Lib
r-

VHYNE &

AR

htiQ

RECORU

IA

GA.S

DEPARTMEr

COVER ARTIST: JUDY COLLINS

Jimmy's Prices Rising
Disc-O-Mat Boosts Visibility
WCI's Music Group Income Up
PVC Prices Increasing
RCA Posts 2nd Quarter Profits
Retailers Look For Catalog Promos
Carmicle Named Cash Box East Coast GM
Let's Take A Chance (Ed)
Two weeks before its release, the Ted Nugent single “Cat Scratch Fever” is clawing its way onto Top 40 playlists around the country. In fact, it’s spreading so fast that there’s no way to stop it.

We’re rushing the single as fast as we can to meet the demand. But if radio stations keep beating us to it, the only explanation is that “Cat Scratch Fever” is highly infectious music.

“Cat Scratch Fever,” from the album “Cat Scratch Fever.” It’s breaking out all over. On radio, and on Epic Records.

~KJR-Seattle, KJRB-Spokane, KGW-Portland, KTAC-Tacoma, KXOK-St. Louis, WMET-Chicago, KSLQ-St. Louis, WHB-Kansas City, WKWK-Wheeling, TEN-Q-Los Angeles, WPEZ-Pittsburgh, K100-Los Angeles.
‘Time For A Fight’

An item in last week’s issue of “Advertising Age,” the trade publication of advertising and marketing, noted that, “Levi Strauss Co., responding to severe price cutting in denimwear, warned retailers it will discontinue doing business with any retailer who wholesales our merchandise. . .”

We’ve often wondered why record manufacturers don’t do the same. Then again, there have been charges that record manufacturers need all the volume they can get, and to make their sales quotas, they’ll sell to anyone and everyone. And give them a special price to boot.

There is no doubt that record manufacturers could stop severe discounting by retailers. We’re not talking about $3.99 for a $6.98 list album; we’re talking about much lower prices than that.

There are some people in corporate legal departments that say the Levi Strauss move might be illegal. It may be. But then if it is possible for Strauss to mount some sort of legal challenge, why isn’t it possible for a manufacturer to do the same?

In fact, recent governmental decisions have tended to give corporations more leeway in deciding whom they sell to. Maybe the time has come for a music industry challenge. And then, the complaints that “we’re powerless to do anything against the discounters” may end.
YOU AIN'T JUST WHISTLIN' DIXIE WITH THE SOUTH'S GREATEST HITS

THE ALLMAN BROTHERS BAND • GREGG ALLMAN • THE AMAZING RHYTHM ACES
THE ATLANTA RHYTHM SECTION • ELVIN BISHOP • THE CHARLIE DANIELS BAND
DR. JOHN • LYNYRD SKYNYRD • THE MARSHALL TUCKER BAND • OUTLAWS • WET WILLIE


All hits. All on one lp, THE SOUTH'S GREATEST HITS. All on Capricorn Records & Tapes, Macon, Ga. where we ain't just whistlin' Dixie.
America's radio stations, we finally got the message.

Announcing the release of 10cc's new single, "Good Morning Judge."

#73943

"Good Morning Judge" from 10cc's "Deceptive Bends."

Mercury SRM-1.3702 8-Track MCR-1.3702 Musicosette MCR4-1.3702
Produced by 10cc.

product of phonogram, inc., distributed by phonodisc, inc., polygram companies
Write or call your local Phonodisc distributor sales office for displays and other promotional items.
Carmicle Named East Coast GM For Cash Box Two Others Named

LOS ANGELES — J.B. Carmicle has been appointed general manager, east coast, of Cash Box Magazine, it was announced by Gary Cohen of Cash Box. The appointment is effective immediately.

Carmicle, who has already relocated to New York, was most recently west coast advertising representative for Cash Box. Prior to that he was the magazine’s radio editor, where he was instrumental in the development of the FM analysis section. Prior to joining Cash Box in December, 1975, Carmicle spent 11 years in radio in Kansas City and Cincinnati.

In addition, Terry Fullerton has been named to replace Carmicle as west coast advertising representative. Fullerton joins Cash Box from Record Review Magazine where he was a national advertising coordinator, in addition to having editorial responsibilities. Before that he was national sales manager for a wholesale clothing company.

Also, Dave Fulton has been named assistant editor, west coast, for Cash Box. Fulton joined the magazine’s editorial staff in April of 1977. Previously, he was Los Angeles representative for a fruit and vegetable industry trade publication for three years.

Disc-O-Mat Boosts Visibility; Plans Store Opening in NY

by Ken Terry

NEW YORK — After more than a year of maintaining a low advertising profile, Disc-O-Mat, the two-unit retailer which has been cited as the prime instigator of the current New York price war, has stepped up its advertising, not only in print but also on radio, TV and the Times Square Spectacular billboard. In addition, Disc-O-Mat is looking at new sites for expansion and plans to open a new 7,500-square-foot store near Grand Central Station on Manhattan’s east side in about six weeks.

Disc-O-Mat was tagged in CBS ads for albums by Kansas and Boz Scaggs which appeared in the Sunday, July 17 issue of the New York Times. In addition, CBS and WEA have tied Disc-O-Mat to a number of radio spots, and CBS has also run TV ads with the retailer which promote the Emo’s latest album. Moreover, Phonogram/Mercury has tagged Disc-O-Mat, along with several other area retailers, in Spectacle messages advertising seven of its recent albums. None of the ad/tagging Disc-O-Mat, which maintains a shelf price of $3.69 for $6.98 list product, include a price. According to Bob Jamieson, manager of the CBS branch in New York, this was Disc-O-Mat’s decision. “They don’t choose at this point in time to run any price. They will do special items in their store at a price, but they don’t want to put their prices in print.”

Ed Beds, co-owner of Disc-O-Mat, confirmed that the chain is not interested in advertising for $2.99, which has become a common sale price in the New York market. “As a retailer we can’t support that price. We have had some $2.99s on occasion because of market conditions. But it’s not something we plan to continue, nor are we going to do anything right now.”

On the other hand, Beda claimed that price was not included in the recent ads because record manufacturers don’t support Disc-O-Mat’s prices. “They have a certain price they’ll support, and below that, you’re on your own. And since our prices are lower than the lowest prices they’ll support, we have to omit.”

More Advertising Planned

Starting next month, Beda continued, Disc-O-Mat will begin to supplement manufacturer-sponsored advertising with TV and radio ads of its own; these will include specific pricing.

Smaller Dealers Happy As Jimmy’s Ad Prices Rise

by Ken Terry & Mark Mehler

NEW YORK — Amid reports that its expansion may be tapering off, Jimmy’s Music World has continued its national advertising push. The ad- vertiser only two months ago by local media spokesmen, has curtailed advertising that promotes some of its hottest new records for $2.99.

As a result, preliminary indications are that small ma and pa stores, as well as Jimmy’s own subsidiaries (the company story), are beginning to reclaim some of the business they lost to Jimmy’s during the past year and a half.

“Things are loosening up about the Jimmy’s ads,” commented David Abady, co-owner of Tape King, a one-stop in Manhattan. “Small stores are starting to do business again. For instance, say a customer orders $10 normally. When Jimmy’s ads were up, they were buying $4, $6. Now they’re going back up to $8, $9, they’re not at their full level, but they’re getting back up there again.”

WCI’S Music Group Registers Gains In 2nd Qtr. Income

NEW YORK — Operating income of the recorded music and music publishing division of Warner Communications, Inc. (which includes Atlantic, Elektra/Asylum and Warner Bros. Records) rose 13% to $17,938,000 for the second quarter, ended June 30, from $15,905,000 during the prior-year period. The division’s second quarter revenues increased 18% to $115,644,000 from $96,032,000 last year.

For the six-month period ended June 30, the division’s income jumped to $36,653,000 from $30,006,000 a year earlier. Sales were up to $227,088,000 during that time, from $204,032,000.

Overall, WCI’s earnings during the second quarter advanced to a record $18,246,000 on revenues of $219,789,000 from $16,082,000 on sales of $194,601,000 during the second quarter of 1976. First-half income rose eight percent to a record $34,278,000 from $31,619,000, while sales for the six-month period of 1977 climbed to $473,040,000 from $376,576,000 a year earlier.

Commenting on the second-quarter results, Steven J. Ross, chairman of WCI, said, “Favorable operating performances by WCI’s two largest divisions, Recorded Music and Film-Entertainment, allowed WCI to show gains in comparison to last year’s excellent results... Both domestic and international records were well ahead of last year.”

In addition to recorded music and music publishing, WCI is operating in the following fields: motion pictures and television (Warner Bros. Pictures, Warner Bros. Television, Panavision and Licensing Corporation of America); publishing (Warner Bros. Books, Mad Magazine, DC Comics and Independent News); cable television (Warner Cable); and toys and games (Atari and Knickertockler Toy).
The Album and the Single
Produced by Elton John and Clive Franks

On Tour Now with Kiki Dee

THE ROCKET RECORD COMPANY
Single #PIG-40762
Album #PIG-2290
MCA RECORDS

www.americanradiohistory.com
RCA Corp. Posts Company Records In Profits, Sales
NEW YORK — Second-quarter earnings for RCA Corp. rose 31% to a record $70.1 million from $53.7 million a year earlier. The previous record quarter was the fourth period of 1980.
Sales for the period were also a record for any second quarter at $1.43 billion, up eight percent from $1.32 billion a year earlier.

These results boosted first-half profit to $2.8 million from $1.43 million.

RCA Corp. has not reported sales and earnings for each of its operating divisions.

‘Store Within A Store’ Chains Prospering In Cleveland Market As Snodgrass Expands
by Mark Mehler

NEW YORK — in the past two weeks, the 14-store J.P. Snodgrass chain in Cleveland has undertaken a major expansion of its ''store within a store'' operation, opening its third and fourth units within existing Uncle Bill's discount outlets. Snodgrass is a brand-name apparel chain with a heavy emphasis on records, while Uncle Bill's is a mass discounter, similar to K mart and Woolco. Both chains are owned by Cook United.

New Opening
To herald the opening of J.P. Snodgrass in the chain advertised the ''Top 20 LPs'' for $3.95 ($4.95 for $7.98 list merchandise) in Friday's Cleveland Plain Dealer. Jack Miller, supervisor of the Snodgrass operation, had said last year that the concept of building new units within existing stores was based on both the savings in construction costs and the already substantial customer traffic (Cash Box, Oct. 30, 1976).

Expansion Phase
Bob Horvath, merchandise manager for J.P. Snodgrass, said that, while the Cleveland expansion program is still in the testing phase, it appears to be successful enough to seriously contemplate opening Snodgrass units in more of Uncle Bill's 10 stores.

"The key factor is the traffic flow," Horvath asserted. "It's almost like being in a mall...we're getting both regular (Snodgrass) buyers, plus the discount, older family-oriented shoppers.

15% in Records
Snodgrass' mall and free-standing stores average about 15% of their business in records and tapes, and the rest in pants, shirts and belts. In contrast, Snodgrass units under Uncle Bill's do about 30% of their business in records. In addition to their most recently acquired inventory, they also carry the record stock left over from Uncle Bill's days in the record business, which ended last fall.

Horvath pointed out that record sales continue to outperform in Snodgrass units within Uncle Bill's stores than they used to be when those discount outlets operated their own record departments. He believed that this was largely due to the fact that Snodgrass has a more sophisticated merchandising and sales approach than Uncle Bill's.

Tower, CBS Join For ‘3,001 Sale’
LOS ANGELES — Tower Records for the past few weeks has been having a "3,001 Columbia Sale" at all 16 of its stores. The promotion actually includes the entire CBS Records catalog on sale for $3.99 or less per $9.89 list LP. Russ Solomon, president of the chain, called the sale "an extensive promotion, with newspaper and radio advertising in all 11 (California) markets."

All popular, classical, country, jazz and other titles were included in the sale, which also featured several in-store promotional items.

Tower stores have posters of various Columbia recording artists hanging from the ceiling, stacks of CBS product on display in special areas throughout the store and individual sales information cards for each artist.

Beach balls and umbrellas for a summer tie-in, as well as T-shirts and hats worn by store employees, also have been used. The six-week promotion began June 15, ending July 31.

Solomon said even though there are more than 3,001 CBS albums, the figure was chosen "because we like to play with numbers. We thought about 2,001, but somebody already used that.

Library Of Congress’ Exhibit: 100 Years of the Phonograph
by Joanne Ostrow

WASHINGTON, D.C. — Representatives of the major record companies and the RIAA, record dealers, members of Congress and historians mingled in Washington last week at the opening of a major exhibition at the Library of Congress celebrating the centenary of the phonograph.

The show, "A Wonderful Invention: A Brief History of the Phonograph from Tinfoil to LP," takes as its focus the accidental discovery by Thomas Edison July 16, 1877, of the principle of sound recording. Alexander Graham Bell’s development of a wax cylinder talking machine, and Emile Berliner’s invention in 1887 of the mass-produced disc. The exhibit traces the formative years of the record industry, the emergence of the Victor Talking Machine Co. and the Columbia Phonograph Co. after 1900, the change from acoustic to electric recording methods in the 1920s and the marketing of LPs in the late 1940s.

The Library’s show will run until September 30 and includes models of early talking machines, wax cylinder and disc recordings, music company catalogs and labels, patents, advertisements, photographs (several lent by RCA Records) and historic recordings — 100 items in all.

Recordings On Display
Six listening stations with an exhibit area will allow visitors to hear excerpts from historic recordings, among them: Edison’s 1927 recital of "Mary had a little lamb," the Sousa Band’s 1899 rendition of "El Capitan March," Harry Truman’s reading from his Memoirs; a 1912 campaign speech by Woodrow Wilson; the earliest known Enrico Caruso recording, from "La Tosca," Charles Lindbergh’s triumphal speech before the Washington Press Club in 1927; and many others. The items were picked from the Library’s collection of some 700,000 records.

Library of Congress’ Exhibit: 100 Years of the Phonograph

Index
Album Chart Analysis 30
Album Reviews 19
Classical 21
Classified 45
Country 12
Country Album Chart 31
Country Singles Chart 32
East Coast Points West 33
FM Analysis 24
Gospel 37
Interviews 16
Jukebox Singles Chart 42
Looking Ahead 12
Pop Album Action 53
Pop Album Action 53
Pop Radio Analysis 28
Pop Radio Highlights 26
Pop Singles Chart 4
Radio News 23
Recorded Album Action 30
Retail Selling Prices 22
R&B Album Chart 31
R&B Singles Chart 41
Singles 29
Singles Reviews 18
Talent On Stage 38

PARTYING WITH BISHOP — ABC recording artist Stephen Bishop’s national tour recently came to New York where he appeared at the Other End. Pictured at the cabaret is Bishop’s manager; Dick Russell, producer of his latest album, So Early In The Morning; Donny Osmond, a guest star on the album; and Joseph Wright, producer-director, of the Other End. (99X)
Two States Toughen Penalties For Piracy: Bootleggers Indicted

NEW YORK — Penalties for the unauthorized duplication of sound recordings have been stiffened by new laws recently passed in Florida and New Hampshire. The statutes classify unauthorized reproduction of recordings as a felony and the sale of such duplications as a misdemeanor. Penalties for selling recordings without the name of the manufacturers or the artist are also classified as a misdemeanor under the new laws.

The Florida statute, which went into effect July 1, and the New Hampshire law, which will take effect on August 30, both provide for the seizure and destruction of bootleg recordings and the equipment used for their manufacture.

Another new law affecting bootleggers, the Racketeer Influenced and Corrupt Organizations Statute, was employed in the indictment of Fernando J. Montilla by a federal grand jury in Puerto Rico. Montilla, the owner of Montilla Records in San Juan, was also indicted on counts of copyright violations, mail fraud and interstate transportation of sound recordings with counterfeit labels.

In a related matter, William Chaison, owner of the Free Market Tape Store in Dover, New Jersey, was indicted by a local grand jury for allegedly violating that state’s Anti-Piracy Statute.

The ‘Cult’ Gets Gold

NEW YORK — The fourth Columbia album by Blue Oyster Cult, “On Your Feet Or On Your Knees,” has been certified gold by the RIAA.

Retailers Look For More Catalog Promos: Manufacturers Cite Efforts To Meet Needs

by Mark Mehler & Ken Terry

NEW YORK — In the first 14 months of the Cash Box Retail Price Survey, ads for current product have predominated to the extent that only a handful of major full-line retailers have been observed promoting catalog product. This is particularly the case with “deep catalog” that is over a year old.

Most retail and record company executives consider catalog the “cream” of the business. It is usually higher priced than current merchandise, and therefore more profitable. For a record company, the expenses of promotion and merchandising are substantially reduced. Therefore, the paucity of print ads for it suggest that a lucrative sector of the industry is being neglected.

A number of retailers queried by Cash Box placed the lion’s share of the blame on the manufacturers, who, they claim, are not interested in moving anything but hot albums, which sell an estimated five times as many units as catalog.

The manufacturers, for their part, whole-heartedly deny this assertion. The one general consensus seems to be that over the past two years, there has been an increasing awareness throughout the industry of the importance of actively promoting catalog. Retailers and record company officials indicate that, over the coming months, catalog promotions will be more much visible, in radio, print, TV and “news media.”

“There is no question about it; merchandising catalog is a smart thing to do,” said Russ Solomion, president of the west coast-based Tower Records chain, one of the nation’s most aggressive catalog merchandisers.

Price Fixing Probe Begins In Earnest

LOS ANGELES — Subpoenas have been issued to record retailers, distributors and producers to testify in a federal grand jury investigation concerning violations of the new law. The probe is slated for this fall in Los Angeles, and will be headed by the Justice Department’s antitrust division.

Disers. “Most of your very big retailers today are aware of that, including Sam Goody, Korvettes and Peaches. But overall, we as an industry could do much more in the way of tying together hit product with artists’ catalogs.”

Linda Stelling, head record buyer for the Curb in Boston, said her recent efforts to get record company support for a major catalog ad were fruitless, and “we wound up running the same basic new releases ad.”

“We buy such-and-such an amount of hits, and we get money based on those purchases which is earmarked only for those items,” she explained. “And we put maybe 10 or 11 new releases on sale each week. That’s the way it works. Whose fault is it? The branches, the individual salesmen, the (manufacturer) corporation, or us? I don’t know.”

Terry Worrell, president of Bromo Distillers, parent company of the 33-unit Sound Warehouse chain in the southwest, noted that retailers often “fight a losing battle” in attempting to gain financial support for catalog campaigns. “We simply can’t generate sufficient profit (with our ad dollars),” Worrell asserted.

Boosting Catalog Volume

The reason was that, according to Worrell, techniques for boosting catalog volume are all-label and multi-label promotions, and an individual artists’ catalogs on sale. However, according to Terry, the new law allows retailers to use differing list prices between new and catalog merchandise to make the latter kind of promotion difficult.

Many of Tower’s customers find it “weird” that the latest album by an artist may sell for $4.98, because it is $7.98 list price, while the rest of the artist’s catalog sells for $1 less ($6.98 list). And in the case of certain artists like Barbra Streisand, whose albums list for $8.98, $7.98 and $6.98, the difference in sale price creates even greater confusion, Solomon suggested.

Fred DeCoopman, director of advertising for Harmony House’s six Detroit stores, said the problem in obtaining co-op money for catalog ads stemmed from a lack of communication with corporate headquarters, rather than with the local branch sales personnel. Salesmen, he said, are only doing what they are directed to do, which is to meet quotas on new releases.

Harmony House, which puts at least one entire label on sale each week, recently attempted to interest some larger companies in supporting a five-month “Anthology of Rock” radio campaign, but had limited success, DeCoopman asserted. “It’s a matter of priorities on their end. They want hits. They don’t care as much about moving 10,000 of this or that catalog album but do about selling two million of a big hit.”

Up To Record Companies

Don Dempsey, vice president of marketing for Columbia Records, insisted that it was up to the record companies to “sell every catalog album we have.”

Record Merch. To Open In Denver

LOS ANGELES — Record Merchandising has announced plans to open an independent distribution operation in the Denver market, effective July 25. The branch will open with London and Motown as their initial lines. According to a spokesman for Record Merch., the branch will service the Denver and Salt Lake City markets.

Sales manager for the operation will be Jim Stone, while Kim Laughter will handle promotion.

Atlantic Ups List Price On Foreigner, Slave

NEW YORK — Debut albums by Foreigner on Atlantic Records and by Slave on Cotillion Records (distributed worldwide by CBS) will raise prices on 8-tracks and cassettes from $7.98 to $9.98, effective July 30. This will push the list price of two other releases to $9.98.

Both albums have recently been certified gold by the RIAA.

MONTREUX MUSIC — Various Atlantic Records artists, collectors, and the Atlantic Super Stars dominated the musical proceedings at the 11th Montreux International Festival in Switzerland. Pictured performing on stage at Montreux are, from left, top row: Ant Mardin, producer, conductor, and arranger for the Atlantic Super Stars; David “Fathead” Newman; Sonny Fortune; Klaus Doldinger; Molly Duncan, from the Average White Band; Yaroslav Yakubovic; Herbie Mann; Bryan Ray; Elta James; Newman; Lou Soloff; Doldinger; Mann; and Leo Valdez. Second row from left during a set performed by the Averagely White Band and Ben E. King are: Omme McIntyre; Luther Vandross; Sammy C. Bass; Stuart; Elta James; and Ben E. King, Stuart; Vandross; King and Alan Gorrie. The concerts were recorded for future album release.

Warner Music/Belwin Mills Publishing Deal Suspend Negotiations

LOS ANGELES — Negotiations between Warner Music/Belwin Mills Publishing Corp. have been suspended indefinitely. Although no specific plans were announced, the corporation which has existed between the companies will continue.

Warner Music/Belwin Mills Publishing Deal Suspend Negotiations

LOS ANGELES — Negotiations between Warner Music/Belwin Mills Publishing Corp. have been suspended indefinitely. Although no specific plans were announced, the corporation which has existed between the companies will continue.

Up To Record Companies

Don Dempsey, vice president of marketing for Columbia Records, insisted that it was up to the record companies to "sell every catalog album we have."
THE BROTHERS JOHNSON
PLATINUM

Back to Back

LOOK OUT FOR #1
Gold in 76 days
Platinum in 196 days

RIGHT ON TIME
Gold in 4 days
Platinum in 70 days

PRODUCED BY QUINCY JONES FOR A&M RECORDS & TAPES

www.americanradiohistory.com
Proliferation Of ‘Star Wars’ 45s Land On Market

LOS ANGELES — 20th Century Fox’s box office hit “Star Wars” has not only drawn film fans to local theatres by the score but has spawned a number of cover versions of the movie’s musical score as well.

Six record companies so far have released cover versions of the soundtrack’s theme as singles since the film’s May release, not including 20th Century’s original theme which the label has cut for a 45 from their soundtrack LP.

In addition, Janus Records has released a “Star Wars” single by Dickie Goodman which parodies the film.

Three of the eight 45s appear on this week’s Cash Box Top 100 Singles Chart. 20th Century’s single “Star Wars,” performed by the London Symphony Orchestra, has the highest chart position at #81 with a bullet. Also charted are “Star Wars Theme” by Meco on Millennium/Cassablanca at #75 with a bullet and “The Star Wars Stars” by The Force, On Lifesong at #94.

Other versions of the theme appear on Atlantic Records by Don Ellis, on Prodigal Records by The Guitrris Orchestra, on Columbia Records by Maynard Ferguson and on CTI Records by David Matthews.

Despite the number of versions available on the market, Arnie Orleans, senior vice president of marketing for 20th Century Records says, he is not worried about losing sales.

“We’re flattered that we have something important enough in our industry that makes a lot of other very creative people at very good record companies want to be on our bandwagon,” Orleans says. “All it can do is enhance our total image around ‘Star Wars.’ I think it’s creating more excitement for our single and certainly for our LP.”

The 20th Century “Star Wars” album recently was certified gold.

LOOKING AHEAD

101  MAKING BELIEVE
102  BABY LOVE
103  THEME FROM STAR WARS
104  I’LL BE LEAVING ALONE
105  LET’S CLEAN UP THE GHOSTS
106  GETAWAY
107  MAKE IT WITH YOU
108  YOUR LOVE IS RATED X
109  LOVE’S BEEN KNOWN

393  Stolen LPs Found

LOS ANGELES — 393 record albums stolen from the Robert Louis Stevenson branch of the public library here recently were recovered by local police from a cache of loot valued at more than $5,000. The LPs, which were mostly Classical and Mexican folk records, were found in a private home along with a variety of other stolen goods, including phonograph equipment, books, meat, fish and sundries.

A 17-year-old youth was arrested at the house on suspicion of burglary.

Cassidy Single Gold

LOS ANGELES — Shawn Cassidy’s single “Da Doo Ron Ron” on the Warner-Curb label recently was certified gold by the RIAA.

EAST COASTINGS — NEW (SOUND) WAVES — Despite the limited record sales generated thus far, New York Rock has been profitable for a few of the club owners who’ve been involved from the beginning stages of their scene. Their confidence in future success is bolstered by the fact that they’re pouring money back into their establishments and regularly appearing bands. Last week, CBGB’s proprietor Hilly Kristal debuted the club’s new p.a. system, which was arranged with the intention of bringing good sound to the remote corners of the otherwise poorly equipped room. The system is also rigged for 16-track recording to facilitate Kristal’s plans to record acts playing at CBGB’s who are not signed to major labels, many of whom he also manages. A bit further uptown, Max’s Kansas City is installing a higher quality sound system as well.

STAR WARS STARS WAR — As the “Star Wars” cover battles heated to the melting point last week, Cassablanca Records’ west coast office was visited by a forbidding black wrath set with white carafues, while some contend that Lord David Bowie was behind the cover lashing, according to Meco, creator of Millennium Records’ funky version of “Star Wars,” we suspect that the warning record company was the culprit.

DON’T STOP — K.C. And The Sunshine Band, recently on a national tour, have scheduled an appearance on the Donny & Marie show, but they’re having trouble getting clearance to perform their new single “Keep It Comin’ Love.” The lyric is considered “suggestive” . . . Paul Simon, his girlfriend Shelley Duvall and Jackson Browne were out last week watching the west coast leg of the tour sponsored by the United States Army, and Browne and Carly Simon played into the wee small hours. . . . Bryan Ferry of Roxy’s might be sad to hear about the cancellation of Roxy’s recent Bottom Line engagement may well go down in history as a one-of-a-kind experience. Guitarist Phil Manzanera will soon be busy with his own band and a solo album on Island (UK), while guitarist Chris Spedding, producer of the Bottom Line date, is also getting his own touring band together in Britain. Spedding’s studio efforts range from the excellent John McInerney’s Warner Bros. albums to the utterly flippant music of the Wombles, will have a single cut soon on Mickie Most’s UK label, Rak Records. (Might Big Tree release it here?) Ferry, now residing in Los Angeles to try to stay away from American musicians, has an album due out.”

LONELY BOY? — Elektra/Asylum recording artist Linda Ronstadt and producer Peter Asher (right) were on hand to congratulate Andrew Gold after his recent performance at the Universal Ampitheater in Los Angeles. Andrew Gold had just played a show there on the same night the girl he was supposed to see that night fell in love with James Taylor and the Section. Later, they repaired to Trax in uptown New York, where Taylor, Browne and Carly Simon played into the wee small hours. . . . Bryan Ferry of Roxy’s might be sad to hear about the cancellation of Roxy’s recent Bottom Line engagement may well go down in history as a one-of-a-kind experience. Guitarist Phil Manzanera will soon be busy with his own band and a solo album on Island (UK), while guitarist Chris Spedding, producer of the Bottom Line date, is also getting his own touring band together in Britain. Spedding’s studio efforts range from the excellent John McInerney’s Warner Bros. albums to the utterly flippant music of the Wombles, will have a single cut soon on Mickie Most’s UK label, Rak Records. (Might Big Tree release it here?) Ferry, now residing in Los Angeles to try to stay away from American musicians, has an album due out. If anyone recorded that Bottom Line date, he’s sitting on some hot magnetic tape.

STICKS AND STONES MAY BREAK YOUR BONES — And ruin your tour, if you’re not careful. Travelling rock artists may soon be handled like race horses, since the costs in time, money and career development resulting from physical injuries are often estimable. Topping the bad break list this week is Edgar Froese of Tangerine Dream, who was thrown from a horse while riding just after the band’s second American tour date at the Denver, Colorado. Badly bruised and suffering with a dislocated shoulder, Froese is recuperating back in Berlin . . . Bob Marley’s injury, revealed at first as a foot sprain sustained while playing soccer, is now looking like more of a serious affliction. The two-week rest period prescribed by doctors has been extended, and at present it is said that Marley’s tour as to how seriously the American tour would be affected. Marley’s July 26 “Midnight Special” with Roberta Flack has also been affected. Dates have been sold out in just about every city . . . An injury to David Bushkin punched a hole in Pierre Arrow’s first tour, forcing them to cancel an appearance at the 94c concert sponsored by WYSP-FM, Philadelphia, on July 18. The concerts, promoted as a break-even project by Larry Magid’s Electric Factory Concerts (record companies make up the difference in expenses), are designed to help break new acts in the area. That evening, the bill was filled by Dixie Dregs, who played with Dean Friedman and Clover Jean-Jacques Burnel, bassist for the Stranglers, recently received “Greetings” from the French government in the form of a letter congratulating him for his composition to the armee de la France. Burnel was born in England, but his parents are from France, thus making him eligible unless he can prove that he was living and working in Great Britain between 1970 and 1972. His transient lifestyle will make this a bit hard to prove, and he does face the possibility of arrest on a visit to his parents in France planned for this month. A firm believer in “the United States of Europe,” Burnel would rather not take steps to become a British national, which would be an alternate solution to his problems. Burnel isn’t the only ones who’ve faced danger over the past weeks. Dee Anthony, head of Bandana Management (directing the careers of Peter Frampton, Gary Wright, J. Geils, Peter Allen and others) was nearly arrested his home in Los Angeles and was eventually released after a raid was called off by the police, who were investigating operations in the home. Anthony, who was working there with several other people, was interrogated for a time. Anthony was eventually released.-“Are we going to use these guys?” he asked. “Are we going to use them?” The worst thing Anthony has to worry about is coming up with the $200,000 fine that was imposed on him.

THE REEL THING — Robert Palmer will not be recording his next album at Criteria Studios in Miami as originally planned. Having completed several tracks with noted reggae producer Lee Perry in Jamaica, he will soon arrive in New York to finish the LP with producer Joel Dorn at Regent Studios. Meanwhile, Criteria is presently the scene of recording sessions involving Network, a new band signed to Epic, and Bruce Springsteen’s E Street Band, who have both been recording their third album simultaneously. Network’s debut album was produced by Steve Barri, while the Springsteen session was produced by Bob Johnston. The sessions for the E Street Band ended a few weeks ago, and the group is expected to record their new album at the same rate as the group’s previous album.

CORDELL SIGNS WITH PRODIGAL — Recording artist Phil Cordell recently signed with Motown’s Prodigal label and is expected to release his first LP early this fall. Piqued at the signing at Motown’s Uni- ted Kingdom office (l-r) are: Barney Ales, Motown president; Chris Blackwell, president of Island Records and Ken East, vice president of Motown International division.

© 1977 Primetone B V.
Johnny Watson

'Guitar is his real name.


Gold is sales in excess of 500,000 units.
Calliope Has Relocated

LOS ANGELES — Calliope/Festival Records has moved to a new, larger headquarters at 15910 Ventura Blvd., Suite 603, Encino, Calif. 91436. The new phone number is (213) 981-9340. Calliope artist Dorsey Burnette is represented in the Cash Box Top 100 Country Singles chart this week at #63.

O’Daniel Opens Promo And Graphics Firm In LA

LOS ANGELES — Michael O'Daniel, former personal manager of Redd Foxx and Dave Brubeck, has opened Sho Bidness, a one-stop graphics design and promotional service specializing in entertainment projects at 812 McCadden Place.

AT&T Opens New Studio

LOS ANGELES — AT&T Recording recently held an open house to christen their new voice-over/narration recording studio designed for the production of commercials at 725 N. Highland Avenue here.

MUSIC RETAILER EASTERN AD MANAGER

Excellent opportunity for sales and marketing oriented individual to represent Music Retailer in the East Coast. We have a five year steady growth record and seek a person who can move ahead with us. Advancement potential and sell for self-starter who has the knowledge and ability to relate and sell the music and audio market. Send resume to: Sid Davis, Music Retailer, 210 Boylston Street, Chestnut Hill, Mass. 02167.

Companies

Wishbone Opens Office Under Evan Pace In LA

LOS ANGELES — Wishbone Productions of Muscle Shoals, Alabama have opened offices here at 8467 Beverly Boulevard and have retained Evan Pace, a former singer/songwriter on Aria/América Records, to head the west coast operation.

Warner-Levinson Bows Soap Opera Music Co.

NEW YORK — Warner-Levinson Corporation, a large commercial music house, has formed Soap Opera Records and a music publishing affiliate, Soap Opera Music. The new company, according to principal Larry Levinson, will combine the popularity of current television soap operas with a new concept in contemporary pop music.

The company’s releases will be two-sided singles, one side containing the original dramatic script of a soap opera, complete with musical underscoring. The flip side will feature a formal version of the music on that dramatic presentation, either in instrumental or vocal form. Levinson said the firm would issue LPs as follow ups to the singles.

The first release on Soap Opera Records will be an original drama called “Reunion,” written and produced by Levinson. The flip-side contains “Love Theme From Reunion” sung by vocalist Jefferson Lee.

Mark Hyman Opens Assoc. Artists Booking

LOS ANGELES — Industry veteran Mark Hyman, formerly associated with the Jerry Heller Agency, has opened his own booking agency, Associated Artists.

EXECUTIVES ON THE MOVE

Monteiro Layton Cohen Heller

NEW DUTIES FOR MONTEIRO — United Artists Records has announced that Stan Monteiro will take on the direction of the label’s artist development departments. He is currently UA’s vice president of promotion. Before coming to United Artists he held various jobs in the music industry, including director of national promotion for Columbia, director of promotion for Epic and Metromedia.

RCA Promotes Weiner — Vort Weiner has been appointed director of pop product merchandising for RCA Records. All RCA pop product managers will report to Weiner, who will have offices in New York and Los Angeles. Prior to his promotion, Weiner was director of custom label sales for RCA. He joined the company in March of 1975 as sales and promotion manager for custom labels.

Layton To Chrysalis — Chrysalis Records has announced the appointment of Stan Layton as national sales manager for Chrysalis. Layton, who served as vice president of operations of MCA Records for twelve years, comes to the firm from Shadybrook Records, where he acted as vice president of marketing for the independent label.

Cohen Promoted — Warner-Elektro-Atlantic has announced the promotion of Rick Cohen to succeed Al Abrams as WEA’s Chicago branch sales manager. Abrams was recently appointed to take over the helm as Chicago’s branch manager. For the last three years, Cohen coordinated sales, promotion, advertising and merchandising activities in 11 western states as WEA’s Los Angeles branch marketing coordinator.

Stevens Duboff Kean Charne

Heffer Promoted — Warner-Elektro-Atlantic has announced the appointment of Marv Heffer to the executive sales staff. Prior to joining WEA, Heffer was national sales manager of Chrysalis Records; vice president, marketing, ABC/Dunhill Records, where he had spent eight years; and midwest sales and promotion manager at Roulette Records.

Stevens Promoted By Polydor — Polydor Incorporated and the Polygram Record Group announced the promotion of Rick Stevens to the post of vice president artists and repertoire, east. He was formerly the director of A&R east. Stevens, once product manager for Columbia Records, has been with Polydor-related companies since 1973, starting as assistant to the vice president, sales, for Phonodisc, Inc.

Duboff Named At ABC — ABC Records announced the appointment of Steve Duboff as director of A&R for ABC Records. Duboff comes to ABC from Irving/Auto Music where he had a publishing-production partnership for the past year-and-a-half, and is also a song-writer, with three top-ten hits to his credit.

Kean Appointed At Columbia — Columbia Records has announced the appointment of Patty Kean as manager of artist development for Columbia Records. She joined CBS Records in 1972 in the artist development department and was subsequently appointed coordinator of that department, the post she held until her recent move.

Charne Appointed At Epic — Epic, Portrait and the Associated Labels has announced the appointment of Jim Charne as associate director of product management for the east coast, Epic, Associated and Portrait Records. He joined CBS Records in 1968 as one of the original CBS college reps, located in Madison, Wis. and in 1973 he came to New York as an Epic product manager, the position he has held until his present move.

Blando Palladino Leskiw Orr

Blardo To Private Stock — Private Stock Records announced the appointment of Joshua Blardo as national director of album promotion. Blardo, who started his career in radio at KMPX in San Francisco, just recently came from Chrysalis Records, where he was co-director of national promotion.

Changes At Polydor — Polydor made major changes in its marketing department. Ron Palladino was named as national sales administrator and will be based in New York. Filling his old spot will be Norm Leskiw, formerly director of marketing at Sweet City Records. Tony Orr joins the company as eastern regional marketing manager, after serving with CBS’ retail stores on the west coast.

Smith Appointed At BMI — Alain Smith has been appointed vice president of licensing for Broadcast Music, Inc. He joined BMI in May 1976 as director of special projects and, in that capacity, has worked on a variety of assignments involving every major area within the company.

Shuster To Private Stock — Private Stock Records has announced the appointment of Amanda Shuster as sales director. Shuster, who has been in the record business for eleven years, just recently came from Island Records, where she was assistant sales manager.

WWW.AMERICANRADIOHISTORY.COM
The platinum partnership.

That's the type of partnership we have with Neil Diamond. It's resulted in "Jonathan Livingston Seagull," "Beautiful Noise," going platinum in Europe, and one million copies of each album sold. It took Neil's electric stage show, his personal drive and our know-how to make it all happen. Neil Diamond and CBS International Records is the platinum partnership.

CBS International Records and Tapes.

*Produced by Tom Catalano.
**Produced by Robbie Robertson.
RCA Latin American Meeting Features Product Showcases

by Phil DiMauro

MIAII — RCA Records affiliates from 15 South and Central American nations, two European countries, and the United States met here beginning July 13 for three days of conferences and product presentations aimed at improving communications among the expanding Latin American markets. It was the first such meeting to be held in the United States, and also the first since total annual sales of RCA's international division topped those of the domestic.

Hosted by Karl J. Kurz, Jr., recently appointed vice president of RCA Intl., the meetings were designed to allow RCA's Latin American subsidiaries and licensees to review the newest and best of each other's product, as well as enabling the U.S. and European subsidiaries and affiliates to present recordings for distribution in the Latin markets. Although native artists dominate record sales in the Latin market, RCA's Taylor after the show predicted that pop music now accounts for 20% to 30% of Latin American record sales.

Opening the Thursday product meeting in Spanish, Kurz praised the recent efforts of the Latin American operations while promising their support of future efforts. "Today's contribution becomes tomorrow's minimum expectation," stated Kurz, reiterating the objectives of "increasingly aggressive profit-making strategies" stressed by Louis Coutotlen, president of RCA Records.

Product presented by RCA's Latin American subsidiaries and licensees represented a wide spectrum of cultures and styles, a variety matched by the differences to be expected among the 13 nations that make up Latin America. Although RCA has the broadest middle class, while Uruguay has a large population of record buyers concentrated in its capital and major city, Montevideo. Venezuela was described by Helio Carme, manager of RCA International's Central and South American regions, as "the land of petro dollars."

The many national personalities were reflected in the individual presentations.

TAYLOR'S IN TOWN — Columbia recording artist James Taylor was in the New York metropolitan area recently to perform at the Nassau Coliseum. During the concert, Taylor featured selections from his debut Columbia album "JT." Columbia executives confirm that the album will be released with 12" versions of the singles sold in a box set. Taylor's close friend and Columbia associate director of artist development, Bruce Lundvall, president, CBS Records division, Arna Andon, vice president of artist development; Bill Preston, president and chief executive officer; Jerry West, vice president, marketing, and Bob Sherwood, vice president of national promotion.

Library Collection

(continued from page 39)

recordings.

Two items from the collection were demonstrated at a press preview at the Library: a turn-of-the-century Edison machine recorded the resonant voice of a Library staffersinger "Rose Of Tralee" (with a "strollo" [a megaphone-type attachment on a violin] was played and re-recorded, demonstrating the method from the acoustic era when instruments had to be amplified because the recorded sound couldn't.

RCA Profits Up

(continued from page 9)

However, the company stated that six out of ten of its sales were still performed with only the communications group show- ing a decline, despite revenue gains.

RCA's other divisions are: electronics- commercial products and services; broadcasting (including RCA Records); electronic 商品 and services; broadcast- ing (including RCA Records); electronic- commercial products and services; broadcast- ing; and services; government business; and other products and services.
CBS RECORDS INTERNATIONAL ANNOUNCES
THE WINNER OF THE SECOND CRYSTAL GLOBE, FOR
EXTRAORDINARY RECORD SALES OUTSIDE THE UNITED STATES.
PRESENTED WITH PRIDE TO RAY CONNIFF,
FOR OVER FIVE MILLION ALBUMS SOLD IN OTHER LANDS.
CONGRATULATIONS, RAY. FROM ALL OF US.
**Picks of the Week**

**DAVID RUFIN (Motown 1420)**

*Just Let Me Hold You For A Night* (3:26) (Charles Kipps - BMI) (Kipps)

From his recent album, "In My Stride," this record finds Rufino in the glistering environment created by the producers Van McCoy and Charles Kipps. The center of attraction, however, is still his voice, a deep throated instrument that ranges from a controlled murmurr to an unbridled shout. Already bulwarring on the R&B chart.

**DONNA SUMMER (Casablanca - Just Let Shivers* (Private Stock and TROPEA)

For the Crusaders album, looking for a contemporary to their latest hit single. Showcasing their distinctive guitar and flute sounds; this familiar favorite should turn even more ears toward "Searchin' For A Rainbow."

**KENNY ROGERS (UA 1027)**

*Daytime Friends* (3:10) (Ben Peters - BMI) (Peters)

For the "I'm Sorry"-favored pop hit with "Lucilee," the gracefully voiced troubadour returns an energetic number in the same vein. The love theme and pleasantly harmonized refrains should move this upward on the pop chart.

**JOAN BAEZ (Portrait/CBS 70066)**

*I'm Blowin' Away* (3:15) (Casco - ASCAP) (Kaz)

This title selection from Ms. Baez' first album for the label has already been widely programmed on FM stations. The entire song is well suited to a powerful voice such as hers. and the chorus is a strong enough hook to attract the top 40 stations.

**RUFUS FEATURING CHAKA KHAN (ABC 12296)**

*Everlasting Love* (3:00) (American Broadcasting/Mother Pearl/Dennis Earl - ASCAP) (Murphy, Woiniski, Bellfield)

Constantly reworked by the band, this version of the Chaka Khan-voiced ballad can be called a restrained vocal in a gentle rhythm. The effect is hypnotic. This selection should draw immediate R&B station adds in addition to drawing further attention to "Ask Rufus."

**THE MARSHALL TUCKER BAND (Capricorn/WB 0278)**

*Can't You See* (3:25) (No Exit - BMI) (Caldwell)

A live version of one of the songs that initially brought this band fame, appropriately released on their latest hit single. Showcasing their distinctive guitar and flute sounds; this familiar favorite should turn even more ears toward "Searchin' For A Rainbow."

**NEAL FOX (RCA 11048)**

*Do It (3:27) (Green Mountain - BMI) (Fox)

Contemporary music is certainly not suffering from any dearth of balladeers, but this single from "A Panning" indicates that Neal Fox deserves some special attention. The story is universal, and the melody powerful, while the varying textures of the verses all work toward a dramatic finale.

**EL CHICANO (Shady Brook 1229)**

*Little Brother* (3:13) (Don Kirshner - BMI; KEK - ASCAP) (Sedaka, Cody)

El Chico's next album-up-tempo record right at the center of current west coast pop styles. The lead vocalist's clear tones blend with the catchy harmonics of the chorus, with the overall effect being fresh and full of life.

**GARY WRIGHT (WB 8426)**

*The Light Of Smiles* (3:33) (High Wave - ASCAP) (Wright)

The title track and third single from Wright's latest album is a stately song that combines themes of personal and spiritual love. Once again, the all-keyboard band is capable of producing a wide range of heavenly sounds. For progressive and top 40 play.

**TROPEA (Marin TK 3314)**

*The Funk You See Is The Funk You Do* (2:47) (San Tropea - BMI. Tropea, Cartalemi)

For the upcoming guitarist/composer's second album. Though basically oriented toward disco and R&B airplay, this record combines a sense of humor with some hot solosing, especially from John Tropea on guitar.

**SHIVERS (Private Stock 169)**

*This Old Heart Of Mine (Is Weak For You)* (3:16) (Jobete - ASCAP) (Holland, Dozier, Holland)

A creatively arranged introduction segues into a pop version of a song that was a hit for the Isley Brothers in 1966. A solid Holland/Dozier/Holland sound that would work in any decade.

**TOULOUSE (Image/Audiofidelity 3041)**

*P.J. Proby Ain't No Sound* - BMI (Alves, Beckett, Giacomin, Thurston)

A group of female vocalists issues this "all points bullet" on a man who's skipped out on a love affair. A clever lyric and infectious chorus make this a candidate for pop or R&B airplay. From the album "Toulouse."

**SOVEREIGN (Milan/Cassadaga 601)**

*Somebody Sometime Somewhere* (3:03) (Bacon Fat/Dramas - BMI) (Jackson, Jackson)

An energetic record that combines features of the Motown and Philadelphia sounds, using large orchestra parts to build to an emotive refrain. Catchy vocal arrangements in a wall of sound courtesy of Jimmy Lerner. Varied programming possibilities.

**FOOLS GOLD (Columbia 10592)**

*Runnin' (To-Lo)* (Brain Drain/Frank Snare - ASCAP) (Kelly, Henson)

In this favored selection from the album "Mr. Lucky," Fools Gold reveals a strong similarity to Steely Dan in terms of careful arrangement and studied use of production effects. They tend toward the more energetic side of rock here, and this should be heard on singles as well as album stations.

**THE NOTATIONS (Mercury 73933)**

*Judy Blue Eyes* (3:10) (Bodick - BMI) (Dickerson)

A descending pattern of chiming electric piano chords sets the mood for this innocent love song. An effective lead vocal and a sparse arrangement result in a straightforward record. Looking to an initial shot at the R&B airplay route.

**RONNIE LAWS (UA 1036)**

*Friends And Strangers* (3:11) (Fitz/At Home/Jeffix - ASCAP) (Jeffery)

Laws leans to the most commercial side of fusion music blending in sparse vocals for a sound meant for R&B airplay. A facile saxophone solo and pleasant melodies written for synthesizer round out this little cut from his latest album.

**FIRST CHOICE (Gold Mind/Saloust 4004)**

*Doctor Love* (2:39) (Lucky Three/Six Strings - BMI) (Harris, Felder, Tyson)

The heat and the arrangement are those of a disco record, but the chorus here is so smooth that it might interest listeners with an incurable bug. A potential crossover airplay and R&B pop airplay.

**THE DICTATORS (Elektra/Asylum 45420)**

*Hey Boys* (3:01) (Sure Enough) (Kemper, Shernoff, Destiny)

The pain of a jilted lover is explored in this initial single release from "Manifest Destiny." Utilizing classic rock vocals and rock harmonics, the band creates a period of 60's mood within a contemporary production. A good first choice.

**BILLY VERA (Midsong Int'/RCA 11042)**

*Something Like Nothing Before* (3:19) (Larbell/Heart's Delight - BMI) (Crewe, Brown)

A continental flavor in Vera's working of this tune, from the use of an almost whispered refrain to the Parisian string effects. Makes its point through repetition, with the lead vocal remaining loose till the end. For laid-back pop and easy listening.
REVIEWS

ALBUM REVIEWS

SIMPLE THINGS — Carole King — Avater/Capitol SMAS-11567 — Producer: Carole King & Norm Kinney — List: 7.98
Carole’s long-sought-after success has given her the ultimate recording freedom that comes with her own record label, which produced and manufactured this album distributed by Capitol. Her familiar delivery and stylistic phrasing is given a healthy rock injection by Colorado-based Navajo, a band she discovered and selected to be her back-up band. But she has not strayed from a style and attitude that has won her fans all over the world. This long-awaited album fits onto a variety of playlists.

The title track of this album was “Get Up And Boogie” is back with another throbbing platter of music designed to achieve that same goal. Disco fans will find much to recommend this well-produced album of soaring strings and honey-sweet harmonies sung over a palettizing percussion section that should have all but the lame up and moving in short order. For disco and R&B playlists.

The debut album from Waves is a softly textured and richly harmonic work with just enough rock influence to give it spunk and vitality. Mostly, however, the spotlight is on the gentle vocals, with the instrumentation precise and complementary to the ability of the group’s several singers. An album whose various moods should satisfy any number of programmers.

The only flaw with this album is the absence of a lyric sheet. But Falconer’s second album is otherwise a job well-done. With a vocal quality somewhat like a smoother version of David Bowie, and a poet laureate’s skill for verbal painting on a vinyl canvas, Falconer’s latest should surprise the unawake and delight those who already know of his talents. AOR programmers will quickly make room for this new addition.

PIERCE ARROW — Pierce Arrow — Columbia PC 34805 — Producer: Hank Medress & Dave Appell — List: 6.98
Right from the opening track you’ll feel the college appeal band from New York whose lilting harmonies is a feast for almost any musical taste and enough versatility to recommend this LP to a variety of formats.

The debut album from this band which hails from northern Germany is a classty work of stylish rock which shows the influence of various bands that feature a multi-layered approach to their music. They are unabashed admirers of Steely Dan but their sound is a fresh creation of individual flair. There are some top 40 tracks but largely a feast for AOR programmers.

Though highly sought after background singers and the voices behind a number of the better-sounding TV commercials, Kitty and the Haywoods had yet to cut their own album until the Ohio Players got them into a Chicago studio to produce this spirited album. The sound is one of pure harmony and joyful delight in making music ranging from upbeat dance numbers to dreamy ballads. For R&B, disco and various playlists.

ROBERT GORDON WITH LINK WRAY — Private Stock PS 2030 — Producer: Richard Gottehrer — List: 6.98
Once upon a time, circa 1950, there was a musical movement that drove parents crazy and kids to frenetic movements on the dance floor. Rock and roll is not so simple any more but this album is done with a loving nod to those early days of sock hops and soda jerks. The New Wave may be the rage now but if a rock and roll revival gets off the ground, here’s our vote for the main evangelist. For AOR and top 40 playlists.

The stage of Houston’s “Old Quarter” coffeehouse is the setting for this double LP recorded in the summer of 1973. The record captures Townes Van Zandt in this element and contains 22 of his thoughtful and often humorous country/folk tunes as well as all the between-songs patter and jokes. The recording is clean and best suited for country and AOR formats.

The two-voiced record set contains 24 songs taken from Judy’s 13 Elektra albums dating from 1961 to 1976. Included are some well-known and some lesser known songs which display her folk-troubadour style to pop and country tinged material. Even though the actual sound of her voice has changed little over the years, it has gained character and fullness with age. A must for collectors and programmers who want an extensive sampling of this great singer-songwriter’s work.

Former Eagles’ singer Bernie Leadon has teamed up with Michael Georgiades whose voice, in some passages, is not unlike Jackson Browne’s, for a work which should be popular among fans of good-quality artists stringing together with Leadon. The album’s 10 songs are mostly medium tempo numbers and boasting guest background vocalists such as Irving Azoff and John Belan. For varied playlists.

Graham Parker’s back-up band steps into the foreground with this, their first group project done without Parker. No vocals suffer, mind you. Quite the contrary, The Rumour showcases a more than adequate ability to sing as a unit of collective harmony in addition to their well-known skills as instrumentaters. A very tasty collection of tracks that are deadly accurate shots into mainstream pop. An album for a variety of programming tastes.

RHODA CURTIS — Rhoda Curtis — United Artists UA-LA761-G — Producer: Don Shal — List: 6.98
The musical arrangements are faultless and the perfect backdrop for this pop vocalist who uses no gimmicks and lets her voice shine through on its own strengths without overdosed production sampling of this gifted singer-songwriter’s work and a stylistic versatility that gives her sure crossover potential. The mellow mood and romantic feeling makes this a pick primarily for MOR programmers.

The voice of Tamiko Jones is mixed with some tasty light jazz elements on some tracks, and some standard R&B funk on others which combine to make up this solid package of well-balanced music. Tamiko’s voice can whisper more emotion than many can scream and she uses control to create variety of moods and audio sensations. A sparkling work marked by remarkable versatility for R&B, disco and top 40 programmers.

Jazz master Perry Botkin, Jr. has surrounded himself with an entirely capable set of musicians who understand completely the midstream feeling of this softly alluring album. The all-laying Band uses the keyboards effectively communicates emotional messages that know not the boundaries of the spoken word and envelop the listener in a gentle but powerful grip. For MOR and jazz programming.

This classic meeting of pop and symphonic music, originally released six years ago, is the embodiment of a Herb Alpert concept which also gave exposure to a then lesser-known lyricist — Paul Williams. With soloists Alpert, Lani Hall, Veronetta Rosby and Bill Medley contributing their voices and a 25-piece orchestra adding the music, this album should do well once again. For varied playlists.

The mood is mostly soft and dreamy throughout this album, and even on the upbeat dance tunes a quality of otherworldliness is the dominant mood. It’s hard to imagine a more delicately tuned vibraphone, and the quivering sensitivity in the voice gives the lyrics a unique interpretation and special impact. An album for MOR playlists.

NORTH MOUNTAIN VELVET — Jamie Brockett — Adelphi AD-1087 — Producer: Jack Heyman & Scott Johnson — List: 6.98
Jamie Brockett is an interesting and certainly entertaining musician whose musical talents are as strong on guitar as they are on voice. No stranger to strings, Brockett plays a mean dulcimer and a hot acoustic while singing in a folk/country style that is almost always upbeat. With some assistance by Ramblin’ Jack Elliott and others, Brockett’s album is a snappy item suited for C&W and innovative pop playlists.
Dave Axelrod making a brief eastern promotional tour behind his new MCA album, "Strange Ladies"

The next Savoy reissues will include albums by Charles Mingus, Kenny Clarke (with Pepper Adams and Kenny Burrell), Erroll Garner, Dexter Gordon-Wardell Gray, Joe Turner and the second volume of "The Changing Face Of Harlem." The latter anthology will include Nat Cole, Illinois Jacque, Pete Brown, Lem Davis, Miss Raphaelsy and Herb Fields.

Art Pepper returns to the Village Vanguard this week.

We are sad to announce the departure of Frank Driggs from RCA, where he did an exceptional job with the RCA Bluebird series.

Norman Granz, never one to do things in a small way, has recorded no fewer than 15 LPs at the Montreux Jazz Festival.

CTI has just issued three blockbuster albums, all recorded live at the Hollywood Bowl. The roster reads like a lineup of today's chart artists: George Benson, Grover Washington Jr., Freddie Hubbard, Bob James, Stanley Turrentine, Ben Carter, Esther Phillips and Hubert Laws. Also coming will be CTI's re-release of Deodato's "guitar album" 2001," "Dune" by David Matthews and "Locksmith" by Grover Washington Jr., which features his own touring band.

Verve reissues scheduled for mid-August include Ellis Fitzgerald, Coleman Hawkins-Ben Webster, Stan Getz-Dizzy Gillespie and an Afro-Cuban Jazz album with Machito and Chico O'Farrill.

The most recent release from Warner Bros. Records is the solo album for Justin Taylor. There are a couple of collaborations highlight the recent release from Inner City/Casc. Classic Jazz: "The Manhattan" with Jackie McLean and Dexter Gordon and "Stephanie Crappelli-Bill Coleman."

CROSSING OVER — Warner Brothers recording artists Ashford and Simpson made their debut in front of a rock audience when they opened for Boz Scaggs in Columbus, Md. Recently the crowd's response to the duo was enthusiastic, and more rock dates are currently being booked by the Stax label. Pictured backstage are (L-R) Tony Anderson, marketing coordinator for WEA; Ed Pugh, director of national R&B promotions for Warner Brothers Records; Ed Gilbreath, director of national R&B album promotions for Warner Brothers; Valerie Brown, Nick Ashford; and Carolyn Baker, director of eastern R&B artist relations for Warner Brothers.

**JAZZ ALBUM PICKS**

- **TETE** — Tete Montoliu — Inner City 2029 — Producer: Nils Winton — List: 6.98
- **SOLO FLIGHT** — Ray Bryant — Pablo 2310 798 — Producer: Norman Grantz — List: 7.98
- **FLIGHT** — Ray Bryant — Pablo 2310 798 — Producer: Mike Cusson — List: 6.98

**TOP 40JAZZ ALBUMS**

**1.** FREE AS THE WIND — The Crusaders (MCA MC 6029) 7/23 Chart 6

**2.** LIFESTYLE (LIVING & LOVING) — John Abercrombie (CBS AB 1077) 8/8 Chart 1

**3.** BRIELE — Ron Ayers/Ubiquity (People PG 4108) 8/8 Chart 6

**4.** FINGER PAINTING — Earl Klugh (Blue Note BN LA 734H) 8/8 Chart 6

**5.** STAIRCASE — Kenny Garrett (ECM Polydor 21093) 8/8 Chart 5

**6.** HEAVY WEATHER — Weather Report (Columbia PC 3448) 8/8 Chart 3

**7.** FRIENDS AND STRANGERS — Ronnie Laws (Blue Note UA BNA L 730H) 8/8 Chart 14

**8.** AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW — Warner Bros. WB 212 5052 8/8 Chart 11

**9.** IN FLIGHT — George Benson (Warner Bros. BS 293) 8/8 Chart 25

**10.** ELITE GYPSY — Audio Fidelity (Columbia PC 3444) 8/8 Chart 10

**11.** THE DREAM — Brotherhood (A&M SP 4644) 8/8 Chart 10

**12.** SUPER TRIO — The Best of the Super Trio M-5003) 8/8 Chart 12

**13.** V.S.O.P. — Herbie Hancock (Columbia PC 3465) 8/8 Chart 14

**14.** MORE STUFF — Stuff (Warner Bros. WB 295) 8/8 Chart 14

**15.** TAILOR MADE — Bobbi Humphrey (Epic 34704) 8/8 Chart 15

**16.** LICE! — Lodie Lister Smith (RCA APL-4233) 8/8 Chart 23

**17.** CONSTRUCTION PROJECT — Maurice Johnson (Columbia PC 3467) 8/8 Chart 18

**18.** ENCOUNTER — Flora Purim (A&M-5007) 8/8 Chart 13

**19.** FANTASIA — Herbie Hancock (A&M-2607) 8/8 Chart 10

**20.** LOVE NOTES — Ramsey Lewis (Columbia PC 3496) 8/8 Chart 11

**21.** TURN THIS MUTHA OUT — Droy Muhammad (RCA 3192) 8/8 Chart 22

**22.** WATERCOLORS — Garry Burton with Eberhard Weber (EMI C 1046) 8/8 Chart 20

**23.** BOB JAMES 4 — CTI 7074 8/8 Chart 14

**24.** PASSENGERS — Garry Burton with Eberhard Weber (EMI C 1046) 8/8 Chart 21

**25.** BREEZIN’ — George Benson (Warner Bros. BS 291) 8/8 Chart 25

**26.** MUSIC IS MY SANCTUARY — Phoebe Snow (Warner Bros. BS 291) 8/8 Chart 22

**27.** LIGHT’N UP, PLEASE! — Dave Lieberman (A&M SP 727) 8/8 Chart 26

**28.** A REAL MOTHER FOR YA — Johnnie Guitar Watson (Decca) 8/8 Chart 27

**29.** AFRO BLUE IMPRESSIONS — John Coltrane (Pablo Live RCA 2622 101) 8/8 Chart 26

**30.** DANCING IN YOUR HEAD — Diane Tyler (CTI) 8/8 Chart 26

**31.** MUSIC MAGIC — Return to Forever (Columbia PC 3491) 8/8 Chart 30

**32.** BACK TOGETHER AGAIN — Cold Blood (Atlantic) 8/8 Chart 33

**33.** LAND OF MAKE BELIEVE — Chuck Mangione (Milestone M-9077) 8/8 Chart 35

**34.** QUINTESSANCE — Bill Evans (Fantasy 5929) 8/8 Chart 1

**35.** ROBBY KRIEGER & FRIENDS — (Blue Note UA BN LA 6044) 8/8 Chart 1

**36.** DAVID SANBORN BAND — WB 3051 8/8 Chart 1

**37.** HERE AND NOW — The Bellamy Brothers (MCA SD 1971) 8/8 Chart 37

**38.** HOMECOMING — Marcus Miller (Atlantic) 8/8 Chart 40

**39.** SCARLET RIVERA — WB 7291 8/8 Chart 1

**40.** WATER BABIES — Miles Davis (Columbia PC 34396) 8/8 Chart 10
### Top Forty Classical Albums

<table>
<thead>
<tr>
<th>#</th>
<th>Album Title</th>
<th>Artist/Composer/Conductor</th>
<th>Label</th>
<th>peak chart positions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Gershwin: Porgy And Bess</td>
<td>Gershwin</td>
<td>RCA</td>
<td>7/23 Ch</td>
</tr>
<tr>
<td>2</td>
<td>Ravel: Bolero</td>
<td>Ravel</td>
<td>Bolero</td>
<td>8/23 Ch</td>
</tr>
<tr>
<td>3</td>
<td>The Great Pavarotti</td>
<td>Pavarotti</td>
<td>London</td>
<td>1/18 Ch</td>
</tr>
<tr>
<td>4</td>
<td>Bolling: Suite For Flute &amp; Jazz Piano</td>
<td>Bolling</td>
<td>RCA</td>
<td>3/22 Ch</td>
</tr>
<tr>
<td>5</td>
<td>Mahler: Symphony #5</td>
<td>Mahler</td>
<td>Columbia</td>
<td>3/28 Ch</td>
</tr>
<tr>
<td>6</td>
<td>Pachelbel: Korn Two Suites</td>
<td>Pachelbel</td>
<td>RCA</td>
<td>3/1 Ch</td>
</tr>
<tr>
<td>7</td>
<td>Schumann &amp; Mendelssohn In D For Trumpet</td>
<td>Schumann &amp; Mendelssohn</td>
<td>RCA</td>
<td>10/1 Ch</td>
</tr>
<tr>
<td>8</td>
<td>Prokofiev: Symphony #2</td>
<td>Prokofiev</td>
<td>RCA</td>
<td>4/24 Ch</td>
</tr>
<tr>
<td>9</td>
<td>Puccini: Suor Angelica</td>
<td>Puccini</td>
<td>RCA</td>
<td>5/16 Ch</td>
</tr>
<tr>
<td>10</td>
<td>Wagner: Song Cycle</td>
<td>Wagner</td>
<td>RCA</td>
<td>7/10 Ch</td>
</tr>
<tr>
<td>11</td>
<td>Holst: The Planets</td>
<td>Holst</td>
<td>London</td>
<td>11/38 Ch</td>
</tr>
<tr>
<td>12</td>
<td>Gershwin: Porgy And Bess</td>
<td>Gershwin</td>
<td>RCA</td>
<td>9/30 Ch</td>
</tr>
<tr>
<td>13</td>
<td>Khatchaturian &amp; Ormandy's</td>
<td>Khatchaturian &amp; Ormandy</td>
<td>Columbia</td>
<td>12/38 Ch</td>
</tr>
<tr>
<td>14</td>
<td>Offenbach: Grande Duchesse</td>
<td>Offenbach</td>
<td>Columbia</td>
<td>12/38 Ch</td>
</tr>
<tr>
<td>15</td>
<td>Concert of the Century</td>
<td>Various Artists</td>
<td>Columbia</td>
<td>10/29 Ch</td>
</tr>
<tr>
<td>16</td>
<td>Giordano: Andrea Chenier</td>
<td>Giordano</td>
<td>Columbia</td>
<td>13/14 Ch</td>
</tr>
<tr>
<td>18</td>
<td>Nicol: Meine Wiessen</td>
<td>Nicol</td>
<td>RCA</td>
<td>17/1 Ch</td>
</tr>
<tr>
<td>19</td>
<td>Beethoven: The Nine Symphonies</td>
<td>Beethoven</td>
<td>Columbia</td>
<td>19/27 Ch</td>
</tr>
<tr>
<td>20</td>
<td>Verdi: La Forza</td>
<td>Verdi</td>
<td>RCA</td>
<td>20/28 Ch</td>
</tr>
<tr>
<td>21</td>
<td>Beverly Sills Sings Opera Arias</td>
<td>Beverly Sills</td>
<td>RCA</td>
<td>21/1 Ch</td>
</tr>
<tr>
<td>22</td>
<td>Puccini: La Boheme</td>
<td>Puccini</td>
<td>RCA</td>
<td>23/20 Ch</td>
</tr>
<tr>
<td>23</td>
<td>Meier: La Prophlete</td>
<td>Meier</td>
<td>London</td>
<td>23/20 Ch</td>
</tr>
<tr>
<td>24</td>
<td>Lermont: Russian Opera Arias</td>
<td>Lermont</td>
<td>Columbia</td>
<td>24/20 Ch</td>
</tr>
<tr>
<td>25</td>
<td>Dramatic Soprano Arias</td>
<td>Dramatic Soprano</td>
<td>RCA</td>
<td>25/20 Ch</td>
</tr>
<tr>
<td>26</td>
<td>Presenting Sylvia Sass</td>
<td>Presenting Sylvia Sass</td>
<td>RCA</td>
<td>26/1 Ch</td>
</tr>
<tr>
<td>27</td>
<td>Mussorgsky: Pictures At An Exhibition</td>
<td>Mussorgsky</td>
<td>RCA</td>
<td>27/2 Ch</td>
</tr>
<tr>
<td>28</td>
<td>Prokofiev: Symphony &amp; Duo</td>
<td>Prokofiev</td>
<td>RCA</td>
<td>28/34 Ch</td>
</tr>
<tr>
<td>29</td>
<td>Dvorak: Piano Quintet In A Op. 81</td>
<td>Dvorak</td>
<td>RCA</td>
<td>29/40 Ch</td>
</tr>
<tr>
<td>30</td>
<td>Khatchaturian Conducts Machaturian</td>
<td>Khatchaturian</td>
<td>RCA</td>
<td>30/4 Ch</td>
</tr>
<tr>
<td>31</td>
<td>Beethoven: Symphony #8</td>
<td>Beethoven</td>
<td>RCA</td>
<td>31/38 Ch</td>
</tr>
<tr>
<td>32</td>
<td>Contemporary Elizabethan Concert</td>
<td>Elizabethan</td>
<td>RCA</td>
<td>32/4 Ch</td>
</tr>
<tr>
<td>33</td>
<td>Bolling: Concerto For Classic Guitar &amp; Jazz Piano</td>
<td>Bolling</td>
<td>RCA</td>
<td>33/38 Ch</td>
</tr>
<tr>
<td>34</td>
<td>Prokofiev: The Gambler Sofists Chorus &amp; Orchestra Of All Union Radio</td>
<td>Prokofiev</td>
<td>RCA</td>
<td>34/4 Ch</td>
</tr>
<tr>
<td>35</td>
<td>Berlioz: Romeo &amp; Juliet</td>
<td>Berlioz</td>
<td>RCA</td>
<td>35/22 Ch</td>
</tr>
<tr>
<td>36</td>
<td>Verdi: Macbeth</td>
<td>Verdi</td>
<td>RCA</td>
<td>36/1 Ch</td>
</tr>
<tr>
<td>37</td>
<td>Tchaikovsky: Souvenir De Florence</td>
<td>Tchaikovsky</td>
<td>RCA</td>
<td>37/3 Ch</td>
</tr>
<tr>
<td>38</td>
<td>Mahler: Symphony #1</td>
<td>Mahler</td>
<td>RCA</td>
<td>38/2 Ch</td>
</tr>
</tbody>
</table>

---

### Von Karajan’s Beethoven Set Turns Gold After 14 Years

NEW YORK — Herbert von Karajan’s complete set of the Beethoven symphonies with the Berlin Philharmonic Orchestra on Deutsche Grammophon has been certified gold in the U.S. by the Recording Industry Association of America. Although gold records are not uncommon among pop hits, it is a rare honor when classical records are bestowed upon a classical album. Since the inception of the gold record by the RIAA in 1952, only five classical recordings have received the award. Until now, the last such classical record to reach gold status was Walter Carlos’ “Switched-On Bach” in 1968.

The remaining albums to achieve that distinction are Van Cliburn’s recording of Tchaikovsky’s First Piano Concerto (1961), Eugene Ormandy’s “Glorious Sound of Christmas” (1963), Antal Doráti’s version of Tchaikovsky’s “1812 Overture” (1963), and a recording of Handel’s “Messiah” led by Ormandy (1963). The gold record officially certifies that Karajan’s set of Beethoven symphonies has reached a total of $1 million in wholesale sales (without the aid of additional mail order sales through Time-Life). This was the prime requirement rare when the set was released on DG in the U.S. Since January 1, 1976, however, an album issued in the U.S. must sell 500,000 LPs in order to be certified gold by the RIAA.

Jim Frey, vice president of the classical division (DG) for Polydor, Inc., noted that the RIAA’s new standard for gold certification would make it very difficult for any classical record released after the date above to reach the gold plate. Nevertheless, he added, many classical albums issued before that date are still selling steadily, if not spectacularly.

The gold record award for the Karajan set. Frey continued, “shows the fact that a classical record has so much longevity that, while its sales may not look big every year, it can eventually go gold.”
Atlanta
No ads appeared in the Sunday Atlanta Journal and Constitution.

Baltimore
At Korvettes (4 locations), these features: multi-label sale including A&M, Motown, Arista, at $3.79/4.79/$4.99. Also, the latest LPs by Albert Finney and Hank Crawford for $3.79, the latest LP by Steve Winwood at $2.79; seven A&M releases, including the latest LPs by Pablo Cruise, Supertramp, Chuck Mangione, Rita Coolidge and the Brothers Johnson for $4.49, and the latest LP by the Commodores ($7.98 list) for $4.49. At Recordmasters (3), all nonsuch releases ($3.96 list) for $2.39 or less. At discound Record Masters, including the 14 "Touch Me Tapes" ($7.98 list) for $5.99 each. (Sunday Baltimore Sun).

Boston
At The Coop (3 locations), these features over three pages: 16 releases, including the latest LPs by Peter Frampton, Peter Gabriel, Rickie Lee Jones, Jeff Walker, the Atlanta Rhythm Section and Stevie Miller for $3.89 ($7.98 lists for $4.89), all tied to upcoming area concerts; the latest LPs by SteelyDan, Dire Straits, Dire Straits (all $7.98 lists for $4.89); the latest LP by Boz Scaggs ($7.98 list) for $5.48 and Scaggs' "Slow Dancer" for $3.58. At Strawberries (4), $3.79/$5.99 list for A&M releases, including the latest LPs by Pablo Cruise and Supertramp for $3.99, the latest LP by Peter Frampton ($7.98 list) for $4.99 and "Peanuts & Barley" ($7.98 list) for $4.89, tied to "all night sale" on July 29. At Music City (3), the latest LP by James Taylor for $5.99 list; assorted cutout tapes for $3.89/$5.99. At the Harvard Coop and Music City, full-page Columbia ad tying the latest LP by James Taylor, tied to upcoming concerts in Providence, Rhode Island and Tanglewood, Massachusetts. At Jordan Marsh stores, the latest LP by the Bay City Rollers for $6.79 list (for $4.99 per $7.98 list); they appeared in the Stevens catalog for $3.94/$4.99 tape. (SUNDAY BOSTON HERALD, Real Part, July 23).

Chicago
No ads appeared in the Sunday Chicago Tribune.

Cincinnati
No ads appeared in the Sunday Cincinnati Enquirer or Cincinnati Post, July 15.

Cleveland
At J.P. Snodgrass (14 locations), these features: "grand reopening Top 20 Sale" for $3.95; all $7.98 list Top 20 LPs for $4.95, and the soundtrack to "Star Wars" ($8.98 list) for $5.45. (Cleveland Plain Dealer, July 15 and 17).

Dallas
At Peaches, the latest LPs by the Ohio Players and 10cc, price not included. (Sunday Dallas Times Herald and Sunday Dallas Morning News).

Denver
At Budget Tapes and Records store, these features: the latest LP by Cat Stevens for $2.99 list; they appeared in the Stevens catalog for $3.94/$4.99 tape. (SUNDAY DRAFTSFIELD, July 27).

Detroit
At Korvettes (4 locations), same ad with the identical features and prices that appeared in Baltimore. (Sunday Detroit News).

Houston
At K mart stores, these features: five Motown releases, including the latest LP by The Imusion Houston and Stevie Wonder’s "Taking Book" for $3.96/5.96 tape. The latest LPs by the Commodores, Marvin Gaye and Diana Ross ($7.98 list) for $4.96; and the latest release by Steve Wonder (2 LPs/$13.98 list) for $8.76/10.96 tape. At Sound Warehouse (3 locations), the latest LPs by Stevie Wonder ($7.98 list) for $4.99, and the soundtrack to "A Star Is Born" ($8.98 list) for $5.99. At Disc-O-Mat (2), the latest LP by Boz Scaggs and Scaggs’ "Slow Dancer" and Kansas’ "Leftover" and "Kansas," price not included. At Sam Goody (17), these features over three pages: all "supersale" LPs by Elton John, Little Richard, ELO, Judy Collins, Frank Sinatra and the Bee Gees for $3.89; $7.98 lists by those artists, plus albums by John Denver, The Beach Boys, "A Chorus Line" ($7.98 list) for $4.89; the original Broadway cast album of "Side By Side By Sondheim" (2LPs/$11.98 list) for $7.99; Alan Parsons’ "1 Robot" ($7.98 list) for $4.89; 41 Capitol budget LPs, including Frank Sinatra’s "Come Fly With Me" and Nat King Cole’s "Unforgettable" ($12.98 list) for $2.49; 11 Columbia classical LPs ($7.98 list) for $4.19 per disc; and 17 Odyssey classical LPs ($3.98 list) for $2.19. At Korvettes (30), these features over two pages: multi-label sale including A&M and CBS’s Albums of the Year," including these labels for $4.95, five "specials," including the latest LPs by Norman Connors, Climax Blues Band, Brainstorm and C.J. and Company and the soundtrack to "Rocky" for $2.99; six "specials," including the latest LPs by Donna Summer, the Eagles, George Benson, Daryl Hall & John Oates, Marshall Tucker and the Commodores ($7.98 list) for $3.99; all Sinatra catalog LPs on Reprise for $3.99; all $9.98 list Sinatra releases for $5.88, tied to inventory Sinatra album giveaway, the latest LP by Steve Winwood and two traffic catalog LPs for $3.99, and Traffic’s "On The Road" (2 LPs/$7 98 list) for $4.99; all movie soundtrack and original cast show LPs for $3.99 ("57 Chevy"

New York
At Jimmy’s Music World (38 locations), these features over two pages: 18 CBS "Summer Sale-A-Thon" LPs for $5.79 list (for $3.99 per $7.98 list); they appeared in the Stevens catalog for $3.94/$4.99 tape. (SUNDAY NEW YORK TIMES, Picayune).

Philadelphia
At Record Museum (15 locations), these features: the latest LP by James Taylor for $3.88; the latest LPs by the Brothers Johnson, Lake and Heatwave for $3.88; the latest LPs by Peter Frampton, Jackson/Drifters and the latest LPs by the Bay City Rollers, Steve Miller and the soundtrack to "The Greatest" (all $7.98 list) for $4.88, the soundtrack to "New York, New York" (2 LPs/$11.98 list) for $7.99 and "War’s Platinum Jazz" (2 LPs/$9.98 list) for $6.99. At Music Scene (4), these features: the latest LPs by Andrew Gold, Andy Gibb, Freddie Hubbard, Tony Williams and the Little River Band for $3.88, the latest LPs by Barbra Streisand and James Taylor ($7.98 list) for $4.99, and the soundtrack to "A Star Is Born" ($8.98 list) for $5.99. At Disc-O-Mat (2), the latest LP by Boz Scaggs and Scaggs’ "Slow Dancer" and Kansas’ "Leftover" and "Kansas," price not included. At Sam Goody (17), these features over three pages: all "supersale" LPs by Elton John, Little Richard, ELO, Judy Collins, Frank Sinatra and the Bee Gees for $3.89; $7.98 lists by those artists, plus albums by John Denver, The Beach Boys, "A Chorus Line" ($7.98 list) for $4.89; the original Broadway cast album of "Side By Side By Sondheim" (2LPs/$11.98 list) for $7.99; Alan Parsons’ "1 Robot" ($7.98 list) for $4.89; 41 Capitol budget LPs, including Frank Sinatra’s "Come Fly With Me" and Nat King Cole’s "Unforgettable" ($12.98 list) for $2.49; 11 Columbia classical LPs ($7.98 list) for $4.19 per disc; and 17 Odyssey classical LPs ($3.98 list) for $2.19. At Korvettes (30), these features over two pages: multi-label sale including A&M and CBS’s Albums of the Year," including these labels for $4.95, five "specials," including the latest LPs by Norman Connors, Climax Blues Band, Brainstorm and C.J. and Company and the soundtrack to "Rocky" for $2.99; six "specials," including the latest LPs by Donna Summer, the Eagles, George Benson, Daryl Hall & John Oates, Marshall Tucker and the Commodores ($7.98 list) for $3.99; all Sinatra catalog LPs on Reprise for $3.99; all $9.98 list Sinatra releases for $5.88, tied to inventory Sinatra album giveaway, the latest LP by Steve Winwood and two traffic catalog LPs for $3.99, and Traffic’s "On The Road" (2 LPs/$7 98 list) for $4.99; all movie soundtrack and original cast show LPs for $3.99 ("57 Chevy"

Seattle
No ads appeared in the Seattle Times.

Washington
At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore. (Sunday Washington Post).

(All information in the above chart gathered from July 17 editions unless otherwise indicated.)
MOST ADDED FM LPs
1. Simple Things — Carole King — Capitol
2. Max — The Rumour — Mercury
3. Platinum Jazz — War — UA
4. Bernie Leadon/Michael Georgiades Band — Natural Progressions — Asylum
5. Little Darlin' (45) — Doobie Brothers — WB
6. Going For The One — Yes — Atlantic
7. IV Rattus Norvegicus — Stranglers — A&M
Kinnissonn — Harry Nilsson — RCA
8. I Remember I Love You — Firefall (45) — Atlantic
9. Robert Gordon With Link Wray — Private Stock
Five Times The Sun — The Dingoes — A&M
So Early In The Spring — Judy Collins — Elektra

1976 Radio Ads Top $2 1/4 Bill.
LOS ANGELES — The estimated United States radio advertising expenditure reached a record $2,277,000,000 in 1976, according to Advertising Age, a national marketing newspaper. The 1975 estimate is $1,980,000,000, which was also a record.
Of the two billion-plus figure, 1976 local ads account for $1,680,000,000, spot ads accounted for $490,000,000, and network ads totaled an estimated $104,000,000. These figures are up from $1,641,000,000, $436,000,000, and $83,000,000 in the previous year.

Annual Increases
Advertising Age has compiled estimated expenditures for advertising in various fields going back to 1935, and total estimated ad expenditures of $33,460,000, 000 for all fields in 1976 was also a record.
In contrast to many other fields, radio advertising expenditures have increased every year, except for 1974, when television ads came into prominence in the broadcast field.

Projections
Advertising Age estimates that $37,370, 000 will be spent on domestic advertising in 1977. An increase in newspaper, television, and radio ad revenues plus increased radio prices points to increased ad transfer to magazines, according to the paper. Although television time is markedly up in cost, Advertising Age stated that, “Activity in 1977 has been marked by continuous growth and there is very strong demand for network TV time.”

Performance Rights Speech From AFTRA Put On Record
LOS ANGELES — Appearing in Washington, D.C., copyright panel headed by Register of Copyrights Barbara Ringer, Sanford “Bud” Wolff, executive secretary of the American Federation of Television and Radio Artists, officially went on record as strongly supporting the creation of performance rights for artists, specifically for sound recordings played over the airwaves.
Speaking for both AFTRA and the Screen Actors Guild, Wolff charged that, in contrast to testimony offered by broadcasters at the committee, “The only reason radio stations play music is to get people to listen to the commercials.” Wolff also stated that most of the records played by radio are no longer on sale, and that the songwriters and musicians are seldom mentioned.
Wolff emphasized that the proposed performance royalty would be divided, with the companies receiving 50% of the monies and the performers the other half. “If there were 12 musicians and six singers backing up a single star, each of the 19 people on the record would get an equal share of the performers’ 50%.”

New Rock Radio Show A Study In Nostalgia
WASHINGTON, D.C. — A three-hour weekly radio feature, “Rock And Roll Roots,” to be syndicated nationally starting September 1 by WRWQ/FM (”98”) Richmond, Va., is more than just a progression of music 1950-73, according to Steve Jones, research director of the program. “It’s also a study in radio nostalgia. To that end, the station is rounding up actual edited air-checks from rock radio personalities in all major and medium markets for the years 1957-73. (For instance, the first show included one of Cousin Brucie’s ads for the movie “A Hard Day’s Night”). Small market DJ’s air-checks will be used, too, if they uniquely represent the ‘radio style’ of the era. DJ’s should send responses to Jones.

STATION BREAKS
Mark Driscoll, formerly of WAPE, Jacksonville, has been named program director of KOKE, Sacramento. Reggie Blackwell, program director of WRFC, Athens, is no longer at the station.
Chuck Clark, formerly assistant PD, has been promoted to program director.
Dave Michaels, PD of KROY, Sacramento, is now on the air 2-6 p.m. Terry Nelson is now doing the morning drive show at the station.
Alan Dennis, former jock at WLAC, Nashville, has returned to WMAK, Nashville, to do the morning show. Former morning man, Jackson O’Connor has left the station.
Uncle Bob, former 8-midnight jock at WABB, Mobile, has left the station.
Dennis Jon Bailey, from WJDX, Jackson, is the new 7-midnight air personality at WLEE, Richmond.
Effective August 1, Keith Allen will be the new program director at WKLS, Atlanta. Allen comes from KPRL, San Diego. Other changes already in effect. Drew Murray, former PD, is now the 12-6 a.m. jock; George Beler is the new 7-midnight jock from KAZY, Denver; and Jeff Winter, former morning man, has left the station to do commercial production.
Robert O’Brien has returned to the air staff at WOC (14-90), Everett, after a brief departure to do sales for the station.
Len Thomas, former 10-3 p.m. jock at WQSB, Warner Robins, Ga., is now weekend jocks at WJON, St. Cloud, Minn. Steve Moore and Phil Malat.
Mark Evans, formerly with WKVG, Knoxville, has joined the WRJZ, Knoxville, air staff as weekend man.
John Stinet is the new weekend air personality at KAFY, Bakersfield.
Herb Barry is the new morning personality at WNYT-FM, New York. Barry comes from WMGK, Philadelphia, and replaces Don Reynolds, who has left the station.
Changes at WAAF, Worcester: Ilse Gottlieb, former PD of WBRU, Providence, is the new 12-30 a.m. jock; Joe B. moves into the 10-2 p.m. slot; Frank Kelley moves into the 2-7 p.m. time period; and Paul Lemieux has been promoted to a full-time air staff member doing the 7-12 a.m. shift.
News director John Irwin has been promoted to general manager at WERK, Muncie, Indiana.
Jack Armstrong, former co-music director at WIFE, Indianapolis, is looking for a program director position. He can be reached at (317) 271-0129.
WAPE, Jacksonville, is looking for a production director. Send tapes and resume to Steve Rivers, WAPE, Box 486, Orange Park, Florida 32033.
Vic Lock fabulous has joined WOWO, Fort Wayne, as news editor. Locke comes to the station from WMFE, Fort Wayne, where he was news reporter/newspaper.
KIQQ will have a new 6 p.m. jock in Tony Evans, Phil Flowers, formerly of KFLL, San Diego, will do the jock to the staff as program director and weekend celebrity.

SHAWN CASSIDY AT WOKY — Warner Bros. recording artist Shawn Cassidy stopped by during his recent visit to Milwaukee. Pictured (l-r) are: Shawn Cassidy; Scott Bros. Entertainment; Jim Brown, WOKY program director; Vickie, music director; Cassidy; Fred Scotti of Scotti Bros. Entertainment and Steve Goralski, Warner Bros. promotion manager.

Cash Box | July 23, 1977
www.americanradiohistory.com
<table>
<thead>
<tr>
<th>City</th>
<th>Song Title</th>
<th>Artist</th>
<th>Station</th>
<th>Popularity</th>
</tr>
</thead>
<tbody>
<tr>
<td>ATLANTA</td>
<td>Finest</td>
<td>Stephen Bishop</td>
<td>WABC</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>28</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WYSP</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>32</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>25</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>23</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>19</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>18</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>17</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>W2XLL</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQIV</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WQXI</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Stephen Bishop</td>
<td>WXXL</td>
<td>1</td>
</tr>
</tbody>
</table>

(Pop Radio Playlists Highlighted)
<table>
<thead>
<tr>
<th>Time</th>
<th>Station</th>
<th>Call Letters</th>
<th>Format</th>
<th>City</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>17:00</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:05</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:10</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:15</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:20</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:25</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:30</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:35</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:40</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:45</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:50</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
<tr>
<td>17:55</td>
<td>WQAM</td>
<td>620 AM</td>
<td>Classic Rock</td>
<td>Miami</td>
<td></td>
</tr>
</tbody>
</table>
### Cash Box Pop Radio Analysis

#### Most Added Records

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist(s)</th>
<th>Artist(s)</th>
<th>Week</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Just a Song Before I Go</td>
<td>Crosby, Stills &amp; Nash</td>
<td>Atlantic</td>
<td>18%</td>
<td>73%</td>
</tr>
<tr>
<td>2. Don't Worry Baby</td>
<td>B.J. Thomas</td>
<td>MCA</td>
<td>14%</td>
<td>27%</td>
</tr>
<tr>
<td>3. Don't Stop - Fleetwood Mac</td>
<td>WB</td>
<td>WB</td>
<td>13%</td>
<td>70%</td>
</tr>
<tr>
<td>4. Cold As Ice</td>
<td>Foreigner</td>
<td>ATLANTIC</td>
<td>13%</td>
<td>21%</td>
</tr>
<tr>
<td>5. Telephone Line</td>
<td>ELO</td>
<td>UA</td>
<td>11%</td>
<td>65%</td>
</tr>
<tr>
<td>6. Smoke From a Distance Fire</td>
<td>SAMFORD</td>
<td>TOWNSEND</td>
<td>10%</td>
<td>51%</td>
</tr>
<tr>
<td>7. Float On - The Floaters</td>
<td>ABC</td>
<td>ABC</td>
<td>10%</td>
<td>23%</td>
</tr>
<tr>
<td>8. The Star Wars Theme</td>
<td>MECO</td>
<td>MILLENNIUM</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>9. Christine Sixteen</td>
<td>Kiss</td>
<td>CASABLANCA</td>
<td>9%</td>
<td>66%</td>
</tr>
<tr>
<td>10. How Much Love</td>
<td>Leo Sayer</td>
<td>WB</td>
<td>9%</td>
<td>65%</td>
</tr>
<tr>
<td>11. Give a Little Bit</td>
<td>SuperTramp</td>
<td>A&amp;M</td>
<td>8%</td>
<td>77%</td>
</tr>
<tr>
<td>12. Best of My Love</td>
<td>Emotions</td>
<td>Columbia</td>
<td>8%</td>
<td>61%</td>
</tr>
<tr>
<td>13. Black Betty</td>
<td>RAM Jam</td>
<td>Epic</td>
<td>8%</td>
<td>54%</td>
</tr>
<tr>
<td>14. On And On</td>
<td>Stephen Bishop</td>
<td>ABC</td>
<td>8%</td>
<td>38%</td>
</tr>
<tr>
<td>15. Star Wars</td>
<td>London Symphony Orchestra</td>
<td>20th Century</td>
<td>8%</td>
<td>56%</td>
</tr>
<tr>
<td>16. Barracuda</td>
<td>Heart</td>
<td>Portrait</td>
<td>7%</td>
<td>75%</td>
</tr>
<tr>
<td>17. Little Darlin</td>
<td>The Doobie Brothers</td>
<td>WB</td>
<td>7%</td>
<td>12%</td>
</tr>
<tr>
<td>18. Swayin To the Music</td>
<td>Johnny Rivers</td>
<td>BIG TREES</td>
<td>6%</td>
<td>45%</td>
</tr>
<tr>
<td>19. Strawberry Letter 23</td>
<td>Brothers Johnson</td>
<td>A&amp;M</td>
<td>6%</td>
<td>20%</td>
</tr>
<tr>
<td>20. Edge of the Universe</td>
<td>Bee Gees</td>
<td>RSO</td>
<td>6%</td>
<td>14%</td>
</tr>
</tbody>
</table>

#### Radio Active Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Handy Man</td>
<td>James Taylor</td>
<td>Columbia</td>
<td>102%</td>
<td>26%</td>
</tr>
<tr>
<td>2. Higher and Higher</td>
<td>Rita Coolidge</td>
<td>A&amp;M</td>
<td>95%</td>
<td>17%</td>
</tr>
<tr>
<td>3. Don't Stop</td>
<td>Fleetwood Mac</td>
<td>WB</td>
<td>12%</td>
<td>16%</td>
</tr>
<tr>
<td>4. How Much Love</td>
<td>Leo Sayer</td>
<td>WB</td>
<td>29%</td>
<td>15%</td>
</tr>
<tr>
<td>5. Best of My Love</td>
<td>Emotions</td>
<td>Columbia</td>
<td>23%</td>
<td>10%</td>
</tr>
<tr>
<td>6. Christine Sixteen</td>
<td>Kiss</td>
<td>Casablanca</td>
<td>18%</td>
<td>73%</td>
</tr>
</tbody>
</table>

#### Secondary Radio Active

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Don't Worry Baby</td>
<td>B.J. Thomas</td>
<td>MCA</td>
<td>15%</td>
<td>10%</td>
</tr>
<tr>
<td>2. Stayin' With The Sunshine</td>
<td>THE SUNSHINE BAND</td>
<td>CAPITOL</td>
<td>31%</td>
<td>30%</td>
</tr>
<tr>
<td>3. Strawberry Letter 23</td>
<td>Brothers Johnson</td>
<td>A&amp;M</td>
<td>30%</td>
<td>23%</td>
</tr>
<tr>
<td>4. Cold As Ice</td>
<td>FOREIGNER</td>
<td>ATLANTIC</td>
<td>28%</td>
<td>15%</td>
</tr>
<tr>
<td>5. Nobody Does It Better</td>
<td>CAROLE KING</td>
<td>K-Tel</td>
<td>35%</td>
<td>10%</td>
</tr>
<tr>
<td>6. Keep It Coming</td>
<td>KC &amp; THE SUNSHINE BAND</td>
<td>TK</td>
<td>35%</td>
<td>10%</td>
</tr>
<tr>
<td>7. Little Darling</td>
<td>DOOBIE BROTHERS</td>
<td>WB</td>
<td>35%</td>
<td>9%</td>
</tr>
<tr>
<td>8. Rock and Roll Never Forgets</td>
<td>BOB SEGER</td>
<td>CAPITOL</td>
<td>35%</td>
<td>9%</td>
</tr>
<tr>
<td>9. Hard Rock Cafe</td>
<td>CAROLE KING</td>
<td>CAPITOL</td>
<td>35%</td>
<td>9%</td>
</tr>
<tr>
<td>10. That's Rock and Roll</td>
<td>SHAUN CASSIDY</td>
<td>WB</td>
<td>35%</td>
<td>9%</td>
</tr>
<tr>
<td>11. It's a Crazy World</td>
<td>MAC McANALLY</td>
<td>ARIOLA AMERICA</td>
<td>35%</td>
<td>9%</td>
</tr>
</tbody>
</table>

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

- **Classic Rock**
- **Pop**
- **Oldies**
- **Country**
- **Easy Listening**
- **Oldies**
- **Soft Rock**
- **Rock**

---

Cash Box July 30, 1977

www.americanradiohistory.com

#2 BARBRA STREISAND — This week added at KBEQ. Jumps at KSL 33-25, WYKX 2316, WMPS 27-16, WNOE 17-14, KFL 17-14, WBQX 23-18, KXQR 14-10. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.


#7 ELVIS PRESLEY — This week added at WIGG, WYKX, KATC, WBBF, WBBF, KLC 100. Jumps at WYKX 9-17, WRQ-16, WQ-22, WRK-15, WRQ-15. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#8 ELVIS PRESLEY — This week added at WIGG, WYKX, KATC, WBBF, WBBF, KLC 100. Jumps at WYKX 9-17, WRQ-16, WQ-22, WRK-15, WRQ-15. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#9 HEART — This week added at WABC, WDRQ, WFL, KWXX, WAVZ, KHJ, KIMN. Jumps at WPQG ex-29, Q-102-19, WRQ-14-10, KFL 17-14, WRQ-15, Top 5 sales at WABC, WRQ-15, WQ-22. Top 3 at 100-3. WAYS, WQAQ, WPQG, WDRQ-1, KLQ-1. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#10 COMMERDODSES — This week added at KBBI, WACQ, KATC, WBBF, KLC 100. Jumps at WYKX 9-17, WRQ-16, WQ-22, WRK-15, WRQ-15. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#11 DEAN FREDMAN — This week added at WKK, KNSU, KNTD, KMN. Jumps at WQG-24, WRQ-15, WQ-22. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.


#13 CROSBY, STILLS & NASH — This week added at WFL, WERC, WQCM, WAYS, WQ-22. WQCM 10-10, WAVG 9-13, KJRB-3, KLSQ 9-10. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#14 RECORD/RECORDS — This week added at WAKQ, WQCM, KJRB-3. Jumps at KFL 26-17, 28-19, WRQ-29 23-14, WBBF 18-19, Bee Gee/Alanis/Buffalo, Santee/Englishtown, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#15 RAM — This week added at KFLF, KWWQ, WQCM, WAYS, Z-96, WQCM 10-10, WAVG 9-13, KJRB-3, KLSQ 9-10. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#16 SUPERTRAMP — This week added at WLFY, WQCM, WAYS, WQCM, KJRB-3, KLSQ 9-10. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#17 LE SAYER — This week added at KLPL, KWWQ, WQCM, WAYS, Z-96, WQCM 10-10, WAVG 9-13, KJRB-3, KLSQ 9-10. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.


#19 SHAWN CASSIDY — This week added at WLT, WQCM, WAYS, WQCM, WAYS, KJRB-3, KLSQ 9-10. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.

#20 CARLY SIMON — This week added at WFMQ, WBBQ, WING, WBBQ, wuCL WLAC Q4, 92. Last week at WNOE, WACK, WLY, WQCM, Jumps at WAXM ex-29, WRK-15, WRK-15, WRQ-15. Top 5 sales at Bee Gee/Alanis/Buffalo, Central/Hartford, New England Music City/Boston, Stark, Northern/Cleveland, City One Stop, Worcehere, Music Plus, Licorice Pizza/L.A., Music Street/Seattle, All Records/Oakland, Bromo/Oakland.
### REGIONAL ALBUM ACTION

#### Northeaest
- **1. ELVIS PRESLEY**
  - New York, New York
- **2. UFO**
- **3. LITTLE RIVER BAND**
- **4. SLAVE**
- **5. AL JARREAU**
  - Breakout
- **6. GELS**
- **7. SALSOUL ORCHESTRA**
- **8. THUNDER CITIES**
- **9. IDIRIS MUHAMMAD**

#### Southeast
- **1. MOTHER'S FINEST**
- **2. SANFORD-TOWNSEND**
- **3. DIXIE DRESDS**
- **4. MAC MCAULAY**
- **5. SLAVE**
- **6. ELVIS PRESLEY**
- **7. WILLIE NELSON (COL.)**
- **8. RAINBOW**
- **9. CRUSADERS**
- **10. LeBLANC & CARR**

#### Denver/Phoenix
- **1. STUFF**
- **2. STRAWBS**
- **3. ANDY GIBB**
- **4. FIREBALL**
- **5. ROGER DALTRY**
- **6. RAINBOW**
- **7. CERONE**
- **8. JESSE WINCHESTER**

#### Baltimore/Washington
- **1. ROY ARY**
- **2. HEATWAVE**
- **3. CRUSADERS**
- **4. PHILA. INTL. ALL STARS**
- **5. UFO**
- **6. SLAVE**
- **7. GREATEST**
- **8. BOHANNON**
- **9. SHOTGUN**
- **10. REGGAE PLAYERS**
- **11. C. J. & CO.**
- **12. MOTHER'S FINEST**

#### NATIONAL BREAKOUTS

- **1. NEIL YOUNG**
- **2. ANDY GIBB**
- **3. PABLO CRUISE**
- **4. FLOREATS**
- **5. STEVE WINWOOD**
- **6. SHAUN CASSIDY**
- **7. ALAN PARSONS**
- **8. YES**
- **9. BAY CITY ROLLERS**
- **10. AWB & BEN E. KING**
- **11. WAR**
- **12. STYX**

#### MidWest
- **1. RAINBOW**
- **2. MANCHESTER**
- **3. BAY CITY ROLLERS**
- **4. LITTLE RIVER BAND**
- **5. REO**
- **6. THE JUNIORS**
- **7. DERRINGER**
- **8. JUDY MCFREE**
- **9. ELVIS PRESLEY**
- **10. ROY ALYER**
- **11. ARMS**
- **12. CRUSADERS**
- **13. LAKE**
- **14. BAKER & LIEBERTMAN**

#### North Central
- **1. HEART (MUSHROOM)**
- **2. ABBA**
- **3. OLIVIA NEWTON JOHN**
- **4. JOAN BAEZ**
- **5. KENNY ROGERS**
- **6. ELVIS PRESLEY**
- **7. RAY ALLEN**
- **8. BILLIE JOE GLASSER**
- **9. CRYSTAL GAYLE**
- **10. ANDY GIBB**
- **11. DAN JAY**
- **12. LITTLE RIVER BAND**

#### South Central
- **1. JOHNNY WINTER**
- **2. OLIVIA NEWTON JOHN**
- **3. JOAN BAEZ**
- **4. JESSE WINCHESTER**
- **5. WILLIE NELSON (COL.)**
- **6. RAY ALLEN**
- **7. BILLIE JOE GLASSER**
- **8. JESSE WINCHESTER**
- **9. RUTHLESS PROPHETS**
- **10. PAT TRAVERS**

### ALBUM CHART ANALYSIS

#### #23 BARBRA STREISAND
- Title: "The Way We Were"
- Chart position: #23
- Sales: 7,600

#### #48 Rotiers
- Title: "The Way We Were"
- Chart position: #48
- Sales: 7,600

#### #100 JAMES TAYLOR
- Title: "The Way We Were"
- Chart position: #100
- Sales: 7,600

### #12 STAR WARS
- Title: "The Way We Were"
- Chart position: #12
- Sales: 7,600

### #57 YES
- Title: "The Way We Were"
- Chart position: #57
- Sales: 7,600

The chart data includes sales figures for various albums across different regions, reflecting the popularity of the album "The Way We Were" across various charts.
CMA Meet, Fair Attracts 13,000

LOS ANGELES — The Country Music Association (CMA) held its third quarterly board meeting in Seattle July 13 and 14 to discuss the CMA Country Music Show and to plan the country music show scheduled for Musexpo ’77 in Miami Beach.

According to Bud Williams, CMA director, more than 13,000 registrants attended the Sixth Annual Country Music Fair which took place concurrently.

Frances Preston, long-range committee chairman, brought the group up to date on the planning for the LA Country Music Show at IMIC in Amsterdam May 17. The show was televised by TROS-TV in Holland, with featured performers including Ronnie Milsap, Tammy Wynette and Charlie Rich. The CMA will produce another country music show at Musexpo ’77 scheduled for October 28 through November 1 in Miami Beach.

This year’s CMA Award Show will take place at the Grand Ole Opry House and will be hosted by Johnny Cash.

Capitol Magazines Increases Lacquer Disc Prices 62 1/2% by Lola Scobery

NASHVILLE — When there are only two major manufacturers of a product, and one suddenly raises prices 62 1/2%, major outrage, shake-ups and shifts in the market are inevitable. This is now happening in the U.S. lacquer market.

On June 1, Capitol Magnetic Products, division of Capitol Industries, which means Capitol Lacquer Audio Discs, announced a whopping 62 1/2% price increase effective July 1. The other major competitor, Transco Products Corp., has not announced any price increases.

Reaction from mastering plants here was swift and vigorous with Glenn Snoddy, president of Woodland Studios, firing off a letter to the president of Capitol Magazines stating that the increase is “completely out of reason” and “a misunderstanding of the economics of this side of our business.”

The importer of a third lacquer, which disc made in France says, however, of the outraged Nashville plants, that it would be “prudent for them to keep very quiet or they may find nobody will sell to them at all.”

Steve Temmer, head of Gotham Audio, which imports the Pyral product, adds that the protests “come under the heading of being a cry baby. I don’t see what a $3 price increase has to do with a $40,000 record release.”

Dedicate Situation

Temmer’s remarks point up the delicacy of the lacquer market. It is one in which quality control standards are extremely high, profit margins low, and the possibility of being outrun for any more clients,” says Temmer of Pyral, which invented the lacquer disc in 1934. “We have only a minor share of the market, only the cream of the crop who want the fussiest applications. Pyral has us on a rationing system. They don’t want more clients, and there has even been some talk of cutting off our supply altogether. Lacquers only account for about two percent of their business, and in dollars and cents it simply doesn’t mean... (continued on page 58)

Roy Acuff Collection Given to Country Music Library by Lola Scobery

NASHVILLE — More than 20 years ago a college student in San Diego who schooled himself has resulted in the largest and most complete collection of material in existence on country music performer being donated to the Country Music Foundation Library here.

Elizabeth Roe Schlappi donated her massive collection of Roy Acuff materials, valued by library director Danny Hatcher at around $10,000, to the library in a ceremony held July 21.

Acuff was so enthused by Ms. Schlappi’s donation that he has added holdings from his personal collection to her gifts has donated nearly 149 reels of syndicated television shows and films in which he appeared.

Included in the gigantic collection, which will be housed in the Roy Acuff Room of the library, are more than five hundred discs 45s, 78s, and LPs representing commercial U.S. releases by Acuff and the Smokey Mountain Boys and more than 50 discs of foreign releases.

Also included are 130 commercial discs of Roy Acuff imitators, records made by the Smokey Mountain Boys on their own, other singers backed by band members, tributes to Acuff, and records by Roy Acuff, Jr. Artists include Pete “Bashful Brother Oswald” Kirby, Jimmie Riddle, Charlie Collins, Howdy Forrester, and many others.

The collection also contains more than 130 non-commercial releases such as radio transcriptions, wartime V-discs, test pressings, and a rare set of Royal Crown Cola transcriptions.

"A large portion of the collection is dedicated to Acuff’s film career, including seven of the eight motion pictures in which he starred, and mountains of related memorabilia, such as posters, lobby cards, and stills from films.

According to Hatcher, "Much of the research value of the collection lies in the printed materials relating to Acuff’s career. This is the type of material which survives only through the dedicated efforts of collectors such as Elizabeth Schlappi." Printed materials include 18 boxes of clippings, magazine, books, and souvenirs.

The remainder of the collection ranges from tape recordings of records, live performances, and interviews, to such souvenirs items as plates, glasses, and other items bearing Acuff’s likeness.

It is known that individual fans have made substantial contributions to artists such as Gene Autry and Roy Whitley, but Schlappi’s collection is not only one of the largest. “Some fans even keep logs of a performer’s shows,” noted Douglas Green of the library. “Some, if their radio broke down, would walk two miles to write down the list of songs their favorite artist sang on the radio that day.”

Ms. Schlappi, who refers to Acuff as a “towering figure in country music,” is author of her forthcoming book, Roy Acuff: The Smokey Mountain Boy.
49. I Don't Love You Anymore
48. I Love You So
47. I Love You
46. I Love You, Honey
45. I Love You, Honey
44. I Love You
43. I Love You
42. I Love You
41. I Love You
40. I Love You
39. I Love You
38. I Love You
37. I Love You
36. I Love You
35. I Love You
34. I Love You
33. I Love You
32. I Love You
31. I Love You
30. I Love You
29. I Love You
28. I Love You
27. I Love You
26. I Love You
25. I Love You
24. I Love You
23. I Love You
22. I Love You
21. I Love You
20. I Love You
19. I Love You
18. I Love You
17. I Love You
16. I Love You
15. I Love You
14. I Love You
13. I Love You
12. I Love You
11. I Love You
10. I Love You
9. I Love You
8. I Love You
7. I Love You
6. I Love You
5. I Love You
4. I Love You
3. I Love You
2. I Love You
1. I Love You
Another "smash" from "Crash"

"A Tear Fell" ★ 9 BB 10 RW 10 CB
The hit single from Billy "Crash" Craddock
"Live" DO 2062

Exclusive representation:
Dale Morris
Creative Productions
Box 1585 816 19th Avenue South
Nashville, Tenn. 37027

On ABC/Dot Records and GRT Tapes
ROY CLARK (ABC-Dot DO-17712) We Can’t Build A Fire In The Rain (3:12) (Chess Music — ASCAP) (Bud Reneau) Spotlighting his style which made “Yesterday When I Was Young” a hit. Roy Clark carries this melody in an unaltered form. Beautiful vocals and production. 

Rex Allen Jr. (Warner Bros. WBS 8418) Don’t Say Goodbye (2:48) (Boxer Music Co. — BMI) (Rex Allen Jr.) The distinct vocal style Rex has is more obvious than ever on this cut. Good funky guitar work throughout and a captivating instrumental ending.


Susan Raye (United Artists UA-XW 1026) It Didn’t Have To Be A Diamond (2:56) (Brougham Hall Music Co. — BMI) (G. Richey/R. Bowling/Rob. John Jones) Without a doubt the best cut from her latest LP. Good production blend by George Richey.

Jim Nabors (Rainwood R-1081) Always Leave ‘Em Laughin’ (4:05) (North 40+ Music — BMI) (Gloria Sklerov/Pamela Phillips) As indicative of Jim Nabors, his vocal leans toward adult contemporary, but this tune could ring phones at country radio. Must be tested.

Additional Releases

Geoff Morgan (MCA MCA — 40763) Free As A Bird (2-13) (P.I. Gem Music — BMI) (Geoffrey Morgan) 


Lori Parker (Con Bro CBK 122) I Like Everything About You (2:44) (Wilijex Pub. Co. — ASCAP) (Cile Davis/Billy Deaton) 

Van Tervor (Country International 124) I’ll Be Home (2:07) (Shane Wilder Music — BMI) (Billy Don Blums) 

Jim West (Home Comfort HC 11011) Gypsy Sally (3:07) (ATV Music Corp. — BMI) (Jim West) 

Hank Locklin (Plantation PLP-160) There Never Was A Time (2:12) (Shelby Singleton Music — BMI) (Margaret Smith) 

Eddie Howard (Peggedree Pys.-45102) Get My Feet Back On The Ground (2-22) (Goldenlighter Music — BMI) Dean Whitney

Jamboree In Hills’ Draws Artists, 26,000 Fans To Country Festival

Los Angeles — “Jamboree In The Hills” drew top country artists and an estimated 26,000 people to the Wheeling, West Virginia area July 16 and 17 for a country music festival which lasted 19 hours. The pay television division of Columbia Pictures Industries, Inc. videotaped the entire festival and is planning a two-hour special as part of its recently announced schedule of original programming for pay television.

The jamboree took place in the 150-acre Brush Run Park in St. Clairsville, Ohio, 15 miles west of Wheeling. Entertainers included Johnny Cash, June Carter, The Carter Family, Donna Fargo, Tammy Wynette, Charlie Rich, Merle Haggard, Freddy Fender and Tom T. Hall, among others. All of the entertainers reportedly expressed an interest in returning next year.

A 1978 “Jamboree In The Hills” is said to be under consideration, according to F. Glenn Reeves, executive producer of the show.

Snow In July: New RCA Promo

Nashville — Capitalizing on the nation’s soaring temperatures, RCA Records has initiated a “Snow In July” promotion around Hank Snow’s new album, which is exactly that. Participating country radio stations nationwide will conduct contests where contestants guess how long it takes a mound of snow or ice to melt at the local site of the contest. Winners who predict closest to the time it takes the ice to melt will receive name-brand ice coolers.

A Tall Singing — Dorsey Burnette, best known for his hit of several years back “Tall Oak Tree,” has signed a recording contract with Callope Records. Pictured at the signing and A & R executive Weschler, vice-president-marketing director, Rick Donovan, vice-president, Heyward Collins, president, and Julio Aielo, promotion director, and Burnette (seated), whose current single is titled “Things I Treasure.”
**CAPITOL MAGNETICS INCREASES LACQUER DISC PRICES 62 1/2%**

(continued from page 31)

much. I think the aluminum manufacturer has been selling us way too fussy. This may also be Capitol's motivation in raising prices.

"Those folks in Nashville had better keep quiet or risk being left totally in the lurch," he asserted.

**Increases To Continue**

Although neither Capitol nor Transco has expressed any intention whatsoever to abandon the lacquer business, both have indicated that prices will continue to rise.

Chet Conk, president of Transco, stated that, due to increases in the price of aluminum, which represents about 35% of Transco's cost, there will be a 12% increase in the price of lacquer discs. (Aluminum is the base material of a lacquer disc and comprises about 50% of the cost of the disc.)

"We will try to hold on as long as possible, but we must give our customers the benefit of stock on hand," Conk told Cash Box.

Transco is currently selling 14" discs (album size) for $7.32 and 10" discs (single size) for $4.20. Capitol, which previously charged the same, has raised the 14" discs to $11.69 and the 10" discs to $6.69. (Pyral discs, available only in 14", have been raised from $9.13 to $10.70, but Transco said this was done strictly because the Capitol increase allowed them to go to a more profitable price, not due to any increase in the cost of supplies.)

With Transco making no increase now, and projecting only a 15% increase in the future, the question is highlighted as to why Capitol went up 12%—45% over what Transco predicts.

Basically, it appears that Capitol Magnetics, which is in a different bind due to long-range research which did not pay off, and now, needing additional revenue, has raised an additional profit margin in its operations in order to raise needed capital.

**Reasons For Increases**

Several years ago Capitol Magnetics built a new $1 million plant in Winchester, Va., which went on line in 1974. The purpose for building this plant, according to plant manager Mays, was to "replace an antiquated plant in Connecticut," and also to "utilize a different type of substrate"—a cheaper, grade of aluminum to form the base of the disc. (A lacquer — or acetate disc — consists of a highly polished aluminum plate on which lacquer is spread. The lacquering plant purchases the aluminum disc and applies the lacquer at the plant. At this time, only the supply of aluminum discs is Alaco Aluminum, and costs of discs have been steadily increasing due to the fact that aluminum is a "high energy" product, requiring large amounts of electricity, hence oil, to manufacture. Tenner of Gotham Audio also suggests that aluminum prices have consistently risen without any underling decrease in raw materials simply because Alaco doesn't really want to make the sedulously manufactured discs — they can sell aluminum more easily and in greater bulk to other customers. At any rate, the development of a cheaper grade of aluminum disc — or of a substitute for the aluminum disc — would be a major boon to the lacquer industry.)

Unfortunately, the use of the new substrate "never came to pass" at Capitol's Virginia plant, Mays said, and only a few units were produced. By this time, which would have been around early 1977, the company had invested three years in trying to develop the substrate, Mays added. Despite earlier failures, the company has ongoing research, Mays states, in developing more inexpensive substrates (utilizing recovered solvents), and is also "going to spend a lot of time on trying to machine the aluminum discs" (i.e., moving the raw aluminum discs in the plant in order to decrease the rejection rate of defective discs).

**Technology**

Commenting on the severe need for improved lacquer technology, Mays said the lacquer business is currently a "low or non-
Profitable Business and the Company has been "working on a margin." The business of selling lacquers has been on a plateau for years, Mays claimed. "There is our only no room for expansion."

Thus, in June the lacquer industry found Capitol Magnetics announcing an increase in prices as of July 1.

"We invested two years ago in a new $1 million lacquer disc facility in Virginia," firmal-to-noise ratio, and decrease problems in the surface condition of the lacquers. (Lacquers are prone to collect surface debris in manufacturing.)

These explanations have failed to assuage outraged owners and operators of mastering facilities. "I'm not in the business of testing lacquer industries to do research," said Mac Evans, president of Masterfoniche Inc. "Transco is a nice little company and we are a nice little company, and they treat us very well," Evans said, noting that he deals primarily with Transco and will continue to do.

Business Windfall

Comments from other mastering plants indicate that the price increase may mean a business windfall for Transco. (Preston estimated that at the time of the price increase Capitol supplied about 50% of the U.S. market for recording lacquers.)

"It will be a natural consequence for us to shift to Transco," said Snoddy of Woodland. "We do not necessarily want to deal only with Transco; we like to deal with more than one supplier, but we are not supposed to underwrite their research and development."

George Ingram of Nashville Record Products Inc. also noted a willingness to deal with only one supplier. "We've told Capitol we don't like the price increases, but there are only two suppliers, and what if Transco burns down?"

Norbert Wood, engineering supervisor of recording operations for Columbia here, states that the Nashville operation already uses Transco products exclusively, but that the New York division has used Capitol products. "Any negotiations on price increases will have to be done by New York," he said.

Sticking With Transco

Dave Ellsworth, studio manager of KM Records in Los Angeles, which does mastering primarily for Disney and Polydor, said they will stick entirely with Transco. "We solved some problems they have had with Capitol's products in the past. Highlighting Capitol's research dilemma, Ellsworth said, "Everybody out here laughed quite a bit at the price increase. It goes back to the quality problems. When you talk to Audio dealers, they say they have a good product, but when you get their discs in the studio, they wear out the tools faster. To raise their prices is just adding insult to injury."

"This is not to say they can't make a fine disc," Ellsworth stressed. "We have used hand-picked Audio Discs in direct-to-disc sessions, and they can make a fine disc when they set their mind to it."

Further irritating the resentment against Capitol is the fact that Capitol has a less lenient policy than Transco concerning return of defective discs. "Capitol takes an implementative posture," Snoddy said. "You experience difficulty with all discs and always have to reject a certain percentage," he explained. "When we feel uncot Discs are not up to quality, with Capitol it is discretionary at their end as to whether they will take them back. With Transco, it is discretionary at our end."

Only Place

All parties concerned agree that the constant increase in aluminum prices is a legitimate reason for increase in lacquer prices — but only to reasonable levels. According to Ingram at NRP, "Alcoa aluminum in this area is the only place you can buy aluminum centers suitable for mastering blanks." Due to this monopoly, he added, "the master disc industry pays more per pound of aluminum than any other industry."

The outcry from mastering plants has only arisen of late due to the fact that many plants had stockpiled lacquer materials bought at the old prices, which they have just now begun to exhaust. The mastering plants are now becoming concerned that, in turn, will now have to raise their prices to record companies. (Temmer at Gotham Audio describes Capitol's $4 disc increase as giving the "disc mastering outfit a glorious opportunity to raise prices $5-10."

Ingram states NRP has already gone up roughly 5% on prices across the board, and the master disc plant, Ingram said, the lacquer itself constitutes about 15% of their cost, with the remainder invested in labor and other machinery.

Getting Vicious

Evans at Masterfoniche Inc. said, "We will be raising our prices soon. Our 14" discs now priced at $60 a side will go to $70. They are already priced at $70-75 in New York and L.A. It's gotten rather vicious — the price increases," he noted.

"There's no way the industry can absorb this kind of price increase," Snoddy said of the Capitol raise. "We will be forced to go up some. Fifty-two percent of all singles are cut here, and we feel we have been a leader in bringing people to Nashville and holding prices down."

"The cost of a lacquer is probably in significant to a million-dollar recording," he commented, "but it's going to be hard on the independents who have to watch every penny."

New Label Formed

NEW YORK — Big Sound, a new label with offices at 175 Thompson St. Suite here, is said to be the first of its kind. "Big Sound," a collection of Phil Spector tunes performed by artists on the label's roster. Big Sound is managed by Jon Twen. Thomas Cavalier and Doug Snyder. Included on the label's roster are The Scratch Band and The Nielsen Anderland Band.

QCA Opens New 24-Track Studio

CINCINNATI — QCA Records recently hosted more than 100 record distributors, members of the news media to celebrate the opening of the label's second 24-track studio and to introduce its new Red Mark pop music label.

Entertainment for the reception was provided by Jim Nabbie and The Ink Spots and Joe Wieland's Amazing Grace Band. Serving as chief engineer for the two studios is Chuck Seitz, who previously was senior engineer at the RCA studios in Nashville. Before joining RCA 14 years ago, Seitz was associated with King Records. Assisting Seitz will be Ric Protos, Son Scheppele, Mike Fuller, Steve Vining and Dave Ashbrook.

QCA, which has been in the gospel music business for 27 years, recently entered the country and pop music fields.

Cash Box | July 30, 1977

37
Talent on Stage

Daryl Hall & John Oates/Andrew Gold

universal amphitheatre, universal city, ca. - a nearly ninety-minute set by daryl hall & john oates at this outdoor venue shows a band thoroughly entertained by a stylish performance that was a graceful marriage of rock & soul musical influence.

Daryl Hall's voice stole the show with ease as he used his limber body to wring the maximum fullness from each note, energizing his songs with the kind of emotional and kinetic intensity one associates with such body language practitioners as James Brown & Elvis Presley. His impressive vocal range and obvious comfort with a variety of moods and audio textures allow Hall the kind of flexibility that expands the breadth of material the band can cover without losing credibility.

Musical credibility was also aided considerably by the addition of background vocals, the saxophonist chuck comstock, and occasional solos all the while conducting the band with body movements that belied his status as the group's only nineteen-year-old member.

But it's Sharp's riffs that add electrical punch to the group's repertoire, complemented by Kenny Passarelli's bottom-octave bass, a test for any gap.

New Team At Cream - Cream Records has announced the formation of a new "marketing management" team for the label. The members of this unit will handle all promotion, advertising, sales and marketing for their regions. Allen Orange has been named southeast regional marketing manager, and has been associate director of east coast publicity. Prior to her career at Island, she was an account executive for Liberty Records. Rosenberg Johns Polyrad - Polyrad Incorporated announced the appointment of Ronnie Nina Rosenberg to east coast publicist. Ronnie comes to Polyrad from Island Records where she was associate director of east coast publicity. Prior to her career at Island, she was an account executive with Richard O'Brien Publicity, Inc.

Mandy Joinks Lookout - Lookout Management announced that Greg Mundy has joined the company as executive vice president. He held the position of manager of contemporary artists and repertoire for over four years.

Mundy Joinks Lookout - Lookout Management announced that Greg Mundy has joined the company as executive vice president. He held the position of manager of contemporary artists and repertoire for over four years.

EXECUTIVES ON THE MOVE

Shuster

Sasano

Picardos

Amar

Sasano Promoted At Columbia - Columbia Records has announced the appointment of Ken Sasano as associate director of product management for Columbia Records, west coast. He joined CBS early last year as associate product manager, and later was named product manager for the west coast region of Epic Records. Picardos Appointed To Lifesong - Rick Picardos has been appointed east coast promotion coordinator for Lifesong Records. Before coming to Lifesong, he headed the radio station at Seton Hall University, WSOU, and worked in commercial radio at WABC.

Arning Joins Butterfly - Starr Arning has joined Butterfly Records as an independent agent in promotion and marketing for a special project. Arning was formally the disco charts editor for Billboard.

Blanki To Pickwick - Pickwick Records Division of Pickwick International has announced the appointment of Linda Blanski as manager of royalty administration. She has contract administration/negotiator for the K-Tel Music Division of K-Tel International.

Sandhaus Appointed At Columbia - Philip Sandhaus has been appointed manager of artist services for Columbia Records. He comes to Columbia with an extensive background in concert promotion, artist management and theatrical production activities.

Harrell Appointed At Epic - CBS Records has announced the appointment of Sam Harrell as Epic promotion manager for the Atlanta branch. He joined CBS Records in July 1969 and has been working in the Dallas branch as Epic promotion manager before joining the Atlanta branch.

Brown Joins RCA - RCA Records has named Lygia Brown to the post of west coast regional marketing manager. She will manage the band with the band's west coast promotion, artist management and theatrical production activities.

New Team At Cream - Cream Records has announced the formation of a new "marketing management" team for the label. The members of this unit will handle all promotion, advertising, sales and marketing for their regions. Allen Orange has been named southeast regional marketing manager, and has been associate director of east coast publicity. Prior to her career at Island, she was an account executive for Liberty Records. Rosenberg Johns Polyrad - Polyrad Incorporated announced the appointment of Ronnie Nina Rosenberg to east coast publicist. Ronnie comes to Polyrad from Island Records where she was associate director of east coast publicity. Prior to her career at Island, she was an account executive with Richard O'Brien Publicity, Inc.

Carr Promoted - Warner-Elektra-Atlantic's Atlanta regional branch manager announced the promotion of Barbara Carr to sales representative for the north Florida market. Carr had been with WEA's Miami sales office for three years, serving as sales order clerk and an inventory/display person.

Mandy Joinks Lookout - Lookout Management announced that Greg Mundy has joined the company as executive vice president. He held the position of manager of contemporary artists and repertoire for over four years.

Changes At Filmmax - Ray Thompson has been named manager of the remote recording bureau of Filmmax. Thompson joined the company in August, 1977, as assistant to Peter DeSantis, director of recording services. In addition to his new duties, he will continue as chief remote engineer. Thompson has been associated with the organization for 11 years, helping develop the bureau into a major force in the industry. Thompson will be succeeded by Jim Alleva in the operations of the division, with Paul Sandweiss, Dennis Mays and Mike Carver assisting in the remote operations. Holubuk has been named director of marketing for the newly-formed Filmmax Audio Group. Huntley will include responsibilities of coordinating and promoting studio, sales, promotion, publicity and public relations and communications for Filmmax/Heider Recording, Filmmax Radio Inc. and Filmmax Audio Services. Offices are in the newly complete Filmmax/Heider Recording and Filmmax Audio Services buildings.

Sire Taps Beal, Rogoff and Bonilla - Sire Records has announced three new appointments. Ira F. Beal has been named as vice president of business affairs. He was most re-
The Rhythm Section

JAZZ IT UP — With the acquisition of George Butler, PhD, from Blue Note Records, Columbia Records is preparing to do big things in the jazz and pop-jazz fields. At a luncheon held at the Bistro in Beverly Hills for Columbia recording artists Herb Eubanks and VGPQ, I had an opportunity to talk with Dr. Butler and J.J. Johnson of KDAY (KOLH) about the direction of, future and marketability of jazz. Butler is certain that there is a place for jazz and pop jazz in the music business and feels very strongly that there is no need to contem- pole all jazz product in order to make it more palatable to laymen's tastes. In responding to Johnson's query, "How can I play pure jazz on my R&B station without losing listeners?" Butler suggested that good music is good music and that no matter what the format or genre, people who are into good music will respond positively. Butler offered that there is a need for audience education as to the importance of and quality of jazz product. He insists that it will take a marketing campaign on all levels — manufacturing, broadcasting and retail — to bring a new and fresh jazz awareness to consumers. He does not feel that jazz self must be popularized but is certain that the approach to marketing must be popularized...

Don Byrd, jazz musician, who also holds a doctorate degree in jazz, has moved into the area widely by Butler at Blue Note Records. PEDDING FOR HEALTH — Radio station KDAY, which fills the airwaves in Los Angeles with soulful sounds, is sponsoring a "bike-a-thon" which will take place July 30 at 10 a.m. Celebrities and Angelinos will be peddling around South L.A. and West L.A. in an attempt to raise funds for the United Health Blood Pressure Foundation. Jim Dandy has of.

CLEANING UP — "Let's Clean Up The Ghetto" is the name of a single and album on Philadelphia International Records, performed by Lou Rawls. The O'Jays, Bootsy Collins, Dee Sharp Gamble, Teddy Pendergrass, Archie Bell, and Billy Paul. "Let's Clean Up The Ghetto" is also the title of a national campaign launched recently in Harlem's Mount Morris Park. Picture sponsors of the press conference are, from left, A. Watson, director of Book/July 30 at KDAY (KOLH) at 10 a.m. Celebrities and Angelinos will be peddling around South L.A. and West L.A. in an attempt to raise funds for the United Health Blood Pressure Foundation. Jim Dandy has of.

**The Rhythm Section**

**JAZZ IT UP** — With the acquisition of George Butler, PhD, from Blue Note Records, Columbia Records is preparing to do big things in the jazz and pop-jazz fields. At a luncheon held at the Bistro in Beverly Hills for Columbia recording artists Herb Eubanks and VGPQ, I had an opportunity to talk with Dr. Butler and J.J. Johnson of KDAY (KOLH) about the direction of, future and marketability of jazz. Butler is certain that there is a place for jazz and pop jazz in the music business and feels very strongly that there is no need to contemplate all jazz product in order to make it more palatable to laymen's tastes. In responding to Johnson's query, "How can I play pure jazz on my R&B station without losing listeners?" Butler suggested that good music is good music and that no matter what the format or genre, people who are into good music will respond positively. Butler offered that there is a need for audience education as to the importance of and quality of jazz product. He insists that it will take a marketing campaign on all levels — manufacturing, broadcasting and retail — to bring a new and fresh jazz awareness to consumers. He does not feel that jazz self must be popularized but is certain that the approach to marketing must be popularized...
Russ, Williamson Chosen As VPs At Rowe International

WHIPPANY, N.J. — Merrill Krausker, president of Rowe International, Inc., recently announced the appointment of Matt Russ as vice-president of sales and marketing. In this position, he will be responsible for all sales and marketing functions, including company-owned distributors.

Russ’ experience in the automatic merchandising industry spans more than 22 years, during which time he was regional vice-president and executive vice-president of The Macke Company and, more recently, president of the Automatic Service Company, A.V.A. He served as a director of the National Automatic Merchandising Association (NAMA) for six years.

In making the announcement, Krausker pointed out that Russ’ experience in operating and distribution solidifies Rowe’s ability to provide equipment that best meets the needs of the field and provide the necessary support services for customers. In accepting the appointment, Russ said, “From the beginning, I am finding at Rowe a spirit of dedication to developing and marketing the finest line of equipment for our industry. I am very pleased to become a part of the Rowe-Triangle organization and look forward to my continued close association with my many friends throughout the industry.”

The appointment of Harry Williamson as vice-president and general manager of distributor operations, the company-owned distributorship of Rowe International, Inc., was also announced by the company. In this capacity, Williamson heads one of the most important divisions of Rowe Distributor operations is responsible for the operation of all Rowe-owned distributorships throughout the U.S. and Canada and includes the Custom Music Division with its extensive network of background music distributors.

Commenting on the appointment, Williamson stated, “There is great challenge and opportunity within our distributor network to serve the industry’s needs in markets not served by Rowe independently. We are developing a lean, responsive sales and service organization that will be competitive in the marketplace of the future and emphasize Rowe products.”

New ‘Pinball By Stern’ Is Introduced

CHICAGO — The newest 4-player flipper in production at Stern Electronics, Inc., characterizes the tremendous impact of the pinball machine in its backglass graphics, which portray a giant pinball rolling through a crowded city street amidst pedestrians and traffic.

Appropriately enough, the model is called “Pinball By Stern,” and it offers abundant scoring possibilities to capture player interest. Spinning targets, double and triple bonus features and skill shots to light special are just a few of the outstanding features of the game, according to Stephen Kaufman, Stern’s marketing director. “We have combined colorful graphics and exciting playfield design to make ‘Pinball’ a sure winner,” he said.

Samples of the new piece have been shipped to Stern’s distributors and Kaufman indicated that specially designed promotional posters will be available to operators through their local distributors.

The JukeBox Programmer

The recent constructed Deutsche Wurlitzer GmbH plant site in Levern, Germany is the latest phase in a continuing program of expansion which has progressed periodically since the establishment of this operation as the first Wurlitzer European subsidiary. At present, the parent Wurlitzer Company is establishing worldwide headquarters for the manufacture of its coin-operated product line in DeKalb, Ill. Upon completion, the complex will consist of five buildings constructed on 70 acres of land in a location 65 miles southeast of the city of Hildesheim, Germany, known as Wurlitzer House, where most of the components and finishing machine equipment is produced, a large portion of the coin-operated products are assembled in the neighboring Lavern facility. The firm is currently marketing its 1977 phonograph line, consisting of the “Niagara,” “X-5,” “Baltic 3,” “Cabaret,” “Baltic 100,” “Tarock” and “Lyric.”
Attention All Juke Box Operators,

Mercury is Rising with two sizzlin' Hits

‘IT’S ALL IN THE GAME’
TOM T. HALL
MERCURY 55001

‘SILVER MEDALS AND SWEET MEMORIES’
‘THE STATLER BROTHERS’
MERCURY 55000

CHICAGO CHATTER

As evidence of the tremendous impact of the new "Evel Knievel" pingame, the electronic pinball production line at Williams is working overtime to meet current demand. In addition, the company is planning to produce a new "Night Driver" pinball machine, which is expected to be released in the near future. The new game will feature new gameplay mechanics and is designed to attract a wider audience.

Yula of North Shore Country Club. Latter will be slated for August 9 at the North Shore Country Club. The event is sponsored by the Midway Operators Guild, and will feature a variety of games and pinball machines.

CALIFORNIA CLIPPINGS

Designers at Eddy, Inc. have created an unusual table top that is nevertheless quite apropos for the recently introduced cocktail version of the company's new video game, "Score." Commenting on the heart-shaped design, marketing director Paul Jacobs said, "Tests cocktails look alike after a while, and we thought this might be something different to attract them." For more conservative locations, Score is also available in traditional stick design.

DATELINE SUNNYVALE, home of Meadows Gardens, where director of marketing Lila Zinken will be attending the Midway Operators Guild's annual convention, August 27-29. At the convention, a new 2-player video game called "Emachines," which is not only a game, but also a counter-top stand, will be released by Williams. Ms. Zinken will be demonstrating the game, which features a large, pinball-like display, and will be available for play by attendees.

DISTRIBUTORS TRADITIONALLY experience a full at this time of the year as ops as players take their vacations. Not so this summer, for the time being anyway, according to the busy folks at Circle International in Los Angeles. Chuck Rowe and Larry Jones report that both pins and videos are moving well, led by Williams' "Big Deal" and Atari's "Triple Hurl," "Sprint II" and "Night Driver" (sit down model).

In a move designed to expand the lines of communication between employees and management, the Great Western Pinball Industries of San Diego is now holding monthly management luncheons. The program started last June 2, and each month 10 employees are chosen at random to have lunch with either Frank Fogleman, Gene Tamburro or Gerry Hansen.

1977 State Association Calendar


Aug. 5-7: No. California Coin Operators Assn., annual mtg.; Raddison Hotel, Charlotte, N.C.


Florida Passes '15 Replay' Bill

WINTER HAVEN, Fla. — Bill HB975, which permits up to 15 replays on pinball machines and other coin-operated devices manufactured for "amusement purposes only," has become law in Florida after being passed in both houses of the state legislature.

As noted by Bob Rhinehart, executive director of the Florida Amusement Merchandising Association, the bill became law without the Governor's signature and was effective immediately after passage in the legislature.

The bill states, in part, that replay is permissible on "coin operated" devices designed and manufactured for bona fide amusement purposes if such devices cannot make any permanent record of free replays and if such devices are not classified by the United States as requiring a federal gaming tax stamp.

Midway Launches 'Guided Missile'

CHICAGO — "Guided Missile" is the latest video game to come off the launching pad at the Midway Manufacturing Co. factory. It can be played by one or two players, and, as the name implies, it is a challenging game of combat which features land, sea and air targets moving across the screen simultaneously.

The object of play is to launch the missile and guide it, by way of a "joy stick" control handle, to the selected target area.

EASTERN FLASHES

Deutsche Wurlitzer will hold its 18th International Wurlitzer Distributors Meeting in Malaga-Torremolinos (Spain), in connection with the first widely known Costa del Sol resort, October 3 and 4 at the Holiday Inn, where the full line of Wurlitzer phonographs and vending products will be unveiled. When we spoke with Al Kress of Coin Machine Dist. Inc. last week, he was enthused with the display — namely, "Dancing Racer" and "Pool Shark" by Atari. Home model pinball machines are quite a bit in the fore at Royal Dist. —Cinco, with emphasis on the Bally "Fireball." It's expected that Bally's "Evel Knievel" home machine will be equally well received. As for coin-op product, Royal's enjoying success with Midway's "Desert Gun," Cinematronics "Embargo" and the NSM Phonos, to name a few. Regarding the latter, the distrb is now carrying a complete parts supply. Thanks to consistent record operator traffic, there's been little evidence of a seasonal slowdown at See North Dist. -Albany. Bill Prutting said Seeburg music sales are holding up well and the new United "Cherokee" shuffle and Williams' "Big Deal" 4-player pin have proved very popular for J. Gottlieb & Co. As in the 4-player model, the new unit offers players the scoring potential of up to 199,000 points and the exciting board action of four flippers. Jungle Princess is convertible to add-a-ball and can be seen in the showrooms of J. Gottlieb & Co. distributors.

QUEEN BECOMES PRINCESS — "Jungle Princess," a 2-player version of the "Jungle Queen" pinball machine, has been released by J. Gottlieb & Co. As in the 4-player model, the new unit offers players the scoring potential of up to 199,000 points and the exciting board action of four flippers. Jungle Princess is convertible to add-a-ball and can be seen in the showrooms of J. Gottlieb & Co. distributors.

ATV Buys Companies

(open house, Tony Curbishley, finance director for the music publishing division, told Cash Box (July 9) that the open house capital a sign that we are here, we have been here and we intend to stay.

It is an international music publisher, ATV's faith in many country's ability to "translate" into the international market "Lucille," for example, or "Blanket On The hit, the targets have a scoring capability of from 30 to 150 points, depending upon the speed and size of the particular target.

The sounds of the aircraft, sea vessels and land vehicles, along with the existing music sounds, add to the realism of the game.

Features include: extended play, microphone boards, 23" solid-state monitor and multilingual programming. Various coin settings are available for operator option.

Guided Missile is ensconced in an attractively designed cabinet measuring 26 1/2" wide, 32" deep and 66" high.

Ground — there was a top five country record in the U.S. and England several years ago — is the reason behind the rhyme.

ATV's publishing operation started gaining weight in 1969 with the acquisition of the Northern Songs catalog which held many early Beatles copyrights (Cash Box, July 9). The later purchase of Lahore Wright L.T.D. gave ATV the foreign rights to such standards as "Proud." ATV's purchase of the Nashville catalogs reflects a steady growth in publishing.

The Illinois Coin Machine Operators Assn., recently concluded a very successful, and most productive, annual meeting at the Holiday Inn, St. Louis. Many new projects were initiated, a new slate of officers were elected and an executive secretary, Beryl Lloyd of Pittsfield, was retained as part of the association's plan to solidify and strengthen its organization. New officers are: Kem Thom (Chi.), president; Walt Lowry (Pittsfield), 1st vice; Orma Johnson Mohr (Rock island), secretary, and Chuck Sacco (Chi.), treasurer. Among the social highlights of the meeting was an elegant evening of entertainment, including a musical review by the Chicago Cabaret Chorus and dinner dance.

Cash Box /July 30, 1977

WANTED: Tennis Pro Cabinets and Rickochette Cab-5540. Fleetwood, WANTED Seeburg 353-5540.

CONVERSION CARTRIDGES
Ave., Mysticgate.


WANTED: BANNER COIN MACHINE CORP., extra. Arcade

MAKE OFFERY AMUSEMENT SERVICE COMPANY, P.O. Box 750, Southaven, Illinoibs, (312) 351-0414.

MECHANICAL SERVICE FOR S Satisfaction guaranteed. Quantity discounts.

CONVERSION CARTRIDGES
Ave., Mysticgate.

SPECIAL ARRANGEMENTS
Mt. Rose Ave., Far Rockaway, New York 11226; (718) 252-3492.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

SALE; We have diagnostic test circuits, a

DISTRICT DISTRIBUTORS, inc., P.O. Box 6007, Rockaway, N.J. 07866.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.

CONVERSION CARTRIDGES
Ave., Mysticgate.

CARNIVAL PINBALLS
West Vendo, 3176 W. 37th St., Chicago, Illinois 60624.
FM Analysis

(continued from page 25)

Fleetwood Mac
Cat Stevens
Forward to the Future
Little River Band
Rocks
Gregg Allman Band
Live in Houston
Yes
The Outlaws
John Baez
Kenny Loggins
Ted Nugent
Chips
Supertramp

Additions:
Carole King — Simple Things — Capitol
Dan Fogelberg — Little Darling (45) — WB
Carly Simon — Nobody Does It Better (45) — Elektra
Steve Winwood — Islands
War — Goin’ to U.A.
Ozma Sheffy — Come Hell Or High Water — RCA

WEDS — NASHVILLE — Jack Crawford
Most Active:
Crosby, Stills & Nash
Dan Fogelberg
Yes
Fleetwood Mac
Steve Miller Band
Harry Nilsson
Steve Winwood
Jesse Colin Young
Johnny Guitar Watson
Alan Parsons Band
Gregg Allman Band
Joan Baez
Cat Stevens
Additions:
Carole King — Simple Things — Capitol
Blake Lewis — Night Time Flight — Rocket
The Runabout — Max — Mercury
Average White Band And Ben E. King — Barry And Us — Atlantic

WEKQ — CINCINNATI — Denton Mast
Most Active:
James Taylor (Bailey, Traffic)
Crosby, Stills & Nash (Just, See The Changes)
Barry Trotter — (Parallels, Stories)
Emerson Lake & Palmer (Cl Euistle, Yet)
Yellow Brick Road (Guitars, Guitars)
Neil Young (Hurricane, Bar Of Bath)
Joni Mitchell (Child Of Mine Upon Our Tryst)
Steve Miller Band (Swingtown)
Kenny Loggins (Lady Luck, Enter My Dream)
Eagles (Life In The Fast Lane)
Weird Al Yankovic (Bedrock Band, Beatstreet)

WJBF — CHARLESTON — Jack Pelusi
Most Active:
Barry Trotter
Yes
Marcia Davis
Roger Daltrey
Neil Young
Gels
Little River Band
James Taylor
Jesse Winchester
Supertwamp
Ilusion
Clower
Dixie Dogs
Lake
Paranamaworth
Sly
Additions:
The Rumour — Max — Mercury
Leeland Sklar — Late Night Special Programs — Asylum
dr. Feelgood — UA (Ink)
Linda Leaks — Vector (Opp)
Carole King — Hard Rock Cafe (45) — Capitol
Carly Simon — No One Does It Better (45) — Elektra
WLRV-FM — GRAND RAPIDS — Doc Donovan
Most Active:
Heart (Barracuda, Kick It)
Dan Fogelberg (Neither Lands)
Pete Townshend
Ted Nugent (Cat Scratch)
Crosby, Stills & Nash
Little River Band (Sage)

The Innocent — Max — Mercury
White Album Band — And Ben E. King — Barry And Us — Atlantic

WJW-FM — CLEVELAND — Tom Stein
Most Active:
Barry Trotter
Yes
Marcia Davis
Roger Daltrey
Neil Young
Gels
Little River Band
James Taylor
Jesse Winchester
Supertwamp

The Nightingales — Max — Mercury

WFLZ — FORDHAM UNIVERSITY — Prof. David M. Gruber
WFLZ-FM — GRAND RAPIDS — Doc Donovan
Most Active:
Heart (Barracuda, Kick It)
Dan Fogelberg (Neither Lands)
Pete Townshend
Ted Nugent (Cat Scratch)
Crosby, Stills & Nash
Little River Band (Sage)

The Innocent — Max — Mercury
White Album Band — And Ben E. King — Barry And Us — Atlantic

Disc-O-Mat Boosts
(continued from page 7)
spread the word about the chain's low prices. "We plan to take advantage of some of the prior advertising that Jimmy's (Music World) has done," Beda commented. "We're presently making up some TV commercials and so on. As long as they (Jimmy's) have created the interest in the consumer, we've planned to pick up a little on it.

Low Prices

Jimmy's, which has opened 38 units in the New York metropolitan area during the past year and a half, has built its reputation on very low prices (including $0.99 on sales) for top 200 product. Recently, however, it has virtually stopped advertising $9.68 list albums for $2.99. Some sources claimed that this is because Jimmy's can no longer afford to pay for ads that the record companies won't run because of the low prices.

It would appear on the surface that Jimmy's current position has played a role in Disc-O-Mat's decision to increase its visibility. According to Beda, though, this was not the case. "We haven't been dealing with the companies prior to recently," he explained, "which is the reason why you haven't seen it (heavy advertising) before."

Visible Account

Why is CBS pumping so much co-op ad money into Disc-O-Mat? Jamieson explained that the company tries to spread its advertising dollars around to benefit all its accounts, provided that they've been able to support the amount of advertising they've been getting" with purchase. "Because of their profile and their volume," he added, "Disc-O-Mat has been a very good, viable account for us."

According to informed sources, Disc-O-Mat will tour for about $4 million worth of LPs at wholesale annually. "I'd say that's very realistic," Jamieson commented. "In fact, I would tend to say it's a little conservative."

An operation that can sell this much merchandise definitely has the potential to report record sales and earnings for its stores. E. O. Kohen, owner of T&R Records, a one-stop which supplies Disc-O-Mat, believed that Disc-O-Mat has potential. Jamieson's belief, noted, is "revamping their ad prices to $3.99, and I don't think they're going to compete with some of the other stores like Disc-O-Mat, which has a $3.69 price structure across the board. They're doing their thing, they're honest, they don't kill the record companies and they give the consumers what they're looking for."

Jamieson also believed that Disc-O-Mat was ripe for growth. "They're looking at other outlets. And I think they'll become a larger factor in the New York market."

Asked whether Disc-O-Mat plans to open more stores in addition to the one near Grand Central, Beda replied, "Well, we take them one at a time, and I don't know what the other stores like Jimmy's, and there will be another store..."

Mike Elliott Dies In Los Angeles

LOS ANGELES — Mike Elliott, Warner/Elektra/Atlantic director of branch administration, died July 21 in Los Angeles after a long illness.

Elliott started in the record industry in 1947 as director of sales promotion for Music Craft Records. Prior to his joining WEA in April 1971, he served as president of Liberty/UA distribution network and as vice president of corporate development at Liberty/UA.

He was also one of the earliest members of the National Academy of Recording Arts and Sciences. He received his B.A. degree from the University of Pennsylvania and attended New York University Law School.

He is survived by his wife, Shari Price, two children, Nancy, 13, his mother, one brother and two sisters.

Visibility In N.Y.

American Can Reports Second Qtr. Income

NEW YORK — American Can Co., which acquired Pickwick International June 7, 1980, reported net income for its second quarter, ended June 30. Net income was up 18.5% to $25.9 million on a sales increase of 16.4% to $1.25 billion. The results of Pickwick International were included in the report from the date of acquisition.

McHugh Music Award Presented To Pelusi

LOS ANGELES — The Annual Jimmy McHugh Music Composition Award of $600 recently was presented to Mario Pelusi, a June graduate of the University of Southern California with a master's degree in music. Pelusi was also presented the most outstanding graduate in music. 46

CAROLE BAYER SAGER SHOWCASE TOUR — Lyricist Carole Bayer Sager recently showcased her talents as a singer during an eight-city tour to promote her self-titled LP for Lyrical Arts/Astral Records. During the tour, which included performances in Denver, Boston, Philadelphia, Washington, D.C., Chicago, New York, Los Angeles and San Francisco, Carole was accompanied by Melissa Manchester, Marvin Hamlish and Peter Allen. Pictured in the top row of photos (l-r) are: John Reid, president/John Reid Enterprises; Paul Driessen, radio consultant/Paul Driessen Enterprises; Mitti Ailes and Sager; Dick Lempke, E/A regional promotion director/for east coast; Connie Pappas, executive vice president/John Reid Enterprises; Sager; Ralph Elber, E/A general manager/east coast; Mario Pelusi, marketing manager/midwest; John Reid, president/John Reid Enterprises. In the bottom row (l-r) are: Carole Bayer Sager, Melissa Manchester, Marvin Hamlish, Peter Allen and Linda Carlton. Pictured in the bottom row (l-r) are: John Reid, president/John Reid Enterprises; Paul Driessen, radio consultant/Paul Driessen Enterprises; Mitti Ailes and Sager; Dick Lempke, E/A regional promotion director/for east coast; Connie Pappas, executive vice president/John Reid Enterprises; Sager; Ralph Elber, E/A general manager/east coast; Mario Pelusi, marketing manager/midwest; John Reid, president/John Reid Enterprises.
Here To Help' Says WEAP Exec.

(PC POP LANT HIGHLIGHTS)
(continued from page 39)

Cash Box/July 30, 1977

---

WEAP Informational Highlights (continued from page 39)

WEAP, the record label that released the album, shared its thoughts on why the album was successful. According to the label, the album's success was largely due to the high demand for the featured artists' music, particularly by fans of the band's previous works. The label also highlighted the album's impact on the music industry, noting that it had set a new standard for the genre.

WEAP release highlights shared by the label included the following:

- The album's success was driven by the demand for the artists' music, particularly the band's previous works.
- The album's impact on the music industry was significant, setting a new standard for the genre.
- The label's strategy was to focus on promoting the album's availability in retail outlets, which contributed to its success.

---

Radio Powerhouses

When asked if radio station spots helped product sales, the more vocal of the retailers said that stations KGJ, KDAY and KUTE were the local powerhouses while others contended that WCJ, WERB and WERU were important in increasing album sales.

Other topics mentioned were the positive aspects of the retail discount and WEA's credit policies, which WEA reps said would have to be discussed on an individual basis because they had too many guidelines to follow.

In summarizing his earlier statement in regards to WEA's commitment to the retail industry, Fields said that WEA is offering seminars in accounting, store management and any other areas of major concern to the retailer and would fly professional of the retailers choosing into Los Angeles for that purpose.

PVC Prices Jump, Pressers Concerned

(continued from page 7)

that it would be tougher on the custom pressers than in-house operations such as his own.

John Herrmann, director of sales and marketing for Borden Chemical, said that this was their first price increase in two years. "It didn't begin to make up the difference," Herrmann added.

Herrmann added that although price increases in 1977 were "unlikely."

"We record pressing being so com- petitive, we don't feel we can just keep raising pressing prices to meet it, especially when you're doing a lot of support," Herrmann said.

Takeda, vice president of Custom Records, agreed. Other companies involved in pressing records reiterated the dilemma. John

release; provides them with display materials and merchandising aids, and makes aware of local appearances by artists, providing them with tickets whenever possible.

"At some point, we can get you some product, we will," Fields said. "Most impor- tantly you will certainly have new release in- formation before release date if not the music."

Price Increases

Joel Friedman started a small furor by asking "Do you feel about our raising our prices?"

Alluding to the increased prices of black products, Friedman continued, "We, since we have such a mar- joe nalez

PHONOGRAPH/MERCURY SIGNS DON HARRISON — Recording artist Don Harrison recently signed with Phonograph/Mercury Records and is expected to record three albums for the label this summer. Picture standing (l-r) are: Ken Scott, producer; Irwin Steinberg, president of the phonograph group; Cliff Burnstein, A&R music consultant for the phonograph group; Jackie Krost, Harrison's manager, and Gerry Haff, west coast A&R direc-
tor. Shown seated (l-r) are Eileen Bradley, west coast publicity manager, and Harrison.

The Rhythm Section

(continued from page 39)

ferred its restaurant locations in the target area as check points for three separate routes which the peddlers was using. The restaurant chair has also donated $500 towards the fund.

Each restaurant spoils over the week which was not average 5 miles, for sponsors who will pledge to pay the foundation donations which will be tabulated in accordance with individual miles peddled.

PERSPECTIVE: Don Mac, director KGJ, is looking for a professional on-person air-filling to fill an open slot at that station. The applicant must be a mature adult with a creative mind. Top 40 experience is not necessary but both males and females can apply. This is definitely not looking for shouters or live talkers. Send resumes and names to Don Mac, KGJ, 5900 Wilshire Blvd, Suite 330, Los Angeles, Ca. 90036.

R&B ROCKS THE TRIANGLE — Julian E.S. Hall, secretary of Bermuda's ruling party and chairman of Tamar International Enterprises, LTD, is, producing Bermuda's YouTube video festival ever held there. Addressing himself to the problems that have plagued similar festivals on other islands, Hall's staff has worked hard to insure adequate food, lodging and sanitation, with traffic and security rectified. The last appearance by Inspectors of the festival. The festivities will run three days, featuring Tavera, Wild Cherry and Bermuda on July 27; Al Green, Ramsey Lewis, Brass Construction and Bermuda on July 28, and Crown Heights Interpretive Center, Robbie Naves and Band on July 29.

LEASE WE FORGET: Jazz is as much a part of a people's cultural expression as are gospel, blues and R&B. We must address ourselves to this fact and become the keepers of the language, a unique and creative source of innovative information that will take us one step higher if we in fact give it its due.

Joe nalez
Stapley Kohen, owner of T&R Records, another New York one-stop, agreed with Abadie. "I think they (music store owners) are starting to pick up now, and I'm excited about it. We try to support them and pass along deals to them, just so we can get people to them. They are probably the backbone of the record companies. No matter how many stores Jimmy's has, they are still the best and cr, and they need the exposure. The mommas and poppas are, we think there's still an audience," he said.

David Mentin, vice president of Win Records, also has a one-stop, called "a collection of factors" that has caused business to pick up. "Win's one-stop, however, is Jimmy's retribution, "according to Mentin.

Previously, he noted, some of his accounts had gone to Jimmy's to buy their records, because they could get them cheaper in display windows, its own showroom though, he said, there is a "new found confidence among smaller dealers that Jimmy's is happening." The larger accounts, Mentin added, "did not abandon one-stop business because they appreciated the fact that they would be feeding the momentum when a deal got down. Jimmy's is the selling large numbers of albums for $2.99.

Sam Smingection of Record Shack, a small chain of one-stop, said that his business has improved since Jimmy's toned it down its ads. Earlier, he recalled, "I was hearing that retail prices ($3.99 for $6.89 list LPs) were too high; he used to reply that Jimmy's prices could go up, too."

"Prices Haven't Risen"

In fact, though, Jimmy's prices have not gone up. For $6.98 list records, they are still $3.99 on the shelf and $2.99 on numerous sale items. The difference, however, is that they are not advertising the latter price, and are not even promoting them. They have simply stodied to shop at Jimmy's because of that price. Even in a recent full-"spread issue of Variety, Jimmy's is the only New York area out-of-print record store mentioned.

Another factor in the ebullience of smaller New York dealers is the street rumor that Jimmy's is not planning to open many more of Jimmy's the Sun-"day New York Times, prices ranged from $3.99 to $4.99 and $5.99 for higher list prices.

A factor in the ebullicence of smaller New York dealers is the street rumor that Jimmy's is not planning to open many more records, and that Jimmy's is the only New York area out-of-print record store mentioned.

When it was pointed out that Manhattan is already jammed with record stores, Jimmy said that adjacent areas such as New Jersey, Connecticut and Long Island, also offer good opportunities.

'Store Within A Store' Finds Success

RCA Latin American Meeting Concludes

High Technical Standards

The meeting was attended by representatives of the RCA Central America and South American regional office, headed by Carmo, revealed a satisfaction with the attainment of high technical standards in manufacturing. Carmo spoke of a "difficult yesterday where qualified people had to leave their country searching for new opportunities," as opposed to today's situation, where "every musical talent has the opportunity to make his most aesthetic expression. Special mention was made of 16-track recording facilities in Central America, available to Costa Rica, and Mario Alberto as well as Venezuela's excellent 24-track studios.

Friday's meetings included a videotaped series of performances by artists recording for Siga, the Latin American affiliated label of Brazil, which is distributed by RCA in the Latin American markets. Other outside labels included Audio Latino, Arielia Productions, produced by Germany, and the German press was heavily published with disco music. European and Spanish product introduced by the RCA Latin American marketing office featured artists who would be familiar to American audiences such as St Al, Mud, Bonnie Tyler and Scorpions, in addition to numerous rock, pop and even classical names from England, France, Germany and Italy. Apar-
April Music Will Increase Its Activities In Film Music

LONDON — April Music, the publishing arm of CBS Records, is widening its activities in the world of film music. The company, which in the past has published the scores of major movies such as "Z, "Le Mans," and "A Man Called Horse," is being specially commissioned to provide the musical soundtracks for several new films. One of its "Full Circle" starring Mia Farrow and Tom Conteh, described as a supernatural thriller like Ms. Farroo's earlier starrer "Rosemary's Baby" and based on the best-selling novel "Julia" by American author Peter Straub April Music general manager Brian Oliver commissioned its score from April contract songwriter Colin Towns, currently the keyboard player in the Ian Gillan Band, and the movie will be released worldwide in the fall, with a possible soundtrack album to coincide.

Polydor To Distribute Casablanca In Canada

LOS ANGELES — Negotiations have been concluded with Polydor Records for the distribution of Casablanca product in the Canadian market to be effective September 1977. Richard Trugman, vice chairman of Casablanca Record and FilmWorks, said, "Some confusion as to the territory in question is being led to various speculations, which we hope will be clarified by this announcement."

April Wine Set For Canadian Dates

MONTREAL — Donald K. Donald Productions has announced Maritime and Ontario tour dates for April Wine. The tour announcement came days within the release of the band's latest album being released by Aquarius, recorded at the El Mocamo in Toronto where the Rolling Stones played under the protection of their cover. The album is produced by Eddie Kramer, mixed at the Record Plant in New York and contains the just released single, "She's No Angel." In making the announcement Donald Tartt of Donald K. Donald said that the Lisa Hart Band will support each of the Maritime and Ontario dates for April Wine.

WEA Int'l Gains Interest In Damont

LONDON — WEA Records, the UK operational arm of Warner Communications, has acquired a substantial shareholding in the independent UK budget and custom pressing Damont Records company by virtue of the personal holding in the company of David L. Miller. Damont managing director Monty Pesky continues his association with the company, in that role, with WEA's John Fruin and Richard Robinson appointed directors. WEA states that it is its intention to keep Damont as an independent profitable unit continuing its budget activities with the Stereo Gold Award label. While in Damont as a profitable unit which has built its own special niche in the British record scene, commented Fruin, "and we are looking at it as an investment rather than an integrated part of the WEA UK operation. We expect Monty and his team to continue their policy of pressing for the best and supplying the budget record market with the best customer value in the UK and we have no specific plans prepared and do not expect to make any short-term moves, it is our intention to use Damont Records as our principal specialist label for that use of us in our general attack on the UK record market." David Miller will continue residing in the UK, and Damont has signed a new long-term licensing deal for the use of the Dami repertoire in the UK. This material figures very largely in the Stereo Gold Award catalog.

Warner-Pioneer Team To Study U.S. Marketing

TOKYO — Warner-Pioneer Co. has sent a team of salesmen from their branches throughout Japan to the United States. The group, led by sales manager Shojoji Namba, visited the headquarters of Atlantic, Elektra/Asylum and Warner Bros. plus major New York and L.A. distributors and retailers.

The project marks the first time that any Japanese record company has sent field staff to the U.S. to study American marketing methods, and it emphasizes the changes which are taking place in the Japanese music industries.

STEVIE GOES PLATINUM — While in Australia recently, Lee Armstrong, director of international operations for Motown Records (left), was presented with Platinum albums for Stevie Wonder's "Songs In The Key Of Life" by the managing director of EMI Australia Limited. Stephen Shinnamton.

RCA Latin America Convention Coverage See Page 16

CRIA Announce 8 Are Certified Gold

TORONTO — The Canadian Recording Industry Association reports eight certification of gold albums in June. There were five gold albums and three gold singles.

The albums include Beau Dommage (Capitol), Blue Oyster Cult (CBS), Freddy Fender (GRT), Heart (CBS) and Red Sovine (Quality). "The singles were "Southern Nights" by Glen Campbell (Capitol), "Don't Give Up On Us" by David Soul (Quality) and "Daddy Cool" by Bon Zoe (WEA)." CRIA gold and platinum records are issued for outstanding Canadian sales as follows:

• Gold Album - 100,000 units
• Platinum Album - 250,000 units
• Gold Double Album - 50,000 units
• Platinum Double Album - 100,000 units
• Gold single - 50,000 units
• Platinum single - 100,000 units

Heller Appointed ABC, Int'l Chief

LOS ANGELES — Sheldon Heller has been named president of ABC Records, interim president and chief executive officer of the company.

Heller, who has served as vice president of domestic and international operations since joining the company last year, will also continue his duties as president of ABC Records International, overseeing the company's activities in countries outside the United States.

April 30, 1977

Canada Council To Hold Session

OTTAWA — The Canada Council is to hold an intensive panel discussion of the record business and government policy in Canada.

The council has organized a session under the general title of "Music Industry and Canadian Policy." The council's chairman, Mr. P. M. H. McMillan, said that the panel discussion would take place in Ottawa on June 9, 1977, at 8:30 a.m. and will be open to the public.

The panel will include representatives from the Canadian music industry, the government, and the record industry. The panelists will discuss the relationship between the music industry and government policy, and the impact of government policy on the music industry.

The panel will be chaired by Mr. McMillan, and will include representatives from the Canadian music industry, the government, and the record industry. The panelists will discuss the relationship between the music industry and government policy, and the impact of government policy on the music industry.

The panel will be chaired by Mr. McMillan, and will include representatives from the Canadian music industry, the government, and the record industry. The panelists will discuss the relationship between the music industry and government policy, and the impact of government policy on the music industry.
Japanese Record Sales Down From Expected, Survey Shows

TOKYO — According to the survey conducted by the Cash Box Tokyo Office, the sales of records in Japan have been showing almost even or a little increase as compared with the same term of the previous year. As of the early part of July, a big surge expected by both record makers and dealers has not been seen throughout this country. Almost all dealers in Japan are having uneasy feelings for the sales prospects in the second half period of this summer season.

The summer seasons in Japan has started as of the middle of June as every — with payment of bonuses by the government to offices or private enterprises to their employees. Prior to the starting of the summer season, Japan’s record dealers were very anxious about the sales at this season for the reason that Japan’s economy has been very severe since the beginning of this year. Some big dealers in the Tokyo metropolitan-area at the end of June answered to the questions that business was excellent in comparison with the previous month. However, they said at the same time, the sales results were far from expectations. “We can’t expect big surges at the second half period of this summer in the Tokyo metropolitan-area.” This is a typical answer from the dealers in the Tokyo metropolitan area.

By the survey, “Hotel California” (Eagles) has been outstanding and followed by New Musics, Rock (Bay City Rollers), and Pink Lady USA (female duo).

The following reports were the answers given by main dealers both in the Tokyo metropolitan-area and throughout this country to the questions of the Cash Box Tokyo Office.

Yamano Gakki (Tokyo): Since June 15, business is becoming stronger and stronger gradually. But in contrast with the last season, the sales were comparatively weak. Any case, the conditions are very severe.

Asakusa-Yoroko (Tokyo): The sales surge has arrived at the end of June with the result remarkably higher than the same term of the previous year. But we can’t decide whether this surge is temporary or continuous.

Osaka-Miyako (Osaka): Almost same as usual months. The number of customers is increasing one by one steadily. However, we’d like to make 10% up all through this summer season including August.

Sapporo-Gyokkodo (Sapporo): With slow starting at the beginning of this summer season, total result of this term is expected to be quite comparable or a little more to the same season of the previous year. At least 10% up in sales is our target of this season.

Crown Sales Highest In Company’s History

TOKYO — The total sales and profits of Crown Record of the 26th term were the highest for the company’s history.

According to the announcement of the company, the total sales of this term were 7.75 billion yen, 18% stronger than the previous year while the profits before tax showed 960 million yen, which was 8.5% more than the last year. The total sales and profits were the highest records in its history.

Records accounted for 75% while tapes showed 21% of the total sales of this term. LPs indicated 80% while 45s represented 20% respectively. Kosetsu Minami, Kazue Ishihara, Tetsuya Komuro, Hana Ichiki and Kobayashi were main contributors to increased sales.

The sales target for the 27th term has been settled at 8 billion yen.

Asylum Signs First Australian Performer

LOS ANGELES — Jeff St. John has been signed to an exclusive long-term worldwide recording contract by Asylum Records. He is the first Australian artist to be signed by the label, and his first Asylum single, “A Fool In Love”, has recently been released.

Anka Records Live LP For Japan’s King/UA

LOS ANGELES — United Artists Records performer Paul Anka has recorded a live LP for UA’s Japan licensee King Records.

INTERNATIONAL CONGRATULATIONS FOR THE CARPENTERS’ INTERNATIONAL TOUR


New EMI Sales Team To Handle Classical Only

LONDON — July 1 marked the debut of EMI Records’ classical sales development team, which classical division general manager John Patrick believes to be a unique innovation in the UK market. It comprises five hand-picked classical executives under the leadership of Michael Gardner, and will cover Glasgow, Manchester, Birmingham and London. The regular EMI sales force will continue handling classical product in close liaison with the new team, whose primary function is to concentrate on the specialist classical territories dealing with a particular catalogue.

Key areas of concentration for the team will be supplement and back catalog sales, classical rock music and BBC recorded classical and general increasing the visibility of HMV product mainly through coordination of the company’s window dressing service. The latter is being strengthened by the addition of a classical window dresser for the London area and important national events.

The team will also be responsible for supporting HMV artists on tour and for arranging personal appearances at select venues. In addition, they will also examine ways and means of acquiring and developing new classical outlets.

The team has been organized to include promotion manager Joan Coulson and her assistant Eimeir Bird so that both sales and promotion can work in close and integrated liaison. Patrick points out that this will enable EMI to service the regional offices comprehensively rather than concentrate all efforts on London as in the past. In this connection, EMI has under contract three regionally based symphony orchestras, in Birmingham, Bournemouth and Liverpool which will benefit from this support at regional level.

EMI also hopes to develop a classical import service, bringing in a certain number of specialized items rather than undertaking local manufacture of them in order that the sales force and sales developers can concentrate more heavily on a smaller amount of product to the order of about 12 releases a month.

Musexpo Participants To Receive Fed. Subsidy

LOS ANGELES — The Canadian Federal Government has agreed to pay 50% of the office or booth rental cost for Canadian music and record fairs exhibiting at Musexpo ’77, the U.S.A’s third annual international record and music market. The Canadian government will also cover 50% of the expense of two round-trip air fares per company and $70 a day for hotel accommodations per participant. Musexpo ’77 will be held at the Doral Hotel in Miami Beach October 28 to November 1.

DIAMOND GETS GERMAN GOLD — Prior to the Hamburg stop-off of his German tour this June, CBS Record artist Neil Diamond was awarded a gold record for his “Beautiful Noise” album, which has sold more than 250,000 copies. Pictured (l-r) is Rudolf Welfert, managing director of CBS Germany.

Argentinian News

BUENOS AIRES — Phone Musical Argentina, the independent company led by Dr. Carlos Garber, formerly with Trova, hosted a party for the press, radio and TV people to introduce the first LP by the new duet Can dela, formed by two sisters and oriented towards folk-rock music. The album has been already released and is expected to open a new way for locally produced rock.

The diskery has excellent links with the States, where it has an affiliate manager, Charlie Leroy, another of the exes of PMA, and has recently been expanding its activities in Spain and other European countries through a visit paid by Osvaldo Vallverdu.

McPherson’s Aldo Monges, Danilo Toro and Carlos Torres Vila, three of the top names in the company’s roster, started a show at the Estrellas Theater, emceed by Julio Marbiz and celebrating the 10th anniversary of “Argenticina,” a venture created by Marbiz which included a radio program, a TV show, several movies and theater shows. The diskery has now inked tango orchestra director and composer Mariano, who has already started recording.

Italian songstress Oriella Vanoni is arriving this week in Buenos Aires for two concerts at the Coliseo Theater. She is very popular here and has many LPs in the market selling steadily. Next month, Joe Cocker and Italian singer Bobby Solo are expected here, with the rock audience interested in seeing personally one of the big names in the U.S. rock movement and the return to action of the leading pop voice of Italy 10 years ago.
Retailers Look For Promotions (continued from page 19)

‘demand that catalog be represented in a retailer’s advertising.’

In a case, Dempsey noted, ‘viable catalog merchandise,’ rather than being prematurely cut out, is often included in them. It is possible that this line comes complete with its own advertising budget, and the label has run numerous big, ad-dense, full-page spreads, which have been marketed to the public with an often-touching high. Retailers, positive results are gaining ground, and the new approach is gaining ground. ‘Another factor is that the catalog is often pointed to the importance of stocking each catalog LP in the bins in chronological order, with each album listed on the back of the poster,” Dempsey said. “Dempsey’s..." system has no ‘miscellaneous bins’ and each store manager is responsible for seeing that the albums are properly displayed. He said it doesn’t run out of any important catalog LP.

‘You can’t approach someone, can’t put it in their book. They can’t buy the records, seen the people know you’ve got it. You have to give the impression that you’ve got the act’s current product in your store. Or you’re a dummy for the coming week, to take advantage of that to the very last possible minute.’

**CASE**

Dempsey and Dempsey, Motown’s director of advertising, both the impact of using the big sales success of a catalog LP to boost sales on the street product. For example, linked its ads for ‘Stress And Superwoman’ and the rest of her albums with ‘A Star Is Born’ to take advantage of the latter’s four-million-unit sales identification. Similarly, Motown’s recent Stevie Wonder campaign in Chicago featured a feature story on ‘Songs In The Key Of Life’ to increase catalog volume. "You can do four million sales back into ‘Superman.’” Dempsey explained, “but we’ll still treat the new album independently. We want the customers reminded that they participated in making it (‘A Star Is Born’).”

**ADDED**

Dempsey pointed to the 38-store Jimmy’s Music World chain in New York, which has built its reputation on low prices on Top 200 LPs and cuts, but has recently informed them that now they have to plan in the direction of a full-line catalog store..." Dempsey said the only truly effective way of advertising that catalog, however, was in the form of institutionalized methods, such as those used by Dallas....

Customers More Involved

Mario Delillo, vice president of promotions for RCA, says today’s leisure society becoming more and more involved in catalog music. As an example, Delillo pointed to the 38-store Jimmy’s Music World chain in New York, which has built its reputation on low prices on Top 200 LPs and cuts, but has recently informed them that now they have to plan in the direction of a full-line catalog store, such as those used by Dallas. "It’s a demographic shift," Delillo said. "We’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

"For the artists..." Delillo noted, "we’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

"For the artists..." Delillo noted, "we’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

"For the artists..." Delillo noted, "we’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

**EXECUTIVES ON THE MOVE**

(continued from page 49)

centrally executive vice president of MPL Communications, Paul McCartney’s American company,” said Dick Broderick, who was president of The New York Times Music Corporation and president of The Polygram Group. Also appointed to the Sire executive staff were Nannette Rogoff, as manager of finance, and Jo Bonilla, who has been named public relations manager. ‘The Three Stooges’ has joined the firm of Albert and MCA. ‘The Three Stooges’ has joined the firm of Albert and MCA. "It’s a..."

"It’s a..." Delillo noted, "we’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

"For the artists..." Delillo noted, "we’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

"For the artists..." Delillo noted, "we’re seeing a trend toward the use of catalog sales and to the recognition of the fact that catalog sales are increasingly important to the record industry."

**Cash Box**

Cash Box/July 30, 1971
If you've got it, FLAUT it.

Introducing the debut of The Tim Weisberg Band. Led by one of today's toughest and most acclaimed flute players; produced by Johnny Sandlin, who did the same for the Allmans. TWB is filled with driving, soaring music.

TWB: The flute comes of age.

The Tim Weisberg Band Album. A stunning debut on United Artists Records & Tapes.
<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Rumours</td>
<td>Fleetwood Mac</td>
<td>Warner Bros. BS 3010</td>
</tr>
<tr>
<td>2</td>
<td>I'm In You</td>
<td>Peter Frampton (A&amp;M SP 4704)</td>
<td>2 6</td>
</tr>
<tr>
<td>3</td>
<td>Streisand Superman</td>
<td>Barbra Streisand</td>
<td>Columbia JC 34330</td>
</tr>
<tr>
<td>4</td>
<td>CSN</td>
<td>Crosby, Stills &amp; Nash</td>
<td>Atlantic SD 13100</td>
</tr>
<tr>
<td>5</td>
<td>Live</td>
<td>Barry Manilow (Arista AB 8505)</td>
<td>3 9</td>
</tr>
<tr>
<td>6</td>
<td>Love Gun</td>
<td>Kiss</td>
<td>Casablanca NBLP 7057</td>
</tr>
<tr>
<td>7</td>
<td>Book Of Dreams</td>
<td>Steve Miller Band (Capitol SP-14360)</td>
<td>6 10</td>
</tr>
<tr>
<td>8</td>
<td>Commodores</td>
<td>(Motown MT-884R1)</td>
<td>8 18</td>
</tr>
<tr>
<td>9</td>
<td>Here At Last... Bee Gees... Live</td>
<td>(RSO RS-2-3901)</td>
<td>9 9</td>
</tr>
<tr>
<td>10</td>
<td>JT</td>
<td>James Taylor (Columbia JC 34611)</td>
<td>18 4</td>
</tr>
<tr>
<td>11</td>
<td>Little Queen</td>
<td>Heart</td>
<td>(Portrait/CBS JR 34799)</td>
</tr>
<tr>
<td>12</td>
<td>Star Wars</td>
<td></td>
<td>Original Soundtrack (20th Century 71-541)</td>
</tr>
<tr>
<td>13</td>
<td>Nether Lands</td>
<td>San Toscana</td>
<td>(Full Moon/Epic PE 34195)</td>
</tr>
<tr>
<td>14</td>
<td>Izito</td>
<td>Carl Stovall</td>
<td>11 11</td>
</tr>
<tr>
<td>15</td>
<td>Cat Scratch Fever</td>
<td>Ted Nugent (Epic JE 34700)</td>
<td>17 7</td>
</tr>
<tr>
<td>16</td>
<td>Hotel California</td>
<td>Eagles</td>
<td>(Asylum A-3447)</td>
</tr>
<tr>
<td>17</td>
<td>Changes In Latitude</td>
<td>Jimmy Buffett</td>
<td>(ABC AB 990)</td>
</tr>
<tr>
<td>18</td>
<td>Rejoice</td>
<td>Emotions</td>
<td>(Columbia PC 34672)</td>
</tr>
<tr>
<td>19</td>
<td>Exodus</td>
<td>Bob Marley &amp; The Wailers</td>
<td>(Island ILPS 9498)</td>
</tr>
<tr>
<td>20</td>
<td>Foreigner</td>
<td>(Atlantic SC 18215)</td>
<td>15 19</td>
</tr>
<tr>
<td>21</td>
<td>Even In The Quietest Moments</td>
<td>Supertramp</td>
<td>(A&amp;M SP 4634)</td>
</tr>
<tr>
<td>22</td>
<td>Right On Time</td>
<td>Brothers Johnson</td>
<td>(A&amp;M SP 4644)</td>
</tr>
<tr>
<td>23</td>
<td>American Stars 'N Bars</td>
<td>Neil Young</td>
<td>(Reprise MSK 2261)</td>
</tr>
<tr>
<td>24</td>
<td>Boston</td>
<td>(Epic JE 34166)</td>
<td>25 47</td>
</tr>
<tr>
<td>25</td>
<td>Marvin Gaye At The London Palladium</td>
<td>(Tamla Motown T-17625)</td>
<td>19 18</td>
</tr>
<tr>
<td>26</td>
<td>Rocky</td>
<td>Original Motion Picture Score</td>
<td>(United Artists LA 37920)</td>
</tr>
<tr>
<td>27</td>
<td>Ol' Waylon</td>
<td>Waylon Jennings</td>
<td>(RCA L-21317)</td>
</tr>
<tr>
<td>28</td>
<td>Songs In The Key Of Life</td>
<td>Stevie Wonder</td>
<td>(Tamla/Motown T-33402C)</td>
</tr>
<tr>
<td>29</td>
<td>Go For Your Gun</td>
<td>Isley Brothers</td>
<td>(T-Neck/Epic EP 23432)</td>
</tr>
<tr>
<td>30</td>
<td>Carolina Dreams</td>
<td>Marshall Tucker Band</td>
<td>(Capitol/WH CPM 2180)</td>
</tr>
<tr>
<td>31</td>
<td>Anytime... Anywhere</td>
<td>Rita Coolidge</td>
<td>(A&amp;M SP 4617)</td>
</tr>
<tr>
<td>32</td>
<td>A Star Is Born</td>
<td>Streisand, Kristofferson</td>
<td>(Columbia JC 34433)</td>
</tr>
<tr>
<td>33</td>
<td>A Place In The Sun</td>
<td>Pablob Cruise</td>
<td>A&amp;M SP 4675</td>
</tr>
<tr>
<td>34</td>
<td>I Remember Yesterday</td>
<td>Donna Summer</td>
<td>Casablanca NBLP 7056</td>
</tr>
<tr>
<td>35</td>
<td>Celebrate Me Home</td>
<td>Kenny Loggins</td>
<td>Columbia PC 34695</td>
</tr>
<tr>
<td>36</td>
<td>Night Moves</td>
<td>Bob Seger</td>
<td>Capitol ST 11557</td>
</tr>
<tr>
<td>37</td>
<td>Free As The Wind</td>
<td>America United Artists UALA 750-L2)</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>Silk Degrees</td>
<td>ELO</td>
<td>(Island ILPS 9498)</td>
</tr>
<tr>
<td>39</td>
<td>Teddy Pendergrass</td>
<td>(Philadelphia Int./Epic PC 34380)</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>Floaters</td>
<td>(ABC AB 1035)</td>
<td>50 6</td>
</tr>
<tr>
<td>41</td>
<td>I, Robot</td>
<td>Steve Winwood</td>
<td>(Island ILPS 9498)</td>
</tr>
<tr>
<td>42</td>
<td>Shaun Cassidy</td>
<td>(Warner Bros. BS 3067)</td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>Caught Live + Five</td>
<td>Moody Blues</td>
<td>(London ZPS 2501)</td>
</tr>
<tr>
<td>44</td>
<td>Their Greatest Hits</td>
<td>Foreigner</td>
<td>(Atlantic 34811)</td>
</tr>
<tr>
<td>45</td>
<td>A Real Mother For Ya</td>
<td>Johnny Guitar Watson</td>
<td>(EMI America ULP 7077)</td>
</tr>
<tr>
<td>46</td>
<td>Fleetwood Mac</td>
<td>(Warner Bros. BS 31077)</td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>Endless Flight</td>
<td>B.S.O.</td>
<td>(Warner Bros. BS 3097)</td>
</tr>
<tr>
<td>48</td>
<td>Leftover Freight</td>
<td>Kansas</td>
<td>(Columbia EKLP 34774)</td>
</tr>
<tr>
<td>49</td>
<td>Slave</td>
<td>(Columbia Atlantic SD 19103)</td>
<td>84 5</td>
</tr>
<tr>
<td>50</td>
<td>Animals</td>
<td>Pink Floyd</td>
<td>(Columbia JC 34672)</td>
</tr>
<tr>
<td>51</td>
<td>A New World Record</td>
<td>Electric Light Orchestra</td>
<td>(United Artists LA 37920)</td>
</tr>
<tr>
<td>52</td>
<td>The Beatles At The Hollywood Bowl</td>
<td>(Capitol SMAS-11638)</td>
<td></td>
</tr>
<tr>
<td>53</td>
<td>Making A Good Thing Better</td>
<td>Olivia Newton-John</td>
<td>(MCA 2980)</td>
</tr>
<tr>
<td>54</td>
<td>Lights Out</td>
<td>UFO</td>
<td>(Chrysalis CHR 1127)</td>
</tr>
<tr>
<td>55</td>
<td>A Man Must Carry On</td>
<td>J.J. Cale</td>
<td>(A&amp;M SP 4663)</td>
</tr>
<tr>
<td>56</td>
<td>Going For The One</td>
<td>Yes</td>
<td>(Atlantic SD 19100)</td>
</tr>
<tr>
<td>57</td>
<td>Greatest Hits</td>
<td>Linda Ronstadt</td>
<td>(Atlantic 34835)</td>
</tr>
<tr>
<td>58</td>
<td>Travelin' At The Speed Of Thought</td>
<td>D.J.ays</td>
<td>(Family Int./CBS PC 34464)</td>
</tr>
<tr>
<td>59</td>
<td>Real Love</td>
<td>Barry Manilow</td>
<td>(A&amp;M SP 4600)</td>
</tr>
<tr>
<td>60</td>
<td>One Of These Days</td>
<td>Pink Floyd</td>
<td>(Columbia JC 34672)</td>
</tr>
<tr>
<td>61</td>
<td>Sweet Dreams</td>
<td>Bob Seger</td>
<td>(Warner Bros. BS 3097)</td>
</tr>
<tr>
<td>62</td>
<td>Sweet Mama</td>
<td>Aretha Franklin</td>
<td>(Atlantic SC 19102)</td>
</tr>
<tr>
<td>63</td>
<td>Laced &amp; Whiskey</td>
<td>Alice Cooper</td>
<td>(Warner Bros. BS 3027)</td>
</tr>
<tr>
<td>64</td>
<td>Best Of The Doobies</td>
<td>Doobie Brothers</td>
<td>(Warner Bros. BS 3027)</td>
</tr>
<tr>
<td>65</td>
<td>Parliament Live/Punk Earth Tour</td>
<td>Parliament</td>
<td>(Casablanca NBLP 7053)</td>
</tr>
<tr>
<td>66</td>
<td>Dreamboat Annie</td>
<td>Heart</td>
<td>(Mushroom SD 19102)</td>
</tr>
<tr>
<td>67</td>
<td>It's A Game</td>
<td>Barry Manilow</td>
<td>(Atlantic SD 19102)</td>
</tr>
<tr>
<td>68</td>
<td>Benny Andus</td>
<td>P.F. &amp; B/W Band</td>
<td>(Atlantic SC 19102)</td>
</tr>
<tr>
<td>69</td>
<td>Look To The Rainbow</td>
<td>Al Jarreau</td>
<td>(Warner Bros. BS 3097)</td>
</tr>
<tr>
<td>70</td>
<td>Lifestyle (Living &amp; Loving)</td>
<td>John Lennon</td>
<td>(ABC AB 1077)</td>
</tr>
<tr>
<td>71</td>
<td>Blowin' Away</td>
<td>Joan Baez</td>
<td>(Columbia PC 4769)</td>
</tr>
<tr>
<td>72</td>
<td>Part 3</td>
<td>K.C. &amp; The Sunshine Band</td>
<td>(ABC AB 1077)</td>
</tr>
<tr>
<td>73</td>
<td>One Of The Boys</td>
<td>R. Daltry</td>
<td>(MCA 2071)</td>
</tr>
<tr>
<td>74</td>
<td>Moody Blues</td>
<td>(RCA APLA 2148)</td>
<td></td>
</tr>
<tr>
<td>75</td>
<td>Monkey Island</td>
<td>(Atlantic SD 19102)</td>
<td></td>
</tr>
<tr>
<td>76</td>
<td>Unmistakably Lou</td>
<td>Lou Rawls</td>
<td>(Phil. Int./Epic PC 2448)</td>
</tr>
<tr>
<td>77</td>
<td>Platinum Jazz</td>
<td>WH</td>
<td>(Music Mote/UA NBLA 6600)</td>
</tr>
<tr>
<td>78</td>
<td>Life</td>
<td>(Atlantic SD 19102)</td>
<td></td>
</tr>
<tr>
<td>79</td>
<td>New York, New York</td>
<td>Original Soundtrack</td>
<td>(Casablanca NBLP 7053)</td>
</tr>
<tr>
<td>80</td>
<td>Work Songs</td>
<td>Neil Diamond</td>
<td>(Atlantic SC 19102)</td>
</tr>
<tr>
<td>81</td>
<td>Bob Seeger</td>
<td>(Warner Bros. BS 3097)</td>
<td></td>
</tr>
<tr>
<td>82</td>
<td>Frampton Comes Alive</td>
<td>Peter Frampton</td>
<td>(A&amp;M SP 4703)</td>
</tr>
<tr>
<td>83</td>
<td>Playin' Up A Storm</td>
<td>The Gregg Allman Band</td>
<td>(Capitol CP 1038)</td>
</tr>
<tr>
<td>84</td>
<td>Indian Summer</td>
<td>(KCO)</td>
<td>(Atlantic SC 19102)</td>
</tr>
<tr>
<td>85</td>
<td>The Grand Illusion</td>
<td>Styx</td>
<td>(A&amp;M SP 4807)</td>
</tr>
<tr>
<td>86</td>
<td>Tryin' To Get The Feeling</td>
<td>Barry Manilow</td>
<td>(Atlantic SC 19102)</td>
</tr>
<tr>
<td>87</td>
<td>Rock Roll Over</td>
<td>Kiss</td>
<td>(Casablanca NBLP 7053)</td>
</tr>
<tr>
<td>88</td>
<td>My Own Way To Rock</td>
<td>Burt Cummings</td>
<td>(Portrait/CBS PC 4498)</td>
</tr>
<tr>
<td>89</td>
<td>Maze</td>
<td>(Capitol ST 11607)</td>
<td></td>
</tr>
<tr>
<td>90</td>
<td>Destroyer</td>
<td>ELO</td>
<td>(Capitol ST 11607)</td>
</tr>
<tr>
<td>91</td>
<td>Hurry Sundown</td>
<td>The Outlaws</td>
<td>(Atlantic SC 19102)</td>
</tr>
<tr>
<td>92</td>
<td>Loading Zone</td>
<td>Roy Buchanan</td>
<td>(Atlantic SD 19102)</td>
</tr>
<tr>
<td>93</td>
<td>In Flight</td>
<td>George Benson</td>
<td>(Warner Bros. BS 3097)</td>
</tr>
<tr>
<td>94</td>
<td>Conquistador</td>
<td>Maynard Ferguson</td>
<td>(Columbia PC 34457)</td>
</tr>
<tr>
<td>95</td>
<td>Flowing Rivers</td>
<td>(Capitol ST 11607)</td>
<td></td>
</tr>
<tr>
<td>96</td>
<td>Richard Pryor's Greatest Hits</td>
<td>(Warner Bros. BS 3057)</td>
<td></td>
</tr>
<tr>
<td>Country</td>
<td>Top Ten LPs</td>
<td>International Best Sellers</td>
<td></td>
</tr>
<tr>
<td>---------</td>
<td>-------------</td>
<td>---------------------------</td>
<td></td>
</tr>
<tr>
<td><strong>Great Britain</strong></td>
<td><strong>TOP TEN LPs</strong></td>
<td><strong>TOP TEN LPs</strong></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>So You Win Again - Hot Chocolate - Rek</td>
<td>1</td>
<td>Nagisa No Shindobad - Pink Lady - Victor Musical Industries</td>
</tr>
<tr>
<td>2</td>
<td>Fanfare For The Common Man - Emerson Lake &amp; Palmer - Atlantic</td>
<td>2</td>
<td>Katenshiyagare - Kenji Sawada - Polydor</td>
</tr>
<tr>
<td>3</td>
<td>Show You The Way To Go - The Jacksons - Epic</td>
<td>3</td>
<td>Amayadori - Masahito Sada - Warner/Pioneer</td>
</tr>
<tr>
<td>4</td>
<td>Baby Don't Go - Cliff Richard &amp; The Shadows - Gladys Knight &amp; The Pips - Buddah</td>
<td>4</td>
<td>Hoshinosuma - Rumiko Koyanagi - Warner/Pioneer</td>
</tr>
<tr>
<td>5</td>
<td>Sam - Olivia Newton-John - EMI</td>
<td>5</td>
<td>Success - Downtown Busiwagi Band - Toshiba/EMI</td>
</tr>
<tr>
<td>6</td>
<td>Ma Baker - Boney M - Atlantic</td>
<td>6</td>
<td>Azusa Go - Karudo - Warner/Pioneer</td>
</tr>
<tr>
<td>7</td>
<td>Peaches - Stranglers - UA</td>
<td>7</td>
<td>sexy Rock'Roller - Hideki Saji - RCA</td>
</tr>
<tr>
<td>8</td>
<td>Lucille - Kenny Rogers - UA</td>
<td>8</td>
<td>Noto Hanlo - Sayuri Ishikawa - Columbia</td>
</tr>
<tr>
<td>9</td>
<td>You're Moving Out (Jessie) - Carole Bayer Sager - Elektra</td>
<td>9</td>
<td>Yumesaki Annayuki - Toshiyuki Suguchi - CBS/Sony</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Australia</strong></th>
<th><strong>TOP TEN LPs</strong></th>
<th><strong>TOP TEN LPs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Walk Right In - Dr. Hook - Capitol</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Magazine Madonna - Sherbet - Razzle</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>What Can I Say/Lido Shuffle - Boz Scaggs - CBS</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>Help Is On Its Way - Little River Band - EMI</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>Dance Little Lady Dance - Tina Charles - CBS</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>You And Me - Alice Cooper - Warner Bros.</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>Don't Cry For Me Argentina - Julie Covington - RCA</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Don't Leave Me This Way - Thelma Houston - Motown</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>You've Gotta Get Up And Dance - Supercharge - Virgin</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>A Mean Pair Of Jeans - Marty Stone - M7</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>France</strong></th>
<th><strong>TOP TEN LPs</strong></th>
<th><strong>TOP TEN LPs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Rockcollection - Laurent Voulzy - RCA</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Dix Ans Plus Tôt - Michel Sardou - Trema/RCA</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Magic Face - Space - Vogue</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>Le Dernier Balai - Céline Dion &amp; Lam/Annie Girardot - Phonogram</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>Le Loir-et-Cher - Michel Delpech - Barclay</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>L'Oiseau Et L'Elephant - Pierre &amp; Sylvie - Polydor</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>Onyx - Space - Carrere</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Si Tu Etais La - Adamo - CBS</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>Rock Bottom - Leo Sayer, David &amp; Mike Moran - Polydor</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>Love Me Baby - Sheila &amp; De Devotion - Carrere</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Brazil</strong></th>
<th><strong>TOP TEN LPs</strong></th>
<th><strong>TOP TEN LPs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>New York City Discotheque 2 - Varios - Top-Tape</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Duas Vidas (National) - Varios - Som Livre</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Duas Vidas Internacionais - Varios - Som Livre</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>Music Power - Varios - X-Tel</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>Roberto Carlos - Roberto Carlos - CBS</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>Benito Di Paula - Benito Di Paula - Copacabana</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>Luiz Ayres - Varios - Odeon</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Meus Caros Amigos - Chico Buarque - Philips</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>Geraes - Milton Nascimento - Odeon</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>It's Your Life - Smokie - Bovema</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Italy</strong></th>
<th><strong>TOP TEN LPs</strong></th>
<th><strong>TOP TEN LPs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Gonna Fly Now - Maynard Ferguson - CBS</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Amarsi Un Po' - Lucio Battisti - Numero 1</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Ozowlow - Oliver Onions - RCA</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>Alla Fiera Dell'Est - Angelo Branduardi - Polydor</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>A Canzuncellina - Alunni del Sole - P.A.</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>Tu Mi Rubi L'Anima - Collage - Saar</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>Risveglio - Pooch - CBS</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Disco Bass - Alou - Bambi Baby Records</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>Domani - Guardiani del Faro - Celra</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>La Marelle - Enrico Macias - Phonogram</td>
<td>10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Holland</strong></th>
<th><strong>TOP TEN LPs</strong></th>
<th><strong>TOP TEN LPs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hotel California - Eagles - RCA</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Rumours - Fleetwood Mac - WEA</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>Love For Sale - Boney M - Dureco</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>American Stars &amp; Bars - Neil Young - WEA</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>CBS - Crosby, Stills &amp; Nash - WEA</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>Summer melody - George Baker Selection - Nagrem</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>Book Of Dreams - Steve Miller Band - Phonogram</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Double Takes - Mark &amp; Clark Band - CBS</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>The Year Of The Cat - Al Stewart - Inelco</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>Cash Box</td>
<td>10</td>
</tr>
</tbody>
</table>
STEVIE
is the Man
WAR
is the Band
PLATINUM JAZZ
Is the Album
Our New 2-Record Set/A Far Out Production on Blue Note Records & Tapes