Norman Connors/ Celestial Incarnation

Christmas Print Ad
Season Underway
A&M's 'Nadia's Theme'
Breaks In Atlanta
Cash Box Debuts Classical Section
Wallch's Begins Discounting Program
November Label Chart Share Analysis Revealing Solomon Discusses Tower Records Store Promotions Radio's Needs For Additional Album Cut Play Cited (Ed)
THE ALBUM MADE IN ENGLAND
THAT AMERICA WANTED
TO HEAR.

“Bandolier” is the much in-demand and formerly hard-to-get import that’s now available in the States for the first time everywhere on A&M.

“Bandolier” is an album by Budgie, one of England’s most powerful groups. With the release of “Bandolier,” Budgie is touring this country for the first time. A tour which should prove conclusively that “Bandolier” by Budgie is only the beginning of a very special relationship between a great Welsh band and the American public.

BUDGIE “BANDOLIER” ON A&M RECORDS & TAPES
SP 4618 Produced by Budgie

The first A&M Budgie album is “If I Were Britannia I’d Waive The Rules” SP 4933 Produced by Budgie

BUDGIE ON TOUR

November 20
ROYAL OAK THEATER, Detroit, Mich.

November 22
AGOURA BALLROOM, Columbus, Ohio

November 24
AG HALL, Allentown, Pa.

November 25
MY FATHER’S PLACE, Roslyn, L.I., N.Y.

November 27
REV’S, Milwaukee, Wisc.

November 29
AGORA, Cleveland, Ohio

December 1 (tentative)
THE BEGINNINGS, Schaumberg, Ill.

December 2/3
NIGHT GALLERY, Waukegan, Ill.

December 4
RUSTY SPRINGS, St. Louis, Mo.

December 6
EL TEJON, Madison, Wisc.

December 8
THE ECHO, Dayton, Ohio

December 9
ANOTHER PLACE, Louisville, Ky.
**cash box editorial**

**LP Cut Play Proliferates, Is Welcome . . .**

In recent weeks we've noticed a growing number of top 40 radio stations playing album cuts, as reported in the Cash Box Pop Radio Analysis. And the album cut play, in most instances, has preceded the issuance of the artist's single by margins of a week or two or more, thereby giving added exposure to music that might not normally have been played as long or as quickly.

Frankly, we applaud the trend. Recognition by top 40 stations (whose playlists have generally shrunk to 30 and below) of the value of album cuts is long overdue. For in many cases, there is more good music on an album than the one cut that eventually comes out as a single. And furthermore, that music deserves play even if it isn't available in the 45 RPM genre.

We could be a little self-righteous about this trend, and chastise radio stations (again) for their tight playlists, reluctance to play more music, failure to play new artists, etc. We could say, "It's about time and it's long overdue." Instead we'll say that we're glad to see the proliferation, pray that it continues, and hope that top 30 radio stations have (finally) recognized the ongoing value of playing album cuts.

In fact, many artists who currently have singles on the Cash Box top 100 singles chart received airplay on their album-cut-released-as-a-single before it was released. And there is no doubt that "Stairway To Heaven," still unreleased in single form, is one of the most popular songs of all time — single or not.

But more important is the recognition on the part of the industry of the value of album cut programming. Stations going after the older demographic, even if it's only later in the day or at night, have realized the value of programming album cuts from the best selling albums. There are obviously more than two or three good cuts on "Frampton Comes Alive" — and they deserve play.

Where this trend will lead is anybody's guess. Hopefully it may precipitate regular album cut programming by pop radio stations, because they recognize the value of using album cuts to attract the 18+ audience.

And that will be welcomed by the record industry, which has long believed — and correctly so — that album cuts should be and can be properly programmed, on any radio station in the country.
"Spring Affair"
The New Single From
Donna Summer
The First Lady Of Love

National Disco Action Top 40

1. FOUR SEASONS OF LOVE—Donna Summer—Casablanca (LP cuts)
2. DOWN TO LOVE TOWN—Originals—Motown (LP)
3. MY SWEET SUMMER SUITE—Brazilian Love Song—Love Unlimited Orchestra—20th Century (LP)
4. MIDNIGHT LOVE AFFAIR—Carol Douglas—MCA and International (LP)
5. MAKES YOU BLIND—Gloria Band—Arista
6. ANOTHER STAR/I WISH/SIR DUK—She Label—Tamla (LP)
7. WELCOME TO OUR WORLD OF MERRY MUSIC/WINE FLOW DISCO—Mass Production—Cotillion (LP)
8. CAR WASH—Rose Royce—MCA (LP)
9. NIGHTLIFE/SB! SHOULD I STAY/I WONT LET YOU GO—Vicki Sue Robinson—RCA (LP)
10. CHERCHEZ LA FEMME/SOUR & SWEET—I'LL PLAY THE FOOL—Bazett's Original S. Band—RCA (LP)
11. YOU...
A NEW SOURCE OF ENERGY

From San Francisco comes a hard driving group that unleashes Rock 'N Roll that will SLAY you.

YESTERDAY & TODAY

the Group and the L.P.

Sensational re-order pattern in Northern California.

Straight ahead energy from four wild men on London Records & Tapes.

Produced by A. Louis Bramy for Spreadeagle Productions, Inc.
**Cash Box**

**Cash Box's Label Chart Share Analysis For November Appears On**

**Page 28**

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**Columbia Remains #1 Charted Label In Nov., CBS Overtakes WEA Due To WB Decline**

**New York** — Columbia Records remains the number one label for the fifth consecutive month in a row, according to the Cash Box label chart share analysis for November. Among the top 20 labels overall after Columbia, Epic leads at #2, Atlantic drops to #3, RCA moves from #4 to #3, Warner Brothers drops from #2 to #4, and Epic and the company's new subsidiary, A&M, rise from #8 to #7. Only company now to the top 20 overall list is 20th Century, which enters at #17.

**Cash Box Over-Alls**

Overall, the CBS Record Group received more chart positions than WEA, reversing the 1-to-2 positions of last month, as CBS counted for 454 chart positions, while WEA dropped to 405. A weaker showing by Warner Brothers was responsible for much of the decline, as the label dropped from #1 to #5 in pop singles and #4 to #6 in R&B singles, which contributed to the drop from #4 to #7 overall.

Further confirmation of the drop of WEA from 1 to 2 is a result of the Warner Bros. fall off can be found by comparing the average number of each company's records on the charts for the two months.

**Columbia’s average of records on the charts rose from 63 to 72 a week, while Epic’s average held steady at 42 per week. Much of Warners’ decline came in the pop singles category, where Capitol jumped from #3 to #1. Columbia jumped from #4 to #2, and RCA from #5 to #3.**

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**Christmas Season Blossoms In 11 Markets; National Rack Initiates Seasonal Push**

**New York** — The Christmas selling season for records and tapes got underway across the nation this week with heavy concentrations of print ads in seven of the 20 major markets surveyed.

Additionally, pre-Christmas sale announcements and/or sales on Christmas albums were included in print ads in 11 markets: Atlanta; Rich’s and Zayre’s, in Baltimore at Korvettes; in Boston at The Coop; in Chicago and in Cincinnati at Zayre’s, in Detroit at Korvettes; in Indianapolis at Ayr-Way; in Los Angeles at Licorice Pizza, and in New York at Philadelphia and Washington at Korvettes.

**Christmas Suppements**

In both the Sunday Atlanta Journal & Constitution and the Sunday Indianapolis Star, there were advertisements for sales that promoted, respectively, 218 releases at Rich’s in Atlanta and 212 releases at Ayr-Way in Indianapolis.

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**Casseblanca Claims 90% Sales Increase**

**Los Angeles** — Casablanca Music City plunged into record discounting with a vengeance (see Cash Box, November 27) by advertising a dozen front-line releases in the November 21 issue of the Los Angeles Times. In their ad, the company stated that the prices were three cents below the lowest sale price that currently prevails in the Los Angeles market.

"If we’re going to go (discount), I’d like to be the lowest for three cents," explained company president Clyde Wallichs. "We’ve gone down there and taken some losses but we’re taking losses everybody in the market. And we’re not going to stay at that price. Between now and Christmas, we’ll have got two or three weeks running (of print ads), and then after that we’ll raise our prices on advertised product only. Our shelf prices ($4.96 for $6.96 list releases) are competitive to everybody else’s."

Wallichs declared that he had no intention of promoting any label sales at $3.96. On the other hand, he said, Wallichs would continue to promote top-selling releases in its ads. "If you don’t have the product, you’re wasting your advertising bucks."
The album that 50,000,000 fans have been waiting for. Includes their hit single, “SIXTEEN REASONS.”

Laverne & Shirley Sing. On Atlantic Records and Tapes.

Executive Producer: Pete Bennett
Produced by Sidney Sharp & Jimmie Haskell
Copyright Renewal Date Looms As Crucial Issue

WASHINGTON, D.C. — The Copyright Office is seeking comments on a proposed date current copyright holders may first give notice of their intentions to terminate contracts with publishers. Comments are due by December 15.

There are about 1,970,000 copies of the music of the 1922-1982 period from which the music copyright expires in 1976. When a copyright has expired, the owner has five years to make a claim for a new notice of his or her intention to reclaim exploitation rights, but the new law also says an owner cannot file notice before Jan. 1, 1978.

Crucial Date

For some copyright owners, or their heirs, the earliest date they can file their two-year notice is crucial. Copyright, renewed each year by Congress since 1946, has already used up many of the extra 19 years of life.

If owners can file notice before 1978 — and thereby reclaim the copyright before 1980 — they may have an extra year to milk their work before copyright time is up.

At this point, no one is sure if a notice filed with the Copyright Office this December will mean that an owner can renew or terminate his or her contracts in December of 1978, after the two-year waiting period. The Copyright Office is providing notice forms and is accepting such notices. But it is not making any promises.

A&M ‘Nadia’s Theme’ Makes Impact At Franklin Music

by Ken Terry
ATLANTA, GA. — "Only once in a blue moon does an album come along that you can really blow out like this," remarked Lee Durham, manager of Franklin Music’s Perimeter Mall store, in a recent phone interview.

He wasn’t talking about the new album by Stevie Wonder. Nor was he referring to Elton John’s "Blue Moves" or to Led Zeppelin’s current soundtrack. The album Durham referred to was sold all of those top-charted items in Franklin Music’s three Atlanta stores: the new album by "Nadia’s Theme" with the hit single on it of the same name.

In the Perimeter Mall store, Durham estimated 250 copies of "Nadia’s Theme" have been sold in the past week. This is considerably more units than any other album has sold except for Boston’s debut LP "and things like that," said Durham. Vaughn Jones, record manager at the chain’s Lenox Square location, stated that her store moved 600 copies of "Nadia’s Theme" last week; in comparison, she said, "we usually sell about 400 copies of our #1 album" within the same time period. At Franklin Music’s Cunningham Mall store, 150 copies of the A&M album were sold in a week. Steve Rubin, the outlet’s record manager, declared, "it was at least 80 or 90 (units) over anything else we sold last week. It’s a monster down here."

All three managers agreed that a contributing factor to the current sales spurt on "Nadia’s Theme" was a special 10-day sale which began on Nov. 17. As of that date, Franklin Music lowered its selling price on the $5.99 list price from $3.99 to $2.79/$3.79 tape. However, as Rubin pointed out, the store had been moving 90-100 units of the album per week even at $3.99. And Durham added that "it had sold out of its numerous times (before the latest sale), but now it’s doing even better."

Durham noted how the decision had been made to lower his store’s price on the A&M version of "Nadia’s Theme." "We had that and the Arista (sold by Byron DeVerzon) $3.99 on the same rack just to see which would move better. And it showed up that the A&M one was stronger, so we went in heavy on it."

Durham cited in-store play as one of the major factors in the album’s current success at the Perimeter Mall location. "Besides the single, the rest of the songs on the album are pretty good, too. And it just moves out real well. I put it on last week when we had good adults traffic in the store. Well, I sold five copies — it was just like blinking my eyes."

What kinds of customers are buying this album? "Straight WASP’s," Durham answered without hesitation, "Strictly your adult 'easy-listening' (fan) and young teens. They’re all clean-cut all-Americans — girls from 14 to 18 (years old), and above that, suburban housewives and so on. Your parents can’t see the people who listen to AM pop radio."

Ampex Releases 2nd Qtr. Stats

REDWOOD CITY, CA. — Ampex Corp. reported net earnings of $2.8 million for the second quarter ended October 30, a decline from last year’s second quarter earnings of $3.6 million. However, last year’s second quarter included a $2.4 million pre-tax gain from the sale of its facility.

Increase

Ampex’s second quarter sales increased from $66 million in 1975 to $74 million this year, a 12 percent gain. For the first time in the quarter ended October 30, Ampex reported earnings of $4.6 million, compared with $5.2 million for 1975, a figure inflation of the facility sale. Ampex net sales for the six month period rose to $139.3 million, from $129.7 last year.

Woolworth’s 3rd Quarter Income Declines Slightly; Sales Up 12%

NEW YORK — The F.W. Woolworth Co. reported income for the third quarter ended October 31 of $23.9 million. The figure represents a 4 percent decline from income of $24.9 million during the comparable period a year ago.

In the quarter ending Aug. 31, Woolworth sales were down 12% to a record $1.25 billion, from sales of $1.42 billion for the third quarter in 1975.

For the quarter ending Sep. 30, Under A. Burcham, Woolworth chairman, said the third quarter income decline was due to markdown of summer merchandise in countries where weather patterns were unusual and to "a write-down of certain foreign inventories where their dollar equivalent cost exceeded market value, because of a decline in related foreign currency exchanges."

Income for the nine-month period ended October 31 increased to $82.2 million, from $51.7 million during the same period last year.

Consolidated sales for the nine-month period climbed 12% to $3.66 billion, from sales of $3.183 billion for the comparable period in 1975.

Phonodisc Reports Record Sales In October; Announces Expansion

NEW YORK — Phonodisc Inc. has reported record sales for October, following reported record profits for September. Consequently, Phonodisc has announced an expansion of both its national and international sales personnel.

London Changes Label Design

NEW YORK — London Records has announced a new, four-color “sunset scene” label which will appear on the company’s 45s. The new label will be utilized on all London 45s pressed after January 1, 1977. Singles from Hi-Threshold, Mach, Juck, and other London distributed companies will retain their own labels.

Jimmy Buffett Signs New Pact With ABC

LOS ANGELES — Jimmy Buffett has signed a recording contract with ABC Records.

Buffett and his Coral Reefer Band are currently in Miami’s Criteria Studios putting the finishing touches on Buffett’s upcoming ABC album, which will appear on the Phonodisc label.

A new ABC release the Coral Reefer Band is currently in Miami’s Criteria Studios preparing the finishing touches on Buffett’s upcoming ABC album, which will appear on the Phonodisc label.

LA One-Stop Moves

LOS ANGELES — West Coast Music Sales, a Los Angeles one-stop, has moved to 727 West Venice Boulevard, Los Angeles.

GRAPPELLI GREETs PONTY — Legendary French violinist Stephane Grappelli welcomed his fellow countryman and violinist Jean-Luc Ponty to New York’s Bottom Line, where Ponty appeared recently. Joining the two musicians were, left to right: Beth Rosenthal and Tunc Elirin of Atlantic’s Special projects department, Grappelli, Ponty, and Atlantic’s A&M production manager Ramon Silva.
CB Radio Craze: A Threat To Broadcasters?

WASHINGTON, D.C. — It started out as a fad, as a way to beat the system and avoid the cops. It's not far from that. Nearly three years after the gas shortages that precipitated the craze, CB radios are a million-dollar-a-year business, and the Air Force has regular radio broadcasters worried.

CB Threat

"The CB threat is far more serious than the tape deck of a few years ago," claimed Murray J. Green, general manager of WNDE/WFBQ, Indianapolis. "If drive time audiences really do continue to turn to such devices for entertainment, it's going to be a threat to radio stations." The same notion is being expressed by a number of radio broadcasters, who are beginning to worry that the recent interest in CB radio is going to be a substantial drop in 'in-car' listening. With a CB unit in the car, you turn off the radio.

A Miami Herald reporter ran an article on the "CB threat." And Jones reports receiving letters from radio stations, anxious about cuts in their ad revenues due to the craze. CB has created a lot of interference, or noise, for TV stations and tape decks as well. Radio hasn't suffered yet from the CB noise. But "It continues to be a problem," said FCC CB radio staffer John Smith.

Expansion

A major cause of concern to radio broadcasters is the 40-channel expansion. This summer the FCC added 17 channels to the 23-channel CB band, grabbing spectrum space from long-time CB users.

The expansion was aimed at relieving urban congestion on the CB band. Although CB manufacturers must design 40-channel sets to meet new FCC technical requirements, the commission is giving special consideration to the manufacturers. The FCC lab is testing 50 units for type acceptance (technical approval) with the promise that notification of acceptance will be out by Jan. 1, 1976 — the earliest date CB manufacturers can market the 40-channel sets.

Overwhelming Increase

The 40-channel expansion came in the wake of the overwhelming increase in the demand for operating licenses necessary for broadcasting on CB. From 1958 to June 1975, the FCC processed 1.5 million applications. From June 1975 to June 1976 the commission was flooded with over three times that number: 3.5 million license applications. It's currently four months behind in processing applications.

Personal Use

CB is a two-way radio limited to personal, rather than commercial, use. It's a short-distance, low-power radio with a 150-mile range.

4 Kansas LPs: Total 1 Mill. Units.

NEW YORK — With the release of their fourth album on Kirshner Records, "Let it Overflow," Kansas has topped one million in sales for their first four albums collectively, according to CBS Records which distributes Kirshner Records. The band's other LPs are "Kansas," "Song For America" and "Masque."

Kansas are currently touring the Midwest and will continue to tour through the fall. A single, "Carry On Wayward Son," has just been released on all labels.

Cooper's 45 Reaches Top 10 Over 5 Months After Release

by Phil DiMauro and Jeff Ray

NEW YORK — Alice Cooper's single, "I Never Cry," at #8 with a built-in theme, Cash Box top 100 singles chart, has been on the street for an unusually long time. Though the record has taken a total of 11 weeks to reach its position after debuting in the top 100, an examination of "I Never Cry" At Cash Box reveals that the single first appeared July 5 at #114, five months ago.

Cash Box contacted a radio sampling of 30 stations across the U.S. who released the record to ascertain some of the reasons that programmers avoided the record for so long. Surprisingly, A&M's marketing manager for the single, "I Never Cry," said that the bad publicity for the female demographic, a point also brought out by Ryan at WTRV.

Scott Christenson, music director at WEAG (Eau Claire, Wis.), pointed out that in addition to A&M, he felt the influence of television appearances on the Tony Orlando & Dawn show as well as on the flip of the single, "Cry," on September 1975. "The TV show did more than anything else," stated PD Pat Martin of WSPF, Stevens Point. Several other programmers felt that television exposure was a major factor in listener acceptance of "I Never Cry."

At A&M, the Cooper single does not seem to be facing serious snags. Last week it was sixth among radio active singles as monitored by Cash Box, with 21 big jocks on the air adding to WATS's K-Tel "Franz" (Denver).RTLK (Denver) and KFRC (San Francisco) Mike Loach, mid at KNOE (Monroe, La.) and WKBW (Buffalo), among others, added the record. Other stations expressed interest, but wanted to wait a few weeks before airing the single, which included the usual good barometers, especially CKLW Detroit which is A&M's best market for the single."

Success At CKLW

CKLW stuck with the record for 25 weeks straight through and many of the stations surveyed indicated that activity at CKLW was due to the record, according to Scott Christenson, who waited for top ten before adding the single. Scott added that he added the Cooper single after he saw "heavy action" at CKLW, and then decided to add the single to over 40 stations in various Western markets.

Tower Records' Promos Mix Ad Agency, 'Bizarre' Ideas

by Charles Faitkert

NEW YORK — Russ Solomon, pioneer of the record store and the popular record store concept of concept retailing, has combined the talents of an outside ad agency with a set of promotions to help promote sales in his 16 Tower Records stores. Merchandising techniques have ranged from designing baby elephant pink to promote the "Big Band Big Top" album to displaying coffee in Tower stores to draw attention to a new Grateful Dead album. Tower Records employs the Doug Robertson Advertising Agency for exclusive work on sales promotions, ad copy, media buying and public relations. Although Robertson's best known promotional coordinations have been "things that are really unusual," like giving away Mick Jagger and Paul McCartney signed albums, "the most important part of our promotions are not outrageous." The promotions are, Robertson said, "just things that draw people into the store. That's what our main concern is, to get people into the store.

Album Give-Aways

He gets people to go into Tower stores primarily by utilizing album give-aways over the air (where the winner picks up the album at the Tower store) run in conjunction with local radio stations. Robertson plans to employ this strategy for the Christmas season, giving away what he believes will total thousands of albums in the Tower stations of the 40 stations.

Quality, Roulette Pact

NEW YORK — Quality Records Limited has announced a Canadian manufacturing and distribution agreement with Roulette Records. The pact gives Quality the rights to some 300 albums in the Roulette catalog. Quality, in a separate partnership compact, with Roulette, will represent the Roulette-owned Pyramid label in Canada.
Most Programmed LPs

1. Hutson II — Leroy Hutson — Curtom
2. Unfinished Business — Blackbyrds — Fantasy
3. The Jacksons — The Jacksons — Epic
4. Solid — Michael Henderson — Buddah
5. Gold — Ohio Players — Mercury

Based On Radio Activity

GAVIN'S CORRESPONDENTS' PREFERRED PICK SINGLE 11/19/76

“IDO, IDO”

CURTOM 0121

BULLETING ON ALL CHARTS
WANTED

Triple A Company wants to expand into record manufacturing. Company seeks individual with Record Company leadership. Experience necessary to head up new venture as President. Must have ability to negotiate with managers and attorneys for major acts as well as have know-how to build strong sales and promotion force.

SALARY $50,000 PLUS

Write: Box #974
CASH BOX
119 W. 57th St., New York, N.Y. 10019

SUPER HOME FOR SALE

JAMAICA ESTATES, NEW YORK CITY
TAILOR-MADE FOR A RECORDING ARTIST

A tastefully modern house, well designed and extremely well equipped. 3 bedrooms (possibly 4), sundec, 3½ baths, lavishly fitted dressing room, superbly equipped breakfasting kitchen with terrace, living room, handsome dining room, finished basement for entertaining, automatic 2 car garage, garden. Additional features: luxurious master marble bath with sunken tub, central air conditioning, 2 dishwashers, 2 refrigerators, 2 ovens, burglar alarm, sprinkler system. Richly appointed, complete with furnishings, silver pieces and art objects.

$225,000
EXCLUSIVE WITH
NEON REALTY
Tel: (212) 793-0424 / 10 Tennis Place, Forest Hills, N.Y. 11375

EXECUTIVES ON THE MOVE

Leendertsen Lipman Greenberg

Sheppard Reijons Motown

Bunky Sheppard, formerly national director of R&B promotion, has rejoined Motown Records. Born in Michigan, he left Motown in mid-August to reactivate his own label, Bunky Records, will direct and coordinate all R&B promotion activities and all related functions in conjunction with the artist department.

Cassianäs Names Friedman — Marsha Friedman has been appointed to the post of pop promotion coordinator for Casablanca Records, where she will be responsible for gathering and disseminating airplay and sales information.

Seider To Host UA At Midem — Harold Seider has been named to host United Artists affiliates at MIDEM, January 21 through 27 in Cannes, France. Seider, recently named president of United Artists Music and Records Group, Inc., international division, will be representing the worldwide UA family.

Leendertsen Promoted At MCA — Jerry Leendertsen has been appointed to the post of Seattle promotion manager for MCA Records. Prior to joining MCA's Seattle sales force in February, 1974, Leendertsen was an independent promotion representative.

Lipman To Soul City — Macie Lipman Marketing has been retained to establish and coordinate independent distribution and promotion for Soul City Records. He will also direct all phases of marketing. Lipman served as vice-president, director of marketing when Soul Records was formed in 1966.

Changes At ABC — Rick Shoemaker has been appointed to the position of professional manager, west coast for ABC/Dunhill Music. Inc. For the past year, Shoemaker has been associated with professional manager Nashville professional manager Dianne Petty has been promoted to general manager, Nashville. Both Rick and Dianne will be working under the direction of Hal Yeeerger, ABC's vice-president, creative director, in Los Angeles.

Jenne Named V.P. At Roadshow — Maye Hampton James has been appointed as vice-president, national promotion for Roadshow Records. She will be based at Roadshow's New York office and comes to Roadshow Records from Spector Records where she served for the past two years as national promotion manager.

Gusto Expands Staff — Gusto-Starday Records announced the expansion of the promotion staff with the addition of Judy Bush. She has previously worked with Warner Brothers, MGM, JMI and SSS Records and will join the team of Ken Hollis' and Charlie Dick to complete the active promotion staff at Gusto.

Sherlock Leaves AOA — George Sherlock, national promotion/merchandising director, Artists of America Records, has departed the company. He will announce his plans in the near future. He can be reached at (212) 769-0354.

Atlantic Promotes Greenberg — Bob Greenberg has been promote to west coast vice-president of Atlantic Records, Greenberg's duties include overseeing all operations for Atlantic on the west coast. Greenberg, former west coast general manager of Atlantic, previously served as assistant national promotion director for Warner Brothers Records.

Ric Named At Queen — Stu Ric was named president of Queen International Promotion, Ltd., formed by the merger of StuRic Enterprises, management, and theatrical booking firm, plus the acquisition of Queen International, Ltd. He has been with StuRic Enterprises since 1972, and will continue to report to Frank O'Donnell, RCA's regional sales manager.

Palmacci Promoted At RCA — Larry Palmacci has been promoted to regional album specialist at RCA Records, and will cover New York, Philadelphia, Boston, and Washington/Baltimore. Palmacci has served as a sales representative in Atlantic since 1972, and will continue to report to Frank O'Donnell, RCA's regional sales manager.

Arista Names Hall — Maita Hall has been promoted to director, international operations for Arista Records. Ms. Hall will continue to be based in London, where she previously was international manager for Arista in England. Ms. Hall joined Arista in 1974, after four years of managing British artists.

First Home Videodisc Player Demonstrated At NY Conference

NEW YORK — The impending videodisc revolution moved one step closer to reality with a gathering of interested participants at a three-day International Video-Disc Programming Conference held recently in New York. Sponsored by Videodisc Corp., which plans to produce and distribute programs in all marketed disk formats, the series of conferences and meetings was highlighted by a demonstration of the first home videodisc player system to be marketed commercially.

Marketed in Germany where it was developed by Telefunken Fernsehen and Rundfunk GmbH, the system has been available since March 1975 for between $50 and $60. However, a spokesman for the company indicated that "we have not been overwhelmed by success in the home market." Still, he revealed that sales have been sufficient to warrant the continuation of production. Disc prices have been hovering at between 150% and 200% of the prices of an LP, depending on content.

Telefunken will be among an estimated 18 foreign firms vying for a share of the anticipated multi-billion-dollar industry which videodiscs will create. At least five domestic companies, including RCA and MCA, are expected to actively participate in software and hardware production.

One observer noted that, with enormous expenditures required for a share of this competitive industry, many companies will either file bankruptcy or lose large sums of money.
Johnny Guitar Watson is "Superman Lover"

DJUS - 1019
(single)

36 Cash Box R&B Singles

The hit single from Johnny's smash album.

On AMHERST Records.

Distributed By:
AMHERST RECORDS
355 Harlem Rd., Buffalo, New York 14224
Earth, Wind & Fire equals double platinum.

"That's the Way of the World;"
"Gratitude," and now "Spirit."

On Columbia Records and Tapes.
CHARLIE O'NEIL joins WMP3, Memphis lineup. O'Neil previously worked at KUMN, Denver and replaces DON ROBERTS who goes to WHRR-FM, sister station of WMP3. Joann Haas added to KAKC, Tulsa lineup as 9-1 am jock. Haas comes from WHBI in Princeton, Ill and replaces JASON O'NEIL who exits to do mornings at KKKY, Little Rock.

John Walker is new weekend man at WICC, Bridgeport. Walker comes from the station to WAVZ, News Haven. Mike West, MD at WAVZ also assumes PD responsibilities.

Skip ESSEX has resigned PD duties at WZZM (Z-96), Grand Rapids effective Dec. 8. Essex is returning to WGRD, also Grand Rapids as afternoon drive personality.

TONY GILL is new weekend man at WJET, Erie, Quinlin comes from WJBK, also Erie where he was known as A.C. Macell. JEFFREY VAUGHN, formerly with KLIP, Fresno, is now doing news at KNYD, Fresno.

Barry DAIN does weekends and production at WCOL, Columbus. Rick Maack also joins sister station WCOL-FM as weekend man.

NOW, Omaha is moving into super new facilities. Effective Dec 9, the new address of the station will be 11128 John Gatit Blvd., Omaha, Nebraska 68137. The new phone number will be (402) 560-2500.

Frank Daly named news director at ATP PRODUCTIONS.

CASH BOX RADIO

NEW MATURE LPs

3. Thirty Three & 1/3 — George Harrison — Dark Horse/WB
2. Hotel — Joni Mitchell — Asylum
3. High Lonesome — Charlie Daniels Band — Epic
5. New England — Wishbone Ash — Atlantic
6. Play The Game — Nazareth — A&M
7. Rock & Roll — Lou Albahnce
8. The Pretender — Jackson Browne — Asylum
9. Garden Of Lovelight — Michael Welden — Atlantic
10. White Bird — David LaFlamme — Amherst
11. A Shot Of Rhythm & Blues — Rod Stewart — Private Stock
12. Sudan Village — Seals & Crofts — WB

MOST REQUESTED CUTS

1. The Fuse/Here Come Those Tears — Jackson Browne — Asylum
2. Isn't She Lovely/Sir Duke/As/Ordinary Pal/I Wish — Stevie Wonder — Tamia/Motown
3. Come To Papa — Bob Seger — Capitol

PREDICTIONS

1. The Pretender(entire LP)/The Fuse/Here Come Those Tears — Jackson Browne — Asylum
2. Night Moves (entire LP)/The Pretender — Bob Seger — Capitol

Fun, KMET Pact On Concerts

LOS ANGELES — An exclusive arrangement has been reached whereby KMET, Los Angeles will announce and present all Fun Productions shows in the Los Angeles area in coordination with Fun Productions. Los Angeles-based concert and promotion firm. According to David Forest, executive producer of Fun, and Howard Bloom, KMET general sales manager, this will be the first agreement of its kind for both KMET radio and Fun Productions.

Dan Spellen, associate producer of Fun Productions, and Bill Levey, acting executive of KMET radio, will be handling coordination of all radio campaigns for future KMET/Fun shows.

Frank Sinatra, Pete Seeger, and America. Suspended Commercials During the 24 hours plus of the radiothon, WNEW-FM will suspend all commercials and Harry Chapin will act as host, along with WNEW-FM's regular air personalities.

Chapin Hosts Hunger Radiothon

NEW YORK — Elektra recording artist, Harry Chapin will host a radiothon for "World Hunger Year" on WNEW-FM in New York, beginning at 8 a.m., Sunday November 28 and ending at 10 a.m., Monday, November 29. This will be Chapin's second radiothon for "World Hunger Year."

'Inner View' Time Buy Support Continues

LOS ANGELES — "Inner View," nationally syndicated rock/radio show which reaches over 140 progressive FM markets, will continue to receive time buy support from MCA Records, according to Bob Siner, MCA vice president of merchandising and advertising.

Attention Audience MCA's first paid sponsorship of the show was on KLOS in Los Angeles, and although no contract has been signed for a specific number of shows, MCA has found that the show "draws an attentive audience because of its unique interview/music format," according to Siner.

WLS HOSTS MOST - 24th recording artist and Happy Days TV star Donny Most visited radio station WLS in Chicago as part of a nationwide personal appearance tour to promote his new album on United Artists Records, Donny Most. Pictured (left to right): Donny Most, WLS DJs Bob Stollman and John Landecker.
AIN'T NOTHING LIKE THE REAL THING DONNY & MARIE

KD 14363

RIDE A WILD HORSE MARLENE DELANEY

PD 14364

KING KONG (YOUR SONG) BOBBY PICKETT & PETER FERRARA

PD 14361

#56 Bullet—Cash Box
#61 Bullet—Billboard
#63 Bullet—Record World

KCBN — Reno Top 5 phones—Confirms Philadelphia breakout.

#3 phones B100 San Diego—Add WAPE —Jacksonville, Florida.

OY 704

SO CLOSE & YET SO FAR AWAY THE STRAWBS

Polydor

Single from chart LP "Deep Cuts"—wide spread album oriented radio acceptance —group tour in progress.

Bill Gavin “Action sides” — #45 Easy Listening Billboard—starting to cross over top 40.

LONELY PEOPLE JOE MILLER

Polydor

POLYDOR INCORPORATED

810 7th AVENUE, NEW YORK, N.Y. 10019 A POLYGRAM COMPANY / DIST. BY PHONODISC, INC.

Write or call your local Phonodisc Distributor Sales Office for displays or other promotional items.
### Cash Box Pop Radio Analysis

**Most Added Records**

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9. Love Me — Yvonne Elliman — RSO
10. Yesterday's Hero — Bay City Rollers — Arist\n
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4. This Song — George Harrison — Dark Horse
5. Dancing Queen — Abba — Atlantic
6. You've Got Me Runnin' — Gene Cotton — ABC
7. What Can I Say — Boz Scaggs — Columbia
8. Drivin' Wheel — Foghat — Bearsville
9. Ain't Nothing Like The Real Thing — Barry & Marle — Polydor
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JAMES BROWN (Polydor 14360)
A further refinement of the "Have You Seen The Bridge" style which Brown created. The bass/bass drum bottom occupies such a low register that it's easier to feel in your stomach than hear with your ears. The syncopated chord progressions, and syncopated guitar chords ride the top. Mixed very dry and up front, the lead vocal has a three-dimensional presence. Instant R&B adds much heavy disco play.

J.J. CALE (Shelter 82002) (Dist: ABC)
Hey Baby (3:16) (Audigram — BMI) (Cale)
An unusual single characterized by its deeply whispered, multi-tracked vocals. A sort of soft shuffle that uses all types of guitars for instrumentation, acoustic, electric and pedal steel. Some funky horn work as well. For AM and FM formats.

PARKER MCGEE (Big Tree 10686) (Dist: Atlantic)
I Just Can't Say No To You (3:06) (Dawnbreaker — BMI) (McGee, Gibson)
McGee penned "I Really Love To See You Tonight" for England Dan & John Ford Coley, and this singer-songwriter's own record bears his distinctivestamp as a composer. It's a slower, more stately song, closely arranged around piano chords that are the central focus.

SONS OF CHAPLIN (Arbola America 7653) (Dist: CAP)
Here Is Where Your Love Belongs (3:05) (JSH — ASCAP) (Chaplin)
An decidedly pop song, sung in a blues-influenced style and written by the Chaplin brothers. From the album "Circle Filled With Love," this is aimed at top 40 formats, though the Sons have registered a degree of R&B crossover success in the past.

LATIMORE (Glades 1739) (Dist: TK)
Somethin' Bout 'Cha (3:42) (Selyk — BMI) (Latimore)
Latimore stays in the mainstream of black music by making modern records without leaning too strongly toward the fads. This song has a strong lyric feel, both in the music and the lyrics, through strings, electric keyboards and brass figure in the craftsmanship of this Stax Alamo production. Already getting heavy airplay, this record debuts on the Cash Box top 100 R&B singles chart this week at #84 with a bullet.

ROGER TROY (RCA 10851)
Don't Put The Blame On Me Baby (3:00) (Jorn/Jellyrii — BMI) (Troy)
By keeping the arrangement simple, this record's total production brings out Troy's natural talent as a singer. This is an upbeat song with a genuine R&B feel, taken from the "Roger Troy" album. It has a great dancing feel for that will attract both pop and R&B programmers.

BRASS FEVER (ABC/Impulse 31010)
Time Is Running Out (3:38) (Andikos — BMI) (Jackson, Jonas)
This is the "Time Is Running Out" LP, instrumental disco with a decidedly jazzy feel, no doubt due to the influence of producer Esmond Edwards. The long saxophone solo is expertly structured and executed, and the entire record is geared toward R&B formats, including the album-oriented.

TOM JONES (Epic/MAM 50308)
Say You'll Stay Until Tomorrow (3:32) (Dick James — BMI) (Greenaway, Mason)
Capturing one of the best-selling easy-listening character of AM radio, this popular entertainer is taking a carefully-timed stab at MOR and top 40 formats. A country ballad written by a very gifted songwriter, this reflects that once familiar voice that first became popular for its R&B quality, but Jones has always been one to hitch with current trends.

CLINT HOLLIS (Private Stock 126)
I Can Count On You (3:17) (Oceans Blue/Blackwood — BMI) (Addrisi, Addrisi)
A melodic ballad in the pop-easy listening vein from the man who brought "Playgrove In My Mind," a soulful voice is simply plaintive; the sound is big, with orchestra arrangements by Charlie Callelo, who joins Sgt. Pepperish intro, employing recorders, harp-chord-like guitars and wispy vocals, is a brilliant touch that's very pleasant when it returns.

MOTHER'S FINEST (Epic 50310)
Rain (3:23) (Tia-Tal — ASCAP) (Daniel, Saye, Kennedy, Murdock, Moore, Keck)
The second single from the "Mother's Finest" LP, this record breaks out with actual thunder, exploding into a gritty trick that exemplifies this group's fusion of R&B and hard rock. The emphasis is on power-chords, screaming vocals and hooks carried by a very British-influenced lead guitar. The band's programming material for AOR, R&B and top 40 formats.

JOE SIMON (Spring 169) (Dist: Polydor)
Easy To Love (3:30) (Composing Partners, Fritts, White)
With a little help from the backing LP, this one is always danceable, and this latest, combining his puré-toned voice with a love lyric, is no exception. Simon maintains his usual refined inten-tionally unpolished, the backdrop is as close as the backs can get. He debuts on the Cash Box top 100 R&B singles chart this week with a strong track record for crossover behind him.

MICHAEL HENDERSON (Buddah 552)
Be My Girl (3:31) (Electrocrop Publ. — ASCAP) (Hender-son) (taken from his "Solid" album, this single should dispel any remaining confusion about Henderson, who was the male lead vocalist on Norrest Conners' last two charting success: "Sunshine" and "Walking in the Rain." The ballad was anchored by a lush-sounding grand piano, is totally his own creative effort, including production. For R&B and AOR programmers.

BUMBLE BEE UNLIMITED (Mercury 73864)
Love Bug (2:30) (Sug-Sug/Pap — ASCAP) (Adams)
This record combines the disco and novelty worlds, with a heavy downbeat and electronically filtered voices that sound like little insects threatening to "Sing me with my voice." Coming in long and shortened versions, this record should be carried in radio formats in addition to guaranteed disco play.

ENCHANTMENT (UA XV 912)
Gloria (3:25) (Dorset Moon/Willow Song — BMI) (Stokes, Jones, Evans)
A slow ballad, beautifully sung by a lead vocalist with a powerful high range. The arrangement is in the class "jazzy" style, with brass and backing vocals that call the new big band era to mind. An initial delivery stemming from UA's recent agreement with Roadshow Records, this is quality material for R&B formats.
REGIONAL ALBUM ACTIVITY

NORTH CENTRAL

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

1. FOGHAT
2. CAR WASH
3. ENGLERT/BROWNING
4. ALLAN BROTHERS
5. ROSS SEDER
6. NADIA'S THEME (DAN)$
7. DONNA SUMMER
8. ROSS SEDER
9. ENGLERT/BROWNING
10. ALLAN BROTHERS
11. PREE RAGME
12. MelISSA MANCHESTER
13. JAMES TAYLOR

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. JOAN BAEZ
2. AL STEWART
3. FOGHAT
4. ALL THIS AND WWII
5. WINSTON DICK
6. NADIA'S THEME (DAN)$
7. ALLAN BROTHERS
8. ROSS SEDER
9. LONG HOMES
10. LOU REED

DENVER/PHOENIX

1. CHARLIE DANIELS
2. JOAN BAEZ
3. ELVIN BISHOP
4. AL STEWART
5. FOGHAT
6. NADIA'S THEME (DAN)$
7. ALLAN BROTHERS
8. ROSS SEDER
9. LOU REED
10. HOT TUNA

SOUTHEAST

(Atlanta, Memphis, Nashville, Charlotte, Raleigh-Durham, Washington D.C., Miami, Miami Beach, Orlando, Jacksonville, St. Augustine, Central Florida, Atlanta)

1. CAR WASH
2. ALANNAH
3. OLIVIA NEWTON-JOHN
4. MCCO & DAVID
5. STEVE PROCTOR
6. MCCO & DAVID
7. MCCO & DAVID
8. MCCO & DAVID
9. MCCO & DAVID
10. DONNA SUMMER

Baltimore/Washington

1. BRIAN MCDONALD
2. MARY J. BLIGE
3. BRIAN MCDONALD
4. BRIAN MCDONALD
5. MARY J. BLIGE
6. BRIAN MCDONALD
7. MARY J. BLIGE
8. BRIAN MCDONALD
9. DONNA SUMMER
10. BRIAN MCDONALD

NORTHEAST

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

1. BRIAN MCDONALD
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3. BRIAN MCDONALD
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5. DONNA SUMMER
6. BRIAN MCDONALD
7. MARY J. BLIGE
8. BRIAN MCDONALD
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10. BRIAN MCDONALD

National Breakouts

1. JACKSON BROWNE
2. DOBBIE BROTHERS
3. KISS
4. PHOEBE SNOW
5. DAVE MASON
6. OHIO PLAYERS
7. GEORGE HARRISON
8. FRANK ZAPPA
9. JAMES TAYLOR

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

JAMES TAYLOR

Like most of his previous efforts, "Friday Night's Alright for Fighting" is a well written, well produced studio album. TAYLOR and DICK SUMMER are both excellent vocalists, and the backing band is tight and well rehearsed. The most interesting track on the album is "Friday Night's Alright for Fighting," which features an extended guitar solo by TAYLOR. Overall, this is a very good album that should appeal to fans of classic rock and roll.
Joni Mitchell's latest work is more of the same. There's no real surprises here — the same ethereal melodies, sensitive lyrics. The production is effectively spare, and the last has at times a real bite to her vocals; she's playing around with phrasing a little more. All of the cuts will doubtless be played heavy on FM programs. "Black Crow," an up-tempo tune with a lot of life to it, could get some AM airplay.

THE BEACH BOYS '69 — The Beach Boys — Capitol ST-11584 — Producers: The Beach Boys — List: 6.98
Although virtually all of these tunes are available in previous incarnations, this is a live set, and none of the tunes is without a new twist. "Bluebirds Over The Mountain," for example, is given a powerful reading, and those harmonies are just what you'd expect them to do. Listen for this live version of "Good Vibrations," to stir upcoming FM waves, and there are a lot of single possibilities here, maybe a re-release of "God Only Knows" or "Ain't You Glad."

The Crusaders are really remarkable musicians — each can work as many sessions as he likes; however, when they play together, there's a unique group magic. These two disks have been assembled from the five previous LPs, and there's a lot for any jazz, R&B or progressive programmer to choose from. With this package available, the catalog should move along with it, and The Crusaders will assume a rightful share of record sales.

What with the tremendous recent acceptance of "outlaw" country music in the pop scene, this live Waylon Jennings album should get a lot of attention by R&B and FM programmers. Also, the cut "It's Not For Texas." The band is in fine form, with steel ace Ralph Mooney supplying perfect counterpoint to Waylon's choppy, high-fidelity lead work. Display in retail outlets is a must.

WHERE WILL YOU GO WHEN THE PARTY'S OVER — Archie Bell & The Drells — Philly Int/CBS PZ 34325 — Producers: Various — List: 6.98
Archie Bell & The Drells have come up with another album of solid funk cuts, recorded (when else?) at Sigma Studio. The title "Nothing Comes Easy" is included, and there are some... cuts... most notably the title track, that could easily have singles success. R&B programmers could safely choose anything here. Disco clocks will pick up on "I Bet I Can Do That Dance You're Doin'!"

A comedy album, this contains many of the highlights of the first couple of seasons of NBC's popular late night show. Danny Ackroyd does an imitation of our next president and the three women in the cast provide a fifty-shade homage to "Chewy Chewy" — besides being hilarious, the music is really good. Progressive programmers should put this one in front of their comedy bins and use it often. Retailers should display — this is a perfect item for the season.

A renovated James Montgomery leads his new, capable band through an album of funk and blues produced brilliantly by Allan Toussaint and Marshall Sehorn. This stuff is a lot better than the records of a lot of famous groups that are churning out: it has style, wit and substance. "City Music" is a powerhouse cut that should get a lot of FM exposure and Montgomery's hard play and singing is first rate throughout.

This is a bargain two-pocket set that's made up of the best stuff that Phil Ochs ever recorded. "I Ain't Marchin' Anymore" is given a fine electric reading, and the tunes progress logically to his last single for A&M — "Here's To The State Of Richard Nixon." With thoughtful liner notes by Ed Sanders and the vast body of work included, this should be a heavy seller for Christmas and for future catalog sales.

A STAR IS BORN — Barbra Streisand, Kris Kristofferson — Columbia JS 34403 — Producers: Barbra Streisand, Phil Ramone — List: 7.98
The soundtrack from the upcoming film of the same name, this should be a big hit. Included here is Kristofferson's "Ghosts In The Wind," which he originally did for Blue. The marriage of the two voices is not without a special magic. Kristofferson's gruff vocals mix well with Streisand's sweet ones on songs like "As Long As We" (half as good as the record, this should be a real blockbuster, appealing to virtually all markets.

The McCoy package is just right for the item indicates — some of the best disco around; indeed, a couple of the tunes gave the new genre a real boost at its inception. Along with "The Hustle" McCoy gives us "Disco Baby" and "Disco Kid." A great package for the winter selling season, this is also an indispensable aid for any disco programmer. There's also a terrific version of "Theme From Stalk Trek" where Van really lets loose.

SPLITTING the production credit with himself, Sly Stone has made a successful return to the recording arena. The songs here are extensions of where he left off — smartly arranged funk and R&B, with a smattering of jazz and pop influence that's sure to cross this over onto a couple of charts. The title cut is filled with melody; the tune is fresh. "Nothing Less Than Happiness" seems like a great single choice, along with the poignant "Family Again."

LET 'EM IN — Billy Paul — Philly Int/CBS PZ 34389 — Producers: Various — List: 6.98
Taking the title from the cut penned and recently sung by Paul McCartney, Billy Paul shines in this attractive package with songs that's been written by Billy and his producer, the inherent in "Let 'Em In." Paul's high, sweet vocal nuances certain phrases to highlight nuances that you never thought existed in "Let's Get It Right" by Gamble and Huff is a killer, with obvious, attractive hooks that could cross this one pop.

John Hammond is one of the best blues singers and players in America today, and on this album (recorded live) is hard evidence. He takes tunes by Muddy Waters, Robert Johnson, Elmore James and the like, and infuses them with soulful, storied slide work and aching, right-on-target vocals. In-store play is a must for this artistic, although Hammond's been around for quite some time this is his finest album in years.

This album is worth the purchase price alone for its definitive version of "Lani's Theme," recorded in "The Clowns." Stanley Clark, one of the world's great bass players, is ultimately sensitive to both the needs of the tune and Hall's vocals. In an album well produced by Herb Alpert, Hall does eight other tunes with equal flair, including Joni Mitchell's "Sweet Bird" and Michael Frances's "Mr. Blue." This is a case of carefully chosen material; all of these were right for FM play. Second in "The Clowns" could get some top 40 spins.

Masekela delivers some smooth disco-jazz numbers, highlighted, of course, by his fine horn work and well arranged backing instruments and vocals. There's an imaginative, hooked-filled version of "The Best Of My Love," along with some well-made pops pieces suitable for jazz and progressive radio. There's a real Latin lace flavor here that cuts through even the most standard disco arrangements. A pleasing album, this should show up fast on pop and R&B sales charts.

TERRY CASHMAN — Terry Cashman — Leseong LS6008 — Producers: Terry Cashman & Tommy West — List: 6.98
A slick pop album, this solo effort by Cashman should find a quick home in many markets. The tunes are, without fail, pleasant and tuneful, with good lyrics and production. There are a couple of AM singles shots, as well as MOR and FM possibilities. Look for "Baby, Baby I Love You" to get play on both markets, and "Willy, Won't You Be" to give concentrated FM spins. Henry Gross lends a hand on electric guitars and gives the record extra spark.
London Has Most Releases On CB Classical LP Chart

by Ken Terry

NEW YORK — Of the 40 titles on the new Cash Box classical LP chart, which opens this week, the largest number are on London Records. Including one album on Richmond, the budget label, London has 20 releases, or 50 percent of the total, on the chart. With nine charted albums, RCA has the second largest share of the top 40, while Columbia is in third place with eight charted releases. Deutsche Grammophon and Philips, both import labels, and Angel, the classical arm of Capitol, are tied for fourth place with four albums each in the top 40. The other companies represented on the chart are Nonesuch, whose "Vaudville" LP is #24.

Columbia and RCA each have three albums, more than any other label, in the top 10 on the CB classical chart, DG placed second to RCA in the category, while London and Angel had only each one.

Classical Clips

The Chicago Symphony Orchestra, conducted by Sir Georg Solti, will make its American television debut on the PBS series "Great Performances" November 14. A Major, Op. 80, will be presented. The New York City Ballet Orchestra and the Ballet's management have recently resumed negotiations in an attempt to ward off a strike threatened by the orchestra. The musicians' contract recently expired, and a new contract has yet to be negotiated. A strike by the orchestra would force cancellation of performances of "The Nutcracker." (Continued on next page)

THE CONCERT OF THE CENTURY — Columbia M2X 34256 — List: $15.99

To commemorate the 50th anniversary of Carnegie Hall, several very distinguished musicians performed together on its stage last May. These luminaries included Leonard Bernstein, Dietrich Fischer-Dieskau, Vladimir Horowitz, Motzlaw Rostropovich and Isaac Stern. Although not every performance on this double album is of the highest quality, the big names make it an instant collector's item.

CLASSICAL GUITAR — Liona Boyd — London CS 7915 — List: $8.98

Liona Boyd, who drew enthusiastic applause at her recent concert in New York's Avery Fisher Hall, has recorded an impressive debut album. A student of Julian Bream, Alexander Lagoya and other noted guitarists, the young Canadian plays some very difficult pieces here with admirable grace and clarity. Ms. Boyd's mastery of the "tremolo" technique and her fine delineation of inner voices indicate her great potential. However, her style is a bit too self-contained at this point; she needs to become a little more expressive.
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• INCREASE YOUR SALES VOLUME: through our input on advertising (co-op & direct)
• INCREASE YOUR SALES VOLUME: through our rack jobber and one-stop contacts
• INCREASE YOUR SALES VOLUME: through our distribution contacts

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225 West 57th St., New York, N.Y. 10019
Tel. 212/757-3930
### November

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<thead>
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<th>Total Units on Pop 45s chart</th>
<th>Total Units on R&amp;B LP chart</th>
<th>Total Units on R&amp;B 45s chart</th>
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### Top 10 Pop Labels

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<tr>
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### Top 10 R&B Labels

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<tr>
<td>(tie)</td>
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### Top 20 Labels Overall

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### Top 10 Country Labels

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Note: The chart includes top labels for Pop, R&B, Country, and Jazz charts, with detailed units for each. The counts include units on LPs, 45s, and various chart positions.
Mail Order, Coupons Figure In Country Marketing Strategy

by Carmen Adams

NASHVILLE — The November 20 issue of Cash Box reported the rapid growth of the mail-order industry as a marketing vehicle for records and tapes. In that report, the figures compiled by the Maxwell Stope Co., which compiles information relating to mail order operations of major companies, indicated records and tapes accounted for $330 million of the 18.6 billion dollar industry, with magazines the most prevalent producing medium with expenditures of $610,000 in 1975.

Reflecting this growth, record companies have re-directed their marketing priority to take advantage of this convenient avenue to consumer sales. One of the first successful mail order campaigns was initiated by Steve Goldstein several years ago when he was advertising sales director for the nationally prominent country music publication, Country Music magazine. Under his direction, product was contracted through the record companies and distributed through the mail order and retail outlets. "This approach gives the record companies a chance not only to expose their product, but to get direct sales from their advertising and recoup some or all of the cost." Goldstein commented. "It is a direct measure of how effectively a record is in return for the advertising dollar."

As record companies seek the most return for their investment, mail-order and coupon specials figure more prominently in their marketing drive toward consumers. Several companies such as CBS and RCA Records have already incorporated this mail-order and couponing into their operations. "Mail-order is not a new concept," Rick Bussart, vice president of marketing, CBS Records, Nashville, pointed out. "Columbia House Record Club has a little different slant."

NEW FRONTIERS FOR ROY CLARK — Roy Clark will begin his sixth year performing for the Hughes hotels, Las Vegas, with a new contract calling for 12 annual weeks of appearances at the Frontier. Finishing his agreement over cake and papers during his current headlining stand at the Frontier are Roy and Walter Karr, general manager entertainment division for Summa Corporation and the Hughes Hotel chain.

Monument Sets 5 LPs

NASHVILLE — Monument Records has set release dates for their series of "High Time" by Larry Gatlin, "Regeneration" by Roy Orbison, "See The Light" by Eddie Riser, "Play It Again, Charlie" by Charlie McCoy and "The Hamilton Affair" by the Hamilton Affair. In addition Monument has singles released on Larry Gatlin, Roy Orbison, Naked Truth, Charlie McCoy, Charly Harmon, Grady Martin, Brush Arbor, Michael Coleman, Barefoot Jerry, Tommy Roe and Arthur Smith.

New Members Join ILA

NASHVILLE — Rising Star Records, a division of NRS Records and Tapes, Inc., has signed Jim McGinnis and a mother-daughter team, Deanna-Darlene, both of whom have singles scheduled for immediate release. Label president Col. Dave Mathes produced the current releases, "Datomination!" b/w "Chي Dumps in July," b/w "Jim McGinnis," and "Rag Doll (For Christmas)" b/w "CB Banta" by Deanna-Darlene.

Petrie Takes Charge At Starcrest Records

NASHVILLE — Jim Petrie has been placed in charge of all administrative activities of Starcrest Records, including artist signing, sales, promotion and advertising. Prior to joining the firm last January, Petrie had been a member of the sales and promotion staff at Dot Records, Nashville, and had also served ABC/Dot as an account representative. A&R head Scott Turner will now devote his time exclusively to production and creative activities and Bobby Fischer will continue to administer Starcrest's publishing firms and to assist in the promotion of Starcrest product. Nancy Kay has joined the label as promotion coordinator, reporting directly to Petrie.
The new single
by C. W. McCall
Polydor P D 14365

Production:
Don Sears and Chip Davis
Management:
Don Sears/Sound Recorders
206 S. 44th Street/Omaha, Nebraska 68131
Booking:
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WATCH FOR THE
CAROL CHANNING & WEBB PIERCE ALBUM
COMING JANUARY 1977
WAYLON LIVE — Waylon Jennings — RCA APL-1 — Producers: Waylon Jennings, Ray Pennington — List: 6.98
This is the one you've been waiting for! Recorded live in Dallas and Austin in September 1974, this LP showcases one of the greatest talents in country music today. Included in the set are Jennings classics like "Rainy Day Woman," "(I'm A) Ramblin' Man," and "Good Hearted Woman," as well as Waylon's version of "House Of The Rising Sun," finally available on record. Dealers note the perfect timing for Christmas gift-giving. Anyone who's seen Waylon Jennings fan already (but who isn't?) will be after they hear this.

I'M ALL WRAPPED UP IN YOU — Don Gibson
ABC/Hicky AM 44001 — Producer: Wesley Rose — List: 5.98
Don Gibson wrote five of the ten songs on this LP, including his latest single, the title tune. The Don Gibson country style is complemented by simple, clean arrangements and instrumentation. This LP is bound to contribute to the already long string of hits Don has: going back to the beginning of his career. Standout cuts are an upbeat "Bringin' In The Georgia Mail" and Don's version of his own "(I'd Be) A Legend In My Time." This is the new list price from ABC on country product.

On her debut album for Capitol, the lady who burst onto the scene with her hit, "Teddy Bear's Last Ride," proves she can do more than recitations. "The Loving Of Your Life," "Forty Days Without A Song" are happy upbeat numbers that would be great singles to show another side of Diana Williams' talent. Diana also puts her dramatic delivery on other recitations like "Little One" (by the writers of Teddy Bear's Last Ride) and the Hank Williams classic, "Be Careful Of Stones That You Throw."

CHRISTMAS WITH GENE AUTRY — Gene Autry
— Republic IRDA LPN-R-6018 — List: 6.98
Gene Autry has put together a happy seasonal package guaranteed to appeal to all ages — and aren't we all kids at Christmas time? Highlight of this set is Gene's classic version of "Rudolph The Red Nosed Reindeer," but "Here Comes Santa Claus," "Santa Claus Is Coming To Town" and "Jingle Bells" are all sure to put you into the holiday spirit. It's a can't miss package for a nostalgic Christmas.

HONKY TONK WOMEN LOVE RED NECK MEN — Jerry Jaye — Hi/London SHL 32102 — Producer: Larry Rogers — List: 6.98
Country rocker Jerry Jaye puts together a set of good time honky tonk tunes in the style of his recent hit, "Honky Tonk Women Love Red Neck Men," "Ain't Got No Home" and "Forty Days" are fifties rockers reminiscent of Jerry's pop hit of several years ago, "Josiephine" and he handles them with the same exuberant style. Softening the mix is Jerry's sensitive rendering of Willie Nelson's "Crazy" and the recent Barbara Mandrell hit, "Standing Room Only."

FAMILY PORTRAIT — The Earl Scruggs Review — Columbia PC 34346 — Producer: Ron Bledsoe — List: 6.98
Talent often runs in families, and the Scruggs family certainly got more than its share. Earl, Gary, Randy and Steve, along with Jody Maphis and Jim Murphey, show continued excellence on their own compositions "Train To Frisco," "Wooden Nickels" and "One Man Show" as well as their very individual interpretations of Hank Williams "Mansion On The Hill" and Bob Dylan's "Tomorrow Is A Long Time" and "Watching The River Flow." With ability like this, the Scruggs family could be the start of a musical dynasty.
Eric Clapton

FORUM, L.A. — It would appear that the too many, the too fast, the too many demands of the "best guitarist in the world" identity he has focused on during the last few years. The answer, the artist, at least in concert, is apparently Clapton. On Wednesday at the Forum, Clapton was in the middle of a world tour. He was often receiving only perfunctory appreciation for his most recent songs. In interve-

sions with the audience, Clapton called the nonsense of trying to impress people with his guitar playing; his songwriting, he said, is more important to him. He also professes and demonstrates on recent albums) a reju-
nishment of his love for the jazz-influenced tex-

cric blues for which he was once highly noted, and an inclination toward more quieter and acoustically oriented material. These interve-

sions were also more sensitive and reflective lyrics. Places like the Forum wind up being outlets for him to communicate to his art which is significant and praiseworthy.

Clapton is not the best guitarist in the world. The whole idea of trying to categorize, identify, and relate to musicians in such a manner is clearly ridiculous. For this reason, we shall pick Clapton’s world’s rock's most talented guitarist. Clapton belongs to the artist category of rock personalities. He is neither a theatrical star, nor a marketable investment, nor a role that might be played by an extraordinary musician and a good (occasionally startling) songwriter who also happens to play the guitar. Clapton did a good effort to be true to himself on stage Monday night, the evening before the Forum audience. The music was very inspiring, and the blame can be put squarely on the venue.

The Forum, a huge basketball and hockey arena, is not the best place for a musician like Clapton, in his present artistic phase, to be playing. Better that a Jethro Tull, or a Bowie, has said nothing of a band with a much stronger character for this — the Blue Oyster Cult.

Blue Oyster Cult/BeBop Deluxe/Angel

FORUM, L.A. — In the mid-1970s, when heavy metal psychedelia was all the rage in disco and clubs on the east coast, the last thing in the world an urban sophisticate would have supposed is that rock and roll of that genre would spring forth in the seventh of the unlikely hangouts of Long Island. And yet, ten years after the double重大 Vagnis Ford’s first echo its bostastic harmonies over Sheephead Rack Road, Blue Oyster Cult had established itself as one of the most popular bands of the time. It is the ring, and more than a part of the madness, they are among the major per-

period.

To use the term workgroup when referring to Blue Oyster Cult is to understate the obvious. The group has a unique and finally reaches its potential after its release date, Blue Oyster Cult has blossomed into one of the most influential progressive heavy metal bands working today. What started out as a Blue Oyster Cult is now a full fledged Blue Oyster Cult pheno-

menon. Certainly, the 15,000-plus fans who convened on the Cult’s behalf displayed more than token appreciation for the group and its music.

For a group whose music by nature requires a great amount of expended energy, it is the chance to return from that amount of noise and brutality in their place of origin, as if to say, "We didn’t just out to be like the others."

Angei, which opened this heavy metal symposium at the Forum, is a true classic. The group’s records feel that the group has unlimited potential. No punk rockers here, just stuff played at the Forum. It is a must for rock fans who want to keep up with the latest in the genre.

Gill Scott-Heron

THE ROXY, L.A. — The performance of Gill Scott-Heron with Brian Jackson and The Midnight Special is a jazz soul funk. The show opened with the entire entourage chanting to a soulful version of "Sophisticated Lady," which was a perfect complement to the evening’s well-

entertained McLeod package.

POI TEES WEST — TV TO VINYL — Maybe this happens every year, but this time it’s particular-

ellaent stars are making records. John Travolta is due for his ("Saturday Night Fever") album, and David Soul, and Levarene and Shirley. With this new and thrilling country band, Brian Cadd (who has worked with soulful Ann Peebles) will be releasing a single with David Soul, or Levarene and Shirley. Probably this is a good signpost; it shows that the two industries are discovering each other. Record stars have always been invited to give jazz a try. To put a sign on top of the box: "JAZZ AND ROCK." SHERBERT FOR DESSERT — MCA's and Australia's Sherbert ("Howzat") dropped by Cash Box last week in the midst of a promotional visit to this country. We talked with drummer Alan Sandow at lunch, who said that he’s been having a great time here, even with all the duties. For the reasons covering a drum set, Brian Cadd (who has worked with soulful Ann Peebles) will be releasing a single with David Soul, or Levarene and Shirley. Possibly this is a good signpost; it shows that the two industries are discovering each other. Record stars have always been invited to give jazz a try. To put a sign on top of the box: "JAZZ AND ROCK." SHERBERT FOR DESSERT — MCA's and Australia's Sherbert ("Howzat") dropped by Cash Box last week in the midst of a promotional visit to this country. We talked with drummer Alan Sandow at lunch, who said that he’s been having a great time here, even with all the duties. For the reasons covering a drum set, Brian Cadd (who has worked with soulful Ann Peebles) will be releasing a single with David Soul, or Levarene and Shirley. Possibly this is a good signpost; it shows that the two industries are discovering each other. Record stars have always been invited to give jazz a try. To put a sign on top of the box: "JAZZ AND ROCK."
The joy of jazz was never more evident than at Carnegie Hall (20) for the Woody Herman 40th Anniversary Concert. Graduates of what one commentator called "the college of Woody" were heavily on display. Flip Phillips, Chubby Jackson, Don Lamond, Billy Bauer, Sam Marowitz and Ralph Burns from the First Herd; Zoot Sims, Al Cohn, Stan Getz from the Second Herd; Nat Pierce, Phil Wilson and Jake Hanna from the Thunderbird Herd of 1963. Phillips was given more space than any of the early Herdsmen and he responded with some excellent tenor playing. He scored heavily on "Apple Honey," "Sweet and Lovely" and the closer, "Caledonia." Pete Candoli popped up for a brief duet with brother Conte and also contributed mightily when the audience, as it often does, burned for a high note trumpet. Phil Wilson on "Bijou" and Jim Pugh ("Everywhere") sauteed the late Bill Harris with some trombone solos.

A highlight of the Second Herd portion occurred during the playing of "Four Brothers" when a gent in the front row started dropping money in front of Getz, Sims, Cohn and Jimmy Giuffre. When Woody took the mike and asked "where are the hundreds?" the same fan was forced to add to his offering: "with hundreds dollar bills! Zoot was very cool about scooping up the loot.

The second half of the concert was devoted to the current band except for a pair of Getz specials. The entire cast assembled for a rousing salute to cap what was certainly one of the most exhilarating evenings of jazz in some time.

MUSIC: Minus One: one of the first two Steeplechase LPs ready. Joe Albany and Horace Parlan are the artists. The flow should increase and we can look forward to about three per week, according to Irving Berlin.

Atlantic has signed trumpeter Don Cherry. Also on the Atlantic scene, Herbie Mann recorded in Germany with some of his members of Silver Convention.

Columbia has announced the signing of Dexter Gordon. This is a bold step for Columbia, whose roster of jazz artists has been heavily weighted with crossover acts in recent years. Dexter, on the other hand, has been greeted with an outpouring of love and affection from his many fans during recent New York appearances. He has garnered more praise than any other modern jazz act in recent memory during this latest tour.

Big Joe Turner and pianist Lloyd Glenn has been a huge success at the Cookery in New York. The sixty-five-year old Turner still has strong pipes and, as owner Barney Josephson stated in a recent interview, "if we left the door open, we could hear him a block away — without a microphone."

Sarah Vaughan's first Atlantic LP is being recorded on the west coast and will consist of all Besties songs

Rich To Perform At IRTS Holiday Show

NEW YORK — Jazz drummer Buddy Rich and his group Killer Force will perform at the International Radio and Television Society's annual holiday show, hosted by this New York jazz radio station WRVR. The show will begin at noon, December 9, at the American Hotel in Manhattan, with funds to be donated to the Bedside Network.

Jazz Album Picks

**HUMINN** — Nat Adderley — Little David 1012 — Producers: Nat Adderley — List: 6.98

This is the first jazz LP from Little David and Nat's first LP with his new band. It is a thoroughly contemporary set with plenty of space for improvisation over a funky, percussive backstop. There is good variety in the program, with reedman John Stubblefield and pianist Oajee Allen Gumma contributing originals in addition to the leader. Of particular interest are the track title and on Intriguing version of "Theme From M*A*S*H." There should be strong airplay potential for this album.

**MISTER B. AND THE BAND** — Billy Eckstine

Savoy/Arista 2211 — List: 7.98

This double album compilation of 1945-47 sides has just about everything: the top-notch big band includes Sonny Stitt, Dexter Gordon and Gene Ammons on saxophones, Fats Navarro, Kenny Dorham and Miles Davis in the trumpet section; Tommy Potter on bass; and Art Blakey offering ever-glorious support on the drums. This is a standards is classics, "Prisoner Of Love," the blues "Jelly, Jelly," and pure fun with two takes of "Oop Bop Sh'Bam." All receive some of their finest interpretations through the distinctive, rich baritone of Eckstine, who also plays trumpet and trombone in the small group sets that end this release with a notable version of Ellington's "Sophisticated Lady."

**BILLY ECKSTINE, BAND AND THE BAND**

Billy Eckstine

MCA 2300 — List: 7.98

**THE SMALL GROUP RECORDINGS** — Wes Montgomery

Verve VE-2183 — List: 7.98

Montgomery's Verve association was one that focused on large orchestral settings for the most part. This package contains some live performances with a solid rhythm section (Wynton Kelly, Paul Chambers, Jimmy Cobb) and some studio sessions by the same group. Completing the set are a pair of tracks with organist Jimmy Smith. Apart from the always stimulating playing the set is valuable for a display of Wes and co-horts in a talent contest for what ultimately proved to be the last time. Four of these performances had sustained overdubs the first time around and Verve has decided to delete the trimmings in this package. An excellent decision.

**Top 40 Jazz Albums**

**A-1** — LEE MORGAN/HANK MOBY — Savoy/Arista 1104 — List: 6.98

Trumpeter Lee Morgan played this session at the age of 18, and we're wary out front that as far as he's concerned this rollt here's gives a glimpse of a ma- jor talent in the early stages of maturation. Aside from the attraction for buffs who would have a special interest in any part of the promising career that was ended by Morgan's untimely death four years ago, this album features some of the most solid players of the period. Mobly is a tastefully authoritative tenor player, Hank Jones is still an ex- cipient pianist, and bassist Doug Watkins and drummer Art Taylor have the chops to really drive this group through hard boppers like "Hank's Shout" and "Nostalgia."

**On Jazz**

Cash Box/December 4, 1976
Reflections ‘N Black

Tattoo Records recording artists The Gap Band, who have previously done back-up work for Leon Russell and D.J. Rogers, will be releasing their first album for Tattoo shortly after the first of the year. Currently recording at a Los Angeles studio, the band is getting attention from several veteran record execs who are dropping by the studio to get an early sampling of the group’s upcoming album. A few of the people stopping by have been Bill Withers, Chaka Khan, The Miracles and Lou Rawls.

Far Out Celebrates War, ABC Agreements


The party at Far Out was highlighted by the playing of selections from the “Love Is All Around” album, and by a special performance by The Booty People of material from their debut album, which will be released in January on ABC Records.

Gwen Glenn Inks Motown Dist. Pact

LOS ANGELES — Gwen Glenn Enterprises, an independent production company, has entered into an exclusive distribution agreement with Motown Records. Gwen Glenn, which was formed a little over a year ago by Mrs. Gwen Gordy-Lupper and Miss Joyce Fuller, has been producing such artists as Diana Ross, Jermaine Jackson and G.C. Cameron for Motown Records.

Among the artists currently signed to the new production company are Franki Yah, Jamaal Trice, Johnny Caston Creath, High Energy featuring the Mitchells, and Kenny Lupper.

First release scheduled under the new distribution deal will be Franki Yah’s “I’m In Love” b/w “Don’t Fan The Flame,” set for immediate release.
## R&B Singles To Watch

1. **Easy To Love**  - Joe Simon  - Spring
2. **Together**  - O.C. Smith  - Columbia
3. **Summer Snow**  - Magic Mot
4. **I Wish**  - Stevie Wonder  - Tamla
5. **Something 'Bout Cha' - Latimore  - Glades

*Based On Radio Activity*  

### SONGS

- **KDA/ - DALLAS - Chuck Smith**
  You Gotta Believe - Seventeen Brothers - ABC
- **Like It To De**  - K.C. & The Sunshine Band - TK
  (Old Time's Tale)  - Seventeen Brothers - ABC
- **Shake It**  - K.C. & The Sunshine Band - TK
  (Old Time's Tale)  - Seventeen Brothers - ABC

### NLPs

- **Donna Summer, Dramatics**
- **Carla Thomas**
- **Tamla**
- **Stevie Wonder**
- **David Bowie**

### CONVENTIONS

- **Do You Like It To Be A Star?**
- **Enjoy**
- **Wish**
- **Didn't Wish You**

### NLPs

- **Donna Summer, Dramatics**
- **Stevie Wonder**
- **David Bowie**

### Top 40 Crossing R&B

1. **Any Way You Like It**  - Thelma Houston  - Motown
2. **Let 'Em In**  - Billy Paul  - Phila. Intl.
3. **Heard Ya Missed Me, Well I'm Back**  - Sly & The Family Stone  - Epic

*Based On Radio Activity*

### Most Programmed New LPs

- **Annie}(Turandot)  -济南 University**
- **Nat King Cole  - Capitol**
- **Love Is**  - Billy Paul  - Phila. Intl.
- **Do You Feel Like We Do**  - Peter Frampton
- **Soul**

### PLAYLISTS

- **Ain't No Reason Why**  - Oprah Winfrey
- **The Jacksons**
- **Do It**
- **Soul Train**
- **D.C.**

### Most Programmed New LPs

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### Top 40 Crossing R&B

1. **Love So Right**  - Bee Gees  - RSO

*Based On Radio Activity*
5,279 At Expo '76: Chicago — The 1976 MOA international convention, held November 12-14 at the Conrad Hilton Hotel, attracted a total attendance of 5,279 to shatter all previous records for the association's 28-year history and, in addition, 110 exhibiting firms, representative of music, games and related products, occupied seven booths in the main exhibit halls of the Hilton's massive display area, again establishing a new record for the association.

This show was "our biggest yet," as outgoing president Ted Nichols explained in his opening remarks before the assemblage attending the association's general membership brunch on Saturday morning, a highlight of which was the official presentation of the 1977 convention membership of large and will through the program and, in addition, an announcement was made that in the coming year a series of association-sponsored social events would be held, possibly on a territorial basis. The highly successful MOA Notre Dame seminaries will remain on the agenda with the 1977 edition scheduled for March 11-12 at the Airport Hilton in Denver, Colorado.

As the association's membership meeting proceeded, treasurer Don Van Brackel, announced his report on the association's "solid financial condition." MOA's legal counsel Nick Allen recapped the specifics of the litigation of "Fonz" and addressed the meeting and announced the dates of next year's MOA convention, October 28-30.

Newly elected officers of AMOA are Garland Garrett, president, Don Van Brackel, 1st vice president, Wayne Hesch, secretary and Bob Nims, treasurer. Vice presidents are John Strong, John Cameron and Buzz Hyer.

Service Hint: Bally's Thumper Bumper by Bernie Powers Bally Manufacturing Corp.

The thumper bumper as shown in the accompanying illustration, is the D.C. type bumper which has been used in Bally games since Bow and Arrow.

The basic difference between the A.C. and the D.C. type assembly is that the D.C. is operated directly by its own contacts, therefore, no relay is used as in the A.C. type, previously used.

The basic actuation of the thumper bumper occurs when the ball interacts at any point with the plastic skirt above the playfield surface. The stem, which should be centered in the cup of the switch, will make contact on the solenoid switch contacts. The stem should be centered for two very distinct reasons: one, to ensure actuation will take place at any point around the skirt and two, to ensure the solenoid switch is not locked closed. This switch should have a gap of 1/32" in the open position and follow through upon actuation of 1/32".

The solenoid is then activated and two events take place. First, the metal flange interacts with the ball. Second, the scoring switch closes to activate the points of the assembly is valued at. The scoring switch, as seen in the drawing, should be adjusted to 1/16" gap.

The D.C. type bumper does not require any lubrication in the cup switch because of the type of plastic used. The older type bumper assemblies need to have a Lo-torque instrument grease in the cup. The Lo-torque grease would also act as lubrication to ensure that actuation does not become sluggish.

MOA Now AMOA

MAJORITY OPINION that more service programs were needed to help operators and, by compliance, MOA sponsored four special service booths on the exhibit floor at Expo '76 and devoted a large portion of the annual seminar program to service, with presentation by Cal Clifford of Cal's Coin College and Bill Arkush of Kurs Kesch. Also on the seminar program was Dr. William Sexton of Notre Dame University, who captivated the audience with his dynamic presentation.

An association supported manual on eight-ball pool tournaments, another of the new services inaugurated by MOA, was distributed at the convention and, in addition, an announcement was made that in the coming year a series of association-sponsored social events would be held, possibly on a territorial basis. The highly successful MOA Notre Dame Seminars will remain on the agenda for the 1977 edition scheduled for March 11-12 at the Airport Hilton in Denver, Colorado.

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LOS ANGELES "The Fonz," one of America's most popular TV heroes, has become the first television character to be directly linked with a coin-operated amusement machine. "Fonz," a new motor cycle action game developed by Sega of America, according to the company, the David M. Rosens, chairman of the board and president of Sega Enterprises, Inc., of Redondo Beach, Calif., said "Fonz" could well be one of the firsts in a new coalition of show business and America's rapidly expanding family amusement machine industry.

Inspired by the motorcycle hero of the top-rated television series, "Happy Days," "Fonz" was recently introduced to the public at the Expo in Chicago, where Sega said the response to the game was "unanimous and enthusiastic."

Sega of America president Harry Kane announced that several hundred "Fonz" games have been produced, and shipping of them is presently underway. Full distribution of "Fonz" he said was expected within a matter of weeks. Kane said test locations reported very positive results in the new game.

Through the magic of video screen solid state electronics technology, "Fonz," ac-

Stroll to Seaeg

Chicago — Louis J. Nicastro, chairman of the board of Seeeg in the United States, announced that Michael R. Stroll has joined the firm as vice-president-technology.

Stroll, formerly manager of systems development microprocessors with National Semiconductor Corp. of Santa Clara, Calif., will be based in Chicago and will have prime responsibility for assisting in the development of new products incorporating solid state technology for both the Seeg products division and Wilson Electronics, Inc.

Stroll is a graduate of the University of Hartford.

Beasley Joins Ramteik

Sunnyvale — During the recent AMOA convention in Chicago, Ramtek Corporation introduced the firm's new vice president and general manager Noel Beasley.

Prior to joining Ramtek, Beasley was vice president of project development for Mattel Toys, where he was instrumental in developing the popular "Barbie Doll" and "Hot Wheels."

Beasley earned his bachelor of science degree in engineering from UCLA and is a holder of nine U.S. patents.

In announcing the new appointment, Ramtek president Chuck McEwan said, "With the addition of Noel Beasley to our executive force we feel we have put together the best team in the industry."

Rounding out the Ramtek executive staff are Chuck Arnold, vice president-marketing; Joel McEwan, operations manager; and Carol Tripplett, marketing assistant.

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Touring The Exhibits At Expo ’76

Among the steady flow of visitors and friends at the Rowe international exhibit, stopping by to admire the R-B1 phonographs on display, were Tim E. McGraw, John Strong, Sam Gersh, Joel Kleiman and Ed Ginsburg.

United Games, Inc. of Portland, Oregon is another newcomer to Expo. Bob Beveridge and U.G. staffers were on hand to show the firm’s popular new Video S.

The Dyna-phon exhibit was among the most lavishly decorated, with special lighting, mirrors, silver, etc., providing background for the firm’s outstanding line of football and pool tables, including the dynamic "matching pair." Firm’s John Lewis is pictured here with Dan Perotta of Texas.

Among the new Midway machines unveiled at Expo was Amazing Maze, pictured here, with Larry Berke and his new assistant John Mason. Notice the TV monitor on top of the cabinet, which is not part of the unit but a special attraction to allow show visitors to see the play’s proceedings, unobscured, from all angles. An excellent idea and Larry had many inquiries about it.

The very colorfully designed Rock-Ola phonograph, in the company of two prominent members of the coin machine industry, Edward G. Doris, Rock-Ola’s executive vp (left), and Alfred W. Adickes of Novas Apparate (Germany), longtime associate and friend of the Rock-Ola organization.

The Atari suite of exhibits, containing a most elaborate lineup of equipment, was among the most popular attractions at Expo. People actually waited in line to try the F-1 featured in this photo.

Notice the excellent reproductions of backglass and playfield art, past and present, featured in this special daily exhibit honoring the fabulous "Capt. Fantastic" flipper, pictured here with Ross Schmier (right) and Tom Nieman.

Jamestown, N.Y., operators Garry Giscain (left) and Gary Greenwood (right) with Seeburg’s illi Prutting and the exquisite Sunstar phonograph—every bit as appealing even in this black and white photo as it was amid the lighting and color in the Seeburg exhibit.

Empire Dist.’s Ben Rochetti (right), his wife Doris, Renato Garlando and Empire’s Leonard Zeidman, with the Garlando football table, one of the stars of the Empire exhibit. Garlando, who came in from Italy for the show, was an honored guest of Empire during his stay and Doris Rochetti served as his interpreter.

A big attraction at the Mirco exhibit was the firm’s exciting new "Super Stud" which has the full attention of the four gentlemen in this photo. That’s Pat Burke (back to camera) at left.

Much new product was shown by Sega, including the exciting Fonz motorcycle driving game and the big Plinker’s Canyon, partially revealed in this photo. Its Robertman (C.A. Robinson) is getting ready to try it, with the encouragement of Pat Karns (left) and Harry Kane (right).

Awaiting the results of his "Horoscope" reading at the Ramtek exhibit is (left) Terry Lauchaire (Advance-San Francisco) — with the able assistance of Ramtek’s Mel McEwan and Chuck Arnold. The machine was quite an attraction in the Ramtek exhibit.

Here’s Exidy’s new "Alley Rally" video driving game, surrounded by Pete Kaufman, Howard Ivy, Larry Hutcherson, A. Grainger and Phil Brooks. In addition to new product, Exidy’s famed "Death Race" model was a big attraction at Expo.

Talk of the show was the NSM phonograph machine mechanism playing under water, continuously, in the Lowen Automation exhibit. You can see the demonstration at left in this photo — and the two gentlemen are NSM’s Bert Davidson (left) and Charles Kagels of Advance Dist. in St. Louis.

And here is the mechanism within the attractive confines of the NSM Prestige phonograph. Peer von Oertzen (left) and several colleagues from the German-based manufacturer joined the firm’s North American rep Bert Davidson (right) in manning the exhibit.

Here’s a very popular fellow at the convention — well, two popular fellows, actually, since everyone knows Ken Anderson of Fun Games. But we must say, the guy on the right sure did get around that exhibit floor makin’ friends with just about everybody at the show.

Notice the excellent reproductions of backglass and playfield art, past and present, featured in this special daily exhibit honoring the fabulous "Capt. Fantastic" flipper, pictured here with Ross Schmier (right) and Tom Nieman.

Cashbox/December 4, 1976
Touring The Exhibits At Expo '76

Although CDI displayed some outstanding new flippers and other amusement machines at the show, an eye-catching piece in their booth was the nostalgic 1935 model Bob Sherwood is showing in this photo.

Welcome to the Meadows exhibit and here are Lila Zinter and Phil Chancellor extending company hospitality. Lazer Command, pictured here, was one of the new products show. Also, a 4-game video table with provisions for an individualized message or promotional copy on the surface.

Ed Miller (standing, left) and Laura Kreiter at the Taito exhibit, which housed a big array of amusement machines including this giant Speed Race. Especially noticeable at this and other Expo exhibits this year were the numerous larger arcade pieces shown.

How do you transport some of today's heavy equipment? Magline, Inc. has the answer, according to sales mgr. Alan Oslander, who is pictured demonstrating the Trailvator unit exhibited for the first time at this year's Expo.

Project Support Engineering's Bill Currier (right) demonstrates Bazooks, one of the new machines premiered by PSE at the show. At far left, near another of the new models, is the firm's Sital Bhutani.

This particular angle does not reveal too much of the equipment displayed by UBI — and there was quite an impressive lineup — but the camera did catch company execs Scott Daddis, Marty Shumsky and Sai Cracco.

Computer Kinetics, another newcomer to Expo '76, drew a lot of attention to booth N-22 with its exciting new Vega 21, and other embellishments like the cute little fella in this photo with company exec J.P. Nelson.

Forever crowded throughout the run of the show was the Williams Electronics Inc. exhibit featuring an assortment of flippers, shuffle alleys, et al. — with every model getting a good workout from convention visitors each day. Sales manager Bill DeSelm was out of view of the camera when this shot was taken.

Another big attraction at the Atari exhibit was the Theatre Kiosk, centered in the booth so that all six games could be seen and played. Space is provided at the top of the unit for location promotion or advertising, a feature prevalent on several of the new products shown by the various factories.

With discos flourishing throughout the country, the specialized dance floor is becoming increasingly popular. At this year's convention Sensations International hosted a booth to show the Electric Floor in all its color and lighting. Firm execs Ren Peek (left) is pictured with John Bilotta and Fred M. Stott (Amer. Amuse.).

The U.S. Billiards Video Pool, completely obscured in this photo, was an obvious crowd pleaser. Model offers 4 different pool games, and was among the many big attractions in the exhibit. U.S. Billiards is presently awaiting patent on its revolutionary new Eye Cue (I.Q.) concept for distinguishing regulation cue balls from object balls.

Convention regulars Nick Melano, Sal Lipkin, et al. of American Shuffleboard took a minute to pose for the cameraman. In addition to displaying their equipment line-up, American introduced its new solid state scoring unit, pictured here.

Brunswick's Steve Heckmyer (left to right), Otto Steinhartter and Larry Smith pose with Block Shot, one of the brand new products premiered very successfully at the convention. Brunswick took extra booth space this year for an outstanding lineup of current and new equipment.

J. Munte and J. Sans of Playmatic of Spain were on hand at the Universe Affiliated Inl. exhibit with Barry Feinblatt (center). The new 4-player at right is the Speakeasy Flipper with unique backglass design and equally unique scoring features.

Another big attraction at the Micro exhibit was the new Champion VI, shown here. Among the players are lovely Vanessa Reinhardt of Micro, Ralph Karmazyn (Micro-Can.) and Gilbert Junewult (also of Canada).
MINNESOTA MUSINGS

A SPECIAL RECOGNITION AWARD was presented to Clayton Norberg, C&N Sales Co., Inc., by the National Music Merchants Association. Clayton received the award for his dedicated service as the national association's sergeant at arms. Congratulations, Clayton!

RECORDS: The Chicago Tribune's Larry Ruemmler, Lieberman Enterprises, 45 dept. While this is not unusual for this time of the year, the traffic is heavier than that which can be attributed to seasonal fluctuations. Larry sees the change as coming partly from a comeback of sorts on the part of singles, which had been taking a back seat to albums. Speaking of singles, there is still no definitive news on whether or not there will be a new entry from the Eclipses entitled "Tonight's The Night" by Rod Stewart. Captain and Tennille's "Muskrat Love," "Bebi" by Kiss; "Nadie's Theme" by Perry Botkin Jr., "Nights Are Forever Without You" by England Dan & John Ford Coley, and "Footloose" by K.C. and the Sayers."You Make Me Feel Like Dancing," "Love Me" by Yvonne Elliman, and "Alter The Lovin'" by Engelbert Humperdink. Larry also told us that Bud, a group that hasn't had a hit single in quite some time, has a new entry entitled "The Ball Is Not Tossed Without Your Love." In addition, he feels that the motion picture tune "Car Wash," which has previously been well on the rhythm and blues stations and locations, will be making a successful crossover to pop very shortly.

BROWN'S APPOINTMENT REPORTED by D&R Novelty, Rochester, Dick Hawkins, company president, announced that D&R has bought out Jeann Ripka's route in Elgin.

HERE'S A COUPLE OF MENTIONABLES: Al Eggermont Jr. has submitted his company's dues for 1977 membership in the Music Operators of Minnesota. That makes Music Service Company, Marshall, the first to renew for next year. Al also provides a great deal of time to the association, serving on its board of directors. We had an exhibitor from our great state of the AMOA exposition. It was Automatic Products Company, St. Paul. The company has vending machines — candy, snack, pastry and cigarettes.

"Twas A GOOD SHOW" any operators around the state in referring to the AMOA exposition held recently in St. Cloud. With the exception of a few groups of vendors who didn't have displays, this was the best attended exposition in recent years. The association appears to be taking steps to make this a yearly event.

THE RELIABLE JERRY SHAW, the Chicago Tribune's annual exposition editor, has been writing an interesting column for his paper. Jerry, who recently moved to that city from the Northwest, has had to adapt to Chicago's weather the past few weeks. Jerry has been working on the long overdue "On The Road Again," the annual AMOA exposition column for next year, and is in desperate need of material. Those of you who have the time and inclination to help Jerry out with the column would be most welcome.

STREET STATE ASSOCIATION CALENDAR 1977


Gill Scott-Heron — He was being overwhelmingly accepted by the audience at the State Street State Association's annual meeting at St. Louis this past week. He was the star, the performance by the group as a whole to overwhelming that of any one person. His opening act, the ingenious and witty Paul Baloche, was the highlight as was the very talented vocalist Victor Brown, who also sings lead on some songs, stole the show for a minute when he sang "Time". His emotional-filled version of this song brought many shouts of approval from the audience. The pace of the show moved swiftly and smoothly from one song to the other. The show was rather short but it was a good one. The cuts from Scott-Heron's new album entitled "It's Your World," including "New York City — Home Is Where The Heart Is," "It's Your World" and a tribute to John Coltrane, a song simply entitled "Trane." The audience, composed mostly of Gill Scott-Heron fans, also witnessed a few standing ovations; indeed, many wound up standing on the Roxy's tables, screaming for more. The show was taped for later broadcast on two Los Angeles radio stations.

Folk singer Richie Lowen opened with an introductory speech. His performance was also received well by the crowd. Opening for Scott-Heron was not an easy job.

c.a.

CHICAGO CHATTER

CALIFORNIA CLIPPINGS

The general consensus from earthquake country seems to be that MOA was a real groundbreaker itself, with a lot of good activity going on and many things accomplished. Many raves, too, for the annual meeting in New Orleans. Liz Zinter was very busy in her MOA booths, she said, and only has 45 minutes at the end of the show to get around and see a lot of the other things being tazed. She reports "extremely positive reactions" to Meadows Lazer Command, and says that Meadows will soon be improving the game with modificas. MOA shows this year have also had good responses on their new football game, and they'll have a pin game in production at the end of January. "This year," said Lila, "the people came to MOA with positive views and were impressed by the games. MOA is still the game itself. Meadows also had good sales in the past few months. C&N's Booth is now at the New Orleans convention, having been previously at Ramtek. Hale will assist in sales management.

Will Currier, at Project Support Engineering, who said the MOA show was nothing less than "phenomenal" for his people. Nobody got any sleep, he said, as the interest on the part of conventioners in PSE's Bazookas and other games was so strong they didn't get a moment's rest. Picco Indoor Sports Chris Loumakis also reported having a good time in Chicago, and said U.S. Billiard's Timbertone and SST Air Hockey promise to be good sellers.

Also down on Picco Row, Ira Böttelmann at C.A. Robinson and Co. says the next two weeks will be important ones as far as events in his backyard go. First off, he's having a Christmas sale to reduce his inventory of fill-in pieces, and says a little housecleaning will not only do film good, but could be good for others, too. He's got a smaller out to operators. Another exciting development will be the second annual C.A. Robinson west coast MOA show. Manufacturers have been contacted, he said, for the Dec. 3 event. Ira said 13 of them will be showing a total of 18 new games, some of which will be prototypes and others completely finished games. Should be interesting.

Harry Kleveland has seen that C.A. Robinson's shows aren't getting any more exciting than the Chicago and New Orleans shows. He said they expected the response to their Plinker's Canyon shooting game to be good, but were almost pleasantly surprised by the reactions to the Forz and Tic Tac Quiz games.

EASTERN FLASHES

THE RECENTLY HELD "HURRICANE" FOOSBALL TOURNAMENT, sponsored-by-tr.

The recent "Hurricane" foosball tournament, sponsored by the National Music Merchants Association, was an outstanding success. As we learned from Fuji's Jack Shawcross, Event, 3577 T北美 East, New Orleans, NY 15000: "The biggest "Hurricane" to date was held at the New York State Fairgrounds and was coordinated by the Eastern Players Table Soccer Assn. At the present time, Jack said he's trying to fill up dates for a proposed open house — featuring both vending and amusement machines — for late November or early December at the district's showroom. Among hot-selling games at the moment are Midway's Tortoise Baseball and Sea Wolf, Atari's LeMans and Breakout, to name a few! And here's an excellent project just inaugurated by Fuji-Syracuse. In an effort to encourage state and national association participation, the district is offering its operators special discount privileges on membership dues. For full specifics, give Jack a call at Fuji-Syracuse. Also, Fuji-Syracuse just announced that they will be entering "The Hurricane" in the upcoming Southern Sunlight tournament being held not only in Atlanta but at the Buffalo and Syracuse shows. This competition will include the biggest impact we've experienced in our three years in the territory," he said. In addition to covering the MOA convention in Chicago, Fuji managed a quick trip to Minneapolis for the dinner and meeting hosted by the Liten people. Chatted briefly with Al Kress of Coin Machine Distributors inc. (Peekskill) last week, just prior to his departure for the IAAPA show in New Orleans (he was also on hand for MOA). He's been steadily adding new lines to his equipment roster, latest of which are Atari and the German-made NSM phonograph.

ON THE SINGLES SCENE: Jean Poett of Syracuse One Stop notes heavy operator action to the AMOA show, particularly for the release of "Blessed By His New Name" by Keni (Casablanca), "Muskrat Love" by The Captain & Tennille (A&M), "Love So Right" by the Bee Gees (RSO), "The Wreck Of The Edmand Fitzgerald" by Gordon Lightfoot (WB), "Stand Tall" by Burton Cummings (Portrait), "Rubber Band Man" by the Spinners (A&M) and "Rock 'N Me" by Steve Miller (Capitol).

Street State Association Calendar 1977


Mar. 16-20: Wisconsin Music Merchants Assn., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.


COIN MACHINES WANTED

WANTED: antique and new slot machines, pinball games, juke boxes, coin operated laundry equipment, TVs, VWs, boats, planes, cars, trucks, and equipment everywhere.

WANTED: all makes and new upholstery, wall tables, electronic games, electronic games, kegs, refrigerators, mfr. Seeburg, Bally, Crane, also used and repair.

WANTED: parts, manuals, Flippers, truck-as-ls, Derbies, TVs, Shifters 1, just Can games, Service to repair, CASH 21061. |l| Delmar V. Gala, (217) 545-4204.

WANTED: Liberty-Bally manuals, including Flippers, truck-as-ls, 121|l| Derby TV Shifters 1, just Can games, Service to repair, CASH 21061. |l| Delmar V. Gala, (217) 545-4204.

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Classical LP Chart Analysis

A spot check of retailers in five markets across the country revealed these current selling prices for "Gershwin Plays Rhapsody in Blue" on LP:

- New York: $3.98 at The Record Hunter in New York.
- $2.88 at The Wharehouse in Los Angeles.
- $4.37 at Musicland in Chicago.
- $2.99 at Tower in San Francisco.
- $2.98 at Peaches in Atlanta.

The comparatively low retail prices for the album reflect the fact that they are only passing on the special break they have received on it from CBS. A wholesale cost quoted by some independent classical record buyers for this album was $2.25.

RCA Special

Another special-priced album unit, until recently, was the RCA recording of Hotz's "The Planets," performed by the Los Angeles Philharmonic under the direction of Eugene Ormandy. The album was marked at a 19% off price, and the price recorded was at $4.98. Now, like other albums in the Red Seal line, it lists for $4.88.

"The reason for doing this sort of thing is to create a lot of excitement about the record," stated Ernest Gilbert, director of Red Seal merchandising for RCA. "Also, the record is bought in quantities in which it would ordinarily not be bought, because it comes at a time when people want to order and feel they can price it attractively and move a lot of it. But you can only do this with a piece of record that is expected to have good potential and strong sales anyway. You take something that already has a strong position and its own excitement, and you throw in a special low price and the excitement intensifies."

Best Selling Artists

The current popularity of Sir Georg Solti and Carlos Kleiber is demonstrated by the fact that these conductors are the only two artists who have both lengthy runs on the CB chart. Kleiber's DG recordings with the Vienna Philharmonic of Beethoven's Symphonies have been at the top of the CB list respectively, at #9 and #22 on the chart. And, while Solti's London recording of the complete Beethoven Symphonies is still the most expensive chart item at a list price of $50.00, it occupies the #3 slot, the same conducitor's reading of Beethoven's Ninth (from the complete set) is positioned at a respectable #19.

The other item to hold a particular fascination for classical record consumers: Hotz's "The Planets" and Gershwin's opera, "Porgy & Bess." Eugene Ormandy's recording of the former work is charted at #9, while Patrick Gleeson's "Beyond The Sun: An Electronic Portrait of Hotz's The Planets" is at #18. The RCA recording occupies position #39. Two current versions of "Porgy & Bess" on London and RCA are selling at about half price. The London album charted at #15 and the RCA at #17.

Only three budget albums appear on the CB chart. They are "Vaucluse Songs Of The Great Ladies Of The Musicals" on Nonesuch (#24); "For Baritone" on RCA Victor (#32); and Richard Strauss' "Die Frau Ohne Schatten," a 4-LP set on London (#36).

Besides the above-mentioned Gleeson LP, the only other RCA album is "Snowflakes Are Dancing: The New Sounds of Debussy" on RCA (#38).

Recording Categories

A comparison of the numbers of charted releases in various musical categories indicates that the predominance of operas and orchestral works. The CB classical LP chart includes 13 opera releases, 14 orchestral albums, 12 vocal, 19 jazz, 15 country and western, and 5 rock albums. The CB list is based on the all-time chart list (The Century, which is about half orchestral), four solo vocal albums, three recordings of chamber pieces and two electronic releases.

Following a trend in New York City which is spreading to other cities, especially Cash Box (Sept. 25), the average list price for pop albums on the national classical chart ($12.90) far exceeded the average list price for LPs in any of the other CB categories. The CB chart. Kleiber's DG recordings with the Vienna Philharmonic of Beethoven's Symphonies are still the most expensive single item on the CB list, respectively, at #9 and #22 on the chart. And, while Solti's London recording of the complete Beethoven Symphonies is still the most expensive chart item at a list price of $50.00, it occupies the #3 slot, the same conducitor's reading of Beethoven's Ninth (from the complete set) is positioned at a respectable #19.

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Atlanta: At Rich’s stores, ad supplement with the following features: 19 Capitol releases, including the newest releases by Steve Miller Band, The Band, Jessi Colter and Doctor Hook, and 18 CBS releases, including the newest releases by Bob Dylan, EWF, Aerosmith, B.B. King, Hubert & Hiram, and others. The newest releases by Captain & Tennille and The Ozark Mountain Daredevils, for $4.57/$6.49 tape, the most recent albums by Peter Frampton and Quincy Jones (2 LPs/$7.98 list) for $4.67/$5.49 tape; two CBS releases, including the latest releases by John Denver, and the newest releases by Hubert & Hiram and The Ozark Mountain Daredevils, for $4.57/$6.49 tape; two CBS releases, including the latest releases by Peter Frampton and Quincy Jones (2 LPs/$7.98 list) for $4.67/$5.49 tape; eight LPs and 26 singles, including the newest releases by Capitol Records'; latest releases by Capitol Records’.

Boston: At Straw’s stores, ad supplement with the following features: 19 Capitol releases, including the newest releases by Bob Dylan, EWF, Aerosmith, B.B. King, Hubert & Hiram, and others. The newest releases by Captain & Tennille and The Ozark Mountain Daredevils, for $4.57/$6.49 tape, the most recent albums by Peter Frampton and Quincy Jones (2 LPs/$7.98 list) for $4.67/$5.49 tape; two CBS releases, including the latest releases by John Denver, and the newest releases by Hubert & Hiram and The Ozark Mountain Daredevils, for $4.57/$6.49 tape; two CBS releases, including the latest releases by Peter Frampton and Quincy Jones (2 LPs/$7.98 list) for $4.67/$5.49 tape; eight LPs and 26 singles, including the newest releases by Capitol Records’.

Chicago: Six classical albums on Columbia available at Disc Records; Downtown Stereo, Kay's Stereo, Milford Daron, Music from Home and Good and University of Chicago Co-Op. At Zayre stores same ad with the identical features and prices that appeared in Atlanta. (Sunday Chicago Tribune).

Cincinnati: At Rich’s stores, ad supplement with the following features: 19 Capitol releases, including the newest releases by Steve Miller Band, The Band, Jessi Colter and Doctor Hook, and 18 CBS releases, including the newest releases by Bob Dylan, EWF, Aerosmith, B.B. King, Hubert & Hiram, and others. The newest releases by Captain & Tennille and The Ozark Mountain Daredevils, for $4.57/$6.49 tape, the most recent albums by Peter Frampton and Quincy Jones (2 LPs/$7.98 list) for $4.67/$5.49 tape; two CBS releases, including the latest releases by John Denver, and the newest releases by Hubert & Hiram and The Ozark Mountain Daredevils, for $4.57/$6.49 tape; two CBS releases, including the latest releases by Peter Frampton and Quincy Jones (2 LPs/$7.98 list) for $4.67/$5.49 tape; eight LPs and 26 singles, including the newest releases by Capitol Records’.

Canada's Sherman Expands

ONTARIO — Four stores operating under the Sherman Centra de Musique banner will be opening soon in Quebec, according to Brian T. Jobling, vice president and general manager of the Sherman/Mister Sound retail division.

One of the new stores is located in Sept-Iles in the new Les Galleries Montegraises Shopping Centre, scheduled for early November opening.

Three new Sherman stores are also scheduled for opening in the Montreal area. Locations are: Centre Laval, Decarie Square and La Cite, bringing the total, number of Sherman outlets to Montreal.

In Toronto, a new store operating under the Mister Sound banner will be opened on Oct. 28 in the Sheridan Mississauga Regional Mall. This also brings the Toronto total to six locations.

With these additions, the chain of full line record and tape stores will total thirty (14 in Quebec; 9 in Ontario; and 7 in Alberta). jobling stated that this expansion is the beginning of a major program of adding to the Capitol-owned and operated chain of stores. Other plans into new and present malls are already underway. This aggressive attitude toward growth is the result of two years of successful improvement and profit development of Capitol's retail division.

Coupled with this announcement, Jobling also confirmed some new personnel appointments: June LeGuerre becomes retail administration manager; David Rogers appointed Ontario region manager, with Brian Greene assuming the newly created position of assistant region manager, responsible for five of the Ontario stores; Ian Gibson transfers from Yonge St., to the position of Ontario region buyer; Jean Neveu becomes the Quebec region buyer, reporting to Richard Belec, region manager based in Montreal.

A&M HOSTS INTERNATIONALS — A&M Records recently hosted visiting European media VIPs. Guests of honor for dinner at Mr. Chow's in Beverly Hills included, clockwise from upper right: Willem Duys, Holland radio-TV personality and journalist; Dave Hubert, A&M vice president, International; Herb Alpert, executive vice president A&M; Jerry Moss, A&M president; Claude Brunet, director of programming for Europe's record network; Gil Friesen, vice president of A&M, Dairy; and Harold Chilida, head of A&M promotion.

Carpenters Hit At Palladium

LONDON — The Carpenters’ European tour which has already played to capacity audiences in Germany, Holland, Scotland and provincial UK cities, peaked, recently, with an 11-performance, six-day run at the Palladium here.

All tickets sold out within hours of going on sale, the fastest sell-out ever at the Palladium. Opening night ticket scalpers were asking and getting up to $100 for $10 seats.

Apart from featuring all of their biggest hit songs, the Carpenters’ new stage show included a 50s sketch with Karen playing the part of a teen queen, a performance of the Warsaw Concerto with Richard on piano backed by a 42-piece orchestra, and a drum solo by Karen. The Carpenters, following their enthusiastic reception, announced a “Christmas Present” to their fans — a midnight charity concert at the Palladium their last evening there.

More than 2,000 people will be able to see the show free by exchanging a toy for a ticket at London’s Capitol Radio. All toys collected will go to the Children’s Aid Society.

The Carpenters have been recorded during their present Palladium stay and a live album will be released in the UK on December 10.

TAKING IT TO THE STREETS — Beginning Nov. 1 and lasting three months, a specially painted NSW Public Transport Commission bus will run a normal timetable on all routes in the Sydney metropolitan area. Dubbed the "Wonderbus," and featuring a full-color, painted reproduction of the cover of the Steve Wonder album "Songs In The Key Of Life," the vehicle augments the "Souls Full Summer" promotion already underway. A custom-built sound system has been installed in the Wonderbus to allow continuous playing of the LP on cassette. This marks the first time ever that music of any type has been aired on public transport in Australia.

'Point To Stage' LONDON — A stage version of Harry Nilsson’s musical story “The Point” will be presented here at Christmas at the Famous Mermaid Theatre in Puddle Dock by the side of the river Thames.

It will take the form of a musical ballet with choreography by Wayne Sleep, Sir Bernard Miles, actor-manager of the Mermaid, will produce and also play the role of the king in the production.

UK Takes Heart

LONDON — Heart, a leading Canadian group fronted by Ann and Nancy Wilson, begin a campus tour here on Dec. 3 at the Oxford Polytechnic, which takes in four more provincial dates before climaxing at London’s New Victoria Theater Dec. 9. The Vancouver group, whose debut album “Dreamboat Annie” went platinum in the States, is attracting attention and airplay action here with that LP and a single cut “Magic Man” released by Arista.

Japan Record Output Up 17%

TOKYO — Total Japanese record output for the first nine months of 1976 increased 17 percent over 1975 totals, according to Takashi Kurihara, Japan Phonograph Record Association president.

The total record output was 147,426,000. Single record output was 108,785,000, LPs 38,641,000. In value, the total for the nine months was 21 percent higher. Sales of music-tapes during the same time period increased 21 percent. In value, this represents a 15 percent increase. Cassettes increased 41 percent in volume and 58 percent in value.
DON'T MISS THE 7 MOST IMPORTANT DAYS IN THE BUSINESS YEAR.
11th MIDEM: 5000 REPRESENTATIVES, 1000 COMPANIES, 50 COUNTRIES.

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Commissaire Général.

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John NATHAN
International Representative.

INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET.
JANUARY 21-27, 1977 - PALAIS DES FESTIVALS - CANNES - FRANCE.
Edelman Joins Olivia in Japan

LOS ANGELES — Randy Edelman, UA Music writer, joins Olivia Newton-John in a two-week tour of Japan beginning Nov. 26. This is his first concert performing trek to Japan although he has established himself in England and on the continent.

Peter Pesta, 20th Century Records director of international, announced that Edelman’s song “Concrete and Clay” will soon be released in Japan. 20th Century manufactures the product and King Records distributes it.

Edelman will also do a live TV special to be filmed in Tokyo. When the performer/ composer returns to the states he will begin recording his first LP for Arias. As a performer/composer/recording artist Randy Edelman is signed to UA Music as a writer to 20th Century Records as an artist internationally and Arias Records domestically.

BLUE MOVES TO PLATINUM — Shipping gold on its first day of release, Elton John’s “Blue Moves” attained platinum status in Australia last in time for the reception three days later. Rocket Records’ Australian managing director Kevin Ritchie (above left) was presented with gold records for the double album set by EMI Records’ managing director Steven Shirley (above right). A gold single was also presented to Rocket by Shirley for the Kiss Dee & Elton John single “Don’t Go Breaking My Heart.”

WEA UK Starts Harrison Push

LONDON — A concentrated marketing push on George Harrison’s new LP “33 1/3” and single, “This Song,” has been announced by Richard Robinson and Derek Taylor, joint deputy managing directors of WEA UK. This announcement comes on the heels of Harrison’s recent signing with Warner Bros. for worldwide distribution of his Dark Horse product.

The WEA UK advertising campaign includes print buys in primary UK music periodicals; radio commercials; LP giveaways; window displays and in-store promotion; badges, stickers and sweatshirts; a promotional film of Harrison directed by Eric Idle of Monty Python; a dialog box to aid interviews; and colored bags for promotional LP distribution.

NEW ZEALAND SIGNING — Neseli Ergen, president of WEA International, has announced the signing of John Hanlon in New Zealand, an exclusive worldwide contract to WEA Hanlon is one of New Zealand’s biggest selling acts and his new album being rush-released. From left: Hanlon, Ergen, and Tim Murdoch, managing director of WEA New Zealand.

Itsuki To Play Las Vegas Hilton

TOKYO — Hiroshi Itsuki, popular male artist in Japan, is expected to appear on stage at the Las Vegas Hilton next summer. Dick Rain, entertainment director of the hotel, visited Tokyo for New Zealand sales of his contract negotiations with Itsuki. According to him, Itsuki will perform eight concerts in four days (August 8-11). At a recent press conference Rain said, “Itsuki’s show in Las Vegas this past summer was a great success and we look forward to having him back once again.”

WHITTAKER RECEIVES PLATINUM — Roger Whittaker, in New Zealand on a three-week tour, was presented with a platinum LP for New Zealand sales of the album “The Second Album of the Very Best of Roger Whittaker” equivalent to one million records. The presentation took place at the new EMI Studio complex in Lower Hutt, where Whittaker sat in on a recording session of his backing group, Saffron. Saffron used EMI’s 16 track facilities to record their Eurovision Song entry titled “Last Chance With You.”

Pop Club Picks Essex, M’Cartney

LONDON — David Essex and Paul McCartney have triumphed in the first annual British rock and pop awards organized by the Daily Mirror Pop Club. Essex was voted Britain’s outstanding music personality for 1976 and also the top male solo singer, while McCartney and Wings were declared the best pop group and best rock band. McCartney himself was named best male group singer.

The poll also established Status Quo as Britain’s 4th hard rock band, and Tina Charles won a special award as the top new girl singer. The most popular discjockey title went to Noel Edmonds of the BBC. The Pop Club is an innovation for its year by readers of the Daily Mirror, which sells over five million copies each weekday.

Super Sound Single Released

Branco Zivanovic (left), president of Bellaphon Records in Germany, received the first Super Sound Single, “Makin’ Music For Money/Race Horse” by American artist Celia Yancey, from A&R International manager Ingo Schanta (right). Bellaphon is the first record company in Germany to release a 30 cm record with 45 rpm.

International Executives On The Move

Pizzorno’s Post Expanded — Currently creative director of RCA-Argentina, Mario Pizzorno has been appointed to the same position at a higher level, covering all of Latin America, effective January 1.

CRI Fills New Posts — Gary Williams has been named manager, artist marketing, CBS Records International, for the Columbia label, while Ellen Stolzman fills the same position for Epic and associated CBS labels. In their newly created positions, Williams and Ms. Stolzman will both work closely with CRI subsidiaries on the release of domestic product overseas and will help implement support programs for Columbia artists in foreign markets. They will also evaluate career development and marketing concepts relating to these artists abroad.


Chappell Makes Changes — Pran Ghohi has been named general manager of the Chappell music publishing division. Formerly special projects manager, Ghohi joined Chappell from Phonogram International in Baarn, Holland, and succeeds in his new post Michael Packard, who is setting up his own publishing enterprise. David Hockman has been named business affairs and international repertoire manager (departments) at Chappell International, coming to the post from Polygram Leisure, where he was legal advisor and is succeeded by Stephan Neary. Peter Foss has been named creative and merchandising manager responsible for pop and standard catalogs in the Chappell music publishing division. He previously worked for Music Sales Ltd. and Southern Music.

Sheriff Joins Rocket — Arthur Sheriff has been named promotion manager for Rocket Records. He moves from CBS, where he was head of regional promotion, artist development manager and finally custom labels promotion manager, in which role he introduced the Australian group Sherbet to CBS UK.

Siddons To Represent Sparks — Bill Siddons of Siddons and Associates Management will be exclusive North American representative of Sparks. Siddons and John Hewett have formed Overseas Management with Hewett taking primary responsibility for Europe, Magna Artist’s Ron Rainey, Stan Goldstein, and Wayne Forte are representing Sparks for the U.S. dates.

SOUTH AFRICAN BRUBECK — Atlantic artist Dave Brubeck recently completed a tour of South Africa with his sons. From left, standing: Richard Sassoon, WEA-South African marketing manager; members of the WEA promotion team and Brubeck’s sons, sitting, from left: Dave Brubeck; WEA promotion lady; and Derek Hannan, managing director of WEA-South Africa.

Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America, November 24, 1 p.m.

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<th>Currency</th>
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<td>Peso (Argentina)</td>
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Retail Prices

the National/London Philharmonic recording of the Beethoven symphonies on Philips (7 LPs/$39.90 list) and the arrau recording of Beethoven’s piano concertos on Philips (5 LPs/$39.90 list) for $24.45 each; either of the newest releases by Genene Ammons and Lee Morgan/Hank Mobley on Savoy for $39.99; seven other Savoy releases (21 LPs/$7.98 list) for $49.48 each; and 18 RCA Camden albums (4 LPs/$11.65 list) for $79.99/89 tape each. At Jimmy's Music World (11), 12 albums, including the latest LPs by EW&F, Bob Dylan, George Benson, Parliament, Marvin Gaye and Bob Scaggs, for $2.99 each. At King Kar DJ & Music and Savoy Records for $3.99,$4.99, and $9.99/94 tape each. Pablo Records logo tied up to incoming area concert appearances by Elia Fitzgerald, Count Basie, Oscar Peterson and Joe Pass. MCA Records tie-in of the original soundtrack picture “Car Wash.” UA Records tie-in of the original soundtrack to the motion picture “Rocky.” (Sunday New York Times)

Philadelphia: At Kovorot's (5 locations), all WEA releases for $4.19/5.79 tape; and Barnes & Noble has a big fall sale with pages through all these features; all CBS releases for $3.99/5.49 tape; on Sunday, “Album of the Day,” Jefferson Starship’s “Spitfire,” for $2.99/$4.49 tape; on Monday, “Album of the Day,” “Breezein’” by George Benson, for $2.99/$4.49 tape; on Tuesday, “Album of the Day,” “Forever,” by Bobbie Gentry, for $2.99/4.49 tape; on Wednesday, “Album of the Day,” “Endless Summer” by the Beach Boys (2 LPs/$36.98 list), for $2.99/4.49 tape; on Friday, “Album of the Day,” the latest release by BOZ, for $2.99/4.49 tape; and Saturday, “Album of the Day,” “I'll Be Waiting” by Thelma Houston (5), each, $2.99, and the newest albums by Jefferson Starship, Steve Miller and Engelbert Humperdinck for $3.99; Stevie Wonder's latest album (1 LP/12.98 list) for $7.97 that comes through, plus CBS albums including the newest releases by Phoebe Snow, Chicago, and Kansas, for $3.99/$5.49 tape; and 19 WEA releases, including all of the most recent albums by Linda Ronstadt, George Benson, Bette Midler and the best LPs by Engelbert Humperdinck, Phoebe Snow, Bob Scaggs and such artists, same ad over. (Sunday Philadelphia Inquirer)

Pittsburgh: No ads in the Sunday Pittsburgh Press.


Washington: At Drug Fair stores, 31 releases, including the debut albums by Boston and Wild Cherry and the most recent albums by Engelbert Humperdinck, Phoebe Snow, Bob Scaggs and assorted artists. There's a big sale today. (Saturday Washington Post)

Additional promotion for the Thanksgiving holiday was conducted by Kovorot's (5 locations)—West Philadelphia, Tacony, Fairmount, Penn, Arka, War, Diana Ross and Marvin Gaye, for $3.88 each. Although Kovorot has been advertising a low “super specials” every Tuesday and Thursday, they conducted a special Thanksgiving Day sale is about a dime lower than its normal sale price on selected current releases. Daily special this week will be a single or a divisional merchandise manager of Korvettes, stated that this special low price would not be continued after the Thanksgiving weekend.

Coupon Promotion

Several Boston dealers over the last week advertised new releases for $3.49, continued to undercut most of its competitors by advertising 10 front-line albums, including the latest releases by Stevie Wonder, Bob Scaggs, Al Stewart, the Bee Gees and Hall & Oates, for that same price. In addition, Stevia Wonder promoted 11 other current releases for $3.69, and announced that henceforth it will charge $3.99 for every new release in stock.

Meanwhile, Music City, one of Stevia Wonder's chief competitors, advertised a rather unusual campaign to increase its market share. On Friday, November 9, they will announce any purchase of at least $5 will entitle a customer to receive a “valuable discount coupon” on every single and album that they sell. This promotion is said to indicate that with the coupons in the book the customer could “save money on virtually any LP or tape that they purchase.”

Both Robert Smith, owner of Music City, declined to reveal the details of this promotion, which he said was the first of its kind that he had ever seen. However, he stated that it had been very successful thus far.

Law Price

At 57 Washington Jr. album — distributed by Motown. It is titled "A Secret Place." Also, two titles by C.B. /Kudu are set by CBS. (Chadwick Symphony), Harry Crawford and George Benson.

Tower

All Tower’s promotion requiring media buyers advertised in Sacramento, according to Tower. The reason, Robert explains, is “quality control. We don’t want the releases in the hands of sales guys with the Tower formula, or with the Tower style. We can control everything here, and they will perform properly. We are not going to disagree or disapprove of everything that goes in.”

Dialogue between Robertson and Robertson is the role, Robertson says. In fact, the two men are currently, in Robertson’s words, "going over a revelation of everything we’ve been doing. If we do anything, if we even think about doing something, we will have to articulate enough." A particularly serious problem Solomon cited is "radio advertising," he says, "which is also a demonin that our competition improved on our ideas in a lot of some cases. We sounded like everybody else, which became a real problem. Right now we’re attempting to give ourselves a new image.”

Robertson, who on other occasions includes Hoover vacuum cleaners, Westinghouse department stores and Pacific Standard Life Insurance Company, has more than just an audience-inspired confidence in Wallahs

Fighting For Volume

As was noted in last week’s Cash Box, Wallahs has an extensive national advertising campaign across the board at its seven stores in Southern California because its revenues from records have declined so dramatically over the last six years. Wallahs reported an overall net loss of $322,000 on all its retail items, including records, televisions, pianos, planes, organs and accessories; in the previous year, it had earned $13,000.

Bob Wallach, the Wallahs’ president, clear how much of this year’s loss was attributable to the company’s record and tape departments, its record sales have declined to 42.4% of its total sales from 50% a few years ago. In addition, Wallahs overall sales increased to $3,916,638 from $4,809,173 in 1975, its record and tape revenues dipped to $2,506,190 from $2,834,155 during the same period.

ABC to Release Collection Series

LOS ANGELES — The ABC Collection Series, a program utilizing catalog product, has recently been launched, and will be managed by a joint venture of ABC records and Radio City Records. The series will consist of packages of either fifteen to twenty-five albums at $4.98 list.

The first release in the series, five LPs has just been shipped and features collections by the Mamas and The Papas, Orioles, The Grass Roots, Curtis Mayfield, Steppenwolf, The Benny Goodman Orchestra, Louis Armstrong, Frankie Lane, Delta Reese, Lloyd Price, Steve Lawrence & Edye Gorma, Jr., Parker, the Count Basie Orchestra, and Judy Garland “live” at the Palace.

In January, the second phase of the ABC Collection will be shipped. This package will feature predominantly jazz-oriented artists like Art Farmer, Sandy Morgan, Horace Silver, Nat "King" Cole, Gabor Szabo, Coleman Hawkins, Zoot Sims, Art Blakey’s Jazz Messengers, and Freddie Hubbard.

Classical Chart

$6.53, only 86 less than the classical per LP average last list.

These comparisons would seem to indicate that classical record consumers buy more than twice as many LPs as pop album buyers do. And a count of these sets on the two charts proves the point: whereas only six of the 24 sets on the 50 set pop chart are classical, 19 of the charted classical releases contain more than one disk. In addition, all of the pop sets were from two LPs whereas 13 of the 19 classical sets include between two and nine disks.

CB Radio Craze

radius and 4-watt power.

Some CBers hook up amps to their sets to boost the 5-watt output to 100 watts. CB dealers can’t legally sell amplifiers to CB licensees. But no one seems to mind; once someone puts it, “If the store is just ordinary you can promote till hell freezes over and it won’t do any good.”

Cash Box|December 4, 1976 51
WHEN YOU MAKE IT AS A BAND IN MEMPHIS, YOU'RE READY TO MAKE A DEBUT ALBUM.

It's happened before in Memphis. The small club circuit would explode with sound. From Elvis to Rufus Thomas to B.B. King. The raw, genuine sound that rises from those Memphis streets, if harnessed, could conquer the world.

It's happening again. A group of five extremely impressive rock & roll dynamos called Target make their move from playing the small clubs to opening for big name acts at the last minute. And when it's all over they get a better reception than the headliners.

It's only right. Target is the real thing. A tough, high-voltage bolt of electric power combined with a rare virtuosity that even Memphis couldn't hold down.

TARGET
ON A&M RECORDS & TAPES
Produced by John Ryan
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### Compilation of Top 200 Albums (by Artist)

**Weeks on the Chart:**
- 11/27 Chart
- 11/27 Chart
- 11/27 Chart

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**Alphabetical Top 200 Albums (by Artist):**

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<td>B</td>
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*pink text*
THE BEACH BOYS LIVE IN LONDON

WOULDN'T IT BE NICE
SLOOP JOHN B
CALIFORNIA GIRLS
DO IT AGAIN
WAKE THE WORLD
AREN'T YOU GLAD
DARLIN'
BLUEBIRDS OVER
THE MOUNTAIN
THEIR HEARTS WERE
FULL OF SPRING
GOOD VIBRATIONS
GOD ONLY KNOWS
BARBARA ANN

On Capitol Records and Tapes