common carrier facility which could be used to interconnect two or more broadcast stations.

Since only one company, the RCA Corp., presently owns and operates both a network company (National Broadcasting Co.) and a domestic satellite company (RCA American division of RCA Global Communications), Keystone is requesting expedited treatment of the petition to limit the necessary divestiture orders which would follow on adoption of the Keystone proposal.

Superstar's Special Bowls October 2nd

LOS ANGELES — The Robert W. Morgan Special of the Week, a series of 13 superstar special programs for radio, is set to begin airing on stations across the country October 2-3. The Morgan specials, produced by Watermark, an L.A. based syndication firm, will feature hour-long audio portraits of 13 superstars of contemporary music including Barry Manilow, the Captain & Tennille, America, Helen Reddy, Chicago, Glen Campbell, Jefferson Starship, Seals & Crofts, Fleetwood Mac, Olivia Newton-John, Stevie Wonder, Gladys Knight & The Pips, and Neil Sedaka.
WILD CHERRY — #1 for the second week in a row, #1 at 30 of our reporting stations.

City/Boston, 3, including WBBF, #1, Poplar/Chicago, 3, and WQXI, #4.

WILDCAT — #1 at 130, #2 at 28, #3 at 16, #4 at 14, WQXI - 28, WQXI - 22, WAWI - 73, WIRE - 11, WQXI - 39, WIRE - 28.

City/Boston, 3, including WBBF, #1, Poplar/Chicago, 3, and WQXI, #4.


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<td>2.</td>
<td><em>10-19</em></td>
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</tbody>
</table>

**Notes:**
- *1-9* indicates the top 9 songs on the chart.
- *10-19* indicates songs 10 to 19.
- *20-29* indicates songs 20 to 29.
- *30-39* indicates songs 30 to 39.
- *40-49* indicates songs 40 to 49.
- *50-59* indicates songs 50 to 59.
- *60-69* indicates songs 60 to 69.
- *70-79* indicates songs 70 to 79.
- *80-89* indicates songs 80 to 89.
- *90-99* indicates songs 90 to 99.
## CASH BOX POP RADIO ANALYSIS

### MOST ADDED RECORDS

<table>
<thead>
<tr>
<th>Record</th>
<th>Artist</th>
<th>Added By</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Only Want To Be With You</td>
<td>Bay City Rollers</td>
<td>Arista</td>
<td>26%</td>
</tr>
<tr>
<td>Bell - Kiss - Casablanca</td>
<td></td>
<td>21%</td>
<td></td>
</tr>
<tr>
<td>Rock'n Me - Steve Miller - Capitol</td>
<td></td>
<td>19%</td>
<td></td>
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<tr>
<td>The Wreck Of The E. Fitzgerald</td>
<td>Gordon Lightfoot</td>
<td>14%</td>
<td></td>
</tr>
<tr>
<td>That'll Be The Day - Linda Ronstadt - Asylum</td>
<td>10%</td>
<td></td>
<td></td>
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<tr>
<td>Magic Man - Heart</td>
<td>Mushroom</td>
<td>9%</td>
<td></td>
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<tr>
<td>Fernando - Abba - Atlantic</td>
<td></td>
<td>8%</td>
<td></td>
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<tr>
<td>Do You Feel (LP cut) - Peter Frampton - A&amp;M</td>
<td>8%</td>
<td></td>
<td></td>
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<tr>
<td>Love So Right - Bee Gees - RSO</td>
<td></td>
<td>8%</td>
<td></td>
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<tr>
<td>Disco Duck - Rick Dees - RSO</td>
<td></td>
<td>7%</td>
<td></td>
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<tr>
<td>She's Gone - Hall &amp; Oates - Atlantic</td>
<td>7%</td>
<td></td>
<td></td>
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<tr>
<td>Getaway - E&amp;W - Columbia</td>
<td></td>
<td>6%</td>
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<tr>
<td>It's OK - Beach Boys - Reprise</td>
<td></td>
<td>6%</td>
<td></td>
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<tr>
<td>This One's For You - Barry Manilow - Arista</td>
<td>6%</td>
<td></td>
<td></td>
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<tr>
<td>Still The One - Orleans - Asylum</td>
<td></td>
<td>5%</td>
<td></td>
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<tr>
<td>Just To Be Close To You</td>
<td>Commodores - Motown</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Like A Sad Song - John Denver - RCA</td>
<td></td>
<td>4%</td>
<td></td>
</tr>
</tbody>
</table>

### RADIO ACTIVE SINGLES

<table>
<thead>
<tr>
<th>Record</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lowdown - Boz Scaggs - Columbia</td>
<td></td>
</tr>
<tr>
<td>Disco Duck - Rick Dees - RSO</td>
<td></td>
</tr>
<tr>
<td>I Only Want To Be With You - Bay City Rollers - Arista</td>
<td></td>
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<tr>
<td>Rock'n Me - Steve Miller - Capitol</td>
<td></td>
</tr>
<tr>
<td>If You Leave Me Now - Chicago - Columbia</td>
<td></td>
</tr>
<tr>
<td>Gateway - Earth, Wind &amp; Fire - Columbia</td>
<td></td>
</tr>
</tbody>
</table>
Lonnie Jordan
The voice of "Summer"
WAR's latest million selling hit single.
now sings
"Grey Rainy Days"
The first single from Lonnie Jordan's solo-album entitled "The Different Moods Of Me" coming soon.

Produced by Lonnie Jordan for Far Out Productions.
A Far Out Production on United Artists Records.
with its president. In the same respect, a record company president, who has a PR number with the artist either, he's got to really understand the artist and know the direction in which the artist is moving," he added.

'Artist Company'
Ellis stated that one of Chrysalis' primary goals is to bury the misconception that the company only produces albums and album artists. "We're an artist company," he argued, "and artists make albums that don't prevent them from writing and performing singles." Ellis noted that artists like Robin Trower and Ian Anderson tell him that we want more hit singles because singles will double their sales and their audiences. Ellis looks for more Chrysalis acts in the future because "there's nothing that generates excitement in a record company like a single. You can always pride yourself on adding a new station or seeing a big jump on the charts."

When CB asked about the upcoming fall releases and the marketing campaign behind them, Ellis commented that it was perhaps the most crucial time of the year. "It's a high sales period — a very dangerous period with everybody pushing a lot of product and if we don't do our job properly we may get caught in the middle," he explained. "September is an ideal time to release product because of the great lead-up to Christmas. A September release gives the established artist plenty of time to get noticed before Christmas, but if we release a new artist any later than September and don't follow that up carefully, they are in trouble," he observed. "When the holidays draw near, radio stations find less room to play newer artists and stores have less stock room available for them. You've got to stay ahead, especially on new acts."

Chrysalis' fall album release is specifically comprised of Robin Trower's "Long Misty Days," Rory Gallagher's "Calling Card," Steeleye Span's "Rocket Cottage" and Brian Protheroe's "L'You," with newly signed artists Phillip Goodchild-Tait's "Oceans Away" and the Ian Thomas Band's "Goodnight Mrs. Calabash" completing the list. The fall release also includes three singles: "Roxy Roller" by Nick Gilder, "Jump Out" by David Dalles and "Liars" by the Ian Thomas Band.

'Credible Potential'
Now that Chrysalis is distributed independently, Terry Ellis believes that his team of record company professionals working directly with the independent distributors will result in achieving the "credible potential" he feels Chrysalis possesses. Independent distribution and a successful artist-to-company relationship is imperative for the future success of Chrysalis Records, according to Ellis. "We've got a great artist catalog and a lot of experience," Ellis concluded, "and now we're going to start getting credit for being a record company."

Goody LP Price
Goody LP Price, city you're talking about, in the middle of the week for our Thursday-Friday-Saturday sales promotions." She added that in knowledge the Atlanta CBS ad appeared in "all our advertising markets." However, Cash Box noted no further evidence of that campaign in its survey.

'Musicland'
Musicland offered all $6.98 list albums for $5.87 in five major markets: Atlanta, Chicago, Los Angeles, Dallas, and Minneapolis. By the terms of a "2-fer" ad, the second album purchased by a customer would cost between $3.50 and $3.99 (depending on the particular city where the ad appeared). However, Ira Heilicher, vice president of purchasing for Musicland, said that the 101
TALENTON STAGE

Manhattan/Harold Melvin And The Blue Notes

PREMIER THEATRE, TARRYTOWN, N.Y. — Although there were rough spots in their new stage show, the Manhattans harmonized as impeccably as ever in a program that included covers of some unexpected material, plus a sampling of the group's own "doo-wop" ballads.

Coming onstage after an overture by the big band of strings, horns and percussion that backed both of the evening's acts, the sequined, blue-suited Manhattans (mysteriously minus Rickard, who was "sick" and "giving Love For You") and other numbers from their latest (and most successful) album "Hurt" and "How Could Anything So Good Be So Bad For You" were much more effective in concert than they are on disk. And, while "Blue Lullaby" and "Feelings (And Say Goodbye)" seemed blase than it does on the Manhattans' current single, it was impossible to resist the way tenor Gerald Alston's voice launched the song's infectious hook.

Alston's song of the night, a particularly strong phrase against the background of the group's harmonizing, showed what he could do by himself in a moving version of Barbra Streisand's "The Way We Were." The Manhattans' other covers, however, were more of a "sleeper" (from "West Side Story") or a truncated R&B rendition of Simon & Garfunkel's "Bridge Over Troubled Waters" provided as much stimulation as the original arrangements of these tunes.

Besides showcasing lead singer Harold Melvin in several numbers, the Blue Notes' presentation seemed to emphasize both the stage action and the group's repertoire. EWA's use of visuals included the strobe and mirror ball, a suspended shining star, and explosive light flashes. All were synchronized with exact precision to the percussive instrumentation and strong vocals of the various songs in the set. Group leader Maurice White, who founded EWA's six years ago, has sought to provide him with an interpretation of his idea of universal music by fusing a blend of rock, blues, jazz, and soul entities into one total - I refer to the sound of the band. A sound alive on stage, the result, at least last week, was a mesmerized audience from start to finish. Maurice White (Maurice's brother) is an example of the action - boosting his instrument in an attack-like manner while rolling through a sequence of notes. The sound of the band was so strong, the sound awesome, that only to have him reappear moments later at the stage's edge amid blast of explosive light flashes. Song highlights included "That's The Way Of The World," with Maurice White capturing "...this song's emotion in her timbre was completely controlled. On "When Will I Be Loved," Ms. Rosnadt was much looser in that she let her voice go right out on a bridge, but she never lost that same control.

The show was nearly perfect, with the exception of one tune. It was clear to all present that Linda Rosnadt will be around for quite some time if she continues to grow and expand her horizon. Linda's vocal and instrumental talents are perfectly balanced, which is a plus... Andrew Gold's set, although less than inspired, was ultimately satisfying. We remember Gold from his days with Brindly, a short-lived group that included Gold's schoolmate Wendy Waldman, and he has been a solo artist for the past year as an arranger, writer and player. As a performer, however, he still has a few things to learn. His compositions are better voices by other artists, although he did turn in a fine version of "Endless Flight." — J.M.

Chuck Mangione/ Esther Satterfield

WOOLMAN MEMORIAL RINK, NYC — With minimal reliance on the rock-funk style that defines most currently successful "cross-over" jazz, Chuck Mangione has made top 100 showings on the Cash Box album chart with A&M albums such as "Bellavia." His handling of the concert's orchestra has been praised for its departures from the cliches usually associated with big band jazz, yet his compass and orchestrating talents always yield an accessible product.

In this evening's outdoor setting, the full production was a live version of Sagamah/GDM Productions, Mangione's Rochester, N.Y., band. The show featured a big band, an on-stage vocal group and individual exposure to the musicians that make up his quartet and the orchestra. Spotlighted at this concert was Esther Satterfield, whose clear, controlled voice is perfectly complemented by her stature presence. She seems to have the sublime philosophy of lyrics such as Jim Weather's "The Need To Be," which titles her latest album for A&M released by Mangione. From this it is her perfect enunciation of every syllable that causes one to concentrate too hard to keep from being overawed. Pieces such as "Chase The Clouds Away" stand up better as vocal music than as verbal statements. Still, Ms. Satterfield conveys a message.

Sources close to the Rod Stewart "business organization" suggest that Stewart is contemplating the staging of a free concert at Pirate Sound, where Messrs. Stewart & Co. are presently rehearsing. The Pineapple himself told CB that the rumor was "a nasty lie" manufactured for the sole purpose of creating total chaos in the vicinity of the unsuspecting locals. The tartan rider of Stomu Yamashta, however, rubs his chin and queries, "How many people do you 'spose this room would hold, mate?... Island's progressive whiz-kid, Stomu Yamashta, will be in L.A. this weekend for reasons unknown. The Island act Automatic Man has also relocated in the City of Angels. Could it be that Auto Man's Mike Shrieve and Stomu are planning to collaborate on yet another musical adventure? An unnamed source at Island speculated, "They may get together over tea, but I'm afraid that's all we can hope for at the present..." WHEELIN' AND DEALIN' — Neil Reshen, personal manager for Waylon Jennings and Willie Nelson, reports that Waylon is presently in L.A. negotiating a deal for the distribution rights of his newly formed W.G.J. Productions. The label has already signed two of Waylon's close musical associates, Ralph Mooney and Sherman Hayes. Also in the works for Waylon... Reshen hinted that in the near future Jennings will be signing a contract with a new company which will take effect when his current RCA commitment is complete, would you believe — in 1979?... While we're on the subject of contractual agreements — Double Brothers' manager, Bruce Cohen, announced that the band will re-sign with Warner Brothers. The Doobies are currently working on a forthcoming studio album, which is a "best of" LP is due for release in October. The band will hit the road for a sixty-city tour of the U.S. beginning Oct. 14 — a tour of Australia and Japan (co-billed with Chicago) is also in the offing. THE LONG AND WINNING ROAD — John Williams, who handles publicity for Bill Ham's Wolf Productions, reports that Z.Z. Top is currently engaged in an extensive tour. The itinerary includes dates in the Midwest, after which the band will blast their way through Florida and a large portion of the South. And while Z.Z.'s hard at it, Lone Wolf's Point Blank are also leaving a cloud of dust over much of the country. Their schedule includes a road sweep through Texas, and the boys will also swing through the D.C. area, Tennessee, St. Louis, Chicago and then back to Florida — and from there it's on to Denver Hard workers, those Texans... Chrysalis artist Nick Gilder is preparing to make a grand promo effort for his native Canada from the westernmost regions to the eastern coast. After having enjoyed considerable success with his single, "Roxy Roller," Gilder will be promoting his new tune, "She's A Star (In Her Own Right)." All this for Bally Samuels, Gilder's personal manager... Bill Graham recently returned from the road — Graham's European jaunt was "mostly a vacation..." THE SECOND TIME AROUND DEPT. — Is it true that the Beach Boys have parted company with their (ex) manager, Jim Fitzgerald? If so, it will be the second such separation.

Managers' Notes

LONDON — The Carpenters will tour Europe Nov. 10-27, it was announced today by personal manager Jerry Weintraub and Colin Berlin of MAM, London. The duo was scheduled for a sold-out European tour in August of '75, but that was cancelled because of illness. A Royal Variety Performance before Queen Elizabeth slated for that tour is not planned for the upcoming trek. The tour, which will follow the taping of their first American television special (airing Dec. 2 on ABC-TV), begins in Munich on Nov. 10 and will include an eight night run at the London Palladium.

Dinah Shore Garners Award From CPM West

LOS ANGELES — Dinah Shore has been named "Entertainer of the Year" by the Conference of Personal Managers West. The actual award will be presented as a portion of the program of the 20th Annual Awards Banquet to be held in Beverly Hills, Oct. 7. Previous winners of the coveted award include personalities such as Herb Alpert and Sammy Davis, Jr.

Tattoo Makes Indelible Mark

LOS ANGELES — Tattoo, a rock group featuring Wally Bryson and Jeff Hutton, both former members of the Raspberries, has been signed to Prodigal Records, according to Jules Hubert, president of Brentana, Ltd., the group's management firm. The group's debut single, "Baby Butters," was produced by Jules Hubert and Tattoo's producer, Jules Hubert, president, Brentana, Ltd., Suzanne di Pasio, vice-president Moltown Records creative division; Wally Bryson, lead singer & guitarist; Dave Allen, lead guitar; and Sally Rogers, Brentana's general manager; and Danny Klawon, bass guitarist.
CMA Announces Awards Finalists

NASHVILLE — The membership of the Country Music Association has selected the finalists for the annual CMA Awards. The winners in each of the ten categories, as well as the newest additions to the Country Music Hall of Fame, will be announced November 10th on the Tenth Annual CMA Awards Presentation from the Grand Ole Opry House. The show will air via CBS at 8:30 p.m. CDT.

Finalists in the categories of achievement include:

**Entertainer of the Year**
- Waylon Jennings
- Ronnie Milsap
- Willie Nelson
- Dolly Parton
- Mel Tillis

**Single of the Year**
- "Convoy" — C.W. McCall — Polydor
- "Good Hearted Woman" — Waylon Jennings/Wylie Nelson — RCA
- "Teady Bear" — Red Sovine — Starday
- "The Blind Man In The Bleachers" — Kenny Starr — MCA
- "The Door Is Always Open" — Dave & Sugar — RCA

**Album of the Year**
- "Night Things" — Ronnie Milsap — RCA
- "Teddy Bear" — Red Sovine — Starday
- "The Blind Man In The Bleachers" — Kenny Starr — MCA
- "Wanted — The Outlaws" — Waylon Jennings/Jessi Colter/Tompall Glaser/Willie Nelson — RCA
- "200 Years Of Country Music" — Sonny James — Columbia

**Song of the Year**
- "I'll Get Over You" — R. Leigh
- "Rhinestone Cowboy" — Larry Weiss
- "The Blind Man In The Bleachers" — Sterling Whipple

"Boone Country" — The key to success in show business is not so much reaching stardom, but maintaining it. Pat Boone has sold more than 45 million records, been presented with 13 gold discs and two gold albums, and has a platinum record denoting 3 million sales.

Pat now records for Hitstwre Records, the first artist signed by this new country division of Motown, and his first release, "Indiana Girl," hit all of the national charts, followed by "Glory Train." His current "Texas Woman" is #26 on the Cash Box country charts.

A descendant of Daniel Boone, Pat was born in Jacksonville, Florida, and is one of four children. Local amateur shows and a stint as master of ceremonies for a high school talent revue led to the first Mack Amateur Hour and subsequently the Arthur Godfrey Talent Scout Show.

In the fall of 1954, Randy Wood, founder and president of Dot Records, signed Pat to an exclusive recording contract. Six months later Pat went to Chicago to record "Two Hearts, Two Kisses." This single, which was an immediate success, was followed by his first million seller, "I'll Just Live a While." Subsequent hits were "I Almost Lost My Mind," "Friendly Persuasion," "Don't Forget Me" and a list of others.

Although his success was meteoric, Pat's desire for learning was fulfilled in 1958 when he graduated magna cum laude from Columbia University.

In 1956, Pat signed a million dollar contract with 20th Century Fox and was to star in fifteen major motion pictures, including such box office hits as "Bernadine," "April Love," "All Hands On Deck," "Mardi Gras," "Yellow Canary" and "Journey To The Center Of The Earth," which is listed as one of Fox's top five grossing pictures.

That same year, 1956, the American Broadcasting Co., signed Pat to his first television series, "The Pat Boone Chevy Showroom," produced by his TV production company Cooga Mooga, Inc., and made him the youngest performer on television with his own network show. His subsequent NBC morning show was followed by a 90 minute syndicated segment for Filmways. Also, one of the family's most successful appearances this past year was on the Perry Como Easter Special. Because of the enormous success of this show, the Boone management raised the profile of the show with network and syndicated executives over a possible Pat Boone variety-talk show.

His TV acting credits are numerous and he has been a guest star on virtually every major show and musical special.

Another dimension to his multifaceted career is his success as a role writer. His first book, "Twist Twelve and Twenty," a guide to teenagers, has sold more than 800,000 copies and all royalties have gone to the Northeastern Institute of Christian Education. Other books include, "Between You, Me And The Gatepost," "The Real Christmas," "A New Song" (sales over one million and published in five different languages) and "Joy.

Pat recently hosted his own tennis tournament in Santa Barbara for the Cancer Foundation and for the past three years he has been the national entertainment chairman for the March of Dimes and makes appearances over the entire country in their behalf.

This is only a small part of the man Pat Boone. Other credits and other philanthropies are too numerous to mention. Suffice to again say, the key to success in show business is not so much reaching stardom, but maintaining it.

Longtime friend Jack Spina is Pat's personal manager, with exclusive booking by ICM.

CMA Stars Shine At 2nd Musexpo

NEW ORLEANS — A country music show featuring Mickey Gilley, Tammy Wynette and Ronnie Milsap was sponsored by the Country Music Association for the international audience assembled for Musexpo '76. Mickey Gilley, and his Red Rose Express provided a preview of the upcoming new album and song "Sing Me Back Home," while Tammy Wynette brought the tempo down a bit with her sultry vocals. The hit of the evening was Ronnie Milsap, whose diversified choice of material made him the favorite of the Musexpo participants. Moving through rock, country, blues and pop stylings, Milsap is an entertainer with an appeal that apparently reaches beyond country.

Although much of the assembled audience had very little previous exposure to country music, the three artists received standing ovations. Milsap, especially, was greeted with great enthusiasm by a segment of the music industry not country-oriented. There was a great deal of comment on the universal appeal and potential of country artists such as these three, and the possibility of more international exposure for country artists in the near future.

Attendance Up For Hall Of Fame

NASHVILLE — Visitor attendance at the Country Music Hall of Fame and Museum through August 1976 indicates a 9% increase over the same period in 1975. Total attendance for 1976 thus far is 268,622 as compared to 262,412 in 1975.

Group tour attendance also indicated a 3% increase during 1976. Group tours for the first eight months of 1976 accounted for 123,366 persons as compared with 118,551 the previous year.

Because of the museum's expansion program, officials expect a substantial increase in attendance in 1977. Completion of the 1.1 million expansion project is set for December of this year, with the installation of new exhibits and the grand opening expected in early spring of 1977.

New Agency Formed

NASHVILLE — Southern Creative Designs, Inc., a new agency, has been formed in Nashville and will use many country music personalities in advertising and commercials for radio and television. Partners in the firm include Bill Haynes, Knoxville executives Jack Hartgrove and Ken Warren, and Chattanooga attorney Frank Seals. Southern Creative Designs is headquartered in the A&M Building, 4608 Papermill Road, Knoxville, Tenn. Their phone is (615) 584-8637. A Nashville office will be announced in the near future.

Paragon Signs Greene

MACON, GA. — Mercury recording artist and former Hampton Grease Band member Mike Greene has been signed by the Paragon Agency.
You and Tammy.

You and Tammy are in the process of giving America a very beautiful #1 country record, “You and Me.” Tammy Wynette on Epic Records and Tapes.

What’s George Jones trying to tell us?

Country fans all over America are tickled, intrigued and delighted by the new George Jones smash: “Her Name Is…”
Chellman/Twitty Golf Tourney Scheduled

NASHVILLE — Crockett Springs National Golf and Country Club has once again become headquarters for the annual Chellman/Georgia Twitty Radio Golf Invitational, which will be held on Oct. 13, 1976. Fouromes consisting of two radio personalities and a golf professional from each station and country will participate. The two-day event concludes with awards ceremonies at the club on October 14.

LOOKING AHEAD TO COUNTRY TOP 100

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AND NOW
THE COUNTRY MUSIC CONVENTION

If you're into Country Music
get into
The Cash Box Country Music Convention Special

Reserve your ad space now and get your ad to us by Oct. 1

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NASHVILLE
1311 Sigler St., Nashville Tenn, 37203
Phone: (615) 244-3898

CHICAGO
29 E. Madison St., Chicago, III. 60602
Phone: (312) 346-7272

ENGLAND
97 Uxbridge Rd., London W. 12
Phone: 01-749-6724

CANADA
1446 Bloor St. W. Apt. 14
Toronto, Ontario, Canada M6P 3C9
Phone: (416) 786-5778
country radio active
most added singles

1. I Don't Want To Have To Marry You — Jim Ed & Helen — RCA
2. You've Got The Money — Willie Nelson — RCA
4. I'm Gonna Love You — Dave & Sugar — RCA
5. Somebody Somewhere — Loretta Lynn — RCA
6. You Don't Know Why — John Denver — RCA
7. Live It Down — Freddy Fender — ABC/Dot
8. Sooner Or Later — Little Rolling Stones — RCA
9. I Can't Stay Away From You — John Denver — RCA
10. I've Loved You All Of My Life — Don Williams — Capricorn

country radio active
most added singles

1. I'm Not Gonna Live Forever — Billy Joe Shaver — ABC/Dot
2. If I Can't Love Her — Waylon Jennings — RCA
3. It's Only Love — Johnny Cash — Theotone
4. I Like It — Waylon Jennings — RCA
5. I'm Gonna Love You — Dave & Sugar — RCA
6. You Don't Know Why — John Denver — RCA
7. Someone Somewhere — Loretta Lynn — RCA
8. It's Only Love — Johnny Cash — Theotone
9. I Like It — Waylon Jennings — RCA

Wood Inks Dillingham

Wills — Lansbird
1. Don't You Want To Have To Marry You — Jim Ed & Helen — RCA
2. Show Me A Man — T.G. Sheppard — Hilite
3. Cherokee Maiden — Merle Haggard — Capitol
4. Living It Down — Freddy Fender — ABC/Dot
5. I'm Gonna Love You — Dave & Sugar — RCA
6. Come On Over — RCA
7. Like A Sad Song — John Denver — RCA
8. Somebody Somewhere — Loretta Lynn — RCA
9. You're The Reason I'm Not Married — Doug Sahm — Columbia
10. Red Sails In The Sunset — Johnny Lee — GRT

WOOD — MIAMI
1. Don't Want To Have To Marry You — Jim Ed & Helen — RCA
3. Cherokee Maiden — Merle Haggard — Capitol
4. Living It Down — Freddy Fender — ABC/Dot
5. I'm Gonna Love You — Dave & Sugar — RCA
6. Come On Over — RCA
7. Like A Sad Song — John Denver — RCA
8. Somebody Somewhere — Loretta Lynn — RCA
9. You're The Reason I'm Not Married — Doug Sahm — Columbia
10. Red Sails In The Sunset — Johnny Lee — GRT

WINN — LOUISVILLE
1. I Don't Want To Have To Marry You — Jim Ed & Helen — RCA
3. Somewhere Somewhere — Loretta Lynn — RCA
4. Cherokee Maiden — Merle Haggard — Capitol
5. Thinking Of You — The Money — Willie Nelson — ABC/Dot
6. I'm Gonna Love You — Dave & Sugar — RCA
7. Come On Over — RCA
8. Like A Sad Song — John Denver — RCA
9. You're The Reason I'm Not Married — Doug Sahm — Columbia
10. Red Sails In The Sunset — Johnny Lee — GRT

WINN — NEW ORLEANS
2. I Don't Want To Have To Marry You — Jim Ed & Helen — RCA
4. Somewhere Somewhere — Loretta Lynn — RCA
5. Cherokee Maiden — Merle Haggard — Capitol
7. I'm Gonna Love You — Dave & Sugar — RCA
8. Come On Over — RCA
9. Like A Sad Song — John Denver — RCA
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Wood Inks Dillingham

Wood Inks Dillingham

SNUFF AND BRENTA — Songstress Brenda Lee goes over some vocal arrangements with Wood Inks Dillingham in the studio.

HAMILTON'S SERIES SET FOR BRITISH TV

NASHVILLE — Following recent negotiations, George Hamilton IV's Canadian television series has now been scheduled for broadcast in Britain for the first time. The series, which is titled "George Hamilton IV" and is being marketed in Britain by FTMS (Film & Television Marketing Services), will be shown in 13-phase packages through Feb. 19.

The series begins transmission on Yorkshire Television on Saturday, Sept. 18. In addition, the series has also been bought by Anglia, Border, Granada and RTE (Ireland), but transmission dates for these areas have yet to be announced.

The shows will introduce itself during a caller of Canada's leading country music entertainers to the British viewers.

CMA Election Date Set

NASHVILLE — The 18th annual meeting of the Country Music Association membership will be held Thursday, Oct. 14 at the Municipal Auditorium on John H. Robinson Parkway in Nashville, Tenn., beginning at 9:30 a.m. The session will be devoted to the election of directors, the president's message and other items of business.

Wood Inks Dillingham

Wood Inks Dillingham

Additions to Country Playlists

The list below are singles being played on key country radio stations around the U.S. and have been added to 15 ABC/Dot playlists as of Oct. 6.

1. I Don't Want To Have To Marry You — Jim Ed & Helen — RCA
3. I'm Gonna Love You — Dave & Sugar — RCA
4. Come On Over — RCA
5. Like A Sad Song — John Denver — RCA
6. Somebody Somewhere — Loretta Lynn — RCA
7. You're The Reason I'm Not Married — Doug Sahm — Columbia
8. Red Sails In The Sunset — Johnny Lee — GRT

Artist-DJ Tape Sessions Set

NASHVILLE — The annual artist-DJ tape sessions sponsored by the CMA and the Grand Ole Opry will take place Friday, Oct. 15 in the lower level of Nashville's Municipal Auditorium, beginning at 12:30 p.m. and from 2:30 p.m. until 5:00 p.m.

Disc jockeys are asked to bring their own tape recorders and both DJs and artists are asked not to bring any guests. These are "open sessions" for anyone to participate in interviews and station promotions with artists they might not otherwise get to see.

RCA FACTS LINDA DARRELL — Chet Atkins looks on as singer/songwriter Linda Darrell signs an RCA recording contract. Chet will be producing Linda, whose first RCA single will be "Love In Being In Love."
HERE'S SOME LOVE — Tanya Tucker — MCA 2213

Reflecting a maturity of delivery, Tanya offers this slice of life with a definite feel for the so-called pop audience. Opening with the title song, which is Tanya's current hit single, each selection is tailored as a separate entity. Some are familiar, done in Tanya's own style, others are newcomers, but the total is a superb package for anyone's taste. Included are "Round Around the Bottle," "Camin' Home Alone," "Gonna Love You Anyway," "Holding On," "You Just Loved The Leavin' Out Of Me," "The Gospel Singer," "Take Me To Heaven," "Short Cut" and "I Use The Soap." Production by Jerry Crutchfield.

PEANUTS AND DIAMONDS AND OTHER JEWELS — Bill Williams — MCA 2222

The consistently timeless quality of Bill's voice, and his ability to bring into full focus an emotional lyric, is heard on each selection. Featuring his current hit single "Peanuts and Diamonds," other "Jewels" are: "Meanwhile Back In Cleveland," "Let Me Whisper Darling One More Time," "Your Love Blows Me Away," "Why'd The Last Time Have To Be The First," "Liar's One, Believer's Zero," "We've Got It All," "Swamp Texas," "Daddy, You Know What" and "Thanks."

THAT LOOK IN HER EYES — Freddie Hart & The Heartbeats — Capitol

"That Look In Her Eyes" may just be the "sound in your ears." With a solid country delivery Freddie has included his current charting single along with "Lover On Louvin," "Part Of Me," "Lord Don't I Look Good," "You Turn On The Man In Me," "Why Lovers Turn To Strangers, Can I Still Come Home," "Paper Sack Full Of Memories," "I Had No Place To Go" and "Till I Get My Head On Straight." Produced by George Richy, you'll hear the work of some of music's top musicians throughout.

KING OF THE TAVERNS — Little David Wilkins — MCA 2215

Running from the basic country to disco country, "the king of the taverns" is bound to capture top box plays with the total package, which could well be termed a collection of Little David Wilkins hits. Produced by Owen Bradley, selections include: "Love In The Back Seat," "The Good Night Special," "Make Me Stop Loving Her," "Run It By Me One More Time," "Half Way In, Half Way Out," "Disco Tex," "King Of All The Taverns," "One Monkey Don't Stop No Show," "The Greatest Show On Earth" and "Let's Do Something (Even If It's Wrong)."

BACK IN THE SWING OF THINGS — Hank Thompson — ABC/Dot DOD 2061

Texas swing crossed with the big band sound is the music of Hank Thompson, first made popular in the '50s. Here is a sampling of that sound, authentically direct from a master, featuring original musicians of that era such as Bob White, Jimmy Beiken, Curly Chalker, Keith Coleman and Johnny Gimble. Produced by Tommy Louis, selections are: "Big Band Days," "Forgive Me," "I'll Sign My Heart Away," "Three Little Swigs," "Honky Tonk Girl," "Hangover Tavern," "Yesterday's Girl," "One Shot Off Today," "Bring Back The Waltzes" and "Play Me On Polka."

MORNING COMES — Buckacree — MCA 2218

A sample from the new breed that some may call progressive country, others may call rock or pop, showing the freedom which comes from doing their own thing. Production by Glyn Johns. Selections included are: "Love Never Lasts Forever," "Red Wine," "Dreams Of Flying," "Older Lovers," "Don't Let It Slip Away," "Out Of Touch," "Bound To Be Blue," "Just Another Night," "Dance Around The Campfire," "Morning Comes."
Goody Lowers LP Price As Discount Records Exits NYC

The London Phase 4 stereo album of the soundtrack to the motion picture "Obsession," now available at $3.99/$5.99 tape, will be offered by Discount Records for one week in a row. Ads for the record were tied into movie notices in nine markets: Boston, New York, Los Angeles, Denver, New York, Denver, New York, Dallas, and Seattle.

In addition, Korvettes and Columbus Home Centers in Columbus, Ohio, will promote the album this week in The New York Daily News, which offered a limited basis two free "Obsession" tapes with the purchase of the film's soundtrack album.

Retail LP Selling Prices

Atlanta: At K-Mart (7 locations), full-page CBS ad with these features: 148 listed records, including catalog LPs by Aerosmith, Dylan, Chicago, Santana, San Francisco, Paul Simon, Art Garfunkel, Al Green, and others, for $3.88, up to $3.00; $2.99 for two LPs, including "greatest hits" by Tony Bennett, Chicago, Roy Orbison, Jerry Vale and Bobby Vinton, for $5.49/$6.49 tape. At Musicland (2), "2-fer" sale on any $6.99 list album with the purchase of any LP at $5.87, purchaser gets second release for $3.59. At Franklin Music (3), all-label sale for $4.78/$5.80 tape, debut LP by Dr. Buzzard's Original Savannah Band and newest releases by Jefferson Starship, John Denver and Hall & Oates (all RCA) for $3.99/$4.99 tape. (Sunday Atlanta Journal and Constitution).

Baltimore: At Korvettes (4 locations), the following features: multi-label sale including RCA, Capitol, and Blue Note for $3.96/$4.96 tape each; all UA records for $3.96/$4.96 tape; except Shirley Bassey's "Love, Life & Feelings" and latest releases by War, ELO, Air Supply and Kansas for $3.98. For American Flyer for $3.64 per LP; RCA classical $7.98 list prices for $4.14 per LP and $3.98 for $2.24 per LP, plus $4.98 list recording of Holst's "Planets" for $2.54 and a $2.24 list recording of Holst's "St. Paul" for $2.54. At Recordland, select 24 and latest releases by Jefferson Starship, Lou Rawls, Wild Cherry and Starland Vocal Band for $2.99 each on a special date. At Radio Shack (39), assorted cutouts for $1.49 per LP; third "2-fer" sale on original of the soundtrack to the motion picture "The Omen." (Sunday Baltimore Sun).

Boston: London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "Obession." (Sunday Boston Globe).

Chicago: At Musicland (7 locations), same "2-fer" ad that appeared in Atlanta, except with picture of Philadelphia Motown release, Al Green, "Time's Up," for $3.88. At Bills (2 locations), same ad that appeared in Baltimore with same prices. MCA Records tie-in of the original soundtrack to the motion picture "Bingo Long." London Phase 4 Stereo tie-in of the original soundtrack to the motion picture "The Omen." (Chicago Defender).

Cleveland: At J.P. Snodgrass (12 locations), all-label sale with both $5.98 and $6.98 list LPs for $3.99 each. At Uncle Bills (11) "top 10 LPs," including newest releases by Fleetwood Mac, Van Halen, Boston, Toto, Randy Bachman and others, for $3.99 each. At Record Shack (16), same ad that appeared in Baltimore with same prices. Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." (Cleveland Plain Dealer, September 3 and 5).

Dallas: At CBS (7 locations), "2-fer" sale on any $6.99 list album for $3.88/$4.98 tape ("An Evening With John Denver," 2-LP set for $7.48/$8.68 tape). At Record Shack (59), same ad that appeared in Baltimore, Chicago and Cleveland. At Musicland (9), same "2-fer" ad that appeared in Atlanta and Chicago, except the second album was for $3.99. (Dallas Morning News, September 2).


Detroit: At Korvettes (5 locations), same ad that appeared in Atlanta, but without the special prices on latest releases by Jefferson Starship and three other groups. At Record Shack (72), same ad that appeared in Baltimore, Chicago, Cleveland and Dallas at same prices. (Sunday Detroit Free Press).

Houston: At Globe Pharmacy (9 locations), seven John Denver releases, including his newest LP, for $3.99/$5.33 tape each; seven MCA releases, including most recent LPs by Country Records, "Time's Up," for $3.99/$5.33 tape each. At Disc Records (4), fourth release by Helen Reddy, including her newest LP, for $3.99/$4.99 tape. (Sunday Houston Chronicle).

Los Angeles: At Licorice Pizza (15 locations), the following multi-page features: full-page ad with release of "Swashbuckler," defeat release by The Miami Boys for $3.77/$4.99 tape. At Tower Records (3), full-page ad promoting the newest release by Quincy Jones (2-LP set) for $4.88/$6.88 tape. At The Wherehouse (35), Aerosmith catalog for $3.88. Third "2-fer" sale on any $6.99 list album for $3.88/$4.98 tape, including latest LPs by John Denver, Jefferson Starship and Waylon Jennings, for $3.77/$4.99 tape each; debut release by The Movies for $3.77/$4.99 tape. At Tower Records (3), third "2-fer" sale on any $6.99 list album for $3.88/$4.98 tape, tie-in to upcoming concert appearance at Musicland. At Musicland (10), same ad that appeared in Dallas with the same prices. MGM Records tie-in of the original soundtrack to the motion picture "Logan's Run" for $3.99/$5.33 tape. At Tower Records (3), seven movie soundtrack LPs, including latest releases by John Denver, Jefferson Starship and Waylon Jennings, for $3.77/$4.99 tape each; debut release by The Movies for $3.77/$4.99 tape. At Tower Records (3), third "2-fer" sale on any $6.99 list album for $3.88/$4.98 tape, tie-in to upcoming concert appearance at Musicland. At Musicland (10), same ad that appeared in Dallas with the same prices. MGM Records tie-in of the original soundtrack to the motion picture "Obsession." Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." MCA Records tie-in of the original soundtrack to the motion picture "Carwash." (Los Angeles Times, September 3).

Miami: At Viscount Records, all $6.98 list albums for $4.25 per LP (three LPs for $12). At Radio Shack (92), same ad that appeared in Baltimore, Chicago, Cleveland, and Dallas at same prices. (Sunday Miami Herald).

Minneapolis: At Discount Records (2 locations), all-label sale for $4.65/$5.49 tape. At Tower Records (7), "2-fer" sale on any $6.99 list album for $3.88/$4.98 tape. At Record Shack (60), all-label sale for $4.78/$5.80 tape. At Musicland (9), same "2-fer" ad that appeared in Dallas at same prices. At Radio Shack (64), same ad that appeared elsewhere. (Sunday Minneapolis Tribune).


New York: At Sam Goody (7 locations), lowest price LP sale at $14.99/$15.79 tape with the following special daily features: on September 6, multi-label sale (including Warner Bros.) for $3.99/$4.99 tape (in addition, Album of the Day, "Peter Frampton Comes Alive," for $3.49 per 2-LP set); on September 7, multi-label sale (including RCA) for $3.99/$4.99 tape (in addition, Album of the Day, "Fleetwood Mac," for $2.99); on September 8, multi-label sale (including Elektra/Asylum) for $3.99/$4.99 tape (in addition, Album of the Day, "The Legendary Christie Perfect Album," for $2.99); on September 9, multi-label sale (including RCA) for $3.99/$4.99 tape (in addition, Album of the Day, "Jefferson Starship's "Spitfire," for $2.99); and on September 10, multi-label sale (including MCA and Warner Bros.) for $3.64 per LP, all Saphiram and RCA Victrola releases ($3.98 list) for $2.24 per LP, all Capitol releases, including latest albums by Steve Miller, Natalie Cole and Tavares, for $3.99 per LP, five releases on UA, including debut LP by American Flyer and most recent releases by War and ELO. (New York Daily News, September 7, 1976).

Philadelphia: At Sam Goody (10 locations), same ad that appeared in New York with same features at same prices. At Korvettes (5), same ad that appeared in Detroit with same features at same prices. (Sunday Philadelphia Inquirer).

Pittsburgh: At Philadelphia's Stores and Marts, 19 recent releases, including latest LPs by Steve Miller, Helen Reddy, Wings, Starland Vocal Band, Jefferson Starship and Elton John, for $3.99/$5.99 tape each, and assorted cutouts for $2.99. At Renaissance, At Radio Shack (47), same ad that appeared elsewhere. (Sunday Pittsburgh Press).

St. Louis: At Woolworth Stores, assorted cut-out records and tapes for one dollar each. (Sunday St. Louis Post-Dispatch).

St. Louis: At Tower Records, same ad that appeared in New York with the following features: various releases including newest LPs by Herbie Hancock, Fania All Stars, Freddie Hubbard and Tammy Wynette/George Jones, for $4.99 each; latest albums by Wild Cherry, Chicago, Lou Rawls, Neil Diamond and Boz Scaggs for $3.99, and assorted releases, including LPs by Tony Orlando, Hot Tuna, Captain Beefheart and others, for $3.99 each. (St. Louis Post-Dispatch).

Washington: At Waxe Maxie (13 locations), the following albums for $3.99/$5.99 each: 14 CBS releases, including latest LPs by Joe Cocker, Chicago, Lou Rawls and Leonard Cohen, CBS Classics; six A&M records, including newest LPs by Gino Vannelli, George Benson, and others; CBS Classics; six Motown releases, including newest LPs by Diana Ross and the Commodores; CBS Classics; six Motown releases, including newest LPs by the Spinners, Edwin Starr, and others; CBS Classics; six Motown releases, including newest LPs by Helen Reddy, Steve Miller, The Band and Wings; six Motown releases, including newest LPs by Diana Ross and the Commodores; six A&M records, including newest LPs by Gino Vannelli, George Benson, and others; CBS Classics; six Motown releases, including newest LPs by the Spinners, Edwin Starr, and others; CBS Classics; six Motown releases, including newest LPs by Helen Reddy, Steve Miller, The Band and Wings; six Motown releases, including newest LPs by Diana Ross and the Commodores; six A&M records, including newest LPs by Gino Vannelli, George Benson, and others; CBS Classics. (Washington Times-Herald, September 7, 1976).
Jazz Album Picks

SONNY BOY WILLIAMSON — Chess 2ACMB-206 — List: 7.98

Sonny Boy's playing excellent response to the Chess show album "Love Dance" picked in Cash Box recently. Let's hope this time the trumpet player can go all the way! Muse also reports the completion of a new LP by Ellis James titled "Mr. Jones To You." The sideman on the date included Walter Davis, Houston Person, Grady Tate and Buster Williams. Speaking of Williams, he also finished up a Muse session featuring Kenny Barron and Roy Ayers.

Jazz was in full force in Boston over the Labor Day weekend with Art Blakey appearing at Sandy's, McCoy Tyner at Paul's Mall and Stanley Turrentine at the Jazz Workshop. Eddie Harris, a rare New England appearance following Blakey into Sandy's.

Project 3 has an interesting anthology titled "Guitar Tapestry" which features a variety of great pickers among the jazzmen represented are Wes Montgomery, Charlie Christian, Joe Pass and Johnny Smith.

The big Atlantic jazz releases contain one LP of exceptional interest. It is titled "Jazz Gala Concert" and has Stan Getz, Gerry Mulligan, Johnny Griffin, Nat Adderley and Toots Thielman as featured artists.

John Rainbow is the new president of the New York chapter of the Duke Ellington Society.

American Heritage will publish an interview with veteran ragtimer Eddie Blake in its October issue. The interview was conducted by Max Morath, Vanguard recording artist.

Nice to see Bob Ursey get an LP at Fantasy/Milestone/Prestige. While working at from CTI it is "Schoogie Woman Boogie" by Dave Matthews big band featuring the likes of Randy and Mike Brecker, Pat Rebillot and Joe Farrell, Farrell will share the spotlight with George Benson in an upcoming CTI set — the first time either man has been a co-leader on CTI.

Kudu also has been active and recorded three live LPs at the recent Schaeffer Music Festival in New York. Artists are Esther Phillips, Hank Crawford and Grover Washington Jr. All three acts appeared with their own groups.

Prestige coming shortly with "Together Again For The Last Time" by Gene Ammons and Sonny Stitt. Longtime expatriate Carmell Jones did a stint at the Modern Jazz Showcase in Chicago recently. It is the first time the Kansas City trumpet man has been heard in the US in at least ten years. Bob porter

HOMETOWN BASH — Following a Seattle performance by Brownstein, Capitol's Seattle staff held a gala evening featuring and celebrating their new record. Pictured (l-r) are Jack Reynolds, Capitol's sales manager; Jerry Dennon of Great N.W. Records stores; Bruce Cannon, music director at radio station KATC in Tacoma; band member Don Brown, Inge Wood, singles buyer at Major Disk records store; Paul Thompson, program director at radio station KGHO; band member Garrell Smith; Adrienne Huffine, Capitol's customer service representative; and Stan Foreman, Capitol's promotion representative.


This is the sixteenth Peterson LP from MPS/BASF and according to Audio Fidelity (its US distributor) the material consists of previously unissued material from at least five sessions. There is one solo, four trio titles and three tracks with guest appearances by Milt Jackson or Herb Ellis. It is the latter tracks that stand out because Peterson is probably the best jazz accompanist of them all. Not to take anything away from his solo playing but he seems to thrive in the company of other great soloists. Another highlight is the recorded sound — the best that Peterson has ever had.

THE DANISH JAZZ ARMY — Red Rodney — Storyville SLP 262 (import)

Veteran trumpet man Rodney has produced a lot of good music since returning to the jazz arena a few years ago. He is by no means the best yet. The DJU (there has to be a better name for this group) is a working unit consisting of two saxophones and rhythm. They are a very cohesive group with an outstanding soloist in Bent Jægård on tenor sax. The music is very broad in scope, ranging from a John Kirby number through some waltz-rock into a Kahn/Pratt setting. Soupy Leibovici is more relaxed in this company and turns in several outstanding solos. This album would be an excellent pickup for any U.S. jazz label.

Jazz Album Deals

Top 40 Jazz Albums

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<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Weeks on 9/11 Chart</th>
<th>Weeks on 9/11 Chart</th>
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<tr>
<td>1</td>
<td>BREEZIN'</td>
<td>GEORGE BENSON</td>
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<td>2</td>
<td>EVERYBODY LOVES THE SUNSHINE</td>
<td>ROY AYERS UBQUITY (Polydor PO 1-0670)</td>
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<td>3</td>
<td>BOB JAMES THREE</td>
<td>RONNIE LAWS (Blue Note UA EKLN 628G)</td>
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<td>4</td>
<td>SECRETS</td>
<td>HERBIE HANCOCK (Columbia PC 34369)</td>
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<td>5</td>
<td>GOOD KING BADGE</td>
<td>GEORGE BENSON (CTI 6063)</td>
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<td>6</td>
<td>DAVID SANBORN</td>
<td>GARY WATTS (Blue Note BRJ 6060)</td>
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<td>7</td>
<td>YOU ARE MY STARSHIP</td>
<td>NORAH JONES (Columbia PC 34366)</td>
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<td>8</td>
<td>ECHOES</td>
<td>KENNY G (Columbia PC 34365)</td>
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<td>HARD WORK</td>
<td>JOHN HANCOCK (3311)</td>
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<td>10</td>
<td>WINDJAMMER</td>
<td>PATRICK MARCY (Fantasy/Fantasy F9508)</td>
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<td>11</td>
<td>BAREFOOT BULLET</td>
<td>JOHN KLEMMER (ABC 950)</td>
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<td>12</td>
<td>BLOW</td>
<td>AL JARREAU (Warner Bros MS 2048)</td>
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<td>13</td>
<td>EVERYBODY COMES ON OUT</td>
<td>STANLEY TURRENTINE (Fantasy F509)</td>
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<td>14</td>
<td>FLY WITH THE WIND</td>
<td>MELISSA TERRY (Milestone/Fantasy MR607)</td>
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<td>15</td>
<td>LOOK OUT FOR #1</td>
<td>HERBIE HANCOCK (A&amp;M SP 4567)</td>
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<td>16</td>
<td>TOUCH</td>
<td>JOHN KLEMMER (ABC ABB 922)</td>
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<td>17</td>
<td>ARBOUR ZENA</td>
<td>PATRICK MARCY (ECM/Polysys 1-1070)</td>
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<td>18</td>
<td>ROMANTIC WARRIOR</td>
<td>KITTY JARRETT (ECM/Polysys 1-1070)</td>
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Note: A complete list is available from Cash Box. Use the ten-digit number of the issue in question.
ARISTA SIGNS MANDRILL — Arista Records has announced the signing of the seven-member group Mandrill. Pictured at celebrating the event are Clive Davis, president of Arista Records; Artie Ripp and Irwin Mazur, the group’s managers; and members of Mandrill.

Will Black Radio Lose Its Identity? by Cookie Amerson

LOS ANGELES — Black radio program- mers around the country are becoming more concerned about whether black radio will become a thing of the past. Record companies are approaching them with more and more crossover product every day. More white artists are recording songs which have a definite black sound. Artists like A.W.B., Wild Cherry, John Valenti, Boz Scaggs, Hall & Oates and many others are getting a record started on ‘black’ radio stations before a top forty has touched it, and go on to become huge successes. But are they going to get the same break at top forty stations? Some black record programmers are beginning to feel threatened by the large amount of crossover product, whereas others feel that eventually there will be no labels on music, and it will be the best thing that could happen.

Best Music

Chuck Smith, program director at KDJO in Dallas, told Cash Box, “I feel that black music is the best music, and race has nothing to do with that statement. When I am choosing music for the station, I am not concerned as to whether it is a crossover record or not, my main interest is to play music that my audience enjoys listening to. The listener knows what you are doing when they suddenly start hearing more and more top forty product on your station, and that you don’t want, and if you don’t want it, then why are you bringing that to a black radio station to get a lesson in crossover music, but for entertainment. Some programmers tend to forget that there is a reason for a country formatted station, a top forty formatted station, and the black formatted station. If a person goes to a specific place that he thinks offers a specific product, he doesn’t want them to try to give him something else. Programmers should offer ‘warmth’ to their listeners by playing identifiable music and actually let the audience make a judgment of what they want to hear. I feel that if the crossover situation is carried to the ultimate, definitely black radio as it is today would be eliminated. But if general market radio had initially served the needs of the black community there would never have been a need for black radio.”

Every Crossover

Richard Steele, program director at WJPC in Chicago, says, as other programmers have stated in the past, “I am here to play the music that garners the most audience. Music is no longer as categorized as it has been in the past. Everybody is drawn on everybody else’s music, and a group with five people in it may have two blacks and three whites. White students are enrolling in a school of music to learn more about black music, so definitely barriers are slipping away.” Steele told CB, “I do play crossover product that my audience really wants to hear, but that doesn’t mean I will play every one that comes out. I think I would be opposed to hearing a station that had no identity, as there is no kind of music that appeals to every listener all the time.”

Needs Chance

Joe Fisher, program director at WRBD/WCKO in Ft. Lauderdale, says that for every Wild Cherry, or A.W.B., there is a black artist who is looking for the same chance that Elton John and other white acts have gotten on a black station. Fisher stated that black radio needs to give the black artist a chance because top forty will not break a black record. They may play them after they have been proven on a black station, but where will they start if black radio doesn’t start them?

Fisher also felt that programmers should stand up for what they think black radio should be, and seek to upgrade the black radio station as it exists as opposed to getting into other areas. He also mentioned to CB that his AM station WRBD, which plays every little crossover product, doubled its audience in the last ARB.

Whether crossover product is a blessing or a problem is difficult at best to say at this point. Generally speaking, people just want to hear good music, regardless of what kind of music a person chooses to listen to at a particular time. The dividing factor may eventually lie in how music is presented on the radio by the personality, more than the music itself, which, because of different socio-economic backgrounds, will not readily change.

Valli and 4 Seasons Change Affiliations

LOS ANGELES — Frankie Valli and the Four Seasons henceforth will be managed worldwide by Allan Carr and Anonymous’ Dennis Pregnatolo with Steinberg, Lipsman and Associates supervising their publicity. Valli records for Private Stock and The Four Seasons are on Warner/Curb.

Ross Sets Stage Debut

**R&B Singles To Watch**
1. Disco Body - Jackie Moore - Kayvette
2. Sweet Summer Suite - Love Unlimited - 20th Century
3. Shake Your Rump - Bar-Kays - Mercury
4. Love Ballad - LTD - A&M
5. Best Disco In Town - Ritchie Family - Marlin

**Most Programmed New LPS**
1. Temps Do The Temps - Temptations - Gordy
2. Labor Day Special - The Commodores
4. On The Road Again - D.J. Rogers - RCA
5. Pass It On - Staples - WB

**R&B Crossing To Top 40**
1. Just To Be Close To You - Commodores - Motown
2. Get The Funk - Brothers Johnson - A&M
3. Best Disco In Town - Ritchie Family - Marlin
4. You Are My Starship - Norman Connors - Buddah
5. Rubberband Man - Spinners - Atlantic
6. You Don't Have To Be A Star - McCoo & Davis - ABC

**Reflections 'N Black**

**Additions to R&B Playlists**

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**Most Programmed New LPS**

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Eighteen Singles Nominated For MOA Jukebox Awards

CHICAGO — The MOA awards committee submitted a list of eighteen singles as nominations for the annual MOA Jukebox Awards. The selections are: "Convoy" by C.W. McCall; "Feelings" by Morris Albert; "Disco Lady" by Johnnie Taylor; "Misty Blue" by Dorothy Moore; "Like Us Together" by Captain & Tennille; "That's The Way I Like It" by K.C. & The Sunshine Band; "Rhinestone Cowboy" by Glen Campbell; "Afternoon Delight" by Starland Vocal Band; "Lynx Eyes" by the Eagles; "Fly Robin Fly" by Silver Convention; "You Sexy Thing" by Hot Chocolate; "Boogie Fever" by The Sylvers; "Love Hurts" by Nazareth; "Let 'Em In" by Wings; "Kiss And Say Goodbye" by the Mannhattans; "Breaking Up Is Hard To Do" by Neil Sedaka; "Silly Love Songs" by Paul McCartney & Wings and "Wasted Days & Wasted Nights" by Freddy Fender.

Association members will be asked to choose five from the above list (with option to add individual selections) and base judgment on a record's earning power on jukeboxes. The committee will then weigh the results and separate the winners into five categories: jukebox artist of the year, record of the year, pop record of the year, country record of the year and soul record of the year.

The actual awards presentation will take place during the MOA banquet in the Conrad Hilton Hotel on Sunday night, Nov. 14. The MOA awards committee, as the association's executive vice president Fred Granger indicated, is made up of individuals from a wide geographical area of the country in order to reflect a complete and accurate survey. Committee members are: Ronnie DeHaven of West Virginia (chairman), Robert E. Nims of Louisiana (vice chairman), Theodore H. Grant of Massachusetts, John W. Strong of Illinois, Wayne E. Hesch of Illinois, Wesley S. Law-sen of Florida, Donald A. Anderson of Oregon and Clayton L. Norberg of Minnesota.

MOA Will Announce Training Program at '76 Exposition

CHICAGO — A recent MOA survey (Cash Box, July 10 issue) revealed that a large number of members feel there is a lack of sufficient training programs in the coin machine industry to meet present needs. As a result of the disclosure, MOA appointed a special committee within its ranks to study the situation and develop a suitable program for association sponsorship. "We are thinking in terms of a quarterly school," said MOA president Fred Granger, "to be sponsored by MOA."

He indicated that the committee would be conferring with the various amusement machine factories and, possibly, Kurz Kosch as well for assistance in determining a program which would provide the caliber of instruction and mechanic training that would be most beneficial to all concerned. "We hope to announce full details of the program at our November convention and subsequently schedule our first school for early next year," Granger said.

Denver, Colorado is under serious consideration by the MOA board of directors as the site for the 1977 Notre Dame seminar. The decision to relocate was influenced by the number of requests from members in the west and northwest areas of the country who want to attend the sessions but are prohibited in traveling time.

Service Hint

Jim Stanfield of Stanfield Vending in La Crosse, Wisconsin, uses a simple, and comparatively inexpensive, method to combat the sporadic problem of overheated upright machines on this route. By installing a small fan or blower in the model to keep it cool he could be able to prevent the malfunction resulting from an overheated game and thus reduce down time. He said the problem, although it is not prevalent on all uprights, could have been an aggravating one this past summer particularly, because of extremely high temperatures in his area of operation but he managed to combat it and recommends his solution especially for operators doing business where temperatures are high year-round.

KAMA Mtg. 9/18-19

WICHITA — The KAMA, Kansas state association, will hold its second meeting of the year on September 18 and 19 at the Holiday Inn in Topeka.

Opening event on the agenda will be an informal get together and dinner party on Saturday evening following the KAMA annual meeting. A general membership meeting will take place on Sunday, commencing at 11:00 a.m.

Among the prime targets on the business agenda will be the state's current sales tax program, with special guest Mr. Chris Redmond of the law firm of Redmond, Redmond and O'Brien, discussing the possibility of exempting collections from the sales tax.

NEW YORK — Warner Communications, Inc. has announced that it has signed a contract with the management of privately-owned Atari, Inc. for acquisition of the controlling interests in Atari for cash and debt. Consummation of the contract is contingent on certain factors including approval of the terms and conditions of the offer by the commissioner of corporations for California and acceptance of the offer by at least two-thirds of each class of the company's shares.

Atari is a creative technological company that applies advanced semiconductor technology to consumer products. The company invented Pong (®) and is a leading producer of coin-operative video games and consumer video games. The extraordinary management team of Atari, which has been responsible for the company's success, will continue to run the company under long-term contracts. For in 1972, Atari had revenues of about $39 million dollars and net income of about $35,000,000 dollars in the fiscal year ended May 29, 1976. The total purchase price is approximately $28 million dollars.

Warner Communications is engaged in the entertainment and communications businesses through operations in recorded music and music publishing, motion pictures and television, cable communications and the publishing and distribution of magazines and paperback books.

Due to a printer's error of a highly technical nature, we are running last week's Service Hint to correct any misinformation the diagram generated.

Service Hint: Outputs — High Or Low?

by Fred McCord
Field Service Engineer, Atari, Inc.

Los Angeles — To minimize repair time on solid state systems it is important to be able to understand and interpret the information given in the schematics. This article is primarily for the person who understands what's going on with the board (at least sort of), but still gets a little confused with logic gates as to when outputs should be high or low, and if what is seen with a scope or a logic probe is correct.

If you have memorized truth tables for all gates, congratulations to you if you always get the right table with the right gate, etc. If you have a wide range of gate names, symbols and truth tables, take heart, there is an easier way?

First you have to remember two things:

1. is the symbol for AND.

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Tar & Nicotine Tax Rejected by Senate

CHICAGO — The U.S. Senate has defeated by a wide margin a proposed amendment to the Tax Reform Act which would have based the cigarette excise tax on the tar and nicotine content of cigarettes, according to Richard W. Funk, government affairs director of the National Automatic Merchandising Association (NAMA).

Proposed by Sen. Gary Hart of Colorado, the amendment would have scaled the new excise tax at from 5 to 50 cents a pack.

Funk said that some of the language introduced by Hart before the Senate Committee on Labor and Public Welfare is not likely to see action this year but that other efforts on such a tax can be expected next year.

NAMA strongly opposed the proposal and stated that it would virtually do away with the sale of cigarettes through vending machines.

In November of 1960, D. Gottlieb & Company produced a pinball machine called "Flipper," which marked the factory's introduction of the add-a-ball feature, advertised in company brochures of the time as "a fascinating, revolutionary type of extended play!" The concept offered the skillful player the opportunity to add an unlimited number of balls to each game played.

To induce competitive play a High Score Panel was contained in the backglass of the Flipper. Funk said that a similar program introduced by Hart before the Senate Committee on Labor and Public Welfare is not likely to see action this year but that other efforts on such a tax can be expected next year.

The "Hamburg" pinball machine finished, an innovation of the time to extend playboard life.
Service Hint: High Or Low

2) \(\bigcirc\) is the symbol for OR.

If you get the inputs mixed up, remember that \(\bigcirc\) looks like the letter "O" in AND.

Second, as you look at a schematic, you'll notice that a lot of gates have bubbles either on the inputs or the outputs. These are our key to logic levels:

1) A bubble indicates a logic low (0 VDC to 2.4 VDC).
2) No bubble indicates a logic high (2.4 VDC to 5 VDC).

Third, starting with the output, look to see if it will be high (bubble) or low (no bubble). If will be at the correct level only when the input conditions are correct.

Let's look at some basic gates:

Output "C" will be high (no bubble) when input "A" AND input "B" are high.

Output "C" is low (bubble) when input "A" OR "B" is high.

Scope:

Here's another one you see used. Just read it like any other. Output C is ? when input A is \_\_\_\_ or B is \_\_\_. If you said low, high, low, you are right. Now is there a functional difference between \(\bigcirc\) and \(\bigcirc\) ?

Besides logic gate symbology, the actual signal name will also tell you what that signal should be doing. There are two ways you will see a signal, with a line over it or not.

For example Start — Start — (start not)

A signal without a line over it is normally low (about 0 volts) and goes high to do its job, i.e., Start would be low until you start the game and would go high (almost 5 volts).

Start would be high and go low when the game is started.

Another way of looking at it is that a "not" signal (line over it) goes low when it is true or goes low to perform its function.

So far then we have a few key items that will tell us what we should see at any given point on the schematic.

1) Read a gate (regardless of number of inputs) starting from the output (high or low). Note that the output will be in the correct state only when the inputs are satisfied.
2) Look at the inputs to determine if that signal should be going low (bubble) or going high (no bubble).
3) Note the logic symbol (AND or OR).
4) Look at the signal name: (a) Does it have a line over it? If so, it is normally high and goes to be true or to perform its function. (b) If it doesn't have a line over it then it is normally low and goes high to be true or to perform its function.

By learning to utilize the few simple keys, you will soon find that reading schematics will become easier and your ability to understand and troubleshoot solid state equipment will improve greatly.

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KAMA Mgt. 4-2

KAMA president Ronald Cazel notified the membership that he had conferred with Mr. Paul Moore, president of the Wichita Technical Institute about graduate technicians entering into the field of coin-operated equipment as mechanics. Cazel secured a list of eligible candidates, willing to relocate to anywhere in the state and work as coin machine mechanics, for presentation during the general meeting.

See ELTON JOHN starring in new Capt. Fantastic and the Brown Dirt Cowboy Bally 4-PLAYER CONVERTIBLE TO ADD-A-BALL

ELTON JOHN STYLING

International fame of ELTON JOHN, rock super-star, 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 Distributor or write Bally 2640 Belmont Avenue, Chicago, Illinois
CHICAGO CHATTER
The annual IAAPA summer meeting gets underway in Hershey Park, Pa. this coming weekend — September 17-19. It will be a very informal event, highlighted by tours of the Hersheypark and Dutch Wonderland facilities. No structured seminars or business meetings are planned. However, there is an expectation that members will have the opportunity of exchanging ideas on a person to person basis.

CENTER OF EXCITEMENT at the D. Gottlieb & Co. factory these days is the “Card Whiz” slot machine. The model is the company’s first involvement with oddball machines, concentrating on export shipments of a new 4-player to the European market. And how about the “Gottlieb” New York add-a-ball pin, made especially for New York to commemorate the 50th anniversary of the pitcher of a person.

THE CREW at Atlas Music Co. are all set and “waiting patiently,” to quote Sam Kolber, for the premiere of the new Rowe product line, September 16-17, at the Marriott Lincolnshire. You can bet Atlas will be well represented at the big event! Sam said closeout dates are 10-30 for the ROW 80M, and that gives them enough lead up time to get to the repeat performance with the new line. Gameseware, the spotlight on Allied’s “Daytona 500” and “Rock On” pingame.

NORTH CHICAGO WEEK For Larry Berke of Midway Mfg Co., “How’s Sea Wolf” doing? His answer: “Just like old man river it keeps on rollin’ along!” Here is one phenomenal piece of equipment! Just when you think they’re about ready to wrap up production — another minor surge of orders.

DATELINE SAN DIEGO — home of Grimm Industries. In the past 3 1/2 years of its existence as a manufacturer of coin-operated equipment, Grimm’s product line has been exclusively wallgaming. However, in conversation with the firm’s marketing director John Myers, Cash Box got an inkling of “a couple of unique approaches” in the offing out. Look for something in the way of arcade equipment and video cocktail tables, in the very near future. As a matter of fact, John said they have some prototypes on test right now which are bringing in some mighty encouraging results!

WELL STAY OUT OF TOWN a month longer for an update on happenings at H.Z. Vending & Sales in Omaha, most notable of which, according to Hymie Zorlinsky, was the arrival of the firm’s first “Great San Francisco Toy Expo.” The firm is now featuring the Mike’s Tiniest pinball line, and Hymie noted, and just perfect for locations with limited space. He told us business has been very good these past several weeks, attributable to heavy action with the Rock-Ola potato line. Gottlieb pincars and Micro football tables.

MORT LEVINSON of National Coin may be retiring in a couple of weeks but for the present he’s had to put aside thoughts of his impending relocation to leisurely Sherman Oaks, California and attend to the business at hand. The last three weeks of August have been among the most active of the summer season out there. Mort, Mac Brier and the rest of the crew have really been busy. In for some shopping and visiting at National last week was the Michigan Street “C. R. & W.”

STATE ASSOCIATION NEWS: The FAMA’s “Spirit of ’76” convention and trade show convenes this week-end (16-20) at the Deauville Hotel in Miami Beach, Florida. It’s notable one of the largest and most heavily attended state association functions in the industry, which annual gathering of coin manufacturers and representatives from throughout the country. Association officials expect to feature about 100 exhibits this year; some of the exhibits will display brand new, as yet unreleased equipment.

CNS is excited about the recent addition to the entertainment lineup for the banquet show is recording artist Freddy Hart… Present indications are that the November-December convention will be the biggest event! As previously announced, exhibit space at the Conrad Hilton Hotel is filling up fast — in all three halls; with both completely sold out and the third (north hall) half full already! … By the end of this month MOA will be mailing out advance registration cards for badges and banquet tickets… Two association-sponsored service booths will be of special interest to ops and visitors seeking information on schematics and the servicing of equipment.

HOUSTON HAPPENINGS
Congratulations are in order for operator Grant Dorsett and his wife, Linda, who became the proud parents of their first child, a 7 lb. 4 oz. girl named Tanja Bré. Dorsett is owner of Dorsett Vending & Amusement Co., Alvin, Texas… Out of town operaters are not likely to hear of this particular coin redemption machine currently on display in a shopping center to carry out its shopping on business… Lee Watmon, United Novelties Co., Houston, making rounds of major distributors to keep inventory up to par… Larry Smith, Ace Vending Cig. Service, enjoying a bit of competition in the Houston area… John Arvany apparently going dry in his new executive position with Big State Vending Co. (Houston), Tom, former co-owner of American Music Co., joined Big State when that concern purchased American Music… Outside beautification and landscaping of Franz Blvd. (Houston) now complete. Inside renovation was finished some months ago. Entire project is a credit to planners, architect, workers and all others involved… At this moment wish to sincerely thank employees, owners and executives of the city’s major distributors for their splendid assistance in providing information about local coin machine happenings. Without their help, simply could not write Houston happenings every week. Mention a few offhand: Pamela Butler Gaenslen and L.C. Butler, Gulf Coast Dist. Co. (Wurutz)… Ann Thibodeau and Hans Van Beydendijk, Coin-Op, with offices in both San Antonio and Houston… Harry Jones, LE Corporation (Rock-Ola); O.O. (Freewes) Fleschner, International Billiards, Inc. Very recently met for the first time Larry Gast, sales representative, Rowe International distributor operations of Houston office.

EASTERN FLASHES
With summer just about tucked away, the Westchester Operators Guild will resume their normal schedule of meetings on Tuesday, September 14 at Pastor’s in North White Plains. 

Understand Guild presy Carl Pavels was in Germany recently… All is in readiness at the Atlantic City Coin-Op Show, slated for September 16-17 at the Marriott Lincolnsr in Chicago. Factory execs will be departing the Whiopsis headquarters during the weekend to set up the trade show booths, which will be designed to give a complete walkthrough of the line and make certain everything is a-okay for the big new product unveiling! … Happy to learn that UBI just landed a choice military bid for their video games. Marty Shumsky said the award will include “Domino” cocktail table and “Sports” (4-selection game) uprights.

… Rowe-New York’s Bob Catlin gave us a rundown on some of the super new games out there — like “Le Mans” and “Breakout” from Atari; CDI’s “Sound Stage” 2-player pinball; and some new Elton John pinballe ... At the Chicago Show — and are most anxious to see the new pinballs. May expect hearliest (though somewhat belated) congratulations to Nick Melone of American Shuffleboard, who on July 11th was married to the lovely of the firm’s account executives, Julie and Nicks said when she ran her on the 4th he realized what all the fireworks were really about! Seems like only yesterday he welcomed his first grandchild, a boy whose name is George and who is getting ready to release a new score unit “to further enhance shuffleboard play,” as Nick said. Look for it at MOA Expo ’79. Universe Affiliated Int.’s Barry Felmanblad announced the Playmatic pinball in Spain; a new cabaret-produced following the annual vacation shutdown — so, shipments of the firm’s Biencentennial “New World” and “Conquest 200” pinball are in progress. Barry said the games are being well received in the U.S. He also said he’s been trying to create a new “technical breakthrough” at the November MOA convention in Chicago.

CALIFORNIA CLIPPINGS
There seems to be a great deal going on at Atari these days. Especially the one culminating in the company’s move to Bellows where the company has been banking on the Bellows can’t seem to stay home long enough to enjoy the California sunshine. Debbie Spindler, who is always up for a bit of much deserved vacation … Another exec, hard to keep track of is Saga’s president Harry Kane. We find that he was back on the east coast talking with Rowe Distributors… Ramtek is way out into the West coast here with their latest three player electronic pinball, a new electronic black jack game “Hit Me.” According to Chuck Arnold of Ramtek, “Keeping up with demand has kept us all very busy and happy.” … While nursing her late summer baby, movie and music sales executive, Dona Perlz, will be attending the October 13th release of the new Pinball Machines, “The Great Scotts” and “The Great Scotts”.

STATE ASSOCIATION NEWS: The 1976 FAPA convention and trade show convenes this week-end (16-20) at the Deauville Hotel in Miami Beach, Florida. It’s notable one of the largest and most heavily attended state association functions in the industry, which annually gathers a large number of coin manufacturers and representatives from throughout the country. Association officials expect to feature about 100 exhibits this year; some of the exhibits will display brand new, as yet unreleased equipment.

CHUCK MANGIONE/ESTHER SATTERFIELD # 2$ with talent and solid musical ability, which is the case with the other musicians who play with the band. Their unique and relaxed recording as individuals through his production company: Gerry Niewood on reeds, Donn Potter on guitar, and Jo LaBarbara on drums.

Mangione’s own compositions, created in an environment removed from trend-consciousness, reflect his own individuality. That individuality is a statement that bears out his statement that “music is where you are and where you’ve been.” His compositions move into new areas of ideas that could be considered too arcane for mass consumption. In “Bellavia,” a piece dedicated to his mother, he uses a repeating pattern of Mediterranean flavor in combination with surging waves of brass riffs, which is quite reminiscent of classical orchestral pieces, and somehow fit together perfectly. A glance over the audience this evening proved that Chuck Mangione is spanning age and taste barriers.

Earth, Wind & Fire/EMOTIONS # 9$ set you free”, “Reasons,” which featured a superb and lengthy sax solo, and the group’s newest single, “Getaway.” The Emotions are not a new group. Although their recent album “Fire/Eight” is quite well received and is quite well known and respected by devotees of female soul groups, operating under the name “The Emotions” has proved to be very difficult. Nevertheless, the Emotions put short effort behind powerful vocal blends and exhibited tremendous stage presence. With the popular current LP’s, “Flash,” the Emotions may become the newest super female trio.

[l.b.c.]

Cashbox/September 18, 1976
COIN MACHINES WANTED

WANT—All makes and new and used phonograph records, sound effects, TV game machines, video games, record players, etc. 800-643-7328.

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg mahogany skivvies; trade unable to supply. Call (301) 201-9839.


FOR SALE — For sale: Harlequin Ballroom, 34 S. 3rd St., Harrisburg, PA 17101; 244527.

FOR SALE FULLY CUSTOMED — Fully customized 45's, 45's, 45's. 300 or more. 1 $30. 500 or more. 1 $150.

FLIPPERS - At times more than 400 late model Gottlieb Bally Williams Chicago Scotty Mrp available. Immediate delivery, call for listings. Pan American Amusements, 1211 Liberty, Avenue Nevis, New Jersey 07751.


SEEBEORC 150 AVE M 210. 150 Johnson, corner 255, Tennis Tourney 200. Electro Dalt 105. BRIDGERS 200 Mt Ave Park Road Y NK.

NEED EQUIPMENT We have it! New & used pins, genuine driving pins for 1949-1971 machines. For more information contact: Coin Machine Distributors Inc. 213 Dover St. Peabody, MA 01960. 781-737-5502.

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CLASSIFIED ADS CLOSING WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

45

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45
Canada’s Record Companies Usher In New Personnel Age
by David Farrell

TORONTO — A new wave of people are moving into the corridors and boardrooms of record companies in Canada and their effects are being felt — or perhaps "seen" is a better way to describe their creative presence.

The Press Director is a new fashion in Canada, for introduced by A&M Records here a couple of years back and at the time regarded with mild curiosity, A&M proved a point, or two, by creating a precedent few, if any, PR. GRT, CBS Capitol Records and RCA each have their own full-time publicist who deals with consumer inquiries as well as keeping personal contact with radio and press people, and stirring interest within television circles about feature artists who are traveling the country or making one stop appearances in Montreal, Toronto or Vancouver.

Past publicist for A&M Charlie Prevost left the company about a year ago to work with Supertramp and was replaced by Jim Monaco. Young, ambitious and sensitive to the timeliness of news, Monaco has taken Prevost’s post one step further and worked in tandem with promotion and sales to keep the press alert to breakouts in A&M artists. When foreign artists arrive in Canada to tour, a mail-out is immediately supplied to key media people which provides a copy of the most recent album release, a selection of picture material and a biography/discography.

A&M’s Monaco regularly services media personnel with update material and compiles monthly press sheets collected from periodicals and newspapers which have had A&M subject matter in them.

At GRT, Liz Braun virtually created the position of press director for herself about four months ago and has forged a niche for herself within the company and the national entertainment scene. Her main responsibility is to issue press releases once a week, detailing events, releases, and changes in company policy or personnel. In addition, she handles reviewer inquiries, provides photographs to the press on a regular basis and supervises artist interviews and promotion shots. Capitol Records publicity department carries two persons in it, headed by Karen Bell. With the promotion of Nola about six weeks ago, she has upgraded bio material available to the media, organized elaborate media function and even joined in on a conference for the Bay City Rollers in Toronto two months back, and substantially remodelled mailing lists, both to protect Capitol Records’ overhead and to hopefully increase the print media response to promo product mailed out.

The most recent addition to the publicity roster is Terry McGee at CBS Records here. A former regional promotion man with vast experience in CBS policies and artists, he undertook the challenge approximately six weeks ago and has been actively acquainting himself with national media personnel and upgrading mailing lists, in addition to compiling files on artists and record reviewers across the country.

Marji Cox handles the position of press and public relations for RCA Canada, having joined the company at the beginning of this calendar year. An avid believer in press releases, she perhaps more than any of the others has a solid grounding in television, having joined the company from a network channel where she handled PR duties. Beyond these five companies, others such as London and Polydor have personnel on staff who wear double hats in promotion and publicity. While most directors are cautious in assessing their impact, most media personnel seem in agreement that the channels for information flow are better than ever; it is now up to the media to respond to the challenge set by the companies.

Canadian Exhibition Creates Big Draw
TORONTO — The Canadian National Exhibition Grandstand drew a total of 316,900 paying customers over 19 shows between Aug. 19 and Sept. 5, with ticket prices ranging between $5 and $8.

The largest draw registered was for the Scottish World Festival Tattoo which attracted 92,700 people over four shows, the Beach Boys ranked second with 65,100 over three shows.

Other big draw attractions were Bachman-Turner Overdrive, America and Chicago, which was the only group out of the to three to draw a capacity attendance of 21,700.

The Canadian National Exhibition Grandstand is the biggest talent buyer on a dollar ratio of all fairgrounds in North America.

From Russia With Richard
LONDON — Rocket recording artist Cliff Richard has returned to London after a 17-day concert tour of the Soviet Union. Richard, who was the guest of the Russian government, did twelve concerts in Leningrad and eight performances in Moscow. He also appeared on several radio and television shows aired throughout the USSR.

Hutch Joins B&C
LONDON — Brian Hutch has been named managing director of B&C Records and Trojan Records. The labels were acquired in June 1978 by Saga Records when B&C went into liquidation with the aim of giving the budget specialist Saga company an avenue into the full-price market.

Hutch moves to Saga from Nems, where he has been acting as a consultant in retail store acquisition and oversees licensing since April.

CRIA Certifies 19 Records In Aug.
TORONTO — The Canadian Recording Industry Association reports 19 certifications made during the month of August with Columbia titles grabbing eight of the sales plaques.

Bob Dylan, Tina Charles, Neil Diamond, Barbra Streisand, Kris Kristofferson, Ger- ard Lenorman, Johnnie Taylor and Silver Conwention represented the CBS label. " Desire" by Bob Dylan was the only platinum album certification in that month and "I Love To Love" by Tina Charles was the only platinum single. Nine albums were certified gold, representing 59,000 units sales. A further eight singles were certified gold, representing 75,000 unit sales.

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 at the end of the business day, Sept. 9.

<table>
<thead>
<tr>
<th>Currency</th>
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<tr>
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<tr>
<td>Dollar (Canada)</td>
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<td>Peso (Argentina)</td>
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Canadian Exhibition Grandstand.

Hutch Joins B&C Records.

CRIA Certifies 19 Records In Aug.

Currency Exchange Rates.

Tina Charles receiving a Swedish platinum LP for sales exceeding 100,000 units, surrounded by Scandinavian jazz.

Cashbox/September 18, 1976
Microfon Execs. Hit The Road

BUENOS AIRES — Mario Kaminsky, president of Microfon Argentina, and Norberto Kaminsky, vice-president of the company, have embarked on a tour of Mexico, Miami, New York, Los Angeles and Puerto Rico regarding the operation of their company in these markets. As CB reported some time ago, Microfon has opened its own affiliate in Miami and is currently operating with a 50-plus LP catalog in the Latin market. During the first months of action, several Argentine artists have jetted to the states for promo appearances and concerts, aiming at an audience traditionally attracted by Mexican and Caribbean music.

Phonogram Sets Realistic Goals

NOTTINGHAM — Recognition of the currently depressed economic scene in the United Kingdom emerged during the Phonogram sales conference here when the company's fall campaign, tagged "Money Makers: Phonogram Points to Profit," set a lower initial sales target than its equivalent last year. The 1975 Grand Prix campaign had a target of 1,250,000 units, but this year's selling exercise is set at 1,200,000 between August 31 and December 10. The Money Makers pitch is claimed to be a more advantageous deal for the sales force, with a higher potential bonus rising to 500 pounds for 125% achieved on target, and also for the dealer, with a range of 2,000 gifts involving vacations, domestic appliances and luxury goods. The full-price section of the campaign runs until November 8 with higher benefits and then merges with the mid-price section.

Pye, BBC Join Forces

LONDON — Pye Records held its annual sales conference here at the Europa Hotel on September 3.

A three-year deal between Pye and BBC Records & Tapes for manufacturing, sales and distribution was announced during the sales conference. The pact also includes the BBC disk and tape catalog on a licensing basis for the territories of Eire, France and Italy.

Sammy Davis, Jr. Set To Tour Europe

HOLLYWOOD — 20th Century Records will release Sammy Davis Jr.'s new LP "Song And Dance Man" throughout Europe in conjunction with Davis' international tour commencing in Amsterdam, September 12. Peter Pasternak, 20th Century Records director of international operations, reported that Davis' new single "You Can Count On Me," (the theme song to the television show "Hawaii Five-O") has just been released as well. In addition to Holland, Davis will be performing in Germany, Denmark, Italy, Austria, France, Belgium and England.

Pye Makes Staff Appointments

MONTREAL — Tim Harrold, president of Pye Ltd., has announced two staff appointments: Peter Erdmann has been named to the post of vice president, finance, David Brodeur joined Pye as director, national promotion.

Nazareth Set For Canadian Tour

MONTREAL — With total unit sales close to one million in Canada, Scottish rock act Nazareth have just completed recording their second album at the Morin Heights Le Studio on the outskirts of this city and have embarked on their third national tour in as many years, covering 13 cities in 25 days. Their last studio album "Close Enough For Rock 'N' Roll," which contained the single "Love Hurts," was also recorded at the rural retreat studio in Morin Heights. As usual, lead guitarist Manny Charlton supervised mix and production. The group is to be presented with a multi-gold and platinum presentation in Edmonton on Sept. 24 as follows: LPs "Razamanaz," platinum; "Louie And Proud," platinum; "Rampant," gold; "Hair Of The Dog," gold; "Close Enough For Rock 'N' Roll," gold; "Greatest Hits," double platinum (the equivalent of 200,000 units sold). The single "Love Hurts" has been certified gold with sales in excess of 150,000 units.

Captions

Cash Box/September 18, 1976

Customs Post

"Customs Post" is a regular feature providing a calendar whereby the industry may keep abreast of individuals in and out of the U.S. on international business. A listing for alphabetical listings is on page 177.

Claudio Blanco, director international division of Som, Spain — To L.A. Contact UA Int'l.

Frank Davies, international A&R and publicity director, ORT Canada — To L.A. through this week. He may be contacted through 20th Century Int'l.


Neil Harrold, national marketing manager, A&M Records Ltd. — To L.A. He may be contacted through MCA Int'l.

Yumimt Kato, music critic for Mainichi Newspapers — To L.A. Contact A&M Int'l. from Sept. 5-16.

Barry Kimber, manager of A&M Records Ltd. of Essex Music of Australia Pty., Ltd. and Croomwell Music of Australia Pty., Ltd. — To New Orleans Sept. 7-11. He will also be in Nashville Sept. 12-14 (Spence Manor Hotel), New York from Sept. 15-17. (St. Moritz Hotel) and L.A. Sept. 18-24 (Beverly Hills Hotel).

Barry Manstoff, marketing director, 20th Century Records, London — To L.A. through this week. Contact him through 20th Century Int'l.

Masamori Miyazaki, president, Shinsei-Doh, a major Japanese record dealer — To L.A. Sept. 20. He can be contacted through A&M Int'l.

R.D. McCormack, data processing manager, WEA Music of Canada, Ltd. — To L.A. Contact him through Warner Bros. Int'l.

Alan McLachlan, representative of Pye, England — To L.A. He may be contacted through 20th Century Int'l.

Atsumi Murakami, editor of Monthly Playboy magazine of Japan — To L.A. Sept. 6-12. He can be contacted at 262-4060.

Bob Newby, director of Panache Music Ltd., London — see Malcolm Forrester.

Charley Nuccio, president, Island Records — Currently in England on label business.

Peter Prince, representative of Pye, England — see Alan McLachlan.


Jeff Walker, director of publicity for Island Records — Presently in Jamaica meeting with label artists.

Cece Welteff, representative of Phonogram Int'l. in the Netherlands — To L.A. He may be contacted through 20th Century Int'l.

Dov Zefra, director, Hataklit Records, Israel — To L.A. He may be reached through 20th Century Int'l.

Quality To Market Ad Background Music

TORONTO — Quality Records has launched a direct mail advertising campaign nationally to promote the leasing of B16s (Beds, Intros, Themes, Stings), albums of background music for use in local production of radio and TV commercials.

Fourteen stations nationally have already signed contracts to lease the 10-album package which contains 60 pieces of music in 10-30- and 60-second segments. The cost on a monthly basis is averaged to compete with the cost of prime time commercials at the leasing outlet.

Quality has spent $15,000 on the campaign; a national business ad followed for the future, and will set further budgets according to initial response.
national sales representative firm Metro Radio Sales. Locco first joined MR5 in 1968 as an account executive. Vincent A. Gar- dicke joins same firm as account executive. Prior to his appointment, Gardicke held similar account exec positions with various rep firms.

Eva Ross named weekend announ- cer for KHA, Los Angeles. Ross has been with KMH for the last year as community affairs director.

Sammy Jackson returns to KLAC, Los Angeles, at midnight shift.

Dave Thompson is now on KDWB, Minneapolis. Thompson was with WXX, New York.

New jock at WFLI, Chattanooga is Bill Thomas, doing 2-6 a.m. shift. He replaces Greg Reid, now at 1SQ, Knoxville.

Tim Byrd is now doing overnight on WAIR, Winston-Salem, N.C., as Paul Richards moving to afternoon drive. WAIR's sister station WSEF-FM is now simulcasting rock and roll with WAF from 6-midnight.

Chuck Bennett takes over morning drive at WPRO, Providence. Gary Berkowitz, station PD, will do morning drive on WAIR, formerly on weekends is now doing the all night show at the station.

WIREY, New Albany, Indiana, has hired Becky Dawkins to do afteroon drive.

George Craig appointed chief engineer at KSAN, San Francisco. Craig was CE at KFKA, Berkeley, for 10 years prior to this appointment.

Scott Allen, former afternoon drive jock at KFJZ, Ft. Worth, with the station WDRG, Detroit, needs an energetic jock/newspaper and news director. Call Ted Ferguson at (313) 272-9050 or write to him at WDRG, 15933 W. 8 Mile, Detroit, Mich. 48235.

Steve Andrews, driveway PD at WMDR, Syracuse, and formerly with WPXI-FM, New York, looking for PD or jock position. He can be reached at (315) 441-1515.

A. K. & David, KDQI, Monroe, Mich., for KGDL, Great Falls. A replacement is needed. Tapes and resumes may be sent to Bob Dermer, KVOX, Box 97, Morehead, Mont., 59060.

General managers of the seven CBS-owned FM stations held their annual conference in Pontiac, Mich., April 10. The conference's program centered around meetings at which each of the GMs discussed on-air and on-station operations. Topics included promotion, really unlimited on this type of show." According to Weber, the show will be available to stations either on a free or barter basis, and he said he expects at least 100 stations would contract for the program initially.

Number Of Inputs
Show creator Rose McGuyer said the playlist used on the show will be determined from a number of inputs, but commented that "the word must be getting around because we're even getting response from progressive outlets now."

12 Commercial Minutes
According to Jay, "So Control — USA" will contain 12 commercial minutes, six of them presold by Underwood-McClain to national time buyers, and the other six available for stations to sell to local clients. "The cosmetics and hair care people are looking for formats like ours," he added. Weber added that these are the sponsors Underwood-McClain had primarily approached, but "the advertising market is very strong."
### September 18, 1976

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
<th>Chart Position</th>
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<tbody>
<tr>
<td>36</td>
<td>MUSIC, MUSIC</td>
<td>MELLE REDDY (Capitol ST 11547)</td>
<td>37</td>
<td>6</td>
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<tr>
<td>37</td>
<td>LOOK OUT FOR NUMBER ONE</td>
<td>BROTHERS JOHNSON (A&amp;M 4567)</td>
<td>33</td>
<td>29</td>
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<td>38</td>
<td>CONTRADICTION</td>
<td>GEOX PLAYERS (Mercury SHM 1-1088)</td>
<td>34</td>
<td>15</td>
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<tr>
<td>39</td>
<td>GET CLOSER</td>
<td>BEACH &amp; CROFTS (Warner Bros. BS 25011)</td>
<td>39</td>
<td>22</td>
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<tr>
<td>40</td>
<td>SPARKLE</td>
<td>ARETHA FRANKLIN (Atlantic SD 18176)</td>
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<td>15</td>
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<tr>
<td>41</td>
<td>SUMMER TIDE</td>
<td>JIMMY RUFFIN (Warner Bros. MS 2246)</td>
<td>43</td>
<td>12</td>
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<td>42</td>
<td>THE ORIGINS</td>
<td>ANGUS &amp; CO (Columbia CS 3414)</td>
<td>46</td>
<td>13</td>
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<td>43</td>
<td>ROYAL SCAM</td>
<td>STEELY DAN (ABC AB 439)</td>
<td>45</td>
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<td>44</td>
<td>AGENTS OF FORTUNE</td>
<td>BLUE OYSTER CULT (Columbia CS 3414)</td>
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<td>FIREBALL</td>
<td>(Atlantic SD 18174)</td>
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<td>46</td>
<td>SONG OF JOY</td>
<td>CAPTAIN NEMO (A&amp;M SP 4270)</td>
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<td>47</td>
<td>CHANGES BOWIE</td>
<td>DAVID BOWIE (A&amp;M 1-1732)</td>
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<td>STARLAND VOCAL BAND</td>
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<td>49</td>
<td>NIGHTS ARE FOREVER</td>
<td>ENGLAND DAN &amp; JOHN FORD COLEY (Big Tree Atlantic BT 8011)</td>
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<td>50</td>
<td>SKY HIGH</td>
<td>TAYLOR (Capitol ST 11553)</td>
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<td>51</td>
<td>DR. BUZZARD’S ORIGINAL SAVANNAH BAND</td>
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<td>52</td>
<td>YOU ARE MY STARSHIP</td>
<td>NORMAN CONNORS ( Buddah BDS 555)</td>
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<td>EVERYBODY LOVES THE SUNSHINE</td>
<td>RAYY ARIS &amp; URBANITY (Polydor PD 1-6701)</td>
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<td>HERE AND THERE</td>
<td>ELTON JOHN (MCA 2197)</td>
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<td>ALICE COOPER GOES TO HELLS</td>
<td>ALICE COOPER (Warner Bros. BS 25696)</td>
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<td>OLIS OF SUNSHINE</td>
<td>JON ANDERSON (Atlantic SD 18180)</td>
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<td>A FIFTH OF BEETHOVEN</td>
<td>WALTER SIPES BAND (Private Sip 5015)</td>
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<td>CHICAGO’S GREATEST HITS</td>
<td>(Columbia PC 33900)</td>
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<td>TAKIN’ IT TO THE STREETS</td>
<td>DJOOG BROTHERS (Warner Bros. BS 25692)</td>
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<td>I’M EASY</td>
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<td>61</td>
<td>ENDLESS SUMMER</td>
<td>BEACH BOYS (Capitol SVB 11544)</td>
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<td>BREAD &amp; ROSES</td>
<td>RUDY COLENS (Epic 768175)</td>
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<td>63</td>
<td>TRYIN’ TO GET THE FEELING</td>
<td>BARRY MANOLOW (Arista AL 4060)</td>
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<td>A KIND OF HUSH</td>
<td>CAMPERFINS (A&amp;M SP 4561)</td>
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<td>THE BEST OF THE BAND</td>
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<td>TID NUGENT</td>
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<td>LONG HARD RIDE</td>
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<td>GOOD SINGIN’ GOOD PLAYIN’</td>
<td>GRAND FUNK RAILROAD (MCA 2216)</td>
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<td>ANOTHER PASSENGER</td>
<td>CARLY SIMON (Epic 768176)</td>
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<td>ARE YOU READY FOR THE RIDE</td>
<td>WAYLON JENNINGS (MCA APL 1-1816)</td>
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<td>JAILBREAK</td>
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<td>THE MONKES GREATEST HITS</td>
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<td>HISTORY — AMERICA’S GREATEST HITS</td>
<td>AMERICA (Warner Bros. 62944)</td>
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<td>HARD WORK</td>
<td>JOHN NANDY (ABC/Impulse ASD 2114)</td>
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<td>77</td>
<td>FEVER</td>
<td>RONNIE LAVIN (Blue Note/BNA BNL 6-21)</td>
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<td>STEAL YOUR FACE</td>
<td>GRATEFUL DEAD (Grateful Dead/UGA GA-L 260-22)</td>
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<td>JOHN TRAVOLTA</td>
<td>(Midland Intl)</td>
<td>(MCA BKL 1-1563)</td>
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<td>ARABIAN NIGHTS</td>
<td>THE INTIMATE FAMILY (MCA 21981)</td>
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<td>81</td>
<td>AIN’T THAT A BITCH</td>
<td>JOHNNY GUITAR WATSON (E&amp;M Antenna)</td>
<td>(MCA-F 5)</td>
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<td>82</td>
<td>MOTHERSTEP CONNECTION PARLIAMENT</td>
<td>(Casablanca NBLP 2902)</td>
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<td>VIVAL ROXY MUSIC</td>
<td>ROXY MUSIC (A&amp;M SP 36-139)</td>
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<td>LOVE TO THE WORLD</td>
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<td>AMERICAN FLYER</td>
<td>(United Artists UA 650-G)</td>
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<td>86</td>
<td>ALIVE</td>
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<td>87</td>
<td>ABANDONED LUNCHEDETTE</td>
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<td>88</td>
<td>TALES OF MYSTERY AND IMAGINATION</td>
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<td>89</td>
<td>BAREFOOT BALLET</td>
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<td>90</td>
<td>BLACK AND BLUE</td>
<td>THE ROLLING STONES</td>
<td>(Rolling Stones Atlantic 70010)</td>
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<td>91</td>
<td>THE TEMPTATIONS DO THE TEMPTATIONS</td>
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<td>92</td>
<td>SINCERELY</td>
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<td>93</td>
<td>WEDDING ALBUM</td>
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<td>94</td>
<td>ERIC CARMEN</td>
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<td>95</td>
<td>BOBBY BLAND AND B.B. KING TOGETHER AGAIN... LIVE</td>
<td>ABC ACO 8371</td>
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<td>96</td>
<td>ELTON JOHN’S GREATEST HITS</td>
<td>(MCA 2128)</td>
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### Argentina
1. Quiero — Julio Iglesias — CBS
2. Llamada De Amor Invisible — Ray Stevens — Discomate
3. Solo Tu — Camilo Sesto — RCA
4. Dicen Que No Tiene Novio — Raúl Padovani — EMI
5. Historias Triste De Una Muchacha — Quini & Quiroga — RCA
6. Zamba Para Olvidarte — Daniel Torres — Microton
7. Esclavo Y Amo — Los Mensajeros — CBS
8. Adios John, Paul Yingo — Los Barbaros — EMI
10. Tama De Mahagony — Diana Ross — Microton

### Holland
1. Dancing Queen — Abba — Polydor
2. Kiss And Say Goodbye — Manhattanns — CBS
3. Let’s Stick Together — Bryan Ferry — Island
4. Don’t Go Breaking My Heart — Elton John & Kiki Dee — Rocket
5. Tango d’Amor — Vicky Leandros — Philips
6. Smile — Pussycat — EMI
7. Wild Bird — George Baker Selection — Negram
8. Making Love In The Middle Of The Night — Long Tall Ernie & The Shakers — Polydor
9. A Little Bit More — Dr. Hook — Capitol

### Great Britain
1. Let ’Em In — Wings — Parlophone
2. Don’t Go Breaking My Heart — Elton John & Kiki Dee — Rocket
3. Dancing Queen — Abba — Epic
4. In Zaire — Johnny Wakelin — Polydor
5. A Little Bit More — Dr. Hook — Capitol
6. Jeans On — Dire Straits — EMI
7. What I’ve Got In Mind — Billie Jo Spears — UA
8. The Killing Of George — Rod Stewart — Riva
9. You Should Be Dancing — Bee Gees — RSO
10. You Don’t Have To Go — Chieftains — Brunswick
11. Extended Play — Bryan Ferry — Island
12. Sixteen Bar — Stylistics — EMI
13. You’ll Never Find Another Love Like Mine — Lou Rawls — Capitol
14. Here Comes the Sun — Steve Harley & Cockney Rebel — EMI
15. Heaven Must Be Missing An Angel — Tavares — Capitol
16. Nice And Slow — Jesse Green — EMI
17. Doin’ It Again — G. Zamfir — Epic
18. Now Is The Time — Jimmy James & vagabonds — Pye
19. Baby We Better Try And Get It Together — Barry White — 20th Century
20. Afternoon Delight — Starland Vocal Band — RCA

### Italy
1. Non Si Puo’ Morire Dentro — Gianni Bella — Derby
2. Europa — Sanzana — CBS
3. Fernando — Abba — Dig It
4. Ramajà — Afric Simone — Barclay
5. Manfredi — Ricardo Cocciante — RCA
6. Tu E Cost’ Sta — Franco Simone — Rifi
7. Linda Bella Linda — Daniel Santacruz — EMI
8. Svalutroph — Adriano Celentano — RCA
9. Amore Nel Ricordi — Bottega Dell’Arte — EMI
10. Resta Cu ’me — Marcello — CGD

### Japan
1. Anata Dakeko — Teruhiko Aoyi — Teichiku
2. Yokosuka Story — Moroe Yamaguchi — CBS-Sony
3. Anata Ga Yitatekara Bokugayuta — Hiromi Ohta — CBS-Sony
4. Soul Dracula — Hot Blood — Overseas/Teichiku
5. Kirino Meguray! — Hiromi Iwazaki — Victor
6. Yamaguchisanchhio Tautomukun — Kozue Sayito — Philips/Phonogram
7. Kitano Yakadora — Harumi Miyako — Columbia
8. Akaay High Heel — Hiromi Ohta — CBS-Sony
9. Ganepeki No Haha — Yuriko Futaba — King

### Australia
1. Don’t Go Breaking My Heart — Elton John & Kiki Dee — Rocket
2. S-S-S-Single Bed — Fox — QTO
3. Dancing Queen — Abba — RCA
5. Howzat — Sherbet — Infinity
6. Moviestar — Harpo — EMI
7. Misty Blue — Dorothy Moore — RCA
8. Fernando — Abba — RCA
9. Afternoon Delight — Starland Vocal Band — RCA
10. Jailbreak — AC/DC — Albert
11. We Do It — R&J Stone — Capitol
12. Happy Days — Silver Studs — Philips
13. Love Really Hurts Without You — Billy Ocean — QTO
14. Rihannon — Fleetwood Mac — Reprise
15. Boogle Fever — Sylvers — Capitol
16. I Like It Both Ways — Supernaut — Polydor
17. Young Harries Run Free — Candi Staton — Warner Bros.
18. Rock And Roll Love Letter — Bay City Rollers — Arista
19. Don’t Go Do It — Maxine Nightingale — United Artists
20. Only Sixteen — Dr. Hook — Capitol

### International Best Sellers

<table>
<thead>
<tr>
<th>Country</th>
<th>Lp</th>
<th>Artist</th>
<th>Label</th>
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</table>
| Italy   | 1  | Fernando | Abba — RCA
| Japan   | 2  | Anata Dakeko | Teruhiko Aoyi — Teichiku
| Australia | 3 | Don’t Go Breaking My Heart | Elton John & Kiki Dee — Rocket

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**NOTES:**
- **Top 10 Lps**: These are the top ten best-selling records in each country as listed in the chart.
- **Country**: Indicates the geographical region for which the chart is compiled.
- **Artist**: Names of artists or bands featured on the top selling records.
- **Label**: Names of record labels associated with the records.

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**Cash Box/September 18, 1976**
THE ALBUM YOU'VE BEEN WAITING FOR

FEATURING THEIR NEW SINGLE LOVE SO RIGHT
B/W YOU STEPPED INTO MY LIFE
ALSO INCLUDES THE MILLION SELLING #1 SINGLE YOU SHOULD BE DANCING.

ALL SONGS WRITTEN BY THE BEE GEES
PRODUCED BY THE BEE GEES
CO-PRODUCED BY ALBHY GELUTEN & KARL RICHARDSON

For Karibhy Productions by arrangement with the Robert Stigwood Organisation

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