BARRY MANILOW/STUDY IN PERFECTION

Four Chains Dominate
L.A. Record Market
Wonder, E.W&F Releases
Maintain Low Print Profile
Heilicher Sells
Taylor Resigns From CBS;
Corporate Sales, Income Soar
Breaking Down Barriers (Ed)
Introducing "Andy." First of all, it's the most contemporary and open album Andy Williams has ever done. But that's only about half of the story. To coincide with the fall release of his new album, Andy introduced his new television series in September. "Andy," a new album and a new television series. They both feature the incomparable style of Andy Williams at his best. The show is filled with special guests, comedy and, of course, Andy will be doing many tunes from his new album. "Andy" by Andy Williams. What A Fall! On Columbia Records and Tapes.
A Further Lowering Of The Barrier

One thing is obvious after more than a week of country music celebration: country music remains a viable and highly profitable form of music. It is also true that country music remains somewhat out of the mainstream of the music industry.

For various reasons country music's superstars have had more difficulty in crossing over to the all-encompassing rock genre. In fact, even jazz artists seem to be crossing over more than country artists as of late; R&B crossovers have been and continue to be numerous.

And yet, the country influence on rock is most pronounced. Country/rock artists have made strong inroads on the pop charts, and more recently, on the country charts as well.

Maybe one of the problems is that country music is still stereotyped, perhaps rightfully so, as having lyrics that are not the most "intellectual." Then again, that statement can truthfully be made about most pop music lyrics, especially those of most top 40 hits.

But when all is said and done, country music is still a part — a quite significant part — of the music industry. The music industry in Nashville is without a doubt thriving and healthy.

Country music has contributed many fine artists to music on the whole, yet many exceptional artists on the country side remain obscure. Their music isn't obscure; country riffs have been copied by many a successful pop artist.

Basically, Cash Box would like to see the barriers between country music and the mass appeal rock buyer broken down even further. There's a whole lot of good music coming out of Nashville and the surrounding areas today; all that is needed is a little exposure for that music. We look forward to more crossovers than ever before.
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**Alphabetized Top 100 Singles (Including Publishers and Licensees)**

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The chart above contains the top 100 singles of October 1976, with their respective artists, labels, and weeks on the chart. The chart is alphabetized by the artist's name and includes information about the release, label, and weeks on the chart for each entry.
ABBA
"FERNANDO"
3346
from the album "GREATEST HITS"
SD 18189
Produced by Benny Andersson & Bjorn Ulvaeus

SPINNERS
"RUBBERBAND MAN"
3355
from the album "HAPPINESS IS BEING WITH THE SPINNERS"
SD 18181
Produced by Thom Bell

HALL & OATES
"SHE'S GONE"
3335
from the album "ABANDONED LUNCHEONETTE"
SD 7299
Produced by Arif Mardin

ENGLAND DAN & JOHN FORD COLEY
"NIGHTS ARE FOREVER WITHOUT YOU"
BT 16079
from the album "NIGHTS ARE FOREVER"
Produced by Kyle Lehning

RINGO
"A DOSE OF ROCK 'N' ROLL"
3361
from the album "ROTOGRAVURE"
SD 18199
Produced by Arif Mardin

FIREFall
"YOU ARE THE WOMAN"
3335
from the album "FIREFall"
SD 18174
Produced by Jim Mason

ATLANTIC & BIG TREE BULLETS
WE'RE ALL THE AMMUNITION YOU NEED.
Bobby Scott is as contemporary as he is timeless.

It takes nothing less than genius to stand at the top of American music for over two decades, and Bobby Scott’s done exactly that. From “A Taste of Honey” to “He Ain’t Heavy, He’s My Brother,” the Bobby Scott legend is known and admired throughout the world.

That’s the trademark of success, and only a consummate artist could achieve so much. Now Bobby’s back with an amazing new album, “From Eden to Canaan,” which presents him at his very best—as composer, producer, singer and instrumentalist.

“From Eden to Canaan”—just another reason why Bobby Scott is a legend in all time.

On Columbia Records and Tapes.

BOBBY SCOTT
From Eden To Canaan
including:
Autumn Leaves / Wild World / Put Your Tears Away / Man Of Constant Sorrow / Once Upon A Time
Hartz Acquires Helichers Stock In Pickwick Int'l.

by Julian Shapiro, Cash Box Correspondent

NEW YORK — The Hartz Mountain Corp. has purchased a block of approximately 450,000 shares of stock in Pickwick International, Inc. The transaction involved sub- stantially all of the stock held by Amos and Daniel Helicher, president and senior vice president, respectively, of the corporation. The purchase price was $14.75 per share, announced at the time of purchase at 4:05 p.m. New York time on Thursday, Oct. 14.

In a related development, C. Charles Smith, executive vice president of the Han- dieman Co., has been appointed to a senior executive position with Pickwick beginning Nov. 1, according to Seymour Leslie, chairman of the board.

Leslie further indicated that he, himself, had assumed the position of chief executive officer, a newly created position, in addition to that of chairman of the board.

According to a press statement, the new position will allow Mr. Leslie to devote more time to the company's overall operations.

Ford Signature Due On Copyright

WASHINGTON, D.C. — As Cash Box goes to press, President Ford is expected to sign the copyright revision bill into law Oct. 18 or 19. According to the White House, he received the bill on Oct. 7. He has until the 19th to sign.

One source reports the White House will sign the bill this week. As with any legislation, there will be some changes. They say the White House is trying to increase the turnover of Congress. It allows for the continued printing of copyrighted material.

With Ford's John Hancock on the bill, the 10-year-extension provision of the 1976 Copyright Act remains. However, the majority of copyright law is finally at an end. The bill will be in effect for 70 years. It allows for reprints of the five-year copyright law.

It's a sign that the bill is still in effect. It's a sign that the law is still in effect. New royalties for jukeboxes, cable TV and other uses will remain. The new law also permits for the first time in the 20 major markets surveyed.

Retail Price Survey:

Wonder And EWF Releases Maintain Low Print Profile

by Ken Terry

NEW YORK — For obvious reasons, radio has long been the best vehicle for selling records. It's the best medium for the music industry.

Where releases by superstars are concerned, the impact on sales of radio far outweighs that of print advertising.

This point was underscored by the paucity of print ads for Steve Wonder's "Songs In The Key Of Life" and "Spirit" by Earth, Wind & Fire, both released two weeks ago. The Wonder album entered the Cash Box Top 25 at #1, where it remains. EWF's album has been in the Top 100 for 40 weeks. The group's previous effort, "Ultimate Collection," also appeared for only two weeks in the 20 major markets surveyed.

EWF In Four Markets

The release by Earth, Wind & Fire was advertised this week in four markets: at Kotvottes in Baltimore, Philadelphia and Washington for $3.99/4.99 tape; at Korvettes in New York for $3.94/4.99 tape; and at Licorice Pizza and Music Plus have as many rock titles as well, they go beyond that, but not as much as we do. We have the total commitment to all categories, but we don't compete with children's, everything. This is what gets extra customers for us.

In the future, Hartz maintains there will be a store with an extensive inventory as its stores carry in every major city in America with a relatively few years. For:

continued on pg. 14

11 LPS Debut With Bullets; Total Is Largest In 4 Months

by Steve Ostrow & Julian Shapiro

NEW YORK — Fifteen albums debuted on the Cash Box top 200 chart this week, eleven of these, two albums entered at #100, marking the fifth consecutive week that at least that many albums have entered the chart at such a high position.

"Part 3," the third album by KC & The Sunshine Band (TK), appeared at #67 with a bullet, which is a higher entry level than that of the group's previous album, "KC & The Sunshine Band," their last album which contained both "Get Down Tonight" and "Hangin' On A Star." It also appeared on the chart at #150 with a bullet on August 15, 1979. Two weeks later, it entered the chart at #89 with a bullet, eventually peaking at #10. The album reached that position on September 27 for one week and again on October 11 for two weeks.

Taylor Leaves CBS Presidency; Corporate Income And Sales Soar

Paley Resigns As Chief Operating Officer

NEW YORK — Arthur R. Taylor has resigned as president of CBS Inc. The vacancy will be filled by John D. Backe, who has been vice chairman of CBS since 1979. Backe will serve as president and head of the corporation's publishing group and a member of the CBS board of directors.

Changes

At the monthly board of directors' meeting, where these changes were an- nounced, William S. Paley, chairman of CBS Inc., informed the directors that he will relinquish the responsibilities of chief ex-ecutive officer, effective after the annual shareholders meeting next April. He will, however, retain his position as chairman.

In announcing the change, Mr. Paley said, "The decision was reached after long consideration. These changes are key to the long-term requirements of a diversified company like CBS, and believe they will assure an orderly progression in manage- ment and a continuation of the company's

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Cash Box/October 23, 1976
... celebrates its Independence!

... with its independents

ABC RECORDS & TAPES
SEATTLE, WASHINGTON

ALL SOUTH DISTRIBUTORS
NEW ORLEANS, LOUISIANA

ALPHA DISTRIBUTORS
NEW YORK, NEW YORK
HARTFORD, CONNECTICUT
BOSTON, MASSACHUSETTS

ALTA DISTRIBUTORS
PHOENIX, ARIZONA

BEST RECORD DISTRIBUTORS
BUFFALO, NEW YORK

BIB DISTRIBUTORS
CHARLOTTE, NORTH CAROLINA

ERIC OF HAWAII
HONOLULU, HAWAII

HEILICHER BROTHERS
DALLAS/HOUSTON, TEXAS
MIAMI, FLORIDA
MINNEAPOLIS, MINNESOTA
ST. LOUIS, MISSOURI

HOT LINE DISTRIBUTORS
MEMPHIS, TENNESSEE

M.S. DISTRIBUTING COMPANY
CHICAGO, ILLINOIS
DENVER, COLORADO
SAN FRANCISCO, CALIFORNIA

MUSIC CITY DISTRIBUTORS
NASHVILLE, TENNESSEE

MUSIC TREND DISTRIBUTORS
DETROIT, MICHIGAN

PROGRESS RECORDS
CINCINNATI, OHIO
CLEVELAND/PITTSBURGH

RECORD MERCHANDISERS
LOS ANGELES, CALIFORNIA

SCHWARTZ BROTHERS
WASHINGTON, D.C.
BALTIMORE, MARYLAND
PHILADELPHIA, PENNSYLVANIA

STAN'S RECORDS
SHREVEPORT, LOUISIANA

TARA DISTRIBUTORS
ATLANTA, GEORGIA
Burden Stations Dark Until Interim Picked
by Rebecca Moore

WASHINGTON, D.C. — Broadcasters were all shook up when the FCC stripped Don Burden of all five of his radio stations in January and forced him to sell all the stations he owns for Burden's stations — KJON-AM, Vancouver, Washington; KOIL-AM, KEFM-FM, Omaha, Nebraska; and WZAM-AM, Whitehall, Montana — was unprecedented. Never before had a million-dollar multiple license holder been so punished for what one FCC commissioner called "unruly behavior." (Note: Alabama educational TV and radio station licenses earlier received a blanket renewal, but the case was somewhat different.)

While WIFE-AM ownership was transferred to a trustee, the other four stations went off the air in the early morning hours of Sept. 2. In almost all cases, the Burden case are still echoing. The main issue: who is going to run the four stations on an interim operator basis until permanent owners are found? Burden himself is also asking themselves why the stations had to go dark, and if Burden in particular was singled out.

Interim Operators

Interim operatorship gives temporary stewardship to a small town or group. A fairly new plan with the commission, the purpose is to keep a station on the air while a permanent owner is chosen from among the license applicants. While no one actually owns the station in the interim, the station can provide much-needed employment to the community and retain its employees.

There are two types of interim operators. Third party operators are an example, and there are public interest, educational and community operators (a.k.a. the Peacocks). These public interest operators can remove a "prejudicial element," according to an attorney, in Broadcaster's extracurricular course.

Applicants for permanent license can also apply for interim operatorship. If there is not a permanent operatorman, a station can run together on what's called a "joint interim basis."

The FCC has been very cautious regarding permanent applicants running stations on an interim basis," said the attorney at FCC. "The reason? There's a momentum in favor of the applicant you've already given the interim operatorship to."

Interim operatorship may not seem as varm as others from nearly 900 collages all over the country, but interim ops are in a very good position to take a shot at permanent ownership. In their own words, if they want an FCC to select a permanent station owner, an interim op can gain prestige and a reputation.

A few unscrupulous souls even make a whole deal of the "diluted" station profits cannot go to the operators — many donate profits to charity — some pay the excessive costs. "Finding the money," they say, "is sometimes the situation for interim operators, but other FCC staff member felt.

There have been applications for both permanent and interim licenses in at least 15 of the Burden stations. With the closing date for filing Nov. 3, hearings are expected by the end of November or the beginning of December.

A third party applicant for one of the other stations who was looking for just such a deal, and soon. The reason is that he is the only third party applicant. The applicant intends to donate station profits to Creighton University. Interim applicants at the other Burden stations are also seeking permanent ownership.

Dark Stations

Despite applications for interim operator, the commission considered interim ops, four stations were off the air by 10 p.m. on Sept. 2. The FCC stripped Don Burden's interim operatorship, and Burden continued operation, station employees could have stayed on under the new interim operator.

"It isn't clear why the FCC didn't assign an interim op before the stations went off the air. The commission had applications in hand for two months," the attorney continued.

"It's unfortunate that people lost their jobs," he admitted, "but it's been said over and over again: these are three cities, business, and the entertainment industry."

The story of one broadcaster was that the FCC preferred the stations dark to continued operation by Burden, "They just weren't going to give them to us.""

Crooked Contests

Why would the FCC prefer four stations off the air to Burden's operation? A trouble some of the broadcasters. According to the FCC, Burden's violations included equal time and fairness doctrine and there was no evidence of guilt on Burden's part. However, the FCC's actions must be understood in light of the FCC's potential to Burden's applicants, distortion of newscasts, corporate contributions to political campaigns from members of the FCC, rigged contests and a "lack of candor."

"It wasn't so much what he did, but that he lied about it afterward," said the attorney. "With 8000 AM-FM-TV applications to process, if we can't accept at face value what people say, then we're dead. When a guy signs his name, it's a presumption that he's telling the truth. As a matter of self-preservation, a bureaucracy has to get rid of him."

"The meaning of all this is to stay away from Burden," the attorney said. "That's why Burden lost his licenses. It was pretty clear."
Capitol Launches Inclusive Fall, Winter Campaign

by John Manekiwicz

LOS ANGELES — Capitol Records is about to launch into the fall and winter months its most expansive marketing and merchandising campaign in that company’s history.

The campaign is called “The Greatest Music Never Ever Sold,” and involves full-page identification with that title. In all, fifteen albums will be promoted collectively and individually in a campaign that will last for four weeks and will last at least, according to Capitol execs, up through January 15.

“Some of the paper that we spend this program together,” explained Dan Davis, vice-president corporate sales/merchandising and advertising, “and we think it’s going to be at least as big as our Beatles campaign earlier this year.” Davis added that the Beatles marketing plan involved a one hundred dollar investment in the album. This new investment came close to the million-dollar mark, a figure that Davis said reflected both Rock ‘N Roll Music and Beattle catalogues.

Fifteen ‘Best Of’ Packages

The fifteen albums comprise the “Rock ‘N Roll Music” special. Each of the two Beattle re-packages, “Best Of” records from individual Beattles as well as Helen Reddy, The Temptations, the Great Balls of Fire, The Band, Steve Miller and Leo Kote. Although Davis would not commit himself to a hard figure, he estimated that Capitol will spend an additional one million dollars in these fifteen LPs combined.

According to Don Grierson, Capitol’s director merchandising and advertising, the company will also spend a million dollars for this campaign. The bulk of this money will be spent on album-industry related buys, “We’ve made up one sixty-second spot, and twenty-three second ones,” Grierson revealed. “The commercials were made by Joel Fleishman and Associates and aired on Nov. 15.” While Grierson said that network buys were “prohibitively expensive,” continued in pg. 53

Pizza Chain: Singles Seminar Success Inspires Three New Projects

by John Manekiwicz

LOS ANGELES — Licotte Pizza, after the success of its “singles seminars,” plans to hold another one hundred thirty-two buys, according to Joe Licotte, single buyer for the Southern California chain, and organizer of this “Six Seminars.”

There were six seminars held:

11 Bullets

Other Bulleted Albums

Other bulleted albums new to the chart were: “Live!” by Bob Marley And The Wailers (Atlantic) at #160; “I’ll Come To You In Your Dreams” by Joe South (Columbia) at #161; “Crystal Ball” by Styx (A&M) at #164; Small Change” by The Alan Parsons Project (MCA) at #165; “Under The Weather” by Rory Gallagher (Chrysalis) at #175; “Brand X” (Passport/ABC) at #179; and “Vickie Sue Robinson” (RCA) at #182.

“Cold Weather” by Smokey Robinson and the Miracles is the largest registered since June 26. On that date, 13 albums appeared on the chart for the first time, with 11 albums, highlighted by the Beatle’s “Rock ‘N Roll Music” at #69. Subsequently, the weekly total reached 11 twice before this week: on July 3 and on September 25.

Four additional albums debuted on the chart this week, but without bullet. They were: “Now Nation” by Roderick Falconer (UA) at #186; “Black Hat Saloon” by Rusty Wier (Columbia) at #186; “Gold Pibled” by Climb To The Top (Columbia) at #194; and “The Singer Sings His Songs” by Neil Diamond (MCA) at #197.

Innovative Last Week

Each of last week’s three most impressive debuting albums, all in the top 100, continued strong retail movement. “Searchin’ Thru the Life” of Stevie Wonder remained at #1 after its appearance in that position a week ago. “Spirit” by Earth, Wind & Fire vaulted to #2 with a bullet from #12. “No Reason To Cry” by Eric Clap- ton jumped to #38 with a bullet from #84.

The Bee Gees, “How Can You Mend a Broken Heart,” on the top 20 chart with a bullet last week, retained their bullets. “Best Of Leon Russell” jumped to #62 from #122 and “All The World Is A Stage” by the Rusk leaped to #82 from #147.

CBS Sales Soar

and earnings per share climbed to $1.43 from $1.02.

For the first nine months of fiscal 1976, net income jumped 33 percent to $161.1 million, or $2.01 a share, compared with $121.3 million, or $1.50 a share, published in the same period of the prior year. Sales advanced 15 percent to $1.57 billion from last year’s nine month volume of $1.38 billion. Earnings per share rose from $3.07 from $3.05 in the prior period.

Considering its sales performance for both the first and second quarters, CBS is on target to reach the $2 billion sales mark for the first time in its history.

In addition to the higher performance levels registered by the CBS Records group, sales rose in each of the other three major divisions during the quarter. Sales for the Columbia group — which includes the Columbia House division, the Funeral Home Division and the Savoy Records group — were up 10 percent. Columbia House made the most significant gains, according to Pyle. Similarly, sales for the broadcast group climbed 20 percent, while sales for the publishing group increased five percent. plans for developing such a system. The committees will report at the next code conference, which is to be held in New York City on Dec. 2.

As RIAA president Stanley Gortikov explained on Monday, "We are forced to resign because of a strong conflict of personality and style" between him and the chairman, chairman of the state Senate and House, who had nothing to do with the chemistry between the two men. They have completely different backgrounds and styles." Another director of the Library of Congress, Paley, and Taylor have circulated for some time, but Paley has steadfastly denied them. He was even quoted once as saying that "the company was pleased" to have Taylor succeed him.

Taylor’s resignation was believed to be prompted by a particular controversy over record events, but the Journal reported that it was "clear that those might have been the cause." Back in 1976, Taylor was the key to the company’s financial success, according to CBS, Inc., the publishing group’s sales increased $150 million to $267 million and its profits more than doubled to $108 million. During that time, current figure,” said Paley, “and then I’ll continued on pg. 64

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“Hey listen, JUMP is the new smash single from Aretha”

"JUMP" the hit single from the smash album, "ARETHA FRANKLIN music from the Warner Bros. motion picture SPARKLE."

Produced by Curtis Mayfield.
Selassie I: The Emperor of Ethiopia, the true and living God, the conquering Lion of the Tribe of Judah, King of Kings, Lord of Lords.

Jah: God, Jesus.

Irie: Good feeling, greetings.

Ily: Herbs, ganja.

Collie: Good draw, excellent smoke.

Babylon: The system of unrighteous Establishment.

Zion: Dwelling place of God, House of the Most High.
looking ahead to the top 100

101 ONE NIGHT
(Tom Jones/Kinks Presley — BMG)
(1st New BMG/Regal 10303)

102 I'M A STAND BY MY WOMAN
Man (Amos - BMG)
(Robin Hillelmo (RCA Jr-10724)

103 DAYDREAM BELIEVER
(Marvin Gaye/Saints — BMG)
(Marvin Gaye/Saints — BMG)

104 SWEET LADY FROM
of the RGIA
(Stevie Wonder — ASCAP)
(Brotherhood of Man (Pye 71076)

105 JUST CAN'T BE THAT WAY
(baam/Emi - BMG)
(IN WAYS OF PEACE (Playboy 10902)

106 STAYING POWER
(Barry Manilow — BMG)
(Barry Manilow — BMG)

108 SHAKING THE TRUMP TO THE BUMP
(Bill Ivey — BMG)
(Bill Ivey — BMG)

109 FIND 'EM, FOOL 'EM,
FORGET 'EM
(Doors/Capitol — BMG)
(Doors/Capitol — BMG)

110 STAR CHILD
(Barry Manilow — BMG)
(Barry Manilow — BMG)

111 LET'S BE YOUNG TONIGHT
(Vince Taylor — BMG)
(Parliament (Capitol NS 864)

112 IF I EVER DO WRONG
(Ike & Tina Turner — BMG)
(Betty Wright (Ariston 3723)

113 THE MORE I SEE YOU
(Milt Jackson — BMG)
(Peter Allen (BMG 1970)

114 LET ME DOWN EASY
(Tina Turner — BMG)
(Tina Turner — BMG)

115 SKATEBOARDIN'
(Chet & Ti - BMG)
(Chet & Ti - BMG)

116 HERE'S SOME LOVE
(Mike D'Amico — BMG)
(Tanya Tucker (MCA 2213)

117 SALTY TEARS
(Harry Dall — BMG)
(Harry Dall — BMG)

118 YOU'RE THE ONE
(Bob Dylan — BMG)
(Bob Dylan — BMG)

119 DROP KICK ME, JESUS
(Sammy Smith — BMG)
(Bobby Bare (BMG 10306)

120 COMIN'
(Mick Jagger — BMG)
(Chocolate Milk — BMG 1035)

Red Seag: Private of police force.

Blue Sea: District Constable of police force.

Khaki clothes: Military soldiers.

Roman soldiers of Babylon: The armed or unarmed forces of the Establishment who fight against God's children.

I and I: (Me) fully.

Marcus Garvey: One of the great Black prophets.
Examination of L.A. Market Reveals 4 Chains Dominate

his part, Solomon has expanded the Tower operation to Seattle, and he is “testing” (to use Solomon's word) in Tempe, Arizona. As to the future of retailing, his vision is one that includes “super” stores co-existing with young, entrepreneurial chains in major markets. "That's the best kind of market, and I see that as real growth for the total industry."  

Licorice Pizza

One of those chains, in Solomon's opinion, is Licorice Pizza, which has 18 stores, and is "looking to grow by a couple of more stores by the end of the year," ac-

According to Jack Shullette, head LP buyer for Tower and K-Town's KX-100, "the market is very healthy. We're doing really great business.

But Shullette does not share earlier opinion about the price of the business relative to price. "L.A. is a competitive price war," he plainly declared. "The L.A.

consumer is an educated consumer: more soph-

isticated, more price-conscious. To meet that demand, Licorice Pizza offers its albums for $4.98 each, but reduces them to $3.69 when they go out of stock and Music Plus. "It's a war'" (a price war) hasn't happened in L.A. for quite a while," commented one. "In 1970, there was a problem with competition, because they sold $4.98 and $5.98 list records for $2.44, and in 1974 with Peaches, but I don't foresee it happening again. The geography of L.A. is too big, the competition is too weak, and the competition is too excessive. The competition is pretty well spread out through the suburbs.

An indication that such a situation will probably not recur is the nearly simultaneous growth of four major retail chains which have essentially served to dominate the retail market and to function as a fiscal check and balance for each other. The major chains (ma and pa store operations) may have an impact, but because of the (geographic) spread of L.A., those stores will only sell in their areas," explained Boudreau. "They can't get co-op dollars to advertise, and so they can't get the national dollars, which can get expensive.

The phenomenon of a 'price war' usually arises when a new retailer enters the market. Low-ball prices are functional to establishing an initial identity. But this probably won't happen in the Los Angeles region, according to makers, because there are four major retail chains already: Tower Records, Licorice Pizza, Music Plus and The Wherehouse. With 73 outlets from San Diego to San Francisco, and 37 of them in the Los Angeles metropolitan area, The Wherehouse is the largest chain in the market and the second largest chain in the nation — at least by number of units.

"No Comment"

Efforts to secure information from the company's executive staff were met with gruff "no comments" from Jim Bartel, president and executive vice president, respectively. In recent years, the company has developed a reluctance to discuss publicly its business affairs. However, further inquiries to various record managers throughout the chain, in addition to information contained in documents filed with the Securities Exchange Commission by Integrity Entertainment Corporation (parent of The Wherehouse) afforded a fairly comprehensive view of The Wherehouse's operations.

The standard prices for $6.98 list priced albums throughout the chain are $4.88 and $4.96, which are lowered to $3.88 during sales. These prices have been in effect for "some time" according to a number of managers. However, a significant proportion of the chain's sales are sold at $9.98 list inventory prices the entire time due to competition in the marketplace. We estimate 22 stores operate in this manner, including one of the chain's top grossing stores, located in Torrance. Another top store locally registers approximately 50% of all sales at $3.88 with an encompassing new release, a list of approximately 100 "hot" albums, and all $6.98 list classical LP's, commented one store manager. "If there's a Licorice Pizza (or a similar retailer) in the area where there's a Wherehouse store, it will be $3.88.

The Wherehouse manager who was quoted earlier that primary competition for The Wherehouse came from Licorice Pizza, Music Plus and Tower Records, in varying order, individual Wherehouse stores vary in..."
ANIMAL NOTES is the latest overt act in Crack The Sky’s conspiracy to unleash the sardonic vision of that elegant lunatic, John Palumbo, on the world. Palumbo has delivered up his comments on phoney gurus, Patty Hearst, ex-Virgins full of regrets, and The Royal Canadian Mounted Police. Crack The Sky has provided the startling and everchanging musical backdrop for the insights of this mad genius. Who ever said rock music has to be dumb? Join the Crack The Sky Conspiracy. Your mind will thank you.
company has co-sponsored print advertising for the Wonder album, mainly for reasons of prestige. "You do it when there is a certain amount of print for an artist like Stevie Wonder initially. There's nothing you can say that warrants it. With an artist of the stature of Stevie, you just have to do the advertising." Single From A Soundtrack Motion has adopted a slightly unusual approach to the soundtrack for its current motion picture, "Norman...Is That You?" Instead of issuing a soundtrack album, the company has released two singles from the movie, "An Old Fashioned Man," sung by Smokey Robinson, and "One Out Of Every Seven" sung by Thelma Houston. Ads for "Norman...Is That You?" which also promoted the two singles appeared in Chicago, Detroit, Los Angeles and New Orleans.

Neither of the singles has yet shown enough retail impact to be included on the Cash Box chart, however, as London pointed out. "The records have only been in the marketplace a couple of weeks. The reaction to the radio shows has been really good, especially toward the Smokey Robinson and in the MOR area, they're strong toward the Thelma Houston. And it seems that because it's a successful movie, we're going to have a couple of hit singles that are going to work hand-in-hand with the movie." London did not exaggerate the impact of "Norman...Is That You?" at the box office. Fifty because that's tabulated at the movie's first in release, it grossed $650,000 and was ranked second on Variety's list of 50 top-grossing films for the week. This success should certainly help sales of the new solo albums by Robinson and Houston, which are scheduled for next month and will feature the singles from the movie.

"Car Wash" Catches On The soundtrack album from "Car Wash" has shown remarkable viability in the marketplace. A 2-LP set with a $7.98 list, the "Car Wash" album is #155 after five weeks on the Cash Box chart.

The number of markets where the soundtrack was advertised in conjunction with the motion picture increased from three last week to six this week. Ads for it appeared in Atlanta, Baltimore, Miami, New York, Philadelphia and Washington, and in half of these markets, there were two ads for the movie and soundtrack in the same newspaper.

The soundtrack campaign is being closely coordinated with the openings of "Car Wash" in new cities, explained Sam Passamano, vice president of national sales for MCA. "The movie is starting on a national basis now. We only had two markets, Los Angeles and Washington. And now many other theaters are showing "Car Wash." Between the 8th and the 15th (of October) it opened in about 20 markets.

Besides advertising in print, Passamano indicated that MCA has inserted a trailer at the end of the movie which shows the soundtrack album. The release is also being heavily promoted through R&B-oriented radio stations. And after the film's initial run, MCA has a built-in method of determining where to conduct a follow-up campaign for the soundtrack, "We know how many people are seeing "Car Wash" in every city because that's tabulated at Universal Studios" (an MCA corporate subsidiary).

L.A. Market

size from approximately 1,000 square feet to 6,500 square feet, with the average size approximately 10,000 square feet. The chain was organized in 1970 and has prospered during the past two years commendable. Sales for the fiscal 1974 increased 84% over fiscal 1973, and sales in fiscal 1975 were 34% higher than in fiscal 1974. These increases were principally related to the opening of 19 stores in fiscal 1974 and 14 stores in fiscal 1975, according to statements published by the chain's president, a co-founder.

For a long period, the lack of specific fiscal information, two managers of stores believed to be among the chain's most successful, provided some insight. One indicated that his store did $2,500 per day and between $2,000-$4,000 per week. "They're successful. You would think the top who are dedicated," he particularly singled out the director of store operations and the order service personnel.

But this degree of centralization did not meet with universal favor. "Everything is controlled by the main office," grumbled a particularly candid manager. "It keeps things under control, but there's not much room to create an individual store atmosphere. Everything is standardized. There's not much freedom. The chain is big and there's a lot of bureaucracy, but it's being done away with by little by little.

Still, he indicated that the image of the store was "sort of like a record supermarket. It's not a homey image, it's kind of plastic." One other manager elaborated: "That's the success. They push the hot sellers (movies) in quantity at low prices. I think they'd be happy with $20,000.

"3.89 Is Reasonable" However, no manager questioned the efficacy of the chain's prices. "3.89 is a very reasonable price," remarked one. "I think it (3.89 price) is perfect. It's reasonable because the competition is at my price.

Despite that the general state of the market was healthy and that recently sales had been picking up. Opinions were mixed as to the existence of any observable 'price war,' but the consensus was that prices would be rising both within the chain and industrywide. Already, The Wherehouse has raised the price of its $9.98 list classical LPs from $9.98 to $5.45 and this is probably a harbinger for the remaining catalog categories.

"Once one (chair's) price goes up," speculated a manager, "the rest will go up for sure. But I don't think the sale price will be affected. It will probably still remain at $3.89. "All things being considered," summed up one manager, "things have been good at the retail level.

A Wholesale's View

That sentiment was previously echoed by Todd Ramcke, purchasing agent for Soul City One Stop, one of the country's largest and most influential wholesale operations, located in Los Angeles. "We're selling a lot of

continued on pg. 16

continued on pg. 18
When you've already established yourself as one of the best singers, songwriters and producers in the music business, the only thing you can do for an encore is something that goes right to the top.

"Bristol's Creme". It's Johnny Bristol's first album for Atlantic Records. And with the release of his new hit single "Do It To My Mind" it confirms every honor and prediction that has come Johnny's way in the last 15 years. With eight great new songs, written, sung and produced by an artist who knows what it takes to make crème de la crème.

JOHNNY BRISTOL'S "BRISTOL'S CREME". 3360
FEATURING THE HIT SINGLE "DO IT TO MY MIND."
At it's very best, there's no topping it. On Atlantic Records & Tapes.
L.A. Market Reveals That Four Chains Dominate Sales

Prices have varied at Sou! City for four to five years. They have remained at $3.10 for any $5.98 list LP and $3.60 for any $6.98 list LP. Part of the reason for this stability is that the bulk of the company's business is transacted outside the Los Angeles metropolitan area with as much as 50% of sales generated outside California, along the west coast, in Alaska and Hawaii, according to Richardson. "As a result, we don't have to back large retail chains," he explained. "We primarily deal in small towns of 15,000 population with a regional draw of 30,000 that can do $15,000 to $20,000 per month. Essentially, operations that can get $4.98 per ($6.98 list) LP.

"That's a good, reasonable price for records," he maintained. "A retail customer is paying for service and store knowledge. You're making money, that's what most of my customers sell for. Of course you'll have specialties but not like it is now. Now, it's about as low as it'll go.

"Low prices make it tough on everybody. Nobody's making money at $3.95. It's just about the break-even point. But," he added, "there are ways around it with accessories, cutouts, blank tapes, posters."

Alternatives To The Competition

Circumvention is one way to deal with the problems posed by low prices, but there are others. One is to target an operation to a smaller share of the marketplace. Peaches, the national record retailer with major outlets in Atlanta, Denver, Fort Lauderdale, St. Louis, Cleveland and Dallas, has a store in Los Angeles which is not a key factor in the area. It is relatively small at approximately 2,900 square feet by comparison. Peaches in Atlanta is 14,000 square feet and Peaches in Denver is 17,000 square feet; and its prices are a competitive $4.98 for catalogue merchandise but $3.98 for sale, or at least 10c more than the sale price of the four dominant retailers.

I think they are giving it away at $3.66 to $3.88," remarked Gary Lubin, head buyer for the Peaches chain. "$3.98 would be healthy. And we feel that our policy must be to hold the line." $3.98 in the sale price throughout the entire Peaches chain.

Lubin acknowledged that Los Angeles was "a very competitive market" and one that was too big for any store of any size to make a significant impact. "I guess you'd need two or three stores to be a factor," he conceded. An additional factor not in the store's favor is the relative lack of advertising it does. "We advertise approximately $2,000 to $3,000 per month in Los Angeles," declared Lubin, "while we do about $10,000 per month in other markets. Advertising is a key.

Peaches accounts for a minimum of 40% of the total retail market in every market it is in except in Los Angeles;" according to Lubin. "It's too competitive," he said.

"There's no live and let live' policy in Los Angeles. Between Tower, Licorice Pizza, Music Plus and The Warehouse there is a 'price war' because each wants to capture as much of the market as possible. It's a battle that's been running for a long, long time — at least three years — and the small retailer is getting caught up in this problem. Further, the prices in Los Angeles are going lower before getting better. It's a unique market due to the size of the city and the fact that it's into records."

A Second Solution

This prospect has resulted in a second solution to the abnormal level of competition facing national chains with outlets in Los Angeles — exit from the market, either partially or totally. Record Bar, a national chain of 78 stores primarily located in the southeast operates five stores in the Los Angeles area. Not too long ago that total was eight. "The reason is because it's been a killer with the pricing situation," explained Barrie Bergman, president and chief executive officer. Record Bar's sale prices range from $3.99 for selected specials to $4.99 for the 'top 100,' which is expanded to the 'top 200' or even 350 in highly competitive markets. Shelf price is $5.99. Yet, while this pricing structure has enabled the chain to grow at a rapidly accelerated pace, the stores in Los Angeles do not maintain a competitive edge.

Disc Records, a 34 store chain, centered primarily in Texas, Ohio and Illinois has left the market altogether. It had five Disc Record stores there. "Due to the high competition and the fact that we had to give the mails we were in a percentage, it was just a financial thing," explained Barrie Bergman.

Prices

22-27 items out of the 88 which they felt would move well in the retail outlets which they served.

"The initial impact (on rackjobbed stores) was exceptionally good, but you really don't know what the sell-off is until probably the highly season."

As asked how many rackjobbers were handling MCA's 'taxers,' Passamanaro replied, "Every rock and one-stop in the country is carrying at least a quarter of our complete catalog. And all the big multiple stores like Korvettes and Goody's are carrying it, too."

Not All Have Equal Appeal

Passamanaro admitted that not all of the 88 packages have equal market appeal. "But we're not making a mistake.

GEARING UP — Kicking off what W/E/A president Joel Friedman calls, "The biggest campaign in the history of the industry," W/E/A executives (l. to r.) Henry Droz, Friedman... L.A. branch manager, Russ Bach and Vic Farsai discuss the possible ramifications of such a situation. Friedman emphasized that the thrust of W/E/A's advertising program was geared to sell-through at the retail level. Friedman stated that Sam Goody's $1 million order was an indication of how successfully the program was being received.
Gladiola

The New Single By

Helen Reddy

Is From Her 8th Gold Album Music, Music (ST-11547).

Management: Jeff Wald
Produced by Joe Wissert
The next trio of Chess Jazz reissues is right around the corner. All the LPs feature live recordings and the artists involved are Ahmad Jamal, Kenny Burrell and Al Gray (Herbie Hancock and Donald Byrd guest on this one). Also due shortly, are new albums by Elja James and Brother Jack McDuff. The latter is titled "Sophisticated Funk" and has a cover that will be the most talked about design of the year!

Orin Kneepkens reports that the arrangement with Japanese Victor to import Japanese and Riverside LPs is a considerable success. Original shipments are sold out and additional quantities have been ordered. Now a Blue Note, Prestige and Atlantic could work out similar arrangements everyone would be happy! Irv Kreutz on Inner City/Classic Jazz an- nounces the signing of Ted Curson to Inner City. That answers our question of two weeks ago -- we asked what will record the Curson band. Inner City has also signed Bay Area tenorman Mel Ellison. Louis Panashe is holding screens of his 98-minute documentary film "Jazz Odyssey" in New York this week. The film features original footage of Louis Armstrong, Duke Ellington, George Benson, Lionel Hampton, John Lee Hooker and a host of others. "Sing Me a Jazz Song," a TV special produced by WTTW in Chicago, will air Oct. 25 on the Public Broadcasting Network. Featured artists are Jon Hendricks, Ann Ross, Eddie Jefferson and Leon Thomas. The singers perform individually and as a group. Among the other shows in this Soundstage series will be "The Second Annual Down Beat Awards," "Dizzy Gillespie's Bedbug Reunion" and "Four Sack Three" with Jean-Luc Ponty, Itzhak Perlman and Doug Kershaw.

On last week's Cash Box jazz chart were 29 LPs by instrumentalists (as opposed to vocalists or self-contained groups) and the breakdown by instrument is very interesting. Ten of the top 40 feature saxophonists, six feature keyboard artists and six feature guitarists. (George Benson has three). The lone trumpet player was Freddie Hubbard, while Ron Carter and Stanley Clarke were the bassists.

I'm not sure what makes for a big event but if you're in New York this weekend look for Jimmy Ponder LP. Skip Jupied was the engineer on the date.

Our announcement of two weeks ago regarding the ECM concert at the reopening of Avery Fisher Hall brought forth an itinerary and announcement for the first major national tour by ECM artists. The tour will cover 21 dates in 17 cities and among the artists involved are John Abercrombie, Gary Burton Quartet, Jack DeJohnette, Ralph Towner and Pat Metheny.

Cash Box attended the party at a Crawdaddy sponsored party and Tom Ramey was there. Excellent food, marvelous atmosphere and great appearances by Joni and Eubie Blake were among the highlights.

Action continues at the West End Cafe in New York with the Tiny Grimes group, the Countermann, Earl Warren, and Buddy Tate, the Swing To Bop Quintet and the Two Tenor Boogie with Harold Ashley and Paul Quinichette among the regular attractions.

New from Master Jazz Recordings is an album by the Cliff Small Septet with Money Johnson and Norris Turney in the band. New from Jazz Archives is an LP of mid-40s material by Teddy Wilson with a guest shot by Roy Eldridge.

Violinist John Hahn has been signed to CTI and his first album is in progress. Guitarist Alan Holdsworth, formerly with Tony Williams' Lifetime, has a CTI LP entitled "Velvet Darkness" shipping shortly. Finally, CTI's Hawaiian-based fusion-jazz group Sea Wind will debut on CTI with an album produced by Harvey Mason.

SAXOPHONE IMPROVISATIONS/SERIES F — Anthony Braxton — Inner City 1008 — List: 6.98

Braxton is very likely the most controversial individual in jazz at this point. Nothing he does sounds like anybody else and this album of saxophone solos is no exception. The titles are all in Braxton's own phonetic language and the music was recorded for French Mudisac a couple of years ago. New Braxton releases are an event and this should be snapped up eagerly by his fans.

DADDY BUG & FRIENDS — Roy Ayers — Atlantic SD 1692 — List: 6.98

Now that Ayers has a smash on Polydor it is unlikely that reissues beyond this collection of late '60s tracks will appear. Yet it is instructive to examine earlier work by jazz musicians who suddenly developed a mass appeal, for it is their musical quality that the earlier works will be at least equal to that of the popular success. Here for example Ayers has Herbie Hancock aboard for six of the seven selections and the interplay between the two is remarkable. An album that will be of definite interest to the listener just discovering Roy Ayers and a reminder that he has been producing quality jazz for some time.

JazzAlbumPicks


The second LP by this group of studio musicians is a power packed fusion jazz album full of funky rhythm and exceptional solo work by guitarist Leon Ritenour, trumpeter Oscar Brearley, saxophonist Pee Wee Ellis and trombonist George Bohannon. The light effects, rhythm and percussion effects are also here in abundance. There are some original melodies as well as one each by Wonder, Dylan and Gershwin. An album with strong aerial appeal in every possible direction.

WAVES OF DREAMS — Sonny Fortune — Horizon 1105 — Producer: Ed Michel — List: 5.98 (Dist: ABC)

This is the strongest album to date from Fortune, the multi-reed man formerly with Miles Davis and McCoy Tyner. The band is top-notch, with Charles Sullivan on tenor, Tim floppy horn on excellent front line partner and Buster Williams' firm bass anchoring the rhythm section. There is plenty of rhythmic stimulation on tunes such as "Revelation," "Seein' Beyond The Obvious" and the title track. The recorded sound is superb and the packaging excellent.

ECM ANNOUNCES FESTIVAL TOUR — ECM has announced an American tour for a collection of the label's artists. Shown at the announcement are (standing, from l.): George Schutt, promoter for the debut Avery Fisher Hall date on October 20; Lou Simon, executive vice president and general manager of Polydor International and Bob Hurwitz, A&R director for ECM Records. Seated are (from l.): John Abercrombie and Ted Kurland of Ted Kurland Associates, who booked the ECM tour.
Aficionados of pop/jazz are familiar with Dom Um Romao's contribution to Sergio Mendes/Brazil '66. More recently accompanying "Weather Report," he startled both jazz and rock lovers alike with his unmistakable brand of searing drum savvy. Now with more fire and flavor than ever he turns on the heat with "Hotmosphere," a burning beat that will surely confirm Dom Um Romao as numero uno across the boards.

** ALSO NEW FROM PABLO  

Dealers—see your RCA rep for special Pablo promotion material available now.
HELEN REDDY (Capitol P-4360) *Greatest Hits* (MCA) (A. Gordon) 
Here's the second offering from Reddy's current LP "Music, Music." The tune opens slowly with orchestration that could've come from the twenties. The pace picks up a bit and Reddy's vocals are vivid. The spoken word, as usual, is handled professionally. Nick DeCaro arranges with rhythm and with sax and chorus. Watch this one leap right up the charts. For AM & MOR playlists.

OLIVIA NEWTON-JOHN (ASCAP) *Every Face Tells a Story* (3:28) (Chrystalla/Bruce Welch - BMI/ASCAP) (M. Allison, P. Simpson, D. Bissonette) 
The song co-written by Moss Allison is an extract from the recent LP "Don't Stop Believin". A snappy slide guitar guitar gives the tune an injection of country rock. The song has simple construction linking two Newton-John choruses — "You're always telling stories" and "Every face tells a story". Follow-up up to the hit "Don't Stop Believin". It shouldn't be long before it takes a high place on the AM charts; also for MOR playlists.

Tack off of Jones' new LP "I Heard Tha'll". The song features a synthesized keyboard. A brass arrangement punctuates the electronic strings float from the piece from time to time. The tune enters the finish line with some first-fused flute and brass. A definite must for any AM, R&B or jazz playlist.

ZULEMA *(RCA 10815)* 
Suddenely There Was You (3:04) (Zuparic/Dunbar - BMI) (Zulema, J. Gray) 
Zulema's recent LP "Suddenly There Was You" is the song's origin. Rhythmic guitar, percussion and synthesizer start the song off. The lead vocal pours ahead backed by a wild chorus, "Hurry up for your lovely love". The brief instrumental break is unusual and R&B DJs should fear this one right from the jacket and strop it on the turntable. Top 20 charts will catch on soon.

JUDY COLLINS *(Elektra 45355)* 
Bread and Roses (3:05) (Farina - ASCAP) (Farina, Oppe, Harmon) 
This is the song title from the current "Bread and Roses" LP. Collins begins with an echoing acapella. The song sounds like an ancient Irish folk tune, having a church choir air about it. The production is adequate, but it's unlikely the record will see the light of any chart action. For FM programmers.

REVELATION *(RSO 882)* 
High Horse (Part I) (2:53) (Omni-Capital - ASCAP) (S. Minsky, M. Schimmele) 
This is the theme song from the new film "Brotherhood Of Death." Some R&B programmers have a bigger interest. The lyrics are somewhat obscure. The hook is contained in the chorus "Get off your high horse and hear me." AM chart action is not probable.

LESLEY DUNCAN *(MCA 46285)* 
Fine Friends (3:12) (Gaff - BMI) (L. Duncan) 
A new LP, "Moon Bathing," contains this song. Soft acoustic notes are strummed as this folk tune begins. The vocal is slow and evenly paced background voices are added. The song uses only acoustic guitar and piano throughout. The whole thing stands it doubtless that the AM charts will pick it up. Primarily for the "mellow sound" FM and MOR playlists.

SMALL WONDER *(Columbia)* 
This tune is from the recent "Small Wonder" LP. A soulful piano and organ provide the opening notes. An instrumental bridge follows in with the AM DJ's. The backup chorus is the song's highlight; the lead vocal and lyrics are slightly unconvincing. Adds to FM and AM playlists are possible.

PETER LEMONGELLO *(Private Stock 119)* 
Do I Love You (3:17) (Spanka - BMI) (P. Anka) 
This is an orchestrated Paul Anka tune which was featured on those Lemongello TV commercials. The commercials aired so frequently that most listeners found it a good time to visit the refrigerator. Primarily for MOR airplay. A dark horse for early 80's, depending on the actual size of the Lemongello audience.

FANIA ALL STARS *(Columbia 10342)* 
Picking Up the Sticks (3:45) (Pollito - International BMI) (T. Puente) 
Taken from the "Delightfully Jumpin" LP, this tune is a spicy Latin instrumental. A lively flute and percussion start the song. Has a slight tango sound which is dominated by a piano. The tune is actually an instrumental arrangement some skillful electric guitar riffs. Adds to the following playlists are possible — AM, jazz, FM.

KARMA (Horizon 104) 
Karma (3:38) (Ujima - ASCAP) (Andrews, Blocker, Robertson, Lockett) 
This song is from the recent LP "Celebration." Brass and spacey strings begin the tune, which is presented a funkyly instrumental. The title chorus is softly sung. The break uses a pleasant synthesizer as the tune shifts away with a lively clarinet up front. There should be definite adds on jazz, R&B, and FM playlists — possible AM crossover.

MIKE & BILL *(York 8501)* 
Where Do I Stand (4:10) (Moving Up Music - ASCAP) (M. Felder, W. Daniels) 
This Ain't No Time for a Break. This brass play against some soulful opening vocals by Mike and Bill. This tune can be a hit item at the discoes. The arrangement is tight featuring a jumpy horn chorus. A possible item for both AM and R&B charts.

TOMMY TATE *(Koko 723)* 
If You Ain't Enough There (3:16) (Three Mighty BMI) (K. Gamble, L. Huff) 
A Gamble and Huff original given Prickshy plenty of crossover potential to FM with the Family Buns. The arrangement is instrumentally and richly varied. A fine solo sax and piano provide the break. The vocal is bright and powerful. Full follow will definitely turn up on the AM charts. Primarily for R&B playlists.

ARTFUL DODGER *(Columbia 10431)* 
Scream (3:28) (Geldax - ASCAP) (E. Lenart, B. Palisso) 
Taken from the Dodger's current LP "Honour Among Thieves," the song begins with an acoustic guitar and a strong grunge vocal. The lyrics are slightly cluttered, which makes it difficult for them to be remembered. The line group arrangement is a highlight. For FM and AM crossover.

DONNY MOST *(UA WX 871)* 
All Roads (Lead Back To You) (2:40) (Famous/Heffer - ASCAP/Ensign/Sasha Songs - BMI) (S. Proffer, J. Mariman) 
This bouncy pop tune has a Caribbean feel. The arrangement is similar to that of the Parmadie Family. The melody is only slightly altered from the original. A kids' might certainly choose this record into the AM charts. GIOGIO (Aspin 408) 
Knights In White Satin (3:32) (Tro-Essex - BMI) (J. Hayward) 
From the recent LP "Knights In White Satin," a spooky Draa musical soloist and sometimes whispers the familiar Moody Blues lyrics. A tempest sax solo provides the break. This disco tune has recently been spinning for those househordable-crazed dancers. Adds should be forthcoming from the DJ and Club discos. THE GLITTER BAND (Artists 0207) 
Makes You Blind (3:15) (MCA Music - ASCAP) (Leaner, Phipps, Shepherd) 
This song is a disco instrumental. A chunky bass sounds throughout the song like hot butter. A duo sax and funky guitar come in on the break and continue till the fade-out. Adds to both R&B and AM playlists are possible.

CLIFF CARPENTER & HIS ORCHESTRA (Aria America 2002) 
Aria (Melody) (3:33) (Easy Listening - ASCAP) (Barrett, Bembo, Jay) 
Recorded for Warner/Germany, this was a hot number on the German charts. Predominantly a mood instrumental for the doctor's office. A trumpet strimply plays the chords of the tune. Toward the end a string chorus hums an interpolated device. Adds to both AM and R&B playlists.

Correction — Last Week, Johnny Guiter Watson's new single, "Superman Lover" was incorrectly listed as Columbia product. The selection is on DJM Records.
"Leftoverture" is the newest album from one of America's premier rock and roll bands. Their previous albums have racked up sales of more than 750,000 and they've been winning more and more fans with their intensive touring schedules and rave concert reviews. Kansas' brand of progressive rock has been honed to its sharpest and most musical on "Leftoverture," and hordes of Kansas lovers are just waiting to snap this new album up.

"Leftoverture" record mascot PZ

New classic rock and roll from Kansas.
On Kirshner Records and Tapes.
Produced by Jeff Glixman.

Kansas tours America:
October 8 Beloit College, Beloit, Wisconsin
9 Hammond Civic Center, Hammond, Indiana
10 Randhurst Ice Arena, Mt. Prospect, Illinois
11 Egyptian Theatre, DeKalb, Illinois
15 RKO Orpheum Theatre, Davenport, Iowa
16 Telm Ice Arena, Joliet, Illinois
17 Morris Civic Auditorium, South Bend, Indiana
(to be continued)
HELEN REDDY (Capitol P-4350)
Here's the second offering from Reddy's current LP "Music, Music." The tune opens slowly with Reddy's trademark piano introduction that could stand alone as an orchestral piece. The pace picks up a bit as Reddy steps to the microphone. The vocal, as usual, is handled professionally. Nick DeCaro provides an excellent arrangement with six and chorus. Watch this one leap to the top of the R&B charts.

OLIVIA NEWTON-JOHN (MCA 4066)
Every Face Tells A Story (3:38) (Chrysalis/Bruce Welch — BMI/ASCAP) (M. Allison, P. Sills, D. Black).
The song co-written by Mose Allison is an extract from the recent LP "Don't Stop Believin'". A soft, slide guitar gives the tune an injection of country rock. The song has a simple construction linking two Newton-John choruses — "You're always telling stories" and "Every face tells a story." A wishful-sounding "hit Don't Stop Believin". It shouldn't be long before it takes a high place on the AM charts; also for MOR playlists.

QUINCY JONES (A&M 1578)
Taken off of Jones' new LP "I Heard That!" the song features a synthesized keyboard. A soft bass punctuates the fine arrangement. Electronic strings float into the piece from time to time. The tune enters the finale with some fast-paced flute and brass. A definite must for AM/R&B or rock.

Mike & Bill (York 5611)
Tinny keyboards and brass play against some soulful open instrumentals. This tune can be a very nice head item at the discos. The arrangement is tight featuring a jumpy backup chorus. A possible item for both AM and R&B.

Tommy Tate (Kco 723)
If You Ain't Man Enough (3:20) (Kondelik — BMI) (J. Baylor, T. Tate).
A piano plus occasional brashness is used as Tate struts a strong and convincing vocal. There are no backup choruses, Tate takes the vocal full strength. This could easily place the R&B charts with top 40 action as a strong possibility.

Arthur Prysock (Old Town 1000)
A gamble and Huff original gives Prysock plenty of space to move around in. Familiar disco choruses and instrumentation make for a dance and disco spin that can be a hot item at the discos. The group arrangement is a highlight. For FM and AM playlists.

Artful Dodger (Columbia 14031)
Taken from the Dodger's current LP "Honor Among Thieves," the song begins with an acoustic guitar and a strong rock vocal. The lyrics are slightly cluttered, which makes this a potential candidate for FM and AM radio play. It is a very nice arrangement. For FM and AM playlists.

Denny Most (UA W 871)
All Roads (Lead Back To You) (2:40) (Famous/Heffer — ASCAP/Ensign/Sasha Songs — BMI) (S. Proffer, J. Marzellato).
This bouncy pop tune has a Caribbean touch. The arrangement is similar to that of the Partridge Family. The Most vocal is breezy and resonant. The younger kids might certainly show this record into the AM charts.

Gigio (Oasis 408)
Knights In White Satin (3:52) (Tro-Essay — BMI) (J. Hayward).
This is a recent LP "Knights In White Satin," a spooky Dracula vocalist sings and sometimes whispers the familiar Moody Blues lyrics. An attempt sax solo privides the break. This disco tune has recently been on the charts in those hothouse-crazed dance clubs. Adds should be forthcoming from R&B and AM playlists.

The Shongolores (Capitol 2010)
Coquette (3:26) (Palm,000 — BMI) (M. Robinson).
Makes You Blind (3:15) (CMC Music — ASCAP) (Lender, Philpis, Shepherd).
This song is a disco instrumental. A chunky basssupported by all of those very nice dance rhythms on this record. A soft sax and funky guitar come in on the break and continue till the closing notes. Adds to both R&B and AM playlists are possible.

CLiff Carpenter & His Orchestra (Aria America 7644)
Aria (Mandalay) (3:33) (Easy Listening — ASCAP) (Barroto, Bembo, Jay).
Recorded in West Germany, this was a hot number on the West German charts. A very nice instrumental for the doctor's office. A very nice arrangement plays the Chords of the tune. The end of the guitar string hums the melody. Possibly for MOR and AM playlists.

Correction — Last Week, Johnny Guitar Watson's new single, "Superman Lover," was incorrectly listed as Columbus production. The selection is on DJM Records.
EAST COASTINGS — SOUVENIR OF THE WEEK — Peter Frampton's drumsticks. Ironically, the very week Peter Frampton made his first recording with the R&B outfit the Faces, his former band, the Main Ingredient, also released their first album, "Frampton Comes Alive," which was produced by Al Schmitt and recorded at the historic Tivoli Studios in New York City. The album features a variety of genres, including rock, soul, and jazz, and features several of Frampton's signature guitar solos. "Frampton Comes Alive" was a huge commercial success, reaching #2 on the Billboard charts and remaining on the list for 17 weeks. It is considered one of the first double platinum albums in rock history.

TREND OF THE WEEK — Streetwise. While Peter Frampton at the Garden, Peter Allen at the Bottom Line and Jonathan Richman at Town Hall all look to be the top three shows of the week, Allen's move to the cabaret series "Starlight at the Cafe Carlyle" and his black sequined top revealed a flair for fashion.

TOY OF THE WEEK — The award goes to Pyle Records' Walter O'Brien, for the classy and practical disk cleaners issued to promote "Lemuris." To keep your disc platters clean, simply place the disk in the cleaner and roll the disc along the surface of the spinning record player

HERE OR NEAR — The aforementioned items may have been a clue that the New York market supported an extraordinary quantity and range of live music. Questioned on the value of television to a comedian of his style, Ayea, who has taped Rock Concert as well as the Midnite Special and one episode of "Barney Miller," answered, "We need TV, until he felt censorship was a problem. He uses the medium to show off his talent, and when he heard of the strike, he continued, adding that late-night television afforded the greatest freedom available on the tube. "The medium is still limiting, however," Ayea added, "some of the comedians I like come off as well on TV as they do in clubs." Ayea is not alone, however. As the strike approaches at the jingle, Chuck Berry, Little Richard, Mills Bros., B.B. King, Hank Snow and Teresa Brewer. The "Sugar Free" jingle will be handled by Dana Valery, Gladys Knight & The Pips and KC & The Sunshine Band. The comedians to John McLaughlin music folk.

NO LAUGHING MATTER — Comedy can't be promoted like music, because even very good comedians can't get airplay," commented Little Dick Ayea, who seriously decried the role of radio. "People have to see them and people have to like a comedian, while they really don't have to like an artist just to appreciate his music on the radio." Questioned on the value of television to a comedian of his style, Ayea, who has taped Rock Concert as well as the Midnite Special and one episode of "Barney Miller," answered, "We need TV, until he felt censorship was a problem. He uses the medium to show off his talent, and when he heard of the strike, he continued, adding that late-night television afforded the greatest freedom available on the tube. "The medium is still limiting, however," Ayea added, "some of the comedians I like come off as well on TV as they do in clubs." Ayea is not alone, however. As the strike approaches at the jingle, Chuck Berry, Little Richard, Mills Bros., B.B. King, Hank Snow and Teresa Brewer. The "Sugar Free" jingle will be handled by Dana Valery, Gladys Knight & The Pips and KC & The Sunshine Band. The comedians to John McLaughlin music folk.

POINTER WEST — WITH YOUR LOVE, RHANNON — It seems that Paul Kantner (Starship) told Steve Nick's (Mac) that he would like to co-write a song with her. The two were discussing the project when they left the Starship party together... Kinky Friedman's LP has been sold to Epic, and will be released as a double LP. And close-to-track title will not be included, which is too bad, because it's a live version with The Rolling Thunder Revue. -- Steve Wonder's new LP is hot on the charts, and his upcoming single is on the charts, so hot, in fact, that one record company is considering asking for a second pressing of it.

OCT. 12 -- BOSTON SELLS OUT -- Well, at least the first show of the upcoming series at the Santa Monica Civic. All 3500 seats went on a Sunday, when ticket offices were open, who didn't have a little mix-up in the tickets. However, the first show has just finished recording a single called "Georgia On My Mind," which was designed, we're told, for support of that Democratic candidate we've heard so much about. The group's lead singer, who was married for a couple of weeks, which we believe will be their first television appearance ever (at least of any substance; newsclips don't count). Maybe John Belushi (our fave) will be inspired to imitate a certain lead singer that used to work out of San Fran.

OCT. 13 -- ORLANDO -- Neil Sedaka's daughter says she's turned down two record offers because she has to "finish school first." Dana is 13, and we don't know if she'll be able to stay firm in her decision for much longer, especially if she keeps being pitched. Young stardom's in her blood.

OCT. 13 -- READY, SET, GO — We first heard of Stomu Yamashige when director Nicolas Roeg told us that he was using Yamashige's music in "The Man who Fell To Earth." "It's quite extraordinary," said Roeg at the time, "how the perception gives one such a strong sense of melody." Yamashige and Michael Shrieve (they worked together on the popular "Go" LP) were in town last week to discuss plans for "The Last Winter," a project of the year in which they are recording a new jazz/fusion LP. They have also been recording with rock legends of the last 11 years, though the group as such has existed only for about three years. While Lockridge's early musical influences are mainly country, Verucchi could recall the big band greats as well as rock's beginning performers, all of which are the kinds of people he admires. "It's an old-fashioned kind of music," he said. "But I think it's great."

OCT. 13 -- BILLY'S THE END — "A man's best friend — can also be his photographer. Kenny Rogers is a good friend of Glen Campbell's, and he was the only man at Campbell's recent wedding; he's also shooting Glen's new album cover. — Sweden's Abba is in town, on a promotional tour for their hot single "Fernando" and sampling the best of Los Angeles restaurant life. They're also taping segments on Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight Special, and Don Kirshner's Rock Concert. They're also taping Dinah! The Midnight SPECIAL. Members Stuart Wood and Ian Mitchell have both ended minor surgery, while Les McKown was recently acquitted of charges relating to the firing upon of a young girl on his estate. His former road manager Hilary Tipple is now running the estate. The United States government has confirmed that its own agents did not carry out the shooting. A new single from Dr. Buzzard's Original Savannah Band... Jean-Luc Ponty's next Atlantic album, "Imaginary Voyage," ships Nov. 2. The jazz violinist begins a fall tour at the beginning of November. In the UK, a new rock venue has opened in Montreal... The Fraternity of Record Executives is holding an Oct. 22 affair in the penthouse suite of the New York Hilton, with the theme of "Rock and Roll Money"... A new National Committee of Advocates for the Arts will meet in D.C. On keyboard bassist Bob Pomplun will appear on the Beacon Theater Nov. 12... Edward R. Bosken, president of QCA Records, formerly known as the Capital City Albums of Columbia, has flown to London to complete the buying up of the gospel music hall of fame being constructed in Nashville at a cost of $1,600,000... Watch the Little River Band from Australia. The Capitol act has been announced for Nov. 9 in the L.A. Forum... Bob Porcelli has appeared as grossly pregnant & pregnant outside appearance as Cossack Box. Jazz musician reviewer writing the liner notes on the recent Betty Carter's release on Impulse. "What A Little Moonlight Can Do To You" is the first of a string of other albums... The music television appearance of Led Zeppelin, in the form of selections from their first feature-length film, "The Song Remains The Same." The selections will be the full performance of "Black Dog," along with part of "Dazed And Confused," and Jimmy Page's fantasy sequence. The show airs after the film premieres in cities all over the nation. In addition, the show features Mother's Finest, Star, and comedy with Billy Crystal and Natural Gas.

Jule Jule Jule Jule Jule Jule
REGIONAL ALBUM ACTION


NATIONAL BREAKOUTS

1. STILL-SMOKING SOUND
2. TED NUGENT
3. O'JAYS
4. ROBIN TRUWON
5. ERIC CLAPTON
6. RICHARD PRYOR
7. STANLEY CLARK
8. PARLIAMENT
9. QUINCY JONES
10. LIONEL RUSSELL
11. KC & THE SUNSHINE BAND
12. AL STEWART
13. RINGO STARR
14. RUSH
15. ROBERT PALMER

WEST
(California, Seattle, Portland)
1. ROD STEWART
2. WALTER MURPHY & BAND
3. ROB STEWART
4. LITTLE RIVER BAND
5. DENVER PHOENIX
6. WESTERN WEEKENDS
7. HARD TIMES
8. BLUE LITTEN BAND
9. BLUE SABBATH
10. STARZ
11. ROD GORDON
12. ROD STEWART
13. LITTLE RIVER BAND
14. DENVER PHOENIX
15. STARZ

SOUTHEAST
(Atlanta, Memphis, Nashville, Richmond, Florida)
1. ROD STEWART
2. GORDON LIGHTFOOT
3. MANFRED MAN
4. J.J. CALE
5. JOHN KLEMNER
6. RUSTY WIER
7. RORY GALLAGHER
8. BLACK SABBATH
9. STYX
10. RITCHIE FAMILY

BAY CITY ROCKERS
11. ROY COOGER
12. LITTLE RIVER BAND
13. DENVER PHOENIX
14. SOUTH CENTRAL
15. STARZ

SOUTH CENTRAL
(Dallas, Houston, New Orleans, Little Rock)
1. ROD STEWART
2. GORDON LIGHTFOOT
3. MANFRED MAN
4. J.J. CALE
5. JOHN KLEMNER
6. RUSTY WIER
7. RORY GALLAGHER
8. BLACK SABBATH
9. STYX

ALBUMS

- 1: The latest release by Rush (2 Lps, $7.98 list), "All the World is a Stage," appeared in five markets: at Korvettes in Baltimore, New York, Philadelphia and Washington for $4.38; and at Korvettes in Detroit for $6.99 tape. In addition, one other Rush album was promoted at Korvettes in Baltimore and Washington, and two others in New York and Philadelphia, for $5.88.

Current Rush Selling

The current Rush album is selling well, jumping this week from #147 bullet to #82 bullet on the Cash Box chart. However, the group's label, Mercury, placed ads across the country before such success was registered. According to Jules Abramson, vice president of marketing for Mercury, "All the indications when we were soliciting orders prior to its release were that it was going to be a very important album. And we wanted to time our advertising to coincide with the point at which we felt we would have the market pretty well saturated with product." Abramson added that the retailers' favorable response to the new release was mainly based on the track record of Rush's previous four albums, "Each one sold progressively better than the LP before it. And their last album, '2112,' did more than double the sales of their previous record."

Print Ads Effective

For a group like Rush which is trying to build a wider national following, print advertising can be very effective. "When a group is already known," said Abramson, "what you want to do is make an announcement to the consumer that there's a new album and here's what the cover looks like. You give them that relationship so that when they walk into the store, they see a familiar cover and they know immediately, 'That's the Rush album that I saw in an ad the other day.'"

"However, that doesn't mean that we're continuing on pg. 38..."

Cash Box/October 23, 1976

25
For The Record

EAST COASTINGS—SOUVENIR OF THE WEEK—Peter Frampton's drumsticks. Ironically, the very week Peter Frampton made his first headlining appearance at Madison Square Garden, his album "Frampton Comes Alive!" was reissued from a nine-week stay at the #1 position on Cash Box's Top 100 albums by Steve Wonder's "Songs In The Key Of Life." In a truly chivalrous spirit, the Wonder album was played over the p.e. system before and between sets at the Frampton concert, which is really not surprising, considering that Wonder praised Frampton's songwriting and performing talents as he presented the title "rock personality of the year" award at this year's "Rock Music Awards." In the mutual admiration, Wonder sat in on the drum chair at a musical peak and showed some of his stuff at the traps, a dramatic touch that Steve Wonder has made famous in concert. (He promises to be on the road shortly after Jan. 1.) Can we look forward to a live drumming match?

TREND OF THE WEEK—Stripesleeve. While Peter Frampton at the Garden, Peter Allen at the Bottom Line and Jonathan Richman at Town Hall all look off their shirts on stage, Allen's moves were the best choreographed and handled. With Bobbie Neale's help, he's worked up a flair for fashion.

TOY OF THE WEEK—The ward goes to Pye Records' Walter O'Brien, for the classy and practical disk cleaners it issued to promote Limousine. "To keep you limousine running smooth and clean," he quipped.

"Leftover""—Rock and Roll for all ages.

"Leftover" is the newest album from one of America's premier rock and roll bands. Their previous albums have racked up sales of more than 750,000 and they've been winning more and more fans with their intensive touring schedule and rave concert reviews. Kansas' brand of progressive rock has been honed to the most musical on "Leftover," and hordes of "Leftovers" lovers are just waiting to snap up this new album up.

New classic rock and roll from Kansas.

On Kilshere Records and Tapes.

Produced by Jeff Glazer

Kansas tours America:

October 8 Beloit College, Beloit, Wisconsin
9 Hammond Civic Center, Hammond, Indiana
10 Rainbow Theatre, Salt Lake City, Utah
11 Egyptian Theatre, Decatur, Illinois
12 RKO Orpheum Theatre, Davenport, Iowa
13 Nico's, New Orleans, Louisiana
14 El Club, L.A.
15 Sava, Cleveland, Ohio
16 Uptown, Chicago, Illinois
17 Moris Civic Auditorium, South Bend, Indiana

...to be continued...

On THE GREEN—Guests at The Tavern On The Green dinner in honor of Peter Frampton included Herb Alpert, Dee Thompson, Brooks Arthur, Bill Aucoin, Frank Barsalona, Clive Davis, Ron DeSener, Mr. & Mrs. Frampton, Leslie Gore, Henry Gross, Richie Havens, Jerry Mess, and Pakistani singer, Bob Rotundo, Howard Stein, Robert Strigold and Walter Yatskyoff.... Tom Schielinger of Arc-Jay Kay, U.S. Detroit distributor, had arranged for Paul Anka to drop the puck at the Red Wings home game against the Montreal Canadiens. Anka, no stranger to the ice or hockey, donned skates and tuxedo, and dropped the puck, dressed like a pro, with players on the ice and delighting the fans to no end. Later, reporters accosted Anka, who talked to the press about his latest recording activities. Just to prove radio is for the only avenue for promotion, Clive Davis and Aristoc executives in force to see the label's newly selected Volunters at the Beacon. The newly designed line-up includes Phil Glioliombo on keyboards and Bob Webb on guitar, both of whom sing and write. Interestingly, the James Gang has been promoted for nine years by drummer Jimmy Fox and bassist Dale Peters, neither of whom writes much, and has never been involved with the Tremonti brothers, which is usually their first choice of labels. The group's acoustic talents. With a new Aloc album, "Jesse Come Home," the James Gang has a tour lined up for the year. ..Bey City Rollers to tape the Merv Griffin Show, the Tony Orlando & Dawn Show and the Midnight Special. Members Stuart Wood and Ian Mitchell have just ended minor surgery, while Les McKeown was recently acquitted of charges relating to the killing of a young girl on the estate. His former road manager, Hilary Tipping, said he did it.... "Chez Chez Le Flambeau" will be the new RCA singles from Dr. Buzzard's Original Savannah Band. .."The Lonesome Pony" is the latest album, "Imaginary Voyage," ships Nov. 2. The jazz violinist begins a coast-to-coast tour of the U.S. and Canada Oct. 13-Dec. 5. ..Le Grand Salon, a new rock venue, has opened in Montreal. .. The Fraternity of Record Executives is hosting an Oct. 22 affair in the penthouse suite of the New York Hilton to raise money for the charity scholarship fund, the Pace Awards. .. A new National Committee of Advocates for the Arts will meet in D.C. .. Keyboard stars, Al Kooper and Brian Auger to play the Beacon Theater Nov. 12. ..Edward R. Bosken, president of QCA Records, formerly known as Queen City Records of Cincinnati, has contributed $5,000 to the building fund of the gospel music hall of fame. ..Thirty thousand tickets for the Ladder Hill tickets at a cost of $8,500,000.

Potential West—With Your Love, Rhiannon—It seems that Paul Kantner (Starship) told Streisand (Mics) that he would like to write a song together. ..Kinky Friedman's LP has been sold to Epic, and will be released shortly under the euphemistic title "Lasso From El Paso." ..The close-to-tie track will not be released, which is too bad, because it's a live classic. ..The Rolling Stone cover story — Stevie Wonder's new LP is hot on the charts, as it has been for some time, and the critical reviews have been fairly heavy for that reason. ..FAMOUS NIGHTSPOTS.s ..Whenever The Hour in New York City, they always have their dinner shipped to the gig from Dr. Hogey Wogy's Tyler Texas Barbecue in Van Nuys.

BOSTON SELLS OUT—Well, at last the first show of the upcoming stand at the Santa Monica Civic. All 3300 seats went on a Sunday, when ticket agents opened at 10 a.m. and sold a lot of tickets, which is more impressive than the band itself! ..The Boston Mass. Milk Bros., B.B. King, Hank Snow and Teresa Brewer. The 'Sugar Free' jingle will be handled by Dana Valery, Gledys Knight & The Pips and KC & The Sunshine Band. ..Appologies to John Curtin, who was mistakenly first-named....No LAUGHING MATTER — "Comedy can't be promoted like music, because even very good comedians can't get airplay," commented Little David's Franklin Ajaye, who seriously doubled the amount of radio to comedians. He also has a picture and some people will find it sad to see comedians when people don't have a chance to appreciate his music on the radio. "Questioned on the value of television to a comedian of his style, Ajaye, who has taped Rock Concert as well as the Midnite Special and one episode of "The Merv Griffin Show," said "We need TV," adding "I hear he's got a problem." "You never know how much they'll leave in after you taped the show," he continued, adding that late-night television offered the greatest freedom available on the tube. "The medium is still limiting, however," Ajaye added. "Some comedians work only on TV (like David), but others (like comedy-go) LP) were in town last week to discuss plans for a worldwide "Go" tour. Yamashta told CB's Paul Simmons that he wants to do a full production, and take the show to some famous cathedrals and outdoor parks. Films are in the future, said the island guest star. He feels he can only handle one a year, he can fit in that in between recording and touring. The preparations for this tour will be complete by December, and it's a safe bet that lasers will be included in an elaborate lighting system.

A MAN'S BEST FRIEND—can also be his photographer. Kenny Rogers is a good friend of Glen Campbell's, and he was the only singer at Campbell's recent wedding: he's also shooting Glen's new album cover. ..Swedes' Abba is in town, on a promotional tour for their hot single 'Fernando' and they're looking for the best of Los Angeles restaurant life. They're also taping segments for Dinah's. The Midnite Special, and Oen Kirshner's Rock Concert. ..Their "Oanching Queen" single is currently #1 in England. ..Tony Masla, David Bowies' bodyguard in real life and film ("Man Who Fell To Earth"), is playing Michael Caine's bodyguard in an upcoming pic called "Silver Bullet," and "Believe ME TO REEL" — The Sawasabi branch of The Record Plant has hired Jerry Mailt (founder of Sly and The Family Stone), with Rubicon, a new group. George Only is producing in studio A. ..LA's own Village Recorders is real busy, with Steely Dan, Santana, Bronco Chapman, and Daddy Dooey...Alley who are in various stages of album work. Village's Gary Star has appointed Ken Klasmer chief of maintenance for the studio. ..Benjamin Stein, a noted music journalist, is producing singer Althea O's first effort at his own North Home Studios.

IN THE CITY—"What A Little Monster Is a girl called L.A. residents call their hometown. The thing is, you can get invaluable information from billboards. Like the fact that Eric Clapton's going to tour, and one of his stops will be our own L.A. Forum on November 22. Anticipation is running high for special guests; this is the last date of the tour, which will kick off November 5 in St. Petersburg.

QUOTE OF THE WEEK (Overheard on Sunset Blvd.): That party was terrible, the food was terrible, the place was overcrowded with horrible people, but the thing about L.A. is that it's October 12 and it's seventy-five degrees..."
Retail Prices, Print Ads Sparse

we have certain standards for our entire catalog. If something doesn't sell a certain number of pieces within an 18-month period, it's obvious there's no reason to keep it active.

Building Fall Sales
In addition to weeding out the weaklings among its "twisters," MCA is also offering a special seven percent discount on the 22 items in the line which moved best between January and August. "We're trying to build for the fall selling season, obviously," said Passamano. "And unless you come out with your best catalog items and a discount and back it up with advertising, I think overall you're not conforming to what the industry requires. In addition, of course, MCA's main objective is getting the current consumer. The customer has to be made aware of what you're talking about so you can get him into the store.

Exactly what is the consumer buying in these packages? Some of them were previously in the MCA catalog, said Passamano. Parts of other twisters were acquired by MCA from releases on different labels, including cutouts that were "reintroduced because we used better selections in them." In other words, new masters were made up from the best selections by a given artist that MCA was able to obtain, whether from its own catalog or from other sources.

Can't Play Around
"You can't bastardize the product with weaker selections, because it won't sell," Passamano pointed out. "If you play around and try to beat the consumer, thinking he's going to buy an album just because it says 'the best of,' you're in for a surprise. You put up a Tommy Dorsey album, say, and he doesn't see 'Tangerine' or 'Rampapoo,' he's not going to buy it."

Rush Bolstd Steady
Ads for the fifth release by Rush (2 LPs, $7.98 list), "All The World Is A Stage," appeared in five markets at Korvettes in Baltimore, New York, Philadelphia and Washington for $4.36; and at Korvettes in Detroit for $6.89 tape. In addition, other Rush albums were promoted at Korvettes in Baltimore and Washington, and two others at Korvettes in New York and Philadelphia, for $3.88.

Current Rush Selling
The current Rush album is selling well, jumping this week from #147 bullet to #92 bullet on the Cash Box chart. However, the group's label, Mercury, placed ads across the country before such success was registered. According to Jules Abramson, vice president of marketing for Mercury, "All the indications when we were soliciting orders prior to its release were that it was going to be a very important album. And we wanted to time our advertising to coincide with the point at which we felt we would have the market pretty well saturated with product."

Abramson added that the retailers' favor to the new release was mainly based on the track record of Rush's previous four albums. "Each one sold progressively better than the LP before it. And their last album, '2112,' sold more than double the sales of their previous record."

Print Ads Effective
For a group like Rush which is trying to build a strong following, print advertising can be very effective. "When a group is already known," said Abramson, "what you want to do is make an announcement to the consumer that there's a new album and here's what the cover looks like. You give them that relationship so that when they walk into the store, they see a familiar cover and they know immediately, 'That's the Rush album that I saw in an ad the other day.'"

"However, that doesn't mean that we're continued on pg 26"
ALBUM REVIEWS

FOUR SEASONS OF LOVE — Donna Summer — Oasis/Casablanca NLBP 703 — Producers: Giorgio Moroder, Pele Belotte — List: 6.98

With only five songs on this album, at first glance it seems a little slim. But each tune, based on a season of the year, is pure Summer (Dorna). It's got that disco overview to it. Accompanied by the Munich Machine, the synthetic songs stretch the gamut of emotions, from lust to lust. The string parts are super-slick, and the production makes full use of Summer's vocal abilities. Look for all of these tracks to go gold — and R&B play. The album jacket is the type that best lends itself to prominent display.


This is a repackage of the original "Odessas," but with one big difference — there's only one record time around (the first was a two-episode set and the cover is plain (the first was velvet-patched). With the new LP "Children Of The World" doing as well as it is, this one should get picked up too. Odessa was kind of overlooked the first time around; now, by light of the song list, the package is much more attractive. "First of May" is included here, and seems sure for both AM and FM play. Progressive outlets will spin the title cut more than a few times; at 7:33, it's an appealing and ambitious track.

IT'S YOUR WORLD — Gil Scott-Heron and Brian Jackson — Arista 5001 — Producers: Gil Scott-Heron, Brian Jackson — List: 6.98

A bargain priced two-pocket set, comprising live performances from Scott-Heron, Jackson and the rest of the multi-faceted Midnight Band. There's a terrific energized reading of "The Bottle," along with "Trane," a tune that used to be called "Gospel Train" and has music by Alice Coltrane. Scott-Heron is a true poet (as all his fans know) and this is a moving album. FM programmers will want to check out "Passion Slim," a lively cut about a man over a hundred years old.


Frankie Valli is just as good on his own, without the Four Seasons. The current single "Becoming Human" is included, as well as some of the sidemen's work, as well as some of his band's work

WHITE ON WHITE — Brian Cadd — Capitol ST 11573 — Producers: Robert Appere — List: 6.98

Brian Cadd's debut American album is a killer, with great original tunes and a sincere approach to rock 'n' roll. Robert Appere handled the production, and he gave Cadd a lot of room to move. The tunes are mercurial, hard to categorize. There's some R&B Influence (like "No Answer"), pure rock ("Little White Lies") and tunes that lie in the middle. Cadd's piano playing is well conceived, studio veterans Ben Boyaj and Steve Cropper share guitar chores with Ritchie Zito. These songs have wit, style, and a lot of punch. For pop sales across the board.


The Chambers Brothers had a slow period for a while, but they have recovered with at least as much strength as they did in San Francisco so many years ago. There's a lot of their patented jamming going on here; the entire second side is comprised of only tunes, and they segue into each other. Wang-Chambers' "Superstar" is a gem; even at 7:37 it's not too long for progressive airplay. Steve Cropper plays additional guitar on this, and his stylized Sax sound is a great touch. R&B outlets will hook onto "Me And Your Mother."


Laws is one of the best flute players around; with this album, he is showing off those talents while surrounded by a larger group than usual. Strings are used to fairly good effect on most of the cuts, although they clutter up the overall sound on others. Laws' best moments are moments of fluidity, and he takes a couple of great solos here. Bob James' production is sensitive to his talent, and he manages to clear the path for Laws' best work.

FLYIN' HIGH — Blackfoot — Epic PE 34370 — Producers: Jimmy Johnson and David Hood — List: 6.98

This is Blackfoot's second LP (the first was on Virgin last year) and it shows much improvement. This is a southern band, but they cannot be placed in that "southern boogie" mold. The material is original, and the band is not content to rely on merely fast and hypnotic guitar riffs. There's a real melody here, in tunes like "Try A Little Harder" and the title cut. Look for this to get progressive radio play and to sell well where it is backed up by tour support.


This is the rock band's first LP, and it's an auspicious beginning. Cummings was the main creative force behind Canada's Guess Who, and he shows here that he has the stuff to make it on his own. Richard Perry's productions have tended, in the past, to be over-slick, and to the point of superficiality, but his work with Cummings is intelligent and tasteful. The single is "Stand Tall" (already making chart headway), and the song "You Can't Do Nothing" is the kind of a slowed-down reading of Randy Bachman's familiar rocker.


Benson is fast becoming the man with the largest catalog. This is another release, a number that appeared originally on Verve, and is now being re-released on Polydor. Benson played a furious "7 Come 11," you'll have an idea of the style of this album. Benson's technique here is outstanding, and his Rolfe Hancock plays the bulk of the piano parts, and Ron Carter and Billy Cobham handle the bass and drum chores.


Rawls has a lot of product out on the market right now, but none of it is insubstantial. This package has songs that were musical hits in 1972-3, but even after a few years the tunes still stand up. He gives a powerhouse reading of "Got To Get You Into My Life," and an equally good "A Song For You." Rawls vocally gives that timeless quality that gives class to everything he touches, and the material here has a lot of class to begin with. Although the songs have been released before (on various MGM LPs), tunes like "Dead End Street," a real classic, can be played forever.


Humphrey's all progressive listeners will be young, though highly developed flute stylist. This is a collection of some of her best tunes, some of which have been on record before, some not. There is a good feeling to the package, partially due to the continuity between tracks. Humphrey's best when she interprets, and she handles tunes like "Satin Doll," "Why Are You The Way You Are?" and "My Life" with equal polish and innovation.

ROBB STRANDLUND — Robb Strandlund — Polydor PR 1-6085 — Producers: Ken Mansfield — List: 6.98

Robb Strandlund is perhaps best known for co-writing "Already Gone" for The Eagles. That song is included here, along with nine others in the country-rock vein. Strandlund's easy vocals blend well with the Ken Mansfield production. The singles are, without exception, extremely intelligent, even poppier. He says: "There's Bill! Judy Brown! I guess his wife's still out of town." There are no real surprises here; the arrangements are tight, with good country melodies. Excellent guitar work is a theme of these albums.


Johnny Cougar has made an extremely interesting album. He has some obvious influences (Springsteen is most prominent), yet he creates the impression that he's in charge of his own music. If you've ever listened to Johnny Cougar, he has a strong rock 'n' roll spirit, which enabled him to use mandolin on a couple cuts without sounding silly or contrived. Most of the cuts are originals ("Dream Killin' Town" and "Chestnut Street Revisited" are among the best), and there are some OK covers of "Do You Believe In Magic" and "20th Century Fox." Cougar is an artist who would benefit immensely from in-store play.


The Crown Heights Affair is a progressive disco conglomeration, and this album is filled with tracks that cannot be denied. The group plays its own instruments, and the horn section (especially Scott Reid's saxophone work) really rocks on tunes like "Dancein' In" and "Sassy Ways." Most of the seven riff-based tunes are over five minutes long, which lends itself quite well to dance-club play. An attractive package, this will do at least as many pop accounts, if played prominently in the store, so consumers can get a taste of these dynamic, well-arranged arrangements.


Black Ivory is a tight new R&B-oriented band that has come up with a few good original tunes on this LP. What's important is that they try to go beyond the usual rockABANDON instruments, but they do also the rhythm and vocal charts. "Walking Downtown (Saturday Night)" is a long tune (8:20) that seems just right for disco play. The band gets into a groove and won't cut. The entire album has a pleasing continuity that will make it possible for R&B programmers to play virtually any cut.
DELTA LADY
ROLL AWAY THE STONE
TIGHTROPE
OUT IN THE WOODS
SHOOTOUT ON THE
PLANTATION
STRANGER IN A
STRANGE LAND
HUMMINGBIRD
SONG FOR YOU
LADY BLUE
THIS
MASQUERADE
BLUEBIRD
BACK TO THE
ISLAND

PRODUCED BY
DENNY CORDELL AND
LEON RUSSELL

SHELTER RECORDS
DISTRIBUTED BY ABC RECORDS AND GRT TAPES
KNCN — Community Concern, Diverse Formats Fill Programming Void

by J.B. Carmicle

LOS ANGELES — When KNCN, Corpus Cristi, Texas, signed on the air in August, station general manager Ira Littman and program director Richard Brown had already decided that the 100,000 watt FM station would be responsible to its listeners and the community for its needs as well as entertainment. Although Littman and Brown felt that both personalities and music played key roles in a station’s overall success, they expressed a desire to fulfill an even greater challenge — to allow listeners access to the station’s airwaves to comment on topics of community concern. Along with that, the station’s new licensees instituted three separate music formats — jazz, classical and progressive rock — for the purpose of providing diverse programming for an area they claimed has been “music-starved for years.”

Overwhelming Response

The majority of KNCN’s playlist is “new music” to its area’s residents and the response has been overwhelming, according to Littman. Not only are listeners commenting on the progressive music which is featured on the station’s all-night show, they’re also opening themselves up to jazz and progressive rock — two formats that have been virtually nonexistent in the area. “We’re playing a lot of music that’s never been played here before,” Littman related, giving credit as one reason for both the station’s immediate letter and phone response. Brown agreed, saying, “We are hoping we can turn people on to the music first and themselves second, we want to inject this area with music which has not been available before.”

The successful track record of the AOR (album-oriented rock) format, as exhibited across the country, is certainly obvious to Littman and Brown: KNCN devotes 15 hours of its broadcast day (6 am to 9 pm) to progressive rock. Although some stations have attempted the progressive rock format in the past, Littman cited financial problems as well as one station’s decision to switch from progressive rock to top 40 as reasons for the music’s non-existence in the area. In addition to progressive music, the station also airs a jazz show from 9 pm to midnight. According to Brown, who is the jazz show’s nightly host, the diverse formats are filling the void that the area’s listeners had been experiencing.

Not only are KNCN’s listeners being offered new and diverse kinds of music, they’ve also been invited to make their views known over the station’s public affairs shows. Littman and Brown do a two-man show on Sunday evenings which involves a two-way telephone conversation with listeners on topics of community interest. Even though the show has only been on the air for a short time, KNCN’s audience has found it to be an outlet to express their opinions on such matters as mental retardation, school dress codes and the decriminalization of marijuana laws. Richard Brown called the show “an incorporation of our talents as licensees to provide an opportunity to the audience to communicate their ideas through the media.”

Another not-so spontaneous show airs on Sunday mornings and allows local groups an opportunity to independently produce programming of an “artistic or sociological nature.” Littman noted that so far the takes have included a local Bahai faith group and a weekly gay views and affairs program. “Nobody has been refused,” he continued, “We’re beginning to get response on this free time FM radio concept.” Those who get on the air are allowed 15 minutes of the 60 minute show and KNCN provides assistance free of charge to groups or individuals who use station facilities.

— Continued on pg. 57.

GETZ IN SAN LUIS OBISPO — Phonogram/Mercury recording artist Stuart Getz recently visited KSLY in San Luis Obispo. Shown, (left to right), Getz, Guy Paul, program director, KSLY, John Tobin, music director, KSLY, holding Getz debut single "I’m A Song (Sing Me)."

NEW FM ACTION LPs

1. Some People Can Do What They Like — Robert Palmer — Island
2. On The Road To Kingdom Come — Harry Chapin — Elektra
3. Songs In The Key Of Life — Stevie Wonder — Tamla/Motown
4. No Reason To Cry — Eric Clapton — RSO/Polydor
5. Spirit — Earth, Wind & Fire — Columbia
6. In One Eye & Out The Other — Cate Bros. — Asylum
7. Crystal Ball — Styx — A&M
8. Jesse Come Home — James Gang — Atco
10. Burton Cummings — Portrait/CBS
11. Thrills — Lost Gonzo Band — MCA
12. All The World’s A Stage — Rush — Mercury
13. Welcome To Club Casablanca — John Baldry — Casablanca
14. Small Change — Tom Waits — Asylum
15. 10yr Overnight Success — Black Oak Arkansas — MCA
16. "Live" On Tour In Europe — Cohan-Duke Band — Atlantic
17. Main Refrain — Wendy Waldman — WB

MOST REQUESTED CUTS

1. Have A Talk With God/Isn’t She Lovely — Stevie Wonder — Tamla/Motown
2. More Than A Feeling/Foreplay — Boston — Epic
3. Year Of The Cat (title)/If It Don’t Come Naturally — Al Stewart — Janus

PREDICTIONS

1. Songs In The Key Of Life (entire LP)/Saturn/Sir Duke If It’s Magic/Another Star/I Wish — Stevie Wonder — Tamla/Motown
2. Small Change (entire LP)/Tom Traubert’s Blues — Tom Waits — Asylum
3. Careless (entire LP) — Stephen Bishop — ABC

STATION BREAKS

13Q. Pittsburgh has been sold to Nationwide Insurance. Jack Forsythe exits the station and is looking for a new position. He can be reached at (412) 761-2559.

Scott Wilson has left KELI, Tulsa and has been replaced by Jim O’Brien, who is doing 3-7 pm.

Jim Frances is new PD at WLAV, Grand Rapids. Frances comes from WOOD, also Grand Rapids.

Mike Doltan promoted to PD at KEIN, Great Falls, and replaces Phil Murphy from Ontario, California as afternoon jock.

Cliff Morrison is now afternoon man at WJET, Erie and replaces Joe Stevens who departs station.

WAIR, Winston-Salem needs a 6-10 pm killer jock. Send tapes and resumes to Jack Casey, WAIR, Box 2099, Winston-Salem, North Carolina 27102.

Chuck Roberts is the new PD/MD at WDOV, Minneapolis. Roberts comes from KSLO, St. Louis, John Canton who held the position remains with the station as jock. Dick Thompson joins KINN, Denver, as 10-2 am jock. He comes from Waco, Texas. John McCabe leaves station to become news director at KPRC, Houston.

Marsh Knicely promoted to MD at WNGN, Providence. She replaces Bob Marshall who remains with station.

Sue Dixon, former MD KBCQ, San Diego exits station.

Mkie Baker returns to KLIF, Dallas after a brief departure and resumes MD duties.

Karen Knight now doing weekends at KPM, Portland. Knight comes to station from KQON-FM, also in Portland and replaces Ryan Wiley who goes to KBZY, Salem to do middy.

Joe Galuski leaves WNDR, Syracuse. He has been replaced by Jay Donovan in the 7- midnight slot. Donovan is from WVGA, Genesee, New York.

Dave Diamond is 3-7 pm jock at WSAL, Cincinnati.

Cliff Morrison is now 1-4 pm at WJET, Erie. Morris had been weekends. Joe Stevens has left the station.

Now jocks at WFLB, Fayetteville are Shotgun Al Casey/Midnight and John Braxton 1-4 pm. Casey comes from WAPI, Jacksonville and Braxton from WAGR, Lubbock. Ray Williams exits stations for WB, Nashville.

Greg Tament to do news at WIFE, Indianapolis.

Roy Hines has been promoted to operations manager at KYNO-FM, Fresno. New weekend personalities at WYSL, continued on pg. 57.

continued on pg. 57.
1. **Chick Silverman**
2. **Gordon Lightfoot**
3. **Elton John**
4. **John Denver**
5. **Paul Simon**
6. **Bob Dylan**
7. **Woodstock**
8. **Joni Mitchell**
9. **Neil Young**
10. **Terry Jacks**
11. **The Beach Boys**
12. **The Eagles**
13. **The Doobie Brothers**
14. **The Allman Brothers Band**
15. **The Grateful Dead**
16. **Pink Floyd**
17. **The Cure**
18. **U2**
19. **The Police**
20. **The Rolling Stones**
21. **The Who**
22. **The Who**
23. **The Who**
24. **The Who**
25. **The Who**
26. **The Who**
27. **The Who**
28. **The Who**
29. **The Who**
30. **The Who**
NOW MILLIONS WILL HOL
Announcing the release of a new album from the Electric Light Orchestra.
The first established hit on the album is "Livin' Thing."
And there are still a record breaking number of songs that will be emerging from "A New World Record."
It's an event.
On United Artists Records and Tapes.
Lonnie Jordan's last single went #1 MOR.

Lonnie Jordan's last single was "Summer" by W.A.R.

Lonnie Jordan's new single is "Grey Rainy Days." UAXW-873-Y

The first single from his new solo-album entitled "The Different Moods Of Me.

"Grey Rainy Days" by Lonnie W.A.R. Jordan.

65 CASHBOX Top 100 R&B
63 BILLBOARD Hot Soul Singles

Produced by Lonnie Jordan for Far Out Productions.
A Far Out Production On United Artists Records.
Peter Frampton

MADISON SQUARE GARDEN, NYC — At last summer’s home for the Democrats, Peter Frampton reconfirmed the notion that he can-and should-keep a full-time job. The crowd of teenage rockers loudly demonstrated that for them Frampton was cool, even the next “big thing.” The LP, “Frampton’s Lines,” sold out over the counter before its release.

The Who

SPORTS ARENA, SAN DIEGO — Ignoring the wave of warnings that it is fast becoming a parody of itself, the Who turned back the hands of time once again to last week’s 10th anniversary concert at the Forum. The Who is the finest 1967 concert 1966 concert 1967 concert has seen to date.

The Who

ROXY, L.A. — British folk-rock came down from the Scottish highlands and the English midlands Saturday at the Roxy, as Steelye Span played to a highly enthusiastic audience. The show began 10 minutes before the doors opened and the audience was still growing.

Norman Connors/Gato Barbieri/Chambers Brothers

BEACON THEATRE, NYC — With his album at #42 on the Cash Box charts this week, Norman Connors appeared to be celebrating his success with a concert show of almost epic proportions. As the house lights fell, a pulsating African drum beat filled the hall and out stepped Connors, dressed in an all-white suit with blue sunglasses. Then dancing out from the wings came two pairs of gaily dressed dancers whose frenzied, acrobatic performance stirred the already expectant audience. The ten-minute treat was but a first taste of the multifaceted performance that Connors and his entourage offered their fans.

After a short set change, Connors’ 14-member band sauntered on, introducing the man himself with a heavily percussive, jazz-like overture. Resplendent in white scarves and ties and a brown leather jacket, Connors stopped up front for a lively scat-sung number on which he consistently sang off-key, yet Connors seemed well aware of his own limitations, since he then faked back to act as band leader. Springing from jazzier numbers like Herbie Hancock’s “Maiden Voyage” (done Norman Connors style) and Connors trumpet Shufu Ono’s “Bubbles” to rich balladry by “You Are My Starship” vocalist Prince Philipps and the superbly talented vocalist and percussionist Cuban-American, the audience was eighty-five percent male, but dominated by tickets to the show. The leadin song of the afternoon was “The Who” is the finest 1967 concert 1966 concert has seen to date.

The Who

The concert’s highlights were the songs they’ve been for the past 12 years. Anybody who has read about anything continued on pg. 57

Norman Connors/Gato Barbieri/Chambers Brothers

BEACON THEATRE, NYC — With his album at #42 on the Cash Box charts this week, Norman Connors appeared to be celebrating his success with a concert show of almost epic proportions. As the house lights fell, a pulsating African drum beat filled the hall and out stepped Connors, dressed in an all-white suit with blue sunglasses. Then dancing out from the wings came two pairs of gaily dressed dancers whose frenzied, acrobatic performance stirred the already expectant audience. The ten-minute treat was but a first taste of the multifaceted performance that Connors and his entourage offered their fans.

After a short set change, Connors’ 14-member band sauntered on, introducing the man himself with a heavily percussive, jazz-like overture. Resplendent in white scarves and ties and a brown leather jacket, Connors stopped up front for a lively scat-sung number on which he consistently sang off-key, yet Connors seemed well aware of his own limitations, since he then faked back to act as band leader. Springing from jazzier numbers like Herbie Hancock’s “Maiden Voyage” (done Norman Connors style) and Connors trumpet Shufu Ono’s “Bubbles” to rich balladry by “You Are My Starship” vocalist Prince Philipps and the superbly talented vocalist and percussionist Cuban-American, the audience was eighty-five percent male, but dominated by tickets to the show. The leadin song of the afternoon was “The Who” is the finest 1967 concert 1966 concert has seen to date.

The Who

The concert’s highlights were the songs they’ve been for the past 12 years. Anybody who has read about anything continued on pg. 57

Steeleye Span

ROXY, L.A. — British folk-rock came down from the Scottish highlands and the English midlands Saturday at the Roxy, as Steelye Span played to a highly enthusiastic audience. The show began 10 minutes before the doors opened and the audience was still growing.

Propelled by an energetic Nigel Pegrum on drums and rely heavily on Maddy Prior’s appealing vocals, band members Alan James, Martin Carthy, and Rick Kemp (who all sing) performed much of their new “Rocket Cottage” LP plus selected favorites from past albums, and engagedly related lyrical stories of life in Old England. These stories were enhanced by an effective blend of rock ‘n’ roll, folk, that for the first time, and for the first time…

What Steelye has managed over the last seven years and nine albums is to introduce traditional, acoustically inclined British folk music and rhyme with electronic instrumentation, and by doing so, appeal to a wide audience. Surprisingly, their winner among American audiences has been somewhat easier than wooing British followers, as the group’s music is.

Managers’ Notes

At the 20th annual awards dinner of Conference of Personal Managers West, Oct 1, Dinah Shore was honored as “entertainer of the year” and Fred Silverman as “industry man of the year.” The dinner was held in the Crystal Room of the Beverly Hills Hotel. Captain & Tennille, the group who is best known for their recent version of the Beach Boys’ “Aquarius,” was presented the president for the “76-77 form.” Donn C. Stalnall presented the award to Shire. He spoke highly of her talent and contributions to the entertainment world. Balcones Fault Project, which produces the film “Camphor,” and its founder Stephen L. Filletto, Irving Fine, personal manager for George Burns, reports that Burns will cost with John Denver in the Warner Bros. film “Oh God.” Burns will play twice weeks at Los Vegas Sunda, starting Oct 20, Dec. 1. He will have a TV special on CBS. Elliot Roberts of Rock Out Management reports that the new Jon Mitchell LP “Traveling” will be released soon. Neil Young will have a new LP, “Decade.” His tour begins Nov. 1.

Paul Simms

continued on pg. 57

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Prices Reveal Low Profile Image

Not doing other types of advertising is radio extremely important, and we have a very heavy radio schedule. The problem with radio is that it’s not as overt as print. You see print and read it and it permeates a couple of senses, whereas radio affects only one sense. But we’re talking about music, and radio is very important for that.

Retail Selling Prices

Atlanta: At Franklin Music (3 locations), 44 “towel” releases ($7.98 list). Includes releases by the Andrews Sisters, Lenny Dee, Billie Holiday, Lawrence Welk and Buddy Holly for $4.99/$6.99 each. MCA Records tie-in of the original soundtrack to the motion picture “Car Wash.” (Sunday Atlanta Journal and Constitution)

Baltimore: At Korvettes (4 locations), multi-label sale (including CBS, A&M, Polydor and London) for $3.88/$4.98 each; eight releases, including the latest releases by Helen Reddy, the Temptations, Earth, Wind & Fire and Jefferson Starship, for $3.50/$4.99 each; four LP sets ($7.98 list), including the newest releases by Quincy Jones, Peter Frampton and Lynyrd Skynyrd, for $3.99/$6.99 each; the most recent album by Rush in 2LP ($7.98 list) for $4.38 and “Caress Of Steel” by Rush for $3.08; and four releases by Peter Frampton, including “Frampton” and “Something Happening,” for $3.88/$5.88 tape each. At Drug Fair stores, assorted Columbia “top hits,” including the newest releases by Boz Scaggs, Lou Rawls and Jeff Beck and Wild Cherry’s debut releases, for $4.88/$5.88 tape each (ad supplement). MCA Records tie-in of the original soundtrack to the motion picture “Car Wash.” (Sunday Baltimore Sun)

Chicago: MCA Records tie-in of the original soundtrack to the motion picture “Car Wash.” Motown Records tie-in of “An Old Fashioned Man,” sung by Smokey Robinson, and “One Out Of Every Six,” sung by Thelma Houston, from the original soundtrack to the motion picture “Norman...Is That You?” (Sunday Chicago Tribune)

Cleveland: At Record Theatre (5 locations), all Angel classical LPs for $3.99. At May Co. stores, 88 LP sets including A&M, and including the most recent releases by Ritchie Havens and Gino Vannelli, for $3.99/$4.99 tape; and the latest releases by Junior Gay in 2LP ($7.98 list) for $4.99/$6.99. At Records Unlimited (2), all-label sale for $4.76 per LP or tape, with the newest release by Stevie Wonder (2-LPs/$13.98 list) for $9.76; and assorted cuts for $1.70/$2.76 tape (3 LPs or 2 tapes for $5.00). (Cleveland Plain Dealer, October 8 and 10)

Denver: At Motown Records tie-in of “An Old Fashioned Man,” sung by Smokey Robinson, and “One Out Of Every Six,” sung by Thelma Houston, from the original soundtrack to the motion picture “Norman...Is That You?” at Sanger & Harris stores, six albums by Neil Diamond (three on Columbia and three on MCA), including his latest LP, for $3.97; and Diamond’s “Hot August Night” (2LP set) for $5.96. (Dallas Morning News, October 8, and Sunday Dallas Times Herald)

Detroit: At Korvettes (5 locations), multi-label sale (including CBS, A&M, Polydor and London) for $3.88/$4.98 tape; all Columbia classical LPs for $3.64; all Odyssey classical LPs for $2.24; “George Gershwin Plays Rhapsody In Blue” on Columbia for $2.99; the newest releases by Peter Frampton for $4.99 each; and the latest releases by Frank Zappa’s Mothers of Invention for $4.99 each; and the latest releases by Rush and Quincy Jones (both $9.98 list) for $6.99 each. Also at Korvettes, the newest release by Paul Anka for $3.64, tied to upcoming in-store appearance.

Los Angeles: At The Wherehouse (36 locations), full-page ad promoting RCA recording of “Porgy & Bess” (2 LPs/$14.98 list) for $8.32/$9.14 tape. At Tower Records (3), full-page ad promoting two albums by Hall & Oates; including their newest release, for $3.88 each; for $4.99 each; and two albums by the Commodores, for $4.99 each. At Tower Records (3), full-page ad promoting four albums by BTO, including their newest release, for $3.88 each; and the latest releases by The Commodores for $4.99 each. At Tower Records (3), full-page ad promoting albums by Toots & The Maytals, for $3.64 for each, and the newest release by Stevie Wonder for $3.98 each; for $4.98 each; and for $6.48 each. (Los Angeles Times Calendar section)

Miami: MCA Records tie-in of the original soundtrack to the motion picture “Car Wash.”

Minneapolis: At the Wax Museum (5 locations), all Columbia classical albums for $4.42 per disk and “George Gershwin Plays Rhapsody In Blue” for $3.99. (Sunday Minneapolis Tribune)

Philadelphia: At Woolworth’s, assorted cutouts at prices for $3 and $5 tapes, and at two for $2.99. MCA Records tie-in of “An Old Fashioned Man,” sung by Smokey Robinson, and “One Out Of Every Six,” sung by Thelma Houston, from the original soundtrack to the motion picture “Norman...Is That You?” (Sunday Philadelphia Bulletin)

New York: At Korvettes (30), the following features over four pages: multi-label sale (including CBS, A&M, Polydor and London) for $3.68/$4.98 tape; releases, including the newest releases by Bob Dylan, Earth, Wind & Fire, Chicago, Barry Manilow and The Water Boys for $4.99/$6.99 tape; In The Mood, Limited Editions, for $3.99; and Famous & Historic for $3.64/$4.99. At Record World (2), all-label sale for $4.76 per LP or tape, with the newest release by Stevie Wonder (2-LPs/$13.98 list) for $9.76; and assorted cuts for $1.70/$2.76 tape (3 LPs or 2 tapes for $5.00). (Record World, October 9)

Philadelphia: At Jimmy’s Music World (10), 12 albums, including the newest releases by Bob Dylan, for $3.99; and for $4.99 for each. At Sam Goody’s, “Something’s Happening” (LP) and Angel releases for $4.24 per LP or tape. (Philadelphia Bulletin, October 8)

Philadelphia: At National Record Mart stores, 12 recently released LPs, including the newest release by Peter Frampton for $4.24/5.97 tape; six “pick of the week,” including the most recent albums by albums by The Jays, Linda Ronstadt, Bob Dylan, and Ringo Starr, for $3.99; three “picks,” including the latest releases by Peter Frampton, Lynyrd Skynyrd and Quincy Jones (2-LPs/$7.98 list) for $4.99 each; and the newest release by Stevie Wonder (2-LPs/$7.98 list) for $4.99. At Korvettes (5), multi-label sale (including CBS, A&M, Polydor and London) for $3.88/$4.98 tape, 10 releases, including the newest of Bob Dylan for $4.99; and for $5.49 each; and the latest album by Bob Dylan for $7.99 with a $6.99 tape; the latest releases by Boz Scaggs, Carly Simon and Linda Ronstadt, for $3.49/$5.49 each; and the newest release by Hollywood Legend (by Bob Dylan, Earth, Wind & Fire, Barry Manilow, Dallas Ross, and the Commodores, for $3.59/$4.99 tape; the most recent release by Stevie Wonder (2-LPs/$13.98 list) for $7.96/$10.99 tape, and four other releases by Wonder, including “Talking Book.”) (Sunday Philadelphia Bulletin)

Philadelphia: At Phonogram (14 locations), the following features over four pages: multi-label sale including the newest releases by Bob Dylan, for $3.99 for each; and the newest releases by Peter Frampton, Lynyrd Skynyrd and Quincy Jones (2-LPs/$7.98 list) for $4.99 each; and the newest release by Stevie Wonder (2-LPs/$7.98 list) for $4.99. At Tower Records (3), full-page ad promoting albums by the Commodores for $4.99; and six “pick of the week,” including the most recent albums by albums by The Jays, Linda Ronstadt, Bob Dylan, and Ringo Starr, for $3.99; three “picks,” including the latest releases by Peter Frampton, Lynyrd Skynyrd and Quincy Jones (2-LPs/$7.98 list) for $4.99 each; and the newest release by Stevie Wonder (2-LPs/$7.98 list) for $4.99. At Korvettes (5), multi-label sale (including CBS, A&M, Polydor and London) for $3.88/$4.98 tape, all Columbia classical LPs for $3.64; all Odyssey classical LPs for $2.24; “George Gershwin Plays Rhapsody In Blue” on Columbia for $2.99; the newest releases by Peter Frampton for $4.99 each; and the latest releases by Frank Zappa’s Mothers of Invention for $4.99 each; and the latest releases by Rush and Quincy Jones (both $9.98 list) for $6.99 each. Also at Korvettes, the newest release by Paul Anka for $3.64, tied to upcoming in-store appearance.

I believe he’s gonna drive that rig to glory!

Finally somebody’s talking about trucking like it really is.

No wonder it’s getting heavy airplay all along that long white line.

In the market for the truck people at White Motor Corporation.

Call Pat West at GRAM, toll free, at 800/525-8463.

Pure trucker.

And all smash.

(Craig Donelson, GRAM/IDA 281)

Note: All information in the above list gathered from October 10 editions indicated.
Mel Tillis Voted CMA Entertainer Of The Year

NASHVILLE — Mel Tillis, Ronnie Milsap, Dolly Parton, Waylon Jennings, Willie Nelson, Emmylou Harris, The Statler Brothers, Hurgrus “Pig” Robbins and Buck Trent took honors at the annual Country Music Association (CMA) Awards, Monday night, October 11.

MCA recording artist Mel Tillis took top honors as entertainer of the year for 1976. The award is for the “outstanding entertainership of the year,” which includes performance, stage presence, public acceptance, attributes, leadership and overall contribution to the country music industry.

Single record of the year (with a plaque to producers Waylon Jennings and Ray Pennington) went to Waylon Jennings and Willie Nelson for the RCA show televised live over CBS-TV from Nashville’s Grand Ole Opry House Monday night, October 11.

Writer Larry Weiss was awarded top song of the year for his “Philadelphia Cowboy.” RCA also saw artist Dolly Parton named female vocalist for the second consecutive year, while Ronnie Milsap was named male vocalist. This is a repeat of 1975’s win for Milsap.

For the fifth consecutive year Mercury Records/Star Records Brothers were voted top group of the year, with the duo team of Waylon Jennings and Willie Nelson taking the award for vocal duo of the year.

Instrumental group or band for the second consecutive year went to the duo of Roy Clark and Buck Trent who won for ABC/Dot, with well known piano man Hurgrus “Pig” Robbins coming in as instrumentalist of the year.

Kitty Wells, known as the queen of country music, was inducted into the country music hall of fame by her former songwriting partner Johnny Wright.

Johnny Wright began to pick guitar and sing spiritually at the age of 15. Three years later, while teamed with another vocalist, Bessie Chaste, on a local radio program, he met Johnny Wright from Maj. Subway of Nashville, Born Muriel Deason in Nashville, Kitty is one of the few country singers who is a native of Music City USA. She is also the wife of songwriter/producer Johnny Wright.

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Johnny soon not only changed her name from Muriel Deason to “Wells,” but also to the non-de-stage of Kitty Wells.

The name change was inspired by the song “I Could Marry Kitty Wells,” a folk-country standard now in public domain.

Kitty, Johnny and their son Bobby, a former regular on the McHale’s Navy television series, and their Tennessee Mountain Boys now make up a family show that plays from 175 to 200 personal appearances annually.

During a long association with MCA Records, Kitty recorded such hits as “Back Street Affair,” “Release Me,” “I Don’t Claim To Be An Angel,” “They’re Stepping All Over My Heart.” “Three Ways To Love You,” “I Hope My Divorce Is Never Granted,” “I Can’t Stop Loving You,” “Repenting,” “A Wedding Ring Ago,” “I Gave My Wedding Dress Away,” “After Dark” and numerous other “hurtin’ heart” type ballads.

The late Gov. Frank G. Clement of Tennessee came up with an apt description of her in a testimonial presented several years ago. He said: “Kitty Wells, in addition to her artistry, demonstrates that she is a devoted wife and mother in keeping with the finest traditions of southern womanhood.”

The walls of the Wells-Wright home are decorated with framed awards and citations, all achieved in her humble home. She was voted the number country music artist every year from 1953 through 1957, an achievement that will be almost impossible for another artist to match. In 1964 she was declared the undisputed all-time queen of country music by the music industry trade magazines; and virtually every trade paper award has been presented to Kitty.

Kitty left a lifetime contract of MCA Records in 1974 to sign with Capricorn Records. Her first single and album release were both titled “Forever Young,” and recorded in Muscle Shoals. These sessions were produced by Johnny Sandlin and Paul Hornby.

She has now been reunited with her long-time record producer Owen Bradley in Nashville. Bradley had produced many of her major hits while she was under contract to MCA Records.

The reunion took place at Bradley’s Barn Recording Studios in mid-September. Under the supervision of Bradley, she cut four sides, two of which are contained on her new Capricorn single release. The side are “Mary Hartman, Mary Hartman” b/w “Nickel Bar Country,” and shipped on October 6.

ASCAP Salutes 84 Winning Songs

NASHVILLE — ASCAP, the American Society of Composers, Authors and Publishers has honored 84 songs and 215 writers for achievement in the field of country music, as measured by broadcast performances during the 1975-76 eligibility period. Six network radio programs honored are: The Flip Wilson Show, host of the old flip Wilson, who penned five award-winning songs; Roy Bourke, who wrote or co-wrote five winners; and John Denver, author of three winning songs. Writers included in the ASCAP Salutes: 84 Winning Songs feature are: A MANSION ON THE HILL Writer: Fred Black/Harry Willams Publisher: Music Mills, Inc.


Networks Ban Tillis On Speech Handicap

NASHVILLE — In a press conference called in Nashville Thursday, Oct. 14, Mel Tillis taped the commercials for Purina and were submitted to the networks by the Gardner Advertising Agency.

NBC network commentator Otto has said the network may take another look at the commercials but CBS is standing firm on its opinion that Mel Tillis “...out of a speech defect may prove offensive to our audience.”

Nashville attorney Dick Frank is quoted as saying they are taking action against the networks on the basis that Tillis is the “subject of discrimination.”

93 Writers, 74 Publishers, 94 Songs Win BMI Country Awards for 1976

NASHVILLE — Ninety-three writers and 74 publishers of 94 songs have been presented with BMI (Broadcast Music Inc) Citation of Achievement in recognition of popularity in the country music field, as measured by broadcast performances for the period from April 1, 1975 to March 31, 1976. The awards were made at ceremonies in Nashville, Tenn. on Oct. 12 by BMI president Edward M. Craver and BMI Executive Vice President Leslie Williams, President of BMI’s Nashville office.

The seventh annual Robert J. Burton award presented to the most performed BMI country song, was given to “When Will You Be Loved,” written by Phil Everly, and to Acuff-Rose Publications, Inc., publisher.

McCall, Charley Pride, Jessica James and Faron Young.

The evening’s top honors were presented in eleven major categories, as follows: "Ambassador of country music," Gene Autry; "A&R producers of the year," Chip Davis & Don Sears; "Most promising country music writer of the year," Gary Jackson.

Price, “Country music writer of the year,” continued on pg. 49

SESAC Presents Country Awards

NASHVILLE — SESAC presented a total of eleven separate awards for outstanding achievement in the field of country music at its 12th annual gala, held at the Woodruff Country Club in Franklin, Tennessee, on Friday evening, October 15. An audience of close to 500, including artists, writers, publishers and music business executives, viewed the presentation. Guest presenters included Eddy Arnold, Brenda Lee, C.W. McCall, Charley Pride, Jessica James and Faron Young.

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Price, "Country music writer of the year," continued on pg. 49

continued on pg. 49

THE BREADWINNER Record: 850102-0

Publisher: Martin's Music, Inc.
THERE WON'T BE NO COUNTRY MUSIC;
CRISPY CRITTERS; FOUR WHEEL COWBOY
POLYDOR RECORDS

Produced By
Don Sears, Chip Davis
Written By
C. W. McCall, Bill Fries, Chip Davis
Published By
American Gramaphone Sesac
Recorded & Mastered at
Sound Recorders, Inc.
Omaha, Nebraska &
Kansas City, Missouri
Thanks for making it our year

Male Vocalist Of The Year • Ronnie Milsap
Female Vocalist Of The Year • Dolly Parton
Vocal Duo Of The Year • Waylon & Willie
Single Of The Year • Good Hearted Woman
Album Of The Year • Wanted: The Outlaws

RCA Records
Dolly Parton
Female Vocalist Of The Year

Ronnie Milsap
Male Vocalist Of The Year

Waylon & Willie
Vocal Duo Of The Year

'Wanted: The Outlaws'
Album Of The Year
Single Of The Year
Country singer Sharon Leighten has been signed for a role in an NBC "McCloud" series pilot, starring Dennis Weaver and Hoyt Axton. The series titled "The Moscow Connection" will air this winter.

Bill Michaels, formerly Z-104, San Diego, has been hired to do the 7-midnight shift on KSON-FM San Diego. Jeff Jacobs, also of Z-104, is now doing weekends on KSON-FM.

According to program director Ed Chandler, Jim Hays is, who has been the night personality on the station, has been promoted to production director of both KSON-AM & FM. Jim will handle the weekend air shift.

The Bill Langstrothes (Anne Murray) are proud parents of a baby boy. The 7-pound, 4 ounce newcomer, born at the Family Hospital, is named Todd Alvin.

Casey Anderson, Edge recording star, has just completed commercials for University Manufacturing Company. The spot will air throughout southern California for the May Company. Anderson has written many top records in the country music field for performers such as Bonnie Guitar, Dean Martin, Buck Owens, Claude Gray and Little Joe Shaver. He recently signed with Ed Hansen and Associates to score the paracheck documentation for Hansen's Six Flags, Inc. Anderson has also scored the theatrical chart, "The Flying Machine."

Republic Records executive Dave Burgess has announced that production has started on a spectacular TV special, "The Great American Singing Cowboys," which incorporates the western theme as is featured in the Republic Records album of the same title—Ron Allen, Gene Autry, Eddie Dean, Roy Rogers, Jimmy Wakely, and the late, great Tex Ritter. According to Burgess, airdates will be announced soon.

Elektra Records has announced the signing of country singer Rebecca Lynn and Danny Zaragoza. Rebecca has had three big regional hits with "Tell It to the President" and "Carol Lee Carson" on Ranwood Records and "Hold Me Tight" on Erika Records. Her first release on Greedy is a Country-Walnut County" that is being marketed by Greedy. Her first single will be "I'll Go Home." Mickey Ward has been selected to appear on a major label of the film "Raiders Of The Planet." The role is for Charlie Smoggers, Jacky plays a "bad boy" opposite good guys Jerry Reed and Claude Akins.

Susan Hanes has signed with Jan-Mar Records of Oklahoma City. Her first single, set for an early release in November, was recorded in Oklahoma City at Associated Recording Studios with Don Johnson producing. Susan is managed by Jim Hays and has been appearing across the US with fellow acts such as Roy Clark and The Oak Ridge Boys.

Allied Artists Records has signed grand master fiddling champion Junior Daugherty. Daugherty, whose vocal abilities match his fiddling, debuts for Allied Artists with a Leda Ray-produced "Band Condukt Me Up While I Croak." Meanwhile, Allied Artists Records has released a new single by dynamic songstress Leda Ray. Penned by Jim Omwens, the single, "If The Shoe Fits, Wear It," is coupled with "Love Of The Common People."

Little Joe Shaver, Baskerville label's top country singer, has been signed for a commercial jingle for Manchester Shirts, Ltd. The jingle, "The Best Of The Bunch," was written by Billy Bums and, according to producer/manager Ed Hansen, will be used in a major national advertising campaign by the sponsor.

Freddy Fender has been working an average of 28 days out of each month. It was not until recently, however, that Freddy realized just how much he has been away from home in recent months.

Freddy was in New York City, London and Sweden recently, working on several projects. His next stop is in the South of France.

Speaking of Freddy, last year he had the top record of the year in a poll of the Music Managers of America with his version of "Before The Next Teardrop Falls." This year he did it again! Freddy's recording of "Wasted Days And Wasted Nights" has just been named jukebox record of the year for 1976 by the same organization. The award will be presented at the MOA banquet in Chicago on November 21.

In the Nashville suburb where ABC/Disney/President Jim Foggelson lives, most of the homes have names like "Happy Haven," "Pleasant Villa," etc. Last week Jim got tired of having the only house on the street without a suitable nomenclature and set out to remedy the situation. Coming from West Virginia to do his, Jim declared that "Admiral" would be most appropriate.

The committee for the 1977 Country Radio Seminar met September 24-25 in Nashville to formulate plans for the 1977 seminar, scheduled for March 18-19 at Nashville's Airport Hilton Motor Inn. This year's meeting was held at the offices of ASCAP and was under the direction of chairman Jim Allan, national program director for the Miami-based Sounder Broadcasting Corporation. Wayne Jenkins, president of Little Gem Music, Inc., Nashville, Tennessee, has announced the signing of a production contract to produce "Little" Jimmy Dickens for release on the Columbia label. Dickens is also managed by Wayne Hodge and has recently signed with Randy Rice of Top Billing, Inc. for management of all bookings and personal appearances.
Ten new singles from Stampley.

Here's an album so strong that we couldn't wait for the usual hit-single-first.

Every one of the "Ten Songs About Her" sounds like a hit single. So get a head start on the next Stampley hits.

"Ten Songs About Her." The album that couldn't wait.

On Epic Records and Tapes.

Help! A new Stampley single is due in a few weeks and everyone around here has a different choice. Why don't you decide? Fill in the name of your favorite track and send it this week to: Epic Records, Suite 500, 49 Music Square West, Nashville, Tenn. 37203.

My favorite single of the ten

Name
Station (if any)
City State
COUNTRY SINGLES REVIEWS—ALBUM REVIEWS

Moe Sandy (Columbia 3-10428)
She Took More Than Her Share (2:22) (Acuff-Rose — BMI) (S. D. Shafer)

Pulled from the Herer & His Old Time Band Again” LP, this laid-back, solid country ballad gets top delivery from Moe. Produced by Ray Baker, the title tells the tale.

Danny Davis & The Nashville Brass (RCA JB 10814)

Why Don’t You Love Me (Fred Rose — BMI) (Ham Williams)

Known for their tightest, best performances, this classic song is made famous by Willie Nelson. Produced by Billy Sherrill.

Kitty Wells (Capricorn CPS 0264)
Mary Hartman, Mary Hartman (2:32) (Acuff-Rose — BMI) (Sanger D. Shafer)

This is a slow-country song with a tale of loneliness and a life that’s believed. Not worse than Mary Hartman’s. Produced by Owen Bradley.

Sunday Sharpe (Playboy P-6090)
A Little At A Time (3:02) (Jack & Bill — ASCAP) (Jerry Foster, Bill Rice)

Sunday Sharpe puts her heart into this slow-country intimate singing song done pure country. An easy listener produced by Eddie Kilroy.

Jim Glaser (MCA 40636)
She’s Free But She’s Not Easy (3:37) (Inny/Cliancy — BMI) (Jim Glaser, Jimmy Payne)

With a strong country lyric set to an uptempo progressive-flavored track, this Glaser provides an excellent vocal delivery. Produced by Owen Bradley.

Larry Gatlin With Family & Friends ( Monument 45201)
Statues Without Hearts (2:42) (First Generation — BMI) (Larry Gatlin)

Taken from the “High Time” LP comes this progressive, smooth, folk sound of good chart and box plays. Arranged by Bill Justin, with production by Fred Foster.

Eddy Raven (ABC/Dot DOA 17665)
I’m Losing It All (2:29) (Tree — BMI) (R. VanHoy, C. Putnam)

Eddy Raven sings about gambling love to this uptempo swing track with a progressive flavor. Produced by Don Gant — sounds like hot charting.

Don Gibson (ABC/Dot AH-54001)
I’m All Wrapped Up In You (2:40) (Acuff-Rose — BMI) (Don Gibson)

A light, fast-moving toe-tapper produced by Wesley Rose makes for a good chart and box number.

Buck Trent (ABC/Dot DOA 17662)
Don’t Be A Duck (2:39) (Tree — BMI) (B. Cochran, H. Cochran)

“Don’t be a duck — and I love you” — just a few of the facts told in this cleverly written novelty set to a laidback track. Produced by Glenn Sutton and taken from the “Bionic Banjo” LP. A top charting sound.

Bob Luman (Epic 8-50297)
Labor Of Love (3:12) (Lu-Her Music — BMI) (S. Wariner)

With a progressive appeal on this uptempo, bouncy production by Johnny Cash, Bob Luman delivers this semi-classic about the labors of love.

The Tennessee Pulleybone (RCA JH 10812)
Head Over Heels In Love (2:17) (Peer International — BMI) (Lester Flatt)

A Lester Flatt-penned tune delivered in “outlaw” style with an interesting instrumental track produced by Chuck Reesee. A sure bet for progressive programmers.

Don Everly (ABC AH 54002)
Love At Last Sight (2:30) (Acuff-Rose — BMI) (S.D. Shafer)

Already receiving airplay, it’s a slow-moving country ballad aimed straight at the boxes. Produced by Wesley Rose.

David Rogers (Republic R311)
Mahogany Bridge (2:57) (SingleTreee — BMI) (RICK Klang, Don Pricmer)

Solid, basic country rhythm produced by Dave Burgess, done semi-recitation style. With a strong lyric, it has the clear sound of instant box and chart action.

Ben Reec (Polydor PD 14366)

Pure country with a catchy cajun tinge produced by Jim Vienneau, the story of the Monday-Friday family man, but Saturday night honky-tonk tyle.

Johnny Carver (ABC/Dot DOA 17681)
Love Is Only Love (When Shared By Two) (2:24) (ABC/Dunhill — BMI) (J. Carver, R. Chan-

Carver)

Johnny delivers this uptempo, light, pop-flavored tune in his distinctive vocal styling. Produced by Ron Chancey and pulled from the “Afternoon Delight” LP.

Songwriter’s Hall Of Fame Welcomes Six New Members

Nashville — Over of 450 writers and industry representatives attended a cocktail party and dinner at the Shriners Inn South as the Nashville Songwriters’ Association welcomed six newcomers into the Songwriter’s Hall of Fame.

The seventh year for this annual presentation saw Carl Belew, Dallas Frazier, John D. Loudermilk, Curly Putnam, Mel Tillis and the late Moon Mullican join other Hall of Fame winners, making a total of 66 members to date. Each new member was presented a “Manny” statuette (a beautifully carved hand, holding a quilled pen) as their portraits were unveiled.

Bob Jennings was master of ceremonies and NSA president Ron Peterson in his address, told the gathering of the tremendous strides the organization has taken throughout its history, with special emphasis placed on the role played by NSA in the copyright revision act.

Peterson also presented the President’s Award to Maggie Cavender, Nashville Songwriter’s executive director. This award is made to individuals, in or out of the music industry, who, at the discretion of the president, have been most beneficial to the songwriters during the past year.

A special posthumous “Manny” went to Stephen Foster, and was accepted by Jim Duffey, director of the Stephen Foster Folkways Memorial at White Springs, Florida where the award will be placed on permanent display at the museum.

October is Country Music Month

Texas Cookin’ — Guy Clark — RCA APL 1-1944

No one can say that Guy Clark doesn’t keep good company, not with pals like Waylon Jennings, Jerry Jeff Walker, Emmylou Harris, Hoyt Axton, Tracy Nelson and Johnny Gimble on hand to pick and sing on this LP. The title cut is a celebration of the cuisine of the Lone Star state; “The Last Gunfighter Ballad” is a poignant cowboy lament reminiscent of Dee Moore’s “Slow Movin’ Outlaw.” In between are eight more Clark compositions (one with wife Susanna), some slow and sad, some upbeat and happy, all with the special Guy Clark brand.

Black Hat Saloon — Rusty Wier — Columbia PC 34319

Rusty Wier makes his Columbia LP debut with a heavily rock- and folk-flavored set perfect for FM progressive airplay. Smooth instrumental work points to Rusty’s rugged voice on love ballads like “Lisa” and honky-tonkers like “Tell Me Truly Julie.” Rusty sounds like a country David Clayton-Thompson on many cuts, and that ain’t bad. Already being played on many FM stations across the country, this LP could be one of the biggest country-pop crossovers of the year.

Preschus Child — Alexander Harvey — Kama Sutra KBS 2618

The co-author of such hits as “Delta Dawn” is back on a new label with ten songs he composed with a little help from friends Larry Collins and Daryl Royal. As with many albums by hit songwriters, you feel the feeling that you’ve heard a lot of it before, but excellent backing and Harvey’s rough-cut vocals give all the tunes an appealing quality. The highlight of the entire LP is “Tulsa Turnaround,” which has already been done by enough artists to make it a minor classic. This LP should please both straight country and progressive audiences.

After The Dust Settles — Juice Newton & Silver Spur — RCA APL 1-1722

Juice Newton & Silver Spur move into a more pop and blues bag for their second RCA LP. The sound is still country, but a very varied and interesting country. The Bones Howe production shows off the shimmering beauty of Juice’s voice and the vocal and instrumental talents of her Silver Spur cohorts, Tom Kealey and Otis Young. These three collaborated on most of the songs, all of which are original except the bluesy “Slip Away.” Favorite cuts include the rocking “May Day” and “Bye Bye Baby.”

Reflecting With Rodriguez — Congratulating Johnny Rodriguez backstage at the Troubadour where he recently played a five-night engagement is (“lto r): George Steiner, western regional mgr., Phonogram/Mercury, Emial Patrierre, regional mgr., Phonodisc, Inc.; Lindy Goetz, promotional mgr., Phonogram/Mercury; Frank Leflet, national country director, Phonogram/Mercury; Johnny Rodriguez, Bill Pollett, sales representative, Phonodisc, Inc.; Peter Haring, sales representative, Phonodisc, Inc.; and Gregg Miller, merchandising/inventory specialist, Phonodisc Inc.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week(s)</th>
<th>Chart Position</th>
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<tr>
<td>SONGS IN THE KEY OF LIFE</td>
<td>STEVIE WONDER</td>
<td>Tamla/Motown</td>
<td>11</td>
<td>2</td>
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<td>EARTH, WIND &amp; FIRE</td>
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<td>MESSAGE IN THE MUSIC</td>
<td>SDY (Phil. Int. FZ 24245)</td>
<td>Epic</td>
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<td>HOT ON THE TRACKS</td>
<td>COMMODORER (Motown 84676)</td>
<td>Epic</td>
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<tr>
<td>5 AIN'T THAT A BITCH</td>
<td>TONK &amp; WATSON</td>
<td>Atlantic</td>
<td>2</td>
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<tr>
<td>SOUL SEARCHING</td>
<td>AVERAGE WHITE BAND</td>
<td>Atlantic</td>
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<td>YOU ARE MY STARSHIP</td>
<td>NORMAN CONNORS (Buddah 803 6655)</td>
<td>Buddah</td>
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<td>LOVE TO THE WORLD</td>
<td>RAY GOLDIE</td>
<td>Epic</td>
<td>6</td>
<td>13</td>
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<td>HAPINESS IS WITH THE SPINNER</td>
<td>HERBIE HANCOCK</td>
<td>Epic</td>
<td>7</td>
<td>12</td>
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<td>THE TEMPTATIONS DO</td>
<td>STATION (SD/Polygram 39387)</td>
<td>Epic</td>
<td>12</td>
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<td>ALL THINGS IN TIME</td>
<td>LOU RAWLS (Int. Epic FZ 2397)</td>
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<td>HARVEST FOR THE WORLD</td>
<td>LITTLE* BROTHERS (Atlantic 5788)</td>
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<td>LOVE AND TOUCH</td>
<td>TONI DAVIS (Columbia FZ 34256)</td>
<td>Epic</td>
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<td>WILD CHERY</td>
<td>CASTOR (Epic F34199)</td>
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<tr>
<td>WARM GREATEST HITS</td>
<td>LAW (LLADRO)</td>
<td>Epic</td>
<td>23</td>
<td>4</td>
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<td>BIGGITTEN HUGGER</td>
<td>RICHARD FLOYD (WB 23606)</td>
<td>Epic</td>
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<td>FLOWERS</td>
<td>EMOTION (Columbia FZ 34163)</td>
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<td>EVERYBODY LOVES THE SUNSHINE</td>
<td>RAY AYERS URBAT</td>
<td>Polydor</td>
<td>23</td>
<td>10</td>
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<td>LOOK OUT FOR #1 (BROTHER JONES 34676)</td>
<td>HERBIE HANCOCK</td>
<td>Epic</td>
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<td>MARVIN GAYE'S GREAT HITS</td>
<td>LITTLE* BROTHERS (Motown FZ 33485)</td>
<td>Epic</td>
<td>24</td>
<td>4</td>
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<tr>
<td>AIN'T NOthin' STOPPIN' US NOW</td>
<td>JACKSON (Columbia FZ 34330)</td>
<td>Epic</td>
<td>20</td>
<td>6</td>
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<tr>
<td>THE CLONES OF DR. FUNKENSTEIN</td>
<td>PARLIAMENT (Columbia/EMI)</td>
<td>Epic</td>
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</tbody>
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Spinners’ ‘Happiness,’ Get Gold

NEW YORK — “Happiness Is Being With The Spinners,” their sixth album on Atlantic Records, has been certified gold by the RIAA. It is the group’s tenth certified gold record on Atlantic.

Coco Signs Carrion

NEW YORK — Alberto Carrion, Puerto Rican singer/composer, has signed an exclusive contract with Grafitti Records (inter- nationally distributed by Coco Records). His first album is titled “Pajaros Marinos (Seabirds).”

Reflections N Black

Motown has just signed 21st Century and has already had the young group in the studio with producer Hal Davis.

The Dramatics have returned to their home city of Detroit to work on a new show. They will start an east coast tour when rehearsals are completed.

Buddy Ford’s “Time’s On A River” single on Cameo Records will be released within two weeks. It’s called “Home Is Where The Heart Is.”

The EWF single “Saturday Night” will be out next week.

Alphonso Johnson’s first LP on Epic Records, which has members of EWF and SDY playing on it, will be released in approximately three weeks.

New LP by Phoebe Snow entitled “It Looks Like Snow” will be released in approximately two weeks. It will contain the classic tune “Teach Me” and the old Temptations song “Shaggy Groove.”

Buddah Records will release “Guitar Talk” from “The Aquarian Dream” LP as the single, and from the Michael Henderson LP “Time” will be the single.

Airing this first week in November.

Many stations have different problems with local talent when they can’t add a lot of local product because of its poor quality. WWRL in New York has its hands full with this problem.

Reflections

Local talent who feel they are being treated unfairly by the station have decided to picket the station, to force it to add their product. Sonny Taylor, program director, commented on their first evaluation and said: “That is absolutely ridiculous. We have not been convicted of anything.” The competition in this market is very tough, and I cannot afford to play songs that sound as though they have been produced in somebody’s basement. My audience would not stand for that.”

Jerry Boulding has accepted the position of operations manager at WVOV in Chicago. Boulding was most recently at WCHB in Detroit and is editor of the new trade publication Black Radio Exclusive Group.

Greg Gicco is on the air personality from 9 a.m. to noon, and a weekend slot is also available. Send tapes and resumes to Jim Maddox, 1700 North Alvarado, Los Angeles 90028.

Lyn Henry has joined XEAX and is doing weekends; he was most recently at KOKY in Little Rock.
Táta Vega's new single and album are both moving

"Full Speed Ahead"

On Motown Records & Tapes.
Biorhythm

SUNNYVALE, CA. — A unique, new upright biorhythm machine is currently on display at Cashbox Machine by Ramtek Corporation. The machine prints out an individual’s astrological characteristics, ‘or really tell you about yourself, present and future,” as Ramtek’s marketing vice president Chuck Arnold noted.

Horoscope offers five different charts, Futura, Aspects, Birth Chart, Star Chart and a Biorhythm Chart. The player chooses the desired chart and the machine prints out the individual’s characteristics, physical, emotional and mental activities. As Arnold further indicated, the machine has a digital computer with the capability to add more than a million charts per second. “Horoscope is specially programmed,” he said, “to accurately produce authentic charts.

Empire To Hold 5-Day School In Michigan

CHICAGO — Two full days of basic instruction, focusing on the products of Bally, Chicago Coin, Gottlieb and National Rejectors, will launch the Nov. 28-Dec. 3 multi-facility service school being sponsored by Empire Distributing, Inc., under the direction of the firm’s Bob Rondae, branch manager of Empire’s Green Bay, Wisconsin office.

This latest series is the fifth such program arranged by Empire and it is being held in Southfield, Michigan.

“We feel the first two days of basic instruction will be especially suitable for the beginner,” Rondae explained, “the new serviceeman or employee who is not too familiar with basic techniques.

On Monday, Nov. 28, we will hold three sessions, morning, afternoon and evening, featuring Gottlieb, National Rejectors and Chicago Coin, respectively. The time schedule will be similar on Tuesday, Nov. 30, with the morning class centering on Rock-Ola and the afternoon and evening sessions on Bally.

The remaining classes will be scheduled as follows: Dec. 1, Kurz-Kasch (morning and afternoon) and Atari (evening); Dec. 2, Atari (morning), Electro-Arc (afternoon and evening); Dec. 3, Midway (morning and afternoon.)

“The big thing we are trying to do during this school, if we can arrange it,” Rondae said, “is to have all of our participating solid state instutors, Andy Ducay (Midway), Jim Sneed (Kurz Kasch), Fred McCord (Atari) and Durrell Bindelwski (Electro-Arc), available from the usual day to day instruction. In this way, a student who might not quite understand a specific point could feel free to request individual assistance.”

Classes will be held in the Sheridan Hotel in Southfield, Michigan.

Capitol’s Fall Campaign: It’s a 10

The spots will be aired on local network affiliates in “all major markets.”

Clotheslines, Like Beadley Program

This is a nostalgic program with the Beatles marketing scheme, Capitol will include the clothesline displays in the “Greatest Music” program. These displays got great reaction before,” said Grierson, “and when we were having meetings on the new project with our district sales managers they all said that the clotheslines were essential, they’d gotten such good reaction the last time out.

Along with the clotheslines and the usual display mateis (posters, mobiles, die-cut displays), Capitol is making up an LP sampler for in-store play. This should, we hope, open up a whole new market for Capitol.

It will really be a ‘Best of The Best’ kind of thing, and should be extremely impressive.

Permanent Records

Perhaps the most innovative aspect of this new program are the three kinds of record books: Capitol, Flamenco and pop type accounts. There are two styles of axle spools, and a wall rack; all spools are made out of sturdy, long-lasting wire, and have the Capitol logo in a prominent place. “The chain-type stores are fairly

Ramtek’s ‘Horoscope’ New Astrology Game

by Fred McCord

Field Service Engineer, Atari, Inc.

If you can see images on the screen but cannot get the meter in sync with the horizontal and/or vertical controls there is either a sync problem with the PCB or the monitor. Using the horizontal and vertical controls get the picture as stable as possible before you start the game and use it as you can control something that should move.

For example, if it is a ball and paddle game, does the ball appear to move correctly when the picture is out of sync? In the case of Tankan, Track, etc., can you exercise control over the motion even though the picture is out of sync? If so, then you know that the problem is in the sync section of the monitor, or the horizontal or vertical controls are still out of adjustment.

Bear in mind that although these procedures are probably not 100% effective, they should provide you with enough information to make a fairly qualified decision.

Another highly effective and accepted method of troubleshooting. If there is another video game nearby and it has a similar monitor, move them close together and unplug the connector in back of the good monitor and plug it into the suspect. If the monitor now works, the PCB or the harness must be at fault.

Letter To The Editor:

In this writer’s opinion, Roger Sharpe deserves the ancient title of “Defender of the Faith” for his verbal and written defense of flipper pinball gamers and the industry itself. “Flipper Pinball,” he describes the title “New York Tilting Pinball,” Roger mentions several ways of solving the problem, the idea of manufacturers taking ads in the newspapers has merit, but I don’t think this would solve the problem. So, with apologies to Roger and everyone concerned, I shall make a few suggestions.

Urg the city authorities and the council to pass an ordinance requiring each individual location to display a sign indicating the time, location and the proprietor responsible for all licenses and taxes on pinball machines. Removing the responsibility from the operator to the proprietor of the location would make for less cheating on taxes and licenses. Pending the passing of this legislation, all New York distributors and location owners are urged to go out immediately and purchase every one of their licenses and pay the taxes.

2. Industry leaders should point out to the city fathers what flipper pinball gamers will be losing dollars and cents to the city if licenses and taxes are rigidly enforced. It would be well to point out to the council the vast amount of money derived from the sales tax on pinball machines (9% tax on every new or used game).

3. Operators and distributors in New York City must be made to realize that they have enemies and publicity-conscious politicians who understand only one word, and that is “votes.” It would be well to make all anti-pinball politicians, especially Angelo J. Arculco, aware that every operator in the city, location owner, employee, supplier and everyone concerned with the industry will be against him in future elections. A letter and telephone campaign would be just the thing at this time.

4. It would be the greatest thing in the world if all distributors, operators, location owners and their employees, together with the manufacturers, organize and fight continued on pg 34

ENGINERS

Designers

Engineers

Technicians

Coin operated games

Williams Electronics, Inc. — subsidiary of Seaburg — a major manufacturer of amusement games, has several openings for designers, engineers, technicians with mechanical, electronics, or electronic machanics experience. Full-time and Part-time. Related experience helpful as well as a flair for innovative design. Salary, negotiable with good fringe benefits. Apply by letter only. All replies will be treated confidentially.

ENGINEERING DEPT.

WILLIAMS ELECTRONICS, INC.

3401 N. California Ave.

Chicago, III. 60018 (E0E)
CHICAGO CHATTER

The annual IAAPA convention, at the Rivergate in New Orleans, is expected to draw a very heavy attendance from within the coin-operated ranks, according to association officials, very likely surpassing last year's impressive turnout. Several distributors told Cash Box they'll be listing additional exhibits at the Rivergate, which will be held November 19 and 21 at 10 a.m. on Fri., November 18, and will run through Sunday (22); with daily exhibit hours of 10 a.m. to 6 p.m. (Fri. & Sat.) and 10 a.m. to 4 p.m. (Sun.). Several preliminary membership functions are scheduled to be held on November 19 and 20.

BEFORE DEPARTING FOR the Runyon show in New York, Bally's Tom Nieman told us a camera crew for the locally produced Bubblegum Express television show was due at the Bally factory to shoot some footage for an upcoming feature on pinball machines - and that the factory can be “seen to good effect.” The photo shoot and accompanying arrangements were made for the crew to photograph the machine in its various stages of assembly — and as a finished product, of course. The show, by the way, is a weekly series, airing Saturdays and playing in 81 TV markets.

LEARNED FROM CD's Bob Sheridan that the newly released “Juke Box” 4-player pin is doing very well, both here and abroad, and that the firm is very much involved in preparations for its annual trade show exhibit, which will be held November 21 and 22 at the Empire Dist. Chicago headquarters, to provide space for the distributor’s new IBM equipment, which will now be housed in a separate enclosure on the main floor. The display, however, has not hampered sales in any way. There’s been enough interest in the display showing a lot of equipment out there, like Atari’s “LeMans” and “Breakout” as well as the new Gottlieb “Surf Champ” 4-player — and they’re looking forward to receiving the latest Elec- tron piece called “Flying Fortress” for their show table, according to Tom.

FROM THE WEST COAST comes word that Atari's field service engineer Fred McCord was among special guests at the recent Montana state group’s annual convention, to conduct a two-day service workshop. Might add that the sessions were indeed one of the highlights of the convention.

MILWAUKEE MENTIONS

THE WISCONSIN MUSICAL MERCHANTS ASSOCIATION 1975 annual convention was a smashing success, according to Len Rocker, WMMA chairman. The events included a tremendous “Big Sound” seminar conducted by Rollie Tonnell, Cigarette Serv- ice, Appleton, a series of educational and entertaining movies, and post-banquet music and humor by the Ham ’n’ Wry Quartet. The event also featured an excellentchet discussion session, which is lately being considered a “must” on the agenda by the members.

RE-ELECTED OFFICIALS to the WMMA are president Wally Bohler, Hastings Distrib- uting, Milwaukee, vice president Rollie Tonnell, and secretary-treasurer Russ Dougherty, Rapids Coin, Wisconsin Rapids. New faces on the board of directors are Norm Hubbard, Coin Machines Inc., Colfax, and Bob Fitzke, Wausau Coin, Waukesha. Rehiring directors are Bob Conroy, Bob Keltner, and Bob Leboise.

Bob Ronneau, Empire Distributing, Green Bay, WMMA’s first associate member to serve on the board, Clinton, Incidentally, was instrumental in starting the Wisconsin Association and organized the first annual convention of the group. How long was WMMA’s pres- ident, you ask. Our records indicate 25 years!

CONGRATULATIONS TO MR. & MRS. ERV BECK, Mitchell Novelties, Milwaukee. Un- der the new law, Mar's #10 became one of the nation’s 50 different lots of equipment.

OCTOBERFEST CAME CLOSE TO CROWDING THE STANSFELDS out of town this year, along with all the other residents of La Crosse. The annual festival drew record crowds. But that didn’t do any harm to the cash boxes! 

CHAT BOWS IS EIGHT ARKANSAS ROUTE IN Cornell. The new company will carry a different name, Bow's Coin Machine Company. It is located in Chippewa Falls, and it will feature a complete line of jukeboxes and amusement machines.

WISCONSIN’S COIN OPERATED AMUSEMENT DEVICE REPAIR TECHNICIAN AP- PRENCHESHIP PROGRAM has tentatively scheduled its next series of related training for the seven-week period beginning January 24, 1977 at the Midstates Technical Institute in Wisconsin Rapids. The training program for those seeking employment in the amusement industry, of course, by extended proxy Irvin Green, sales mgr. Irvin Kemper, salesmen Lou Wolberg and Dave Fred and other staffers. Follow-up event, an equally auspicious occasion, took place at the firm's New Jersey showroom — and, yet to come, on October 21, 1976, will be the Chicago Film and Television Show in Chicago — and the film equipment industry, of course, by extended proxy Irvin Green, sales mgr. Irvin Kemper, salesmen Lou Wolberg and Dave Fred and other staffers. 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Get more Cash from your Cashboxes

When customers notice the jukebox and like what they see and hear, they'll play it. And keep on playing it. As long as it works.

Rowe AMI phonographs look great, sound great and work great. Customers notice them. They like what they hear. They keep on playing them. Making more money for you and the location.

The wrap-around golden-red illumination and sophisticated warm woods of the distinctive Fleetwood invite customer interest.

What sound. Balanced. Rowe’s full coverage stereo with six speakers or SQ QUAD delivers to every seat in the house. No hot spots or dead areas. It keeps on working. Rowe AMI phonographs are backed by the only no-nonsense warranty in the industry. Five years. On all moving parts.

See your Rowe AMI distributor for a demonstration.
**COIN MACHINES WANTED**

- Helm's! Interested in buying your old machines, we pay cash. We will come to you. Helm's, 2135 W. 44th St., Chicago, IL 60625.

**COIN MACHINES FOR SALE**

- **Classified Ads Close Window**
  Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

**CLASSIFIED AD RATE 25 CENTS PER WORD**

- Count every word including all words in roman. Numbers in names count as one word. Minimum accepted $0.25. CHECK OR MONEY ORDER MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. Incomplete or check is NOT accepted unless accompanied by order. Order must be held for two weeks. Notice: Classified Ads (Outside USA add $75 in your present subscription price) are under subscription price. You are entitled to a classified ad of 40 words in each week's issue for a period of nine full years, 52 consecutive weeks. You are not entitled to change your Classified Ad once it appears in the following week's issue.

**COIN MACHINES WANTED**


- WANT — Seeburg A1180, 05/169, LCC, 0-1460, Electro-Foxx 0516, LCC, LT-1, we pay cash and pick up our truck unpacked. Pan American Amusements, Inc. P.O. Box 1161 Liberty Ave., Hillside, NJ 07205 (201) 336-5450.

**HUMOR**

- DEEIAYI's hit drama comedy for you. If you ain't one,000, oneota, gags for radio only $1.99. Undoubtedly Catalogue one-liners, funny stories, outwits, tris, tales, business stories, adventures, good clean fun. Send 40c for ad. Quality features. Ola Thomas, 2786 C.W. Roberts, Fresno, CA 93731.

**RECORDS-MUSIC**

- **RECORDS-MUSIC**
  **CLASSIFIED AD Rate $5.00**
  **For Sale —** Caraf $475; Jungle King $425, Tropical King $375, Midway King $275, Clue $200. For your collection. Box 413, Las Vegas, NV 89112.

- **RECORDS-MUSIC**
  **For Sale —** 60 records. (45's) 50 each. (78's) 5.00 each. Grade A. Box 993, Chicago, Ill.

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ELO LP Set For Oct.

LOS ANGELES — Electric Light Orchestra is releasing a new studio album this month titled "A New World Record" on Jet Records, distributed by United Artists Records.

Burden is flagrant.

The attorney felt that by denying all five licenses, "you maybe could say it was un-derharm." He admitted, "I was a little sur-prised."

Burden, who said he was "stunned" at the FCC's action, look the courtroom action to the way to the Supreme Court to get his sta-tions back. He lost at each step of the way.

Yet, he and the Cash Box story this way: "They un-justly ruled against me. They overrode the hearing examiner and arbi-trarily elected to throw out his judgment. He had heard our case. It was all a fiction anyway. They were not justified in the conclusion they came to. . . . It was all a mus-clestraining operation. It proved that Mr. Wiley (FCC chairman) could be as vitriolic as he wanted to be . . ."

Burden, who's been in radio since 1948, is stumped and bitter about losing his stations, worth $15 to $20 million, there are a few broadcasters who are kind of happy about the whole thing; the ones in Van-couver, Omaha and Indianapolis. "They're glad to see the competition out of the way," said the FCC attorney, "given the situation as it now exists, the broadcasters left are not that unhappy."

It will be several more months, at the very least, before Burden's stations start up again under new interim operators. Meanwhile, competing stations can grab Burden's former listeners. It will be difficult to start up again, even after being dark a few months.

Station Breaks + 28
Buffalo are Tom Atkins and John Pickel. Gary Hamilton is no longer at station.

Steve Martin starts doing 10-2 am at WNOE, New Orleans. He had been at WNOE- FM.

Bob Marrone moves to WGCN, Hartford from WRNW, Westchester County, New York.

Bar Coding Buoyed By Talks.

sequence of lines with a numerical sequence below the bar code. Most committee members, it was observed, favor a plan that would be limited to producers within the Universal Product Code (UPC) system that is presently used in the grocery industry.

If such a coding system was implemented, it could be an aid to retailers, considered a possibility by several committee members.

L.A. Market + 18
Sam Crowley, southwest regional manager for the chain.

Not Like New York
Yet despite the threat of fierce competition, it is doubtful that the market will ever see the sub-$5 prices currently wit-hin a few hundred miles of "price war" were heard from a number of retailers, all agreed that prices in Los Angeles were in no way comparable to New York's.

One factor that would prohibit such an occurrence is a California statute that re-quires all retailers to sell their goods at 6% above the wholesale purchase price. If a retailer is proved to have undersold that price, he is liable for a delinquent three times the amount of the total discrepancy.

Los Angeles retailers thus, don't have to face that problem, but a new one may be on the horizon that can obtain a par-ticularly Columbia, have indicated that they will raise the list price of certain $6.08 list LPs by $0.15 this month.

Of the first year, you're going to see a $0.15 list. Then, under $5 plus tax will be the magic number," Given the current state of retailing in Los Angeles, it should be interesting.

Capitol + 53
add the "we proved it with the Beach Boys and Beatles campaigns. A large portion of those $580 dollars was spent for TV."

Davis and Grierson both emphasized that the success of this program will hinge on cooperation among all involved. "We've got it together," Davis said, "marketing, merchandising, the people in the field, our accounts; everything's ready to go. We think it's a well-honed program that's going to work."

Jim Mazza, vice president, marketing for Capitol, concluded, "This is a continuity campaign at an important time of the year, and we're using everything we know." Although Capitol does not wish the program to be limited to an ordinary "Christmas program," Mazza admitted that Christmas was a "great time for the best of Capitol and Ramco," By its acknowledged catalog depth, wasn't' about to pass up the opportunity.

l. f.

BUDUH BEGINS CONNORS PROGRAM ON THE GREEN — Buddhist Records has begun a three-month long Normam Connnors program highlighting his current album, "You Are My Starship," as well as the single of the same title. The single is currently bulleting at "38 at the Cash Box Top 100. The program will also feature live of Connors' "New Living" program heard on two of albums originally released on the Cobblestone label. To kick off the campaign, Buddhist hosted a luncheon at NewYork's Tavern on the Green, at which radio personalities, Buddhist Records' distributors, retailers and artists on the show were present. The show is being done 10-2 am at WNOE, New Orleans. He was at WNOE- FM.

Bob Marrone moves to WGCN, Hartford from WRNW, Westchester County, New York.

KNCN + 29
production facilities to tape their com-munications. The public affairs venture to be a one-of-a-kind program, commenting that the show's only goals are to provide content that is relevant, understandable, and approachable.

With listener response starting to in-crease for KNCN's public affairs programs and the station's various musical formats, Lattimer and Brown look upon KNCN's brief past with justifiable pride.

Advertising dollars are beginning to flow and record companies are starting to service the station with product. The two licensees look forward to even more success because they consider their station's success to be the most dedicated and talented individuals available. Although KNCN is developing its own advertising campaign with billboards and bumper stickers, Littman and Brown agree that the station's listeners are most responsible for not spreading the word about KNCN's existence but helping to make the ideas of "community service" programming a reality.

Cash Box/October 23, 1976
Japan's August Sales Drop

Records, Tapes Off Five Percent

TOKYO — Japanese sales of records and tapes in the month of August dropped 5 percent compared to figures for July, according to Japan Phonograph Record Association (JPPA) president Takami Shobochi.

Total record output in August was 15,646,000 units, a 5 percent increase over that of July and a 10 percent increase over August 1975. On the other hand, August sales represented $40,430,000, 5 percent less than July's total but 9 percent above that of last August.

Singles, totaling 9,056,000 sales, increased 12 percent over July's total and 18 percent over August 1975. Eight percent fewer albums sold in August (6,543,000) than in July. This represented a value decrease of 12 percent from July's sales but a 2 percent increase over August 1975 sales.

Total tape output for August was 2,277,000 units, a 20 percent decrease from July but 7 percent increase from August 1975. August sales represented $17,756,656, 14 percent less than July's total and 2 percent less than last August's.

A total of 762,000 cartridge units were sold, a 25 percent decrease from July. In value, this was a 22 percent decrease. Cassette sales likewise took a drop as 17 percent fewer were sold in August than July. This represented a 9 percent decrease in value compared to the previous month.

Mogull Pacts Aerosmith For Central, S. America

NEW YORK — Ivan Mogull has secured for his publishing associates the publishing of Aerosmith's material for all countries in Central and South America. Rights were acquired via Daksell Music Corporation (BMI) and negotiated by Leber and Krebs' attorney Jules Kurz.

In addition, Mogull has entered into an agreement to represent Passing Clouds Music (BMI), the publishing wing of Fania recording artist Larry Harlow, on a worldwide basis excluding the US and Canada. Mogull has also acquired the rights for Japan to Mongo Music, Inc. (BMI), Mongo Santamaria's publishing company.

Japanese Presidents Elected

MPA Forum Proves Success; Publisher Problems Tackled

Illegal Use Of Tape, Length Of Publishing Contracts, 'Black Boxes' Dominate Sessions

LONDON — The first Music Publishers Association (MPA) forum held here recently at the Intercontinental Hotel was acclaimed an unqualified success by MPA delegates and the strong contingent of visitors from overseas.

There was a final registration total of 130 for the complete series of sessions, but several of the latter showed a tally of over 200. A total of 20 sessions took place, the occasion being somewhat more than a series of routine lectures on subjects with which they were already familiar. Individual session tickets were obtained as a consequence.

Illegal Blank Tape

The sessions pointed up problems common to publishers in all territories. The illegal but widespread use of blank tape in the home and elsewhere to record performances or re-record disks was condemned by the MPA. Records and DJM Records manager Michael Freeguard explained the constitution of the PMS functions to delegates with the aid of various colleagues present. He also referred to another contentious topic, the so-called "black boxes" of unallocated income, which he indicated was not going to be paid to the record companies or to the copyright owners who thus held on to money which should be paid to our members." The CISAC standard agreement provides categorically that each society is obliged to accord equal treatment to everyone on precisely the same terms as apply in the country of the society, be it PMS, GEMA or SACEM.

A maximum deduction of 10 percent is permitted for cultural and social purposes to cover pension funds or those areas of support of serious music, but each society must deduct the same amount from its own membership.

Grand Rights

Paul Adlon of ASCAP, Thea Zavin of BMI and Jim McGee of BMI, Co. have completed a run-down of the history and operating methods of their respective societies in the States, and Thea Zavin detailed BMI's new improved system of logging music performance on the 700 American TV stations and a bonus system of payments which would benefit PMS members effective July 1, 1977.

"MPA publisher Dick James echoed what would seem a universal sentiment when he questioned the 20 percent deduction to cover administrative expenses made by overseas collection societies, and pointed out that "it's our money you're collecting, so please don't do it so expensively.

Customs Post

"Customs Post" is a weekly feature providing a calendar by which the industry may keep abreast of individuals in and out of the U.S. on international business.

Deadline for alphabetical listings is noon, Thursday.

Phil Alexander, assistant to the president of ABC Records International, to visit ABC Dot in Nashville on Oct. 18, to meet with Japan's Nippon Columbia representatives.

Claude Burnet, Europe 1, Radio from Paris visiting A&M Records in L.A.

Michel DeMay, A&M promotion coordinator, from Paris visiting A&M Records in L.A.

William Dwyts, radio/TV personality, from Holland visiting A&M Records in L.A.

Nesuhi Ertegun, president of WEA International to the International Federation of Phonographic Industries convention in Athens, then to WEA International's license in Turkey and WEA affiliated companies in France and England.


Mssrs. Hirahawa and Nakagawa, Nippon Columbia, to visit collection agencies in New York City, Nashville, and San Francisco in conjunction with tour by Japanese record companies.

Bob Mercer, director of repertoire and marketing for EMI-England, from CMA Convention in Nashville to Capitol Records in L.A.


STONE GOLD PICNIC — After two sold-out concerts in Zagreb, Yugoslavia, the Rolling Stones were presented with gold records from WEAs International's Yugoslav licensee, Sushi Records. From left are Charlie Watts, Mick Jagger, Ronnie Wood, Keith Richards, Bill Wyman and Nesuhi Ertegun, president of WEA International.
Dover Police Nab 'Runaways'  
Three Group Members Jailed 19 Hours

LONDON — Three members of the Mercury Records' recording group, the Runaways, in the midst of a four-week tour of Europe, were arrested by the Dover police and jailed in that city for more than 19 hours. Group members Cherie Currie, Jeanette Jett and Sandy West, all age 16, were involved but only Ms. Jett eventually had to pay a fine.

Events leading to their arrest are as follows: Runaways road manager Steve Hall, while changing some currency on behalf of the band at a local bank, was approached by a customer who turned out to be a working member of the special branch of Scotland Yard. The policeman thought Hall suspicious because of the large amount of currency he was carrying, and requested a search of Hall and his belongings on the premise that he was trying to smuggle extra currency out of the country. Upon the policeman found a second passport in addition to Hall's, which he was holding for another roadie traveling with the group.

At this time it had been established that Hall was not trying to smuggle money out of the country; however, the media had already picked up on the bizarre story. But the search continued. As a result, Ms. Currie, Jett and West were placed under arrest and not given benefit of counsel even though no charges were brought against them at the time. The girls were held on evidence of three room keys which they had taken as souvenirs from a hotel where they had previously stayed. Additional evidence were hairdressers they had purchased in England which for some reason the police found questionable. A police officer, when asked about the occurrence, said the girls were held "only to assist with inquiries into a hotel theft."

The girls were released after 19 hours of imprisonment, and appeared, not in court, but at a police station where Ms. Jett was fined $70 for taking two room keys. Charges against Ms. Currie and Ms. West were dropped.

"Linda Ford and Jackie Fox, the two other members of the Runaways, were not held. But due to the incident the group was forced to cancel their sold-out appearances in Brussels and Hamburg which were rescheduled for the latter part of the tour.

'Lonk And Proud" Tour Wows Canada

MONTREAL — Nazareth, traveling under the tour banner "Crusade of the Loud and Proud," has completed a 13-date cross-country tour for Donald K. Donald Productions in Montreal and Concert Production International of Toronto that set new records for an act crossing this country.

With maximum support from A&M Records in all markets, the tour grossed $625,000 over the 13 dates with a total attendance of 100,000. "On a per date basis there hasn't been an act that can match the success of Nazareth on this tour," said Mike Cohl of Concert Production Intl.

In Montreal, Donald Trottier of Donald K. Donald said, "Contrary to some of the opinions of promoters expressed in the past concerning the difficulty of working with Nazareth, I have to say that the band was one of the easiest attractions I have ever worked with."

The band earned approximately $250,000 playing to sellout crowds in 13 major Canadian markets. The tour directors were Lloyd Brault and Steve Howard, who worked under the direction of Cohl and Trottier.

Ringo Hopes To Form Own Band

PARIS — Ringo Starr recently arrived in Paris to introduce his new album, "Rotograve," to the press and celebrate his new contract with Polydor. At a press party at the Georges V Hotel, organized by the French Record Company, Starr announced plans to work very hard this coming year to get together his own band to tour the States and Europe.

During his visit he made several TV appearances to talk about his film career and music plans as well as performing several tunes from "Rotograve."

'Measure Of Affluence'

"The general economy of Taiwan in comparison with other Southeast Asian markets has created a measure of affluence in demand for quality recordings, both LPs and cassettes," said Rose. "The unlicensed market is totally pirate, and the best defense against pirates is quality product. Working with Liao, we hope to protect and promote in the Taiwan marketplace."

VENICE WATER WINGS — Paul and Linda McCartney and Wings relax in a gondola before giving the only outdoor concert of their world tour last August at historic St. Mark's Square. The concert took place at the express invitation of UNESCO with the approval of the Venetian authorities. Wings donated its concert receipts to the UNESCO fund established to protect the city, which is threatened with subsidence.

BTO Booked For Japan

CHICAGO — Mercury Records group Bachman-Turner Overdrive departs Oct. 27 on a four-date tour of Japan. This tour will mark the group's first in that country and only its second tour outside of North America.

Among the dates include an Oct. 29 stopover at the Cuden Gymnasium in Fukuoka, Neh Nankin Hills in Osaka (31), Nagoya's Public Hall (Nov. 2, 3) and Budokan Hall in Tokyo (4).

The group, which distributes BTO records in Japan, has already begun advertising and publicity campaigns. The group will hold a press conference in Tokyo the day after its arrival there.

WEA Adds Taiwan Licensee — 4 Seas

TAINAN — An agreement calling for 4 Seas Record Publishing Company Ltd. to serve as licensee for WEA International and all WEA records to be available through 4 Seas in Taiwan, the Republic of China, has been reached as a result of negotiations between Neshi Eretgun, president of WEA International, and C.Y. Liao, owner of 4 Seas.

100 Albums Rushed

Eretgun and Phil Rose, executive vice president of WEA International, have just returned to the States from Taipei, Taiwan, where marketing and repertoire were discussed with Liao, initial releases consisting of WEA's top 100 albums are currently being rushed to the market.

'Measure Of Affluence'

"The general economy of Taiwan in comparison with other Southeast Asian markets has created a measure of affluence in demand for quality recordings, both LPs and cassettes," said Rose. "The unlicensed market is totally pirate, and the best defense against pirates is quality product. Working with Liao, we hope to protect and promote in the Taiwan marketplace."

Hamiton To Headline

LONDON — George Hamilton IV stars in a special country and folk edition of BBC TV's "A World Of Music" series on October 22. Scheduled on the BBC's "Roxy" channel, the 45-minute production will feature Hamilton singing both traditional and contemporary examples of country music, and dueting with his special guest Skeeter Davis.

Also taking part in the show are British artists the McCallumine and Bonnie Dobson, and the internationally known Czech group Jiri Brabec and the Country Beat.

Canadian Gold Rush Underway

MONTREAL — Polydor has applied to the Canadian Record Industry Association for certification of its latest recording, "The Bee Gees' Album," as "Platinum." The new certification is for sales of more than $1 million.

The Bee Gees, following the success of their 1968 album "Main Course," certified platinum in 1975, now qualify for a platinum award in Canada for the album "Children Of The World." The album was the group's first to attain gold status in Canada, certified earlier this year.

Also, the Bee Gees' album "The Best Of The Bee Gees," Vol. I recently went platinum and their current single, "You Should Be Dancing," is now gold.

Rick Dees' "Disco Duck Part 1" has become a golden egg, while Neil Sedaka's most recent album, "Stop It!" is expected to turn gold by the end of this week. An application for certification will be made within the next few days.

BTO's most recent album, "The Best Of BTO (So Far)," already gold, is quickly approaching platinum status.

Also going gold in September were albums by Aerosmith ("Rocks") and Tina Charles ("I Love To Love"), both on CBS. London Records' single "Rock Roller" by Sweynny Todd also turned gold.

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America, 11 a.m., Oct. 14.

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<thead>
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<td>Peso (Argentina)</td>
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CURRENCY

CAPITOL CAGES COYOTE — New Canadian band Coyote is the first group to be signed under the new Capitol A&R agreement between the U.S. and Canada. From left in the back row are band members Paul Lockyer and Al Manning; and Mike Docker, manager. A&R, Capitol Records-EMI of Canada Limited. From left in the front are band members Chuck Bergeron and Gary Comeau; Paul White, vice-president, A&R, Capitol Records-EMI of Canada Limited; band member Glen Le Compte; and Ron Dennis, manager of the group. Coyote debuted in the U.S. and Canada with the single "Never Want To Leave You."
THE SOUNDTRACK ALBUM

LED-ZEPPELIN

THE SONG REMAINS THE SAME

ROCK AND ROLL • CELEBRATION DAY • THE SONG REMAINS THE SAME
DAZED AND CONFUSED • NO QUARTER • STAIRWAY TO HEAVEN
MOBY DICK • WHOLE LOTTA LOVE

RECORDED AT MADISON SQUARE GARDEN
SOUNDTRACK ALBUM AVAILABLE ON SWANSONG RECORDS AND TAPES
DISTRIBUTED BY ATLANTIC RECORDS
PRODUCED BY JIMMY PAGE
Executive Producer Peter Grant

SS 2-201
### Argentina

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<tr>
<td>1</td>
<td>Esclavo Y Amo</td>
<td>Los Menestraños</td>
<td>CBS</td>
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<tr>
<td>2</td>
<td>Porque Te Vas</td>
<td>Jeanette</td>
<td>Microfon</td>
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<tr>
<td>3</td>
<td>Historia Triste de Un Muchacho</td>
<td>Quique Villanueva</td>
<td>RCA</td>
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<td>4</td>
<td>Zamba Para Olvidarte</td>
<td>Danielicro</td>
<td>Microfon</td>
</tr>
<tr>
<td>5</td>
<td>Dicen Que No Tiene Novie</td>
<td>Raul Padovanov</td>
<td>EMI</td>
</tr>
<tr>
<td>6</td>
<td>Atraparon Al Ladrón</td>
<td>Patricio Polvoron</td>
<td>Polydor</td>
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<tr>
<td>7</td>
<td>El Jardín Del Vecino</td>
<td>Roberto Carlos</td>
<td>CBS</td>
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<td>8</td>
<td>Theme From S.W.A.T.</td>
<td>Rhythm Heritage</td>
<td>Music Hall</td>
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<td>9</td>
<td>Solo Tu</td>
<td>Camilo Sesto</td>
<td>RCA</td>
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<tr>
<td>10</td>
<td>Dicen Que Mi Nina</td>
<td>Blue Caps</td>
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### Australia

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<td>Dancing Queen</td>
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<td>2</td>
<td>Don't Go Breaking My Heart</td>
<td>Elton John &amp; Kiki Dee</td>
<td>Rocket</td>
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<td>3</td>
<td>Tonight's The Night</td>
<td>Rod Stewart &amp; Warner Bros</td>
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<td>S-S-Single Bird</td>
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<td>A Little Bit More</td>
<td>Dr. Hook &amp; Capitoli</td>
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<td>J. Cl. Borely</td>
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<td>Porque Te Vas (From The Films&quot;Cris Cruces&quot;)</td>
<td>Jeannette Hispa/Polydor</td>
<td>RCA</td>
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<td>Bidon</td>
<td>Alain Souchon</td>
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<tr>
<td>4</td>
<td>Land Of Make Believe</td>
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<td>Phonogram</td>
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<td>Nicolas Peyrac</td>
<td>EMI/Parlo</td>
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<td>Don't Go Breaking My Heart</td>
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<td>Petite Fille De L'Eto</td>
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<td>8</td>
<td>Nice And Slow</td>
<td>Jeanne &amp; Patrice</td>
<td>EMI/Parlo</td>
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<td>Svalutation</td>
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<td>Mon Amour</td>
<td>3SN</td>
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<td>In Zaire</td>
<td>Johnny Wakelin</td>
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<td>4</td>
<td>Heaven Must Be Missing An Angel</td>
<td>Tavares</td>
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### Italy

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<td>Tu E Cost' Sia</td>
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<td>Juli &amp; Julie</td>
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<td>Goro Nagouchi</td>
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<td>Love Is Blind</td>
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<td>Heart Dorobo</td>
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