Cash Box Surveys Dealers on Christmas Business
Cutouts Featured in Year-End Newspaper Ads
More Substantial Album Releases By Labels This January
Analysis Of Consumer Electronics Departments

Cover Artist:
PARLIAMENT

Beal New Head Of Times Music
Isaac Hayes Files For Chapter XI
'77 Looms As Year Of Broadcast Revisit
Potential Difficulties Ahead (64)
HEAR GENESIS:

GENESIS WIND & WUTHERING

ON ATCO RECORDS & TAPES

GENESIS HERE.

2/27/77 MACKEY AUDITORIUM, UNIV. OF COLORADO, BOULDER, COLORADO
2/4/77 MUNICIPAL THEATRE, TULSA, OKLA.
2/5/77 MUNICIPAL AUDITORIUM, KANSAS CITY, MO.
2/6/77 KIEL AUDITORIUM, ST. LOUIS, MO.
2/8/77 ORPHEUM THEATRE, MINNEAPOLIS, MINN.
2/9/77 DANE COUNTY COLISEUM, MADISON, WISC.
2/10/77 MILWAUKEE AUDITORIUM, MILWAUKEE, WISC.
2/11/77 TO BE FILLED (OPEN)
2/12/77 MASONIC AUDITORIUM, DETROIT, MICH.
2/13/77 WINGS STADIUM, KALAMAZOO, MICH.
2/15, 16, 17/77 AUDITORIUM THEATRE, CHICAGO, ILL.
2/19/77 WINNIPEG ARENA, WINNIPEG, MANITOBA, CANADA
2/21/77 KITCHENER MEMORIAL AUDITORIUM, KITCHENER, ONTARIO, CANADA
2/23/77 MADISON SQUARE GARDEN, NEW YORK CITY
2/24/77 BOSTON MUSIC HALL, BOSTON, MASS.
2/25/77 SPRINGFIELD CIVIC CENTER, SPRINGFIELD, MASS.
2/27/77 RICHFIELD COLISEUM, CLEVELAND, OHIO
2/28/77 BUFFALO MEMORIAL AUDITORIUM, BUFFALO, N.Y.
3/2/77 FORUM, MONTREAL, CANADA
3/3/77 COLISEE DE QUEBEC, QUEBEC CITY, CANADA
3/4/77 MAPLE LEAF GARDENS, TORONTO, CANADA
3/5/77 OTTOWA CIVIC CENTER, OTTOWA, CANADA
3/8/77 SPECTRUM THEATRE, PHILADELPHIA, PA.
3/9/77 MAPLE LEAF GARDENS, TORONTO, CANADA
3/10/77 CIVIC ARENA, PITTSBURGH, PA.
3/12/77 VANDERBILT UNIV., NASHVILLE, TENN.
3/13/77 OPEN
3/15/77 FOX THEATRE, ATLANTA, GA.
3/16/77 MUNICIPAL AUDITORIUM, NEW ORLEANS, LA.
3/17/77 SAM HOUSTON COLISEUM, HOUSTON, TEXAS
3/18/77 TEXAS HALL, ARLINGTON, TEXAS
3/21/77 UNIV. OF TEXAS, MUNICIPAL AUDITORIUM, AUSTIN, TEXAS
3/24/77 THE FORUM, LOS ANGELES, CA.
3/25, 26/77 WINTERLAND, SAN FRANCISCO
3/27/77 SAN DIEGO SPORTS ARENA, SAN DIEGO, CALIF.
3/29/77 CIVIC CENTER, PHOENIX, ARIZONA
4/1/77 PARAMOUNT THEATRE, PORTLAND, OREGON
4/1/77 PARAMOUNT THEATRE, SEATTLE, WASH.
4/3/77 COLISEUM, VANCOUVER, CANADA

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potential problems looming on the horizon

From first indications, 1977 may not be a good year "politically" for the record and radio industries. We hope that our worst fears do not come to pass.

First on the negative news list is what appears to be an inevitable price increase to $7.98 for albums. With increases in the Consumer Price Index slowing down, and inflation and interest rates down, it may politically difficult to justify an increase in prices. For while costs have gone up recently, a case can be made that they have not gone up to the extent that an increase of $1 in list price is necessary to cover the increased costs.

Second, the decision and announcement by the FCC that it will reopen hearings into "payola and pluggola" is certainly not welcome news. And while the hearings were closed last time around, this time they will be open — a situation of damned if you do, and damned if you don't. Undoubtedly the news media will have a field day at the expense of our industry — look at how they roasted Clive Davis. Nothing sells newspapers like a good scandal.

Unfortunately there may be some ammunition for those against the industry, as the recent convictions of Frankie Crocker and H&L's executives indicate there may be some basis in fact for some of the accusations. On the other hand, only a handful of individuals that have been indicted, and not the entire industry. It may seem like a tired cliché, but you can't blame everyone for the mistakes of a few. At the same time, one rotten apple can spoil the entire bushel.

It may be a long storm the industry will have to ride out — governmental hearings, proceedings and trials often take quite some time to complete. We may be in for a load of negative publicity. But the good people that have made their homes in our industry will, as always, carry us through. It just may be a time where we'll all have to stick a little closer together.

number one single of the week
you don't have to be a star
MARILYN MCCOO AND BILLY DAVIS

number one album of the week
HOTEL CALIFORNIA
THE EAGLES
Elektra 7E-1084
THE ALBUMS

THE BABYS
CHR1129

SPLIT ENZ
CHR1131
On tour beginning February, this unusual group is ready to assault the eyes and astound the ears of those who are sure they've 'seen everything' in the States. And this is just the beginning of the Enz.

RACING CARS
CHR1099
Proclaimed by "Melody Maker" as "one of the ten most promising music bands of the year," Racing Cars is the hottest act on the London pub circuit. Their first album for Chrysalis is a classic example of fine, original musicianship.

THE SINGLES

BONNIE TYLER
"Lost in France"
CHR52130
This medium-paced country flavored ballad has already reached top 5 in England and is perfect for adult contemporary, top 40 and country playlists.

LEO KOTTKE
CHR106
This is the first Leo Kottke release on Chrysalis. A collection of instrumental tracks with an added dimension that will earn him new fans and make this the Leo Kottke album to own.

THE BABYS
"If you've got the time"
CHR52132

WINTER RELEASE 1977

With our first quarter as an independent company behind us, and a gold album and a top twenty single under our belt, we feel more than ready to launch into 1977. Our selective release policy continues with these albums and singles. We consider every one to be special. And every one to be a winner.

Chrysalis
The Sound Reason
Announcing the arrival of ABBA's biggest album yet: "ARRIVAL"

"Arrival"
Featuring the hit single, "Dancing Queen"
On Atlantic Records and Tapes

Produced by Benny Andersson and Björn Ulvaeus
**CASHBOX**

Christmas Retail Roundup

(continued on page 28)

**More Substantial Label Releases In January 1977**

by John Mankiewicz

LOS ANGELES — A Cash Box survey of the release schedules of sixteen record labels reveals that the January releases in 1977 are much more substantial, in terms of established artists, than they were in January 1976. Additionally, there will be more records released in this first month of 1977 than in any comparable period last year.

Debut Album Time Traditionally, January was the time for debut LPs. And, considering the rush of Christmas releases, it’s not surprising that, of the 10 records ABC released in January 1976, more than two thirds were first-time efforts. This year, that label will release LPs by Rufus and Jimmy Buffett.

Columbia Records and their affiliated labels, was the only company in 1976 to release an LP on January 17th. The label press release on that day — Bob Dylan’s “Desire,” which was one of fourteen LPs to hit the streets that week. OtherABC releases included Pink Floyd, Journey, and Santana leading the pack of almost forty records (more than half of which, however, are part of a country

**Cutouts Race Year-End Ads: Sutton Bids In New Orleans**

by Ken Terry

NEW YORK — For the second time since the Cash Box Retail Price Survey was initiated seven months ago, cutouts and budget releases dominated print ads for records and tapes across the country. As was observed during the back-to-school season (Cash Box, October 9), most of the retailers which advertised these types of releases were rack-serviced mass merchandisers.

Compared with the number of retailers which promoted budget and cutout records last fall, about twice as many retailers advertised these low-priced items in December. Although not always included in ads, budget-priced records were also sold in many stores.

Whereas ads for such records were seen in only seven of 20 markets monitored during the last week of December, these cutout records were observed in 19 of the 23 markets surveyed this week.

An unusual seasonal promotion of cutouts and budget discs encompassed these retailers and markets: in Atlanta, K-Mart and Target; in Denver, Target, K-Mart, J.C. Penney and Burstein-Applebee’s; in Detroit, Federals; in Houston, Woolworth, Sears and K-Mart; in Indianapolis, Murphys; in Los Angeles, Thrifty Drug, Woolworth, J.C. Penney and Montgomery Ward; in Miami, Woolworth, Sears and K-Mart; in Minneapolis, Murphy’s; in Philadelphia, K-Mart, Murphy’s and Hill’s; in St. Louis, Venture, Target, J.C. Penney and Woolworth’s; in St. Paul, K-Mart and Harolds; in Saint Petersburg, K-Mart and Merchants; in San Diego, K-Mart, Sears and J.C. Penney, in Seattle, J.C. Penney; and in Washington, J.C. Penney.

Of course, many of these retailers advertised current releases in addition to low-priced items. In New Orleans, for example, there was no set pattern to the mix of records included in each ad. For example, during the last week of December, six months after their initial release, Olivia Newton-John’s “Physical” appeared. J.C. Penney did not always promote both kinds of releases; in addition, the chain changed titles, number of titles and prices frequently. Woolworth advertised only current releases in some cities, only low-priced albums in others and a mix of the two in a few markets. The titles and prices varied from market to market, and some stores used cutout and budget lines within the same ad.

**Clearance Loss Leader**

Using the traditional year-end clearance sale as a vehicle, Sight-In Stores in Cincinatti advertised the lowest prices for front-line records which have been observed by Cash Box. Sight-In records were advertised at prices from $.99 to $1.99, with no buy-back policies. Whereas ads for such records were seen in only seven of 20 markets monitored during the last week of December, these cutout records were observed in 19 of the 23 markets surveyed this week.

**77 Looms On Horizon As Year Of Broadcast Revision, And Change**

by Rebecca Moore

WASHINGTON, D.C. — If 1976 was the year of the copyright in Congress, 1977 and 1978 promise to be the years of the broadcast.

The House Communications Subcommittee is planning a major overhaul of the 1934 Communications Act. The 1934 act regulates broadcasters and their agency, the Federal Communications Commission. The overhaul threatens to be as complicated and hairy as copyright revision.

Everyone Hit The rewrite will be in the communications business: radio, TV, cable, telephone, satellite, equipment manufacturers, laser. The public, the one in the industry’s receiving end, will feel the effect.

Changes affecting radio broadcasters in particular should be the most dramatic. The rewrite will include a renewal term, technical requirements, FCC domain, especially authority to levy fees. The rewrite should also call for a public interest and a new FCC, with the broadcaster’s rights. For example, last year’s major FCC policy decision on formats is sure to be turned back. The rewrite should provide for additional, a new FCC, with the potential to let public policy.

Need The communications industry needs a new policy as much as the music industry.

(continued on page 30)
At Strawberries (3 locations), these features over two pages: an ad for USN Records, including a debut LP by Bonnie Rok and the latest albums by Michael Murphrey, Kinky Friedman, for $3.99, and two "buck" releases, including "The Complete Original Savannah Band" and the "Trampps and the latest LPs by Kool & The Gang, the Latest LPs by the New York, New York, New York: The Latest LPs by Kiss, the Latest LPs by Kool & The Gang, and KC & The Sunshine Band," for $3.99; and 10 records, including the latest albums by Olivia Newton-John, Kiss, the Eagles, and the Latest LPs by Kiss, for $3.99. At Music City (3), four records, including Brick's debut LP and the latest albums by ELO, Dolly Parton, and KC & The Sunshine Band, for $3.69. At the Coop, 11 records, including LPs by Dorothy Carter, Dori Archer, and the Latest LPs by Kool & The Gang, for $3.99. At Woodchuck, 17 records, including the latest LPs by Thin Lizzy, Ohio Players, Eric Clapton, Brooks & Dunn, RCA, and the Latest LPs by AC/DC, for $3.88. At K Mart (17), 12 records, including the debut LPs by R.E.M., Lenny Kravitz, and the Latest LPs by Collins and the latest albums by EWF, Kiss, Olivia Newton-John and Brass Construction, for $3.88. At R.C.F. (12), 12 records, including Kool & the Gang, the Latest LPs by Kiss, the Eagles, and the Latest LPs by Kiss, for $3.99. At Musicians (3), 12 records, including the "best of" albums by George Harrison, Ellen Reddy, Linda Ronstadt, Elton John, John Denver, the Doobie Bros., and the Latest LPs by Kiss, for $3.99. At J.C. Penney (6), 42 records, including the "best of" albums by George Harrison, Ellen Reddy, Linda Ronstadt, Elton John, John Denver, the Doobie Bros., and the Latest LPs by Kiss, for $3.99. At Helden Records (10), same ad with the identical features and prices as appeared in Denver. At Music Galaxy (3), same ad as appeared in Denver. At K Mart (14), same ad with the identical features and prices that appeared in Denver. At Matter's (9), same ad with the identical features and prices. At Tony's Coffee Shop (13), same ad with the identical features and prices that appeared in Denver. At Target (2), same ad with the identical features and prices, but the price for "The Indianapolis Star" is $3.99 instead of $3.59. At J.C. Penney (20), these features: eight records, including "A Star Is Born" and the latest LPs by Kiss, the Eagles, and the Latest LPs by Kiss, for $5.75. At Sunday Denver Post (2), the Soundtrack to "A Star Is Born" for $5.00 per LP or tape. (Sunday Denver Post). The Indianapolis Star At Murphy's Marts and Murphy's Stores, assorted cutout and budget releases for 99c,$2.99 each. At K Mart (8 locations), same ad with the identical features and prices that appeared in Indianapolis. At Indiana Music, same ad with the identical features and prices that appeared in Indianapolis.
Beal Named Head Of N.Y. Times Co. Music Publishing

by Julian Shapiro

NEW YORK — In the wake of an unsuccessful attempt to sell the New York Times Music Corporation to The Lefrak Organization, the New York Times Company has named Ira F. Beal president and chief operating officer of its music publishing affiliate, which succeeds Murray Deutch, who announced his resignation in order to form his own music company.

Talks with Lefrak, at which the signing of an agreement was believed to be imminent, broke down a week ago. According to a source close to the negotiations, “everything between the two parties is completely dead, absolutely and totally.” This view was confirmed by Beal who indicated that the points of disagreement were exclusively money related.

RCA Was Interested

With this current setback at seriously trying to sell the music publishing company (RCA previously had negotiated for four months before talks were discontinued), it appears that the New York Times Company will retain its publishing division after all. Beal, for his part, at least, believes that will be the result. They (New York Times Company) are going to keep it, run it and expand it and make it successful,” he offered. This is an opinion Beal feels is shared with executives of the parent company. “Essentially, their state of mind is keeping the publishing company and running it,” he continued.

Still, there are several offers being tendered that might alter such plans. Beal indicated that the parent company was reviewing two or three remaining possibilities, and that several European companies are believed to be seriously considering the purchase of the publishing company. He indicated that one American firm which he described as a “major record company” was among those interested.

Off The Market

Though no deadlines have been set as to when a sale might be consummated, it is generally felt that if a commitment to purchase is not firm in the next month, the Times Company will take the property off the market. At that point, Beal believes the Times would run the publishing company at least for a couple of years. (continued on page 38)

MCA/Roller Release

Two January Albums

LOS ANGELES — Debut albums by Kaylan and Man’s Theory will be released by MCA Records in January. These are the first two LPs produced for MCA by Roller Productions, a company headed by Bob Schwarz and Reggie Lavong.

Casablanca Records has quite a find in Parliament, a hot funk/jazz/rock touring act that gave the young label its first certiﬁed million-seller. Currently #6 on the Cash Box Top 100 Albums Chart, the latest LP “The Clones of Dr. Funkenstein,” is an eclectic, electric collection of musical innovations.

The mastermind behind the project is Geoffrey Evans, 34, who writes, produces, arranges and sings with the group, which started in Newark, New Jersey back in 1955. The group went from label to label, sometimes known as The Parliaments, until they signed with Casablanca in 1974. Along the way, Clinton & Co. developed a crowd-pleasing brand of “street funk” that is much more than any simple categorization allows for. Parliament is a collection of musical inﬂuences, but emerges with its own persona.

Chrysalis Posts $3.3 Mill. Gross Sales For 1st Quarter As Independent Label

NEW YORK — Chrysalis Records has reported gross sales of $3.3 million for the three months ending Nov. 30, Chrysalis’ ﬁrst quarter as an independent record company. Terry Ellis, president of the company, attributed the bulk of this early success to sales of albums by Robert Trower, Rory Gallagher and Steeleye Span and to singles by David Dundas and Trower.

In four months, Chrysalis has released six albums and four singles, including Chrysalis

Rack-Serviced Merchandiser Thrives On Skillful Service

by Ken Terry

NEW YORK — Between 40% and 50% of all records and tapes sold in the U.S. flow through the pipelines of rack jobbers to the mass merchandisers which they service. In order to detail how this operation works in a specific case, Cash Box took a look at one record department in the Mohr Value Discount chain, which has 20 stores in the midwest and receives all its albums from J.J. Marsh, the nation’s largest rack jobber.

According to a recent report in Discount Store News, the store in which this particular record department is located had gross profits of $726,340 for the fiscal year from April 6, 1975 to April 3, 1976. During the same period, the store tallied sales per square foot of $87, based on owned volume of $2,759,800 in the 28,568 square feet of actual selling space.

The consumer electronics department, to which the record department belongs, occupies 939 square feet, or 5.6% of the store’s total space. Although several departments had larger sales than did consumer electronics, only two, cameras/jewelry and sporting goods, boasted larger volume per square foot. Likewise, consumer electronics had a far smaller gross profit than several of the other departments, but when its gross profit dollars (gross profits less markdowns, freight and a 3% provision for inventory shrinkage) were divided by the square footage of selling space, the resultant profit productivity index (PPI) for consumer electronics was the third highest for any of the store’s departments.

High Turnover Rate

As shown by the accompanying chart, the consumer electronics department’s inventory consists of personal care appliances, microwave ovens, pre-recorded and blank tapes, records and record holders and accessories. Paced by turnover of $591, consumer electronics boasted an overall PPI of $39, well above the storewide average of $27. Records, which occupy the second largest amount of footage of any category in the department, placed a rather poor showing of $50.

One of the keys to the record section’s excellent performance was its annual turnover rate of 3.2, which was considerably better than the national average of 2.2. That high turnover rate can be partially attributed to rack jobbers’ computerized tracking and replacement system. Other jobbers have similar inventory control systems.

When J.J. Marsh takes on a new account, its field representatives in that particular market determine the nature of the consumer who shops at the account’s stores. Armed with these demographic statistics, they decide what types and quantities of records will sell best there.

Computer Tickets

This data is then fed into Marsh’s computer, which programs the account’s initial order. If two percent of an account’s records should be classical, based on the market survey, for instance, the best selling two percent of current classical releases are delivered to that account.

On each album which Marsh ships to one of its accounts, there is a computer ticket with four different types of coding on it. One of these codes determines whether or not the album is to be automatically replaced.

Issac Hayes And His Wife File For Chapter Eleven

by Paul Vancill

MEMPHIS — Soul singer Isaac Hayes and his wife have filed identical personal bankruptcy petitions in a Tennessee court, which spell the end to Hayes’ Memphis-based recording ventures.

An initial accounting of 323 debts showed that the Grammy and Emmy-award-winning singer and composer owes more than $700,000. Hayes’ Los Angeles attorney said the final total, due in several days, would approach $6 million.

The Yellow Brick Road

Hayes said Hayes has given up business ventures in Memphis which included the firms Hot Buttered Soul Ltd., Hot Buttered Soul Inc., Hot Buttered Soul Recording Co., Capricorn Management Inc. and Incense Productions.

Although the recording companies had a small stable of artists, Hayes was their chief asset. He released several successful singles and albums, including "Chocolate Camel"
Pirate Sentences
And Sziluk in North Carolina

GREENSBORO, N.C. — Two men who pleaded guilty to making and selling infringing copies of copyrighted sound recordings were fined $3,500 on May 21, 1979, in state district court. Frederick Tolim, identified as the principal of the three pirate manufacturers, was fined $3,500 in addition to probation; and William Franklin Harris, who conducted the tape-winding operation, was fined $2,500 and sentenced to five years in prison. Officials who raided their operation seized more than 6,000 infringing tapes, in addition to a catch of raw material used in tape production. The raid occurred in March, and the production capability was more than 30,000 tapes per week.

In Asheville, North Carolina, simultaneous raids by the FBI and local law enforcement officials uncovered between 50,000 and 70,000 counterfeit 8-track tapes. No arrests were made, but authorities expected evidence to be submitted shortly to a federal grand jury.

Retail Chains Show
November Sales Rise

NEW YORK — Nationwide chain store sales for November were up 12 percent over sales during the previous November. For the 11 months which ended November 27, the chains’ combined volume increased 11.9 percent over the prior-year period.

S.S. Kresge Company, which owns and operates more than 1,000 K-mart stores, had an increase of 27.1 percent over its sales last November. Among the five largest retail chains, this was the biggest gain reported.

Sears Roebuck & Company, the nation’s largest chain, posted a 10.7 percent increase over last November, while J.C. Penney, the second-ranked chain in terms of volume, registered a gain of 5.8 percent. The F.W. Woolworth Company, fourth in order of size, had an increase of 10.7 percent, and sales at Montgomery Ward, the fifth largest chain, rose 5.7 percent above the year-ago month.

ZZ Top’s ‘Tejas’ LP Is Released

NEW YORK — ZZ Top’s fifth album for London Records, was officially released on July 27. The album contains all new material that has been initially shipped, thus qualifying the album for gold record status. The release follows five months of national touring for the group.

‘Tejas’ marks the third certified gold album for ZZ Top. Their most recent album, prior to ‘Tejas’, (‘Fandango’) was released in April of 1975 and was certified gold the following June. Their third album, released in June, 1973, was ‘Tres Hombres’, certified gold in May 1974. Both of these albums subsequently earned platinum record awards from London Records, indicating that each sold more than one million copies.


‘Fandango’debuted on the Cash Box Top 100 Albums chart at #96 with a bullet on May 17, 1977. It peaked at #8 on Sept. 20, 1977, and exited the chart on April 3, 1978. ‘Fandango’ reappeared on the Cash Box chart on Nov. 27, 1976, existing on Dec. 11, 1976 for a total chart life to date of 51 weeks.

‘Live Bullet’ Goes Gold

LOS ANGELES — The ‘Live Bullet’ album by Bob Seger on Capitol Records, certified gold by the RIAA, is a first for Seger.

HELLO, GOODBYE — Friends of westward-bound Cash Box research staffers Larry Carlat, Howard Lowell, Steve Ostrow and Bob Speisman got together to wish the departing members the best of luck in the new year. The evening of food, drink and fun was held at Cavallerio’s in Manhattan on Monday, December 20.

Those caught in the act at the festivities included (top row, l. to r.): Robert Edison, vice president of east coast operations for RSO Records; Don Linnen, national director of promotion for A&M Records; Howard Lowell, Perry Cooper, associate director of national album promotion for Arista Records; Larry Carlat, Steve Ostrow; Alph Mauro, in the foreground, and standing, Phil DiMauro and Larry Carlat of Cash Box and Julian Shapiro, east coast editor of Cash Box. (middle row): Mary Sue Meyer, secondary promotion for Midland International Records and organizer of the affair; Kathy Schenker, east coast press and public relations manager of Capitol Records with DiMauro, Herb Copack, vice president of Island Records with Ostrow; Sylvia Rhone, R&B promotion coordinator for Buddah Records; Lowell, and Tony Cassis, vice president of national promotion for Buddah Records; Edson, Bob Sherwood, national promotion director of Columbia Records; and Marty Ostrow, executive vice president of Cash Box, Messrs. Carlat, Lowell, Ostrow (l.) and Speisman will be in Hollywood January 10.

RCA Will Begin
Dolby-ing Cass.
With Jan. Albums

NEW YORK — RCA Records will begin using the Dolby B Noise Reduction System in creating all pre-recorded cassettes starting with its January releases, according to Larry Schnapf, director of RCA recording operations.

The Dolby system electronically reduces tape hiss during recording and, according to Schnapf, “will give our cassette product the finest sound available.”

RCA has scheduled an initial release of 31 cassette albums in January. David Bowie, The Main Ingredient, Bing Crosby, Glenn Miller, Dinzi Gillespie and Duke Ellington are among the pop and jazz artists to be included in the first releases.

Classical releases include recordings of Verdi, Bach, Beethoven, Brahms, Mahler, Eugene Ormandy, and Arthur Fiedler’s Boston Pops Orchestra.

First Place In ABC Music Game
Awards To Their Burbank Branch

LOS ANGELES — ABC Records last week awarded its Burbank branch office first place in the ABC Music Game. The award and other winners were announced at the ABC Entertainment Center, Century City, Calif.

The game was part of the company’s fall marketing and merchandising program which encouraged each of ABC’s nine branches to compete with each other.

Points were awarded a branch, or team, based on the effectiveness of their merchandising, promotion, in-store airplay achieved and contribution to ABC label identification.

Don England, vice-president of sales for ABC, called the game “one of the most successful programs that the company has ever put on, in that we were able to incorporate so many facets of the company—advertising, merchandising, sales and promotion.”

ABC displayed a four-foot-square gameboard in each branch with weekly standings of the teams. Burbank branch manager Art Miller won a trip to a run in connection with the success of his branch.

Second and third place awards were given to the New Jersey and San Francisco teams, respectively. First place in the promotional division was presented to the Philadelphia branch.

‘Cherry’ Is Platinum

NEW YORK — “Wild Cherry,” the debut album by the group of the same name on Sweet City/Epic Records, has been certified platinum by the RIAA.

Bee Gees Earn Platinum

LOS ANGELES — “Children of the World,” the Bee Gees latest album for RSO Records, has been certified platinum by the RIAA.

Cash Box/January 8, 1977
How's This For Openers?

Pop Singles
"You Don't Have To Be A Star"
Marilyn McCoo & Billy Davis, Jr.

CB | BB | RW
1 | ⭐ | 2

Country Singles
"Broken Down In Tiny Pieces"
Billy "Crash" Craddock

CB | BB | RW
1 | 1 | 1

At the top of the year, we're at the top of the charts. Pop and Country.
### Executives on the Move

**CBS Chooses Mack** — Richard Mack has been promoted to vice president of national promotion for special markets for CBS Records. Previously, Mack was director of national promotion for special markets for CBS Records.

**Cohen Named At UA** — Larry Cohen has been appointed to the position of vice president of national promotion management for UA Records in New York City, the company's national A&R office. Prior to joining UA, he was national sales and promotion manager for Jamie/Guyden Distributing Corp.

**Levy Promoted at Capitol** — Allen Levy has been named to the post of director of communications for Steve Binder Productions/The Management Company. In addition, he will be concerned with the creative direction of the companies.

**Dixon Chosen at Atlantic** — John Dixon has been appointed as Capitol’s director, international A&R. He has worked as Capitol’s sales and promotion representative in Arizona since October, 1974, and will move to Southern California and work out of Capitol’s Tower headquarter offices.

**RCA Appoints Stank** — John R. Stank has been appointed director of national sales and inventory management for RCA Records, and will be located at RCA’s Rockaway, N.J. distribution center. Stank formerly held the position of distribution manager.

**Wicks Barte** — Hellen Barte has been appointed press associate for the Howard Bloom Organization. Ms. Barte had been assistant director of information for the Acupuncture Information Center of New York.

**Silver at Phonodisc** — Steve Green, branch manager of Phonodisc of San Francisco, has resigned.

**Changes At Electric Lady Studios** — Leona Faber has been appointed as publicity director at Electric Lady Studios, where she had recently been an account executive with Myrna Post Associates. Harriet Dellas Case was named as studio manager and Arthur Rothman was named financial director.

**Plumb To Barskin** — Neely Plumb has joined The Barskin Agency as vice president in charge of the firm’s music department. He will continue to handle record production activities under his Neely Plumb Productions in addition to functioning as an agent for composers.

**Rosenthal At Capitol** — Cathy Rosenthal just joined Capitol Records in Nashville as assistant head of publicity to Chuck Flook.

**RCA**

- **Mack**
- **Cohen**
- **Levy**
- **Dixon**

### Retailers’ Xmas Up In ’76

Bought more this year,” Cohen said. “I can’t put my finger on any definite trend. However, we do know the high-priced packages were the most popular, but they didn’t do as well. Also our Sunday sales, at the stores which were open, turned out very well.”

Jim Grimes, vice president of National Record Mart, a 50-store chain, estimated his Christmas sales this year were “10% to 15% over last year.” The key to the increase, Grimes said, was the good product, like Frampton, Fleetwood Mac and Wings, and because the weather was mild, which helped a lot of time. Also, the ‘greatest hits’ packages did good business for us this year.

Ben Karol, a principal of King Karol in New York, asserted that the Christmas season was “beyond our fondest expectations.” Preliminary figures indicated King Karol’s Christmas season sales were up 50% last week. Karol noted that prices, increased volume in classical sales and the “best year on Christmas records in the last five years” as contributing to the holiday sales. Karol further estimated that the new releases by the Eagles and Wings sold particularly well during the holiday season. Also, Cash, Nash and Jackson did well. Karol said that business was “very good” according to the co-owner.

**East Coast’s Fantastic**

Licorice Pizza’s holiday business was “fantastic,” according to John Bossbard, Los Angeles area manager for the chain. “The December business was bigger than last year, he said. Licorice Pizza stores opened the day after Christmas and Bossbard reported “an incredible Christmas business.” We did about 70% of our normal Sunday business.” Local store operators said the fastest selling albums during the Christmas season were the Electric Light Orchestra, Jackson Browne, the Eagles, Joni Mitchell and Stevie Wonder. At Siebert’s in Little Rock, Arkansas, operator Joel Scher said “Friday and Saturday were our best business.” Jerry Bobek, assistant buyer observed that “Christmas sales were extremely good. They were way up from last year, that was one of the weaker periods, due to economic problems at large.” Bobek estimated that business for Siebert’s for the 1976 season was up “close to 50%” over 1975. “We certainly showed an improvement overall,” he added, “with the catalog displayed.” At Malek’s, they were 50% to 75% over normal in sales.

### Odyssey Up 34%

Odyssey Records, a three-store chain based in Santa Cruz, California, increased Christmas sales by 34% over last year’s figure, according to Paul Pennington. “That’s not including sales from the six stores that started this year,” Pennington revealed. Pennington disclosed another interesting figure: “Sales for the month of December, this year, were up 90% over the month before.” Heavy sales in the New Year’s Eve chain included the newest LP’s from Linda Ronstadt, Eagles, and Stevie Wonder.

**Record Stores**

- **10% to 15% Up**
- **22 Record Stores did very well** throughout the Christmas holiday, with a “10% to 15% rise over last Christmas in the stores that were open,” according to Terry Cooper, general manager of the chain. “Our biggest three were Wings, Fleetwood Mac and Stevie Wonder.”

### Eastern Accounts

**John Surico** — record buyer for Alexander Stores in New York, said this Christmas season was “very good, with sales up by 15%. I attribute it to crazy prices. Some of the Rolling Stones, Eagles and Wings, were high-priced packages which sold fantastic. The Frampton album remained consistently high for us, and the soundtrack to ‘Car Wash’ kept up its sales. Our Sundays were uneven, some very good, and others nothing to write home about.”

**Cash Box January 8, 1977**
AFTRA, Mutual Talks Extended

LOS ANGELES — At press time, Cash Box learned that negotiations between the American Federation of Television and Radio Artists (AFTRA) and the Mutual Broadcasting System over a new contract had been extended until January 3, 1977. The contract talks, which had been going on between Mutual and the broadcasters' union on a day-to-day basis, had resolved in no new agreement last week (CB Jan. 1). It appeared then that AFTRA members would strike Mutual facilities on January 1, traditionally one of the network's biggest 'days' of the year.

'Day-To-Day Basis'

AFTRA spokesmen indicated that the contract talks would resume on a "day-to-day basis" beginning January 3, 1977, and noted that there has "obviously been significant progress in the talks." AFTRA: national executive secretary Sanford I. (But) Wolff was to fly to Washington on January 4 to meet with Mutual representatives and AFTRA Washington/Baltimore executive secretary Evelyn Freyman, the union spokesman said. Ms Freyman had been spearheading AFTRA's negotiations with Mutual over a new contract.

Due to the effect of the holiday season on radio station playlists and the difficulty encountered in attempting to obtain sufficient information from retailers, and one stops, "The Singles Bulletins" will not appear this week.

‘Hit’ Albums Dominate Marketplace
During Week Before Christmas

by Steve Ostrow

NEW YORK — Each Christmas season, consumers seem to purchase fewer titles in greater percentages relative to the total number of currently available releases than any other time during the year. Cash Box surveyed 72 retail, one stop and rack jobber accounts during the week ending Wednesday, December 28, and once again this skew to the big sellers was predominant.

During that week, the 72 monitored accounts reported a total of 2000 individual album mentions. A total of 1284 of these mentions, or 64.2 percent, identified albums that appeared in the top 30 of the Cash Box Top 200 Albums chart on January 8. In addition, 210 mentions, or 10.5 percent of the total reflected albums in the 31-100 range on the chart that are bulleting, indicating that their respective rates of sales are still accelerating. The total of those two categories, 74.7 percent, signifies that nearly three of every four albums bought in those key retail and wholesale accounts were from a select group of 44 albums.

Of the remaining totals, 361 mentions, or 18.0 percent, resulted from albums in the 101-300 range that are not bulleting and 145 mentions, or 7.3 percent, went to albums that appeared between 101-200.

Freddie King Dead
At 42 In Dallas

DALLAS — Bluesman Freddie King died on Tuesday (28) in Dallas Presbyterian Hospital at the age of 42.

King became sick after a Christmas night gig, went to the hospital, and was placed in intensive care. Death was caused by a blood clot in his leg, internal bleeding, and a collapsed lung, which were the result of ulcers the Texas singer had suffered for a number of years.

Little Angel Formed

LOS ANGELES — Little Angel Records, a new independent label, has been started by Bob Holliday, who will also serve as president. The address is 1844 Westholme Ave., Los Angeles, CA 90025. The phone number is (213) 475-5328.

Crescendo Moves

LOS ANGELES — GNP Crescendo Records has moved to 8560 Sunset Blvd., suite 605, Los Angeles, CA 90069. The phone number is (213) 659-7433.

Ampeg Gives Golden Reel To Eagles

LOS ANGELES — The Eagles have been presented with the Ampex Golden Reel Award for their platinum LP on Elektra, "One Of These Nights." The award is presented to artists who have earned a gold or platinum record that was mastered on Ampex tape.

In addition, the Ampex Corporation has donated $1,000 in the name of the Eagles to the Eagle Valley Environmental Corporation Fund for the preservation of the American Bald Eagle.

It's been a helluva year!

During 1976, IRDA's second year in business, we had 23 singles and 3 albums on the national charts...opened offices in Hollywood and London...increased our full-time office staff from six to sixteen...enlarged the office space in our Nashville headquarters from 800 square feet to 2500 square feet...tripped our sales volume...and 1977 will be even more exciting!

We at IRDA extend our very best wishes to the entire music industry for a very happy and prosperous New Year!

HANK LEVINE
President
MIKE SHEPHERD
Executive Vice-President

International Record Distributing Associates

53 Music Square West
Nashville, Tenn. 37203
(615) 244-7783

Sunset-Hyde Tower
6290 Sunset Blvd.
Hollywood, Calif. 90028
(310) 469-7235

AB Harvesstock Hill
London, England KWO
267-1482 / 267-6032

Marsha Gepner
V.P., Administration & Public Relations

Arnie Thies
National Sales Manager

D.D. Shaw
Account Manager

500 Holmner, CPA
Carpenter

Ben Patterson
International Country Promotion Director

Glenn Crook
National Pop Promotion Director

Keith Stewart
Promotion/Inventory Control

Tim Amsley
Account Executive

Alfred W. Schlesinger
legal, West Coast

SHEILA RION
Advertising/Production

DEBI DAPER
Account/Production Flow

Bill Arnold
Shipping

Dave McGough
Shipping

William F. Carpenter
Legal Counsel, Nashville

Dave Allen
Manager, West Coast Operations

Mindu Machat
Administrative Asst., West Coast

Jan Olofsson
Manager, European Operations, London

Sally Adams
Administrative Asst., London
WILD CHERRY (Epic/Sweet City 50306)  
Bang Boom Go! (Tamla — ASCAP) (Parish)  
Following the third certified platinum single ever, Wild Cherry is back with a totally new 45 that is faithful to "Play That Funky Music" in instrument-tailored, rhythmic qualities, and lyrical thrust. Carried by Rob Parish's Sly Stone-inspired nasal tinged and joyous chorus, the message should travel to the pop and R&B charts in short order.

THIN LIZZY (Mercury 73882)  
Johnny The Fox Meets Jimmy The Weed (3:26) [RSO/Chappell — ASCAP] (Lynott, Gorham, Downey)  
The boys are back in town with a new single from their "Johnny The Fox" album, a tune centered around a recurring guitar figure which builds into a loose rolling style. Though this record goes out its hard rock charges in small doses, John Alcock's production still gives Lizzy's music its best presentation. For varied AM & FM formats.

OHIO PLAYERS (Mercury 73881) (3:15)  
Feel The Beat (Everybody Disco) (Play One/Unichappell — BMI) (Williams, Satchell, Bonner, Jones, Middlebrooks, Pierce, Beck)  
Some catchy horn lines highlight this up-tempo disco record, which does exhibit some melodic qualities behind its relentless beat. The best portions come near the end, as the arrangements loosen up, and each of the players gets in his kicks on his instrument. Following a track record of heavy disco play and major R&B radio success.

BUNNY DAVIS (Philomoga 803)  
Six Million Dollar Lover (2:58) (Melomoga/Chappell — ASCAP) (Floravart, Shier)  
Although this is a tasteful, uncluttered R&B production, this record's primary commercial attractiveness is probably found in the lyrics. The young lady's "six million dollar body" is better than any TV supermarket in her book. Ms. Davis delivers the pure, sweet sound of her voice without unnecessary histrionics.

FAT LARRY'S BAND (WMOT 4001) (Dist: Atlantic)  
Center City (3:34) (Muscle-Tuff/About Time — BMI) (Montana, James/Philadelphia Phil Vann, vocalization)  
The first single from the debut album by Blue Magic's backing group of instrumentalists, the record is introduced by a five-recorded track jam. The lyric follows suit, and the production and instrumentation are incisive throughout, especially one huge-sounding fuzz bass solo. For disco and R&B radio programming.

McKINLEY MITCHELL (Chimneyville 10213) (Dist: TK)  
Trouble Blows (3:30) (Malaco — BMI) (Mitchell)  
A classic blues sung in city style by Mitchell, whose light, airy vocal timbre suits this arrangement's eerie quality. The verse-guitar lick trademarks are subtly mixed, and a string synthesizer clouds the entire song with a wash of sound. Though straight blues is not at its commercial peak these days, it is encouraging to see this type of singer released.

SHOWADDYWADDY (Arista 0221) Under The Moon Of Love (3:15) (Bri-Deb — BMI) (Boyce, Lee)  
A zany record that combines the sounds of vintage rock 'n roll with some distinctive production effects, including explosive drum accents and a remarkably bright sound. The lead and harmony vocals really stand out in this number one charting U.K. record.

BILLY JACkSON & THE CITIZEN'S BAND (RCA 10820)  
Mister Sandman (3:43) (E.H. Morris — ASCAP/Ballard)  
Unlike many of the "disco remakes" of classic songs, this arrangement takes "Mister Sandman" in an easygoing, sensuous direction where the lyric verses rather than the shorter catch phrases. Electronic effects and a megaphoned voice in the background provide some comic relief. Danceable but not for the sake of dance alone.

ULTRAFUNK (Contempo 7002) (Dist: TK)  
Gotham City Boogie (3:30) (Geromino/Sharley — BMI) (Dinsdale, Shure)  
One of those unforgettable bass lines kicks off this tune, which is — you guessed it — a disco-funk interpretation of the theme from "Batman." A solid, clean production that departs from the original enough to stand on its own.

LOW NUMBERS (Big Seven Inch 001)  
Shook Treatment (2:32) (Kinco — BMI) (Levton, Bronson)  
One rock funk humor from Los Angeles, although some New Yorkers are involved. The lead vocal is styled after Lou Reed's deadpan at first while the singer loses his melody with each verse. Teenage nervous breakdown, take seven.
Retailers From Around The Country Comment On Xmas

(continued from page 12)

mall stores did better. We didn’t have a real business of product, although EWF, Brick and Stevie Wonder had consistent sales. One thing that hurt was the downtown stores being backed four by people who didn’t come in.

No Blues in Baltimore

The Retailer, the newspaper in Baltimore ‘didn’t have a super Christmas, but we aren’t singing the blues either,” according to Wayne Steinberg, the store’s buyer and manager. “Last year we had a fairly nice Christmas due to the fact that a lot of black releases were out. But this year there was no feeling that the product was really rock oriented. If we had the black product I think Christmas would have been better for us.”

White Person’s Christmas

“In terms of record product, it was a white person’s Christmas,” claimed Michael Richman, owner of the three-store Record Masters chain in Baltimore. “The rock product kept coming,” Richman explained, “like the Wings and Eagles drenched in Christmas. But a lot of us were calling the white-oriented artists, as well as Joni Mitchell and the new Wings.”

Christmas-season sales at Wawie Maxie in Cleveland were about as flat — about as the same last year,” by Max Silverman, president of Wawie Maxie. Silverman describes Wawie Maxie’s store in the Washington area and lower advertised prices as two factors which had an impact on Maxie Maxie’s sales. Silverman felt that after the Stevie Wonder season in November, “the black-oriented market was really hurting. But the rock releases kept up, and thought Wawie Maxie would be at least the last two days before Christmas.”

‘Very Good, But Off’

Christmas record sales at Jerry’s Records in Savannah were “very good, but off a little from last year,” according to store manager Dennis Horn. He blamed the sales decline on competition. “There are four or five times as many stores within an eight-block radius as there were last year. We are also in the middle of a price war.” Still, Horn reported that Christmas week was “about four times better than normal.”

Opening the Monday after Christ- mas, Jerry’s had a deal on a music business, Horn reported. Earth, Wind & Fire, Labelle, Rod Stewart and Jackson Browne, “not to mention Stevie Wonder, of course.”

For his list of best-selling LP artists at Jerry’s, Jack Rose, president of Rose Records in Cleveland, did not need to jump on what kind of Christmas it was in his six-store chain. “It was the best Christmas we ever had,” he observed, estimating the increase over last year’s sales at “at least 15%.” Big sellers for the chain were Stevie Wonder, Frampton and Wings, but Rose said that his classical catalog also sold well.

At the five-store 1912 Overture chain in Milwaukee “we don’t consider Christmas over yet,” according to chain vice president Roger Jacoby. “For us it ends Jan. 3 when the kids go back to school.” He said the chain so far has had “a very good season, up about 15% from last year.” The chain sold one store since last Christmas, but Jacoby said the other stores are still good, and according to Jacoby the average above where they were last year. Cassie Frey, manager of the downtown store, said the chain, listed Peter Frampton, Fleetwood Mac, Stevie Wonder, Boston and Fire as the Top LPs in Milwaukee.

“Same As Last Year”

Christmas sales at Record Center in Cleveland were “about the same as last year” according to Peter Schiewlein claimed the opening of new five retail stores in Cleveland during the year hurt his Christmas business. However, he noted that Sunday’s sales were good, as were those of Graham Parker, Frampton, Boston and Blue Oyster Cult as Record Revolution’s best sellers for the holiday season.

Andy Miller, head buyer for the Peaches store in Cleveland, indicated that his store and the other downtown stores were “better than we expected.” Miller noted The old catalog things sold very well. We sold more of the old Wings, Eagles and Boston were very solid. Stevie Wonder kept right on selling, and the smaller acts did very well for us. Our Sunday-after-Christmas sales turned out to be quite successful, and that Sunday was one of our best days.”

In St. Louis, the three-store independent stores, based in Cincinnati, have record departments now, and, according to buyer in Indianapolis, described Christmas sales as the best for the chain. Pele sighted, sales this season were up 15% over last year as a result of the addition of a new store in the mall. “Suite Stevie Wonder, Frampton, Wings, James Taylor’s Greatest Hits, Boz Scaggs, Captain & Tennille, were the biggest sellers, according to Pele.

“Incredible”

“Incredible — the Eagles,” was the way Christmas business at the Wax Museum in Minnesota was described by Jim Andersen, owner of the store. “All the stores were up quite a bit. I’d say we were up 20% from last Christmas.” Record sales the Sunday after Christmas “could have been better,” said Andersen. “It was not your usual day after Christmas. But once the Vikings game was over things panned out. It was another good day. “Wings Over America,” Jackson Browne, Joni Mitchell, the Eagles and Stevie Wonder were our top sellers during the holidays.”

In Detroit, Amos Coachman, owner of Coachman’s, termed his Christmas sales as “the way through. There was good movement on the records, with the Steve Wonder, and then Dazz, Cars Wash and James Taylor were all among our best, very well this year, along with other Christmas albums. That old rule proved true again this year: good material makes good business.”

“Good”

“Very good,” was the way Christmas business at Frampton music was described by Jim Brackett, manager of Harmony House, Detroit. The chain sold now six stores, with the addition this year of two outlets. “With our two new stores,” said Brackett, “we had a total 40% increase in sales over last season. But after allowances for the new acquisitions, we still had a 25% increase overall.” According to Brackett, biggest sellers were Wings, ELO and Bob Seger. Stores in Detroit and Royal Oak did very well, and heavy snow made it only an “average” day, he observed.

Don Simpson, buyer for Father’s and Sun’s, owner of the five-store Karma chain in Indiana, described Christmas sales as “very, very good.” He based that contention on sales being up 10% from last year, “Our prices were more competitive, and people spent more money,” he explained. Sales were up 10% during the Christmas season, and the Eagles and Wings did well, along with the Frampton and Wonder, which held their own.

South/Southwest

The Peach outlets in St. Louis had a “fantastic Christmas rush, according to manager Mike Glazer. “It was twice as good as last year.” Glazer explained that we sold everything — in the three day period, for example, we sold out six hundred copies of “Wings Over America.” Other sellers were Houston, ELO and Captain & Tennille and Peter Frampton. We got ‘em in, put ‘em on the floor, and out they went.” Peaches. St. Louis was closed the Sunday after Christmas.

Estimating Peaches’ business as “up 25-30 percent over last Christmas,” assistant manager Drew Van Slyke indicated that “there’s no question that we sold very well. Our location this year, the economy was better and there were a lot of good records out this year. We had all the music industry folks at the best day his outlet had recorded. Best seller of the holiday season: “Wings Over America, by far,” added Daniel.

Tunies in Memphis, said Christmas business was “at least as good as last year. I’d say the season was successful largely because the manufacturers provided us with good product.” In regard to Sunday business, he noted, “Our stores’ best seller, followed by sales figures show that Sunday openings were helpful at only one of the stores.”

Martin Gary, vice president of Gary’s in Rochester, Minn., estimated his store’s season sales as “very good.” Gary elaborated “A lot of strong product and strong marketing, Wings Over America the Beatles and Wings for us this year. The product that sold very well for us were the new Stevie Wonder, Eagles.”

Edward Tennick, buyer for Spec’s, a five-store chain in Miami, described Christmas sales as “moderate, better than last year.” He predicted that sales figures show that Sunday openings were helpful at only one of the stores.”

“Long lines”

Jerry Phillips, manager of Peaches in Dallas, reported business at his outlet “50% over a normal week. We had four registers running almost constantly, with lines of people out the door.” Big sellers for the store, according to Phillips, were Jackson Browne, and the Eagles were the biggest sellers, and it was a “good Christmas” for the Beatles and Wings for the Eagles for the top spot.” Post-Christmas trade on Sunday, added Phillips, “was a bit tougher than we expected.”

Sound Warehouse’s largest location in Dallas was not open for Christmas sales last year (the store opened in January, 1976) but instant store manager Tracy Donohoo reported that this season’s sales were “extremely good.” According to Donohoo, the store’s sales were up 100% over last Christmas and the largest KC & The Sunshine Band album did well in this store. The Eagles, Chicago and James Taylor.

Peaches in Atlanta had Christmas sales “substantially up over last year” according to night manager Marty Feldman. Feldman claimed sales were “healthy despite the competition.” He reported that Steve Won- der and the store’s best seller, followed by Linda Ronstadt, Rod Stewart and Wings. Peaches opened an hour early during the Christmas season. “People still seemed to get caught up in their Christmas spirit,” said Frankin Music in Atlanta “had a very real Christmas, going 10 to 15% up over the weekend before Christmas, our record manager. “Wings, Stevie Wonder, Roxana and Boston topped our sales,” she said. “Higher price packages did well. But if there was any trend, the more customers were buying the complete packages and we got a good response to that.”

Christmas sales at the Record Hole, a five-store chain in Santa Ana, Calif., were “very good” by assistant manager Bruce Laidlaw. “We did between $6,500 and $7,000 per day for the last week before Christmas,” he said. “We do around $2,000 to $3,000 per day during a regular week.” The store’s business was down from “last year at this time (when) we had a couple of $10,000 days.” Laidlaw said the opening of a shop- ping mall containing two record stores “did us in.” After remaining closed the Sunday after Christ- mas, the store opened Monday to a $3,000 business, he said. The num- ber one album seller at the Texas record store was “Stevie Wonder for sure. Boston and Wings Over America.”

‘Hejira’ Is Gold

Los Angeles — “Hejira,” the Joni Mitchell album, has been certified gold by the RIAA, making this her sixth gold album.

‘Star’ Shines Gold

New York — The soundtrack to the film “A Star Is Born,” starring Barbra Streisand and Kris Kristofferson on Columbia Records has been certified gold by the RIAA.
ZZ Top embarked on their World Wide Texas Tour "Takin' Texas to the People" on May 29, 1976.

Since then over 1,000,000 cheerin', foot-stompin', flag-wavin', rock 'n' roll-lovin' fans have filled stadiums, concert halls and arenas throughout America to experience ZZ Top's Texas.

ZZ Top will complete the American arm of their record-breaking tour with appearances in the Northeast this year, before "Takin' Texas to the People" of Europe, Japan, Australia and Mexico.

The ZZ Top phenomenon is currently saturating America from coast to coast. The time is right. The market is ready.

So, now, the new album by "That little ol' band from Texas"...
"TEJAS." A new milestone in the most phenomenal rock 'n' roll catalog in today's music...

Welcome to ZZ Top's Texas
TEXAS — ZZ Top — London PS 680 — Producer: Bill Ham — List: $5.98

The band from Texas is back with a solid rock 'n' roll LP. This is sure to get a lot of sales attention, if only for the fact that ZZ Top recently played a world-wide tour, and are one of the top touring bands in America. More than that, the combination of crunch to them, and there are some funny ones with definite attraction: "Arrested For Driving While Blind" will be an FM favorite. "Enjoy And Get It On" could be a good singles shot.

PERSON TO PERSON — Average White Band — Atlantic SD 2-1002 — Producer: Al Mardin — List: $7.98

A two-record set of recent live performances by AWB. Since the band concentrates heavily on rhythm, the material lends itself remarkably to live performances. Horn sections have to be super-tight to sound good, and these horn players understand that fact. There's a terrific version of "Cloudy" which could be a single, as well as hits like "Cut The Cake" and "Pick Up The Pieces." For FM progressive, pop AM, and R&B radio.

BENSON BURNER — George Benson — Columbia CG 33569 — Producer: John Hammond — List: $7.98

Produced by veteran John Hammond, this is a bargain priced two record set of sessions recorded in late 1966 and early '67. Benson is accompanied by his quartet, of the time, which included Lonnie Smith, Ronnie Cuber, and Jimmy Loveable. Occasionally some others add parts, like Howard Johnson on baritone sax, and Blue Mitchell on trumpet. Benson does no vocals here, but his guitar work is characteristically energized.

WHAT'S WRONG WITH THIS PICTURE — Andrew Gold — Asylum 7E-1086 — Producer: Peter Asher — List: $5.98

Since the days of one of his first bands, Brindilfyl, Andrew Gold has been a musician to watch. He went on to arrange and play on most of Linda Ronstadt's songs. This is his second solo LP, and it fulfills the promise of his first effort. There's a kicking version of "Stay," and one of his own tunes, "Go Back Home Again," has a solid AM singles shot. Produced by Peter Asher, this could be a real sleeper in 1977.

LOST WITHOUT YOUR LOVE — Bread — Elektra 7E-1094 — Producer: David Gates — List: $6.98

Bread has come up with a satisfying LP, and one that will be, as their staff has been in the past, a staple of progressive radio. Songs like the title track, and "Belonging," are really good, and there is certain ethereal quality that has characterized much of David Gates' and Bread's work, and are appealing in familiarity of tone. Watch for "Lost Without Your Love" to get some AM action.


Featuring David Carradine, the star of the film, this is a collection of both pure and modified Guthrie, with the modifications including big string arrangements by ace film composer Leonard Rosenman. Carradine's vocals are OK, and capture most of the flavor of the originals. For those who enjoyed the movie, this would be a good idea. Plus, there's some marvelous, less-familiar Guthrie tunes, like "Howdido." A nice set.

GREAT MOMENTS OF PERCY FAITH — Percy Faith — Columbia CG 33895 — Producer: None Listed — List: $7.98

This two-pocket set consists of previously released Percy Faith material, but it's all put together in an attractive package, and they're all, with little exception, well-known pieces. The "Summer Place Theme" is included, as well as "Besame Mucho." Faith was one of the most interesting MOR arrangers of his time, and these tracks still hold up. Some jazz programmers will play some of these, and, of course, MOR outlets will want it for a Faith bible.


Nick Katzman, a fine guitarist, has gotten together with blues singer Ruby Green and produced a fine, authentic country blues LP that should, if properly exposed, get some serious progressive play. Katzman is just as good a player as, say, Leo Kottke, and Ruby Green sounds like a young Maria Mulcaur. There are some killer instrumentals; we especially like "Homage To Gary Davis." Although Katzman plays it a little too fast, it brings back strong memories of Davis, one of the best twelve-string players who ever lived.

FESTIVAL — Santana — Columbia PC 34423 — Producer: David Rubinson — List: $6.98

Carlo Santana is back with some fascinating explorations into the jazz/rock scene. The music, interestingly dedicated to Stevie Wonder, Bob Dylan, and Muhammad Ali, is shot through with intelligence and well-manipulated influence. Santana's guitar playing is as fresh as ever, he has definitely matured in important areas like theme statements — the melodies are always clear reference points for improvisation. For FM progressive and jazz outlets.

WIND AND WITHERING — Genesis — ATCO SD 36-144 — Producers: David Hentschel and Genesis — List: $6.98

Genesis continues it's forays into the outer reaches of progressivism, electronic music, even to the extent of composing music that's closer to a line credit to tape operators. It's an interesting LP, though, as usual, they haven't forgotten about melody, and more than a couple of the tunes are really nice. "In The Air" is an ambitious lyric. The "Eleventh Earl of Mar" track has terrific FM possibilities, as it do virtually all the rest of the cuts. Great production values are maintained throughout.

BODY HEAT — James Brown — Polydor PDI-6093 — Producer: James Brown — List: $5.98

No longer dubbing himself "the godfather of soul," Brown has turned it around with "James Brown — A Brand New Sound." Well, not really, this is the same stuff we've been hearing for quite some time, but that's not to deny the quality of the material. Brown still plays some of the best disco/funk around, and with his voice, he can weaponize everything and makes you pay attention. The title track should be a dance club favorite, as well as "Kiss In 77."

LEO KOTTKKE — Leo Kottke — Chrysalis CHR 1106 — Producer: Denny Bruce — List: $6.98

On his first album on Chrysalis, Leo Kottke plays his usual fast-picked guitar. The difference here lies in the mature performance and arrangements. On some previous LPs, Kottke sounded like he was trying to get is said as fast as possible; here, he is involved with nuance and tone, and everything works. There are no vocals, just an eclectic collection of instrumental tracks, ranging from Renaissance to ragtime. No AM hits here, just a feast for the FM progressive programmer.

LOVELYLYOURS — Millie Jackson — Spring/Polysor SP 1-6712 — Producers: Millie Jackson and Brad Shapiro — List: $6.98

Millie Jackson is one of the best ballad singers around — she is a master of phrasing and inflection, and this LP includes ten high-powered cuts, tunes that will appear all over R&B radio and will then (at least a few) cross pop. Look for cuts like "You Can't Turn Me OFF" to make instant radio waves, along with "Help Me Finish My Song." Backups vocals are superb by The Moments, as well as dynamic string and horn arrangements that run through practically every track.

MENTAL NOTES — Splitt Enz — Chrysalis CHR 1131 — Producer: Phil Manzanera — List: $6.98

Splitt Enz, in this LP, offers up some intelligent and highly civilized pop sound. The playing is usually innovative, relying on excellent keyboard work, and the vocals are really special. Each song has a different flavor; rarely does one hear such a highly developed and recognizable style. FM progressives will enjoy the complicated, folk-based harmony work, and will play every cut. AM possibilities are not abundant, but "Walking Down The Road" should break through after FM exposure.

DOWNTOWN TONIGHT — Racing Cars — Chrysalis CHR 1099 — Producers: Bill Price and Racing Cars — List: $6.98

Racing Cars, a group out of England, plays some gritty rock 'n' roll that's favorably reminiscent of early Stones material. The arrangements are no-frills; straight and to the point. The instrumentation provides a firm foundation for expressive vocals and interesting melodies. Progressive FMers will want to check out every cut — "Downtown Tonight," with its many hooks, has good AM possibilities.

TURN ON TO LOVE — Jumbo — Pye/ATV 12142 — Producers: Charles Orlex and Ingo Cramer — List: $6.98

Side 2 is the title track of this LP, all of side 2. Yes, this is disco, and it's pretty good. The instrumentation is fairly innovative, vocals are varied, and there's interesting keyboard work by co-composer Charles Orlex. The other side of the record is composed of shorter disco pieces, which should all get some dance club attention. The Berlin-produced LP has a lot going for it; there's good spirit here.

Cash Box/January 6, 1977
Retailers Comment On Xmas

(continued from page 16)

...well, we moved a lot of Kiss, greatest hits collections by Linda Ronstadt and the Eagles, and of course, the (Peter) Frampton album.

James Cooper, who manages Inner Sanctum Records in Austin, described holi-
day sales as "really last minute. In the last 5 days of the season we've sold enough business we'd ordinarily do." Cooper noted that the outlet's Christmas business was up 20 percent over last year's business and said it's the main event of the month. This should be like a regular day, but it hasn't been that way at all. Jon Mitchell's "I'm In Love With You" was the LP at Inner Sanctum over the period.

Zeb Records in Austin, an outlet of the Disc Records chain, opened a new outlet in October at the San Francisco Shopping Center. Geoffrey Schulman, manager of the new store, said he was surprised at the holiday figures. "When 30,000 students left town for the holidays we didn't expect a great month," Schulman said, "but things took off Christmas week and we ended up with the same sales increase as over any previous month."

According to Schulman the season's biggest sellers were Joni Mitchell, Stevie Wonder, and especially Eagles. "Eagles are a concern" he said about the discount the Eagles are offering on the import, but the latest from Wings and the Eagles, bed for best seller. "Nothing could touch those two," Schulman said, "they're the hottest items we have now."

'Slight Dip'

Wilcox Records in Oklahoma City, ex-
pected a drop from two percent to three percent, or two or three percent, according to Ed Commander, manager. Although his store was doing well, Commander said there was a drop in Christmas season, Commander said sales were up between "two and four percent."

Steve Bellis, manager of Candyman Rec-
ords in Santa Fe, New Mexico, said his Christmas record sales were "real fine, but down a little from last year. We've had no snow yet, so the tourists that usually buy records aren't here. But I think we did better proportionately than anyone else." Bellis also said when the store opened two weeks ago they broke the Christmas record for sales on a single record.

The Eagles, Joni Mitchell and Linda Ronstadt were Candyman's biggest holiday albums.

West

Music Street Records in Seattle was
"about even with last year," according to Rita Hubert, manager, although business was as high as during the same time last year, a normal week. Wings and Stevie Wonder were among their biggest sellers.

Beatles' 14-store D.J.'s Sound City chain in Seattle, had "a great week! We peaked on Christmas Eve, and the day after Christmas sales were down about 50% from a normal day, but that's to be expected." In the week preceding Christmas, chainwide singles sales were up about 50% to 75%, depending on location.

Dave Arnold, executive vice president of Beatlemania Inc., in New York, said the Beatles' business at his seven stores was "fantastic. We had at least a 25% increase over last year's sales and it's not over yet." Arnold commented. Stores were open Sunday after Christmas and, according to Arnold, sales were 25% better than a normal Sunday. "We sold a lot of the previous week's records," Arnold said. "Some more Stevie Wonder, Eagles and Captain & Ten-

null."

"However," Arnold stressed, "every major artist was a best seller."

Buying Real Late

It was a "crazy week" and after Christmas Eve, according to Arnold, Beatles' business was "all real late," Arnold said. "Our customers started buying real late," commented Kedor, "but once they started they didn't stop." Arnold estimates the increase over last year's Christmas sale

as between 10% and 15%. Sunday after Christmas was also a good day for the chain, with sales averaging 50% above a normal Sunday. Biggest sellers were the Wings, the Eagles, the Band and Boston, but, said Kedor, "Our established catalog items went like never before and we were able to get a lot of radio play on ABC's and the other stations which are all playing Xmas music and we did use TV advertising for the first time."

The six stores of Everybody's Records in Portland, Oregon, according to president Tom Keenan, "Our figures from last year were good," he added, although they stated their two college campuses were "less busy than usual" on Sunday after Christmas Eve. For the four locations, Sunday sales were up approximately 25% over a normal week. The biggest sellers were Wings, Eagles, Frampton and Boston were the fastest moving LPs at Everyones.

Dave Williams, manager of Portland's Music Millenium, had "the best year we ever had. It was great. We doubled sales over normal weeks for the Christmas season and during the last two or three days our sales were four times normal." I came in to do a lot of business, but not as much as you'd expect."

Williams mentioned Al Stewart and Stevie Wonder as his two biggest sellers, although the Rolling Stones, The Eagles and Harrison and Steve Hillage close behind.

25% Over

Town Records commented that sales increases of "25% over last year" for the Christmas season, with Sunday sales up about "twice what they were in 1975," according to Mike Koontz, manager. Wings and Stevie Wonder were the two biggest selling LPs, although Koontz noted that these were lower than last year's sales. Koontz said "We sold so much they carried sales. We had a lot of classical and jazz go out too." For the San Francisco, Christmas business was up 20% from last year. In fact, we were open on Christmas, and we were up 12% from last Christmas," according to manager Stan Gomen for the biggest sellers were Wings and Stevie Wonder.

In San Francisco the Banana Records chain had sales over the 1975 holiday season by "about 25% in the eight stores we have," according to Barry Langham, buyer. "Until a couple weeks ago business was up, but not to the extent we thought it would be. The last few days before Christmas were much better than we had anticipated." "Hotel California" and "The Eagles' Greatest Hits," along with "The Who's Who's Who," were seen as top sellers, with the Double Brothers and Linda Ronstadt also doing well.

Estimating his Christmas business as "up 25-30% over last year," Record Cove (Monterey, Ca.) Owner/manager Herb Sherman called business on Monday (27) "much busier than usual. It's a matter of what got you for Christmas and people using the gift certificates they got over the holidays."

Wings, the Eagles, Frampton and Peter Frampton albums sold the most there.

'Boom Boom' in L.A.

Cassell's Records' manager Chuck Mackey indicated business was "all of a sudden, boom, boom, boom on Christmas Eve. We were planning to close at 3:30 or 4:00 but with the mad rush we didn't get out of the store until 7:30. Mackey described "The Eagles' Greatest Hits," and "The Eagles' Greatest Hits" (Mondays) as "very good. A lot of kids got money for Christmas and found it to be a lot better than they expected." Mackey said Mac. L.A. operation's best selling Christmas LPs included the latest by Al Stewart, Peter Frampton and Rod Stewart.

The seven-store V.I.P. Records chain "started off slow this year, but business was up about 20% over last Christmas season."

(continued on page 28)

There are not enough reviewers still available of what a wonderful singer Dinah Washington was. This set should do an excellent job of acquainting the younger generation with the Queen. The performances date from 1954-58 and in addition to superb Dinah they contain gems by the likes of Clark Terry, Wynton Kelly and Lockjaw Davis. The first two sides were arranged by Quincy Jones and Melba Liston contributed two cuts from a 1958 Newport Jazz Festival set. An outstanding collection.

JUG SESSIONS — Gene Ammons — Emarcy 2-400 — List: 7.98

This is probably the most impressive of the first Emarcy reissues, since for the first time all Ammons work for the label is issued in one package. Since these were his first recordings as a leader he bear special importance. It is interesting to note the change in style from a Lester Youngish approach in 1947 to a heavier sound by 1948 evidenced with "Blowin' On That Sermon." The accompaniment is small band all the way and the music ranges from bebop to boogie (on a date led by Gene's father, Albert).

BOTH SIDES — Buddy Rich — Emarcy 2-402 — List: 7.98

"Both Sides" here consists of big band and small band. Of the big band sides four stem from 1946 while the remainder are from an all-star 1959 studio session. These are sparkling items all worthy of interest. The small band sides have five selections from the famous double dates with co-conspirator Max Roach. Stanley Turrentine and Phil Woods have some brief moments here but drum fansatics will be especially interested in the exchanges between the two drummers. The programming is a bit random but the recorded sound is excellent.

THE BEST OF CHICK WEBB WITH ELLA FITZGERALD — MCA 2-4107 — List: 7.98

Gene Krupa and Buddy Rich both called Webb the greatest big band drummer of all and if you're not convinced try this set that features twenty items from 1934-39. Ella sings eight including her first hit, "A-Tisket, A-Tasket." But the band has plenty of opportunity to shine on sides like "Undecided" and "Liza." The annotation here is brief and details of personnel are lacking but for a cross-section of a great but largely forgotten band you can't do much better than this.


It is hard to see how anyone could be less than enthusiastic about this marvelous band! Wilbur and Davern alternate between clarinet and soprano and perform with a super rhythm section (Marty Grosz, Ray Brown and Jake Hanna). There is no a note of music here that doesn't sound fresh. The program is solid in the swing-mainstream idiom and in the band's version of Louis Armstrong's "When That Music" they have created a classic that will stand the test of time. Anytime.


This album is an excellent display of guitar virtuosity by Byrd who features himself in a live session with his regular bass and drums accompanied. The range of material is very broad here from Scott Joplin to Jobim to Lennon-McCartney to Manilow, but everything is performed with grace and artistry. If the sound of Spanish guitar is your thing then Byrd and this album should be of special interest.


This is a strong roaring crew with nine brass, five sax and rhythm. Ernie Wakas' don't touch their brass for four of the seven charts and the material, save for a pair of Ellington tunes, is original. Apart from the leader's marvelous trumpet work is it is reedman Chris Woods who stands out. This band has actually been around for a decade now, and if atención is paid to this strong effort, it will begin to attain more regional recognition.

THE COMPLETE LIONEL HAMPTON — Bluebird AXM-5536 — List: 23.98

This is the single most important reissue package to be issued since the Pabo Art Tatum set of two years ago. It is quite possible that Lionel Hampton was the finest instrumentalist to emerge from the swing era and this set includes his entire RCA output from 1937-1941. This is small band swing and because it was recorded during the big band era it has always been somewhat overlooked in discussions of the best music of its time. Make no mistake this collection of rarities features Hampton's small groups and the Billie Holliday-Lester Young collaborations as the most enduring of all middle-period jazz.

JazzAlbumPicks

On Jazz

Fantasy/Prestige/Milestone will release twelve more twisters shortly. Up to this point F/P/M have issued these packages one label at a time but this next offering will find all three labels represented. Look for Gene Ammons and Eric Dolphy among those on Prestige, Wes Montgomery and Cannonball Adderley on Milestone and Ramblin' Jack Elliot and Pierre Rampl on Fantasy. In addition to this news, a new stock of imported Japanese Riverside LPs should be appearing in stores as you read this.

There will be a huge benefit January 10 at the Village Gate on behalf of the Jewish Child Care Association program "Childville." Childville is a special treatment center for emotionally disturbed children who have been severed from their families or who have no families. There will be two sets at the Gate. At 8 p.m will be Merline Mann, George Benson, Larry Coryell, Pee Wee Ellis, Michael Urbaniak, Leon Thomas and many others. At 11 p.m upstairs will be Keith Jarrett, Richie Beirach and Dan Leibman among others. Admission is $5.50 per show.

Mat Waldron, Hammett Bluit and Chico Freeman are among the upcoming attractives at Ewieron, Broadway near Grand, in New York.

The next jazz show at New York's Palladium will feature Jean-Luc Ponty, Les Butler and Frank McRae. Remember the date: February 12.

Bethlehem preparing a massive reissue series of records known at press time, which will appear about the time you read this. Fifteen LPs are involved.


Among the latest Blue Note reissues to arrive are: Horace Silver — "The Trio Sides," "Mill Jackson's All Star Bags" and Freddie Hubbard's "Here To Stay."

Stan Kenton and the band are taking a brief vacation. They will re-form in Chicago January 16 to begin an extensive tour.

Who said jazz singles don't sell? Check out the current R&B singles chart. Arthur Prysock, Norman Connors, Stanley Turrentine, Quincy Jones and Al.Henderson are only some of the artists with strong jazz identity who are represented.

Upcoming reissues from Chess will include a "Yusel Latef-Roland Kirk set and a Dodo Marmaro double.

bob porter
FCC Sets ‘Payola’ Hearings
For Early ’77 in Washington
by J.B. Carmicle

LOS ANGELES — Although the Federal Communications Commission's docket on “payola” and “plugola” by broadcasters has been open since 1964, when the FCC originated hearings that led to the convictions of two New York disc jockeys who were accused of those offenses, not much has happened since. Last week, however, the commission announced it would hold hearings early in 1977 because of evidence that had come before it concerning possible illegal activities by some disc jockeys in the Washington, D.C. area. No specific date has been set for the hearings as yet.

According to one FCC spokesman, the commission had received information that some Washington disc jockeys had promoted certain acts signed up with talent agencies that the DJs held interests in, and that DJs had been discouraging other Washington promoters from bringing acts into the area. Another area of speculation was that certain favors may have been asked by disc jockeys in return for their publicizing the promoters’ acts, the spokesman added.

Investigative Hearings

Arthur Ginsburg of the FCC’s complaints and compliance division told Cash Box that the upcoming “investigative hearings” would be held in open session, as opposed to past years' payola-payola hearings which were closed to the public. “It’s a reverse of the earlier procedures,” Ginsburg declared. “The only way they’ll be closed now is if we want them closed.” The past hearings were just the opposite of that. “They were closed unless we wanted them open.”

Although he was unsure of where the hearings would be held, Ginsburg said that an administrative law judge would be appointed by the FCC to preside over the upcoming meetings. He indicated that Section 508 of the Communications Act of 1934 specified that station licensees are to be “vigilant” in attempting to prevent any type of outside business activities or private transactions that could present a conflict of interest in regard to the station’s license commitment to the commission. Section 508, which was added to the Communications Act in 1960 by Congress, also states that any person in violation of those principles can be imprisoned for one year in jail or fined not more than $10,000 or both. The investigative hearings will be held to determine if any station licensee or individual has acted improperly in regard to that ruling, Ginsburg added.

According to Ginsburg, payola constitutes a “criminal activity, and falls under the jurisdiction of the United States Justice Department, which in turn will prosecute those found to be in violation of the law.”

Bore & Richman Firm
Into Record Co. Ads

LOS ANGELES — Chuck Bore and Don Richman, incorporated, a Hollywood-based firm that creates radio and television commercials, has expanded into the area of record advertising for television. The firm recently completed four 30-second TV spots for two record companies, United Artists and Columbia.

‘Inner View’ Reports January ’77 Lineup


KTNQ Rocks
In Los Angeles

LOS ANGELES — KTNQ, a 50,000-watt 24-hour rocker, has signed on the air in Los Angeles. The station, which will be known as Ten-O on the air, holds down a top-10FM, 12,000 watt position and is the city's fifth (with KMPC, KFI, KNX and KPOL) 50,000-watt station.

KTNQ’s new music director and program director, Jim Fox, told Cash Box, "We’re playing up to 40 records in rotation now and have about 700 oldies in our library." Fox indicated that he felt 36 records to be the “magic number” in programming a rock station, stressing that 36 would be the lowest number of current records that KTNQ would play. Fox comes to KTNQ from KFMB also known as B-100 in San Diego, where he was program director.

KTNQ is owned by the Storer Broadcasting chain.

CUMMINGS DEBUTS AT ROXY — Portrait recording artist Burton Cummings made his official American debut recently at Los Angeles’ Roxy Theatre. Pictured above following a reception on the area (l to r) Shag Gordon,alterative Productions, Burton’s management, Richard Perry, producer of Burton Cummings, Cummings; Larry Harris, vice president and general manager of Portrait Records; Abe Somer, Burton’s attorney; and Lonnie Saifer, vice president, A&R, Portrait Records.

As part of revamping its lineup, KLIF, Dallas has added Charlie Brown from KJCR, Seattle in the 6-10 a.m. slot. He replaces Harry Nelson who exits the station. Larry Chase, whose real name is Jim Pruitt is new weekend man and comes from KTEM, Temple, Texas. Other recent changes include the addition of Jocks Barry Kaye 3-6 pm from KILT. Houston: Nick Alexander 12-3 pm from KJVX, West Palm Beach; Tom Kent 6-10 pm from KFJZ Fort Worth Also, Wes Wise is the new sports director and Bob Richmond is news director.

Jeff Stone, former assistant PD at KTLK, Denver has exited the station after A.W. Panagis is new midday jock at KIOA, Des Moines.

Ken Terry, former all-night man at WXRT, Chicago is now doing 7-midnight on WLS, Chicago. Bob Gelms from WLBK, DeKalb, Ill. is now all night jock at the station.

Rich Shannon will be doing morning drive at KJRB, Spokane. Shannon comes from WCLK, Morgantown, West Virginia.

Mike “Mama Bear” Kelly is now 7-11 midnight air personality at WPTF, Albany.

Jim Kime has been promoted from general manager of KING, Seattle to vice president of KING broadcasting. Keith Lollis has been named general manager at KLOS, Los Angeles.

Steve Marshall appointed program consultant for CBS-owned FM stations including KCBS, San Francisco, KMOX, St Louis, WEEI, Boston, and WBBM, Chicago. Marshall continues as program director at KNX-FM, Los Angeles.

Summer Dumas Carey joins WOR, Bob Fink's 77 WOR as executive assistant. Kathleen Skelly, formerly with KDEA-TV, Pittsburgh, named account executive for Midwest Arbitron Radio.

Bruce Hest has departed WRHR-FM, New York to concentrate on FFO Communications, Inc., a company formed by Hest.

Lynne Grazz, president of the Broadcasters Promotion Association has named nineteen members to head the organization's various committees through 1977. Former major league Jimmy Piersall and Mary Shang will join Harry Caray and Lorn Brown in covering White Sox baseball on WMAQ and WSN-BTV, both Chicago duets during the 1977 season.

WLW, Cincinnati has been awarded the broadcast rights for the Cincinnati Bengals for the next three years.

WTA-FM, Pittsburgh will call all letters to WKWK (pending FCC approval) about Feb. 1 and will be known as 96 Kicks. The new PD, effective Jan. 10 will be Bobbly Christian who comes from KKKK, Denver. The station will have no more automated while continuing its “top 40” format.

WXL-FM, New Haven, New Jersey has changed its music format to a country format. The PD is Jeffrey Jay Weber who also programs sister station WNNJ. Vincent Gerardi is the music director and is on the air from 12-2 am. Other jocks include Mike Kupino 6-10 a.m., Jim Caine 7-midnight, and David Owens midnight-am.

Ron Lundy, air personality WABC, New York has signed a new five-year contract with the station.

Jeffrey

WKQX: Newest AOR
Format In Chicago
LOS ANGELES — WNSI, an ABC-owned and operated station in Chicago that has been programming on all-news format for the past 19 months, has changed its call letters to WKQX-FM and will now program album oriented rock effective December 31, according to station program director Bob Prior.

WNIS had run NBC Radio’s News and Information Service (NIS) format since June 1975. However, NIS dropped its format when both the network and station were sold earlier this year.

WNIS had run NBC Radio’s News and Information Service (NIS) format since June 1975. However, NIS dropped its format when both the network and station were sold earlier this year.
COUNTRY AND WESTERN CHICHESTER COUNTY, NY – Meg Griffin

Go Your Own Way (single) – Fleetwood Mac – WB

A Day At The Races (single) – Queen

Midnight Cafe – Smokie – RCA

Ain’t That A Drag – Johnny Guitar Watson – D.J.

New Country – Jean-Luc Ponty – Atlantic

Fever/Getta Get You Off Of My Mind – Sound of Johnny – Epic

New Country – Jean-Luc Ponty – Atlantic

WHIRL-FM – LONG ISLAND, NY – Dennis McNamara

Wings Over America – Wings – Capitol

Alas! – A&M

Songs In The Key Of Life – Stevie Wonder – Tamla

A Day At The Races – Queen – Elektra

Thirty Three & 1/3 – Dark Horse

Horse California – Eagles – Asylum

Morin’ Heads – Pilot – EMI

Certified Live – Dave Mason – Columbia

Rock & Roll Alternative – Atlanta Rhythm Section – Polydor

New England – Wishbone Ash – Atlantic

WABF-FM – BABYLON, NY – Bernie Bernard

A Day At The Races – Queen – Elektra

Thursday And Friday – Dark Horse

Horse California – Eagles – Asylum

Georgia Rhythm – Atlanta Rhythm Section – Polydor

WKT-RF – CHICAGO – Harvey Welles

Wings Over America – Wings – Capitol

A Day At The Races – Queen – Elektra

Lil’ Red Robbin – Smokie – RCA

Morning Sun – Bob Seger – Capitol

Wings In The Fast Lane/Victim Of Love/Hotel California – Eagles – Asylum

Sunday Morning For Love – Elektra

K Bai – Family – Smokie – RCA

San Francisco – Elektra

KCAL-FM – SAN FRANCISCO – Dr. John

Roll & Rock Alternative – Atlanta Rhythm Section – Polydor

Make It Easy On Yourself – Bob Seger – Capitol

Night Moves – Bob Seger – Capitol

The Pretender/Don’t Make Me Do It – Bob Seger & The Silver Bullet Band – Warner Bros

The Pretender/Don’t Make Me Do It – Bob Seger – Capitol

Roll & Rock Over – Kiss – Casablanca

Wings Over America – Eagles – Asylum

Takin’ Care Of Business – Eagles – Asylum

KRXW-FM – PORTLAND – Red Barn

Rock & Roll Alternative – Atlantic Rhythm Section – Polydor

A Day At The Races – Queen – Elektra

Night Moves – Bob Seger – Capitol

The Pretender/Don’t Make Me Do It – Bob Seger & The Silver Bullet Band – Warner Bros

The Pretender/Don’t Make Me Do It – Bob Seger – Capitol

KSF-FM – SAN FRANCISCO – Don Peacock

Festival – Santana – Columbia

Renaissance – Luton Liston Smith – RCA

Midnight Cafe – Smokie – RCA

Go Your Own Way (single) – Fleetwood Mac – WB

The Things We Do For Love (single) – 10cc

KSLF-FM – SAN FRANCISCO – Don Peacock

Wings Over America – Wings – Capitol

KCBS – SAN FRANCISCO – Don Peacock

Order A Secret Place – Grover Washington Jr. – Columbia

Festival – Santana – Columbia

Rambling Scarecrow – Barry Gibb – EMI

Wings Over America – Wings – Capitol

WIFM-FM – PHILADELPHIA – Sonny Fox

Festival – Santana – Columbia

*ALBUMS MENTIONED* * MOST REQUESTED LP CUTS * 1 P.D.M. MENTIONED HITS

WNEW-FM – NEW YORK – Tom Moreira

Lover’s Album – Smokie – RCA

*continued on page 38*
Four of the world's most consistently successful artists provide us with something totally expected.
Lost Without Your Love

bread

Lost Without Your Love

The album and single are available as follows:

- Single: E-45365
- Album: 7E-1094
- Elektra Records and Tapes
### MOST ADDED RECORDS

<table>
<thead>
<tr>
<th>Record</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
<th>Station Adds This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Fly Like An Eagle</td>
<td>Steve Miller — Capitol</td>
<td>8%</td>
<td>48%</td>
<td>KLIF, KBEQ, WBGN, WPXG, KAKC, WIFI.</td>
</tr>
<tr>
<td>2. Weekend In New England</td>
<td>Barry Manilow — Arista</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>3. Save It For A Rainy Day</td>
<td>Stephen Bishop — ABC</td>
<td>5%</td>
<td>23%</td>
<td>KJRB, WBBQ, WOW, WORC.</td>
</tr>
<tr>
<td>4. Go Your Own Way</td>
<td>Fleetwood Mac — Reprise</td>
<td>5%</td>
<td>22%</td>
<td>KJH, 99X, WBBQ, WISM, WORC.</td>
</tr>
<tr>
<td>5. The Things We Do For Love</td>
<td>10cc — Mercury</td>
<td>5%</td>
<td>10%</td>
<td>KJL, WZJU, Z-96, Q-94.</td>
</tr>
<tr>
<td>6. Torn Between Two Lovers</td>
<td>Mary MacGregor — Ariola</td>
<td>4%</td>
<td>79%</td>
<td>WY-100, WQAM, WEPZ, 13Q.</td>
</tr>
<tr>
<td>7. Walk This Way</td>
<td>Aerosmith</td>
<td>4%</td>
<td>70%</td>
<td>KXOK, WMAK, Z-96, WGH.</td>
</tr>
<tr>
<td>8. Night Moves</td>
<td>Bob Seger — Capitol</td>
<td>4%</td>
<td>54%</td>
<td>WGLC, KTLK, KBEQ, KILF</td>
</tr>
<tr>
<td>9. Hard Luck Woman</td>
<td>Kiss — Casablanca</td>
<td>4%</td>
<td>39%</td>
<td>KILT, WPXG, WAPE, WISM.</td>
</tr>
<tr>
<td>10. You've Got Me Running</td>
<td>Gene Cotton — ABC</td>
<td>4%</td>
<td>16%</td>
<td>KFMP, WZJU, WAPE, WKY.</td>
</tr>
</tbody>
</table>

### RADIO ACTIVE SINGLES

<table>
<thead>
<tr>
<th>Record</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
<th>Station Adds This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Blinded By The Light</td>
<td>Manfred Mann — WB</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>2. New Kid In Town</td>
<td>Eagles — Asylum</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>3. Car Wash</td>
<td>Rose Royce — MCA</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>4. Torn Between Two Lovers</td>
<td>Mary MacGregor — Ariola</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>5. Fly Like An Eagle</td>
<td>Steve Miller — Capitol</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>6. I Like Dreaming</td>
<td>Kenny Nolan — 200th Century</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
<tr>
<td>7. Walk This Way</td>
<td>Aerosmith</td>
<td>5%</td>
<td>52%</td>
<td>WSAI, WIFI, KIOA, WAYS, Z-96.</td>
</tr>
</tbody>
</table>

### SECONDARY RADIO ACTIVE

**Titles listed below are receiving strong radio support from key secondary stations across the country.**

<table>
<thead>
<tr>
<th>Title</th>
<th>Station Adds</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Dancing Queen — Abba — Atlantic</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
</tr>
<tr>
<td>2. Go Your Own Way — Fleetwood Mac — WB</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
</tr>
<tr>
<td>3. Carry On Wayward Son — Kansas — Kirchner</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
</tr>
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<td>4. Year Of The Cat — Al Stewart — Janus</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
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<td>5. Hard Luck Woman — Kiss — Casablanca</td>
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<td>6. Living Next Door To Alice — Smokie — RSO</td>
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<td>7. Dreamboat Annie — Heart — Mushroom</td>
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<td>8. Things We Do For Love — 10cc — Mercury</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
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<td>9. Love Theme From &quot;A Star Is Born&quot; — Barbra Streisand — Columbia</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
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<td>10. Ha! Ha! (Rock 'N' Roll) — Starland Vocal Band — Windsong</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
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<tr>
<td>11. Save It For A Rainy Day — Stephen Bishop — ABC</td>
<td>WBBQ, KBQ, Jump, WBBQ, KBQ,</td>
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88° LINDA RONSTADT

Already certified gold, "Ronstadt's Greatest Hits" should obtain platinum status in a few weeks based on the overwhelming volume witnessed this Christmas season. Market reaction has been so strong in all regions, with notable increases in sales in the West/Denver-Phoenix Region as reported by Licorice Pizza, Tower (S.F.), Everybody's, Wharehouse, Independent and Rolling Stone. In the Southeast/South Central Region also exhibited exceptionally strong sales, as indicated by Record Shack, Music Scene, Gary's, Soundtown, Tape City, Western Merch, Southern and Peach's (Atlanta & Dallas). The Northeast region is also expected to increase its sales following reports by Sam Goody, Strawberries, Win, Bee Gee, Norman Cooper, Dick's and Vonnas. The J.L. Marsh Computer Run also indicates strong soundtrack at #39.

42° BRICK

Returning to the #1 position on the CB R&B Singles chart, "Dazz" continues to make headway on the CB Top 100 Singles chart, recording a fourth week of chart activity and debuting on the National Breakout Chart this week at #4 position. While maintaining top five strength in the Balt.-Wash. Region, the album's strength continues to grow, as reflected by reports from Source City, Tower (S.F.), Banana, Tower (Sacramento & San Diego), Peaches (L.A.) and Record Cove. Black oriented accounts in the Northeast region continue to report significant action, including Jimmy's, Strawberries and Jimmy's. The J.L. Marsh computer run displays strong growth with movement of 262-288.

88° THE PALMISTRY

While the majority of radio stations frolic their playlists, "Weekend In New England," managed five new adds to bring its total up to 14. Market reports also indicate that the album maintains top thirty status on the J.L. Marsh computer run, retailers and one-stops are experiencing a strong resurgence on "This One For You." The album continues to grow in all regions, as reflected by reports from Source City, Tower (S.F.), Banana, Tower (Sacramento & San Diego), Peaches (L.A.) and Record Cove. Black oriented accounts in the Southeast region continue to report significant action, including Jimmy's, Strawberries and Jimmy's. The J.L. Marsh computer run displays strong growth with movement of 262-288.

#47 BOB SEGGER

"Night Moves" has moved to #29 bullet on the CB Top 100 Singles chart this week, and has finally broken the Midwest boundaries of Segger's cult following. Overwhelming Southeastern Region reports are indicating a new audience, #1 in the Southeast and South Central Region on the Regional Breakout chart this week results from reports out of Peaches (Atlanta & Dallas), Music Scene, Gary's, Soundtown, Tape City, Western Merch and Southern. Other accounts indicating top ten position is a result of reports from Music Plus, Soul City, Wharehouse, Tower (S.F., D.V.D.), The Source City, Sound One and Odyssey. Possible indicate movement by the J.L. Marsh run of 180-180.

#52 KISS

The entire Kiss collection remains the hottest catalogue on the CB Top 200 LP chart with strong sales in all regions. "Ace Frehley," "Paul Stuart: Vol 2" and the newest Rush album (both 2/17 LP's) #79.81. The album "Fiddler On The Roof" on RCA (7/98 list) for $4.39/$6.19 tape: the latest release from "The Captain and Tennille," "Side by Side" by (LP/79.99 list) for $5/8.76 list: the latest albums by Poppy Inez & Marie Osmond, Thin Lizzy, Olivia Newton-John, Glen Campbell, Prairie Peerage and David Hasselhoff. The album "Celebrity" on RCA (7/98 LP/15.99 list) for $9.99/10.99 tape: double and two triple classical sets on Columbia (all 7/99 list) for $8.38 each; latest albums by Elton John (7/98 LP/20.99 list) for $12.57 each. At Korettes (30), these features over two weeks with reports from RCA (CA, UA, ABC, Island, Private Stock and 20th Century) for $4/5.75; six Korettes specials with albums by Elo, Brass Construction and Leon Russell, for $29.99 each; three albums by the Bee Gees on RSO, including their latest release, "The Captain and Tennille" (one of the best selling albums by Poppy Inez & Marie Osmond, Thin Lizzy, Olivia Newton-John, Glen Campbell, The Captain and Tennille," "Side by Side" by (LP/79.99 list) for $5/8.76 list: the latest albums by Poppy Inez & Marie Osmond, Thin Lizzy, Olivia Newton-John, Glen Campbell, Prairie Peerage and David Hasselhoff. The album "Celebrity" on RCA (7/98 LP/15.99 list) for $9.99/10.99 tape: double and two triple classical sets on Columbia (all 7/99 list) for $8.38 each; latest albums by Elton John (7/98 LP/20.99 list) for $12.57 each. At Korettes (30), these features over two weeks with reports from RCA (CA, UA, ABC, Island, Private Stock and 20th Century) for $4/5.75; six Korettes specials with albums by Elo, Brass Construction and Leon Russell, for $29.99 each; three albums by the Bee Gees on RSO, including their latest release, "The Captain and Tennille" (one of the best selling albums by Poppy Inez & Marie Osmond, Thin Lizzy, Olivia Newton-John, Glen Campbell, Prairie Peerage and David Hasselhoff. The album "Celebrity" on RCA (7/98 LP/15.99 list) for $9.99/10.99 tape: double and two triple classical sets on Columbia (all 7/99 list) for $8.38 each; latest albums by Elton John (7/98 LP/20.99 list) for $12.57 each.
RETAIL LP SELLING PRICES
(continued from page 26)
Labelle, Chicago and Michael Murphy, for $4.19/$5.69 tape, the latest release by Engelbert Humperdink for $3.88/$5.39 tape; "Certified Live" by Dave Mason (2 LPs/$7.98 list) for $4.49/$5.99 tape. At Sam Goody (10), multi-label sale including CBS, RCA and Arista for $4.19/$5.49 tape, eight "Picks Of The Week," including Boston's debut LP and the latest albums by the Eagles, Steve Miller, Chicago and Rodo Stewart, for $3.99: "The Best Of Rod Stewart" on Mercury (2 LPS/$7.98 list) for $4.69, the latest albums by Stevie Wonder, Winog and Elton John for $7.79: "Casino. A Legendary Performer" on RCA ($7.98 list) for $4.85/$5.79 tape; Tchaikovsky's "The Nutcracker" and "Mozart/Rossini: Opera Arias" on Phillips (both 2 LPS/$15.98 list) for $9.79; and Rossini's "Elisabetta" and Handel's "Messiah" (both 3 LPS/$23.94 list) on Phillips for $14.69 each, (Sunday Philadelphia Enquirer and Sunday Philadelphia Bulletin).

The Pittsburgh Press
At K Mart stores, same ad with the identical features and prices that appeared in Houston, New Orleans and Indianapolis. At Murphy's stores and marts, 20 WEA releases, including the latest tapes by Abba, Jon Mitchell, the Eagles, Linda Ronstadt, Rod Stewart, Leo Sayer, and ELO, for $4.17/$5.27 tape: and assorted budget and cutout LPs and tapes for 97c-$2.99 each. At K-Mart (5 locations), assorted budget and cutout LPs and tapes for 97c-$2.99 each. At National Record Mart stores, the soundtrack to "A Star Is Born," price not included. (Sunday Pittsburgh Press).

ST. LOUIS POST-DISPATCH
St. Louis Globe-Democrat
At Venture stores, all-label sale for $3.98-$4.98 tape; and assorted budget and cutout LPs and tapes for $1.77-$2.77 each. At Target (6 locations), assorted budget, cutout and children's releases for $1.29-$2.99. At J.C. Penny (7), nine releases, including the latest albums by the Eagles, Olivia Newton-John, Engelbert Humperdink, Captain & Tennille and ELO, for $3.99/$4.99 tape; "Wings Over America" for $8.99/$10.99 tape; and assorted budget and cutout releases for 99c-$4.99 each. At Sears (7) eight releases, including the latest albums by EWF, LIO, Linda Ronstadt and the Eagles, for $3.99/$4.99 tape; and the soundtrack to "Car Wash" and the newest releases by Peter Frampton and Lynned Skymd (all 2 LPS/$7.98 list) for $4.99/$5.99 tape; at Alco/Marshalls, assorted cutout LPs and tapes for $1.99.

San Francisco Examiner
At The Warehouse (18 locations), these features: 13 CBS releases, including the debut albums by Boston and Burton Cummings and the latest albums by Poison, Boz Scaggs, Chicago and EWF; 3.60/$4.60 tape; the newest release by Dave Mason (2 LPS/$7.98 list) for $4.88/$5.88 tape; the soundtrack to "A Star Is Born" (continued on page 28).
When the album is sold, the store earns the first four of the computer ticket and mails it back to Marsh the same day. If the code specifies immediate replacement, the computer gives an order for one number of that album to be fulfilled. If the ticket contains a "conditional" code, then the computer can program to stop replacing certain albums of a particular album as demand for it lapses off.

In addition, Marsh tries to ensure a steady rotation of inventory by having one of its field representatives call on each of its accounts on a regular basis. From the date-coding on computer tickets, Marsh personnel can accurately determine if a particular album has been in the store. If it has been there for some time, the album can either be returned or a line can be drawn through the ticket so that the computer won’t replace it after it is sold.

Marsh’s representative is not the only person who periodically checks on inventories and make recommendations for changes. The record department investigated by Cash Box. Mohr Value monitors all of its inventory, including the 30% of it which has been supplied by jobbers since the chain closed down its warehouse. According to the manager of the particular store in question, Marsh not only keeps informed about record turnover on a daily basis.

The manager stated that, based on this information and his knowledge of what local radio stations are playing, he sometimes calls Marsh to order an album not ordinarily supplied to him. However, he shouldn’t remember the last time he had done this.

Frank Schlunser, record buyer for Mohr Value, noted that the chain’s store managers are given “flexibility to order whatever they want to at a local level. You might have one store that’s got 24 running feet of hard rock and four feet of country-western. You might reverse that in another store, depending on its location. So in that instance, we’ll move the picture around quite a bit. But we get to J.L. Marsh on a periodic basis and give them the guidelines that we want. Marsh then, in turn, said the manager has flexibility; he writes in an order each week. He calls it into J.L. Marsh. And in that instance, we’re specifying exactly what we want to put into that particular store and the quantities we want.”

"Aligning Inventories" Schlunser added that these orders are placed at a local level and only constitute adjustments to the basic program laid out by Marsh. "What albums they put in and with what quantities within the range, I figure, that’s their baby, because they’re pros in the business. What I have done is say, ‘J.L. Marsh, you’re a pro. Here’s the inventory we’ve got. Here’s the inventory we want. Where’s the inventory we want you to create? You move your inventory up to that level."

But now, “to meet local competition” according to Paulson, the shelf price for top percent is maintained in that store. Similarly, the unit’s current advertised sale price for front-line product is $4.66, however, that will soon be lowered to $3.99, a common sale price for records in the area.

Retail: Boost Gross Margins

Like any other rack-service mass merchandiser, Mohr Value receives its records via a two-stage distribution system. The chain buys Rim albums than do retailers which buy directly from distributors. A $3.99 sale price for selected front-line releases could well represent a loss to Mohr Value on those items. This was implied by Schlunser when he said, “we might have to sacrifice a little long term gross profit (in order to be competitive).” Nevertheless, this type of loss is balanced by other factors, according to Schlunser, especially cutouts. "Cutouts afford a retailer a higher gross margin." explained Paulson, whose J.L. Marsh branch coordinates Mohr Value’s record advertising. "And today the public is buying their gross margins, because they’re selling a lot of product at $3.99 (and in this case at $4.66), while they don’t get that high a gross. So by skimming cutouts with better than normal items (in print ads), that affords them a higher overall gross on their unit at the end of the year, because they’re selling with basically a 30% markup on cutouts. If you’re making 6% on top-line goods and 30% on cutouts, you’ll always have cutouts in a print ad.

Price Competition

Both Schlunser and Paulson pointed out that record price competition is very stiff in the college town where the Mohr Value record store under discussion is located. Both of them admitted that although there are a couple of fairly good music stores in town, general merchandisers sustain the bulk of the competition.

According to Schlunser, "K-Mart and Penney’s are Mohr Value’s main competitors in the local record market.

Until recently, the shelf price of $6.99 list that K-Mart was charging was $7.99 list. But now, “to meet local competition” according to Paulson, the shelf price for top percent is maintained in that store. Similarly, the unit’s current advertised sale price for front-line product is $4.66, however, that will soon be lowered to $3.99, a common sale price for records in the area.

*Annual gross profit per sq. ft. of sales space

**The San Diego Union**

At K-Mart (5 locations), same ad with the identical features that appeared elsewhere, except that the 12 current releases were supplie by $3.88/$4.96 tape. At Sears (14), assorted children’s albums for $1.29 and assorted cutoffs for $1.99/2.99 tape. (Sunday San Francisco Examiner & Chronicle, Datebook/This World).

**The Seattle Times**

At Pay’N’Save (24 locations), these features: 17 releases, including the latest albums by the Bee Gees, John Denver, Captain & Tennille, Rod Stewart, the Exiles, Abba, Linda Ronstadt and Gordon Lightfoot, for $4.49/$5.49 tape each: five 2- LP budget sets on Pickwick for $3.49/$4.99 tape; "Frampton Comes Alive" for $4.99/$5.49 tape; "Nadia’s Theme" on A&M ($5.98 list) for $3.99/$4.99 tape; Elton John’s latest release for $8.49/$9.49 tape; and Johnny Cash’s latest for $5.12 LPs/tape ($5.79 list) for $4.59/$5.99 tape; and “Wings Over America” for $8.99/$9.99 tape. At J.C. Penney (5), assorted cutout, budget and children’s releases for $2.99 each. (Sunday San Diego Union).

**The Washington Post**

At K-Mart (10 locations), same ad with the identical features that appeared elsewhere, except that the 12 current releases were supplied by $3.88/$4.96 tape. At Sears (14), assorted children’s albums for $1.29 and assorted cutoffs for $1.99/2.99 tape. At J.C. Penney, assorted cutout, budget and children’s releases for 99c-$2.99. (Sunday San Diego Union).

**Accounts X-Mas Comments**

According to Dave Berkowitz, one of the chain’s owners, Berkowitz elaborated that a more Christmas business was excellent and that sales were up from $5% over last year. Joe Bravo, assistant manager for the Christmas period, stated that the "Christmas business was good and we are still not finished."

 account for 28% of their business. Mr. Midtown’s major account was "better than average," although the proprietor speculated that lack of money in the community where Midtown outlets are located

**Cash Box*January 8, 1977**
**Cash Box**, January 8, 1977

**Top 50 Country Albums**

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<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Weeks on Chart</th>
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<tr>
<td>1</td>
<td>26 CRYSTAL</td>
<td>CRYSTAL GAYLE</td>
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<td>2</td>
<td>27 HIGH TIME</td>
<td>TANYA TUCKER</td>
<td>10</td>
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<td>3</td>
<td>28 MICKY &amp; THE頭</td>
<td>GEORGE JONES &amp; TAMMY WYNETTE</td>
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<td>4</td>
<td>29 HASTEN DOWN THE WIND</td>
<td>LINDA RONSTADT</td>
<td>18</td>
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<td>5</td>
<td>30 THE BEST OF CHEETAT</td>
<td>OTIS REDDING &amp; FRIENDS</td>
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<td>6</td>
<td>31 MIDNIGHT ALGID BARBARA MANDRE</td>
<td>(ABC/Do DSSD 2055)</td>
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<td>7</td>
<td>32 I'M NOT EASY BILLIE JO SPEARS</td>
<td>(ABC/Do DSSD 2055)</td>
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<td>8</td>
<td>33 LINDA RONSTADT'S GREATEST HITS</td>
<td>LINDA RONSTADT</td>
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<td>9</td>
<td>34 ALL I CAN DO</td>
<td>LL Cool J</td>
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<td>10</td>
<td>35 L.A. SESSIONS</td>
<td>THE OUTLAWS</td>
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<td>11</td>
<td>36 HIGHSOME</td>
<td>BARBRA STREISAND</td>
<td>4</td>
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<td>12</td>
<td>37 DANCE</td>
<td>DAVE &amp; GAYLE</td>
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<td>13</td>
<td>38 REFLECTING</td>
<td>JOHNNY CASH</td>
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<tr>
<td>14</td>
<td>39 ANGELS, ROSES AND RAIN</td>
<td>JOHNNY CASH</td>
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<tr>
<td>15</td>
<td>40 THE MAGNIFICENT MUSIC MACHINE</td>
<td>TOM T. HALL</td>
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**Concert at Carnegie Hall to Feature ABC/Dot Country**

NASHVILLE — "Country Comes To Carnegie Hall" will be the theme of a two-hour program of country music celebrating the music and recording careers of ABC/Dot Records. The concert, featuring ABC/Dot Records artists Roy Clark, Freddy Fender, Hank Thompson, Buck Trent and Don Walser will be a joint presentation of ABC/Dot and radio station WHN. Because of the growth country music has experienced in recent years in New York, Chicago and other large southern metropolitan areas, ABC/Dot and Halsey have been planning a show in New York for almost a year. "We wanted to do a concert in New York, and we wanted to expose our artists to press, radio and fans in a prestigious setting," said Dot president Jim Fogleston. "What more prestigious setting is there than Carnegie Hall?"

Radio Broadcasts

Plans for the show currently call for broadcast by WHN in New York and WMAQ in Chicago. Other stations may be added to form a "mini-network" to carry broadcasts. The program will also be available for release as a live album by ABC/Dot.

"The main reason for this show is that, due to the efforts of stations WHN, country music in New York is thriving and growing," said Fogleston. "We'd like to give some of our top acts some exposure to these fans that they haven't encountered. Our best artists wanted to do this show, too. The promoters have made every effort to keep the prices below the normal Carnegie Hall fees for maximum exposure to all interested fans.

**Academy of Country Music Sets Awards**

LOS ANGELES — The Academy of Country Music has scheduled its 12th Annual Academy of Country Music Awards Show for Thursday, February 17th, at the Shrine Auditorium in Los Angeles.

The show, which will be co-hosted by Pat Boone and Patti Page, will be aired on February 26th as an ABC-TV Monday Night Special. Artists already scheduled to appear include Marty Robbins, Loretta Lynn, Ronnie Milsap, Donna Fargo, Tom Bresh, rodeo star Larry Mahan, and actor Claude Akins.

Tickets for the event will be available through the Academy of Country Music offices and Mutual Ticket Agencies.

was produced last week by George Richey and象的 founder, was activated in Nashville on a heart attack on Tuesday, night, December 28, just a few hours short of his 56th birthday.

Wallace Daniels (Wally) Cochran, president of his own firm, Wally Cochran and Associates Public Relations, had devoted most of the past two years to music-oriented public relations and promotion, and served as a promotion director of the Amana Corporation. Mr. Cochran had previously been associated with RCA Records in Atlanta and later served in the company's top executive positions, and was also briefly associated with QRC Records.

Cash Box, January 8, 1977
MEL TILLIS (MCA 40557)
Heart Healer (2:31) (Sawgrass - BMI) (Tommy Gmeiner, John Greenbaum)
The CMA Entertainer of the Year's latest single is a bouncy tune similar in overall sound to his recent big hit, "Love Revival." The title cut from Mel's forthcoming LP, this one is a sure thing to continue Mel's unbroken stream of hits.

CHET ATKINS AND FRIENDS (RCA JE 10864)
Do I Ever Cross Your Mind (2:34) (Newport - BMI) (Parton)
Terry On The Turnpike (2:28) (Athens - BMI) (Atkins)
With two cuts on each side, this single is double dynamite. The first tune is a casually construction guitar plunker a la Atkins and Dolly by Ron Thomason and the second has a country feel. The second finds Chet teaming with sapparmental Baxley Rainford for a robust instrumental with the Atkins gloss of pure perfection. Programmers, take your choice — you can't go wrong.

THE CHARLIE DANIELS BAND (Epic 8-50322)
Billy The Kid (2:36) (Hat Band/Rada/Rada-BMI) (C. Daniels)
The theme carries on the current fascination with the Old West and gunfighters, and the sound is as big as Charlie Daniels himself. Like most CDB material, this one could easily cross over to pop.

MICHAEL MURPHEY (Epic 8-50319)
Cherokee Fiddle (3:28) (Mystery-BMI) (M. Murphey)
Still in the progressive groove, this is a more western sound than we usually hear from Michael Murphey. It has an interesting message, full of longing for the past, and has already seen considerable FM play as a cut from Michael's LP "Flowing Free Forever."

DON EVERLY (ABC/Hickory AH 54005)
Since You Broke My Heart (3:00) (Acuff-Rose - BMI) (Don Everly)
Don puts a low and dirty blues feeling on this song of rejection and heartbreak. Very interesting and oftbeat instrumentation makes for a different and individual sound.

JOE ELY (MCA 40666)
All My Love (3:09) (ERE - ASCAP) (Joe Ely)
Watch out Gary Stewart, Little David Wilkins and other honky-tonkers — Joe Ely is joining your ranks. This one will take the juke joints jump, with a great instrumental break and a rockabilly sound. Performers can't afford to pass this one up.

DOUG SAHM (ABC/Dot DOA 16764)
Cryin' Inside/Sometimes (2:16) (Grand Prize-BMI) (G. Thomasson)
More lilties nostalgia — this one could have come straight out of "American Graffiti." Doug forsakes his usual Tex-Mex flavor for a tinies bluesy sound. It's so offbeat and attention-getting that it could catch on.

GENE DAVIS (Maverick MKV 301)
Oh Those Texas Women (3:29) (The Three of Us/Jay-Gene-BMI) (Gene Davis)
Everyone on the West Coast who's into country knows Gene Davis, and this record could bring him into national prominence. Feminists might find sexist leanings in this tribute to the lovely ladies of the Lone Star State, but it still makes for good listening.

rita remington & james o'gwynn (Plantation PL 147)
Rings On The Bar (2:18) (Power Play - BMI) (Jim Fagan)
She's keeping the home fire burning while he's burning the candle at both ends in this old-fashioned duet reminiscent of George and Tammy. These two sound very good together, and complement each other well.

JERRY CLARK (AMC/IRDA 2050)
You'll Still Be On My Mind (2:28) (Youngwood - BMI) (Jerry Clark)
The heavy, pulsating beat makes this tune a good one for the boxes. It really grows on you, and sounds better each time you play it. It's a midtempo tune with a rock and roll beat and a nice piano break.

MCA Disco-Vision Inc. Enters Non-Entertainment Market

UNIVERSAL CITY, CA. — MCA Disco-Vision, Inc. has entered into a contract with the management firm of USA Video, Inc., the manufacturer of MCA Disco-Vision's advanced industrial model optical videodisc players which can be used for high density information storage and retrieval applications and other non-entertainment uses.

The advanced industrial model's freeze-frame capability permits hard copies of the frozen still picture to be made off the tube by use of a video copier which turns out exact copies "hit-for-hit" in the number of copies desired much in the same manner as a regular photocopier machine.

MCA also supplies supporting video-disc mastering and replication services.

The operation and functional design of the advanced industrial model is designed for sophisticated information storage and computer applications. For example, in the random access area, the government model permits the automatic search-out of each of the discs' 54,000 frames per side. Each of the disc's frames is encoded with a number at the time of mastering so that each frame can be called up and made to appear on the screen automatically by use of MCA's hand-held digital control which bears a rough resemblance to a TV set's hand-held remote control channel selector. The MCA digital controller, which operates from any one of the four player systems as an exact replication of the desired frame number on a five-digit thumb wheel index built into the controller and pressing its search button. (A separate entertainment activities involve the manufacture and marketing of an advanced industrial player and other types of hardware for use in the design and creation of an effective communication system based on professional, institutional, commercial, "Wagon Wheels." No lover of the true Western sound can fail to appreciate this LP.

THE CHARLIE DANIELS BAND

ABC To Hold 13 Meetings

LOS ANGELES — ABC Records will initiate a series of nationwide dealer meetings beginning January 3 in Miami. Each of the 13 meetings will be attended by approximately 300 people, and features an audiovisual presentation of 32 product releases set for January and February which will run approximately an hour and a half. Performances by the Ramones in Los Angeles and the Big Wha Koo in New York highlight the evening sessions, and ABC is offering special incentives, including extra computer software provided by ABC and a chance to win a trip to Miami seven nights for four people.

SANDY DOREN, ABC's director of trade sales, and JOHN THORPE, director of trade promotion, will conduct the meetings, which will be held in Minneapolis, Washington, D.C., Detroit, Dallas, Chicago, San Francisco, New York City, Atlanta, Los Angeles, Cleveland, Cambridge, Mass., and Cherry Hill, New Jersey.

Bad Co. Gets Platinum

NEW YORK — "Run With The Pack" by Bad Company on Swan Song Records has been certified platinum by the RIAA.

SONGS OF BOBBY LEE — Bobby Lee — Little Ritchie Records 1012 — Producer: Ritchie Johnson — List: 5.59
Mellow, melodic ballads comprise a large part of this set, and Bobby Lee's smooth, rich voice is very well-suited to them. Baking by super srcmen like Charlie McCoy, Pig Robbins, Bob Moore and Buddy Harmon, and vocals by the Nashville Edition, Bobby's contribution to a polished, professional sound. An interesting variation is Bobby's version of Fred Tillman's bluesy "I Gotta Have My Baby Back."

"Sadder The Story" is a legand in the field of bluegrass, having won every honor a group could be awarded in that area. For this first LP on the CMB label, they have compiled a set of largely new material, with the exception of "Each Season." Gary is a fine storyteller, and "Tender Ladies," all of which date back to their days on MGM. The entire album showcases the classic Osborne Brothers style. This is their first LP in quite a while, and bluegrass fans will certainly be glad they're back.

WESFERN GOLD — Sleepy LaBeef — Sun 138 — Producer: Shelby S. Singleton Jr. — List: 4.98
Recently there seems to be a trend toward putting the western back into country & western, as evidenced by the resurgence of interest in Roy Rogers, Gene Autry, the Sons of The Pioneers and other singing cowboys. Sleepy LaBeef has compiled one of the most authentic collections of cowboy songs to be released in the last several years, including classics like "Cool Water," "Streets of Laredo" and "Wagon Wheels." No lover of the true Western sound can fail to appreciate this LP.

Number One - The Osborne Brothers — CMH 6206 — Producer: Arthur Smith — List: 5.98
The Osborne Brothers are a legend in the field of bluegrass, having won every honor a group could be awarded in that area. For their first LP on the CMB label, they have compiled a set of largely new material, with the exception of "Each Season." Gary is a fine storyteller, "Tender Ladies," all of which date back to their days on MGM. The entire album showcases the classic Osborne Brothers style. This is their first LP in quite a while, and bluegrass fans will certainly be glad they're back.

Chappell, Presser Ink Print Services Pact

NEW YORK — Chappell Music Company and the Theodore Presser Company of Bryn Mawr, Pennsylvania have signed a print services agreement that includes an arrangement for Presser to handle print functions such as warehousing, promotion, sales, shipping and billing for Chappell.

In a separate agreement, Presser has been contracted to act as Chappell's exclusive representative for library rentals in the United States and Canada. Unlicensed live performances in Chappell's library will be licensed and rented by Presser, according to the terms of the recently signed agreement.

Cash Box/January 8, 1977
Cut-Outs Lace Year-End Ads

Sutton Distributors, of course, is the firm which owns Jimmys Music World, a major instigator of the current New York price situation. It is also a distributor of cutout records and video as well as a wholesaler to record stores. It consistently advertised front-line records for $2.99 since the chain opened its first store in 1978. Its sources have speculated that it makes up the loss on these albums through Sutton's favored access to cutouts.

Automatic Returns
In the case of David Hampton, the J.L. Marsh field representative who services Robert Hall in New Orleans, Sutton has set up a system where he can go into a merchant with that has it with its own subsidiary, Jimmys. "They (Robert Hall) usually buy a package, and they (Sutton) indent new releases such as "No Reason To Cry" (by Eric Clapton), and that impresses the buyers when they see new releases at all. They have cutout records in the stockroom of this Robert Hall store here," he said, "and three-fourths of the stock there is Sutton's. They're shipping all of it back today." According to Hampton, returns on the Sutton merchandise were running at about 50 percent for the album. "It's just a loss leader,"

Marsh Racks Appropriate
Normally, the lowest advertised sale price for records in New Orleans at the present is $3.99, which is what Robert Hall asks for the records he buys from Mars when they go on sale. Now and then, however, the patrons may be tempted to buy the record at $3.99 and "take it or leave it." This year, no one is tempted to buy figure to discriminating area shoppers.

What really annoyed Hampton was the fact that the latest merchandise purchased from Marshall was going on sale on J.L. Marsh store racks. "They use our racks when we're not around. But if I come in and see my racks filled up with stuff that I'm stuck underneath.

I don't have any trouble, because I get along with all the department managers. Most of them do go so far as to say, "put it somewhere for you for a while. But then of course I can't keep it there very long, because someone will get top on of them. It's the buyers (for Robert Hall) who do it. They want to see the records as soon as they get them back by ordering cheaper stuff. But it doesn't happen very often." At press time, neither Dick Botwin, nor Rockefeller, nor David Sutton, vice president of Sutton Distributors, was available for comment.

'Inner View' Reports January '77 Lineup


Points West

client recently, John Kay of Steppenwolf, who did it, must be said, have shorter hair and is very neat in appearance...

TELLS ALL — An interview in the latest issue of Chic, the slickest men's rag around, revealed that Mick Jagger is scared of the dark, and that the Stones usually record from "four in the afternoon (after breakfast) to four in the morning." . . . Harry Chapin, the folk-wizard, has a rare talent exploited in a new music production called "Chaplin," which should hit at studio on January 30. The show features 21 songs from his Elektra LPs and will be produced by Joseph Stern and William Devane, directed by Gary Davis. . . . The Boone Girls, four daughters of Pat Boone, have signed with William and an appearance on the debut of a new house.

SPEAKING OF VERSATILITY — Leonard Rosenman has been signed to compose and conduct the score for "An Enemy Of The People," a film of the Ibsen play to star Steve McQueen, Bibi Andersson and Charlton Heston. Warner Bros, will release the Solar Productions and First Artists presentation. First Artists, by the way, just might be getting its own record label.

A Halo of Sound — Thin Lizzy will headline Queen on the upcoming tour of United States. Injured Lizzy Brian Robertson will be replaced by English guitarist Gary Moore. Robertson, it all goes well with the healing of his accidentally cut-picking finger, will be back when Queen, to end March 16. Lizzy's label, Mercury, says that it will take advantage of the American closure, and try to build up the group on four with retail merchandising — posters, displays and discount programs for the group . . . REEL TO REEL — Richie Havens in at L.A.'s, Cherokee, and so's John Olest (of Hall & Oates) working on a solo . . . Scotty Marlin . . . Aretha Franklin is at ABC Studios here working on her next Atlantic LP, and Rufus is doing the final mix on their next for ABC NEW MANAGEMENT — company, at least, Natalie Neilon has formed her own company, Creek Central Stations as her continuing client for San Francisco based firm. She is, reportedly, the only woman on the west coast to run her own management — Delia Reese has inked with Chi Sound Records. . . With the last Band LP in Capitol's catalog it will be on Capitol, and it's a deal for the "Last Waltz" tapes, although Rick Danko told Points West, "We've gotten some pretty good offers." No matter what happens with that, those concert live tapes, barring label infighting over the various acts, are definitely a powerful bargaining tool.

Pop Radio Playlists

KROQ — SALT LAKE CITY
10. The Doors

B-100 — SAN DIEGO
1. StevieWonder 2. Abbo 3. REO Speedwagon
4. Foreigner 5. The Doobie Brothers 6. Foreigner
10. Tom Jones

KGO — SAN FRANCISCO
1. Eddie Money 2. John Gork 3. REO Speedwagon
4. Boston 5. REO Speedwagon 6. REO Speedwagon
7. REO Speedwagon 8. REO Speedwagon 9. REO Speedwagon
10. REO Speedwagon

KYA — SAN FRANCISCO
1. Englander Humperdinck 2. Jacksons 3. REO Speedwagon
4. Foreigner 5. REO Speedwagon 6. REO Speedwagon
7. REO Speedwagon 8. REO Speedwagon 9. REO Speedwagon
10. REO Speedwagon

KSLY — SAN LUIS OBISPO
1. Engelbert Humperdinck 2. Jacksons 3. REO Speedwagon
4. Foreigner 5. REO Speedwagon 6. REO Speedwagon
7. REO Speedwagon 8. REO Speedwagon 9. REO Speedwagon
10. REO Speedwagon

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Los Angeles — "Inner View," a nationally syndicated radio show airing over about 250 stations in the country, will open its 1977 season with Boston, Burton Cummings, Black Sabbath and Gino Vannelli. The show was taped in Los Angeles in January. Inner View recently broadcast a two-part production called "The Who Headphone Experience," featuring Roger Daltrey of the Who.

Golden Crest Income Declines In First Half

NEW YORK — Net income for Golden Crest for the first half of 1977, compared to net income of $126,400 for last year's first half. Credit for the decline, said Joseph Markovitz, is the result of $2,500,000 for the same period in 1975.
Avco Record Execs Plead Guilty To Conspiracy Charge
by Cookie Amerson

NEW YORK — Luigi Creatore, Hugo Peretti and Albert (Bud) Katz, executives of Avco Records, have pleaded guilty to participa-
ting in a conspiracy to pay radio an-
nouncers to play their product. The charge
currently states that the funds were gen-
erated by the company by selling records to a distri-
butor, and failing to record monies received for these sales in the company's books and using fictitious credit invoices. Monies received from the sales of this product were allegedly given to now
deceased Otis Pollard, who was director of promotions for the company. Since Pollard
is now deceased, none of the people who
were to have allegedly received the pay-
ments have been contacted, but the U.S.
Attorney's office has records of bank
deposits made by the defendants, who
allegedly then credited these monies into
an account of Southland Distributing Com-
pany for promotional activities under a fic-
titious invoice.

Supposedly, the defendants paid ap-
proximately $70,000 to radio station per-
cussion over the period from January 1, 1971 to January 1, 1975, while all three were
vice presidents of the Avco Records Cor-
poration. The record company was bought
by the Avco Corporation in early 1976 by
defendants Creatore and Peretti, and is now
known as M.S. Records.

THIS IS NEICY — Deniece Williams recently performed at the Roxy Theatre in Los Angeles to a packed house. Pictured backstage (l to r): Rod McGrew, station manager of KJLH, Billy Davis, Bobby Smith, Deniece Williams, Don Mack, air personality at KGJZ, Deniece's mother, and O.C. Smith.

FCC To Investigate Concert
Promo Company in D.C. Area
by Cookie Amerson

LOS ANGELES — The FCC is initiating an investigation into charges made by a local concert promoter stating that air per-
sonalities at WOL in Washington are plug-
ging concerts that they bring into the city
during their respective shows, with his company being unable to secure ample air
time to promote his incoming concerts.

Other sources, both inside and outside the industry, claimed that D.J. Productions, owned by the announcers, is also ap-
proaching record companies in order to
grant them special favors by getting top name artists for the company.

Jim Kelsey, general manager of WOL in
Washington, denied his company "even though this problem has little to do with the
station itself, it has been stated that WOL received fourteen thousand dollars, which is
totally untrue. The money that has been talked about, was money that D.J. Produc-
tions received from a deal they had in con-
junction with Dimensions Unlimited to br-
ing Earth, Wind & Fire into the Capitol Cen-
tre. With both companies approaching the
group's management to bring the group to the
city, there was slight confusion with both companies eventually going into a
partnership to bring the group into the city,
with the money simply being their share from
that partnership. From what the FCC has
told me, they are only investigating complaints that they have received from certain people, with no charges having been made.

2 Golds For 'Car Wash'
LOS ANGELES — The original motion pic-
ture soundtrack album of "Car Wash" has been certified gold by the RIAA. The RIAA's certification of the LP followed by two days its
gold certification of the first single from the album, also titled "Car Wash.

Reflections N' Black
Billy Paul will be starting a cross country
tour in support of his current album "Let 'Em In." The tour package with Paul
headlining will include Jean Carn, and
Dexter Wansel, and is expected to be
has produced some of the tunes on Paul's album. Upcoming music by Paul will turn
more towards a more laid-back and soulful
of things that appeal only to a few.
A single will be released from the album in
a few weeks, with many speculating it will be
"How Good Is Your Game," even though
the title cut from the album is presently
dropping the most attention from program-
ners.

American Bandstand's twenty-fifth an-
iversary special will be airing February 4,
1977, on the ABC television network from 9
p.m. -11 p.m. Some of the black artists that
will be featured live will be: Chubby
Checker, Chuck Berry, Les McCann,
Donald Byrd, Booker T. Junior Walker,
and Johnnie Taylor.


TOP 75 R&B ALBUMS

<table>
<thead>
<tr>
<th>Song</th>
<th>Weeks On Chart</th>
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<tbody>
<tr>
<td>&quot;I Songs In The Key Of Life&quot;</td>
<td>7</td>
</tr>
<tr>
<td>&quot;Ain't Too Proud To Beg&quot;</td>
<td>10</td>
</tr>
<tr>
<td>&quot;I'll Be There&quot;</td>
<td>6</td>
</tr>
<tr>
<td>&quot;Money Honey&quot;</td>
<td>4</td>
</tr>
<tr>
<td>&quot;Love Is The Answer&quot;</td>
<td>3</td>
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<tr>
<td>&quot;The Love I Lost&quot;</td>
<td>2</td>
</tr>
<tr>
<td>&quot;Let's Stay Awhile&quot;</td>
<td>12</td>
</tr>
<tr>
<td>&quot;Car Wash&quot;</td>
<td>40</td>
</tr>
<tr>
<td>&quot;I'm Still In Love With You&quot;</td>
<td>12</td>
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<tr>
<td>&quot;Let's Stay Awhile&quot;</td>
<td>8</td>
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<tr>
<td>&quot;I'm Still In Love With You&quot;</td>
<td>3</td>
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<td>&quot;Let's Stay Awhile&quot;</td>
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<tr>
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<tr>
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<td>12</td>
</tr>
<tr>
<td>&quot;Let's Stay Awhile&quot;</td>
<td>12</td>
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</tbody>
</table>

39 LOVE AND TOUCH 24 30
40 CHILDREN OF THE WORLD 24 30
41 LIVE THE NIGHT AWAY 24 30
42 I'M STILL IN LOVE WITH YOU 24 30
43 MELBA 24 30
44 WAR GREATEST HITS 24 30
45 WILD CHERRY 24 30
46 LET'S STAY AWHILE 24 30
47 THE TEMPTATIONS 24 30
48 NICE 'N NAASY 24 30
49 REBETIO 24 30
50 TALES OF KIDD FUNKADELIC 24 30
51 HINTON II 24 30
52 BUILD ME UP BUT DON'T PUT ME DOWN 24 30
53 VIBRATIONS 24 30
54 BODYSUIT 24 30
55 BREEZIN' 24 30
56 JEAN CARN 24 30
57 PASS IT ON 24 30
58 IT LOOKS LIKE SNOW 24 30
59 TATA TAYLOR 24 30
60 WHAT YOU NEED 24 30
61 DO IT YOUR WAY 24 30
62 I'M STILL IN LOVE WITH YOU 24 30
63 MELBA 24 30
64 THIS IS WHAT I WANT TO DO 24 30
65 I'M STILL IN LOVE WITH YOU 24 30
66 THE JAM 24 30
67 THE JAM 24 30
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75 THE JAM 24 30
'Death Race' Ruffles Scientists, But The Controversy Builds Sales & Plays

by David Boyles

LOS ANGELES — Death Race, Exidy's coin-operated, electronic driving game that allows players to score points by running down pedestrian-like figures called "gremmels," has produced some measure of controversy in the eight months since its inception. The newest fad generated over the non-existent successful game originates out of Chicago, where a behavioral scientist has claimed that the game contributes to "an already widespread war and killing mentality."

Dr. Gerald Dreissen, behavioral scientist and manager of the National Safety Council's research department, wrote in a recent article for Family Safety magazine that Death Race "shifts a violent tendency into a form of behavioral action that carries no negative consequences for the actor... From a psychological and behavioral viewpoint," he wrote, "the device is definitely negative."

'Another Step'

Dreissen, contacted by Cash Box, called the game "another step toward the creation of real violence, and from that standpoint, it's not too amusing, especially in the context of players using a driving simulator with a steering wheel and gearshift."

Dreissen also voiced objections to other coin-operated games that allow players to destroy tanks and sink battleships in a near-atmosphere, but said Death Race was worse, calling it a "consciousness-destroying device."

Jacobs Uncertain

Exidy's Paul Jacobs, vice president and director of marketing, stated in a telephone interview that he wasn't concerned about such charges, and said any controversy that has been generated is "a form of glas- has helped, if anything, to sell even more units of the machine. "Death Race is 100 percent popular with the public," he claimed, "and we've never received a complaint from a person who has actually played it."

Superscope Names May To Engineering Post

LOS ANGELES — Superscope, Inc., has named Edmund A. May to the position of vice president-speaker engineering for both its Marantz and Superscope speaker lines.

A veteran of the audio electronics industry, May was associated with James B. Lansing Sound, Inc., for 18 years, most recently as senior transducer engineer. He joined JBL in 1956, and then was affiliated with Acoustic Research from 1970 until his return to engineering in 1972.

According to Fred C. Tushinsky, Superscope senior vice president, May's appointment reflects a "concentration on the part of the company to attain even broader design and engineering sophistication for its expanding Marantz and Superscope speaker lines."

Superscope, Inc. is the worldwide manufacturer and distributor of Marantz stereo high fidelity components and Superscope home entertainment products. The company is also the sole United States distributor for the Sony model tape recorders that include stereo cartridge, reel-to-reel and stereo cassette decks.

AMO To Hold 5th Regional Seminar In Denver For Managers And Owners

CHICAGO — AMO has scheduled its fifth regional seminar for March 11-12 at the Hilton Airport Inn in Denver, Colorado. With the selection of Denver, AMO is continuing its tradition of selecting the most notable and productive events under association sponsorship each year and has amassed capacity attendance since its inception.

The seminar is conducted by the University of Notre Dame's Center for Continuing Education and designed for owners and management personnel. Conference coordinator is Dr. Gerry Sequin, chairman of the university's department of management, who has served in this capacity since the seminar's inauguration almost five years ago. For the 1977 series he will also preside over the opening session on Friday morning, March 11, discussing "Management By Objectives and Results."

Dr. John Malone, another seminar regular, will conduct the afternoon session on opening day, discussing an entirely new subject this year, "Salesmanship: The Road To New Business Development."

Noted for his understanding of the coin machine business, Malone's financial analysis of the automated machine game, and the rich store of other games such as the pinball machine game, Malone created the firm to create his presentation at past seminars, has been often used as a source of reference. Malone is associate dean for graduate study in Notre Dame's College of Business Administration.

The final session in the series will deal with security and feature Ed Toepfer, president of Edward Toepfer Company and its affiliated company, Toepfer has been involved in the development and manufacture of locks and security products and systems for 25 years and is considered a specialist on the subject.

Members interested in attending the seminar are urged to make the necessary arrangements well in advance since participation is limited in number.

State Association Calendar 1977


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

Mar. 18-20, Wisconsin Music Merchants Assn., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.


May 20-22, Music Operators of Minnesota, conv. & trade show, Holiday Inn, Downtown, Minneapolis.

June 10-12, Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colorado.


Rene Pierre And Son Establish New Full-Service Headquarters In U.S.

NEW YORK — In a joint statement, Rene Pierre and son Thierry have announced the establishment of a new full-service U.S. headquarters.

According to Rene Pierre, "the new American headquarters will have total management responsibility over all distribution of Rene Pierre furniture in the United States and will be under the direct direction of Thierry." The new headquarters will be fully staffed to coordinate all ordering, delivery, billing, information and service requirements and the first time, allow distributors a direct connection with the Rene Pierre factory.

Thierry Pierre, a New York resident, explained that the U.S. headquarters had been established due to the growth of the Rene Pierre line in this country, but had been moved ahead of schedule as a result of the overwhelming response to the professional players, distribution of the Rene Pierre line.

"The whole model for the Rene Pierre line was developed specifically for the U.S. market and has the features most preferred by American players, including slide-through rods, non-slip playing surface and heavy "wide-base" legs for maximum stability.

Mobile Showroom

The Rene Pierre mobile showroom is to begin its itinerary from New York on February 1, in order to cover the maximum number of distributor locations.

Around The Route

CHICAGO CHATTER

Happy New Year!

Among the first big conventions scheduled for Chicago in 1977 is the annual National Sporting Goods Show, to be housed in McCormick Place. Dates are February 3-6, with headlining notables are the Conrad Hilton and the Chicago Hilton and Towers.

45,000! Several coin industry manufacturers, as in the past, are expected to exhibit this year, with home line product dominating most of their displays.

WITH THE ATE London show just a couple of weeks away (January 12-23, 1975), World Wide Dist. Execs Nate Feinstein and Fred Skor are all but packed for their trip to London. Both annually cover the show fullscale and manage to spend considerable time with their many international friends and contacts.

STATE ASSOCIATION NEWS: The Music Operators of Michigan-sponsored, statewide billboard league tournament gets underway around February 1, to be climaxd by state tournament finals on April 16 in Lansing, when cash prizes amounting to $5,000 will be awarded to the top 64 finalists. . . . Also coming up is the state group's third annual convention.
1977 Looms As Year Of Broadcast Change

The FCC has said that it will hold an open meeting on February 17 to consider a proposal for the reorganization of broadcast television. The meeting will be held in Washington, D.C., at the FCC headquarters, and is open to the public.

In recent years, the FCC has been considering a number of proposals to change the structure of the broadcast television industry. The proposals include increasing the number of stations that can be owned by a single entity, allowing new technologies such as HD broadcasting to be used on television, and changing the way that programming is distributed.

The FCC has also been considering proposals to change the way that television advertising is regulated. The agency has been considering a number of proposals to reduce the amount of time that television stations can devote to advertising, and to make sure that the advertising is not misleading or deceptive.

The FCC has been criticized by some for its regulatory actions, and some are concerned that the agency may be too willing to accommodate the interests of the broadcast industry. However, the FCC has also been praised for its efforts to modernize the broadcast industry and to make sure that it is accessible to all Americans.

In the coming year, the FCC will continue to consider these and other proposals, and it is likely that the agency will take action in one or more areas.

**FM Analysis**

(Continued from page 27)

**KJLQ-FM – AUSTIN, TX – Steve Smith**

- **KDMX-FM – DALLAS, TX – Bob Greene**
- **KQVW-FM – HOUSTON, TX – Al Smith**
- **KIFANCY-FM – MEMPHIS, TN – Jim Smith**
- **KERN-FM – Bakersfield, CA – Jim Johnson**
- **KFCO-FM – Denver, CO – John Smith**
- **KOMA-FM – Oklahoma City, OK – Larry Smith**
- **KXLY-FM – Spokane, WA – Mike Smith**
- **KSLX-FM – Salt Lake City, UT – Steve Smith**
- **KZTV-FM – Tucson, AZ – Tim Smith**
- **KZTK-FM – El Paso, TX – John Smith**

**EASTERN FLASHES**

We welcome 1977, a new year, and trust it will be a happy and prosperous one. The forecast suggests that the American economy will grow at a steady pace, and that there will be a continuation of the current trend of low inflation and high employment. We expect that the government will continue to implement policies that support economic growth, and that the Federal Reserve will maintain interest rates at levels that are consistent with a healthy economy.

**CALIFORNIA CLIPPINGS**

Various California-based coin-op people are gearing up for the ATE show in London, which is scheduled to take place from January 16 to January 19. The show is expected to be a major event, with a large number of exhibitors and attendees.

**NYX Names Head**

(Continued from page 3)

**NEW YORK –** Off the distance, to see if they can once more build it up into something worthwhile.

**Double Platinum For Wings**

LOS ANGELES – "Wings At The Speed Of Sound," by Paul McCartney & Wings on Capitol Records, has been certified "double platinum" by the RIAA.

**Jan. Album Releases** (Continued from page 7)

*music program.*

A trend can be discerned from these facts, it is that record companies are no longer trailing the months of November and December for the "throwaway" month in terms of releases. Records by big-selling artists are not, however, performing as well as they did during the previous season. Certainly, September and remaining months of the year still show the bulk of representation for major artists, but the schedules are being spread out. Out of RCA's seven records set for release this year, only two are major debuts, but there are well-known acts.
BNB/Paradine-Paterson To Organize Australian And New Zealand Tours

LOS ANGELES — Paradine-Paterson, Australian production company headed by David Frost, Pat Condon and Robert Paterson, has concluded negotiations with BNB Associates of Beverly Hills for exclusive representation in the United States of artists associated with their productions, planning concert tours and other attractions in Australia and New Zealand. It was announced by Paterson and Bash.

The arrangement is effective immediately, and Bash further announced that Richard Halem has been named to the new post of director of BNB's international division, and will coordinate all activities in the collaboration.

Junio Awards To Reflect Changes

TORONTO — Canada's Juno Awards CBC Television special has been moved to a Wednesday evening, March 16 at 8:30 p.m., it was recently announced. Normally scheduled Monday nights, the show's date was changed to accommodate the CBC's "Special Feature" series running on Wednesdays during the second half of the winter season. This year the show will originate from the Canadian Room of the Royal York Hotel in Toronto.

Category Changes

TORONTO — Following a recent meeting of the CARAS directors, advisory board, and regional representatives, the voting categories for the Juno Awards have also been changed, and are as follows:

- The best selling album and best selling single categories will continue to be based on sales only.
- Canadian material is eligible for the best selling international album and best selling international category.
- All best selling categories are to be audited.
- The folk category has been deemed outdated and has been dropped.

Additional categories will be established for jazz and classical music.

Changes in the direction and production of the show will also be implemented this year. After two years of assigning producer/director roles to one person, CBC will be appointing a separate producer and director, in addition to a head writer for the program.

The CARAS board of directors and the network's advisory board are now working toward the selection of artists, presenters, and a host for the show, all of whom will be announced in this month.

CBS Germany Names New Deputy Director

FRANKFURT — Karl G. Arbenz has been appointed to the newly created position of deputy managing director, finance, administrative services, and classical music publishing, by Rudolf Wolpert, managing director, CBS Schallplatten.

Columbia Earns Gold, Platinum At Fast Rate

TORONTO — Columbia Records of Canada has achieved a record in gold and platinum awards, receiving 16 gold albums and platinum albums, for best-selling singles and albums at the rate of two a week.

In October, November and December of this year the company earned seven gold singles and 12 gold albums, as well as seven platinum albums, for a total of 26 awards in a 13-week period. In addition, two gold albums, both for Canadian artists, are pending: "The Murray McLauchlan's "Boulevard" LP and the other for "L'Hep-tade" by Harmonium, a French group signed this year to CBS Disques, Montreal.

For all of 1976, Columbia garnered 14 gold singles, one platinum single (for Tina Charles "I Love To Love"), 16 gold albums and ten platinum albums.

Boone To Launch European Tour

LOS ANGELES — Pat Boone has been scheduled for a two week concert and personal appearance tour of Europe. He departs January 3 and will perform in concerts in Sweden, Finland, Denmark and Norway. He will also tape a two hour television special for the BBC which will be produced by R.A. Stewart and aired throughout the world as an Easter special. Appearing as guest stars on the special will be Andre Crouch and The Disciples. Debbie Boone, Pat's daughter, will accompany her father on the trip and make her solo singing debut both on the TV special and in concert appearances.

Mathis Disc Sets One-Day Record

LONDON — Johnny Mathis' Christmas single, "When A Child Is Born," sold a record 199,000 units on December 20 beating a sale of 90,000 units in a single day the previous week.

The single also places number one on singles sales charts for the 1976 Christmas week. It entered the top twenty two weeks ago and climbed into the top ten a week later.

The new Christmas "standard" was originally a track on Mathis' "I Only Have Eyes For You" album, first released in the U.S. in May 1976.

Cole In Canadian Gigs

ONTARIO — Natalie Cole is scheduled to make her first Canadian concert appearance this month, and will play Toronto's National Arts Centre, Montreal's Place Des Arts and Hamilton's Hamilton Place.

Little River Band In Australia, Japan

ONTARIO — Little River Band is now concluding a U.S. tour and will soon leave Australia to work on their third album. Further plans include tours of Japan and Canada.

Manhattan Transfer To Tour UK & Europe

LOS ANGELES — Manhattan Transfer, Atlantic recording artists, will debut their new stage show in the UK in February. The group will play three UK dates as part of an extensive European tour which begins with an appearance at the Midem Festival in late January and includes concerts in France, Holland, Belgium, Germany and Scandinavia.

Benton To Tour

LOS ANGELES — Barfi Benton is scheduled for a 14-date concert tour of Scandinavia for January and February. Playboy Records is planning an extensive promotion campaign for the tour, which will take Benton to Norway, Sweden, Denmark and Finland.

B.T.O. Film Gathers Five Canadian Awards

CHICAGO — Bachman Turner Overdrive's television special, "The B.T.O. Documentary," has won five awards at the Canadian Film Awards. The film, viewed by an estimated audience of 2.4 million, won Best Film, Best Production Film, Best Musical Score, Best Cinematography, and Best Editing awards. Randy Bachman has also recently taped a Canadian Broadcasting Co. "Guitar Special," which also features Les Paul, Merle Travis and Mason Williams.

Argentinian News

BUENOS AIRES — Although it is expected that the record market will recover from the April 1976 slump which dropped sales by nearly 50 percent and cashed in tridge sales even more, the record industry is cautious regarding 1977 forecasts, informed sources report.

At the moment, even those who were optimistic last October and expected a strong December with its usual Christmas buying spree now recognize that sales are not going up as expected, and that dealers who stocked records had some difficulty in selling them. However, certain companies have been enjoying good sales.

Summer is usually not a strong season for records here, although some of the top hits have first appeared in January and February. Sales estimates for the next three months are conservative, but they could reach an acceptable level in June, especially if economic measures planned by the government are successful.

LP figures have been growing in the last three months of 1976, but singles have remained more or less at the same level. The difficulties in promoting singles hits on the radio here are considered to be partly responsible for the situation.
mas week was "hectic. We would have been even busier," he said, "if two new record stores hadn't opened up near us. We were about 10 to 15% above last year at this time. The best selling LP was probably the Eagles, but we were Eagles, Boston, and Al Stewart. He added that Sunday business was merely "average."

In Brazil, Eucalyptus Records experienced "insanity," according to John Adcock, assistant manager. "It was four times the volume of a normal week," he added. "We weren't open last Christmas, but our Sunday after Christmas business was about 75% more than an average Sunday. We sold a lot of Eagles' "Hotel California" and Boston. Wings went well and Stevie Wonder, of course, was a hit." Adcock noticed that most of the sales were "of our top product."

Mirekbill's in Reno was "even with last year, which was pretty hectic," connected manager Peggy Lehman. "We've been here 25 years and this was one of our best," Frampton, Loggins & Messiahs, Eagles, Wings, Lynyrd Skynyrd and Walter Murphy's Big Apple Band were Mirekbill's top selling acts.

The Music Works in Boise, Idaho celebrated their second Christmas in business with a 50% increase in sales over last year, according to manager Gary Adler. Customer response to the store's entire catalog was "outstanding-rageous." The Sunday after Christmas was especially good, reported Apter, with sales up 50-60% over a normal Sunday. Biggest sellers for Apter's store were Eagles, "Best Of Doobie Brothers," Boston and "Linda Ronstadt's Greatest Hits." "For some reason," Apter explained, "Warner was extremely hot, 50% of my top 25 sellers was Warner product."

In Denver, Bill Slater, owner of Underground Records, said that "business was terrible. They just weren't spending money. I had plenty of sales at $3.99 and $4.49, but the $9.99 ticket was selling. There were too few sales trying to make $9.99 work," according to Wings, The Eagles, Stevie Wonder, Heart and Michael Murphey were fast Christmas LPs at Underground, but Slater added that "everybody's business was down from last year's holiday spending pattern by about 20%. Slater thought the lack of snow, an unusual Christmas occurrence in Denver, might have slowed sales. "It just didn't feel like Christmas to a lot of people," he added.

"It was phenomenal," stated Mel Goodenow, manager of the Peachou outlet in Denver. "I'd say we were up 70% of last year's Christmas totals. Even what's going on today (12/27) seems like the day before Christmas instead of two days after. We sold a lot of Stevie Wonder, Eagles, Wings and Linda Ronstadt. We still can't get over how many records left the store."

10 More Stores

Dan Jay, Records, Denver, opened 10 new outlets in time for Christmas sales, and according to buyer Roger Adcock, sales were "very good." At all 40 stores, said Adcock, the "product turned out just the same as last year."

Holiday record sales were "definitely up" in the Cheyenne, Wyoming Music Box, according to Linda Mitchell, bookkeeper for the record store. Throughout the year "we usually have about 200 new records come in every business day," Mitchell said. "I'd say we averaged about $700 per day the week before Christmas," she observed. When the store opened two days after Christmas, "we did excellent Monday business."

The Cheyenne Music Box is half of a two-store chain in Wyoming, with the other store located in Laramie. Mitchell said the best-selling albums in the days before Christmas were "Boston and the Steve Miller Band - all the top 10."

At Des Moines' Co-op sales were up 25% over the 1975 Christmas figures, according to Steve Goetsch, manager. "Our market is geared to the top forty, so there's not too much progressive airplay in this area. And, we reflect this sort of bend." Goetsch singled out Stevie Wonder, Wings, James Taylor (Greatest Hits), The Eagles' "Hotel California" and Boston as holiday movers, noting that his Sunday sales figures were also up "by about a quarter."

At the Budget Tapes and Records franchise in Helena, Montana, owner/operator Bob Liston reported sales of "four times a normal week. We had a gift certificate plan that went over real well and our Warner Bros. sales helped quite a bit. Music is always a good gift and it's inexpensive, so we played up that angle." Liston singled out Rod Stewart, Boston and Peter Frampton as the three biggest Christmas LPs for Budget. "Business was up probably 15% over last Christmas," stated owner Terry Moore of Lincoln, Nebraska's Dirt Cheap Records. "We don't normally open on Sunday, but we're running a week-after-Christmas sale and it's done real well. Good enough to keep us open Sunday," Moore cited Boston, Frampton, the new Eagles LP, the soundtrack from "Car Wash," Wings and "Travelling Wilburys" as best sellers for December. Goetsch mentioned the most popular December LPs.

Management personnel for New England Music City, Boston; J.C. Penney and Two Guys, New Jersey were unavailable for comment.
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