ROBERT PALMER/SWEET SUCCESS
18 Bulleting LPs Debut;
Largest Total Noted In 1976
Boston Surprises Epic As It
Leaps To Nat'l. Prominence
RIAA Record Certification
Transmutes Vinyl Into Gold
Carter Plans Changes For
Broadcasters, But What Are They?
Radio Still Divided On Best Cut
As Wonder's First Single Is Chosen
Welcome To Christmas (Ed)
Odia Coates.

"Make It Up to Me in Love."

A debut with everything
...everything!

"Make It Up to Me in Love" is the phenomenal, hit-making voice of Odia Coates, with a special friend.

"Make It Up to Me in Love." The debut with everything. On Epic Records.
Welcome To Christmas

The Christmas season is officially upon us, at least in the Boston market. As the weekly Cash Box survey of retail record advertising in newspapers reveals, Boston's record retailers have unleashed a barrage of record ads aimed at Boston's primary consumers: the college-age student population. While the ads are spread over a variety of different labels and stores, CBS is obviously one of the companies bringing out their big guns, with five pages of ads in the Boston Phoenix. In fact, a total of 30 pages of record advertising dominated the November 9 issue of the Boston Phoenix. And many of the retailers in the Boston market had multi-page non-co-op spreads of their own.

What this advertising blitz signals is the beginning of the Christmas season in Boston, when college students take off after Thanksgiving for their semester break. The sales pattern that results from the coming high intensity sales campaign there should project, to a great extent, how the rest of the industry will do in the "real Christmas season," in December, when the non-campus buyer makes his record purchases.

One thing is certain. The industry is on its way to a record year in sales volume. And this year's figures, to be released next May by the RIAA, should not only reflect an increase in dollar sales for albums, but an increase in album unit sales as well for a number of different reasons. First, an analysis of the public companies' sales and earnings reports so far finds business at most of the majors — primarily CBS and WCI — up significantly. And there was no summer sales slump this year, according to most reports we've heard, which may be the beginning of what some observers see as a continuing pattern. A far more profitable and balanced business will result if the industry can have three quarters of reasonable sales before the huge Christmas business, instead of two up quarters and one down quarter before Christmas. That change in itself could mean the difference between profit and loss, or profitability and greater profitability, for a number of companies.

As a result of the superb summer, the higher list prices for top albums (4 of the CB top 6 list for more than $6.98; the average comes out to about $10), and the merchandising/stocking/release programs, the forecast is for a healthy and profitable Christmas. And the results from the Boston market, which will be known within the month, will foretell just how good it will be.
We're hot on their heels

*Labels under the Phonodisc banner were 3rd overall behind WEA and CBS in October chart positions.

*Cashbox/November 6, 1976

PHONODISC INCORPORATED

exclusive distributors of
THE NEW ALBUM
BY
ERIC CLAPTON

NO REASON TO CRY

U.S.A. TOUR 1976

November 15th  Convention Center, Dallas, Texas
November 16th  The Lloyd Noble Center, Norman, Oklahoma
November 18th  Pan Am Center, Las Cruces, New Mexico
November 19th  The Coliseum, Phoenix, Arizona
November 20th  Sports Arena, San Diego, California
November 22nd  The Forum, Los Angeles, California

Available on RSO Records and Tapes

"THE MUSIC WE BELIEVE IN"
Produced by Rob Fraboni in association with Eric Clapton and Carl Dean Radle by arrangement with the Robert Stigwood Organisation
Boston Surprises Epic As It Leaps To Top 11. Prominence

By Ken Terry

NEW YORK — When its first single, "More Than A Feeling," was released on Epic three months ago, Boston seemed to have little more going for it than raw talent and boundless enthusiasm. Today, even most casual rock fans are aware of the band. 

A look at each song on "Don't Look Back" reveals the band's enormous potential. "More Than A Feeling" is a well-crafted pop-rock song that hints at what is to come. The band's "Corduroy," "LongDistance Runners," and "Sweetheart" songs are all strong contenders for top ten spots.

Other Prominent Debuts

Newspaper Ads Abound In Boston

BOSTON — At The Coop, six releases on Adelphi, Takoma, Guitar Player, Xanadu and Jazz Archives for $.99 each; two albums by the Cat's Broth, for $3.99 each, tied to up coming arena concert appearance; four classical LPs on Nonesuch, price not included; six releases by Norman Connors on Buddah, including his latest LP, for $3.77 each; tapes of the newest releases by Leo Kottke and The Band (both $7.98 list) for $.49 each; tapes of "Endless Summer" and "Spirit Of America" by the Beach Boys (both $7.98 list) for $.49 each; tape by Bob Seger and The Silver Bullet Band at $6.39.

Zoot Allures, achieved that distinction on April 7.
The best things come in our packages.

Four big packages of great value: when we say "Best of," "best" is exactly what we mean—and no other record company even comes close.

We've got the artists with the hits, and that's what makes for guaranteed fast-movers like these: The classic rock & roll of Ten Years After; Mott the Hoople at their absolute hottest; the musical inventiveness of the New Riders of the Purple Sage; and, the comedic zaniness of The Firesign Theatre.

All on Columbia—just in time for holiday giving.

The best of everything on Columbia Records and Tapes.

*Not available on tape.

New Riders of the Purple Sage is a registered trademark.
CBS Ups Dividend

NEW YORK — CBS Inc. will pay a cash dividend of 50 cents per share on CBS common stock, payable on December 10 to shareholders of record at the close of business on November 26. This represents an increase of 34% from the 38 cents per share paid for the fourth quarter of 1975.

Radio Still Died On Best Cut
As Wonder's First Single Is Chosen

NEW YORK — After a period of shifting emphasis in album cut programming on radio playlists across the nation, Motown Records has officially revealed that the first 45 to be called from Stevie Wonder’s Tamla album “Songs In The Key Of Life” will be “I Wish.” Although Motown’s national sales manager Miller London informed Cash Box that the decision had been made nearly two weeks ago, he stated that no official announcement of the single had been made to radio stations as of press time.

A shipping date for “I Wish” has tentatively been set for November 16, but London explained that the execution of special packaging (a picture sleeve bearing a photograph of a more youthful, Wonder, in keeping with the feeling of the title and lyrics) has set the date back roughly to November 30.

Different Cuts

Although programmers had been selecting various cuts from the Wonder album, still the number one Cash Box album after debuting on the chart at that position six weeks ago, the two overall favorites were “Isn’t She Lovely” and “I Wish.” According to the Cash Box Pop Radio Analysis for November 13, “Isn’t She Lovely” was the 12th Most Added Single for the week, appearing on the playlists of 11% of the reporting stations, for a cumulative total of 22%. While “I Wish” made no showing in last week’s top 17 Most Added Records, that cut was #1 in the same week’s Secondary Radio Active feature, followed closely by “Isn’t She Lovely” at #2.

This week’s Pop Radio Analysis reveals a partial reversal of that situation. With additions at 11% of primary stations for an accumulation of 37% to date, “I Wish” was this week’s fifth Most Added Record at primary reporting stations, while “Isn’t She Lovely” made no showing in the top 20 listing. On the Secondary Radio Active front, “I Wish” held on for three straight weeks this week, with “Isn’t She Lovely” coming in at #10. Key adds for “I Wish” this week included WQXI (Atlanta), 293 (Atlanta), WKBW (Buffalo), WDRQ (Detroit), KILT (Houston), and WMPS (Memphis). Of these, WQXI and KILT had reported adding “Isn’t She Lovely” last week.

“Isn’t She Lovely” continues to show signs of life in other areas, picking up stations including Y100 (Miami), and G102 (Cincinnati). WCOL (Columbus) stayed with the album cut as well, registering a jump from #7 to #1 on its playlist. WPXK (New York) added both album cuts simultaneously this week.

Why The Wait?

Asked why Motown had waited six weeks

Glew Promoted At Atlantic

NEW YORK — Dave Glew has been named senior vice president/general manager of Atlantic/Atco Records. With this promotion, he will continue supervision of the company’s daily business activities on the national level, while also maintaining the company’s close relationships with leading record companies in the field.

Glew began his association with Atlantic as sales manager for Seaway Distributors in Cleveland in 1963. He was named general manager of Seaway in 1968, subsequently becoming manager of Atlantic in 1969 as national sales manager. Glew was named president of Atlantic in 1971, preceding the appointment to his present position, senior vice president of marketing, in 1974. He began his career in the music business in 1961 as a salesman for Det Records in Cleveland, where he was named the label’s branch manager one year later.

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245s Added By 6% Or More Of CB Stations by Larry Carlat & Howard Lowell

NEW YORK — A total of 20 records were added to the playlists of at least 6% of the Cash Box reporting stations this week, signifying the ending of the ARB rating which is the largest number added by stations in the last six weeks. During the last five weeks the number of records added by at least 6% of the stations reporting to Cash Box has averaged 14. The individual totals were 15, 13, 14, 12 and 14 records respectively.

This week’s unusual increase is confirmed by the fact that “You Don’t Have To Be A Cop” by McFadden & Davis was the #1 Most Added Record this week on the Cash Box Pop Radio Analysis, garnering 13% of the total stations.

The lowest total in the last 12 weeks, since “With Your Love” by Chad & Jake in Starship, was added with a 17% total (Cash Box, August

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SILVERADO SIGNS MANAGEMENT PACT — RCA recording artists Silverado have signed a management agreement with Harris-Feiglin Associates. Signed at the signing (from left) are: Mike Berninker, division vice president of pop A&R dept. for RCA Records; Ted Feigin; Ken Glancy, president of RCA Records; Charles Shilling and Buzz Goodwin of Silverado; and Steve Hurts.

Cash Box/November 20, 1976

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EARTH, WIND & PLATINUM — Columbia artists Earth, Wind & Fire were in New York recently to play an SRO date at Madison Square Garden. That same day, Columbia Records hosted a party at which the band was presented with platinum records for their most recent release, “Spirit.” Shown at the presentation are (bottom row, from left): LeBaron Taylor, vice president of special markets for CBS Records; Bob Cavalli, EWF’s manager; Walter Yetkis, president of CBS Records Group; Maurice White, member and producer of EWF; Bruce Lundvall, president of CBS Records division; Joe Ruffalo, EWF’s manager, (middle row, from left), Jack Craig, vice president and general manager of marketing for CBS Records; Richard Mack, director of national promotion, special markets, for CBS Records; group members Verdine White, Donald Myrick, Fred White, Phillip Bailey, Larry Dunn, Ralph Johnson, Andrew Wooloof, Louis Satterfield, and Al McKay; Dempsay, vice president of marketing for Columbia Records; and EWF’s Ralph Graham (top, from left); Don DeVito, vice president of east coast talent acquisition and A&R for Columbia Records; and Stan Monteiro, vice president of national promotion for Columbia Records.

Major Chains Post Sales Boost In Oct.

NEW YORK — The nation’s largest chain stores reported substantial sales gains for October when compared with the same month last year. In addition, sales for the first nine months of this year increased 9.9 percent over the first three quarters of 1975.

Sears, Roebuck & Company posted a 15.4 percent sales rise to $1.34 billion for the four weeks ending October 27, with their sales for the first nine months of this year increasing nine percent to $11.51 billion. J.C. Penney reported a 14.4 percent sales increase to $674 million in the four weeks ending October 30, as well as a 10.1 percent increase in sales to $5.68 billion for the first three quarters of this year.

The S.S. Kresge’s sales for October jumped 20.5 percent over the same period last year’s October figures, with sales for the first nine months increasing 22.6 percent to $5.7 billion over the 1975 period. October sales for the F.W. Woolworth rose 11.5 percent to $382.8 million from October of last year, while sales in the first three quarters increased 10.7 percent. Montgomery Ward reported a sales rise of 9.1 percent to $320.4 million for the four weeks ending October 30, with sales for the first nine months up 5.9 percent to $2.91 billion over the same period last year.

Motown Opens Distributorship

LOS ANGELES — Motown Records has opened its first company-owned distribution, “Hitsville Distributors,” in Los Angeles, an advanced headquarters, 2457 Woodward Avenue.

Although Motown currently co-owns Together Distributors in Atlanta, Georgia with A&M Records, and wholly owns its Motown of Canada distributing arm, Hitsville Distributors will be the label’s first company-owned stateside distribution.

In the future, Hitsville might handle the distribution of other independent labels, the company suggested, but it will distribute Motown product exclusively.

Larry Rochn, who has been named branch manager for the distributorship, said the company’s initial plans will include supporting the label’s sales and promotional efforts, adding that the distributorship will also help Motown boost its international presence.

Mail Order Industry Tops $16 Bill.; Record, Tape Sales Reach $330 Mil.

CHICAGO — Mail order sales of records and tapes in 1975 reached $330 million as part of a $16.9 billion domestic industry. With approximately 6,500 companies utilizing this medium as a marketing vehicle, mail order has experienced a rapid growth rate, reflected in the fact that total volume increased 11% over 1974.

These figures were compiled by the Maxwell S groin Company, Inc., which compiles and disseminates information relating to mail order operations and developments to major corporations. The current figures, part of the firm’s fourth annual report, confirm earlier reports that purchase of records and tapes through the mail has become an increasingly important avenue for record companies (Cash Box, July 10).

Of particular interest is the increased use of mail cards to charge mail order purchases. Total volume of such purchases has increased for both Master Charge and BankAmericard. Master Charge reported sales of $10.1 billion in 1975, up 16% from 8.7 billion the previous year, while BankAmericard sales increased to $8.2 billion, up 17% from $7 billion in 1974.

Mercury To Release EmArcy Jazz Series

CHICAGO — The first of a series of releases of classic EmArcy jazz records, plus “It’s For You” by Hammersmith and “Con Funk Shun” highlight Phonogram, Inc./Mercury Record’s November release.

Seven double albums, each carrying a suggested list price of $7.98, kick off the EmArcy Jazz Series.

Carter Plans Changes For Broadcasters, Keepers of Music

WASHINGTON, D.C. — What’s the new president going to do, or will he do anything? Carter’s broadcasting policy has been contradictory and confusing. His position should become clearer, though, in the next few months. The appointment of two new commissioners, including a chairman to the FCC, filling vacancies among the FCC supergrade lawyers; and implementing a proposed reorganization of the federal bureaucracy will reveal Carter’s hand, and soon.

Carter’s decisions about the FCC will be felt by local radio stations. FCC commissioners have determined policies affecting every aspect of radio operation. The commission and its lawyers write rules on formats, operations, technical standards, financial disclosure and renewals. The rules eventually trickle down to the local boards.

Carter’s replacement for commissioner Benjamin Hooks, leaving to become ex-officio member of the board, will probably be the first chance to see Carter’s plans for the FCC. One observer felt Carter would let Hooks “be ridding occasional losses. He did not name a black to replace Hooks.”

Carter could name a new chairman with the Hooks replacement or he could wait until June when chairman Richard Wiley’s term is up.

Chairman Wiley will be a hard act to follow. Both Richard and Al LeBaron of Broadcasters (NAB) and the Citizens Communication Center (CCC), two organizations sitting on opposite sides of the fence, could agree on Wiley.

“His a worker,” said the CCC rep. “He’s worked where others haven’t.” While he felt Wiley’s activism was aimed against consumer advances, he praised him on other issues.

“We haven’t always agreed,” said the NAB rep, “but he’s a hard worker. Most feel he’s worked hard at it.”

A third alternative for Carter would be to choose a chairman from the two Democratic commissioners currently on the board, or, as some speculate, to name not Carter’s first choice. The other Democratic, Fogerty, is a remote possibility.

Dale James, president of Broadcasters, was hard about appointing people from the industry. Industry observers feel the “chances are slim” for a broadcaster to get on the FCC.

But Wiley’s decision to leave “will be much less industry-oriented,” said a CCC rep. He pointed to several Democratic- oriented commissioners who have been consumer-oriented: Newton Minow, Ken Cox, Nick Johnson, William Henry. James felt those on the board are “a little hard on the regulatory agencies, calling them a "dumping ground for political has-beens.” In a TV Guide interview he noted that 50% of the commissioners “need to come from the industry they’re supposed to regulate. He promised he would choose people "acceptable to the industry."

Carter’s threats prompted a meeting between his representatives and broadcast station owners. The NAB, Carter’s reps. assured the broadcasters that they—

— weren’t wild-eyed consumer advocates—
— favored voluntary negotiations—
— didn’t rule out appointing industry people to agencies—
wouldn’t pull a Richard Nixon and go after the licenses of critical broadcasters—
wouldn’t exempt liquor license renewal proceedings from consideration by the Consumer Protection Agency.

They also admitted Carter doesn’t know much about broadcasting.

One NAB rep, not at the meeting, said the meeting was a “mixed bag.” Although some were pleased there was no one same song.

“We weren’t perfectly sure how he (Carter) would approach the industry.”

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Peaches To Open 11th In Milwaukee

MILWAUKEE — Peaches Records and Tapes is opening its newest store here, at 8201 Silverspring Road on December 10. It is the eleventh store in the burgeoning Peaches chain, with other stores located in Atlanta, Cleveland, Columbus, St. Louis, Baltimore, Richmond, Ft. Lauderdale, Los Angeles and St. Louis.

Arista’s First Qtr. Revenues Up 1.5% Over 1975 Figure

NEW YORK — Arista Records posted revenues of $5,870,000 for the first quarter of 1976, an increase of $1,348,000 over the same period in 1975. The figure represents a 1.5% increase from the $5,732,000 generated by the company during the same period of 1975.

Columbia Pictures Industries, Inc., parent organization of Arista, reported revenues for the recently completed quarter of $89,763,000, down from 85,774,000 a year ago. However, the entertainment conglomerate registered a net income after taxes of $18,486,000 for the recently completed period which was $15,752,000 more than the $2,734,000 noted in 1975.

Of the increase, $14,848,000 was derived from the sale of its music publishing division, which included Screen Gems-Columbia Music and GiCcmens Music Corp. That part of Columbia Pictures was sold to EMI on August 12 for $23,500,000—100 reduce the former’s bank debt (Cash Box, July 3). Subsequently, Columbia Pictures indicated in its first quarter earnings statement that it has reduced its indebtedness by $23,000,000.

During the first quarter of 1975, the publishing division of Columbia Pictures was ran $22,364,000 on sales revenues of $2,539,000, or a 7.6% return.

Heilicher, AFE Pact

NEW YORK — Heilicher Brothers of Atlanta have been appointed as distributor for Audiofile Recordings and its affiliated labels.

RCA, Tabu In Pact

NEW YORK — RCA Records will distribute and market worldwide Tabu Records, a new label founded by Clarence Avant, one of the top black recording acts down hard hit group the Sussex Records, has signed an earlier production and consulting deal with RCA in amending the terms of a possible label deal (Cash Box, April 10).

"Wake Up and Be Somebody, a single by the Avant group collective Brainstorm, is Tabu’s first release, and will be backed by albums from Brainstorm and conductor/composer/arranger Michael Bookman.”
bread
announcing their brand new single
“Lost Without Your Love”
(...they're together again)

Larry Knechtel  James Griffin  Mike Botts  David Gates
On Elektra Records...As Always
EXECUTIVES ON THE MOVE

Wagner
Green
Ervin
Caronia

Wagner Promoted at CTI — Jerry Wagner has been promoted to vice president/general manager of CTI Records, where he was vice president of marketing. Lewinski Appointed at Improv — Kathy Lewinski has been appointed promotional manager of Improv Records. She was formerly involved in regional promotion for Improv. Viewlex Appoints Shuster, Hickey — Harvey Shuster has been appointed corporate vice president of finance and administration of Viewlex, Inc. after having served as the company’s vice president of administration. In addition, Lawrence J. Hickey was appointed corporate controller.

Mardak, Peck and Crum Promoted at Leonard — Keith Mardak, vice president of Hal Leonard Publishing Corporation, has been named general manager of the company’s Milwaukee office and has been elected to the board of directors. In addition, Richard Peck has been named director of marketing and Jon C. Crum has been appointed director of sales and advertising.

Green to Mercury Post — Karin Green has been appointed to the newly-created promotion position of national secondary radio coordinator for Phonogram, Inc./Mercury Records. Her main responsibility will be daily contact with secondary music radio stations as well as coordinating reports from Mercury’s field promotion staff.

Ervin Johns Farr — Doe Ervin has been named manager of the A&R department for Farr Records. He most recently was a recording artist and writer for Chelsea Records.

Capitol Realigs Classical Operation — Capital Records, Inc. is realigning the operation of its eastern classical records division. John Covey will now concentrate on artists’ contract relations with Angel and EMI. Tony Caronia will succeed Covey and is appointed director of classical operations, east coast. Barry Glassgold replaces Caronia as classical regional manager, east coast.

Screbo Appointed at Arista — Bob Screbo has been appointed director, manufacturing and purchasing for Arista Records. In this capacity he will oversee purchasing in all areas of Arista’s operation, including the manufacturing of records and jackets. In addition, he will supervise the daily operation of the company’s production department. Screbo comes to Arista from ATV Records.

Bachrach Named at Playboy — Janie Bachrach has been named director of artist relations for Playboy Records. She will work with management and booking agencies of the Playboy roster of artists coordinating activities relative to tours, product release and television schedules.

CBS Appoints Yarbrough — Dan Yarbrough has been named branch manager for CBS Records in Detroit. He was formerly a CBS salesman in Atlanta and was field sales manager for CBS Records in New York.

Mink Appointed at Tattoo — Tattoo Records has named Alan Mink to the position of vice-president/director of promotion for the label. Mink announced the initial independent promotion persons who will be working for Tattoo: Jerry Meyers in Buffalo and Donetsk and Tony Muscolo in Los Angeles.

Lambert To Screen Gem — Larry Lambert has been appointed east coast professional manager for Screen Gems-EMI Music. He previously functioned in the same capacity for Sterling Music.

Kelley Johns Tropical — Bill Kelley has been named sales and promotion manager for Trojan Records Distributors in Miami, replacing Bill Wolse.

Heathfield Johns Polyrad — James Heathfield has joined Polyrad as local promotion manager in Atlanta. He was formerly a promotion manager for United Artists in Los Angeles and Boston.

Warner Communications Names Getfen — David Getfen has been appointed executive assistant to Steven J. Ross, board chairman of Warner Communications, Inc. He has resigned as vice chairman of Warner Bros., Inc., but will remain as a director of Warner Bros, Inc., the film and records division of WCXI.

SESAC Expands — Nicholas Aracomo, operations administrator, has assumed added responsibilities in distribution and legal matters, working with A. F. Ciancimino, SESAC’s vice president and counsel. In addition, Michael Melinari has been named regional director of marketing services, Peter Julius becomes assistant collection manager, and Eddie Morgan, most recently with the Richmond Organization, has rejoined the firm as administrative assistant in the mechanical licensing and copyright index departments.

Sturviant Named at UA — Tom Sturviant has been appointed to the newly-created post of special projects coordinator at United Artists Records, country product. Also, Carolyn Baker has been promoted administrative assistant to Larry Butler, while Sherrie McClanahan has been appointed publicist and A&R assistant, with Roxanne Lawrence upgraded to promotion and sales assistant.

Capitol Reports to Screen Gems — Capitol’s Elizabeth Montei, vice president, administration, and Kip Dubbs and Tim Kramer, professional managers, Hollywood offices, will all report to Lester Sil, president of Screen Gems-EMI Music, Inc. Ed Penny, professional manager, Nashville office, will report to Paul Tannen, general professional manager, Nashville office, Screen Gems-EMI Music, Inc. Ron Kramer has resigned from his position as vice president and general manager of Capitol’s music publishing company and will announce his plans in the near future.

DARYL/JOHN GO GOLD

NEW YORK — “Bigger Than The Both Of Us” by RCA recording artists Daryl Hall and John Oates has been certified gold by the RIAA.

CORPORATE RETREAT FOR IMMEDIATE SALE BY OWNER

Price reduced $1,080,000

World Renowned King Mountain Club
Formerly John King’s LITTLE KING RANCH

$10 million replacement value.

PRICE $2,420,000

First firm cash offer accepted (if by Nov. 30, 1976).

May consider acceptable securities, income producing real estate or cash and secured note or foreign currency.

Detailed brochure and video cassette available showing the 117± acre private Colorado resort near Denver.

Incomparable recreational, health & business amenities and facilities for 150 persons, including airstrip.

Contact: K. Monahan
Suite 1600
1900 Avenue of the Stars
Los Angeles, CA 90067
(213) 277-5097

Letter To The Editor

Mr. Don England
Vice President/Radio Sales-Distribution
ABC Records, Inc.
8255 Beverly Boulevard
Los Angeles, California 90048

Dear Mr. England,

Since you chose to ignore my last letter of complaint to you, and since my previous letters have expressed disagreement with your philosophies and policies, I feel that I have every right to assume that you have ‘shut me out’ and I will not receive a reply to this letter.

My subject of discussion concerns your newly announced list price policy on Dot Records albums, which for the most part have been reduced from $5.98 list to $5.06 list. The new cost is $2.94, considerably higher than any other manufacturers cost on a $5.98 list album. Furthermore, I am told that, effective immediately, returns will be credited at $2.94 for the product that we paid you $3.38. Also, you are saying that we must henceforth sell our hand stock as a $5.98 list item, even though we paid $3.38 each.

Mr. England, this is just one more prime example of the manner in which you, the manufacturer, dictate to the sub-distributor with abandon as to the penalty or loss that may be incurred by the sub-distributor. I have already been told that when your own people questioned the fairness of your approach to the price decrease, the answer was simply that when the price increased from $5.98 to $9.98 list, some two years or so ago, the sub-distributor was also again hit, and the deprecation now is thereby already offset. Well, that is a bunch of baloney.

In the first place, two years or so ago, Dot Records had very few titles that were selling. We were stocking only three or four titles in the $5.98 list and I believe that if Dot Records has been fortunate to develop a lot more product and titles with consumer acceptance, and we have currently been stocking twenty or more titles that are affected by the price depreciation.

Furthermore, while Dot Records and other manufacturers made list price changes from $5.98 to $5.98 list, you immediately began billing at an average increase of $2.50 per unit cost. The increases took 100% of the price appreciation and did not share any portion of the percentage with the sub-distributor. The additional price was naturally absorbed by the consumer, while the “greedy” manufacturers resold all of the “windfall.” At the same time, you informed the other manufacturers notified your sub-distributors that all future returns would be credited at the original purchase price.

Now you come along and tell us that we will accept—like it or not—a price depreciation at your whim! Well, Mr. England, R.O.M., does not necessarily mean that we will accept your unfair approach. The loss that you are proposing to impose on us will neither break us, nor ABC, nor the ABC Records. Nevertheless, as a matter of pure principles, we will immediately drop all ABC/RCA Hot Records product which comes under the price reduction and lose to us, and this product will be returned to the appropriate warehouse. Whatever the difference may be between our charge back (which will be computed at 3:36 each) and your credit memo, we will pledge that like amount of dollars to one or more charitable organizations, such as the Cancer Society, etc. We would expect and appreciate an equal amount of courteous and consideration from you and your associate executives to be made so that the amount will be doubled to the rescue of some other unfortunate.

Yours sincerely,

Record Department Merchandisers, Inc.
William L. Brown, Jr.
President
Queen

announcing a singular event

"Somebody To Love"

Rock & Roll In The Royal Tradition

ON ELEKTRA RECORDS
Atlantic Releases 14 Albums in November

NEW YORK — "New England," the second Atlantic album by Wishbone Ash, leads off the company's 14-album late-November release. Also in the release are debut albums by six artists, five "best of" sets and "Bluun Magic/Major Harris/Marge Joseph: Live" on WMAT records.

The label debuts in this release are

MCA Sales, Income Decline in 3rd Qtr.

UNIVERSAL CITY, CALIF. — Third-quarter income for the records and music publishing division of MCA Inc. declined 62.2 percent to $3,619,000 from $9,586,000 during the same period last year. For the quarter ended September 30, the division's revenues dropped 29.1 percent to $23,415,000 from $33,037,000 in the prior-year period.

For the nine-month period ended September 30, the division's earnings dipped 51.6 percent to $13,828,000 from $28,716,000 a year ago. Nine-month volume declined 24 percent to $75,145,000 from $98,912,000.

Third-quarter income for MCA Inc. decreased 31 percent to $24,870,000 from $36,232,000 during the prior-year period. Sales for this year's third quarter were down 15 percent to $202,216,000 from $237,496,000.

Earnings for MCA Inc. during the nine-month period dropped 3 percent to $69,103,000 from $71,556,000. Nine-month sales dipped to $574,506,000 from $575,622,000.

Both sales and earnings for MCA Inc. were higher during the prior-year periods partly because of the success of MCA's motion picture, "Jaws."

Record World Opens Sixth NY Metro Store

NEW YORK — Record World, a New York metropolitan area chain of retail stores, increased its store base by one with the opening of a new store in the Americana Shopping Center in Manhasset, NY. A storewide sale at all six locations, offering $6.98 list LPs for $3.99, accompanied the event. In addition, free 45s, posters, t-shirts and champagne were given away at the Manhasset store's grand opening, held November 11, which was promoted by a radio campaign on stations WPLD, WIRL, WLNY, WEVC and WPLJ and print ads in the Long Island newspapers. As a follow-up, Record World will be giving away $2 discount coupons towards purchases at Record World and 25 disco albums to patrons of the twin Rinkers roller skating rink in Port Washington on November 19-20.

The Record World stores are a division of El Roy Inc., a 10-year-old organization which also services the record department of eleven TSS department stores in the New York City region.

Young Turks Form Advisory Committee

NEW YORK — A twelve-member advisory committee will act as liaison between the newly formed "Young Turks" Club, the NARM board of directors and the NARM professional staff. The Young Turks, who held their first meeting at the NARM mid-year conference, are composed of young executives relatively new to the industry, second generation members of the business (sons and daughters of executives) and young people at every level of the business.

The Young Turks advisory committee will meet on March 3 to plan a luncheon-meeting for the club on the convention's opening day. The members elected to the committee are: Don Anthony of Taipei City, Joseph Barretto of A&M Records, Andrew Chase of Harmony House, David Crockett of Father's & Son's, Louis DeFazio of The Record Bar, Louis Fogelman of Music Plus, Ira Hollcher of J-L Marsh Co., John Marmaduke of Western Merchandises, Inc., Jack Ross of Ross Record Stores, Sidney Silverman of Uniled Record & Tape Industries, Michael Spector of MJS Entertainment Corp., and Linda Stone of Time Distributors.

Jersey Tape Pirate Convicted And Jailed

NEWARK, N.J. — Albert Cecchi of Oradell, N.J., entered a guilty plea in U.S. District Court in Newark to 10 counts of infringing upon the copyright of a sound recording, and has been sentenced to one year in jail, one year of probation and a $4500 fine. He was charged with 85 counts of copyright infringement on September 18 of last year, stemming from the pirate manufacturing operations of Meto Recordings of Fairfield, N.J. and A & C Packaging of Newark (Cash Box, October 4, 1975).

Cecchi had also been involved in a civil suit brought by Jardon Music against him for infringement of a composer's copyright. An injunction against Cecchi was ordered in that suit.

In addition, the court has ordered the destruction of more than 14,000 pirated tapes and the destruction of the duplicating equipment Cecchi had been using.

20th Reports Biggest Month In Its History

LOS ANGELES — Russ Regan, president, and Harry Cooper, senior vice-president, marketing, 20th Century Records, report that the firm wound up October with the largest gross that the label has billed during a single-month period since its inception.

Contributing factors included healthy response to album releases by Barry White, Ambrosia, Funkadelic, the Alan Parsons Project, Dan Hill, Mark Askin, Pati Dahlstrom and the Love Unlimited Orchestra.

October also saw the kickoff of "All This And World War II," a two-record soundtrack package from the film featuring performances of Lennon & McCartney songs.

YOU'LL LOVE IT —and so will your customers.

the only engagement calendar for music buffs

A Measure of Time

AMERICAN POPULAR SONG: 1900-1977

Perfect for selling in record stores.

Ideal as a staff gift for radio stations, record companies and one stops.

Just the thing for executives of record companies to give to their customers and radio station personnel.

This beautiful, full-color, day-by-day engagement calendar has all these great features:

A pictorial history of the American popular song in 52 pages of color photographs.

A week-by-week calendar covering the important music events that occurred on that same date in yesteryear.

Birthdates and interesting information on music personalities.

A list of the top hits, top Broadway shows and Oscar-winning songs.

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For promotional use, write or call Bert Snyder for quotes. MUSIC SALES, 33 West 60th Street, New York City 10023. 212/246-0326. Also available with your own imprint.
LINDA RONSTADT

A new single
"Someone To Lay Down Beside Me"
6/4 "Crazy"
From her platinum album
"Hasten Down the Wind"
On Asylum Records and Tapes

Produced by Peter Asher
Carter's Broadcast Program Obscure?

Another rep, who was at the meeting, felt Carter's representatives "were here to try and reassure us because of the things Carter had said earlier. ... If we had heard the same things from Carter himself we would be more reassured."

Most significant was the praise broadcasters received from Carter's spokesmen. They said, "broadcasters had done a better job of self-regulation than any other industry," reported an observer.

It was a start, at least. "It opened lines of communication before the election... we got to know each other better."

Other Changes

While FCC commissioners play musical chairs, the basic structure and staff will remain the same. Engineers, economists and accountants are not affected by the change in administration, since they're on the civil service merit system. But the supergrade GS 16-18 lawyers — the policy makers — are vulnerable. Usually they resign soon after an election, before they're asked to leave.

With new people, "the sense of direction would change a little bit," according to one FCC staffer, who's safe. "Different party philosophies result in a change in policies."

The Ax

Usually the ax doesn't fall on the supergrades until the summer after an election, he observed. "These jobs look pretty good to the party workers," so there is often dissension and delay in the appointments.

When a new chairman is finally appointed and approved by the Senate, "That's when the heat is on." The chairman wants his own staff with his own people. Therefore, vacancies could be filled as early as February if Carter gets his names to the Senate early.

Reorganization

As for reorganizing the FCC, one FCC engineer claimed, "We haven't heard anything about it." Another said, "We don't know what he [Carter] has in mind."

FCC functions were originally performed by the Commerce Department. One possibility would be to return the FCC to Commerce.

Bigger Changes

The changes Carter makes at the FCC may not be as important to broadcasters as the make-up of the Senate communications subcommittee. "That's the biggest area of change," said a senator for the NAB.

With three ranking Democrats on the committee and one, possibly two, ranking Republicans out of the picture, subcommittee leadership is up in the air. Chairman Pastore (D-R.I.) retired, Harkte (D-Ind.), Moss (D-Utah) and Beall (R-Md.) were defeated. Senator Baker (R-Tenn.) may give up his membership on the subcommittee.

Howard Cannon (D-Nev.) is next in line. Cannon would have to give up another chairmanship to take over Communications.

Next in seniority is Hollings (D-S.C.), who distinguished himself as a friend to the jukeboxers in Senate copyright debate. Hollings is running for Mike Mansfield's old job of Senate majority leader. The 31 necessary votes don't seem stowed up by anyone yet, although Byrd of West Virginia is front runner.

Next in line for subcommittee chairmanship would be Sen. Inouye (D-Hi.). Changes are in store for the broadcasters from Carter, Congress and the FCC. The new faces at FCC and Congress, however, may support one radio industry rep's contention: "The President doesn't run things anyway. Congress and the regulatory agencies do."

Wonder Single

Wonder Single to choose a single from a number one album, London commented that "with an artist of the stature of Stevie Wonder, you've got to go with the surest hit. Radio stations pay a lot of attention to the content of the touches, and that's the bottom line."

London offered comment on the widespread supposition that "I Wish" had been chosen as the single at least partially by default, since Wonder would not allow the other somewhat lengthy cut to be edited. "Because of the nature of the song, it would have been hard to come up with a suitable edit. Stevie, being the creative person he is, insists that for now he would rather give it to the consumer as it appears on the album."

Single

Does the shift toward "I Wish" signaled by this week's Cash Box Pop Radio Analysis indicate that stations knew that it had been designated as the single? London gave a reserved response in the affirmative, "for the sake of argument," considering that "I Wish" had been edited with few problems, he stated that he considers it the better choice, "commercially speaking."

"I feel that 'Isn't She Lovely' will probably come out one day as a single," London continued, "but just cutting it up could hurt us. Our job is to edit it to the perfect point of what the artist is saying with the album version." London remained firm in his position that "I Wish" is as good a choice for a single as "Isn't She Lovely."

18 Albums Debut

"Dreams" by Gladys Knight & The Pips at #187; "Peter And The Wolf" (RSD/Polydor) at #192 and "The Alpha Illand," the group's debut album (Anita) at #196.
ANNOUNCING
A GREAT WAY TO SELL INCREDIBLE MUSIC:
“A&M’S HOLIDAY GIVEAWAY”

A&M’s holiday promotion is designed to create additional excitement and sales by providing consumers with a special incentive to purchase selected A&M product. With “A&M’s Holiday Giveaway” retail customers have the opportunity to win a FREE album or tape or get 50¢ OFF the price of that album or tape.

The “A&M Holiday Giveaway” game cards will provide consumers with 18 million chances to win.

Aside from actual game cards, there will be posters, counter cards, and mobiles available for in-store use. Quantities are limited. And the “Giveaway” is on a first come-first served basis.

Contact your local A&M distributor for details or the Merchandising Department, A&M Records, 1416 North La Brea Avenue, Hollywood, California 90028.

HAPPY HOLIDAY GIVEAWAY FROM A&M RECORDS
LOS ANGELES - Six Arbitron listening diaries have been returned to the firm's San Francisco offices by radio station KJOU, San Jose, after the station purchased the diaries from an ex-employee who offered them for sale. Station manager Steve Rossetta related the story to Cash Box, saying, "She was excited and thought she was doing us a favor by offering the diaries to us. I felt it was in everybody's best interest, especially ours, to get them away from her and back to Arbitron."

Rosseta told CB that the ex-employee gained access to the diaries after learning that her grandmother had been asked by NIS News To Halve Operations

LOS ANGELES - The 17-month-old News and Information Service (NIS) established in June, 1975 by the National Broadcasting Company to provide an all-news format for local radio stations will cease operations in mid-1977, according to spokesmen for NBC.

The service, which provides 50 minutes of national news each hour to subscribers who had attracted only 70 stations, less than half of the 150 stations the company had hoped would participate.

Arbitron Stunned Over 'Loose Diaries'; San Jose Station Returns 6 Diaries To Ratings Firm

by J.B. Carmicle

Arbitron to be an interviewee. After the grandmother informed her granddaughter of the call, the granddaughter took the phone and asked Arbitron for six diaries, claiming there were six people in the house over the age of 12. Arbitron sent the diaries to the house address, the grandmother's deceased husband.

When approached by the woman on Tuesday (2) about buying the diaries, Rossetta said he offered the woman trade merchandise the station owned instead. She agreed, and Rossetta immediately placed a call to Ron Lauer, Arbitron's regional sales manager in San Francisco, telling Lauer he had possession of the diaries. Rossetta then sent them to Lauer's office by registered mail. Rossetta claimed the diaries, if filled out with the correct demographics, could have boosted the station's national revenue by $100,000 to $200,000.

Although Lauer offered no comment on the situation, he did note that he was "very happy" that Rossetta decided to return the diaries.

Larry Manuel, Arbitron's vice president and general manager, said, "We wish to thank the San Jose station very profusely for the return of the diaries to us." Manuel cited two steps in Arbitron's attempt to curb any future tampering with Arbitron diaries. The validation of every single diary placed and a flagging system designed to detect "heavy listening levels" that would cause a sudden increase in a station's ratings are two steps Arbitron will take to prevent unfair measurements as a result of diary tampering, according to Manuel. Arbitron will have to spend as much as $100,000 to implement these and other steps, Manuel noted. When asked what the additional steps would involve, the Arbitron executive declined to specify the methodology. "If those steps were disclosed," Manuel related, "all the safeguards our firm had established in making a fair measurement would become useless." He continued, "We will stop it (tampering), though, because we have to protect our own business and the research business."

The San Francisco incident is the latest diary breach that has plagued Arbitron. KJOU's return of the six diaries comes on the heels of a release of the April/May, 1976 edition of Arbitron's "Ratings Report" which included the San Francisco station's ratings.
<table>
<thead>
<tr>
<th>Number</th>
<th>Artist/Song</th>
<th>Airplay Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1</td>
<td>Rod Stewart</td>
<td>31</td>
</tr>
<tr>
<td>#2</td>
<td>Leo Sayer</td>
<td>29</td>
</tr>
<tr>
<td>#3</td>
<td>Boston</td>
<td>27</td>
</tr>
<tr>
<td>#4</td>
<td>Engelbert Humperdink</td>
<td>25</td>
</tr>
<tr>
<td>#5</td>
<td>Elton John</td>
<td>23</td>
</tr>
<tr>
<td>#6</td>
<td>The Four Tops</td>
<td>21</td>
</tr>
<tr>
<td>#7</td>
<td>Kenny Nolan</td>
<td>20</td>
</tr>
<tr>
<td>#8</td>
<td>Johnny Mathis</td>
<td>19</td>
</tr>
<tr>
<td>#9</td>
<td>John Denver</td>
<td>18</td>
</tr>
<tr>
<td>#10</td>
<td>Engelbert Humperdink</td>
<td>17</td>
</tr>
<tr>
<td>#11</td>
<td>Boston</td>
<td>16</td>
</tr>
<tr>
<td>#12</td>
<td>Engelbert Humperdink</td>
<td>15</td>
</tr>
<tr>
<td>#13</td>
<td>Boston</td>
<td>14</td>
</tr>
<tr>
<td>#14</td>
<td>The Four Tops</td>
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<td>#16</td>
<td>The Four Tops</td>
<td>11</td>
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<td>#17</td>
<td>Engelbert Humperdink</td>
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<td>#18</td>
<td>Boston</td>
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<td>The Four Tops</td>
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<td>#20</td>
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<td>7</td>
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<td>#21</td>
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<tr>
<td>#22</td>
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<td>#23</td>
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<td>4</td>
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<tr>
<td>#24</td>
<td>The Four Tops</td>
<td>3</td>
</tr>
<tr>
<td>#25</td>
<td>Engelbert Humperdink</td>
<td>2</td>
</tr>
<tr>
<td>#26</td>
<td>Boston</td>
<td>1</td>
</tr>
</tbody>
</table>
Watch
THE JOHN DENVER SHOW
This Wednesday, Nov. 17th 9PM/8PM E.S.T.
On The ABC-TV Network

Special Guest: Starland Vocal Band

Stock up now on John's best-selling albums

Jerry Weintraub
Management III

RCA Records
"A Little Bit More" Turned Out To Be A Whole Lot Of Hit For

DR. HOOK

Now, Who's Gonna Get Hooked On Their Follow-Up Single,

"IF NOT YOU"

From Their Album,

"A LITTLE BIT MORE"

Includes their hits: "Only Sixteen" and "A Little Bit More"

Personal Management: Ron Haffkine & Bobby Heller  Capitol  Producer and Musical Director: Ron Haffkine
### Most Added Records

<table>
<thead>
<tr>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>To Never</strong></td>
<td>16%</td>
</tr>
<tr>
<td><strong>A&amp;M</strong></td>
<td>15%</td>
</tr>
<tr>
<td><strong>8%</strong></td>
<td><strong>11%</strong></td>
</tr>
<tr>
<td><strong>Tonight's</strong></td>
<td><strong>12%</strong></td>
</tr>
<tr>
<td><strong>Saturday</strong></td>
<td><strong>16%</strong></td>
</tr>
<tr>
<td><strong>1</strong></td>
<td><strong>6%</strong></td>
</tr>
<tr>
<td><strong>Lost</strong></td>
<td><strong>8%</strong></td>
</tr>
</tbody>
</table>

### Radio Active Singles

1. **Sorry Seems To Be The Hardest Word** — Elton John — MCA/Rocket
2. **To Make You Feel Like Dancing** — Leo Sayer — WB
3. **Saturday Night** — E&W — Columbia
4. **Dazz — Brick — Bang** — Eric Clapton — RSO
5. **I Never Cry** — Alice Cooper — WB
6. **Free Bird** (LP cut) — Lynyrd Skynyrd — MCA

### Radio Active Station

<table>
<thead>
<tr>
<th>STATION</th>
<th>ADDS THIS WEEK</th>
</tr>
</thead>
<tbody>
<tr>
<td>KTAK, 99X, KJIR, KSTP, WPEZ, WGDY, KEZY, WOKY, WNCL, KTAC, XOKO, WLS, WDFH, WMAT, WLAC, WKY</td>
<td>81%</td>
</tr>
<tr>
<td>WKRO, WPGC, WCAO, Q-102, WCAL, WSUI, WNOE, KLEO, KGW, WIKL, WFOM, KTAC, WRFB, WSQA, WQSR</td>
<td>15%</td>
</tr>
<tr>
<td>WMAT, XOKO, WCOL, WGCL, KRBE, WNOE, WHHY, XCPX, WPIC, WPGC, WSNG, WSQA, WLAC</td>
<td>12%</td>
</tr>
<tr>
<td>WCAO, WHDQ, KY, KYJO, WTIX, KEZY, KLEO, WHHY, WGBN, WISM, KJRB</td>
<td>38%</td>
</tr>
<tr>
<td>WQX, WMPX, Z-93, WPIC, WKWE, WDRQ, KILT, WHHY, WING, WSGN, KACK, WOW</td>
<td>37%</td>
</tr>
<tr>
<td>WDHF, WKBQ, 13Q, KRBE, Q-94, Z-96, WIKL, WAVZ, WPLO, WDRC, WQRC</td>
<td>11%</td>
</tr>
</tbody>
</table>

### Secondary Radio Active

1. **I Like Dreaming** — Kenny Nolan — 20th Century
2. **Let's Dance** — David Bowie — RCA
3. **This Song** — George Harrison — Dark Horse
4. **Nights Are Forever Without You** — England Dan & John Ford Coley — Atlantic
5. **Don't Be Denied** — Bette Midler — RCA
6. **I Don't Want To Miss A Thing** — Aerosmith — Warner Bros
7. **Footsteps In The Sand** — Jim Croce — A&M

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**Cashbox**

Cashbox is a weekly music industry trade magazine that focuses on popular music. It covers a wide range of topics, including album and single sales charts, radio airplay data, and special features. The magazine is known for its in-depth analysis and features on emerging artists and trends in the music industry.

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**Cashbox Pop Radio Analysis**

The analysis provides insights into the most added records and radio active stations, helping radio programmers make informed decisions about their playlists. It also includes a section on secondary radio active tracks, which are receiving strong radio support from key secondary market stations.

---

**Radio Active Station**

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- **To Make You Feel Like Dancing** — Leo Sayer — WB
- **Saturday Night** — E&W — Columbia
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- **Nights Are Forever Without You** — England Dan & John Ford Coley — Atlantic
no text available
Boston Epic Epics Epic With Surge

Looking ahead to the top 100

101 \textbf{DO IT TO MY MIND} (Bryter Layter) - JOHNNY BRISTOL (Atlantic 45-3806)

102 \textbf{DUKE OF EARL} (Caravan) - BERGEN WHITE (Private Stock PS 105)

103 \textbf{SLOW DANCING} (Lodestar ASCAP) - FUNKY KINGS (Avis 209)

104 \textbf{OPEN SESAME} (Dylan, 1966) - JULIE & THE GANG (Deluxe 1984)

105 \textbf{MAKE IT UP TO ME IN LOVE} (Springfield, 1964) - GORDON DIAss & PAUL ANKA (Epic 52938)

106 \textbf{SOMEDAY} (B哭泣的燕子 ASCAP) - HENRY GROSS (Lifeline 6014)

107 \textbf{HEART ON MY SLEEVE} (Bryan Ferry) - GALLAGHER & LYLE (AM 1605)

108 \textbf{HEART ON MY SLEEVE} (Bryan Ferry) - OUTLAW (Army 219)

109 \textbf{(SHE'S JUST A) FALLEN ANGEL} (Bob Dylan/Starsongs ASCAP) - STARZ (Casablan 2643)

UA Plans ELO Promo

LOS ANGELES — United Artists Records has launched a major merchandising campaign in support of the new Electric Light Orchestra album, "A New World Record." centered around a new ELO logo, appearing on a wide variety of point-of-sale and promotional items. Radio and TV air dates are also planned as well as an ELO tour set to begin in January.

Island Sets 3 LPs

LOS ANGELES — Island Records has announced the company's first releases for 1976, all to be issued during the first part of November. The three releases are Max Romeo and the Upsetters: "War In Babylon," the James Montgomery Band's "LP entitled "James Montgomery Band" and the first record in the new Island/True North distribution pact, Murray McLachlan's "Boulevard."

Dee, Richards Receives Canadian Gold, Firsts

LOS ANGELES — Two Rocket recording artists experienced firsts last week with awards in Canada for best selling singles, according to Tony King, executive vice-president of Rocket.

Kiki Dee, who has never before received a platinum record, was awarded one for "Don't Go Breaking My Heart," which had sales in excess of 150,000. Cliff Richard, although a top recording and film star for the past 10 years, has never received a gold record in Canada until receiving one for "Devil Woman."

Boston Epic Epics Epic With Surge

Eliciting his belief that Boston's current success will not be short-lived. "We anticipate that if we're doing platinum-plus with this album, we might finally be doing the same with Boston's next LP." In order to solidify the band's market base, Epic is taking the album national air play. First of all, Boston's music seems to appeal to a diverse group of listeners, ranging from the 14-35 age group to those age 35 and older, and the band's following has been growing since the mid-1970s. Epic intends to mount an advertising campaign on "several different media, including TV spots that will make us be on TV, for instance, with Boston in the Christmas selling season; we'll also be on AOR radio and top 40 radio and in press." Secondly, Harris continued, "we need to develop some kind of image for this act to stand against the Strawberry's in Boston for the members of Boston are as people. And the way we're going to do this is through some kind of TV spots and the press, including both print ads and publicity. Boston should not become a faceless entity. We want to make them real people." It will be expected that the group will have any long-term effects on Epic's marketing.

J.C. Penney for $15.98 list items

Prices of Top 5 LPs

Among the top five albums on the CB pop chart this week, there are three double albums. Stevie Wonder's "Songs In the Key Of Life" (#1) and "Blue Moves" (#4) by Elton John lists for $12.99, and the list price of Led Zeppelin's "The Song Remains The Same" is $16.50. Yet, despite this two-dollar range of list prices, the three albums are fairly competitive with one another at a retail level.

The new release by Stevie Wonder was advertised this week at The Coop and at Strawberries in Boston for $17.98, Circle in Cleveland for $9.97, at Sam Goody in Philadelphia for $7.99, and at Giant Department Stores in Washington for $9.99. Last week's #1 album was a double album, Led Zeppelin's "The Song Remains The Same," for $16.50. However, it should be noted that the Sam Goody in New York for $7.99/$9.99 tape.

"Spirit" by EWF, #3 on CB's pop album chart, was advertised in several stores, including Lechmere in Boston for $3.88/$5.48 tape, and at The Coop in Boston for $3.77, at Sound Warehouse in Dallas for $3.65/$4.95 tape, and at Tower in Minneapolis for $3.88/$4.88 tape.

Ads for Boston's debut LP, #5 on the chart, also appeared in several stores, including Lechmere in Boston for $3.88/$5.48 tape and at The Coop in Boston for $3.77, at Sound Warehouse in Dallas for $3.45/$4.45 tape, and at Tower in Minneapolis for $3.88/$4.88 tape.

Boston Ad Proliferate

most recent album for $3.75; the latest release by Stevie Wonder, Elton John (12.98 list) and Led Zeppelin ($11.98 list) for $7.98 each; "Gratitude" by EWF (2 LPs/$7.98 list) for $4.45; At Stewart's catalog on Janus for $3.75 per LP; the debut album by Webster Lewis on Epic for $3.75; six "overrun" for $8.00-$9.99, plus show and soundtrack LPs for $2.99-$3.99, and seven "disco mixes" for $1.99 each. At Music City (3), multi-label sale (including Fantasy, Prestige, Milestone and Artists) for $3.99-$11.98. A "Jimi Hendrix" collection is $7.99/$9.99; Carly Simon and James Taylor catalogs for $3.69 per LP; 16 albums, including the latest LPs by Abba, Bob Marley, Vickie-Soo Robinson, Doobie Bros. and the Ohio Players. The Sound of Philadelphia (6) also offers a "Philadelphia Sound" collection, including his latest release, for $3.69/4.99, and "David Live" (2 LPs) for $6.99/8.99 tape; full-page announcement by Music City and Ampex of upcoming radio show featuring Paul Simon, Randy Newman, and James Taylor; new RCA albums, including albums by John Denver, Paul Parleau/Liege, Hall & Oates and Atco Two-Step, prices not included, and Tom Waits' catalog on Asylum for $3.99/5.69 tape. At The Musicsmith (21), full-page ad promoting "Moving Nights" and "Live" Bullet for Bob Seger on Capitol, price included; and two dozen prominent artists mentioned without referring to specific records or prices. At Record Mart, ten releases on Capitol, including the newest releases by The Band, Led Zep, Steve Miller and George Harrison, for $3.69/4.99; at Tower Records (2 LPs/1962-67 tapes) for $6.88; and the latest release by Stevie Wonder for $7.99/9.99 tape. At Touns, "new releases" for $2.99, and various unspecific albums for $49-$2.99. Six classical records by London, Decca and the TV "Classical Recordings, etc." At The Record Warehouse, four releases, including the latest LPs by David Bowie and Jefferson Starship, for $3.99 each; three albums for $2.99, and four LPs for $1.99. Full-page Warner Bros. ad promoting five records, including the newest albums by Jesse Winchester, Arlo Guthrie and Ry Cooder, at The Coop, Discount Records, Music City and Strawberries. Full-page MCA ad promoting Elton John's "Blue Moves," Lynyrd Skynyrd's catalog, and eight other releases, including the latest LPs by Otis Redding, "Aretha," John Mayer, T-Bone Burnett, Arlo Guthrie and Country music acts. Ted Cole's Music Shop, Everett Music, Jason's and Lynn Music. Full-page A&M ad promoting Peter Frampton's catalog, no specific store tie-ins. Philos Records ad promoting "The New York" albums by John Lennon, "Yoko Ono, "Yoko Ono." The band had appeared over five pages with these features: two-page ad featuring a large cross-section of recent CBS releases tied to "free vacation" contest: full-page ad promoting Boston's debut LP, "Welcome Back to My World.""Continued next pg. 95"
LAVENE & SHIRLEY (Atlantic 3367)
Sixteen Reasons (2:17) (Belinda/Elvis Presley — BMI) (Pot Poets)
Initially released as a double "A"-sided single, this version of the 1960 Connie Francis hit seems to be the cut that's making it. Although this record's main strength is its two zany TV stars, it's showing AM top 40 action in addition to expected MOR acceptance. Debut on the Cash Box singles chart with a bullet this week.

MELISSA MANCHESTER (Arista 2018)
Money (3:33) (White Manor) (Tameiran Music/MississippiMad Music — BMI) (Franks)
Manchester's first single from her new "Help Is On The Way" LP, penned by Michael Franks. Funky horns help up the opening notes. This vocal swings within a rhythmic cage. Already on FM playlists. This record should quickly begin to monkey around on the charts. The arrangement includes some lively piano, riffs, guitar backings and harmonica.

BREAD (Epic 365)
Lost Without Your Love (2:56) (Kalapulu Music — ASCAP) (Gatios)
A fresh slice from Bread from a planned Jan. reunion LP. David Gates' vocal is up front on a tender ballad, with a melodic piano. A euphoric guitar comes in before the break. The Gates production will surely send this record to the top in the future. Also for MOR and FM playlists.

THIN LIZZY (Mercury 475)
Rocky (2:59) (RSO/Chappell — ASCAP) (Lynnott, Gorman, Downey)
Following the top 10 hit "The Boys Are Back In Town," Thin Lizzy comes around with a cut from their new LP "Johnny The Fox." Heavy metal damage occurs early. Some of the guitar riffs are slightly reminiscent of Sparks. The vocal is built in the best rock style. Already on FM playlists, could also make top 40.

DR. HOOK (Capitol 4364)
If Not You (2:59) (MCA Music — BMI) (Locorriere)
The hit LP "A Little Bit More" contains this latest single from Dr. Hook. The LP also contains their last 2 single hits. This song is a ballad with some MOR-type backup harmonies. Steel guitarists build a foundation for a strong arrangement. Adds will be forthcoming on the following playlists: top 40, MOR and country.

BLUE MAGIC (WMOT/Atlantic 4003)
Summer Snow (3:30) (WMOT, Friday's Child — BMI) (Elli, Barry)
Here's the third single from the "Mystic Dragon" LP. Blue Magic builds a nice flavor on a song that says, "When it happens, that's when I'll stop loving you." Soulful rhythms and harmonies keep the group sailing high above the ice. A good item for R&B playlists.

E. E. KING (Atlantic 3359)
Somebody's Knocking (3:16) (Dizzler Music — BMI) (Dizzler)
Horns lead the way as King enters with a crowd of female backup singers. Everyone sings in soulful harmony, "Somebody's knockin', let me in." The arrangement flows evenly with some added spice from a wah-wah guitar, strings and percussion. Guaranteed for R&B playlists.
George Harrison
And Dark Horse Couldn’t
Resist Mo And His
Big Button.

Warner Bros. Records Button Master Mo Ostin was, therefore, tickled near to ecstasy when he learned that George Harrison’s Dark Horse Records wanted most to be distributed by Warners Worldwide.

One might ask why.

Mr. Harrison knows why. Here he explains this sudden turn of events: “There’s no doubt in my mind that Mo Ostin pushes the biggest button in the business. I’ve seen Mo’s button. I’ve actually touched it, and he uses it well!”

We feel certain that George is aware that the reason Mo’s button is so big is that the sales of Mo’s distribution company, Warner/Elektra/Atlantic, surpass the sales of any other record company. A performance that should prove to be instrumental in the success of Dark Horse Records’ artists: Attitudes, Kenny Burke, Splinter and Stairsteps.

“Every year for five years they’ve broken their own sales record…can’t be bad, Squire!” says George.

The Dark Horse Records/Warner Bros. distribution pact is celebrated by George Harrison’s debut single scheduled for release imminently with the album hot on its heels.

And Harrison, who just turned 33 & 1/3 years old, leans back on Mo’s sofa and asks, “Did you know MO spelled backwards is OM?”

Come visit Dark Horse in Burbank.

Distributed by the people with the Biggest Button in the Business.

A Warner Communications Company
One of the best small labels to arrive on the scene in recent years is Concord. The label has started slowly with the emphasis on quality product from the modern mainstream. Now comes the news of a seven LP release for December that will feature a variety of interesting music. Artists involved are Shelly Manne, Louis Bellson, Plas Johnson, Ross Tompkins, Bill Berry's Big Band, an album called Great Guitars featuring Charlie Byrd, Herb Ellis and Barney Kessel and the Soprano Summit (Bob Wilbur-Kenny Davern) live.

Roll Along

Stan Kenton continues to roll along. The latest album from his Creative World label is "Journey To Capricorn." The album was recorded in August and contains arrangements by Hank Levy, Mark Taylor and Alan Yankee. The Creative World catalog — most of which was recorded for Capitol — now contains over fifty numbers. How good to see a music business figure who not only creates solid music, but takes care of business as well.

Frank Foster and his twenty-two piece orchestra featuring Andy Bey, Earl May, Charles Persif and Joe Long perform at New York's Town Hall November 27.

Due any minute from Little David Records: "Hummin'" by Nat Adderley. This is Nat's first album for Little David and is the first by his new band.

ABC Records Plans Crusader Campaign

LOS ANGELES — ABC Records has set an extensive merchandising campaign for the specially priced (39.99 list) double album "The Best of the Crusaders.

The company will be running radio spots on progressive, R&B and jazz stations across the country. The LP will also be an integral part of the label's Christmas promotion where theme is "Our Best to You." Posters and Crusader point of purchase displays will be furnished to various record retailers.

The Crusaders will be spotlighted on the ABC holiday billboards on the Sunset Strip and atop the ABC building in Los Angeles. Print ads will also be taken out for this new album. The group will announce new concert dates shortly.

20 45s Added

21). In the interim, a record has needed adds by a minimum of 25% of our reporters in one week to qualify as the Most Added Record.

On Jazz

Jazz Album Picks


This set from the 1974 Montreux show demonstrates once again that there is nobody quite like Ms. Purim. Surrounded by a rhythm section that includes Airo, Ron Carter, Pat Rebillot and David Amaro, her vocal qualities emphasize that wind-swept quality found in the best Brazilian singers. Her airy yet aggressive scat singing on a tune such as Chick Corea's title track shows her to best advantage but there is a charm and relationship to the entire program here. A solid bet for the Cash Box jazz chart.


This newly recorded set finds Wilson in heavy weight company. The veteran cast includes Harry Edison, Vic Dickenson, Bob Wilbur, Major Holley and Oliver Jackson. Wilbur did all the writing and it shows there isn't discernible weakness in the twelve titles. Indeed the vibrant era of small band swing is alive and well and Wilson's ability as a band pianist is an attractive part of his style. This one will be a must for the over thirty crowd.

Ancient drummer/teacher San Uno hosted a clinic and concert this past week that also included drummers Jo Jones and Freddie Waits.

We asked several weeks ago what happened to the Lester Young set on Columbia that had been in the works for more than two years. Well it has arrived along with four other significant reissues. "Benson Burner" by George Benson featuring his first working band with Lonnie Smith and Ronnie Cuber; "The World Of Duke Ellington Volume Three"; John Kirby — "Boss Of The Bass" and an anthology "50 Years Of Jazz Guitar." This is a most impressive release (all are two-CD sets). Reviews will follow next week.

Nice to see a Tadd DAMON tune "What Ever Possessed Me" on the new Stanley Turrentine album. Damon was one of the greatest modern jazz composers and his work has been shamefully neglected in recent years.

EMI Records Launches Media Promo Pkg

VICTORIA — A month-long multimedia promotion during the Steve Winwood album, "Songs In The Key Of Life," and others, including the latest releases by Diana Ross, Natalie Cole and Hot Chocolate, is currently underway in Australia, according to an EMI Records spokesman.

Press Competition

Radio specials built around telephone interviews and album giveaways will be supported by a joint national television and press competition designed to ensure a high level of consumer awareness and involvement. Fixed promotional elements of 30-second radio buys in key markets, extensive merchandising materials and special representative and retailer incentives complete the package.

TOP 40 JAZZ ALBUMS


This set from the 1974 Montreux show demonstrates once again that there is nobody quite like Ms. Purim. Surrounded by a rhythm section that includes Airo, Ron Carter, Pat Rebillot and David Amaro, her vocal qualities emphasize that wind-swept quality found in the best Brazilian singers. Her airy yet aggressive scat singing on a tune such as Chick Corea's title track shows her to best advantage but there is a charm and relationship to the entire program here. A solid bet for the Cash Box jazz chart.

Anthony Braxton picks 96%

With Mahal Richard Abrams

Montreux #3 — Bill Evans — Fantasy 5150 — Producer: Helen Keane — List: 6.98

Evans' third Montreux album is also his second double LP with bassist Eddie Gomez. While at this point it may be aking too much from the pianist for anything startlingly new, there is always time to ponder the musician's ability to sound fresh regardless of context. With Evans one expects a pure music approach solidly rooted in the jazz piano tradition with a romantic ragas on ballads. He doesn't fail to deliver in this set of eight melodies (two by John Lewis) and his fans will be delighted.


Many musicians have been looking to duet recordings for their post Big Band or the unculturated sound and the ease of experimentation with different styles that this context allows. Braxton on various reeds and Abrams on piano work toward these goals on this album, with a surprising rendition of Scott Joplin's "Maple Leaf Rag" that brings out Braxton's melodic facility and Abrams' cabinet. Another great moment comes as Braxton mimics the pianist's bass lines with a "funky riff played on contrabass sax" (the lowest sound you've ever heard). The direction of Braxton's idiosyncratic compositions also comes clearer with only two interacting instruments.
Relax.
Close your eyes.
And take an
"Imaginary Voyage" with the premiere violinist of the new music,
Jean-Luc Ponty.

Oct 13-14 Sophie's, Palo Alto, California
Oct 15-17 The Roxy, Los Angeles, California
Oct 20-21 Golden Bear, Huntington Beach, California
Oct 23 La Paloma, La Jolla, California
Nov 1 Civic Center, East Lansing, Michigan
Nov 2 Northwestern University, Chicago, Illinois
Nov 5 College of DuPage, Glenn Ellen, Illinois
Nov 6 Oakton Community College, Morton Grove, Ill.
Nov 7/8 Ivanhoe Theatre, Chicago, Illinois
Nov 9 Cactus, Champaign, Illinois
Nov 10 Harry Hopes, Cary, Illinois
Nov 12 Soldiers & Sailors Hall, Pittsburgh, Pa.
Nov 13 Guttenberg Theatre, Montreal, Canada
Nov 14 Univ of Sherbrooke, Cultural Center, Sherbrooke, Canada
Nov 15 Dufur College, Chocotin, Canada
Nov 17 Palais Montcalm, St. John's University, Quebec City, Quebec
Nov 18 College Du Vieux, Montreal, Canada
Nov 19-20 El Macrombi, Toronto, Canada
Nov 21 The Bottom Line, New York City
Nov 22-24 Cellar Door, Washington, D.C.
Dec. 1 Arlington Theatre, Santa Barbara, California
Dec. 2 Pomona College, Claremont, California
Dec. 3 San Diego State University, San Diego, California
Dec. 4 UCLA, Los Angeles, California
Dec. 5 Univ of Calif., Berkeley, Berkeley, California
Dec. 7/8 Roy's, New Orleans, Louisiana
Dec. 9 The King Fish, Baton Rouge, Louisiana
Dec. 10-11 Armadillo, Austin, Texas

Jeann-Luc Ponty
IMAGINARY VOYAGE

"Imaginary Voyage" a trip worth taking with Jean-Luc Ponty.
On Atlantic Records and Tapes
ACT LIKE NOTHING

For the first time in a new album

After Blood, Sweat & Tears, Blues Project, Lynyrd Skyny
Nils Lofgren and The Tubes, it's easy

"ACT LIKE..."
NOTHING'S WRONG... four years –

by AL KOOPER

CONTAINS:
(Please Not) One More Time
In My Own Sweet Way
Turn My Head Towards Home
Hollywood Vampire
This Diamond Ring
She Don't Ever Lose Her Groove
I Forgot To Be Your Lover
Missing You
Out Of Left Field

Produced by John Simon & Al Kooper

Everything's Right On United Artists Records and Tapes
ACT LIKE NOTHING'S WRONG...

For the first time in four years –

a new album by Al Kooper

After Blood, Sweat & Tears, Blues Project, Lynyrd Skynyrd, Nils Lofgren and The Tubes, it's easy.

"ACT LIKE NOTHING'S WRONG"

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I Forgot To Be Your Lover
Missing You
Out Of Left Field

Everything's Right On United Artists Records and Tapes.

Jackson Browne’s long-awaited LP is finally here, and it’s a good one. With all the talk about this record, we expected Jon Landau’s production to be a startling affair, rather, with the exception of a few well-placed backing vocals, it’s fairly straightforward, and presents Browne in an accessibly sensitive light. FM programmers will hit on every cut, particularly the title track and “Your Bright Baby Blues,” which features some fine Lowell George slide guitar and singing.


This album is broken up into two complete sets. The first side comprises Harrison’s own instrumentations; side two is Harrison out on his own. The first set is the more interesting tunes like “Taxman” and “Think For Yourself” (included); as a whole, however, this is an important historical document that’s sure to stir up heavy Christmas sales, especially with the imminent release of new Harrison product.


Charlie Daniels Band’s latest studio album is a collection of nine new tunes that exemplify the best of southern rock. A couple of friends lend support; Toy Caldwell plays a terrific steel guitar on one song and George McCorkle adds a lonesome acoustic guitar on “Billy The Kid,” one of the album’s finest tracks. The rocking “Tennessee” looks to be an FM favorite, and AOR outlets are already picking up on the whole package.

THE JACKSONS — The Jacksons — Epic PE 34229 — Producers: Various — List: 6.98

Under the executive production eyes of Gamble and Huff. The Jacksons have turned out what looks to be their finest record to date. The single “Enjoy Yourself” is currently climbing fast on the R&B charts, and there are a lot more possibilities here for that kind of action. “Blues Away” is an energized cut that makes full use of the band’s harmonic capabilities, and “Keep On Dancing” should get a lot of disco play. This could be their biggest selling LP to date.


Patti Smith’s second LP shows some serious artistic maturation. Her vocal are much more upfront in the mix, and it sounds good. While some will still complain of the lack of melodies, it’s clear that the tunes are there, although they surface through implication rather than direct statement. FM programmers will wear out “Ask The Angels” which, besides capturing much of the spirit of rock ‘n’ roll, is familiar to Smith concertgoers. A four-page booklet of lyrics and poetry is included.

IMAGINARY VOYAGE — Jean-Luc Ponty — Atlantic SD 18195 — Producer: Jean-Luc Ponty — List: 6.98

Jean-Luc Ponty continues to break new ground as one of the finest instrumentalists since Stephane Grappelli’s heyday. His violin work here, particularly on side 2 (a four-part tour de force called “Imaginary Voyage”) is stimulating, inventive, and at once accessible. “New Country,” a tune he debuted on his last American tour, has melody lines that will appeal to rock and jazz programmers alike.

DO I LOVE YOU — Peter Lemongello — Private Stock PS 2018 — Producer: Jay Senter — List: 6.98

Peter Lemongello now that he doesn’t have to sell his own records, is concentrating on his considerable MOR talents, and has turned out quite a pleasing package. Studio ace Michael Melvin produced with care, and Lemongello chose his material from the best pop songwriters around: Sedaka, Randy Edelman, David Pomeranz and Paul Anka. Look for the title track to get heavy spins on easy listening formats, as well as “Where Did We Go Wrong.”

LET’S STEAL AWAY TO THE HIDEAWAY — Luther Ingram — Koko KOA 1300 — Producer: Johnny Baylor — List: 6.98

Luther Ingram has a sweet tenor, expressive, as he handles these R&B-oriented numbers with an easy style. The title cut is a killer, with one of the best ballad hooks we’ve heard in some time. A flute introduction adds a touch of class. Other cuts would be fine for radio; “It’s Too Much” and “Your Love is Something Special.” Great rhythm tracks by the Muscle Shoals Sound Rhythm Section.

ROCK AND ROLL OVER — Kiss — Casablanca NBLP 7037 — Producer: Eddie Kramer — List: 6.98

The champions of the heavy-metal division are back with an album with no surprises, just more solid rock ‘n’ roll. With the recent success of “Beth,” there’s a softer edge to this LP, but the hard stuff has not been neglected. “I Want You” should be a progressive radio favorite, along with “Calling Dr. Love” and “Baby Driver.” Eddie Kramer’s production is good, highlighting the driving underlying rhythms.

UNFINISHED BUSINESS — The Blackbyrds — Fantasy F-9518 — Producer: Donald Byrd — List: 6.98

The Blackbyrds are right in the groove with this one. Donald Byrd’s band’s cover of Van Morrison’s “Brown Eyed Girl” is quite a hit that is guaranteed to provide the hit that the band has been searching for. The title cut is a masterpiece, as is the stylized funk rock that is there, with plenty of variety. “You’ve Got That Something” has the sweet AM sound of this year’s “Happy Music,” and “Time Is Movin’” is just right for disco play. A slick LP, this should appeal strongly to pop and R&B audiences alike.

HOME IS WHERE THE HEART IS — Bobby Womack — Columbia PC 34364 — Producers: Bobby Womack and Muscle Shools Rhythm Section — List: 6.98

Womack’s terrifically expressive voice wraps itself around a couple of self-penned tunes as well as some that could be considered standards. His cover of Sam Cooke’s “A Change Is Gonna Come” is nothing short of beautiful, with his phrasing punching up an already dynamic melody line. He sings a duet with his great female voice on “We’ve Only Just Begun.” Many of these tunes will immediately be played as album cuts on R&B outlets, and the whole package has a good chance to cross pop.


The first album from Melanie in some time, this is a collection of new songs from one of our best folk-rock stylists. The producers have surrounds the tunes with excellent instrumental tracks that are never distracting. “I’m So Blue” is a beautiful ballad that has a very nice sax solo, and Richard Greene lends a capable hand on violin. There’s not a weak song in the package; all tunes are suited for FM play.


LeRoy Hutson, with this LP, shows why he is considered to be one of the best R&B producers around. Self-produced, “Huston II” features tight arrangements, yet ones that avoid any kind of constraint. Hutson obviously is open to influence, and he incorporates jazz and funk chord progressions into a number of extremely listenable tunes, like “Love The Feeling” (good for disco) and “Situation,” an instrumental that could wind up on many jazz lists.


Lemongello now that he doesn’t have to sell his own records, is concentrating on his considerable MOR talents, and has turned out quite a pleasing package. Studio ace Michael Melvin produced with care, and Lemongello chose his material from the best pop songwriters around: Sedaka, Randy Edelman, David Pomeranz and Paul Anka. Look for the title track to get heavy spins on easy listening formats, as well as “Where Did We Go Wrong.”

FRANIE GOLDE — Franie Golde — Atlantic SD 18196 — Producers: Various — List: 6.98

A good songwriter, Franie Golde takes her own material and a couple of great ones from other writers. The title track comes up with a pleasing LP. In the Melissa Manchester style (indeed, she often writes with Carol Bayer Seger), the tunes run the gamut from ballads to MOR pop rock. Look for “Love Is” and “As Long As There’s Music” to get a lot of AOR play. The production was handled well by two teams: Bert DeCoteau & Tony Silvestre and Michael DeLug & Charlie Calello.

Cashbox/November 20, 1976
REGIONAL ALBUM ACTION


At Kovettes in Baltimore, Chicago, Detroit, New York, Philadelphia and Washington, Al Stewart's catalog was advertised for $3.64 per LP. It was promoted at Strawberries in Boston for $3.75 per LP. Since Steward's latest album has climbed to #31 bullet on CB's pop chart, it is not surprising that GRT, which distributes the artist's releases on Janus Records, is supporting it with a print ad campaign. However, since this is the first such campaign which has been mounted for Steward, CB asked Howard Silver, national sales manager for GRT, why the company decided to accept this tactic right now.

"In New York, Silver's began, "the cost of advertising and of reaching the maximum market was so great that the instances where GRT eos in New York is to use print." It was decided to run print ads with Kovettes in the larger five markets for two reasons, Silvers explained. First of all, Stewart's albums have been selling very well in those areas. And secondly, while few urban dwellers outside of New York pay close attention to newspapers, a large group of print-oriented consumers exists in those cities' suburbs, where Kovettes has large stores. Stewart/Arthur is #19 in the list of these art's titles, which Kovettes has made.

"We're at a peak with the Al Stewart album where we must cross him over into the suburban marketplace. And the Kovettes stores in Detroit are in the outlying areas, not in the metropolitan area. There are no Kovettes stores in metropolitan Chicago or Philadelphia, either. There is New York, but New York is a different kind of animal." Asked why GRT chose to advertise all three of Stewart's albums, Silver replied, "On any artist we have who has an active catalog, we always market the catalog along with the latest album. Silver added that this holds true even for an artist whose past L.P.'s have not sold particularly well. Again, he offered two reasons: First, because there are only half a dozen of this type of artist on our label. And second, it's because we've found that whenever an album happens like Al Stewart's (latest LP), we find new followers. And if that new follower is about to buy a (copy of) "Year Of The Cat," we'd hope that he'd buy either one or both of Stewart's previous albums.

"Nadia's Theme" The A&M album entitled "Nadia's Theme," which contains Barry DeVorzon's current hit single, was advertised this week at Sears in Dallas for $3.99/94.99 tape, and at Liberty Pizza in Los Angeles for $3.99-4.99 tape. DeVorzon's solo album on Arista, also called "Nadia's Theme," was promoted in those markets at Lechmere in Boston for $3.88, at Sam Goody in Philadelphia for $3.99, in Seattle for $3.99 without a specific store tie-in, and at Harmony Hut in Washington for $3.99. Last week in contrast, the Arista version of "Nadia's Theme" was advertised in only two markets, while ads for the A&M album appeared in six.

According to Jon Peisinger, director of national sales for Arista, the company held back print ads "until we were in the position at a retail level to capitalize on the advertising. The Arista是一家, "Nadia's Theme," released on October 22, has been on the CB pop chart for only two weeks. Peisinger readily conceded that sales of DeVorzon's solo album are being generated largely by the A&M 45, "We are following the progress of their single very closely. Obviously, the success of our package depends on the success of that single.

Although the A&M album is still farther up on the chart than Arista's LP, Peisinger added that his company's version would surpass the Arista version in the long run, "A&M's edge was only generated because they were able to get on the marketplace a few weeks before us. And as for the single, we really have practically the same version that they do — it's the same artist.

Basically, what we have going for us is..." continued on pg 32.
Ballard, Warner Bros.; Peter Kane and Kenny Puvogel, and the Elektra's ever-witty Mitch Kan-ner. Produced by Jan Bridge (formerly of Metromedia), the show will include sets with aforementioned promo men in Santa Claus drag, wearing football uniforms, and delivering a blowtorch to the audience. When that's over, Mr. Bridge will lead the audience in a sing-along of "Seven Lang-land's Christmas," and the group will live-mix the entire show onto a 20-foot-high screen. The New York office consultant Fred Salem, many of the sections will be taped at the Sam Goody 49th St. store, WNEW-FM, and other locations. The audience will be invited to enter a contest by "freezing" in place and having their picture taken by a professional photographer. The best contest winners will be invited to the television taping of "this show." Also featured will be award-winning performances by Atlantic's Steve Leeds and C.B.
**THE GOODS**

- **Polvdor**
  - Bullet 79 CASH BOX
  - Bullet 83 RECORD WORLD
  - PD 14363 AIN'T NOTHING LIKE THE REAL THING DONNY & MARIE
  - PD 14364 RIDE A WILD HORSE MARLENE DELANEY
  - PD 14361 KING KONG (YOUR SONG) BOBBY PICKETT & PETER FERRARA
- **Oyster**
  - OY 704 SO CLOSE & YET SO FAR AWAY THE STRAWBS
- **Polvdor**
  - PD 14350 LONELY PEOPLE JOE MILLER

**Huge TV audience — Broad Appeal — Heavy Play — major radio — single from chart LP “New Season”**

**Philadelphia breakout — Heavy phones**

**Strong film tie-in — Airplay N.Y. — Pittsburgh, Nashville, Providence, Bakersfield**

**Where you raise your standard of listening**

**Polydor Incorporated**

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A Polygram Company/Dist. by Phonodisc, Inc.
Penney Terms Near; List Price Totally ‘Competitive’

At the same time, however, Peisinger emphasized that "we were investing in an artist with a future. We feel that we have an opportunity to build an audience, and to promote him on an ongoing basis, who has a career ahead of him as well as behind him."

Therefore, Peisinger pointed out, Arista is not involved in tie-ins with Studio 21 or the Barry DeVoronzor as much at retailers as at consumers. The retailer also has a stake in this. For example, in the reject bin in Barry Devoronzor, the retailer will gain as well as Arista. A sampler package such as this is just another way to drive in sales, the only other hand, is a one-shot deal."

What will happen after the current single peaks is that Arista will have the momentum to carry it through Christmas, replied Peisinger. "At that point, we'll be following up from our album."

Showcase Artists

Bob Fead, vice president of marketing for A&M, was equally optimistic about the single's longevity, and also predicted a follow-up single from A&M's album after sales of "Nadia's Theme" fall off. The possibility of a follow-up single from Arista's solo DeVoronzor album doesn't seem likely to him. He said that the feeling consumers were looking for is there, and that Arista is looking for a way to capitalize on it because of the artist who performs it, but because of the material of the album. The implication of his comments is that Arista is not interested in tie-ins, but not, in his opinion, able to maintain its sales on the strength of DeVoronzor's name. However, the A&M album will have a peak this week, and the singles will have to stand on their own respective merits. And from Fead's point of view, that's a primary concern about the outcome. "We have the much stronger name and obviously ours is the album people are going to want to buy," he said.

If this is true, that would result in Arista being stuck with a $6.98 list price to its "Nadia's Theme" LP. Fead answered, "We have a number of artists in the package, and we're really looking to showcase those artists." In order to accomplish this goal, Fead continued, he would like to see the album tie-in use the singles by these artists with the hit single and to market the album at an appealingly low price. "We felt that a $5.98 list would gain us much more acceptance at a retail level, and perhaps motivate people to go on to buying some of the other tracks on the album."

Early Christmas Push

Well in advance of the holiday season in other cities, an unusually large number of promotions have been started by independent labels, or independent ads run by Warner Bros. MCA, A&M, and CBS, appeared this week in The Record of New York City (see boxed sidebar to retail price list).

An important segment of Bennett's record business, according to the band's agent, is to attract the tourist, and most of whom leave town for the holidays in the early part of December. Asked if this fact played a role in the record advertising effort, Bennett replied, "That's part of it — the pre-Christmas rush. The releases are there, and we try to get them out as early as possible, and in their minds so they know what they're buying for people?"
COUNTRY ARTIST OF THE WEEK

Loretta Lynn

The Coal Miner's Daughter — Loretta Lynn, the coal miner's daughter from Butcher Hollow, Kentucky, so dominates the country music field that nearly every major poll selects her as the top female country singer. She has received more awards than any other performer from the Country Music Association, the Academy of Country Music and the music trade papers.

The demand for Loretta's talents is now so great that there does not seem to be enough of her to go around. She appeared on three Dean Martin shows in 1973, and on two more Dean Martin summer shows. She has appeared on NBC's Midnight Special twice, once as a co-host. Loretta was also an opening-week guest on Jack Paar Tonight and has been seen frequently on the Merv Griffin, Dinah Shore, and Today talk shows, as well as Ed Sullivan, Kraft Music Hall, Dick Cavett, David Frost, Mac Davis Show, the CBS documentary program Magazine, and most recently Flip Wilson special Travels With Flip, the 50th anniversary of the Grand Ole Opry, and the Bill Cosby special Cos, as well as numerous other television specials in the past.

In addition, Loretta still keeps up with her 125 concerts-a-year grind. She travels throughout the country in a luxury bus, which logs as much as 150,000 miles a year, and owns a talent agency with her recording partner, Conway Twitty. Her 3,500-acre Hurricane Mills property is now a tourist attraction, complete with camper facilities, and there are rodeos and clothing chains that bear her name.

These things, and more, contribute to the legend of Loretta Lynn. Things such as the Gallup Poll listing as one of the twenty most admired women in the world. In the TV-Q, Loretta held the highest position as female musical performer.

Loretta's autobiography titled Coal Miner's Daughter, co-authored with George Vecsey, has been on the New York Times best seller list for several months and shows every possibility of being made into a motion picture. It follows her life from her childhood, through her early years of struggle, always singing and bringing to the music industry the honesty, sincerity and truth that is the core of country music itself.

A discography of Loretta Lynn's #1 hits is too lengthy to print. Suffice it to say that for 15 years she has had command of both single and album charts, both as a single artist and as a duet with Conway Twitty. Her current RCA single, "Somebody Somewhere Don't Know What He's Missin' Tonight," is now #1 bullet in Cash Box, and her album of the same title is #12-bullet.

Loretta's long-time friend and producer is Owen Bradley, her manager is David Skeppner, and her booking is by United Talent, Inc.

Shure Sets Seminar

NAKSVILLE — The 2nd annual edition of the Soundman's Seminar will be staged in Nashville, December 7-8 by Shure Brothers Inc., Evanston, Ill.

The seminar will cover all aspects of "Providing Better Sound" with lectures and demonstrations by Shure technical personnel. Including Individual and Group problem solving sessions as well as informal question and answer periods.

Anyone working as a sound technician for a country music group is invited to attend. For complete details, call or write: Norm Hesslink, Shure Brothers Inc., 222 Hartrey Ave., Evanston, Ill., 60204. Phone: (312) 869-2530.

Monument To Ship Top 40 Golden Series

NAKSVILLE — Monument's Top 40, a Golden Series featuring the top single hits during the 16 year history of Monument Records, is now being received for shipment to radio stations and distributors. The 40 singles will be sent in a pre-pack to radio stations to update their oldie catalogs.

The Golden Series will feature various artists on the Monument and Sound Stage 7 labels on all types of product — pop, country and R&B — with the Roy Orbison product especially prominent. The release date for the Golden Series is November 15 and a 10 percent free goods offer is available on all initial orders.

CMA (Gr. Britain) Names Winners

LONDON — The 1976 Country Music Association (Great Britain) awards were presented at the association's 7th annual dinner held at the Grosvenor House Hotel in London on November 2. Tammy Wynette, who is currently touring the British Isles, presented the awards and the dinner was attended by over 300 guests from the music industry and the media.

For the first time the awards were geared completely towards the industry, and the list of winners were:

1. Album Of The Year — "Wanted: The Outlaws" — Waylon Jennings, Willie Nelson, Jesse Colin Young, Tompall Gilmore (RCA)
2. Single Of The Year (2 winners) — "Jolene" — Dolly Parton (RCA); "I've Got A Gypsy Woman" — Don Williams (ABC/Anchor).
3. Country Music Disc Jockey Of The Year (2 winners) — David Allan "Country Club" (BBC Radio 1); Tony Adams "Country Friday" (BBG Radio 2).
4. Songwriter Of The Year — Dolly Parton (Carlin Music).
6. Journalist Of The Year (National Press) (2 winners) — Peter Elliott (Times); Bob Hart (Sun).
7. Marketing Campaign Of The Year (Major Record Company) — RCA Records for John Denver campaign.
8. Marketing Campaign Of The Year (Independent Record Company) — Westwood Records for production of British country recordings.
9. Promoter Of The Year — Mervyn Conn (Mervyn Conn Organisation).
11. Founder Chairman's Award (for outstanding services to country music) — Douglas Hespe (BBC Television).

In his speech preceding the awards presentation, the association's 1976 chairman Tony Byworth noted the various US and UK record successes of the preceding months, and had announced that the membership for the CMA (GB) had increased steadily throughout the year.

RCA, NARAS Plan Talent Showcase

NAKSVILLE — RCA Records, in conjunction with the Nashville chapter of NARAS, will showcase RCA recording artists Guy Clark, Dickey Lee and Ronnie Milsap in a show to be held at George Jones' Possum Holler Club November 16 (Tuesday) at 9 p.m. with all proceeds going to support the local chapter of the Recording Academy.

NARAS adopted the concept of showcases as a new way to achieve a twofold purpose, that of raising money to support services, seminars and educational affairs held throughout the year by NARAS for their members, and as a way for labels to present their artists to the Nashville industry leaders and press corps.

The RCA showcase will begin at 9 p.m. with Guy Clark and his band entertaining. Following a short intermission, Dickey Lee will entertain. Headlining the night's production will be two-time "male vocalist of the year" winner Ronnie Milsap, who will close out the evening.

Tickets for the event will be five dollars and can be obtained in advance at the NARAS office at 7 Music Square North.

Louisiana Hayride Records Formed

NAKSVILLE — The Louisiana Hayride has formed a subsidiary corporation, Louisiana Hayride Records, which will be based in Nashville.

The announcement was made this week by Harold Shedd, vice president of Nashville Sound Studios. He stated that his corporation and Hayride-USA, which produces the Louisiana Hayride, are joint owners of the new venture. Offices will be maintained at 1526 Laurel Avenue in Nashville.

David Kent, president of Hayride-USA, will serve as president, Shedd as vice president, William J. Barger, president of Nashville Sound Studios, as secretary and Dannie Hill, treasurer.

Long-range promotion and distribution contracts were signed earlier this month calling for 12 single records and four albums each calendar year. Distribution will be handled by Record Productions of America from their Nashville office.

The opening of a Nashville office represents the first time the Louisiana show has operated outside the state except for road shows which tour the southwest. The Hayride operates in the fashion of the Grand Ole Opry, every Saturday night in a new million-dollar auditorium and restaurant complex near Shreveport, Louisiana. The show is broadcast on W0000, 50,000-watt channel KWKH.
The Tornadoes make a guest appearance on the NBC-TV "Tonight Show" on November 24. This will mark the second time Overstreet has been on the show. Overstreet and his boys will soon be riding to all of their show dates in a brand new Eagle bus which is due for delivery around December.

Recording artist and song writer Patrick Chamberlain, age 30, died unexpectedly October 14 in New York City. Pat had recently signed a recording contract with Edge Records in Los Angeles and had been affiliated with Peer International Corporation as a songwriter. He had been a frequent performer at colleges, clubs and festivals in the eastern United States, and for the past six years he had been a featured artist at the Philadelphia Folk Festival. Official at Edge Records have announced plans to go ahead with the release of Pat's debut single under the label "Save the Last Dance for Me," with all royalties to be donated to a memorial fund in his name.

The "Sheriff," Farro Young, has just completed a commercial for the RC Cola Company titled "Me and My RC.

R.W. and Donna Blackwood and the Blackwood Rhym Band will showcase their act November 28-30 for the promoters attending the International Fair Convention at the MGM Grand Hotel in Las Vegas. The group has added Lee Petrucci, a young stand-up country comedian. The show will be appearing weekly on Jim Ed's syndicated TV show, "Nashville On The Road," and on Jim Ed's traveling show. Jim Ed's personal partner recently expanded in other directions too, when he was signed by the Popular Gospel Stars as their exclusive spokesman. Jim Ed has just recently finished filming television commercials for the firm, which have already begun broadcasting in 22 different states.

The Tornadoes and Charlie Daniels Band have opened two U.S. tour dates, from St. Petersburg, Florida, the EC/CD tour played before a full capacity crowd of 3,500 at the Bayfront Center (total gross $57,000) on November 5. Saturday, November 6, the tour followed the Miami Spartatorium with 17,480 concertgoers (total gross $11,441). The Spartatorium has a capacity of 17,000.

Let My Love Be Your Pillow Ronnie Milsap (RCA)
Sing A Sad Song Wynne Stewart (Playboy)
If Not You Dr. Hook (Capitol)
Old Time Feeling Cass & Carter (Columbia)
Rings For Sale Sammi Smith (Zodiac)
Your Place Or Mine Gary Stewart (RCA)
Miles And Miles Of Texas Asleep At The Wheel (Capitol)
Take These Chains Terry Bradshaw (Mercury)
Lay Down Charly McClain (Epic)
Hey Daisy Tom Bresh (Farr)
Let's Go For A Ride Troy Seals (Columbia)
Storm In Tupelo Diana Williams (Capitol)

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Let's Go For A Ride Troy Seals (Columbia)
Storm In Tupelo Diana Williams (Capitol)

Ordinary Man
Dale McBride (Con Brio)
If You Want To Make Me Feel DelWayne Orendor (RCA)
Hot And Still Heatin' Jerry Lee (H London)
Everything's Gonna Come Up Sherry Myers (MCA)
Honky Tonk Fool Ben Reece (Polydor)
C.B. Savages Rod Hart (Plantation)
A Stranger To Me Maudieysz (Mercury)
Here's To Next Time Billy Larkin (Capitol)
She Taught Me How To Live Again Betty Shaver (RCA)
You're Wondering Why Hank Snow (RCA)
Love At Last Don Evans (ABC/Novak)
Don't Say Love Jimmy Payne (T.A.M.)

24-40 Two- Hours From Tulsa Randy Barlow (Gazelle)
Country Radio Active

most added singles

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1.</td>
<td>Let My Love Your Pillow — Ronnie Milsap</td>
<td>RCA</td>
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<tr>
<td>2.</td>
<td>Are You Ready For The Country — Waylon Jennings</td>
<td>RCA</td>
<td></td>
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<td>3.</td>
<td>Two Dollars In The Jukebox — Eddy Rabbit</td>
<td>Elektra</td>
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<td>4.</td>
<td>Saying Hello — Brown &amp; Cornelius</td>
<td>RCA</td>
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<td>5.</td>
<td>Takin' What I Can Get — Brenda Lee</td>
<td>MCA</td>
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<td>6.</td>
<td>Don't Be Angry — Donna Fargo</td>
<td>ABC/Dot</td>
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<td>7.</td>
<td>She Gives It All To Me — Conway Twitty</td>
<td>RCA</td>
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<td>8.</td>
<td>My Good Things'—s — Mel Tills</td>
<td>RCA</td>
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<td>9.</td>
<td>She Took More Than Her Share — Moe Bandy</td>
<td>Columbia</td>
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<td>10.</td>
<td>Sing A Sad Song — Wynn Stewart</td>
<td>Playboy</td>
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Country Radio Most Added Singles

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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1.</td>
<td>Living It Down — Freddy Fender</td>
<td>ABC/Dot</td>
<td></td>
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<tr>
<td>2.</td>
<td>Somebody Somewhere — Loretta Lynn</td>
<td>MCA</td>
<td></td>
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<td>3.</td>
<td>9,999,999 Tears — Dickey Lee</td>
<td>RCA</td>
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<tr>
<td>4.</td>
<td>Good Woman Blues — Mel Tillis</td>
<td>MCA</td>
<td></td>
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<td>5.</td>
<td>On The Run — Tom T. Hall</td>
<td>Mercury</td>
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<td>6.</td>
<td>Baby Boy — Mary Kay Place</td>
<td>Columbia</td>
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<td>7.</td>
<td>Broken Down — Billy &quot;Crash&quot; Craddock</td>
<td>ABC/Dot</td>
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<td>8.</td>
<td>Bitter Dreams — Emmett Harris</td>
<td>RCI</td>
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Additions to Country Playlists

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<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1.</td>
<td>Who Loves You — Randy Travis</td>
<td>Capitol</td>
<td></td>
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<td>2.</td>
<td>Home Is Where The Heart Is — Bill Anderson</td>
<td>RCA</td>
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<td>3.</td>
<td>You're The Only Good Thing About Me — Bobby Bare</td>
<td>RCA</td>
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<td>4.</td>
<td>Two Dollars In The Jukebox — Eddy Rabbit</td>
<td>Elektra</td>
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<td>5.</td>
<td>Say A Little Prayer — Dionne Warwick</td>
<td>ABC/Dot</td>
<td></td>
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<td>6.</td>
<td>My Foolish Heart — Peggy Lee</td>
<td>ABC/Dot</td>
<td></td>
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<tr>
<td>7.</td>
<td>You Were There — Brenda Lee</td>
<td>ABC/Dot</td>
<td></td>
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<tr>
<td>8.</td>
<td>Win Some, Lose Some — Mel Tillis</td>
<td>RCA</td>
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Chappell Playlists

Religious Song Folio

NASHVILLE — "That Ole 01171 Religion" goes on sale for $3.95, 20 short hymns, is being released by Chappell Music.

NEW TANYA NEW SINGLE SHORT CUT

MCA-40650

TANYA TUCKER

Produced by Jerry Crutchfield

MCA RECORDS
**WELCOME TO MEL TILLS COUNTRY — Mel Tills — MGM MG 1-5022 — Producer: Jim Venneau — List: 5.98**

1976's CMA Entertainer of the Year Mel Tills shows a more classic side than we've been hearing from him this year on his current label. This earlier package contains more of the old Mel Tills sound, especially on "That Woman of Mine," "Heart Over Mind" and his standard, "Ruby, Don't Take Your Love to Town." "Millsap Art Rock And Roll Ruby" is a fifties-style rocker with the Sun Records sound. This LP might appeal to Mel's long-time fans more than his recent progressive sound, and shows another step in the development of a great artist.

**HIGH LONESOME — The Charlie Daniels Band — Epic PE 34377 — Producer: Paul Hornsby — List: 6.98**

The Charlie Daniels Band is one of the better country-rock groups around today, and thisLP shows them off to good advantage. The group is superb instrumentally, as always. "Right Now Tennessee Blues" sounds like a great follow-up single to their recent hit, "Wichita Jail" and "Slow Song" is a beautifully melodic change of pace. All songs are by members of the CDB, and all are perfect for displaying the group's special sound. Sides and airplay should be good, both pop and country.

**A HEAD OF HIS TIME — Roy Head — ABC/Dot DSD 2066 — Producer: Bud Logan — List: 5.98**

On his second album for ABC/Dot, Roy Head delves into a variety of material — and handles all of it well, from the fifties rockabilly style of the "Blue Moon Of Kentucky"/"When My Blue Moon Turns To Gold Again" medley to the country-rock of "Angel With A Broken Wing." Top cuts include the soulful "Georgia On My Mind" and Roy's recent single, "One Night." A heavy pop and R&B influence can be felt throughout the set, which is not only natural considering the pop hits the man has had before turning country a couple of years ago. This LP is included in the new price drop from ABC/Dot.

**10TH ANNIVERSARY — Del Reeves — United Artists LA 687-G — Album Coordinators: Jack Messer and Jerry Seabolt — List: 6.98**

Del Reeves celebrates ten years of dudel-lo do-da-do-da on this collection of ten of his biggest hits. Beginning with his "Girl On The Billboard" in 1965, Del moves through "Belles Of Southern Bell," "Good Time Charlie's" and "Lazy Monkey, Nothing To Me" before getting down to his recent "I Ain't Got Nobody." The only thing wrong with this set is that Dee has had so many other hits that didn't get on this album. It's a can't-miss package that showcases the talents of one of country's top performers.

**AFTER THE STORM — Wynne Stewart — Playboy PB 418 — Producer: Eddie Kiley — List: 6.98**

Wynne Stewart is back with a new hit single ("After The Storm") and a new album of the same title. His first album on Playboy, Stewart sticks to a traditional-country sound, with heavy fiddle and steel, and material like his classic from several years ago, "It's A Such Pretty World Today." His vocals sound wonderful on the cut, "Don't You Know About Me" and "I'm Gonna Kill You." "Big, Big Love" and "Lonely Rain" sound like good single prospects.

**DAVE DUDLEY PRESENTS — Dave Dudley — A United Artists LA 675-G — Producers: Jimmy Key, Jack Key — List: 6.98**

Dave Dudley keeps on truckin' with a package showing a slower, sadder side than we're used to hearing from him. Dudley's rich, deep voice sounds better than ever on sad ballads like "38 And Lonely," "Don't Need The Rain" and "Where Does A Little Boy Go?" Of course, Dave includes a couple of trucker songs — "Texas Ruby" and "Sugariand," which sounds like a good bet as a single. Also interesting is Dave's version of the Eagles' "Lynn Eyes."
Reflections 'N' Black

Judge Frederick Lacy of the Federal District Court of Newark, New Jersey, has again postponed the trial of Frankie Crocker until November 30, 1978.

Bunky Shepard has been hired back at Motown as vice president in charge of promotion, replacing Paul Johnson who recently left the company. Ray Charles' latest, Crossover is rumored to be getting together with RCA Records for a label deal.

Butch Tavares will have to spend approximately ten days in Massachusetts General Hospital next month to repair torn ligaments in his knee. He will be on crutches for an extended period of time.

Far-Out Productions has left United Artists Records and is rumored to be talking with ABC Records.

Vinyl recording artist Doris Troy (and sister of VH Higgins, air personality at WHVR in New York), who sang and co-wrote the classic hit "Just One Look," has returned to the states from England, where she lived for the past several years. She starred in her own television series, was backing vocalist for several well-known artists, and in the words of Ms. Troy, "I have done everything I could do there. Now I have come back to the states to do the same here."

Ms. Troy has signed with Red Fox Management's film, which plans for her in the area of film and television performances. Ms. Troy has an LP being released on Midland International Records soon, entitled "Another Look" and produced by Artie Ripp.

Radio:

Nighttime air personality Larry Joe Williams has left KGB in Los Angeles. Filling his slot will be Lee Bailey, who was most recently at KDAY in Los Angeles.

Bobby Dawson is out as program director at WCBH's FM WJZZ in Detroit. He can be reached at (313) 819-3230.

Bernard Miller air personality at WBOK in New Orleans is now assistant program and music director.

The widely syndicated R&B show Soul Control USA, similar to the show American Top Forty, with Casey Kasem, is doing extremely well. Not only has it signed several R&B formatted stations, but several top forty stations are also airing the 90-minute show. Roy Roy, vice president of the company and announcer, told GB "That for a limited time the show is being offered to stations free of charge." For more details, he can be reached at (503) 232-2216.

Nat Jackson at KNOK in Dallas is looking for an air personality/music director. Send tapes and his resume to his attention at 3661 Kimbro Road, Ft. Worth, TX 76111.

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Motown To Do Disco Film

LOS ANGELES — Motown Productions has purchased an original screenplay entitled "Discothecue" by Barry Arminy Bernstein. It has been announced by红包 Cohen, executive vice president.

The comedy involves the life of a向Westwood-type discothecue.

Cohen claims that a spate of original discotheque songs is being planned for the motion picture.

Wonder Does 'Inner View'

LOS ANGELES — Stevie Wonder will make his first nationally syndicated radio appearance in almost two years on a special Sound Communications production of "Inner View." The two-part presentation, which will begin broadcasting November 29, on over 135 progressive-form FM stations, will feature an in-depth interview with Wonder by host Elliot Mintz.

Early Order

Part one of the program will focus on Stevie's early career influences and will feature early recordings of the classic "The Town Sound." Part two will highlight selections from his new album, "Songs In The Key Of Life."
PATSY-MONICA CIVIC — One of the rowdiest of rock 'n' roll hurricanes spun its way through the Civic yesterday as the long-awaited Pati Smith group provided a capacity audience a raves-up the likes of which may in attendance probably have only rarely seen.

The success of Wednesday's show can be measured by this, and simply, the band's played music that made the audience want to get on its feet and dance. Indirectly, this contributed to the evening's only drawback, as the Civic's muscle-bound security system engaged in several shoving matches with a righteous members of the audience who wanted to enjoy the concert on their own terms.

Despite the sporadic and only minor distractions, the Pati Smith Band, featured were the considerable talents of a spirited and highly capable band, and showcased was one of rock's most intriguing and energetic performing artists.

Pati Smith in the embodiment of the raw, jubilant, sexually urgent power of rock and roll. In interviews she has declared her commitment and allegiance to the art form, in concert Wednesday, she supported that commitment.

Richie Havens/ Graham Parker

THE ROXY, L.A. — Basking in the light of his own renovated career, Richie Havens played to a enthusiastic crowd at the Roxy Theatre last week.

Throughout the middle and late sixties, Havens was a key figure in the long-surviving interpreter of contemporary pop music. At The Roxy, he did not forget his roots, and turned in moving versions of "Just Like A Woman" and "Here Comes The Sun." Havens has always managed to make the listener forget (at least for the moment) his origins, has long since dispelled that past, that guitar work points nuances of melody and lyric that one never knew existed. Importantly, there is very much discussed set of teeth, Havens laid down some engaging between-song patter, drawing spontaneous shouts of agreement from more vocal sections of the audience.

Havens played material from his latest (and first) album for A&M, and the single "I'm Not In Love" was received enthusiastically — his version is much more emotive than the original.

Graham Parker opened the show with hard rock and R&B influenced tunes that have been, and will doubtless be compared to the music of a certain New Jersey singer. His band, The Rumpour, is, remarkably tight, and his growing, raspy vocals, combined with a solid, charmingly elusive stage persona, all made for an extremely satisfying set. Parker played tunes from his recent "Haut Treatment" LP, his drive (and volume) were thoroughly convincing.

JIMMY OWENS

STORYVILLE, N.Y.C. — Celebrating the release of his first album for Horatio to the jazz label manufactured and distributed by A&M Records, trumpet and flugelhorn player Jimmy Owens bowed a four-piece group for a one-night stand here. The ensemble comprised the same people who form the core of Owens' album, Kenny Barron on acoustic and electric piano, Chris White on acoustic and electric bass, and Brian Blake playing drums. They opened their set acoustically with a horn number based on melodies by Charlie Parker, for which the musicians displayed great sensitivity. Owens, Barron and White provided nonstop ideas at a break-neck pace, although Blake seemed to be having a little trouble with the tempo and drum kit.

Solos with the group and an unac-continued on pg 56

Fatih Smith

SANTA MONICA Civic — Although Boston's current single is entitled "My Life," it was the lack of same that caused the New England band's debut appearance here to be less than the spectacular event anticipated.

Brought together under the leadership of 28-year-old Tom Scholz, whose recent rise from MIT graduate, to Polaroid product design executive, to homemade rock 'n' roll star is the music world's Cinderella story of the moment, Boston is a high-energy, volume-oriented quartet that is set apart in its field by an insistence upon harmonies and melody.

At their first album, "Boston," took off on the charts in an unprecedented manner (in its 11th week, it's bullet at #9 in Cash Box), the band's quick upbeat debut at the Civic's first stage show.

Unfortunately, the lack of preparation was noticeable as problems occurred not only in the band's stage presence (Scholz appeared uncomfortably immobile, while bassist Fran Sheehan couldn't stop moving, but also in its attempts at translating what had worked so well on vinyl to the concert format (shear amplified noise took the edge off the man)-- continued on pg 54

Steve Martin/ Liberty

TROUBADOUR, L.A. — Steve Martin, unlike many of his more serious-minded contemporaries, is the epitome of the goofball stuff comedian — an artist not on stage to sell or preach any sociological or political dogma, but rather to have good time doing outrageously silly things.

He was in top form Halloween weekend, playing six shows a night in a sold-out, SRO house. While producing the new material (save for "I'm Not A Cucumber" a new bit consisting of banging one microphone into another's stand), Martin casually worked through his super-repertoire.

I would try to tell you some of his jokes or routines here but, as anyone who's ever attempted to recall one of Martin's stories will confirm, it's impossible to relate and have you understand, much less laugh. Performing sure record contract, Martin's brand of comedy is cemented in the visual, relying on the personal touch. Unfortunately, in a not-so-good night, a comedy routine was not successfully transferred to vinyl.

In addition to being a very funny, "rambling" musician, Martin is also an accomplished juggler and banjo player, getting an opportunity to blend skill and comedy.

Richie Havens/ Graham Parker

THE ROXY, L.A. — Basking in the light of his own renovated career, Richie Havens played to a enthusiastic crowd at the Roxy Theatre last week.

Throughout the middle and late sixties, Havens was a key figure in the long-surviving interpreter of contemporary pop music. At The Roxy, he did not forget his roots, and turned in moving versions of "Just Like A Woman" and "Here Comes The Sun." Havens has always managed to make the listener forget (at least for the moment) his origins, has long since dispelled that past, that guitar work points nuances of melody and lyric that one never knew existed. Importantly, there is very much discussed set of teeth, Havens laid down some engaging between-song patter, drawing spontaneous shouts of agreement from more vocal sections of the audience.

Havens played material from his latest (and first) album for A&M, and the single "I'm Not In Love" was received enthusiastically — his version is much more emotive than the original.

Graham Parker opened the show with hard rock and R&B influenced tunes that have been, and will doubtless be compared to the music of a certain New Jersey singer. His band, The Rumpour, is, remarkably tight, and his growing, raspy vocals, combined with a solid, charmingly elusive stage persona, all made for an extremely satisfying set. Parker played tunes from his recent "Haut Treatment" LP, his drive (and volume) were thoroughly convincing.

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MacDONALD PLAYS AVERY FISHER — Marin/T.K. recording artist Ralph Macdonald recently gave a concert in New York with an orchestra featuring strings and many of the city's top session musicians. Shown back stage after the show (from left) are: William Salter, Macdonald's co-writer and partner at Anbisa Music: Henry Stone, producer of T.K. Records; Macdonald, Sandy Ross, Macdonald's manager; and Ray Caviano, T.K.'s press director.
Bally Delivering Aladdin's Castle'

CHICAGO — In announcing delivery this week of its new two-player flipper pinball, "Aladdin's Castle," a subsidiary of Bally Manufacturing Corporation, emphasized "kickback skill challenges," a new play technique built into the playground.

"Ball crossing A, B, C, D top rollovers when it's Aladdin's Castle is a key scoring advantage. But in order to cross two, three, or all four rollovers, the player must exercise products, by popping the ball back to the top of the panel for a repeat performance roll-down.

"Although thumper bumper action may also kick ball back to the main weapon for kickback success are the flippers," he continued, "and the player gets an assist in flipper imaging from a third extra flipper, located directly above the right twin of the pair of standard flippers, guarding the outsole.

"Among the scoring advantages which depend on kickback skill are extra balls, requiring ball contact with all four A, B, C, D top rollovers when it is; doubled outsole bonus, the double bonus signal lit by ball crossing C, D rollers when it is; and outlane specials, which are possible only after ball contacts both A and B rollovers when it is. However," Calamari added, "hit at A, B rollovers are only the first twist of the key to specials. The special light must also be lit by skill action associated with the new Aladdin's Castle, a double-entry horseshoe alley in the upper left corner of the panel. Ball contact with rollover button at top of alley advances skill-value lights directly below entry to alley, 500 value is lit before each ball is shot, and values advance with each button hit to 1000, 2000, 3000, 4000, 5000, SPECIAL, THE SPECIAL light then remaining until ball enters outsole. Thus, if SPECIAL is lit, after ball contact of both A and B top rollovers when it is, a ball exiting either right or left outlane scores special. The alley buttons not only advance score values," Calamari added, "but also collect hit score value; one shot into the alley lighting SPECIAL, for example, the next roll is predicting the special; and the fact that SPECIAL may remain lit until the ball enters the outsole gives players a chance to score several specials each ball."

Aladdin's Castle, in addition to providing a multitude of challenging scoring features for the player, is housed in a very elegant cabinet of outstanding color and design.

Why Set Up A Pinball Properly? by Bernie Powers

Bally Manufacturing Corporation

It has become more prevalent today that the operator attain the maximum revenue from his machines that is possible in order to ensure his profitability. Responsible people in the industry continue to work and plead with operators to increase their percentage of take or drop low volume locations because, frankly they are not generating a profit. I intend to ask operators to market their pinball machines to generate additional revenues.

I would like to discuss the operating of a pinball under a marketing term called "Produt Life Cycle." Products, like people, have life cycles. A person goes through many different stages from birth to in inevitable death. Unfortunately, we cannot control a person's life or stretch out particular periods as we can in a product which goes through the same type of life cycle - conception, infancy, growth, adolescence, sex, marriage, sale, and death.

The first part in controlling a product's cycle is to understand the essential parts of the cycle. A life cycle of any product can be broken down into six stages that can also be seen on the accompanying diagram. These stages are: Introduction, growth, maturity, saturation, decline and abandonment.

Introduction: The first stage of a product's life cycle comes mostly from the manufacturer of a new product. The pinball may be well known to a location, but a new (or different) machine will have different features added to it. This stage is the most risky and expensive of all stages because, if a machine is not set up or operating properly, it will become a failure. A high percentage of product failures are experienced in this stage of the cycle.

Growth: This is the acceptance stage. The particular location players accept and play the flipper. Both sales and profits rise during this period.

Maturity and Saturation: It is difficult to distinguish between the two for purposes of this discussion. They are two separate stages with sales increasing during the first, and leveling off in the second. It is important to an operator at this point to keep his pinball in these stages to continue profits over a longer time span.

Decline and Abandonment: New machines start their life cycles. Player interest decreases. The sales volume drops. The shape and time span of the sales division. Winner and first runner-up in each division will also receive trophies for presentation to the establishments in which they qualified for the playoffs.

Nearly 2,600 men and women have competed in the first five weeks of the scheduled nine weeks of qualifying rounds being held in 48 locations covering the areas of New Orleans, Aigiers, Abag, Bele Chasse, Gretra, Jefferson, Kenner, and Metairie; and climaxing the week of November 15.

A total of $581 cash, merchandise and trophy prizes are being awarded in the overall tournament.

New Orleans 8-Ball Tourn. Championship Set For November 28 At The Marriott

NEW ORLEANS — Championship playoffs for the second annual $12,000 Greater New Orleans Coin-Operated 8-Ball Pool Tournament will be held on Sunday, November 28 in La Galerie Ballrooms of the Marriott Hotel (Canal & Chartres Sts.) in New Orleans. Start time will be 1:00 p.m.

The event, sanctioned by U.S. Billiards Inc. (Amityville, N.Y.), manufacturers of coin-operated pool tables and amusement equipment, is under the direction of the AMA Distributors, Inc. (New Orleans) and sponsored by Coin-Operated Amusement Game Operators of New Orleans.

In announcing the championship specifics, Robert E. Nims, tournament director and chief executive of AMA Distributors, Inc., indicated that a total of 144 finalists from the New Orleans area would be competing for a share of the $3,550 cash pot. Three class divisions (A, B, C) will be represented by 48 players each, vying for eight cash prizes to be awarded in each division.

'Surfer' 2-Pl. Flipper

CHICAGO — "Surfer," the 2-player version of Gottlieb's successful Surf Champ 4-player flipper, was recently released by the firm.

The attractive design and action-packed features which contributed to the wide acceptance of the 4-player are all present in "Surfer" and geared to capture the 2-player market.

In competing for high score, players have many options to add points including 5 drop targets and 5 star rollovers in sequence for extra ball or special; kick-out hole to advance to 1,000 points for each star rollover hit; plus ways to advance bonus to double or triple value, etc.

Surfer is on the current production schedule at the D. Gottlieb & Co. factory in Northlake.

O'Donnell Testimonial Spurs Heavy Sales of Israel Bonds; Approx. $4 Million Pledged

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CHICAGO — An estimated three-quarters of a million dollars in Israel bond purchases was generated by the recent testimonial dinner honoring Bill O'Donnell, president of Bally Manufacturing Corporation. O'Donnell received the Prime Minister of Israel Medal for "distinguished service to humanity" during the event, which took place on October 25 in the Wellington Room of the Continental Plaza Hotel.

Joe Robbins, vice president of Empire Distribution, who served as co-chairman of the sponsoring Amusement Machine Industry State of Israel Bonds Campaign, indicated that late pledges are continuing to be tabulated.

Among the many large scale contributors who made bond purchases at the testimonial were: Bally Mfg. Corp.; O'Donnell, personally; Arthur A. Young & Co.; Sam Stern, prominent coin machine industry figure; Aladdin's Castle; Stern & Smith Mfg. Co.; C.A. Robinson Company (whose president Al Bettelman and his wife Elise flew from Los Angeles to attend); Williams Electronics, Inc.; Lewis E. Cohn; Steve Lieberman (Lieberman Music Machine); Michigan state Bank; and Al Rodstein of Banner Specialty Co., who traveled to Chicago from Philadelphia to participate. O'Donnell was the honored Abraham Lincoln Marovitz, chief judge, United States District Court, northern district of Illinois — a friend of Bally for thirty years and, like O'Donnell, a veteran of the U.S. Marine Corps. In draping the medal on O'Donnell's shoulders, Judge Marovitz said, "Successful as Bill O'Donnell is, we honor him not for what he has but for what he gives." O'Donnell and his gracious wife, Nikki,

continued on pg. 10.
Powers On Pinball Etiquette

It is not inevitable in a pinball and, surprisingly, can be controlled to some extent. The reason for control is profitability which is essential for a company to exist.

The two most critical stages for an operator are the introduction and growth stages. The introduction stage is left mostly up to the operator with new Bally pinballs. They have already been field tested for profitability. It is essential that the operator set up and level the game to acquire the action that was designed into the game.

A game is levelled by the bottom edge of the cabinet, from front to back and from side to side. This sets the scene for the growth stage that, with proper controls, will help the operator retain his game on location longer during the maturity and saturation stages which follow.

Average Location

Bally ships its pinballs with recommended score cards and playfield set to what could be called the average location. There are many adjustments and alternate score cards which can be used to increase or decrease the percentage of free play. These adjustments can be found in the Bally game manual which accompanies the game.

The idea of percentaging is to attain the optimum player appeal which will hold players’ interest over a longer period of time. A pinball — either too easy or impossible to win on — will not give the player the appeal to continue to play the game in the long run. Relating to that in the product life cycle, it is important that games be percentaged during their growth stage to keep them in the maturity and saturation stage for the optimum period of time when sales and profits are high.

Percentaging is taking the total plays that were paid for and subtracting that from the total plays to acquire the total free plays. Then divide that by the total plays to acquire the percentage of free play. Example: Total Plays — Total Plays Paid For = Total Free Plays

\[ \text{Total Free Play} = \frac{\text{Total Plays} - \text{Total Plays Paid For}}{\text{Total Plays}} \]

The optimum percentage is around 35%, give or take 5%. It can now be stated that a game should be adjusted to the players of the location during this growth stage. Through experimentation — assuming the game is levelled and all features operating properly — adjustments should be made to attain the percentage of free play desired.

The maturity and saturation stages, as can be seen in the diagram, show the peak in the sales curve or largest dollar volume. This is where profit is realized. It would be easy to state that, because of proper set-up and percentaging, the time span would automatically be drawn out during this period. This is a start — and a good one — but the job does not end here.

Maintenance

Throughout, regular maintenance must now be performed. A clean playfield and all features working properly will become a must. The players have accepted and learned the game. The challenge has been percentaged for their interest. Taking away the action or features at this point will create a loss of interest.

The inevitable will set in: decline and

continued on page 21

Midway’s AMAZING MAZE

- 1 or 2 Player Game
- All A Maze Game, Player is Challenged By The Computer
- Over A MILLION Patterns
- Full Proportional Micro-Processor Logic Cards
- Adaptable Time Feature
- 22” Video Color TV Monitor
- Cabinet Size: 36” x 36” x 67” (91.4 x 91.4 x 170cm) High
- Weight: 220 lbs
- Available in Cocktail Table

NEW FROM MIDNITE RACER

Thrilling action matches skills against tight bends... fast strights... S-curves & more for real driving excitement!

- Realistic Engine, Gear & Accelerator Sound Effects
- 3-Dimensional Driving Game with High & Low Gear Shift
- Constantly Changing Race Course
- High Score of the Day Feature
- Adjustable Extended Play
- Adjustable Time Control
- 25” Solid State TV Monitor
- Proven Midway Micro Processor Logic Cards
- Cabinet Dimensions: 36½” Wide, 31½” Deep & 64½” High

LOS ANGELES — Photogenic folks who gathered at Hollywood Wherehouse Records store recently to present Bally Captain Fantastic flipper games to KHJ radio contest winners included (left to right): Ron Fisher, Wherehouse Hollywood store manager; George Buntflui, contest winners; Wayne McManners, MCA Records promotion manager; Bobby Ocean (top), KHJ radio personality; Lee Lubin, contest winner; Steve Sheprio, director sales, promotion and public relations, Wherehouse record chain; and Wendy Wilkinson, promotion director, KHJ radio. Games for the contest were provided by Bally and C.A. Robinson & Co., Los Angeles Bally distributor.

O’Donnell Testimonial

received an exuberant ovation from the capacity assemblage jammed into the huge banquet hall. In his brief address O’Donnell, with characteristic modesty, attributed the success of the bond campaign not to his personal efforts or popularity, but to all who worked so diligently in the drive, particularly Joe Robbins, Samuel H. Millman (chairman) and Milton Karzen (advisory chairman).

Guest speaker at the banquet was Leon H. Keyserling, noted economist and former chairman of the President’s Council of Economic Advisors.
CHICAGO CHATTER

Since this issue of Cash Box was on the press as MOA Expo '76 opened in the Conrad Hilton Hotel (12), a full report will be featured later — but, there was evidence enough (as we observed during the Grand Hall exhibit) that pinball was finding a new lease on life. The exhibit area was the largest show in MOA's history and featured new products, equipment, and exhibits. The best of the exhibited products, according to several dealers, was the new $6500 pinball machine from Williams.

**MINNESOTA MUSINGS**

A PRESIDENT'S CLUB has been approved for the Music Operators of Minnesota by the association's board of directors. Operators, distributors, suppliers, and manufacturers will be eligible for this special category of membership by paying a premium annual membership dues rate. Among the benefits to be announced at the next meeting. Club participants are a special recognition plaque and three full-page ads per year in "Minnesota Operator," O.M.O.'s official publication. In addition, we are told that that magazine has begun advertising and will be sent to all operators and other industry firms in Minnesota, not just to members of O.M.O.

HEATING COMFORTABLY after having been released from the hospital recently is Mike Hannes of Wiyland Amusement. Mike was in an automobile accident, and sprained his neck. Best wishes for a speedy recovery, Mike.

THE DUETSCH WURLITZER phonograph is coming on strong, according to Hanson Distributing Company's Randy Jensen. Randy also notes that they are looking forward to completing their new products, to be announced at the next meeting. Club participants are a special recognition plaque and three full-page ads per year in "Minnesota Operator," O.M.O.'s official publication. In addition, we are told that that magazine has begun advertising and will be sent to all operators and other industry firms in Minnesota, not just to members of O.M.O.

A FINAL DECISION is expected momentarily concerning the location and dates for the Music Operators of Minnesota: 1977 Convention and Show. Still in the running are the Roosevelt Park Hotel, the Holiday Inn-Downtown, and the Leumington Hotel, all of which are near the convention center. But, the decision will be made soon. Details will be announced in the next issue of Cash Box.

THE VACATION FRONT. Mr. and Mrs. Steve Lieberman and Mrs. Harold Lieberman just returned from two weeks in Israel. Mr. and Mrs. Frank Grant, St. Cloud, had a nice vacation in Las Vegas recently. Mr. and Mrs. Saul Pascal from Winnipeg, Canada, just spent a week in Las Vegas.

OUR CONDOLENCES to the family of Arnold Brevik of Watertown, South Dakota. Arnold passed away recently. He was retired after having been in the operating business for many years.

Pinball Setup, Prices to go down

abandonment. In the pinball industry, decline does not mean abandonment, as in most products. A pinball can be rotated or re-introduced to a new location to recreate its life cycle once again.

Decline and abandonment are inevitable at players' tastes and desires change. It is important for operators to notice the signs of decline. Early signs may be noticed by declining sales volume, then the Decline will be noticed by declining sales volume, which in turn is noted by the machine's condition. The Decline will also be noticed by the machine's condition. The Decline will also be noticed by the machine's condition.

The recognition will enable the operator to move the machine to a new location to again stretch out the life of the machine in the maturity and saturation stages. Operators who do not rotate will also find that early recognition of decline in the trade-in volume of the used piece is still at its peak.

Proper set-up, upgrading and maintenance will increase revenues on a per machine basis. Recognition of the machine as a product having a life will help increase the essential element of any good business — profit.

State Association Calendar 1977


Mar. 15-18, Wisconsin Music Merchants Assn., Inc., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.

Mar. 25-26, Missouri Amusement Association, annual mtg., Renaissance Country Club, Swansea, N.Y.

Mar. 11-13, Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.
CASH BOX

NOW HAS
THE BEST RADIO COVERAGE
OF ALL THE TRADES
THAT'S WHAT THEY'RE SAYING

CASH BOX RADIO

CASHBOX POP RADIO ANALYSIS
STATION ADDS THIS WEEK
RADIO ACTIVE SINGLES
ADDITIONS TO POP PLAYLISTS
THE SINGLES BULLETS

SECONDARY RADIO ACTIVE
ADDITIONS TO SECONDARY MARKETS PLAYLISTS

FM ANALYSIS
NEW FM ACTION LP'S
MOST ADDED LP'S
MOST REQUESTED CUTS
PREDICTIONS

R&B SINGLES TO WATCH
MOST PROGRAMMED NEW R&B LP'S
R&B CROSSING TO TOP 40
TOP 40 CROSSING TO R&B
ADDITIONS TO R&B PLAYLISTS

COUNTRY RADIO ACTIVE
MOST ADDED SINGLES
MOST ACTIVE SINGLES
ADDITIONS TO COUNTRY PLAYLISTS
STATION BREAKS
LOS ANGELES — In these days when concert promoters are experiencing big deficits, nobody wants to get involved with a long distance tour, according to LA's Pure Prairie League and Shawn Phillips, stated. "Once a group gets reviewed as having played a half-assed show, it's very difficult to get booked for future dates. Record companies should support their acts on tour, whether they like it or not, because they are the only new product available."

Concert Promotion

As far as pre-concert promotion, Daley has received various responses from the record companies whenever he brought the group on the road. The key is to continue. Daley feels that this attitude is irresponsible and in the long run detrimental to the company itself. He expounded further on the situation: "Record companies must realize that tours are important. They represent the only new business for a band, other than the group, instead of a certain piece of merchandise. Too often record companies and concert promoters work against each other. And the public, the fans, have become too greedy and demanded too much from record companies. Everyone should be working for the same thing, helping to sell the act."

First Clients

Daley has been managing since '56. Two of his first clients were Odetta and Round رض. Sparks. He was also the first to manage John Denver. Daley feels that managers should limit themselves to a small number of clients at one time, in order to maintain the time consuming. You shouldn't try to overreach yourself. The investments are very expensive before you see any results.

Real Expenses

Daley admitted that the real expenses of the rock industry don't begin until the group becomes a major act. At that point the more successful the act, the more expensive the business becomes. It's necessary for stage effects and advanced sound systems. However there is a considerable distance a group has to travel before getting into the major act. Daley pointed out that major tours are not the only answer to a group's growth. "A long tour, a long time, is not an answer, but an enthusiastic about going back into the studio. For a new LP, you have to record about 30 songs and pick out the two for the time. When you choose the single, you have to try and decide what the radio programmers will like."

Pure Prairie League

After Pure Prairie League completed the LPs "Two Lane Highway" and "If The Shoe Fits," a new direction was deemed necessary. They considered going rock and roll but as dynamic as they were, it would have been. Daley arranged for the group to change producers — from John Boyle to Alan Abrams. The switch almost caused the group and manager Daley to go their separate ways. "The change brought about an increase in the group's concentration to their old producer. That natural loyalty did cause some problems. The group felt comfortable with Boyle. As a friend they didn't want to insult him."

Variety Artists

Pure Prairie League also completed nearly a million in concert last year. They're doing better financially than similar groups like the Osmonds. One of the pluses for Pure Prairie League is their booking agent. Variety Artists, Variety operates out of Min-

Managers' Notes

Pete Rudge, manager for the Rolling Stones and Lynyrd Skynyrd, reports that he has been working with the American TV networks to discuss plans for a Stones TV concert special, which was filmed at the Knebworth Music Festival this past summer. The program will probably be an hour and it will be ready for broadcast around February. Mick Jagger has also been in on the network discussions. The Stones' live LP is planned for an early spring release. The LP track list will come from 3 years of live tape, which cover 100 concerts. Lynyrd Skynyrd will go into Criteria studios in December to record their next LP, to be produced by Tom Dowd. "As the producer, I will be with most of the band during the next tour, helping to write songs and encouraging other new projects, including another record deal released."

Record Labels

Bunetta feels that the major record labels help the concert promoters in the long run. They don't really see a conflict between the two groups. He explained: "You really can't expect a major push from the record company with new product. Of course, your rapport with the record companies is a major factor. Everyone involved — the manager, the artist, and the record company — have to coordinate all of his activities very carefully. I'm on the road, usually 3 days a week. I take the time to see the time of the regional record company representatives. It gives me an opportunity to see how my artist is doing on tour, and also how our product is selling in that particular area. It's better for me, as a manager, to know these things firsthand."

For Bunetta the essential problem needed for new product release depends on the artist's support in a given market. For Jagger, the support is a higher concentration of popularity in Chicago than in San Diego. Therefore, there would be a higher level of new material for the Stones in Chicago. Bunetta pointed out, "It sometimes happens that a group will get booked into a larger hall because they had one successful LP, or even just one successful single. There is usually some difficulty in selling that type of concert. Artists, without a strong foundation, can quickly get into trouble by trying to overextend themselves. You have to build a foundation gradually, and if you're doing good business, groups will find that they have trouble getting future bookings."

The personal relationships and commitment among managers and clients is most important for Bunetta. He elaborated on the relationship that he has with his clients: "When John Prine often say me about song and album concepts. Communication is very open. A manager should share all of their clients' plans, and not be afraid to have a lot of personal attention in order to develop their style for a larger audience. Developing an artist takes a lot of time and work. Without achieving record sales success, both Prine and Goodman are headline-artists."

Self-contained

Bunetta believes in having his office self-contained. By Miller is in the in-house attorney's office for the tour and all other business for national tours. (Recently Bob Dylan borrowed the bus for his famous Rolling Thunder Revue.) Tom King has been managing the band for 4 years. Bunetta Management has been in California for 2 years now, before that, they were for 8 years. The physical ground includes the being the Young Rascals' road manager and also an agent for CMA.

Bunetta also manages the Warner Brothers recording act Crackin'. Their new album, '77, is very different from his other two clients, Prine and Goodman; the group's style is similar to the Rolling Stones. They have a real problem in handling a different type of act. Bunetta replied, "We will be dealing with basically the same promoters. Most promoters handle a variety of acts. The staging will be very different for a different member. There will be a larger road crew. But there will be a bigger road crew. And there will be a lot more to oversee. I will be along for most of their tour."

Bunetta seems very enthusiastic about his new Crackin'. "Throughout the first tour of the Polydor label, there was no commitment from the follow-up a follow-up. There was not enough money to promote the group..."

Confrontation

Bunetta has a daily confrontation with his artists. He stated that he doesn't face the same problems that other managers have. He feels that his artists have a good outlook on record companies. Bunetta remarked, "It's always been terrible with Kama/Atlantic. Their company is very family oriented. I don't get weird phone calls at 2 in the morning. I've been with them for 7 years and all our clients who have very business-like attitudes. That gives us more time for projects, instead of being a babysitter to the artists of the Crackin' group live in a 28-room house that has its own recording studio.""
THESE DAYS A HARD MAN IS GOOD TO FIND.

This is no soft spoken straightman with a song and a prayer. This is a man with muscle who laces you with every vocal hook he throws. Meet Roger Troy. A stablemate of James Brown, Jerry Garcia and Michael Bloomfield. A songwriter for Tracy Nelson, Michael Finnegan and Jose Feliciano. Listen to his debut album. You'll hear immediately why Roger's years in the background will lead to a lifetime of success out front. Roger Troy. Absolutely unheard of. In more ways than one.

Includes the single "Don't Put The Blame On Me Baby"

Produced by Mike Lipskin

RCA Records
Executive On the Move

Goldman Joins Rosenfeld - Larry Goldman joined the public relations firm of Stan Rosenfeld & Associates as vice president. He resigned as vice president of Jay Bernstein Public Relations where he had been for the past three years as a freelance executive.

Williams Leaves UA - Thom Williams, director of creative services for United Artists Records, announced he was leaving UA this week to pursue further interests in the record business. He will announce his new affiliation next week.

Marcus Joins Fantasy - Cristie Joy Marcus has joined Fantasy as associate national promotion director. She comes to Fantasy from KSAN-FM, where she was librarian/music director.

Kingh Extis Sutton-Miller - David Kingh has left Sutton-Miller Ltd., where he was general manager and head of promotion and sales. Kingh has announced his new plans. He can be reached at (213) 659-2516.

Boston Shocked Epic

philosophy? "I would say no," replied Harris. "Although Boston is not a fluke, it's a rarity. It's as if you attempted to build your marketing module on what happened to the Beatles; and I don't think you can do that. I don't mean to compare Boston to the Beatles, it's hardly possible. But it is a phenomenon in its own right. And you don't look to that to generate..." for the exceptions to the them.

Diary Tampering

Memphis market report by Arbitron because of an investigation of temporarily tampering activities that might, in that city it was determined that the group's management decision must be reproposed, deleting certain diaries that the firm felt had been tampered with.

Steve Martin/Liberty

throughout the evening. A regular this past summer on Johnny Cash's show as well as a frequent guest on the "Tonight Show," Martin's national TV exposure, the recent rhythm and thematic schedule of concert appearances, will push him to the top of his genre in no time.

Opening set and Liberate's musical amalgamation inspired by influences ranging from Bob Wills' country swing to the Manhattan Transfer's be-bop vocal phrases.

Momentum

Starting off the show with seamy, jazzed-up vocals by group member Jan Garber, the six-piece band picked up momentum toward the end of his brief set with country number "Shoeshine." The group's polished vocals of Liberty's Danny Wheatman. Hailing from Aspen, Colorado, and described by one person as the "architect" of a new group exhibiting the kind of stage zest and verve that, once experienced, is effective.

Additions To Pop Playlists

KESQ-FM - STUDIO CITY - JOSH TULL
KMRX - ST. LOUIS - KOWALSKY
KEZTV - SAN ANTONIO - S. SMITH
KLIF - DALLAS - S. SMITH
KGRX - LOS ANGELES - S. SMITH
KTXL - SACRAMENTO - S. SMITH
Learning...
CASH BOX INTERNATIONAL

RCA's Peter Harding Details Australian Music Explosion by Robert Rohwer

LOS ANGELES — Peter Harding, sales manager for RCA-Australia, feels it's most unfortunate that Australia has been outdistanced by her American rival nor he manager consider the Australian music market viable. 

"With a population of 14 million people, Australia sells more records per capita than any other country in the world."

Visiting Southern California, following an extensive tour of the country, trip through Canada and a stay in Nashville during the CMA convention, Harding explained to Cash Box that his mission during the current trip to North America was to represent Australian country music. 

"At the present time, country music isn't very big in Australia," Harding noted. "But by far the biggest country personality is Charley Pride. While he's got only one hit single, 'Kiss An Angel Good Morning,' he's been successful because he's really worked at making Australians aware of and interested in country music.

CMA Began Five Years Ago

Australia's own CMA began a short five years ago under the direction of Mr. Elliott, general manager of 2TM Radio. RCA was the first major Australian record company to get behind the fledging organization. 

"Bob Cook, managing director of RCA-Australia, was the guiding mind behind Australia's first CMA," Mr. Elliott said. "Though Bob is an international board member of the U.S. CMA, Australia's version is a separate entity entirely. Our country music month is January and this year's awards ceremonies will be held January 28-30."

While country music is just beginning to get a toe-hold on the Australian market, pop music is rapidly scaling the heights of acceptance. Harding likened the current surge of local bands making good to the phenomenon that was England in the early '60s. 

"All Australian kids are aware that there is easy money to be made in rock 'n' roll if they can make it. The big thing, though, is to have one in each major Australian city, and our pressing and distribution locations, the RCA Pop CMA has an agenda; the upcoming year is to explode local talent."

Interestingly, in the last nine months, the company has trimmed its roster from 35 to 5. "It seemed to us that we had too many borderline artists in the group," Mr. Elliott explained.

Eurodisc Rebuilds Production Dept.

PARIS — Eurodisc, French label of Ariola's group, has reinforced its production department under the responsibility of newly-appointed Jacques Chabron. 

Created three years ago by Rene Cauchon, the company has imposed itself on the market through its classical and background catalogs. Today, Eurodisc is building its impact upon an instant success for new, promising and exploitable ideas suited to the French market and, eventually, the international scene.

LBR Winds Up World Tour In U.S.

SYDNEY — An appearance at the prestigious Bottom Line in New York will be the highlight of the 1976 tour of the new Australian band with the lead singer, LRB, which are presently on the road touring France's major cities, introducing their new albums.

Japan Tape Prices Spark War

In the ten years since music tapes were first sold in Japan, the Japanese consumer has not only learned to accept the compact disc, he has begun to demand it. The result: the product has grown from an unstable commodity status to an established marketable one. Consequently, Japan's Record Retailers' Union (JRRU) has demanded that manufacturers reduce the wholesale price of tapes to make them equitably priced and to sell record prices.

Until last year, all of Japan's manufacturers had refused to yield to the retailers' demands. The Polydor company finally reduced its wholesale price to 70 percent. With the Polydor move, the JRRU its strength in demand to other manufacturers but with no results. As a result, the JRRU, at its recent general meeting, decided upon a countermeasure of pushing tapes manufactured solely by Polydor.

EMI Dominates UK 3rd Quarter

LONDON — EMI continued its strong showing in the UK as it once again emerged as the leading company in terms of total sales for the third quarter (July-September) of 1976, according to figures recently released by the British Market Research Bureau.

EMI increased its leading percentage in the singles market from last quarter's 16.5 to 24.7 percent. CBS finished second with 12.2 percent, followed by Phonogram, 8.4; Pye, 9; EWA, 7.6; Polydor, 6.7; and Island, 6.5.

Both the CBS and Capitol labels garnered 6.2 percent of UK singles sales. They were followed most closely by Pye with 6 percent; EMI, 5.8; Epic, 5.5, and Rocket, 5.4 percent.

Continuing its dominance, EMI had a whopping 24.3 percent of album sales in the UK during the third quarter. This compared with 17.4 percent the last quarter, while EWA was EMI's closest competitor with 10.3 percent, followed by CBS, 9.9; Phonogram, 9.4; Polydor, 7.8; Decca, 7.3; and RCA, 6.7 percent.

Capitol once again was the dominant label, taking 11.8 percent in album sales with 8.8 percent. CBS finished second with 6.1 percent followed by RCA Victor, 5.8; and Polydor with 5.1 percent.
RPM Sponsors Buyers Conference

TORONTO—The Talent Buyers Conference, sponsored by RPM Music Weekly, was held in this city at the Hotel Toronto Oct. 29-31 and attracted top personnel from the live entertainment field from all parts of Canada.

This first annual conference is an extension of the campus-oriented Canadian Entertainment Conference put together by Joe Recchia in past years. The three-day conference included panels moderated by experts in the Canadian music industry. Seminars included discussion on such topics as record company promotion, women in the industry, A&R and record production, national tours, careers in the record industry and a panel entitled “The Twelve Way Street—From Pre-Contact to Post Encore.” Moderators included Johnny Murphy, Marg Topping, Tom Williams, Mel Shaw, Ron Scribben and Richard Fohn.

Also speaking at the conference were Jim Henning of Waymark Reid and Co. and Ariene Ezrin, head of the Speakers Guild of Canada.

A number of acts were showcased in the evenings, including Tesla, China, Robbie Roxx, Future Shock, James Ackroyd, Attic To Handle

Greedy in Canada

TORONTO—Hollywood’s Greedy Records and Toronto’s Attic Records have recently completed contracts giving Attic exclusive Canadian distribution rights to the Greedy roster.

The first release is “Greedy For Your Love” by Donny Gerrard, former lead singer of Skylark, the Vancouver band that scored internationally with “Wildflower.” Written by Henry G. Marx and Robbie Buchanan, a fellow Canadian, the single qualifies as Canadian content under Canadian broadcasting regulations. Gerrard’s debut LP is being rush released and he will be appearing on a number of Canadian television and radio shows during an upcoming promotion trip to Vancouver and Toronto.

Concurrent with the record deal, a publishing agreement between Attic Publishing Group and Greedy Music (ASCAP) and Joyfully Sad Music was completed.

London Recording Session Over; December Release Set For Le Orme

MILAN—Le Orme, one of Italy’s top pop acts, has recently completed recording its new album at Vangelis Papathanasiou’s studios in London. It is expected to be released in Italy in December.

The group has been popular in Italy since 1978 when the success of its “Collage” LP opened up a new market for农副产品, quality pop products. That record was foreshadowed by a string of hits (both singles and albums) for the group, up to its “Smog-magica” LP, recorded last November in Burbank, California. It was released around Christmastime and has subsequently enjoyed a ten-month run on the Italian album charts. Le Orme is presently represented in the Italian top ten with its latest single, “Canzone d’Amore” (“Song Of Love”).

Le Orme began its career in 1967 with a couple of minor hits. The group’s line-up was then reduced to three members (Tony Pagliuca, Aldo Tagliapietra and Miki Kei Ross) who concentrated their efforts on reproducing the sound of British progressive rock, adding their own melodic approach and soft arrangements. Early this year, guitarist Germano Serrafin was added to the band.

The group signed with Phonogram in 1970 and has since released six LPs, including a live one, plus a special compilation for the U.S. market (“Beyond Leng”). The English version of its “Fionata & Sorona” album was issued in Great Britain by Charisma. During its career, Le Orme has been awarded two gold LPs by Phonogram.

EMI-Holland Expands

THE HAGUE—EMI-Holland (Bovema, Negram and Delft) has taken over the entire Holland music catalog, Cabaret artist Henk Elsink’s repertoire will be handled by EMI Bovema while the “Bomans” catalog will be exploited by Negram. The company is also planning to release material previously unexploited. Negotiations were completed with Van Workum, BAB Holland, and Kick Klimbee and Geo Don Daas, EMI Holland.

International Executives On The Move

Intersong Tabs Beck—Ronnie Beck has been named chairman of Intersong Music Ltd. effective December 1. A veteran music publisher, Beck served 12 years as director of Feldman Music, now part of the EMI Publishing Group, until he left to join the publishing firm of Feldman and Levy. His appointment was scheduled 18 months ago. Adrian Rudge will continue as managing director of Intersong Music.

CMRRA Makes Appointments—Cyril Devereux, who recently retired from the management of Chappell Music, was appointed general manager of the Canadian Musical Rights Association Limited (CMRRA). Devereux is the director of the Canadian Music Publishers Association and a director and president of CAPAC. A Mail of Attic Music Publishing Group was appointed president of CMRRA.

Offermann Johns Distal/Disc Jockey—Poia Johnoffen, until recently commercial director of EMI-Odeon, joins Distal/Disc Jockey, the independent group of labels headed by Jose Calvo, Alfredo Raimondi and Leonardo Verte.

Dugdale Takes Rocket—Gus Dudgeon, a director of the Rocket Records and Rocket Music since their formation in 1972, resigned his directorship in both companies this week, returning to freelance production.

Australian Explosion

The very intriguing controlled, London.

Arlene Murphy, Joe Post record experts parts Publishing (Denmark). A

The Hague—W.EA Holland is currently experimenting with public films screening in 40 cinema houses. These are 21 second spots for three albums: Herbie Mann’s “Herbieriapia,” Maggie MacNeil’s first LP, and “20 Original Dean Martin Hits.” WEA is also planning a VCR video service for record dealers with 30 minute programs of local as well as American artists.

Worldwide success of Abba,” Harding said. “For it wasn’t for the initial success of the group here, who knows what may have happened.”

Abba Outsells Beatles

Abba is Australia’s biggest selling recording group ever, according to Harding. Harding said the band is bigger than even the Beatles. In fact, the group’s “Fernando” replaced the Beatles’ “Hey Jude” as the longest running number one on the Australian charts, approved of Ray’s Records when that organization ran a record 14 weeks. At one time, the band hit five albums in the top 40 and three of those went to number one.

Other top international stars in Australia include the Eagles, Doobie Brothers and Fleetwood Mac. Recently, 93,000 people witnessed a television, outdoor concert at the Sydney Opera House. The only other artist that could top that figure, according to Harding, is Elvis Presley.

“Elvis has never toured Australia,” Harding said. “But he, more than anyone else, has managed to occupy the Australian music scene today, who the Australian people want to see.”

Stevie Wonder’s success in Australia comes only as a pop artist, Harding said, as most radio stations are reluctant to play any soul music unless it’s pop soul.

“There are no specialized soul radio stations in Australia as there are here in the States,” Harding explained, “so soul music is almost entirely restricted to the disco. And while the disco is a good music medium in Australia, only in isolated cases does it successfully break a record. The soul holds true for the Australian club scene.”

Television is Key Medium

Television, however, is the key medium for pop music in Australia according to Harding. Even more so than radio, television attracts the music listener.

“Australian television is very oriented towards pop music,” said Harding, “as there are currently three vital shows on the air – “Pop Magazine,” “Sounds Unlimited,” and “Countdown” — devoted to the music scenes. Australians will turn to their televisions rather than to their radios to catch new groups.

Because of this major visual influence, Harding stressed the fact that television promo clips are perhaps the most important aid in helping to break a new artist, as presently no part of the country is without television coverage.

Radio’s 20% Rule

But while television may be of uppermost importance, breaking an international artist on the Australian market, radio play is still the key to a local artist’s success, thanks to its local pull, to the Australian government.

“Australian radio is controlled, completely under the control of the country’s government,” Harding explained. “There is a 20% law which when translated means that 20 percent of all that is played on Australian radio must either be recorded, written or performed by Australian artists.

This ruling, coupled with television’s extraordinary interest in pop music, as well as a growing national pride as Australians become more aware of and interested in their music, means that the Council has given rapid rise to the Australian artist and his expanding music market.

Currency Exchange Rates

This information is applicable to Independent trading on a low-volume basis; according to the exchange rate of one million dollars will only change devalued rates. These figures compare against the U.S. dollar as quoted by Bank of America, November 11.

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<tr>
<td>Peso (Argentina)</td>
<td>$1.6275</td>
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</tbody>
</table>

Cashbox November 20, 1976
Argentina

1. Porque Te Vas - Jeanette - Microfon
2. Escalvo Y Amo - Los Monigotes - CBS
3. Mi Promesa - Pomada - RCA
4. Doce Cosas - Los Terricos - EMI
5. Me Quedo En El Bar - Los Incasundos - RCA
6. Enamorado Mia - Raul Abravanel - CBS
7. Te Que Quiero Tanto - Mariola Otero - RCA
8. Zamba Para Olvidarte - Daniel Toro - Microfon
9. El Amor Duele - Jose Zavala - Polygram
10. Tu Donde Estas - Miguel Gallardo - EMI
11. No Se Si Te Amo - Sargenteno Deniz - TK
12. Tu Amor Junto A Mi - Batallon Mermelada - Music Hall
13. Levantate Y Batlla Boogie - Silver Convention - Music Hall
14. Historia Tras Una Mancha - Quique Villanueva - RCA
15. Tema De S.W.A.T. - Rhythm Heritage - Music Hall
16. Mis Coches Mi Nia - Blue Caps - Philips
17. Adios John, Paul, George Y Ringo - Los Barbaros - EMI
18. Navigando - Sabu - Microfon
19. Carlo La Voz - Creation Clearwater Revival - RCA

Top Ten LPs

1. El Amor - Julio Iglesias - CBS
2. En Tu Piel Los NH Postivos - Selection - Music Hall
3. Primavera En Marzo - Selection - RCA
4. Bell Beat - Selection - Polydor
5. Domingos Para La Juventud - Selection - CBS
6. Hoy Una Especie De Silencio - Carpenteros - EMI
7. Esto Es - Chebiba - Polydor
8. Los Mas Grandes Exito's - Teen Tops - CBS
9. En America - Katunga - RCA
10. Por Siempre - Nina Bravo - Polydor

Holland

1. Heaven Must Be Missing An Angel - Tavares - Capitol
2. Mon Amour - GNZ - Negram
3. Daddy Cool - Bonny M. - Hansa
4. Play That Funky Music - Wild Cherry - Epic
5. The Best Disco In Town - Ritchie Family - Philips
6. Chanson d'Amour - The Manhattan Transfer - Atlantic
7. Price Of Love - Bryan Ferry - Island
8. Dido Little Lady Dance - Tina Charles - CBS
9. Invincible Andie - Andre van Duin - CBN
10. Disco Duck - Rick Does & His Cast Of Idiots - RSO

Top Ten LPs

1. Songs In The Key Of Life - Stevie Wonder - Boerema
2. Let's Stick Together - Bryan Ferry - Arica
3. Long May You Run - Still Young Band - WEA
4. Troubadour - J.J. Cale - Phonogram
5. River Song - George Baker Selection - Negram
6. Treemonisha - Houston Grand Opera - Polydor
7. Chicken Skin Music - Ry Cooder - WEA
8. Once Upon A Time In The West - Ennio Morricone - Inelcc
9. Arrival - Abba - Polydor
10. Ei - Akira Man - WEA

Italy

1. Margherita - Riccardo Cocciante - RCA
2. Lo Sindrome - John Miles - EMI
3. Linda - Pooh - CBS
4. Amore Mio Perdonami - Juli & Julie - Yes
5. Amore Nel Ricordo - Bottino Dell'Arte - EMI
6. Squalificato - Adriano Celentano - Clan
7. Tu E' Cosa? Sia - Franco Corelli - RAI
8. Europa - Santana - CBS
9. Lonely Summer - Paco Andorra - WBK
10. Canzone D'Amore - Le Orme - Phonogram

Top Ten LPs

1. Concerto Per Margherita - Riccardo Cocciante - RCA
2. Via Paolo Fabbri 43 - Francesco Guccini - Columbia
3. Pochlover - Pooh - CBS
4. Arabi Nights - Ritchie Family - CBS
5. La Torre Di Babele - Ennio Morricone - RAI
6. Deaire - Bob Dylan - CBS
7. Rebel - John Miles - EMI
8. Leggenda - Santana - CBS
9. Trouble Maker - Roberta Kelly - Durium
10. A Love Trilogy - Donna Summer - Durium

Australia

1. Let's Stick Together - Bryan Ferry - Island
2. Dancing Queen - Abba - RCA
3. Mississippi - Pussycat - EMI
4. We're On - David Dundas - Chrysalis
5. Don’t Go Breaking My Heart - Elton John & Kiki Dee - RCA
6. Black Is - Cliff Richard - EMI
7. Don’t Wanna Be You Again - Baby Doll - ABC
9. Blue Jeans - Skeletah - CBS

Top Ten LPs

2. Let's Stick Together - Bryan Ferry - Island
3. Beautiful Noise - Neil Young - CBS
4. Dirty Deeds Done Dirt Cheap - AC/DC - Albert
5. Dedication - Bay City Rollers - Bell
6. Take It Easy - Ol'Skool - Mushroom
7. Alice Cooper Goes To Hell - Alice Cooper - Warner Bros.
8. Pleatwood Mac - Premiere
9. The Best Of Abba - RCA
10. A Little Bit More - Dr. Hook - Capitol

Japan

1. Pearl Colour Ni Yurete - Momoe Yamaguchi - CBS
2. Anato Dakewo - Teruhiko Aoyi - Teyichiku
3. Ochiba Ga Yukimi - Akira Fuse - King
4. Love Is Blind - Janis Ian - CBS
5. Kitano Yadokara - Harumi Miyako - Columbia
6. Yuruer Manasashiki - Kiyoko Ogita - Kitty/Polydor
7. Sayoko No Ichiyo - Hiromi Ono - CBS
8. Shinyouju - Goro Noguchi - Polydor
10. Abayou - Naoko Ken - Cannon

Top Ten LPs

1. Hajimoto Bokudesu/Higashinurumayaonodo - Chuo Katou/Ken Shimura - Toshiba
2. Moolchido Aitayoi - Aki Yashiro - Teyichiku
3. Shiki No Uta - Yukihiro Takahashi - King
4. Dokome Kawaeru - Hiroshi Itsumi - Minorphone/Tokuma
5. Seiyushijidai - Koichiro Morita & Top Garan - CBS
6. Otsu Konomiageta - Keyko Maruyama - Pop Shop/King
7. Omoido Boroboro - Yaskuo Naito - Columbia
8. Allakite Kitanaganawa - Rumiko Koyama - Reprise/Warner
9. Melancholy - Michiyoshi Araya - King

Top Ten LPs

1. Nonaka Yuywashureyoyode - Akira Inaba - Discotone
2. At No Yo - Janis Ian - CBS
3. Yumichan - Harumi Miyako - Columbia
4. Masotsho Nakamura - Omode No Kakera - Columbia
5. Mizonokaka Yoosou - Olivia Newton-John - Toshiba
6. Michikusa - Keyo Ogura - Polydor
7. Seiyushun Ni Sarageru Melody - Bay City Rollers - Toshiba
8. Sannenzaka - Grape Live - Warner/Pioneer
9. Bay City Rollers - New Best - Toshiba
10. Fashionable Lover - High Fidelity - Toshiba
IT'S HERE

JACKSON BROWNE
THE PRETENDER

The Pretender. From Jackson Browne.
### Flashbox Top Albums of 1970

<table>
<thead>
<tr>
<th>Week</th>
<th>No.</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>1</td>
<td>Lively Ever After</td>
<td>The Rolling Stones</td>
<td>Decca</td>
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<tr>
<td>2</td>
<td>2</td>
<td>Brown Sugar</td>
<td>The Isley Brothers</td>
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<td>3</td>
<td>3</td>
<td>Funky Kingston</td>
<td>Jimmy Cliff &amp; The Revolutionaries</td>
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<td>4</td>
<td>Let's Stay Together</td>
<td>Al Green</td>
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<td>5</td>
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<td>Do It Again</td>
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<td>You Got Me Talking</td>
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<td>7</td>
<td>7</td>
<td>Game, Set, Match</td>
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### Alphabetized Top 200 Albums by Artist

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<td>America</td>
<td>EMI America</td>
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<td>America</td>
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<td>United Artists</td>
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### Other Relevant Information

- **Red Hot Chili Peppers**
  - Album Title: **By the Way**
  - Label: **Warner Bros.**
  - Year: **1999**

- **The Beatles**
  - Album Title: **Yellow Submarine**
  - Label: **Apple**
  - Year: **1968**

- **Bruce Springsteen**
  - Album Title: **Born in the U.S.A.**
  - Label: **Columbia**
  - Year: **1984**

- **Elvis Presley**
  - Album Title: **Good Rockin' Tonight**
  - Label: **Sun**
  - Year: **1954**

- **Led Zeppelin**
  - Album Title: **Led Zeppelin IV**
  - Label: **Atlantic**
  - Year: **1971**

- **Pink Floyd**
  - Album Title: **Wish You Were Here**
  - Label: **RCA**
  - Year: **1975**

- **The Rolling Stones**
  - Album Title: **Exile on Main Street**
  - Label: **ABKCO**
  - Year: **1972**

- **The Who**
  - Album Title: **Who's Next**
  - Label: **Decca**
  - Year: **1971**
Do You Believe In Funk After Death?

Funk upon a time...

... in the days of the Funkapus, the concept of specially designed afronauts—capable of funkatizing galaxies—was first laid on man child, but later repossessed and placed among the secrets of the pyramids until a more positive attitude could be obtained. There in these terrestrial projects, it, along with its co-inhabitants of Kings and Pharaohs, would wait like sleeping beauties for the kiss that would awaken them to multiply in the image of the chosen one...

DR. FUNKENSTEIN!!
a new experience...

"THE CLONES OF DR. FUNKENSTEIN"

from the outrageous

PARLIAMENT

believe...and funk is its own reward...!!
"...best buy since the 10¢ Twinkie!"


Produced by Allen Toussaint & Marshall Sehorn