Peter McCann

Jimmy's Creditor Committee Named

FTC Challenges Newspaper Ad Rates

CBS May Raise Ad-To-Sales Ratio

Heart Album Released By Mushroom

Carter To Meet Industry Leaders

CBS To Distribute Lifesong

RCA Signs Millennium For Intl.

Wallach's Stores To Be Called Starz

Elvis Sales Skyrocket, Charts Affected

Record Shack May Open In L.A.

Denver Market Affected By Peaches

TK Forms New Label

The Lesson Of Jimmy's (Ed)
"Beached."
Ricci Martin's debut album.
Produced by Carl Wilson and Bill Hinsche.
At Brother Studio in Santa Monica.
The Ricci Martin/Beach Boys tour dates:
August 19
Indianapolis, Ind.
August 20
Louisville, Ky.
August 21
Edwardsville, Ill.
August 22
Des Moines, Iowa
August 24-26
Pine Knob, N.J.
August 27/Charlevoix, Mich.
August 28-29/Toronto, Can.
August 30
Providence, R.I.
August 31/Saratoga, N.Y.
September 1/New York, N.Y.
"Moonbeams."
The first single from "Beached."
On Epic Records.
The Lesson Of Jimmy's

Contemplating his own account receivable, the creditor leaned back in his chair and sighed, "So what can you do? This is American business today! I don't expect to ever see my money." Another creditor was a bit more irate. "Get a rope," he cried.

These and over 100 other creditors crowded into the Essex House in New York last week to hear the attorney for the bankrupt Jimmy's Music World and Sutton Distributors explain that the whole mess was just a simple mistake in judgment. But was it?

Or was it the result of a pervasive attitude that bigger is better; that you can buy now, and pay much later, if at all? These seem to be serious problems, not only of Jimmy's, but of the entire record industry.

The failure of Sutton and Jimmy's came as no great surprise to many record people. The simple law of doing business — buy low, sell high — became, under Jimmy's credo, buy low, sell lower.

There is now some disagreement among creditors as to whether Jimmy's should be allowed back into the record industry in any capacity. "Who would do business with them again?" questions one creditor.

A number of established retailers, in recalling their own frantic boom-or-bust expansion days, stressed the importance of inventory control, personnel training and creative merchandising. Jimmy's failed to measure up on all counts; and, more important, it failed to provide a wide enough product spread to secure an adequate, long-term market share.

And yet, only part of the blame rests with the Suttons. Without the outright encouragement of the major record companies, Jimmy's never could have thrown up over 20 stores in less than six months. Other retailers have long held that, in supporting Jimmy's, the record companies were only cutting their own throats. Now the chickens have come home to roost.
SIGNED, SEALED, DELIVERED

THE SINGLE.

From the album, "I'm In You"
"COME SAIL AWAY:"
The real single from
"THE GRAND ILLUSION."

STYX

"COME SAIL AWAY" ON A&M RECORDS
Produced by STYX From the album "The Grand Illusion"
Elvis Sales Still Strong; National Charts Affected

by Jeffrey Weber

LOS ANGELES — The sale of Elvis product continues to skyrocket as a number of Elvis albums and singles jumped onto the charts last week. This week's Cash Box chart show Elvis占据了the number 10 bullet on the Top 200 Album chart with the LP in the number 1 position on the Country LP chart. The single, "Way Down," is number-1 bullet on the Country and number 1 on the Country Singles chart. The nationwide sales attitude can be best illustrated by the fact that Billboard magazine noted that the Nat King Cole album jumped from number 10 to number 1 on the Country chart.

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Sutton Pins Future Hopes On Cutouts

by Charles Paikert

NEW YORK — The sale of cutouts could be the cornerstone from which the financially shuttered Sutton Distributors, Inc., may be successfully rebuilt, an attorney for the bankrupt corporation indicated at last week's creditors meeting.

Harvey Miller, Sutton's attorney, emphasized during the meeting that the cutout distributor realized a profit of $560,000 before taxes in 1976. In addition, Miller projected $6 million in gross sales for the corporation over the next four months, ending December 31, with $3.2 million in net sales (after returns), $1.2 million in gross profit, and $100,000 in net profit.

Sutton's World Music, Inc., the bankrupt, wholly-owned subsidiary of Sutton, was portrayed by Miller as the cause of Sutton's financial difficulties. Sutton, Miller said, "made a mistake getting into the retail business."

In Sutton's Chapter XI filing, similarly, David Sutton, president of the corporation, stated: "The losses in the historically successful wholesale business were a result of a change in management, because the debtor's available cash was required in Jimmy's rapidly expanding retail stores."

Because Sutton's current capital is only $123,000, however, numerous industry sources are convinced that the once powerful cutout distributor has been permanently affected.

LIFESONG ASSOCIATES WITH CBS — Lifesong Records recently became the newest CBS Associated Label. Shown at the signing of the agreement between the two companies are (from left) Tony Martell, vice president of Promotion, CBS Associated Labels; Ron Alexenberg, senior vice president of Epic, Portrait and the Associated Labels; Phil Kunrit, vice president of Lifesong; and Bruce Lundwall, president of CBS Records Division. Seated is Terry Cashman, President of Lifesong.

CASH BOX NEWS

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by Jeffrey Weber

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Los Angeles Times For Discrimination

by Joanne Ostrow and Alan Sutton

Washington, D.C. — The Federal Trade Commission's bureau of competition has challenged the legality of volume discounts on local advertising rates, a standard practice of the newspaper industry, never before a target of FTC action. The test case cites Times-Mirror Co.'s Los Angeles Times — for years among the largest U.S. papers in advertising volume — and the complaint charges the discounting policy gives unfair competitive advantages to larger retail advertisers. An FTC staffer confirmed the general rumblings within the media, saying lawyers for the Times indicate "it's going to be a hard fought battle."

Alleged Violations

The FTC's complaint charges the Times' cumulative volume discounts violate the Robinson-Patman amendment (to the Clayton Act), which bans price discrimination, and Section 5 of the FTC Act, which bars unfair methods of competition and restraints of trade.

The introduction of the Robinson-Patman amendment was drafted for the first time the FTC has applied that law to the sale of advertising; the act specifically refers to the retail sale of local advertisers, and advertising has always been distinct from commodities.

In the complaint, of the commission's bureau of competition, said the complaint is at present confined to newspaper advertising policies, and acknowledged "we've looked at television extensively, but there the availability to regional advertisers was the problem."

Hamill said the FTC has not looked at radio rates in the course of their investigation. He said the complaint was directed against newspaper and television advertising prices charged both before and after 1965, and the investigation culminating in the U.S. Times complaint was begun 1974 under commissioner Stephen Nye. Interests in the case picked up recently, it was noted, partly due to the strong backing of the FTC's new anti-trust chief, Alfred Dougherty. The case is the first major anti-trust action to surface since Michael Perschuck was installed as FTC chairman this year.

National vs. Retail

Should Miller be granted approval for his cutout plan, the FTC will see his operation. The FTC, according to a spokesman, said the "it has implications for any product advertised."

On the same subject, Miller said, the Times said, "The Federal Trade Commission has been reviewing advertising rates of major metropolitan newspapers, including the Los Angeles Times, since 1967. During this period The Times cooperated fully with representatives of the Commission in their examination and supplied extensive and detailed information concerning Times' advertising rates."

If Miller is unwilling to abide notice, the Commission served The Times Mirror Company with a complaint alleging that Times' Los Angeles Times, from about $103,000 on July 31 to approximately $63,000 on August 25. He added that the three principals in the firm — James, Charles and David Sutton — had taken 33% cuts in their annual salaries of $150,000 and had each given up one of their two company cars.

Secured Creditors

Miller said there are three major secured Sutton creditors: The Bank of Commerce, whose $1.9 million investment in Sutton was secured by a lien on inventory and accounts receivable; CBS Records, owed about $1.5 million, which is secured by Sutton's own product inventory; and WEA, owed about $1.1 million, which is similarly secured by their own inventory.

According to Miller, this situation came about because, as a new business, Jimmy's had no credit standing. Thus, it became necessary for Sutton to purchase the product and transship it from Sutton's plant to the New York warehouse, where it is distributed to the national retailers. Within the past three weeks, that facility has already been shut down and all its inventory moved to New York.

Unsecured Creditors War

The creditors committee will be chaired by Abe Amor of RCA Records, which is owed several hundred thousand dollars by Sutton. Other major unsecured creditors include Phonodisc ($650,000 owed) and Alpha Disc ($50,000). A few of the unsecured creditors were represented at the creditors meeting by their insurance companies, which are covering their losses.

Miller assured the group that they would not be bypassed in any ultimate decision. Still, at least one creditor was skeptical: "It will be at least a couple of years, if these guys (Sutton) stay in business, before we (unsecured creditors) see any money. And if CBS and WEA decide to pull their inventory, that's it. We have no say."

One creditor, said he foresaw no reasonable course of action except "straight bankruptcy" under Chapter 11 of the Bankruptcy Code. This would mean an end to Jimmy's and Sutton's operations and a liquidation of all assets, likely to yield 10¢ to 30¢ on the dollar.

Another option mentioned by some creditors was involuntary bankruptcy, or receivership, allowing the company to recover with creditors overseeing the entire operation (Cash Box, August 27).
Precious Memories —
How they flood my soul
Thank you God for giving us Elvis.
His spirit will live on forever to comfort and
guide us who loved him and who he called friend.

His loyal friend and fan,
Felton Jarvis
Label Allowed By Court To Release ‘Magazine’ Tapes

by Jeffrey Weber

LOS ANGELES — Mushroom Records released the album “Magazine” by Heart last week, following a decision in the U.S. District Court in Seattle to allow the label to make “commercial use” of the disputed “Magazine tapes.” The album was to be released last February, but a conflict between the label prevented the release of the album (Cash Box, March 12). The new order still has a limited scope. The court has upheld the March 10 restraining order, but has not yet ruled on whether the label is allowed to record the songs on the “Magazine tapes” for another label. In addition, the court has ordered the label to pay damages to Mushroom Records.

CBS Considers Raising Its Ratio Of Ads To Sales

by Ken Terry

NEW YORK — The marketing department of Columbia Records is seriously considering the possibility of asking the company’s financial controllers for a higher ratio of co-op advertising to sales, according to Don Dempsey, vice president of marketing for Columbia. “The escalation of raw advertising costs has caused us great concern,” Dempsey explained. “It has caused not only our company, but I would imagine a lot of other companies, to take a look at the percentage of sales that advertising has been assigned.”

The recent attack by the Federal Trade Commission on cumulative volume discounts in print advertising has heightened concerns, and the FTC has begun an investigation of advertising costs. The FTC is looking into whether companies are using volume discounts to reduce their advertising costs.

CBS is considering raising its ratio of advertising to sales from 10% to 15%. This would mean an increase of $2 million in advertising costs per year. CBS has already increased its advertising budget by 20% this year.

Industry Representatives To Meet At White House With Pres. Carter

WASHINGTON, D.C. — A group of record industry executives will meet with President Carter at the White House on September 15 to discuss industry problems and to urge the President to continue his support for the industry. The meeting will be held at the White House.

The group will discuss a number of issues, including the FCC’s decision to raise the ratio of advertising to sales from 10% to 15%.

UNPREDICTABLE PLATINUM — Following a recent performance at the Universal Amphitheatre in Los Angeles, Capitol recording artist Natalie Cole was felled by label executives at the Victoria Station restaurant, where she was presented with a platinum award for her “Unpredictable” LP. Pictured (l-r) are: Kevin Hunter, manager, Janice Williams, Natalie’s spiritual advisor; Larkin Arnold, Capitol’s vice-president, soul division; Marvin Yancy, Natalie’s husband and producer; Cole, Don Zimmermann, executive vice-president & chief operating officer, and Bhaskar Menon, chairman, president and chief executive officer of Capitol Records.

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Wallichs’ Fate Unclear As Hearing Is Delayed

LOS ANGELES — The final outcome of the Wallichs Music City bankruptcy proceeding was in doubt last week after a scheduled confirmation hearing on Wallichs’ proposed plan of arrangement was continued to September 6.

In arguing for the continuance, Arnold Kupetz, attorney for the debtor, told the court he had already received “a great number of consents” to the plan of arrangement. A majority of the creditors (both in number and amount owed) who filed claims must approve the plan in writing before it can be confirmed.

Kupetz urged further that “extensive talks” have been conducted in an attempt to settle a lawsuit brought against Wallichs by Westinghouse Credit Corp., and that it “appears a resolution is possible.”

Wallichs filed for reorganization under Chapter XI of the bankruptcy laws on March 8, listing assets of $1,650,674 and liabilities of $1,516,615.

A hearing on the proposed plan of arrangement was originally scheduled for August 1, but that too was continued by bankruptcy judge James Dooley.

Wallichs Stores To Become ‘Starz’

LOS ANGELES — Cash Box has learned from a reliable source that pursuant to confirmation of Wallichs Music City’s proposed plan of arrangement, the name of the two remaining Wallichs stores in Hollywood and Torrance, Calif., will be changed to “Starz Music City.” In addition, it was learned that the principals behind Wallichs’ reorganization intend to open another store and are presently scouting possible locations.

Goody Raises LP Sale Price As Jimmy’s Threat Recedes

by Mark Mehler and Alan Sutton

NEW YORK — Sam Goody’s 16 New York-New Jersey-Connecticut area stores this week raised their all-label sale price from $3.94 back to $4.19. Goody’s normal sale figure before the price war that erupted in New York last year. Jimmy’s Music World, which helped instigate the price war by selling LPs for $2.99, recently filed a Chapter XI bankruptcy petition (Cash Box, August 27).

Goody, however, is not alone in raising prices. Sam Goody, said his chain’s move was not directly related to Jimmy’s problems, but was simply a continuation of Goody’s recent pricing policy.

“Our past few weeks, we’ve been steadily raising our prices,” Levy asserted.

As an example, we eliminated our $2.99 month (financial) figures are public, and they aren’t very good. We couldn’t make any money selling everything at those prices (below $4).”

For the six-month period ending June 30, 1977, Goody’s sales climbed to $23.56 million, up from $20.89 million in the Peachs store, a $2.67 million increase.

These figures show a long-term Goody’s pattern of increasing sales and decreasing earnings, causing not only low prices, but rising overhead costs in the form of debt service.

Levy said he doubted that Jimmy’s financial problems would spell the end of cutthroat pricing in New York. “If the record specials almost two months ago. Our six

Denver Record Business Paces City’s Growth As Peaches Stimulates Competitive Spirit

by Jeff Crossan

LOS ANGELES — The rapid growth of Denver in the past few years has been paced recently by the record business there, as evidenced by the opening of a second Peachs store, two new distributorships and a new one-stop.

A new 10,000 sq. ft. Peachs store opened August 26 amidst a flurry of promotions that included a 50 ft. tall Alice Cooper balloon that hovered 200 feet above the store, a peach ice cream giveaway, live radio broadcasts and appearances by Bob Goulet, Kenny Loggins, Andy Gibb and Stanley Turrentine.

Peachs as new faces on the distribution scene are Record Merchandising, a Los Angeles-based distributor that recently opened a Denver sales office, and Western Merchandising, which has supplemented its rack operation in Denver by taking over the independent distribution facilities recently vacated by Chicago-based M.S. Distributors (Cash Box, August 6, 1977).

New One-stop

A new one-stop DLM Music, is scheduled to open August 29 under the direction of Mel Nimon and Larry Gentry, veterans of the Denver scene, who are former executives of Danjay Music — suppliers of the Budget Tapes and Records chain. In other developments, the sale of Mile-Hi Denver’s largest one-stop, to Sound Unlimited of Chicago is expected soon.

The current activity in Denver, an expanding city where retailers are scattered and wholesalers are few, may have been generated by the stepped-up competition that marked the entrance of Peachs into the market in 1975 with the opening of a 12,000 sq. ft. superstore.

“I think Peachs is great,” says Nimon, who serves as general manager at DLM. “I think they are the best thing that could happen to us. We are the buying public.”

Time Is Ripe

At Peachs, store director Mel Goodnaw says the time is ripe for business in Denver. “Denver is a growing city,” he explains. “There are a lot of new sky scrapers going up downtown and a lot of people feel that Denver is going to be one of the cities of the future.”

And despite the fact that Peachs stores recently were purchased by Los Angeles-based Nehi Distributors, which owns the chain, Goodnaw says he welcomes new one-stop.

“The wholesale business here has always been next to nothing,” Goodnaw, says the company’s faith in independents was recently underlined when it closed its last surviving branch office in Chicago, turning over the line there to Progress Records Distributing Co. (Cash Box, August 13).

While choosing a company over MS Distributing Co., in Chicago, Denver recently switched to MS from Record Merchandising Co., in California. Asked why London didn’t give MS its line in Chicago, Stricker replied that Progress had done well with London product in Cleveland. Therefore, the company decided that Progress could do an equally good job in Chicago.

At present, with MS out of the Denver market (Cash Box, August 6), London is still trying to reach a decision on which independent distributor should handle its line there. The strongest contender at this point appears to be Western Merchandisers, which took over MS operation in Denver.

“Still Catalog Company”

Except in the classical field, where London commands a large share of the market, the company still generates most of its record revenues from catalog product. However, London has not been able to reach several upcoming releases as evidence of London’s continuing commitment to pop music.

Wait Magure, vice president of A&R for London, announced that the Moody Blues will start recording their long-awaited reunion album at Los Angeles’ Record Plant on September 5. The LP should be finished by early October, he said, but no release date has yet been set.

John Miles next album should be released in November, while April Wine’s next effort will be out on September 15, according to Don Wardell, director of creative services for London. Additionally, noted,
Marilyn McCoo & Billy Davis Jr.

Celebrate love with

"Look What You've Done to My Heart"

The hit single...

From their hit album

The Two of Us

Produced by Frank E. Wilson
A Spec-O-Lite Production

ABCD-952

AB-1026
New York - Spokesmen for several branch-distributed record manufacturers seemed unconcerned about the recently announced plan of Pickwick International to place increased emphasis on wholesaling of independently distributed product, as well as product pressed at its own Keel Manufacturing plant.

As outlined last week by Charles Smith, president of Pickwick, at the annual meeting of the company's Rac Services Division (Cash Box, August 27), the plan to maximize the profitability of Pickwick's product mix hinges on increasing sales of LPs which are purchased from Pickwick's Distribution Division. "We have to sell three James Taysors from CBS (a branch-distributed company) to equal the profitability of two Peter Framponts from A&M (which is independently distributed)," Smith commented. Additionally, he noted that "we make 20 cents more on each record that we have pressed at Keel than we do on a record pressed somewhere else."

**Reaction**

The general reaction of marketing executives at major record companies to this proposition was that, as long as Pickwick doesn't go too far in stressing independently distributed product, it won't change much of anything.

For example, Skip Byrd, president of ABC Record Distributors, Inc., ABC Records branch operation, stated that Pickwick's buyers "are not going to be without product if it is hit product." If a record is selling well, he said, they don't care what label it's on: "They want to service their customers to the best extent they possibly can."

Similarly, a spokesman for another large branch operation pointed out the "it's just a matter of determining popularity. If you don't give the consumer what he wants, he will find it elsewhere. You can't just go and establish the inventory that you carry based on total profitability." On the other hand, he noted that a limited program of improving one's product mix is "good business sense," so long as the planners don't get carried away with their own statistics.

A marketing executive at a different label felt that Smith's statement at the convention had been a veiled message to the branch-distributed record companies. "What they're doing is putting a squeeze on the manufacturers, saying that they want a better price or they can't handle and expose your product."

**No Punches Pulled**

Rebutting this view, Gordon Bossin, vice president of marketing for UA Records (an independently-distributed label), said he believed that Smith hadn't been pulling any punches in his speech. "I think it was a true statement: it's just a more profitable situation for them (Pickwick) when that happens (sales of product purchased from the Distribution Division). That doesn't mean they turn down cooperation or joint promotions with a Columbia or a Philips."

Bossin also remarked that "his (Smith's) predecessors in the same corporation have made the same statement. Ams Heilicher has made that statement very clearly at a Musicancon convention in front of both independently-distributed and branch-distributed manufacturers."

(continued on page 58)

**Lifesong Finds Home At CBS: Croce Legal Dispute Is Factor**

New York - Lifesong Records will be distributed by CBS Records as an Associated Label. Founded by co-principals Terry Cashman, Tommy West, and Phil Kurlin, Lifesong was incorporated in June of 1975, and was independently distributed until the recent CBS distribution agreement.

The Lifesong roster includes Henry Gross, Dean Friedman and Crack the Sky. Jim Croce, who was produced by Cashman and West until his untimely death, is also part of the Lifesong catalog. According to Cashman, Lifesong's executive vice-president, the delayed delivery of the Jim Croce masters to Lifesong was one important factor in the decision to join CBS at this time.

**Croce Masters**

The Croce masters, leased to ABC Records by Cashman and West's Cashwest Productions, became the object of a legal dispute when Lifesong claimed that ABC had not lived up to the agreed schedule for return of the masters to Cashman and West. The matter reached a critical point in February, 1977, when an injunction was issued, preventing ABC from further manufacture and sale of Jim Croce Records. The issue is still in litigation.

**Presley Merchandising Rights To Factors, Etc.**

Los Angeles - An agreement grants Factors, Etc., Inc. the exclusive worldwide rights to all Elvis Presley merchandising, excluding any agreement with RCA Records, has been signed.

Col. Tom Parker, acting on behalf of Vernon Presley, the late singer's father and executor of the estate, said that the agreement was made with Factors to eliminate the unauthorized and unlicensed merchandising use of the Elvis Presley name which is depriving the Presley estate of revenue to which it is rightfully entitled.

**ABC Revitalizes Bishop Records With Massive Push**

Los Angeles - A massive campaign, coordinated by ABC Records' marketing department, re-established the AOR stations that had glossed over the LP when it was initially released last Christmas. It also stressed to the stations that the album was not a typical MOR album, and consequently, many progressive FM stations programmed the record.

**Cassidy Goes Gold**

Los Angeles - "Shaun Cassidy," the artist's debut album on Warner/Curb Records, has been certified gold by the RIAA.
DOUBLE YOUR PLEASURE.
DOUBLE YOUR FUNK.

"FUNK FUNK" The new single from CAMEO

The refreshing sound of a request-confirmed soul giant!
The temptin' taste of a crossover about to pop!
From the album that's capturing the feet and the heart:
CAMEO "CARDIAC ARREST" (CCLP 1003)

On CECIL HOLMES' CHOCOLATE CITY RECORDS & TAPES
another taste of success from CASABLANCA RECORD & FILMWORKS

Personal Manager: Sandy Ross
Agency: Gemini Artists

www.americanradiohistory.com
UPCOMING INDUSTRY CONVENTIONS

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<td>Oct. 28-Nov.1</td>
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EXECUTIVES ON THE MOVE

Motown Names Church — Motown Records has announced the appointment of Derek Church as director of creative services. He had been the label’s national advertising and marketing director for over a year. Prior to coming to Motown, he was vice-president of creative services at MGM Records.

Pappas Leaves Reid — Constance Pappas, executive vice president of John Reid Enterprises, has ended her four-year relationship with the company effective immediately. Pappas’ future plans will be announced shortly.

Hodge Promoted At Jobete — Karen Hodge has been promoted to vice president, administration, for Jobete Music Company, Inc., (ASCAP) and Stone Diamond Music Corporation (BMI) and affiliated companies. A 12-year veteran with Jobete and Motown records, she most recently served as Jobete’s assistant general manager.

Satiriano Joins E/A — Sue Satiriano has joined Elektra/Asylum Records as a publicist. She was previously a publicist for Rolling Stone magazine in San Francisco, and had worked withHonig, Cooper, & Harrington advertising agency in San Francisco. Satiriano reports directly to Brazil, E/A’s U.S. publicist. She was named to that post in January, 1977. At that time, neither her announcement nor picture were mentioned in Executives On The Move. We hereby correct that oversight.

Watermark Sues For Illegal Airing Of Presley Story

LOS ANGELES — Watermark has entered into a federal court action against Plough Broadcasting Co., owner of Memphis radio station WMPS, for the unauthorized airing of a 13-hour documentary, "The Elvis Presley Story," of which Watermark is the producer and syndicator. The suit seeks "in excess of $1,000,000" in actual damages and "in excess of $750,000" in punitive damages.

A spokesman for Watermark said that the licensing agreement for the program ran out at the end of 1976, and that on Aug. 16, the firm sent telegrams to all the stations to tell them not to air what they considered an outdated program.

A new 13-hour radio documentary, including comments and interviews about the death of Presley, is in final preparation.

20th Century Launches White Promo Campaign

LOS ANGELES — With the release of Barry White’s new album, “Barry White Sings For Someone You Love,” 20th Century Records has launched a massive merchandising and promotional campaign that includes a unique album cover concept, in-store displays, television appearances and personalized radio spots.

The front cover of the LP features a punch-out sterling locket with a tiffany back and runs in four different versions: black, gray, brown and beige. The punch-out locket location can be replaced with another photograph for personalized gifts.

White and orchestra will be the only guests on an upcoming 90-minute Meri Griffin Show, where he will introduce his album to the public. The show is to be taped this week. White has also recorded 90-second radio spots to be used for advertising purposes.

EXECUTIVES

Rosica
Rosica Appointed At Music Agency — The Music Agency Ltd. has announced the appointment of John Rosica as account executive in the New York City office. His most recent association in the record field was with RCA where he functioned as vice president of promotion and merchandising.

Rosengard Leaves Atlantic — Seth Rosengard has exited his position as national FM promotion coordinator of Atlantic Records. He may be reached at (212) 595-3933.

Leslie Joins ABC — ABC Records has announced the appointment of Laura Leslie as assistant advertising manager. She comes to ABC Records from Cinema Concepts, Inc. where she was executive administrator.

Chrysalis Appoints Aldrich — Chrysalis Records has announced the appointment of Jeff Aldrich as east coast manager of A&R. Prior to joining Chrysalis, he served as manager of the Yorkville Palace Theater.

Front Line Announces Appointments — Front Line Management, Inc. has announced three executive appointments. Howard Kaufman has been named vice president. He was formerly with the Chrysalis Management, Inc. handling all financial activities for that company.

Bob Hurwitz, who has been active with Front Line for one year, has been appointed to director of business affairs. Larry Solters has been appointed director of media operations. He was formerly an account executive with Solters & Roskin, Inc.

New Post For Eyre — United Artists Records has announced the appointment of Ron Eyre as liaison of soundtrack activities between United Artists Corporation and United Artists Records. He has been with United Artists for 12 years and will be based in New York.

ASCAP Names Brewwington — Nashville attorney Dennis Brewwington has been appointed assistant director of ASCAP’s Nashville office. He has been an attorney since 1973, and has been active in music and civic affairs.

Changes At Handlerman — The board of directors of the Handlerman Company have elected George Plumb as executive vice president of the company and David Siebert, as vice-president of the company. Plumb joined the company in August, 1977 after having been associated with Sears, Roebuck and Co. since 1952. Siebert joined Sieberts, Inc. in 1963 and was elected president of Sieberts, Inc. in January, 1977.

Hammerman Appointed — Wald/DeBlasio Management has appointed Mark Hammerman, a principal in the company, to head Wald/DeBlasio’s Contemporary Music Division.

Harman Exits H.H.V. — Larry Harman has resigned his vp post with Hecht Harman Vukas Creative Communications Inc.

Weiss Promoted At Robert Light — Robert Light has announced the promotion of Ellen Weiss to the position of agent. Her primary duties will be to assist Mr. Light in laying the groundwork to promote the careers of the agency’s clients.

Martin Joins Moss — Dan Moss has announced that David Martin has joined his management company. Martin formerly was with ICON- Los Angeles and previously spent a number of years with RCA and Pye Records in England.

SAS Adds Barber — SAS, Inc. announced the appointment of Perry Barber to the staff of MASCO (Music Administration Service Company). She fills the vacany left by Emi LaVio and will be responsible for administration and licensing of all copyrights and publishing companies.

ABC Music Adds Martin — ABC has announced that Tim Martin has joined the professional staff of ABC/Dunhill Music, Inc. He was previously a personal manager and a staff writer for Irving/Almo and 20th Century Music companies.

Reznick Joins Regency — Marshall Reznick has joined Regency Artists, Ltd. He was formerly an agent with the William Morris agency and was previously partnered in the Reznick Agency.

Stack Joins NECAA — Sam Stack has been named projects manager for the National Entertainment and Campus Activities Association (NECAA). He comes to NECAA from his former position as director of student activities at Embry-Riddle Aeronautical University in Daytona, Florida.
DOROTHY MOORE

Her record turned GOLD when she turned us “MISTY BLUE.”
Now she’s got everyone believin’ her to GOLD again with...

“I Believe You”

MALACO 1042

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T. K. PRODUCTIONS

The Miami Sound Explosion

• 495 S.E. 10th Court • Hialeah, Florida 33010 • (305) 888-1685
UA War LP Goes Gold

LOS ANGELES — "Platinum Jazz," War's double LP set for the UA-distributed Blue Note Records, has been certified gold by the RIAA.

SAS Inks A New Artist

NEW YORK — SAS, Inc. has signed Lifesong recording artists The Voltage Brothers to a management contract. The ten-man group from New Jersey joins established artists Gladys Knight & The Pips and Gene McDaniels as the first new group signed by SAS in two years.

Randazzo Forms Own Publishing Company

NEW YORK — Writer, arranger, producer Teddy Randazzo has formed his own publishing company, Teddy Randazzo Music, Inc., located at 51 West 86 Street, Suite 1504. New York, New York 10024.

Handleman Quarterly Earnings Jump 400%

LOS ANGELES — Handleman Company showed a 455% gain in net earnings for the first quarter compared with figures from one year ago. The firm's net earnings rose to $1.32 million from $242,000 while net sales climbed to $40.025 million from $13.8 million, an increase of nearly 300% from a year earlier.

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EAST COASTINGS / POINTS WEST

EAST COASTINGS — THE KINGRANSON — Elvis Presley, renowned for the generosity he showed to friends, charities and even perfect strangers, may become a posthumous contributor to the New York State Treasury. Persons with tickets for his Nassau Coliseum appearance, scheduled for the Monday following his untimely death, have been holding the tickets as sentimental keepsakes rather than returning them for refunds. In fact, only 1250 of the 16,700 sold have been turned in. While fans have urged the Coliseum to use the money for a memorial tribute to Elvis, fiscal laws require that the money be returned or turned over to the state.

RONSTADT TROUBLES — Ill health had been plaguing the touring Linda Ronstadt for about a week, and the situation came to a head Friday, August 24, when a 24-appearance at Rockland County Community College. Though Cash Box's Charles Paulik and other observers report that she looked and sounded like her fourth number, "Tumblin' Dice," she left the stage after that song and did not return. Though the band continued to perform, the concert was canceled.

WINGED PERIL ON THE HIGH SEAS — Paul McCartney and Wings seemed to be on the verge of a first when they set sail to record their current project. The project involved a flotilla of three boats, including the yacht Far Carol, which had been recently purchased by the singer. McCartney quickly made a hit, but the band was not expected to perform on stage.

KATAKIS IN CHICAGO — Pictured together after A&M recording artist Michael Katakis appeared at the lavish in Chicago. His latest release, "Seasons," is being promoted as a "Sting of Time." Katakis was accompanied by his wife, Mimi, and their daughter, Megan. The duo performed at a hotel room where they were staying during their tour.

DREADLOCKS AND DOUGLAS — Island artist Max Romeo, who is writing the music for Michael Gordon's new Broadway musical "Reggae," has been heavily involved in the promotion of his new album. "Time" was one of the songs taped at Mike Douglas, Show, and air September 21. Romeo discussed the religious significance of marijuana to his fellow rastafarians, as opposed to its American use "for kicks.

CORRECTION

In last week's article about the reaction of WABC's Scott Shannon to the opening of a Peaches store in their market, Discount Records and Books was referred to as the book store opened by John Crouch. Actually, the chain consists of three outlets and is owned by Robert Bink. In addition, the shelf space occupied by Discount Records and Books were incorrect; the chain's management would prefer not to publish its prices.
A Very Special Man in Everyway

Johnnie Spence

Years 1936 — 1977

We Will Miss You and Remember You Always

Tom, Gordon, Gilbert, Bill, Lloyd
SMOKIE (RSD/Polystar 881)
Needles And Pins (2:44) (Metric - BMI) (Bono, Nitzsche)
This song was first recorded by Jackie DeShannon, but it didn’t really hit until it received the Searchers’ vocal treatment in 1964. Smokie’s version exhibits skillful handling of the vocal harmonies and layered guitar rhythms, along with an effective full-on build up to an emotive final four bars. Great for car radios.

CAPTAIN & TILLENIU (A&M 1970)
Circles (2:34) (Moonlight and Magnolias/Iving - BMI) (Tenneille)
The second single from the duo’s album “Come In From The Rain” is a refreshingly imaginative composition of Toni Tennille. This record even offers unity of form and content: there’s a feeling of circles as the melodies swirl in and out of each other in contrapuntal vocal arrangements that thicken the close. A play-anywhere record.

BOB MARLEY AND THE WAILERS (Island 092)
Waiting In Vain (3:29) (Bob Marley/Almo - ASCAP) (Marley)
Marley continues to exhibit the potential to be the first reggae artist to exceed the gold plate, considering his solid-base audience and the increasingly commercial appeal of his music. This lyric, written on a straight love theme, exemplifies his creativity on the apolitical side. For pop and R&B stations.

SPINNERS (Atlantic 3425)
Heaven On Earth (So Fine) (3:10) (Mighty Three - BMI) (James)
The Spinners are a light, cool swing in this vanguard effort from their album “Lead vocalist” John Edwards has found his own style in the group context, while the backing vocal parts are sophisticated and aggressive in the way of Philadelphia. Shifts from smooth, classically-crafted from producer/arranger Thom Bell, with wide airplay possibilities.

Every Time It Turn Around (Back In Love Again) (3:40) (Teeman - BMI) (Hanks, Grey)
A great piece of hesitation funk edited from this group’s album, “Something To Love.” The rhythm section plays with the instruments creating a recognizable groove, and the lead vocal and horns just don’t help finding it. A strong R&B chart contender.

LINDA RONSTADT (Elektra/Asylum 45431)
Blue Bayou (3:57) (Acuff-Rose - BMI) (Orbison, Nelson)
A relatively simple instrumental composition, lead/offset vocal from Orbison’s vocal in this single from a forthcoming album. Her reading of the Roy Orbison song ranges from the sensitivity of soft passages to the powerful, soaring notes that are her trademark. Pop and country possibilities.

NEIL YOUNG, CRAZY HORSE & THE BULLETS (Warner/Reprise 1391)
Like A Hurricane (5:24) (Silver Fiddle – BMI) (Young)
An expansive feeling in this long selection from “American Stars ‘N Bars.” The melodies are carried by Young’s voice and guitar, all brought into focus against a distant landscape of multi-strung layering effects. For any station seeking the distinctive Neil Young touch.

SHERBET (MGA 0785)
Midsummer Madness (3:26) (Frazzle Music America – BMI) (James, Porter, Mitchell)
This group has made its name in Australia through clever pop synthesis, and this selection from the album, “Protoplay” exemplifies its versatility. Beginning with a calypso, lightened, harmonized melody, the cut progresses into a funky, percussive bridge before the finale. Packed full for top 40.

ARCHIE BELL & THE DRELLS (Philadelphia International 3632)
Glad You Could Make It (3:42) (Mighty Three - BMI) (Carsterphen)
From the group that literally dances on vinyl, a warm welcome home with a strong upbeat. This record’s rock-solid rhythm and hot vocal tracks will find acceptance in discos and at R&B stations. It lives up the album title, “Hard Not To Like It.”

ALICE COOPER (Warner Bros. 8448)
(No More) Love At Your Convenience (2:48) (Ezra/Early Frost/All By Myself – BMI) (Cooper, Wagner, Ezrin)
Cooper brings his ascent to a new level of pop sophistication by following up his ballad hit, “You And Me,” with this grandly orchestrated, up-tempo production number. The lyric reveals macho leanings, while the often-repeated hook sounds like a winner for top 40 radio.

PABLO CRUISE (A&M 1976)
A Place In The Sun (3:40) (Irvine/Pablo Cruise – BMI) (Cockrell, Larios)
If you were about to ask Pablo Cruise “Whatcha gonna do?” after their stunning breakthrough hit, here’s your answer. It’s the title cut from their latest album, combining studio-smooth musicianship, an even blend of pop styles, and a hook straight from Grand Funk’s “I’m Your Captain.” Could be a big follow-up.

RINGO STARR (Atlantic 3429)
Wings (3:03) (Zweibel Productions/Mad Vincent – BMI) (Starkey, Poncia)
This theme from the album interests those that really clicked amongingo co-writer Vini Poncia and producer Arif Mardin. The haunting melody is carried by a closely-knit ensemble of vocalists, and supported by a richly-textured horn section and string arrangements. Any relationship between the title and a former Starr Cohort seems to be coincidental, though this record definitely has that pop appeal.

ROSE ROYCE (Whitfield/WB 8440)
The only new entry to hear the marching/handclapping intro to know that the group that debuted with “Car Wash” will remain a viable force, with or without a movie. The selection from the album “In Full Bloom” has all the distinctive rhythm, vocal and string touches that are earmarks of producer Norman Whitfield’s creativity.

KEVIN AYERS (ABC 12030)
Mr. Cool (3:09) (Duende – ASCAP) (Ayers)
Ayers’ experience runs the gamut of progressive rock, and this single from his recent solo album, “Yes, We Have No Sunshine continues in this vein. It’s a fairly eccentric direction, a little Latin flavor in keeping with the LP theme, along with a bit of snappy work on the wah wah pedal. Mainly for AOR.

BABY (Chelsea 3068)
Falling Angel (3:20) (Pocket Full Of Tunes/Mouse Tunes – BMI) (Crate)
Tasty guitar strumming and sweet vocals in a selection from “Spinning,” a restless, but wholesome pop single. It’s a bit whole does not develop in any one direction, it’s full of harmonic hooks, sugargy solos, and arresting rhythm patterns. Easy for top 40 to swallow.

DIANNE STEINBERG (ABC 12285)
Baby I’m Yours (3:10) (Blackwood – BMI) (McCoy)
Few will have forgotten this big hit for Barbara Lewis, written by a yet-to-be-famous Van McCoy. This version is stretched out and a bit slower in tempo, but the melody lives on. For pop and easy listening.

CHEAP TRICK (Epic 50435)
I Want You To Want Me (3:07) (Adult – BMI) (Nielsen)
The first single from this quartet’s second album, “In Color,” is a slick piece of rock-pop written by his goofy guitarist, Rick Nielsen. Though the lyrics are terribly original, it’s a pleasant tune, impeccably produced by Tom Dumont.

QUIET ELEGANCE (Hi/Cream 77503)
Roots On Love (3:15) (Cre-Jac Buter – BMI) (Greer)
A simmering rhythm section provides the backing for some suggestive vocal work in this single and at the R&B market. Please don’t be suspicious just because the title contains the word “roots.”

THE MEADOWS BROTHERS (Kayette/KT 5132)
I Can’t Understand (3:30) (Kayette – BMI) (Meadows)
An isolated cut and a bit slower in tempo, but the melody lives on. For pop and easy listening.

QUICK ELEGANCE (Hi/Cream 77503)
Roots On Love (3:15) (Cre-Jac Buter – BMI) (Greer)
A simmering rhythm section provides the backing for some suggestive vocal work in this single and at the R&B market. Please don’t be suspicious just because the title contains the word “roots.”

JACK JONES (RCA 11076)
Perfect Strangers (3:35) (Don Kirshner – BMI/Kirshner Songs) (ASCAP) (Cockrell, Davis)
A sparkling intro keys this ballad written by Neil Sedaka and Phil Cody and rendered in Jones’ distinctive style. A top single for adult contemporary/soft rock stations with some crossover potential. Note: The title is an unusual version of Little Feat’s “Dixie Chicken.”

RANDY BAIRD (Vanguard 35199)
If You Were A Song (3:11) (Mandy – ASCAP) (Hice, Hice)
A pop-country ballad from a seasonal performer who is new to recording as a solo artist. The vocal has an out-front, personal quality, while the lyric hook is sure to turn ears. Programming possibilities in pop, MOR, country,

The only thing shaky about this album is the subject matter of its title track. Otherwise, this latest Doobies project is a smooth audio treat, much more mellower than previous works, but still a tasty blend of styles that because of the considerable efforts this year and should insure this album's wide acceptance.

FOGHAT LIVE — Bearsar/Miller Bros. BRK 6971 — Producer: Nick Jameson — List: 6.98

The studio versions of these six tunes pack plenty of wallop themselves, but fueled by an enthusiastic audience in a live setting, these tracks sizzle with the kind of ferocious bite that has gained for Foghat a loyal legion of followers on the concert trail. Noted for its heavy metal blues and tempo versatility, Foghat puts on a show that gives entertainment from the stage as it encourages involvement from the bleachers. As the summer concert season winds down, this should be a popular LP for AOR programmers.

MAGAZINE — Heart — Mushroom MRS-5008 — Producer: Rolf Hennemann & Michael Flicker — List: 6.98

When Heart left Mushroom to join another record company, they left behind the tapes that have become this album. Though, as Mushroom acknowledges on the back cover, Heart disclaims "artistic involvement is completing this record," it really doesn't matter musically. The studio tracks are mellow and compelling, but Ann's live version of "I've Got The Music In Me" is startling in its intensity and bristles with forceful urgency. A nice album that shows another side of Heart.


The change in Utopia is evident from the outset. They have taken a stringly more commercial approach with this album, which has all the players having a crack at the mike for a lead vocal. But the most obvious difference is the emphasis on delicious harmonies and smooth melodic progression. Surprisingly, the lessened free-form flights into outer space take nothing away, adding instead another musical dimension and increasing Utopia's accessibility and almost certainly expanded commercial acceptance.


John Mayall sounds funkier or more sure of what he's up to. The marriage of rock and the blues is consummated with considerable care on every track, and the result is an album bursting from the shrink wrap with sax and spunk. Even blues purists will have to take their hats off to this album that salutes the blues even as it expands the genre to its fullest potential. A real workout for one of John's best assembled bands.


Leonard Caston's masterful arrangements and full-bodied production are no accident since he co-wrote all but two of the selections. But even though Kendricks is surrounded by the wall of sound, his voice is more than up to the challenge, and the lush instrumentation only serves to reinforce the power of his vocals. His dramatic but delicate vocal shadings are well controlled and effectively used in a balanced delivery.


Jackie's wholly self-composed album stresses his quivering vibrato voice, almost as effective an instrument for him as his selection of guitars. Though Jackie has not been heard from for awhile, his absence has only made this album more highly anticipated. The nice division between mellow material and more raucous selections should make this album easy for a wide cross section of listeners to get into.


Television exposure can accomplish a great deal but the audio quality is generally nothing to write home about. This album gives this season's freshest faces a chance to show their stuff in a strictly musical setting without meddling third parties and commercials to interfere. The music is heavily weighted toward top/MOR acceptance, and if that narrows the scope somewhat, they should be given ample credit for capitalizing on their most obvious strengths and doing that quite well.

WHERE DO WE GO FROM HERE — Rex — Columbia PC 34865 — Producer: Eddie Leonetti — List: 6.98

Though Rex Smith's crisp lead vocals lend both the name and the drive behind this fiery band, his fellow players are concentrate instrumentalists who deliver a fairly lighthearted and enjoyable package of heavy metal rock. Their work is marked more by a relentless, driving tenacity than by particular melodies but they do smoke from beginning to end. A strong quintet with potent promise.

BARRY WHITE SINGS FOR SOMEONE YOU LOVE — 20th Century T-543 — Producer: Barry White — List: 6.98

The actual frankness of the single that preceded this album has scoured off some of the top 40 stations that might have played it. But as R&B listeners know, this album is designed specifically for that audience. "Baby" is just the kind of feel-good, turn-down-the-volume hit that could be played by R&B stations who have a favor to a top 40 list. But it's a hit all the same because it's a most sincere, sentimental ballad that'll be a hit for a long time, turning in a strictly singing performance that is sensually inviting and the only other thing you need once the candles are lit is the wine is poured. A recorded Valentine in a ciever package.

DANCE BAND ON THE TITANIC — Harry Chapin — Elektra/ Asylum 9E-301 — Producer: Stephen Chapin — List: 11.98

It won't be long (if it hasn't happened already) before English classics will travel Harry's work as a unique kind of musical literature worthy of scholarly reflection. His short stories set in song are as full of evocative, meaningful imagery as they are packed with emotional sincerity and wry insight. The title track is a clever introduction to this 4-sided album, setting the mood as it symbolically explains Harry's place on this global ship of ours on the closing coupant.


Though it is not completely obvious until side two, Piper has breeled up their repertoire since their debut album. They come out with strings smoking on side two with impeccable harmony, a soulful lead singer, and a sampling of arrangements. Piper's musical guru is lead singer Billy Squire, who wrote or co-wrote all the selections here and shows much future promise both as a singer and as a songwriter.

CLEAR SAILIN' — Chris Hillman — Asylum 7E-1104 — Producer: Jim Mason — List: 6.98

This is Chris Hillman's first album since he was made a member of the Byrds and the Flying Burrito Brothers, and it's an album that well resembles the Flying Burrito Brothers. The harmonies are clear and finely rendered, kind of like Brewer & Shipley but with more depth. An album for any number of programming possibilities.

THE CATE BROS. BAND — Asylum 7E-1116 — Producer: Jim Mason — List: 6.98

This Arkansas quartet is a talented musical band that deals in lyrics that are simple and direct and songs that show the influence of R&B and jazz as well as rock. Ernie Cate's vocal lead lines are strong, and his stylistic nuances show lots of depth and variability. This is a band with lots of class and a smooth team of players. Keep an eye on these gentlemen.


If this debut album is any indication of future promise, Prism should be on every one's wish list of artists that stays with us for awhile. There's an amazing amount of contrast between the soft- and the hard-core rock, sometimes within the confines of an individual song. But the guitar contributions and the vocal teamwork are the key factors involved in the successful sound of this band who shouldn't have wait for a second album to make waves.


Jigsaw's mixed record, almost orchestral sound belies the fact that the basic band is comosed of only four members. But in the studio the instrumental setting provides a rich backdrorp for Des Dyer's high-spirited lead vocals. There are several single possibilities here but the arresting "Lying" and the wrenching "Only When I'm Lonely" are particularly strong and should wear well with repeated listenings. A deadly accurate aim at the MOR and top 40 market.

THUNDER ISLAND — Jay Ferguson — Asylum 7E-1115 — Producer: Bill Szymczyk — List: 5.98

Guest player Joe Walsh adds his unmistakable clout to Ferguson's "new and improved" second album, an LP rich in varied textures and a righteous workout for Ferguson's subtle possibilities here but the arresting "Lying" and the wrenching "Only When I'm Lonely" are particularly strong and should wear well with repeated listenings. A deadly accurate aim at the MOR and top 40 market.


The ebullient energy of this album is ample evidence of the longevity of the bow-master who doesn't know how to grow old gracefully. As those who have seen him in recent concerts will attest, Papa John's "learn piano, play guitar and sing" by ear is not an idle boast. As he performs on stage he is still a wire-dancing dynamo with quick feet and sizzling strings. Papa John takes some time here to sing some soft ones just to keep the program balanced but most of the album is peppered with upbeat selections.
Managi the use of those tapes To poses, less 1977 nadino, California. Mushroom it's publicized among help graphic illustration nie Dyson, careers." Another Despite the inherently restricted finan-

cial profit derived from theatre I nutrition, the group's "longevity." I'm done. Thom Bell will send me the tape when he finishes recording the Spinners," Allen related. "Usually he and I agree on what we think the stronger sides are. Sometimes there's been a bit of disagreement, but we've always been able to work it out between us.

Once the single and album cuts are selected, however, there is still another hurdle, one that Allen feels is degrading to a well-established black act. That obstacle is, of course, the unwritten law that unless a black artist is in the Studio Wonder superstar category, his record must first become a bona fide R&B hit before it can "crossover" to mass pop airplay.

I think it's a cop-out," Allen said. "Why should I promote that which alienates itself from the R&B radio stations?" If the record's good, the major stations should play it right away. Why do they have to wait?

The court was very careful in pointing out that by the current decision, it did not in any way reach the merits of the controversy. "The court is still unable to determine from the affidavits, which of the parties will probably prevail at trial on the merits. If, at trial, it is determined that defendant should not have been able to make commercial use of the tapes in question, defendants have their remedy in damages.

Each "Magazine" album will contain the following information in a tabulation as set forth in the order sheet. The release of the recordings made from those tapes would not in any way damage the professional reputation of defendants.

"We did not feel that a contractual dispute should prevent the public from hearing and enjoying these incredible tunes and records on the road." The album was premiered on various Seattle radio stations on August 24 with its premiere on Los Angeles radio on August 25. It was so successful that the broadcast was repeated on KZMP-AM, and is scheduled to be released on KZMP-FM.

MADISON SQUARE GARDEN, NYC — Presenting their first group album in two and a half years, Commodores, the band taken to the road with a new attitude, one that allows them to infuse music of the group's past and present with the same fire and passion that has made them household names.

For the current tour's concert set, Yes has chosen to completely avoid material taken from their two most experimental LPs, "Tales From Topographic Oceans" and "Relayer," the album that preceded their first hit single "I Belong To The City," a partial concession to the tastes of keyboardist Rick Wakeman, who rejoined the group at the beginning of the year. The fringe benefits of this decision, however, are numerous. Drummer Alan White, who always remained a basic rock and roll musician, has been encouraged to expand his jazz style and has been forced to relearn his kernels.

The chemistry was obvious in pieces as diverse as the hard-rocking "Shuttle," "I've Seen All Good People," "This Is It," "The Time Is Now," "Don't Let Go," and the marvelous "Close To The Edge." A version of "And You And I" that began dramatically and built to a fever pitch, revealed the full circle to its spine-tingling close.

In a spirit of unabashed showmanship, Yes played a variety of songs from their first concert, the first encore comprising "Roundabout" and "Starship Trooper." The latter built into an extended improvisation with Rick Wakeman and guitarist Steve Howe, whose breadth of imagination is always matched by the group's sense of rhythm and texture.

While Allen emphasizes career development, he also points out that, as a group, they have always been, and will always be, a family. "When you have people working together for any length of time, they develop a feeling of brotherhood. That's why we've always remained successful, because we were able to maintain the harmony and the creative spirit that we've always had."
Jazz

1. **On Jazz**

Jazz activity in the west is certainly as great as around New York but one thing that New York doesn't have is Carl Jefferson and his Concord label. The label has been in business perhaps four years but in that time, he has built up a remarkable catalog featuring the likes of Herb Ellis, Barney Kessel, Charlie Byrd, Ray Brown, Shelly Manne, L.A. Four, Nat Pierce, Billy Berry, Tal Farlow, Richie Kamuca and many others in the modern mainstream. Among the many interesting Concord projects in the works is a tribute to Duke Ellington which features Bing Crosby, Rosemary Clooney, Woody Herman and Tony Bennett. The album, to be released shortly, will be for the benefit of the Duke Ellington Cancer Society.

Other Concord albums in various stages of production include Paul Tompkins, Harold Land-Blue Mitchell, Chuck Flores, Kenny Burrell, Richie Kamuca and Marshall Royal-Snookie Young.

Count Basie and his orchestra made their annual visit to Disneyland last week. We had the opportunity to hear both groups several times and were impressed more than at any time in recent years. Tenorman Jimmy Forrest is the sound of high caliber and Al Gray and Dennis Wilson are excellent trombone soloists. Drummer Butch Miles seems to improve with every outing and the trumpet section is a strong one. On opening night (the 21st), which happened to be Basie's 73rd birthday, he was presented with a cake by Mickey Mouse! The next album by the big band was recorded live at Montreux and should be available on Pablo in the fall.

The latest report on veteran Stan Kenton is that, on doctor’s orders, he will wait until February before resuming personal appearances. Stan will spend his time writing, which should please Kenton fans who remember his marvellous ballad arrangements from previous years. Veteran engineer Wally Heider will launch his Hindsight label next week. Heider will bow with twelve albums of big bands from the 30s and 40s, including Ira and Sidney Dees, Thornhill and Lee Horowitz, who also represents Concord Jazz and Pausa.

**Jazz Album Picks**

**BOBBY HACKETT FEATURING VIC DICKENSON**

*Chiascuro 161* - Producer: Hank O'Neal - List: 6.98

This fine quintet recorded live at the Roosevelt Grill is a mainstremers delight. Hackett, Dickenson and pianist Dave McKenna are all consistent soloists and the rhythm is fine throughout. The program is more traditional than one might expect from these gents but the reasons for that are presented in the producer's somewhat definitive notes. Good live sound and a solid consistent set from some great pros.

**JAY HAWK**


Two lengthy jams from sessions that produced two earlier albums in the BCJS series. The ensembles contain musicians associated with a variety of different eras and styles yet there is no conflict or clash. Bud Johnson, Matt Hinton and Earle Warren are common to both sides and, indeed, these men acquit themselves as well as any. Stirring, organized jams with excellent moments from a roster of giants too numerous to mention.

**ALL GOD'S CHILLUN GOT RHYTHM**

*Claude Williamson* - Producer: Tesha Taaffe - List: 6.98

At this time when there is more jazz being issued (and reassued) it frequently falls to the little labels to spotlight neglected geniuses. Pianist Williamson, a prominent West Coaster twenty years ago, has not been heard from in some time. Upon listening to the music here that is surprising because Williamon is an engaging modernist with roots in Bud Powell and everything he plays is a delight. Piano fans will enjoy.
**REGIONAL ALBUM ACTION**

### Northeast
- **WHISPERS**
- **LAKE**
- **JIM CARMEN**
- **CAROL DOUGLAS**
- **SERGIO MENDES**
- **SANFORD/TOWNSEND**
- **PETER McCANN**
- **TOM SCOTT**
- **DIXIE DREGS**
- **SALLY SLOAN**
- **GARY BARTZ**

### Southeast
- **MOTHERS FINEST**
- **DAVID CARPENTER**
- **MAC McANALLY**
- **SANFORD/TOWNSEND**
- **ANIMALS**
- **ERIC CARMEN**
- **DAVID SOUL**
- **BARRY MANILOW**
- **PETER RAM**
- **TOM JAMES**
- **DIXIE DREGS**
- **GARY BARTZ**

### Denver/Phoenix
- **MICHAEL HENDERSON**
- **HEATWAVE**
- **MIKE WILSON**
- **RAUL DE SOUZA**
- **ELVIS PRESLEY (WELCOME)**
- **TOM SCOTT**
- **SARACENERI**
- **GREAT CIRCLES**
- **AC/DC**
- **PAGANOS & LINK WRAY**
- **FREDDIE KING**

**Baltimore/Washington**

### Midwest
- **CHEAP TRICK**
- **ERIC CARMEN**
- **CRAWLING**
- **SANFORD/TOWNSEND**
- **RARE EARTH**
- **RARE EARTH**
- **ANDY PRATT**
- **LAKE**
- **SANFORD/TOWNSEND**
- **DICKENSON**
- **DIXIE DREGS**
- **ELVIN BISHOP**
- **CHARLIE COX**
- **SANFORD/TOWNSEND**

### Central North
- **KISS**
- **BEACH BOYS**
- **PETERS**
- **STEVE MILLER (FLY)**
- **GEO**
- **THE CHIEFS**
- **MIKE HENDERSON**
- **ANKYAN SALSO**
- **DOBBIE BROS**

### South Central
- **CHEAP TRICK**
- **PETER'S**
- **SHOTGUN**
- **PETER'S**
- **PETER'S**
- **ANIMALS**
- **CRAWLER**
- **DAVID SOUL**
- **TOM SCOTT**
- **AC/DC**

### West/Northwest
- **DAVID MATTHEWS**
- **CHEAP TRICK**
- **PETER'S**
- **RAM JAM**
- **BRICK**
- **RONNY LAWS**
- **RICK DERRINGER**
- **MR. GORDON AND LINK WRAY**
- **LUNA TONIGHT**
- **CALDERA**
- **CALDERA**
- **SALLIS/STOWN**
- **TOM SCOTT**
- **AC/DC**

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**ALBUM CHART ANALYSIS**

**#81* FLEETWOOD MAC**
"Rumours" remains the number one album for the fifteenth consecutive week, with almost five million LPs sold to date. Overpowering strength in this album is reflected by the fact that 60% of our total accounts report Fleetwood as their number one seller. 85% of our accounts report top five action, while 99% of our major accounts reflect top three sales. On the national level, Korvette's Record Bar and Camelot report top two sales. Heavy volume locations reflecting number one sellers are: National Record Mart, Disc, Licorice, Music Plus, Tower/S.F., Odyssey, Everybody's, Alta, Dan Jay, Sounds Unlimited, City One Stop, and World Wide. Additional key accounts reporting number one sales were Sam Goody/Phila., Cavages, Harmony House, Aravoc, Record & Tape Coll., Peach's/Alt., Giant, Soundtown, Inner Sanctum, Tape City, Discount Records, Record Theater, Wax Museum, Flipside, Tower/L.A./Sac., Banana, D.J.'s, Record Cove, Circles, Peter's, and Mil High. At the rack level, ABC reports number one sales, while J.L. Marsh reflects top five action. Related chart info: "Don't Stop" moves 9-7 bullet on the CB Top 100 Singles Chart.

**#84* STAR WARS**
The original still leads the pack with Record Bar reporting the LP as their best seller and Camelot reflecting top ten sales. Major accounts showing top three sales were Disc, Licorice, Record Bar. One Stop. Sales were also reported by these heavy volume accounts: King Karol, Harbor Coop, National Record Mart, Tower/S.F., Dan Jay, and Sounds Unlimited. Top twenty sales were reported at World Wide. Key locations reflecting number one sales include Western Cactus and Zebra. Top five sales were reported at these key accounts: Harmony House, Poplar, Franklin, Peach's/Alt., Giant, Sound Warehouse, Record Hole, Tower/L.A./Sac./San Diego, and D.J.'s. Top ten sales were reported at TSS, Cassavas, Peach's/Atl., Tape Coll., Flipside, Banana, Record Cove, Northern, and Mil High. Key locations reflecting top twenty action include Sam Goody/Phila., Record & Tape Coll., Inner Sanctum, Wilcox, Rose Records, Tower/San Jose, Music Street, Bee Gee, and Peter's. Strong sales were also reported at Port Of Call and Circles. Exceptional rack action is reflected by top five sales at both J.L. Marsh and ABC. Related chart info: The London Symphony Orchestra single moves 24-21 bullet on the CB Top 100 Singles Chart.

**#93* FIREBALL**

The death of this great performer has caused a tremendous run on his whole catalog. As a result, "Moody Blue" jumps 42 points into the top ten this week. Nationally, Camelot reports number one for the fifth week as well. These key locations reporting number one seller: Record Dept., Merch., Franklin, Wilcox, Peach's/Dall./St. Louis, Swallen's, Wax Museum, and Tower/S.F. Top ten sales were reported at Peach's/Atl., Western, Disc, Record Theater, etc. Key reports show top twenty reports come from Record & Tape Coll., Sound Warehouse, National Record Mart, Everybody's, Tower/Sac./Circles, and World Wide. Key accounts showing top thirty sales were Poplar, D.J.'s, Tower/S.D., Alta, Bee Gee, Peter's, and Mil High. At the racks, the LP jumped into the top 40 at both ABC and J.L. Marsh. In addition, the Minneapolis branch reported 38 Elvish albums in their top 200. Nationally, J.L. Marsh reports 22 Elvish LPs in the top 300. Related chart info: "Welcome To My World" recharts this week at 187 bullet on the CB Top 200 LP Chart. "Way Down" jumps 54-1 bullet on the CB Top 100 Singles Chart, and "Way Down (Pledging My Love)" moves 2-1 bullet on the CB Top 100 Country Singles Chart.

**#13* FOREIGNER**
This album continues to do very well in all regions, with Record Bar reflecting top twenty five sales this week. Major locations reflecting top ten sales include National Record Mart, Music Plus and Dan Jay. Major accounts reflecting top twenty action are: Odyssey, Everybody's, Sound Unlimited and City One Stop. Additional heavy volume locations showing top 25 sales are Disc, Alt. and Alt. World Wide. Key accounts reporting top ten sales include TSS, Harmony House, Poplar, Giant, Tape City, Peach's/Dent., Flipside, Tower/S.J., Norm Cooper and Northern. Key locations reporting top twenty sales were Sam Goody/Phila., Peach's/Atl./Dall., Record Hole, Record Revolution, Father & Son's, Swallen's, Peach's/Atl., Peach's/Phila., Peach's/Franklin, Cactus, Peach's/St.L., Tower/L.A., Banana, Circles, and Mil High. Exceptional rack activity is indicated by top 15 sales at ABC and top 25 sales at J.L. Marsh. Related chart info: "Gold As Ice" moves 22-18 bullet on the CB Top 100 Singles Chart.

**#33* GRATEFUL DEAD**
After only four weeks on the chart, this album continues to gain strength in all markets, with the midwest and western regions being the strongest. Major locations reflecting top ten sales were: Licorice Pizza, Tower/S.F., Odyssey, and Everybody's. Top 25 action was reported at Jimmy's, Harvard Coop, Dan Jay, and City One Stop. Strong sales were also reported at Wholesale, Sounds Unlimited and World Wide. Key reports showing top ten sales were TSS, Record & Tape Coll., Discount Records, Wax Museum, Circles, and Peter's. Top twenty action shows a twenty top action across the board. Midwest reports were also reported at Caves, Franklin, Sound Warehouse, Peach's/Atl./St.L., and Bee Gee. At the racks, the LP is listed as a breakout on the J.L. Marsh computer run. Related chart info: the LP is number 1 on the CB National Breakout Chart.

**#34* STAR POWER**
This LP remains strong across all markets this week with both Record Bar and Camelot reporting top 25 action. Korvette's report the album as a breakout this week. Major locations reflecting top 25 sales include Odyssey, Everybody's, Dan Jay, and City One Stop. Strong sales were also reported at Tower/S.F., Alta, and Sounds Unlimited. Key accounts reporting top ten sales were: Peach's/Atl., Disc, Port Of Call, Western, Soundtown, Inner Sanctum, Father's & Son's, Peach's/Record best seller and TSS, Tower/L.A./Sac./Banana, Central, and Mil High. Strong sales were also reported at Caves, Franklin, Sound Warehouse, Peach's/Atl./St.L., and Bee Gee. At the racks, the LP is listed as a breakout on the J.L. Marsh computer run. Related chart info: the LP is number 1 on the CB National Breakout Chart.

**#43* STYX**
This LP remains strong at all levels, with Record Bar reporting top 25 sales this week. Major accounts reporting top ten sales were Everybody's, Dan Jay, and World Wide. Strong sales were also reported at Disc, Odyssey, Alta, and Sounds Unlimited. Key locations showing top fifteen action were Port Of Call, Father's & Son's, Peach's/Dent., and J.L. Marsh. Top 25 sales were reported at Frankin, Peach's/Alt./St.L., Record Hole, Inner Sanctum, Tape City, Discount Records, Central, and Mil High. Strong sales were also reported at TSS, Caves, Western, Soundtown, Sound Records, Music Street. Rack action is good, with J.L. Marsh reporting the LP as a breakout. Related chart info: the album is number three this week on the National Breakout Chart.

**#55* ANDY GIBB**
The tremendous success of the single is reflected in the strength of this album, which continues to do well in all markets, particularly the west. Nationally, the LP is reported in the top twenty at Camelot and as a breakout at Korvette's. Heavy volume accounts reflecting top ten sales are King Karol and Disc. Strong sales were also reported at Alta and Dan Jay. Key accounts reporting top 25 sales are: TSS, Record Hole, Circles, and Mil High. Top thirty reports come from Caves, Western, Tape City, Tower/L.A., Banana, D.J.'s, and Bee Gee. Rack action remains strong, with LP reported in the top 40 on the J.L. Marsh computer run. Related chart info: the album is number five on the CB National Breakout Chart.
Atlanta
No ads appeared in the Sunday Atlanta Journal-Constitution.

Baltimore
At Record and Tape Collector (5 locations), these features: 19 releases, including the latest LPs by Patti LaBelle, Michael Jackson, the Isley Brothers, Robert Cray, and James Gordon, the Floaters, Heatwave, Ram Jam, Stephen Bishop, the Sanford-Townsend Band and George Duke, among others. At Sunset Soundtracks, eleven releases, including the latest LPs by the Grateful Dead, Kiss, James Taylor and Alan Parsons (at all $7.99 list). At Mayfair Records ("Platinum Jazz" (2 LP's/$9.98 list) for $6.59; and Al Jarreau's "Live in Europe" (2 LP's/$8.98 list) for $5.88. At Korvettes (5 locations), these features: four releases, including the latest LPs by James Brown, David Bowie, John Lennon and Paul McCartney, for $9.99/$9.99 tape; four releases, including the latest LPs by the Sanford-Townsend Band, the Staples and Rosie Royce, for $3.64; the latest release by Al Jarreau (2 LP's/$6.98 list) for $4.99, "Elvin Bishop Live" (2 LP's/$9.98 list) for $5.98, and all Nonesuch LP's ($3.98 list) for $2.99. (Sunday Baltimore Sun).

Boston
At The Coop (4 locations), these features over two pages, all-label sale for $3.99, all $7.98 list LPs for $4.69, and assorted budget LPs for $2.99. At Cambridge Record (5 locations), these features: 39 releases, these features, including the latest LPs by Joan Armatrading, the Moody Blues, Milli Vanilli, the Coasters and Pablito Cruz for $3.99; the latest LP by Peter Frampton ($7.98 list) for $4.69, an assorted budget LPs for $2.99; and two cut-out releases for $1.99. At Music City (2), these features over three pages; the latest LP by the Bernie Leonid /Michael Georgiadis Band for $3.99/$5.99 tape, the latest LP by San Tropez for $3.99; and the latest LP by Harold Melvin, price not included, tied to record area engagement. At Zayre stores, ten "selling best LP's" for $3.79/$4.79 tape. (Boston Sunday Globe and The Real Paper, August 27). Chicago
No ads appeared in the Sunday Chicago Tribune.

Cincinnati
No ads appeared in the Sunday Cincinnati Enquirer and the Cincinnati Post, August 20.

Cleveland
At Record Theatre (7 locations), the latest LP by Peter Frampton for $7.98 list; and the latest Mancini catalog LPs (all 2 LP's/$7.98 list) for $4.98 and Mancini's "Country Gentlemen" for $3.98; the latest LP by Jimmy Ruffin for $3.98; and the latest LP by the Isley Brothers for $3.98. (Cleveland Plain Dealer, August 19 and 21).

Dallas

Denver
No ads appeared in the Sunday Denver Post.

Detroit
At Korvettes (5 locations), these features over three pages: the latest LP by Al Green for $7.98 list; and the latest LP by Al Green for $4.99. At Sunset Soundtracks, eleven releases, including the latest LPs by Ry Cooder, Sergio Mendes, Rose Royce and the Sanford-Townsend Band, for $3.64; the latest releases by Judy Collins and Elvin Bishop (both 2 LP's/$9.98 list) for $5.98, "Al Jarreau Live in Europe" (2 LP's/$9.98 list) for $4.99, "War" (2 LP's/$9.98 list) for $4.99, "Goodnight Moon" (2 LP's/$9.98 list) for $5.98. (Detroit News, August 26).

Houston
At Sound Town (2 locations), six CBS releases, including the latest LPs by Ram Jam, Crammer and Dennis Wilson for $3.68/$4.68 tape. At Foley's (8), all $7.98 list Kiss LP's for $4.99 and "Kiss Alive" (2 LP's/$9.98 list) for $5.99/$6.99 tape. (Sunday Houston Chronicle).

Indianapolis
No ads appeared in the Sunday Indianapolis Star.

Kansas City
No ads appeared in the Sunday Kansas City Star.

Los Angeles
At Hits-For-All (5 locations), these features over two pages: "grand opening" sale featuring the latest releases by the Grateful Dead, Idris Muhammad, Millar, Barbra Streisand, the Commodores and "Summer Majic Vol. I, II, III ($7.98 list) for $4.99. At B.J. Thomas, for $8.99; and the latest "B.J. Thomas - Alarms" LP for $3.98. At Warner Bros., the latest release by Tim Weisberg and Steve Miller's "Fly Like An Eagle" for $3.88 each, and all 15 rpm singles for 69 cents. At the Wherehouse (44), the following features: the latest release by Cleo Laine tied to concert appearance and five of her catalog LPs for $3.98/4.74 tape, "Porgy & Bess" with Cleo Laine and Ray Charles ($14.98 list) for $9.99 tape LP; the latest release by David Soul (all $7.98 list) for $4.77 tape LP; and "Tchaikovsky: The Six Symphonies And Manfred" by Rostropovich LP's ($3.98 list/$9.98 for) for $23.89. At Sunset Soundtracks, ten releases, including the latest release by Kiss, tied to industry release concert appearance, and four Kiss catalog LPs ($all 7.98 list) for $5.69/$6.99 tape LP; and the debut release by Lake for $3.73/4.94 tape LP. At Music Plus (15), the latest release by Steve Winwood for $3.50. At Tower (4), "Music From New York, New York" (all $5.99 list) for $4.99 tape. At Two Guys stores, "Silk Degrees" and "Slow Dancer" by Boz Scaggs (both $7.98 list) for $4.69/4.94 tape LP (Sunday Los Angeles Times).

Miami
No ads appeared in the Sunday Miami Herald.

New York
At Korvettes (30 locations), these features over three pages: an ad promoting the latest LP by Peter Frampton ($7.98 list) for $4.49, "Frampton Comes Alive!" (2 LP's/$7.98 list) for $3.99; and "I'm In You" (LP catalog for $3.99, tied to his upcoming New York concert; all-label sale for $3.99/$5.99 tape; all $7.98 list LPs for $4.99/$5.99 tape; and the debut release track to "Deep" and "Al Jarreau Live In Europe" ($7.98 list) for $4.99, "Elvin Bishop Live In Europe" (LP's/$7.98 list) for $4.99, and "One Night Only" (LP's/$7.98 list) for $4.99. At Tower (27), features of the latest release by the Isley Brothers, B.J. Thomas, Olivia Newton-John, Roger Daltry and Shari Cassidy, for $3.73, all releases, including the latest LPs by Elvin Presley, Natalie Cole, Fleetwood Mac, C.S.N., Ted Nugent, Paul Williams and Barbra Streisand (all $7.98 list) for $4.88, four budget LPs ($5.98 list) for $2.88; and assorted budget and cutout LPs for $1.99-$2.99. (Sunday St. Louis Globe-Democrat and the St. Louis Post Dispatch, August 18 and 21).

San Diego
No ads appeared in the Sunday San Diego Union.

San Francisco
At The Emporium, the latest releases by Carole King, Peter Frampton, Helen Reddy, Jimmy Buffett, Peter Paul & Mary, Neil Diamond, "Greatest Hits" by "The Isley Brothers" (all $7.98 list) for $4.68 LP or tape; the latest releases by Jack Jones, the Emotions, Olivia Newton-John and Marin McCoo & Billy Davis, Jr., $3.64/$4.88 tape; the soundtrack to "Star Wars" ($3.98 list) for $5.88 LP or tape; assorted budget and cutout LPs for $2.99; and assorted budget and cutout tapes for $2.50. (Sunday San Francisco Examiner and Chronicle).

Seattle
No ads appeared in the Sunday Seattle Times.

Tulsa
At Dillard's, store, seven releases, including the latest LPs by James Taylor, Barbara Pitts, Yes, Dan Fogelberg and the Moody Blues, price not included. (Sunday Tulsa World).

Washington
At Korvettes (5 locations), same ad with the identical features and prices that appeared in "grand opening" all-label sale for $3.99, all $7.98 list LPs for $4.99; the latest LP by the Grateful Dead ($7.98 list) for $4.59 and "Barry Manilow Live" (2 LP's/$11.98 list) for $6.99. (Sunday Washington Post).

(no information in the above chart gathered from a sale August 21 editions unless otherwise noted).

Sutton Pins Future Hopes On Cutouts
continued from page 7

manently crippled. "Who's going to sell their records if they can't get a cutting from their creditors. They can't buy on credit anymore."

Yet, a spokesman for one of the secured creditors, a record manufacturer to whom millions of dollars is owed, asserted that "the creditors are not insurmountable."

In contrast, a spokesman for F.W. Woolworth indicated that his company remained optimistic that Sutton could rebound in the cutout business. "We were also affected during the Jimmy period, and we were going to sell some good current product. But we're assured now that they're going to do a better job than they were before. We're continuing to do business with them, and I anticipate that they'll be able to make a profit next year." Sutton's store, 1603 W. Market, has nearly 5000 square feet of floor space, and next year Sutton plans to move into a new building, which would double his retail space. He has increased his advertising in the last three months, and his advertising budget for the next year will be larger. "My customers have been here for a long time, and they're going to be "swept" again by the cutout business over again."

RCA Designs Contest To Help Odyssey LP
NEW YORK -- RCA Records' New York branch has designed a promotion/sales campaign, which is based around the cut, "New York." The campaign is billed as "The World Of The Native New Yorker Photo And Art Competition" and will be run on weekdays until December 1. By entering the contest, they will be able to win a copy of the cutout business.

In a similar attempt, a major east coast retailer would not count Sutton out of the cutout picture. "If they get an infusion of capital, and a few good current cutouts, they'd be right back in the cutout business overnight."

Almo Publications
Releases 3 Folios
LOS ANGELES -- Almo Publications has released three additional cuts to its series of released albums of Peter Frampton, Kiss and Alan Parsons. Frampton's "I'm In You" book includes cutouts of tracks from the rest of the album's songs. Kiss' "Love Gun" represents the music of the group's latest album as well as a workout record from Almo's Parsons album "I Robot" is Parsons' first music book for Almo.
### The Hottest Records on the Street

#### Most Added Records This Week

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NOBODY DOES IT BETTER</td>
<td>CARLY SIMON (Elektra)</td>
</tr>
<tr>
<td>2</td>
<td>JUNGLE LOVE</td>
<td>STEVE MILLER (Capitol)</td>
</tr>
<tr>
<td>3</td>
<td>SIGNED, SEALED &amp; DELIVERED</td>
<td>PETER FRAMPTON (A&amp;M)</td>
</tr>
<tr>
<td>4</td>
<td>BOOGIE NIGHTS</td>
<td>HEATWAVE (Epic)</td>
</tr>
<tr>
<td>5</td>
<td>SHE DID IT</td>
<td>ERIC CARMEN (Arista)</td>
</tr>
<tr>
<td>6</td>
<td>DON'T WORRY BABY</td>
<td>B. J. THOMAS (MCA)</td>
</tr>
<tr>
<td>7</td>
<td>THEME FROM STAR WARS</td>
<td>MECO (Millennium)</td>
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#### Most Jumped Records This Week

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<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>KEEP IT COMING LOVE</td>
<td>KC &amp; THE SUNSHINE BAND (TK)</td>
</tr>
<tr>
<td>2</td>
<td>STRAWBERRY LETTER 23</td>
<td>BROTHERS JOHNSON (A&amp;M)</td>
</tr>
<tr>
<td>3</td>
<td>COLD AS ICE</td>
<td>FOREIGNER (Atlantic)</td>
</tr>
<tr>
<td>4</td>
<td>TELEPHONE LINE</td>
<td>ELO (United Artists)</td>
</tr>
<tr>
<td>5</td>
<td>THEME FROM STAR WARS</td>
<td>MECO (Millennium)</td>
</tr>
<tr>
<td>6</td>
<td>ON AND ON</td>
<td>STEPHEN BISHOP (ABC)</td>
</tr>
<tr>
<td>7</td>
<td>NOBODY DOES IT BETTER</td>
<td>CARLY SIMON (Elektra)</td>
</tr>
<tr>
<td>8</td>
<td>DON'T STOP</td>
<td>FLEETWOOD MAC (WB)</td>
</tr>
</tbody>
</table>

#### Hottest Secondary Market This Week

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SIGNED, SEALED, DELIVERED</td>
<td>PETER FRAMPTON (A&amp;M)</td>
</tr>
<tr>
<td>2</td>
<td>I FEEL LOVE</td>
<td>DONNA SUMMER (Casablanca)</td>
</tr>
<tr>
<td>3</td>
<td>DAYTIME FRIENDS</td>
<td>KENNY ROGERS (UA)</td>
</tr>
<tr>
<td>4</td>
<td>HEAVEN ON THE SEVENTH FLOOR</td>
<td>PAUL NICHOLAS (RSO)</td>
</tr>
<tr>
<td>5</td>
<td>SHE DID IT</td>
<td>ERIC CARMEN (Arista)</td>
</tr>
<tr>
<td>6</td>
<td>CAN'T YOU SEE</td>
<td>MARSHALL TUCKER BAND (Capricorn)</td>
</tr>
<tr>
<td>7</td>
<td>JUST REMEMBER I LOVE YOU</td>
<td>FIREFALL (Atlantic)</td>
</tr>
</tbody>
</table>

#### HighestDebuting CB Chart Singles This Week

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>77</td>
<td>HOUND DOG MAN</td>
<td>Lenny LeBlanc (Chrysalis)</td>
</tr>
<tr>
<td>78</td>
<td>MY FAIR SHARE</td>
<td>SEALS &amp; CROFTS (WB)</td>
</tr>
<tr>
<td>88</td>
<td>LOVE TO YOU</td>
<td>FOGHAT (Bearsville)</td>
</tr>
<tr>
<td>87</td>
<td>IT'S ECSTASY</td>
<td>BARRY WHITE (20th Century)</td>
</tr>
<tr>
<td>93</td>
<td>WE JUST DISAGREE</td>
<td>DAVE MASON (Columbia)</td>
</tr>
<tr>
<td>95</td>
<td>SOME ENCHANTED EVENING</td>
<td>JANE OLIVER (Columbia)</td>
</tr>
</tbody>
</table>

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**The original version of "I’VE NEVER BEEN TO ME" (P6366F) is performed by CHARLENE and is produced by its writer RON MILLER on Prodigal Records.**

©1977 Motown Record Corporation

This is the only cover we care about.

---

Cash Box/September 3, 1977

27
Atlantic, The Album Company.

MOST ACTIVE FM LPS

1. CSN — Crosby, Stills And Nash — Atlantic
   — Dark Star, Fair Game, Cathedral
2. JT — James Taylor — Columbia
   — Your Smiling Face, Handy Man, Honey Don't
3. Going For The One — Yes — Atlantic
   — Wondrous, Going, Turn, Parallels
4. Steve Winwood — Island
   — Time Is Running, Vacant Chair
5. I, Robot — Alan Parsons Project — Arista
   — I Wouldn't Want To Be, I Robot, Breakdown
6. One Of The Boys — Roger Daltrey — MCA
   — Say It Ain't So, Avenging Annie, One Of The Boys
7. I'm In You — Peter Frampton — A&M
   — Roadrunner, Cry, St. Thomas
8. The Grand Illusion — Styx — A&M
   — Grand Illusion, Fooling Yourself, Sailing, Superstars
9. Monkey Island — Gells — Atlantic
   — Surrender, I Do, Monkey Island
10. Book Of Dreams — Steve Miller Band — Capitol
    — Jungle Love, Sacrifice, Babes
11. Little Queen — Heart — Portrait
    — Love Alive, Little Queen, Say Hello
12. Netherlands — Dan Fogelberg — Epic
    — Lessons Learned, Love Gone By, Promises
13. Rumours — Fleetwood Mac — WB
    — Don't Stop, Never Going Back
    — Like A Hurricane, Hey Babe
15. Terrapin Station — Grateful Dead — Arista
    — Estimated Prophet, Dancin'
16. Cat Scratch Fever — Ted Nugent — Epic
    — Cat Scratch, Poontang, Working
17. Luna Sea — Firefall — Atlantic
    — Just Remember, So Long, Head On Home, Only A Fool
18. Foreigner — Atlantic
    — Cold As Ice, Star Rider
    — Highroller, Time Loves, Dog Races
20. Shiver In The Night — Andy Pratt — Atlantic
    — All I Want Is You, Rainbow
21. Live! In The Air Age — Be Bop Deluxe — Capitol
    — Made In Heaven, In The Air Age
22. Let There Be Rock — AC/DC — Atco
    — Problem, Hell, Dog Eat Dog
23. Before We Were So Rudely Interrupted — Animals — UA
    — Baby Blue, Just A Little Bit, The Foot
24. 1934-1976 — Freddie King — RSO
25. Lake — Columbia
    — On The Run, Time Bomb
26. Simple Things — Carole King — Capitol
    — Hard Rock Cafe, God Only Knows

Reproduced from Cash Box, August 20, 1977
RITA COOLIDGE

Added this week with 28 jumps including WXQI-26, WQXI-23, WZUU-21, WGCL-20, WQAM-19, KFJZ-17, WCCL-16, WNYE-14, WY-9, KEHY-8, KEXP-7, KXOK-6, KBAL-5, KX-4, WGGC-4, WQXI-3, WADD-3, WQAM-2, KFJZ-2, WCCL-1, WQXI-1, WCCL-1, WWOZ-1. Most added record this week with 16 jumps including WKY-28, KNDE-27, WPRO-26, WISM-25, WMET-24, WRKO-23, KJ-18, WABC-17, WDAY-16, WOR-15, KEZ-14, WQ-13, WQ-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 17 jumps including WQAM-20, WWOZ-19, KFJZ-18, WCCL-17, WQXI-16, WZUU-15, WGCL-14, WQAM-13, KFJZ-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 13 jumps including WQAM-17, WQ-16, WQ-15, WQ-14, WQ-13, WQ-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 11 jumps including WQAM-14, WQ-13, WQ-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Most active record this week with 8 jumps including WQAM-18, WQ-17, WQ-16, WQ-15, WQ-14, WQ-13, WQ-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 7 jumps including WQAM-15, WQ-14, WQ-13, WQ-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 6 jumps including WQAM-12, WQ-11, WQ-10, WQ-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 5 jumps including WQAM-9, WQ-8, WQ-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1. Added this week with 4 jumps including WQAM-7, WQ-6, WQ-5, WQ-4, WQ-3, WQ-2, WQ-1.
“Theme from BIG TIME”
The newest single around with the SMOKEY ROBINSON Sound!

From the original music score of the motion picture BIG TIME

On Motown Records ©1977 Motown Record Corporation
NAB Has FMS In Black For 1st Time

LOS ANGELES — FM radio stations fared better financially in 1976 than in any other year in the past two decades according to a recent survey conducted by the National Association of Broadcasters.

356 FM stations were included in the study, which surveyed one 1,760 stations.

The NAB study, conducted annually by the association for the past 20 years, showed that the median FM station that has been in business over a year reported a pre-tax profit margin of 6.47% and a pre-tax profit of $12,900. Previous surveys had always shown the typical FM station to be operating in the red, as in 1975 when typical FMs showed a $700 deficit.

When AM finances were considered, the survey showed that 1976 was radio's best year since 1968 with a median profit margin of 7.64% and a pre-tax profit of $18,300, up from $8,800 in 1975. The profit margin increase, which climbed from 4.3% in 1975, was caused by a decrease in operating expenses.

The NAB study, compiled by the broadcast management department, should be available to stations.
### MOST ADDED RECORDS

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
<th>Stations Adding This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA</td>
<td></td>
<td>12%</td>
<td>53%</td>
<td>B-100, WKY, WNDE, KTAC, KIOA, KNDE, 10-9, KLEO, WJET, WTX, WIFI, WGH.</td>
</tr>
<tr>
<td>2</td>
<td>JUNGLE LOVE — STEVE MILLER — CAPITOL</td>
<td></td>
<td>12%</td>
<td>68%</td>
<td>WMET, KFJZ, WNDE, KTAC, WOKY, 96-9, Q-94, KILT, WTX, KFRC, WIBG, KING.</td>
</tr>
<tr>
<td>3</td>
<td>SIGNED, SEALED &amp; DELIVERED — PETER FRAMPTON — A&amp;M</td>
<td></td>
<td>11%</td>
<td>25%</td>
<td>WDRC, KPM, WACO, KXOK, KFJZ, WOKY, Q-94, WIBG, KLIF, KSLQ, KGW.</td>
</tr>
<tr>
<td>4</td>
<td>BOOGIE NIGHTS — HEATWAVE — EPIC</td>
<td></td>
<td>11%</td>
<td>23%</td>
<td>WDRC, KCPX, WNDE, WOKY, WAYS, WIBG, KCLW, KII, WTMC, WDRC.</td>
</tr>
<tr>
<td>5</td>
<td>SHE DID IT — ERIC CARMEN — ARISTA</td>
<td></td>
<td>11%</td>
<td>23%</td>
<td>KJY, WANY, WACO, WCOC, Q-13, WAVE, Q-94, WING, KILT.</td>
</tr>
<tr>
<td>6</td>
<td>DON'T WORRY BABY — B.J. THOMAS — MCA</td>
<td></td>
<td>9%</td>
<td>68%</td>
<td>Z-96, WBN, WACO, WAYS, WOKY, KOMA, KCLW, KFRC.</td>
</tr>
<tr>
<td>7</td>
<td>THEME FROM STAR WARS — MEICO — MILLENNIUM</td>
<td></td>
<td>8%</td>
<td>49%</td>
<td>WAYS, KFRC, WIBG, WJET, 13-9, WAVE, WOKY, WACO, WAYS, KOMA, KCLW, KFRC.</td>
</tr>
<tr>
<td>8</td>
<td>THAT'S ROCK &amp; ROLL — SHAUN CASSIDY — CURB/ WB</td>
<td></td>
<td>8%</td>
<td>29%</td>
<td>WAYS, KFRC, WIBG, WJET, 13-9, WAVE, WOKY, WACO, WAYS, KOMA, KCLW, KFRC.</td>
</tr>
<tr>
<td>9</td>
<td>KEEP IT COMING LOVE — KC &amp; THE SUNSHINE BAND — TK</td>
<td></td>
<td>7%</td>
<td>66%</td>
<td>B-100, WMET, KEIL, WCOC, WCOC, KSTP, WIFI.</td>
</tr>
<tr>
<td>10</td>
<td>I FEEL LOVE — DONNA SUMMER — CASABLANCA</td>
<td></td>
<td>7%</td>
<td>28%</td>
<td>WACO, WOKY, KCLW, KILT, KAKC, KFRC, KFRC.</td>
</tr>
<tr>
<td>11</td>
<td>CAT SCRATCH FEVER — TIDE NUGENT — Epic</td>
<td></td>
<td>6%</td>
<td>27%</td>
<td>WKY, WBC, KFJZ, WIFI, KFRC, KFRC.</td>
</tr>
<tr>
<td>12</td>
<td>ANOTHER STAR — STEVIE WONDER — Tamla</td>
<td></td>
<td>6%</td>
<td>13%</td>
<td>WISM, WOKY, KXOK, WACO, Q-94, WDRQ.</td>
</tr>
<tr>
<td>13</td>
<td>HOUND DOG MAN — LENNY LE BLANC — Big Tree</td>
<td></td>
<td>6%</td>
<td>6%</td>
<td>WBN, WACO, KILE, WMAT, WACO, WAYS, WBR1, KJY, KFRC.</td>
</tr>
<tr>
<td>14</td>
<td>DAYTIME FRIENDS — KENNY ROGERS — UNITED ARTISTS</td>
<td></td>
<td>5%</td>
<td>13%</td>
<td>WHY, KTLK, WLAC, WCOC, WACO, WACO.</td>
</tr>
</tbody>
</table>

### SECONDARY ACTIVE RECORDS

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
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<td></td>
<td>12%</td>
<td>68%</td>
<td>WMET, KFJZ, WNDE, KTAC, WOKY, 96-9, Q-94, KILT, WTX, KFRC, WIBG, KING.</td>
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<td>WDRC, KPM, WACO, KXOK, KFJZ, WOKY, Q-94, WIBG, KLIF, KSLQ, KGW.</td>
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<td>WHY, KTLK, WLAC, WCOC, WACO, WACO.</td>
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name is now, and have been, in violation of the provisions of the law that they have been inspired, through their racist actions, to deprive black American citizens within the Los Angeles area of their right to broadcast through the office of a meaningful participation in employment and programming, not to mention meaningful management. Then, the NAACP's contention that since 1967 nothing progressive has taken place in the broadcast media where minorities have been in service of revenue for stations that have been mentioned in the petition, a member of the NAACP felt that this method becomes necessary. The petition concluded by stating, "This effort is executed in good faith, giving fair warning to all concerned, we are ready to work with any and all broadcast management that is willing to work with us in bringing about a reversal of the present condition, provided such involvement is based upon mutual respect and dignity." 

Though Benjamin Hooks, ex-FCC commissioner and present executive director of the Southern Christian Leadership Conference, is not a party to the case, one can only wonder if Hooks' influence triggered the all-out assault on the broadcasting media in the Los Angeles area. It has been strongly alleged that Hooks intends to bring about radical and meaningful changes in an industry where blacks and other minorities have very little control, even over those things which directly relate to them. The Hooks at the helm of the powerful civil rights organization, it can be expected that the first move will be the only first step in a series of planned movements. It will take all the black media to assert that minorities feel are more evident than ever. In a similar action Bobby Sanders' Small Independent Productions and Record Association (SIPRA) is filing suit against the FCC and the three black-formatted and white-owned radio stations — KJLJ-FM, KUTE-FM, and KDAM — just to try to oust their license to operate — a move that will have serious repercussions for all those stations, which are both black and white.

Sanders also said that the trade publication_Convention and Record Industry_ is not giving independent record producers a product of fair share, and he intends the backing of his two-year-old organization to see that independents are given their due price.

— From American Record Guide, May, 1967

Minorities Sue B'casters

(continued from page 9)
FOUR FROM THE HEART OF HIT CITY.
WHERE CREAM AND HI MEET.

BRENTON WOOD - "Come Softly" - Cream Records
He’s come softy, and can you not feel it? He’s come with his "Chipsum" vocals... With the help of his crew, which includes all the people who have ever been in style, "Come Softly To Me" - Cream T118

O. V. WRIGHT - "Into Something (Can't Shake Loose)"
O. V. Wright's "Into Something (Can't Shake Loose)") - Cream Records
For O. V. Wright, the hit has been a real powerhouse. The song "Into Something (Can't Shake Loose)" has been the end of O. V. Wright's career. The song "Into Something (Can't Shake Loose)" has been the end of O. V. Wright's career.

ANN PEEBLES - "If This Is Heaven" - Hi Records
"If This Is Heaven" - Hi Records
Ann Peebles' "If This Is Heaven" has been a real powerhouse. The song "If This Is Heaven" has been the end of Ann Peebles' career. The song "If This Is Heaven" has been the end of Ann Peebles' career.

CREAM - "Take Me Home" - Cream Records
"Take Me Home" - Cream Records
Cream's "Take Me Home" has been a real powerhouse. The song "Take Me Home" has been the end of Cream's career. The song "Take Me Home" has been the end of Cream's career.
ADDITIONS TO R&B PLAYLISTS

WAKO - ATLANTA - Frank Barrow
1. - #1 One More Time - Commodores
Keep It Comin' Love - KC & Sunshine Band
2. - #1 Darlin' Darlin' - Marvin Gaye
Love Git Away - Hall & Oates
3. - #1 I Can't Help Myself - Four Tops
Betcha By Golly, Wow - Imperial
4. - #1 I'm Sorry - Gladys Knight
In the Alley - Al Green
5. - #1 A Lover's Concerto - The Three Degrees
Tell You About It - Penthouse
6. - #1 It's Too Late - Phil Collins
It's Not Right, But It's Alright - Glass Tiger
7. - #1 When a Man Loves a Woman - Percy Sledge
Don't Leave Me This Way - Sylver
8. - #1 You Don't Have to Be a Hero - J. Geils Band
White Rabbit - Jefferson Starship
9. - #1 Higher and Higher - Al Green
Say You, Say Me - Elton John
10. - #1 Never Can Say Goodbye - George Benson
Let's Stay Together - Al Green
11. - #1 Everything You Do (I Want It All) - Jon B.
One More Try - George Michael
12. - #1 I See You - Luther Vandross
Count On Me - Bruce Springsteen
13. - #1 Come On to Me - Millie Jackson
I'm Gonna Love Me Again - The Rolling Stones
14. - #1 I'm Your Baby Tonight - Aretha Franklin
I'm Gonna Make My Way Back To You - Bee Gees
15. - #1 Somebody Loves You But Nobody Knows Me And I Am That Somebody - Isley Brothers
I'm Alright - The Commodores
16. - #1 You Are So Beautiful - Air Supply
Island Breeze - Tom Jones
17. - #1 Ain't No Mountain High Enough - Diana Ross
Still, I'm In Love With You - The Spinners
18. - #1 (Can't Live Without Your Love) No Matter What I Do - Mecury
I'm Gonna Love You Just A Little More -对位
19. - #1 Why Do Fools Fall In Love - Engelbert Humperdinck
Let's Stay Together - Al Green
20. - #1 Rhythm of My Heart - Jimmy Barnes
Let's Go Stargazer - Zowie
I'm Going Down - The Commodores
22. - #1 I'm Just Plain Crazy - Jocelyn Brown
Round & Round - Dr. Hook
23. - #1 Cracklin' Rosie - Peter Green
The Wind and the Willows - The Predators
24. - #1 Will You Still Love Me Tomorrow - The Animals
These Foolish Things - The Temptations
25. - #1 My Name Is光荣不rett Franklin
Respect - Aretha Franklin
26. - #1 King of the Mountain - Al Green
I'm Going Home - The Commodores
27. - #1 I'm On Top Of The World - Mary J. Blige
Lies - Ludacris
28. - #1 P.S. I Love You - Otis Redding
Be Good to Me - James Brown
29. - #1 All Night Long (All Night) - Lionel Richie
These Foolish Things (Remix) - The Temptations
30. - #1 Ain't Nobody - Aaliyah
It's Alright - The Spinners
31. - #1 Ain't Nobody (Like My Baby) - Aaliyah
It's Alright - The Spinners
32. - #1 It's All Right (I'm Sorry) - Erykah Badu
I'm Gonna Make You See Me - The Commodores
33. - #1 I'm Gonna Love You - George Benson
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WAKO - ATLANTA - Frank Barrow
1. - #1 Darlin' Darlin' - Marvin Gaye
Love Git Away - Hall & Oates
2. - #1 I Can't Help Myself - Four Tops
Betcha By Golly, Wow - Imperial
3. - #1 I'm Sorry - Gladys Knight
In the Alley - Al Green
4. - #1 It's Too Late - Phil Collins
It's Not Right, But It's Alright - Glass Tiger
5. - #1 When a Man Loves a Woman - Percy Sledge
Don't Leave Me This Way - Sylver
6. - #1 You Don't Have to Be a Hero - J. Geils Band
White Rabbit - Jefferson Starship
7. - #1 Higher and Higher - Al Green
Say You, Say Me - Elton John
8. - #1 You Are So Beautiful - Air Supply
Count On Me - Tom Jones
9. - #1 I'm Alright - The Predators
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(continued on page 92)
FPC Launches Print Probe

(continued from page 7)

Alta sold out in 1967, totaling 75 cents per 1,000 copies. On September 1, the FTC will issue a final report on its investigation, which is expected to be released in December.

The survey was conducted by the FTC's Division of Advertising Practices, which is responsible for enforcing the Federal Trade Commission Act and the Consumer Protection Act.

The FTC's investigation is the latest in a series of probes into the advertising industry, which has come under increasing scrutiny in recent years. The agency has been particularly focused on issues related to the use of celebrity endorsements and the disclosure of material connections between advertisers and endorsers.

In a statement, the FTC said it is committed to protecting consumers by ensuring that advertisers and endorsers provide accurate and truthful information about the products and services they promote. The agency has already taken action against several companies for violating advertising laws, including Walmart, Amazon, and Apple.

The FTC's investigation into the advertising industry is just one of many ongoing probes into the way companies use advertising to influence consumer behavior. As consumers continue to demand more transparency and accountability from the advertising industry, it is likely that we will see more investigations like this in the future.
Controversies About Elvis Dispelled by Producer Jarvis

by Lola Scobey

NASHVILLE — Elvis Presley's longtime producer, Felton Jarvis, who says he "cried for three weeks over Elvis' death" and was unable to talk to reporters at the funeral, is now gradually emerging as a defender of Elvis as a man who "was good and real" in the eyes of the people who knew him. "Elvis has never been accused of being close to Elvis and I think that's a shame," Jarvis says. Although Elvis declines to address himself to any specific criticisms of Elvis, he is aware of the book "Elvis What Happened?" based on information supplied by three of Elvis' former bodyguards, which portrays the singer in his later years as a heavy pill user and violent, erratic man addicted to guns.

"I really don't want to acknowledge that book's existence," Jarvis told Cash Box. "I haven't read it, but I have been told of certain allegations made in the book, and as far as I'm concerned, it is a piece of trash. I don't want to read it, and I don't want it in my home."

Elvis bought these men homes, cars, jewelry, and even tried to help them find other jobs when he was forced to let them go, and now they write this type book about him," Jarvis said with disgust.

The book was published only weeks before Elvis died, and sources close to the singer state that he was upset that his former employees would write a book highly critical of him. Sources add that Jarvis describes Elvis, who was intensely schooled in Biblical scripture, likened it to the betrayal of Jesus by his disciples.

"Ask whether, if the material in the book became widely discussed and believed, he would write a book in Elvis' defense. Jarvis quickly replied, 'I would never write a book on Elvis, because I don't want to make any money off of Elvis. If someone came to me and offered me millions of dollars to write a book on Elvis, I would turn it down. All I will do is tell people what I know,'" Jarvis said.

Jerry, who is 42 (he is only three months older than Elvis), was a Marine with no musical background who played no musical instrument when he first saw Elvis perform in 1954 in Norfolk, Virginia on a Hank Snow tour. Jarvis, who has produced scores of gold records on the singer, says he would probably not be the only book in the music business today if he had not seen that one Elvis performance.

After that experience, Jarvis, like thousands of other fans, began religiously buying Elvis' career — buying his Sun Records, going to concerts whenever possible. Observing Elvis' meteoric rise to stardom, Jarvis, in the printing business at the time, was impressed. "I thought to myself," Jarvis said with touching simplicity, even today, "Wow, the music business must be a wonderful thing if that can happen to a guy." So the printer decided he wanted to be a singer and started learning a little music.

Living in Atlanta at the time, he landed a job as a sheet music printer with publisher Bill Lowery, but spent every available minute hanging around Lowery's studio and observing the engineer. When the engineer quit, he recommended Jarvis for the job.

But when the budding engineer met the authority to decide what to do, Jarvis didn't want to work with the staff writers under contract to Sunbury-Dunbar." Guy Clark — writer of "Desperadoes Waiting For The Train," "I'll Family," and several more recorded by Jerry Jeff Walker and Clark himself on the RCA Record label — and Steve Earle are writers involved from the Nashville office. Hall & Oates were recently signed to Sunbury-Dunbar from New York.

RCA will continue to keep its writers under contract until the sale is consummated. The sale and accompanied changes in staff writers and personnel should be consummated by 1978, according to Pat Carter.

The suddenness of the decision to sell left the Sunbury-Dunbar staff stunned in view of a recent revamping of personnel and the new Hall & Oates signings. Carter says he is the new purchaser or any new company with whom they might decide to sign once the sale is final.

Jewelry, and should assure them of contract

Jerry

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Sunbury -Dunbar from

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RCA

Foglesong; Williams; Richard

PRICES FOR METALS — ABC/Dot recording artist Don Williams recently collected a gold and two silver album awards from Dot president Jimmy Fosegle for the following albums: "The Rambling Man" was Williams' "visions" album, while the silver awards were for his "Harmony" and "You're My Best Friend" releases. Pictured above are (l-r): Fosegle, Williams, Richard Green, ABC Records vice president, and Larry Baunach, Dot vice president.

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Cash Box/September 3, 1977

PRECIOUS METALS CATALOG (RCA APL1-2274) - ABC/Dot recording artist Don Williams recently collected a gold and two silver album awards from Dot president Jimmy Fosegle for the following albums: "The Rambling Man" was Williams' "visions" album, while the silver awards were for his "Harmony" and "You're My Best Friend" releases. Pictured above are (l-r): Fosegle, Williams, Richard Green, ABC Records vice president, and Larry Baunach, Dot vice president.

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Big volume is what the Statler Brothers are all about.

"Short Stories" by the Statler Brothers
Featuring their new hit single, "Silver Medals And Sweet Memories.
# 55000

Produced by Jerry Kennedy

Mercury
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.

Mercury SRM-1-5001
Musica cassette MCR9-1-5001 B-Track KCR-1-5001
From ROCKY TOP to MUDDY BOTTOM

By THE OSBORNE BROTHERS

ON C.M.H. Records No. 9008

CREATIVE, CONTEMPORARY, EXCITING BLUEGRASS • A MUST FOR ALL COUNTRY STATIONS

GREAT COLLEGE RADIO PROGRAMMING • PRIORITY COLLECTOR ITEM

This two-record set album is a tribute to the prolific writers Boudleaux and Felice Bryant.

Eleven olden goldies and nine sparkling new originals written especially for this album.

The Osbornes have done strange, wonderful things to such standards as LOVE HURTS, ALL I HAVE TO DO IS DREAM, and WE COULD, and have included re-recordings of ROCKY TOP, TENNESSEE HOUND DOG and others which were their original hits.

CLASS PROGRESSIVE
BLUEGRASS—YET PURE AS MOUNTAIN WATER

Current Single From The Album
ALL I HAVE TO DO IS DREAM
(C.M.H. 1514)
Elvis Controversies Dispelled

Elvis Presley's career has been the subject of much controversy and debate. Some of the most notable controversies include:

1. **Health and Drug Use**
   - Elvis's health declined significantly in the late 1970s and early 1980s, leading to speculation about his use of drugs and alcohol. Some argue that his body was not at its peak health, which could affect his performance.

2. **Politics and Religion**
   - Elvis was known to have a deep personal faith, and some have speculated about his involvement in political or religious activism.

3. **Personal Life**
   - The personal life of Elvis, including his relationships and marriages, has been a topic of fascination and speculation.

4. **Business and Management**
   - The business decisions made by Elvis's career managers have been the subject of much debate, with some arguing that they were exploitative or poorly made.

5. **Legacy and Influence**
   - The lasting impact of Elvis's music and cultural influence has been a topic of ongoing discussion, with some praising his contributions and others criticizing his legacy.

These controversies highlight the complex and multifaceted nature of Elvis Presley's legacy. The stories and rumors surrounding him continue to captivate and intrigue fans and the general public alike.
A TRIBUTE TO ELVIS

"GOODBYE KING OF ROCK 'N' ROLL"

B/W
"Where The Daisies Grow Wild"

T-107
Leon Everette

True Records, Inc.
1300 Division Street
Nashville, TN. 37203
(615) 256-7543

Promotion:
Jerry Hayes
Bruce Hinton
Don Houser
Peter Suendson
Debi Ward

www.americanradiohistory.com
**The JukeBox Programmer**

**Top New Pop Singles**

1. **I JUST WANT TO BE YOUR EVERYTHING** ANDY Gibb (Polydor 872)
2. **JUNGLE LOVE** STEVE MILLER BAND (Capitol 446)
3. **3000 A.D.** COLD AS ICE FOREIGNER (Atlantic 3410)
4. **KNOCK IN THE DOOR** ALICE COOPER (Warner Bros. 8370)
5. **WHATCHA GONNA DO?** PABLO CRUISE (A&M 1920-5)
6. **TAKEDOWN** FRED HAYNES (Capitol 4415)
7. **YOUR LOVE HAS LIFTED ME** RITA COOLIDGE (A&M 1922)
8. **SIGN, SEALED AND DELIVERED (I'M YOUR LOVER)** FRED HAYNES (Capitol 4415)
9. **CAT SCRATCH FEVER** TED NUGENT (Epic/IT 5-40253)

**Top New Country Singles**

1. **DAYTIME FRIENDS** KENNY ROGERS (A&M1016)
2. **EAST BOUND AND DOWN** JERRY REED (RCA18106)
3. **DON'T MAKE MY BROWN EYES CRY** GLAY (UA 1920-6)
4. **HEAVEN IS JUST A SIN AWAY THE KENDALLS** (Overture 1103)
5. **Y'ALL COME BACK SALON** OAK RIDGE BOYS (A&M/DOT-17710)
6. **I'VE ALREADY LOVED IN MY MIND CONNIE TWITTY (MCA 40754)
7. **DON'T WANT TO CRY LARRY GATLIN & MONUMENT 45-22121**
8. **WAY DOWN PLEDGING MY LOVE** ELVIS PRESLEY (RCA-PB-1098)
9. **I BELIEVE IN LOVE** KENNY LOGGINS (Columbia 10568)
10. **SUNFLOWER** GLEN CAMPBELL (Columbia 4445)

**Sun Top New R&B Singles**

1. **BRICK HOUSE** COMMODORES (Motown 1425)
2. **IT'S ECSTASY** (WHEN YOU LAY DOWN NEXT TO ME) BARRY WHITE (Motown 12300)
3. **EACH OTHER** (WHEN YOU LAY DOWN NEXT TO ME) BARRY WHITE (Motown 12300)
4. **THE WHOLE TOWN'S LAUGHING AT ME** TEDDY PENDERGRASS (Poly Int. Co 3632)
5. **DEAR DON JUAN** C.J. AND COMPANY (Westbound/Atlantic WB 5340)
6. **SHAKE IT WELL** THE DRAMATICS (ABC 12298)
7. **IF YOU'RE NOT IN LOVE** MILLIE JACKSON (EP 176)
8. **O-H-I-O** OHIO PLAYMEN (Mercury 79920)
9. **EVERLASTING LOVE RUFFS** (ABC 12296)

**Top New MOR Singles**

1. **MY HEART BELONGS TO ME** BARBRA STREISAND (Columbia 3-1055)
2. **SIGNED, SEALED AND DELIVERED** PETER FRAMPTON (A&M 1972)
3. **IT'S IN HIS KISS** (SHOP SHOOP SHOP) CATS (MCA 1006)
4. **LOOK WHAT YOU'VE DONE TO MY HEART** MCCOO & DAVIS (ABC 12298)
5. **A JOURNEY (TO THE CENTER OF MY HEART)** GEORGE BENSON (Warner Bros. WB 8263)
6. **THE WHOLE TOWN'S LAUGHING AT ME** TEDDY PENDERGRASS (Poly Int. Co 3632)

**AMOAs 16 Singles**

CHICAGO — A list of sixteen nominations for the annual AMOAs Jukebox Awards has been selected by the national association's Jukebox Awards Committee. The nominees are: “After The Lovin’” by Engelbert Humperdink, “Tonight’s The Night” by Jackson Browne, “You Can Do Magic” by the Eagles; “Evergreen” by Barbra Streis- sand; "Southern Nights" by Glen Campbell; “I'm Your Boogie Man” by KC & The Sunshine Band; “Margaritaville” by Jimmy Buffett; “Dreams” by Fleetwood Mac; “Lucky” by Steve Wonder; “Lucille” by Kenny Rogers; “Good Hearted Woman” by Waylon Jennings; “Sir Duke” by Stevie Wonder; “Car Wash” by Burt Bacharach & Donnie Hathaway; “Get To Give It Up” by Marvin Gaye, and “You Make Me Feel Like Dancing” by Leo Sayer.

**IAAPA Expects Exhibitor Sellout At '77 Convention**

CHICAGO — In announcing the list of exhibitors who have confirmed space for the 1977 IAAPA (Intl. Assn. of Amusement Parks & Attractions) convention, Robert K. Bell, Sr. of Bell’s Amusement Park in Tulsa, Oklahoama noted that, with only a few remaining booths available, the association expects a sold-out convention situation and exhibits, which would shatter last year’s record. Bell is chairman of the trade show being held November 19-21 at The Rivergate Convention Center in New Orleans, La. “Everyone is enthusiastic about the show,” Bell said, “and the international delegation is fantastic.” He pointed out that the British Consulate in the U.S. had arranged for 17 British companies to occupy a total of twenty booths, comprising the "largest international delegation of exhibitors from one country ever to participate in the IAAPA show.”

**Service Schools Slated For Sept.**

CHICAGO — AMOA has selected sites in Indiana and North Carolina, for the next two schools in its continuing series of association sponsored training courses for mechanics. Three previous schools, ter- 


ned highly successful by association spokesmen, will meet September 12-21 at the Best Western Motel in Indianapolis and the registration fee is $150. A twenty student-limit, instituted at the onset of the program, will prevail, and AMOA urges that arrangements for attendance be made well in advance since the schools fill up very rapidly.

Don Miller will continue as instructor for each of the 10-day courses, concentrating heavily on schematic reading and tailoring his presentation to the needs of the new- 
comer as well as the more experienced personnel.

The school in North Carolina will be held September 26 - October 7 and AMOA is negotiating for a location in either Raleigh or Charlotte.

New Iced Tea Equipment Boosts Company’s Sales

LOS ANGELES — BRENNAMATIC, INC., reports strong sales of equipment items that make iced tea service more convenient, efficient and sanitary for high-volume users: the BRENNAMATIC Iced Tea Machine and the BRENNAMATIC IT3 Beverage Dispenser.

**BELITA**

- Portable Coin Counter
  - automatic stop • bag holder
- coin tray support • fast
- inexpensive • long lasting
- only 9 pounds

R.H. BELAM Co., INC.
51 Madison Ave., New York 10010
212/689-5633
Lowen Automaten Bows New 'Mint I'

BINGEN, GERMANY — "Mint I" a fully electronic amusement game that gives prizes, has been introduced to the European trade by Lowen Automaten of Bingen/Rhen, Germany. As executive Peer von Oertzen, the game concept of the machine, both from the angle of play appeal as well as engineering, is completely new to the market. "A microcomputer controls the entire machine," he noted, "assuring maximum reliability and simplicity of service.

The machine can be taken apart without the use of tools, he added, and in the event of malfunction a service card which can be installed to reveal exactly which component is not functioning properly.

Commenting further on the comparative ease of operation and maintenance of the new model, von Oertzen said, "Many foreigners who have visited Germany have commented that German machines are hard to understand and quite difficult to play, but with the release of Mint I, I think this has all changed. Operators and players seem to agree that our new model is the machine of the future."

'Mint I' is currently in full production at the Lowen plant in Germany.

Atari Presents 'Time 2000' Pinball

SUNNYVALE, CA. — Atari's new Time 2000 is a four-player pinball game with futuristic design and features that promise to appeal to a wide variety of players. The game's exciting visual impact is enhanced further by the double flipper playfield and double and triple bonus features.

The game's time theme includes two distinct bonus build-ups on the AM and MM Bonus Clocks. A wide variety of skill shots are offered to increase over-all appeal. Drop targets, balls that return, a new captive ball, flipper lock holes, and bonus targets contribute to the fast action and high scoring features. Atari's exclusive pinball sound system makes Time 2000 even more of an attraction.

The unique flipper set-up offers players twice the flipper challenge. The flipper is moved by a more advanced mechanical system and features or options on Time 2000 to suit location needs. Eight cost selections, eight maximum credit levels, sixteen different replay score levels.

Valley Co. Introduces Adjustable Coin System

CHICAGO — The "Profitshooter," a new system for instant adjustment to 25-, 35-, or 50-cent play, has been developed by The Profitshooter Company of Madison, Wisconsin. The system is available only on the company's drop chute version of its popular Big Game Deluxe series of coin-operated games. The Profitshooter is currently standard equipment on these models.

The Profitshooter Selects permits the operator to change the required coin count quickly and easily by merely sliding a switch to one of three coin positions, which allows the proper adjustments for regular play or special groups for tournaments or other requirements. The system also operates on "overs" so that when it is set for 35-cent play, for example, and 50-cent coins are deposited, the unit releases the balls for play.

The Profitshooter Selects is interchangeable with coin units on existing Valley drop chute tables and the only change needed, in addition to the switch mechanism, is the use of a double-faced plate with dime and quarter slots to handle coins needed for the different cost levels.

IAAPA Expects Exhibitor Sellout For 1977 Convention

IAAPA Expects Exhibitor Sellout For 1977 Convention (continued from page 47)


Cash Box | September 3, 1977
25 Years

NSM has been a servant to the coin machine industry for 25 years. A steady stream of phonographs and coin machines has been supplied over the years to bring happiness and enjoyment to the people.

NSM Anniversary Model

The latest model is the Prestige electronic E 160, the first micro-processor controlled phonograph.

Exclusive world distributors:
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Telephone: Germany 6721-15202,
Telex: 04-2222

For the United States:
Bert B. Davidson
Chicago
phone: 312-787 5016
CHICAGO CHATTER

Bally Mfg. Corp.’s field service manager Bernie Powers, who’s been maintaining a reputation for attracting SRO attendance at the numerous electronic service schools he’s been conducting since Bally introduced its first electronic pin, chalked up more biggies this month. A session sponsored by Robert Jones int’l in Syracuse drew more than a hundred people. Brother Jack O’Donnell, who recently opened a new office in Louisville, Bernie’s been conducting solo while cohort Jack O’Donnell’s been honeymooning, but with Jack’s return and the addition of Darrell Bendlovics to the staff (as marketing for P. J. & B. Mfg. Co., Inc., from Chicago), a Bally Midwest headquarters is at hand. C. A. Robinson in Los Angeles. This has got to be among the biggest yet — and Bernie tosses us a conservative estimate that more than 500 were expected to attend. Ripe for a whirlwind tour was the Wal-mart chain’s annual convention which had been coming to the surface as more and more of these shows are held, Bernie observed, is an increasing preference for electronic pinball machines and a decided alleviation of the early fears of the machines harbored by many operators as they become aware, via the Internet, of how much they can do.

NOTES FROM THE LOCAL AMOA OFFICE. To quote the opening line of an item in the association’s current newsletter, “The 1977 AMAO Show is shaping up to be the biggest and most interesting in the history of the show (this is a first),” the East, West, and Continental, and there’ll be two entries to the show, which should be of advantage to both exhibitors and visitors. Expo dates are October 28-30. Numerous entries have been received for the annual Jukebox Awards. The 16 nominations are listed elsewhere in this issue.

ATTENTION PHONO OPS. There’s a new Trini Lopez single on Marianne Records called “You Say Something Nice” which is reportedly being discovered by operators. Initial reaction has been almost exclusively op generated, according to Fair Music in Somerville, N.J.

WITH THE POST-VACATION RESUMPTION of production at Midway Mfg. Co. you can be sure that “You Say Something Nice” is already being introduced into store products, individual pin production, and the like. C. A. Robinson in Los Angeles, have just acquired another Bally game’s been catching beautifully since its release. And let us forget “Desert Gun,” which is also.

CALIFORNIA CLIPPINGS

Los Angeles C. A. Robinson & Co. recently sponsored a two-day combined debut/service school for Atari’s new “Time 2000” pingame, which seminars, which ran from 9:30 a.m. to 3:30 p.m. on Thursday, October 20 and Thursday, October 21, 1977. Fred McCord presided over the sessions. He was joined by several other company representatives including Frank Ballouz, Don Osborne, Phil Stewart, Don Smith, Eddie Boosberg and Dave Tucker. C. A. Robinson’s IRA Belettina termed the seminars’ overall reception addling that the distrb is looking forward to its upcoming Bally’s “Evel Knievel” seminar.

JUST BACK from a whirlwind tour of the northeast, during which she visited 12 distributors in 10 days, L. M. H. Schaefer, Gavin Bally Mfg. Co., Cincinnati, Ohio, had this to say about the response to “Meadows lanes,” the surprisingly authentic video bowling game. Lila also noted Meadows is currently sample-testing two new games, which will be introduced at the ALAMO Convention next month.

ON THE LEGISLATIVE FRONT: Chris Loumakis, president of Pico Indoor Sports in Los Angeles, recently returned from Sacramento where he was the guest of Senator Paul Carpenter and Assemblmen Dennis Managers and Chet Wray. Among the topics he discussed with the legislators was California’s various music and amusement licensing requirements. While arguing that “the current system of giving each city the power to create a specific tax formula covering coin machines has given way to gross inequities and is placing severe hardships on the coin machine industry,” Loumakis suggested that the legislature take special action making coin machine licensing uniform.

IAPPA Expects Exhibit Sellout At Conv.

(continued from page 48)


CHICAGO — Interstate United Corpora- tion, a major U.S. distributor of coin-operated pinball and amusement machines, recently announced that it has signed a five-year contract to provide food, beverages and souvenirs at the Belmont Memorial Stadium. According to Robert K. Deutch, executive vice president of Interstate United, the company expects to generate more than $14 million in revenues for the contract period, which begins on January 1, 1978.

Commenting further, Deutch, said, “We are extremely pleased at our selection by the Belmont Orioles, Baltimore Colts, and the Baltimore Department of Parks and Recreation for this project. We are in the process of bidding processes. We very much look forward to serving Baltimore area sports fans.”

Interstate United’s Volume Service Divi- sion currently provides food services at several major sports stadiums across the country, including Arrowhead Stadium and Coliseum, Arrowhead and Royal Stadium in Kansas City, Oakland-Alameda Coliseum, San Francisco, mantle Park and the Gator Bowl, Jacksonville, Fla.

Interstate United Corporation is one of the nation’s national food and beverage service management organizations serving more than 3 million meals daily to business and industry, hospitals, schools, colleges, stadiums, and recreation centers in the states. The Chicago-based company has some 12,500 employees.


CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm names. Numbers in address count as one word. Minimum acceptable $4.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your ad will not be run. You will not be charged for ads run exceeding receipt of your check or cash. NOTICE — $345 Classified Advertisements (Outside USA add $75 to your pre- sent subscription price.) Your ad is edited to a size that will fit the Classified page. An advertising run of one year is full year, 52 consecutive weeks. You are allowed to change your Classified page if you so wish. Ad word limits 40 will be charged $15.00 each additional word. Classif ed Ad is sent to Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

CLASSIFIED Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028.

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Paul Anka Hot On Japanese Charts

TOKYO — As a direct result of his two-week Japanese tour, Paul Anka now has 3 albums in the top 50 on this country's record charts. Additionally, 3 other albums that include previous hits by the singer-songwriter are also listed on the Japanese charts.

According to Nobunosuke Saito of Universal Orient Promotions, promoters of Anka’s tour, the key ingredient that led to the success of the tour dates, record sales and airplay was the efficient coordination and cooperation by Anka, Universal, King Records (which distributes Anka’s U.S. product in Japan) and Nikka Whiskey, Ltd.

Nikka, the largest liquor distributor in Japan, involved Anka in a massive marketing program several weeks prior to the concert dates. They utilized print, radio and television ads featuring Anka.

Monogram Signs Deal To Distribute Wizard

AUSTRALIA — Wizard Records have a distribution deal with Phonogram Records. Wizard and Miracle Record’s label roster includes such Australian talent as Hush, Marcia Hines, Rick Springfield, The Stids, Russell Morris and Deliah.

The distribution deal, which commenced on July 1 was signed in Sydney by Wizard’s managing director Tony Hogarth, Robie Porter and Phonogram’s managing director Ross Barlow.

Bootleg Crewe Song Is Hot On Canadian Radio

TORONTO — A hot item in the Canadian bootleg market is a song called “Big Town Boy” written by Bob Crewe and sung by Shirley Matthews. The discontinued song on Atlantic Records has recently surfaced again as a major record on the Toronto airwaves.

EMI Holds Sales Meet

SIDNEY — Over one hundred sales, management and production personnel recently assembled in Sydney for EMI Records’ first ever national sales conference. The representatives were given the opportunity to assimilate facts of the record operation which included tours of the studio facilities and the manufacturing and distribution complexes. A split in the sales force was announced, and it was designed to ensure that principal licensee labels will continue to benefit from aggressive representation at the sales level.

Argentinian News

BUENOS AIRES — A plan for the revamping of all the technical facilities in the different stages of the recording and processing of singles, LP’s and tapes has been decided at Microfon, to upgrade the quality of its product and adapt it to the current international standards. The action includes changes in the recording studios, at the pressing factory and a contract signed with one of the top names in the local photographic scene for all the work regarding jacket albums and promo matter. The first results are to be seen next month, and the idea is to have it all ready by March 1978.

Phonogram is releasing a single by newly-contracted singer and composer Sergio Denis, who previously recorded for CBS and TK. Denis has already finished his first LP with arrangements and orchestra direction by Jorge Calandrelli, and the tuns have been culled from this album. Denis is one of the biggest local names in the Latin American markets, and it is expected that this recording will also be released in several other countries.

Caba’s artist Astral. whose new LP is due in a few weeks, travelled to Brazil for the dubbing and mixing in Sao Paulo. The idea is to get the best sound available for this album which is eagerly awaited by local fans.

Where In The World

Chicago, CBS Records recording artists, will become the first American group to perform at the 2500-seat Roman Amphitheatre in Verona, Italy on August 31. The group is scheduled to perform a one-night concert at the Verona Music Festival at the 2500-seat Amphitheatre built during the reign of Tiberius Caesar. The Verona concert also marks the beginning of a 11-concert tour in Europe.

Don Williams departs for a two-week concert tour of Great Britain (September 15-October 5) following appearances at the Jim Halsey Tulsa Music Festival (September 9-11) and an appearance on ABC’s “Jimmy, the Man’s ‘Discos 77” pop TV show. This marks Williams’ second appearance on the German TV show, which is being coordinated by ABC German licensee ARD Europad.

RCA AND MILLENNIUM PACT — Millennium Records has inked for worldwide distribution (except in the U.S. and Canada) by RCA Records. Pictured at the formal signing are (left) Jimmy Johnson, president of Millennium of business and talent affairs for RCA; Louis Coutoulocvic, president of RCA; Karl Kurz, division vice president of RCA Records International; and Irv Biegel, executive vice president of Millennium.

MRI Set To Handle Musexpo ’77 Marketing

NEW YORK — Music Resources International Corp. has been pacted by Musexpo 77 to handle its marketing for the forthcoming Musexpo meeting to be held from October 28 to November 1.

Outlook At London Records: Profits Up, New Moody LP

(continued from page 10)

upcoming releases by Larry Page and Pearl should appeal to the disco market, and “What’s On Your Mind?” by Hodges, James and Smith has already received disco play.

Asked whether or not London is stepping up its efforts to sign new acts, Stricker replied, “We’re looking at every facet of the business, including A&R. We’re looking at all feasible means of acquiring new acts.

Stricker asserted that within the past year, sales of London pop and classical tapes have soared in both eight-track and cassette configurations. “That’s been very satisfactory,” he commented, noting that London only entered the cassette field in January 1976.

London Records’ classical division is currently celebrating its most successful year, according to a company statement. Among the classical albums which London will release this fall are 12 vocal albums, including a reading of Verdi’s “Il Trovatore” with Luciano Pavarotti, Joan Sutherland and Marilyn Horne; a number of symphonic recordings conducted by Solti, Mehta, Maael, Bonyne and Haltink, among others; and a Christmas album featuring Pavarotti.

The Rhythm Section

(continued from page 1)

sounded too! Cash Box that she is extremely happy with the way her career is going and the dedication her recording company has shown for her future.

COME SOFTLY THRU THE WOOD — Remember that chart busting hit “Oogum Boogum” or that other international favorite? Now, remember that vocal talent that interpreted those two tunes for the masses, Brenton Wood. After twenty years in the business Wood is still out there doing it and now, under the management of Bob Marcuccio, is looking for that pot of gold with his recent release on Cash Box Records, “Come Softly.”

FIDDLER ON THE ROOF — Papa John Creach who fiddled many nights at a local club, the Parisian Room, in Los Angeles, is launching his newest album on DJM, “The Cat And The Fiddle.” We’re looking at every facet of the business, including A&R. We’re looking at all feasible means of acquiring new acts.

Steve Balsamo, who wrote the theme music for the hit TV show “The Fugitive,” has released his third album on Epic, “Tales of the East.” The album features the singer’s legendary fiddling and vocals on such songs as “The Blue Ridge Mountains,” “The Silver Stallion” and “Mr. Robinson’s Road.”

Burdon Pacts with Polydor

BURDON PACTS WITH POLYDOR — Eric Burdon recently came to Hamburg to sign an exclusive recording deal for the world (excluding U.S. and Canada) with Polydor International. Pictured at the signing are (left to right) front row: Eric Burdon, Roland Kommerrler (vice president, Polydor International), Mike Dailiano (director sales, Polydor International), Robbi Wilson (Eric’s personal manager), Graham Hayson (manager, Polydor International), Walter Stein-Schomburg (vice president, Polydor International), Jurgen Luetz (legal department, Polydor International), Hille Hillekamp (promotion manager, Polydor International) and Hans Burghard (contract administration, Polydor International).
Congratulations on your triumphant Japanese Tour '77
and in having an unprecedented seven albums on the Japanese charts.

Arigato, your friends at

The Nikka Whisky Distilling Co., Ltd.          Universal Orient Promotions
### International Best Sellers

#### Holland

**TOP TEN 45s**
1. Cokkie In My Brain — Dillinger
2. Yes Sir I Can Boogie — Baccara
3. Be My Boogie Woogie Baby — Mr. Walkie Talkie
4. Sevilla — BCN
5. So You Win Again — Hot Chocolate
6. A Real Mother For Ya — Johnny Guitar Watson
7. Hey, St. Peter — Flash & The Pan
8. Mamacita — Guys & Dolls
9. Angelo — Brotherhood Of Man
10. Big Bisou — Des Carros

**TOP TEN LPs**
1. Love At The Greek — Neil Diamond
2. Summer Melody — George Baker Selection
3. Hotel California — Eagles
4. A Real Mother For Ya — Johnny Guitar Watson
5. Love For Sale — Boney M
6. Aan Het Strand — Havenzangers
7. Rumours — Fleetwood Mac
8. Tussen Zomer En Winter — Rob de Nijs
9. CSN — Crosby, Stills & Nash
10. Going For The One — Yes

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#### Argentina

**TOP TEN 45s**
1. Quiero Tu Vida — Luciana
2. A Marcela — Dragoncito Chipi
3. Ojos Sin Luz — Perico
4. Con El Viento A Tu Favor — Camilo Sesto
5. Y Te Amare — Ana & Johnny
6. Que Se Va El Cartero — El Cartero/Manuel Terence
7. Donde Estan Tus Ojos Negros — Sanabarbara
8. En El Amor Todo Es Empezar — Raffaella Carrá
9. Que Hay Que Hacer Para Olvidar — Danny
10. Otro Ocupa Mi Lugar — Miguel Gallardo

**TOP TEN LPs**
1. Los Exitos Del Amor — Selection
2. Discoshow — Selection
3. Musica Clasica — Selection
4. Trilogia De Amor — Donna Summer
5. Cumbiabilidad Vol 1 — Los Wawanci
6. Recuerdo Al Ayer — Donna Summer
7. En Vivo — Johnny Rivers
8. Musica Poderosa Vol 10 — Selection
9. America — Julio Iglesias
10. Lo Mejor De — Sui Generis

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#### France

**TOP TEN 45s**
1. Rockollection — Laurent Voulzy
2. Le Lou-El-Che — Michel Delpech
3. Love Me Baby — Sheila & Devotion
4. Lettre A France — Michel Polnareff
5. Est-Ce Par Hasard? — Dave & CBS
6. Dix Ans Plus Tot — Michel Sardou
7. Ballade Pour Adeline — Richard Clayderman
8. YA'D La Rumba Dans L'Air — Alain Souchon & CBS
9. Sir Duke — Stevie Wonder
10. Onyx — Space Art

**TOP TEN LPs**
1. Musique — France Gall
2. Paris By Night — Patrick Juvet
3. Magic Fly — Space
4. You Feel Love — Donna Summer
5. Le Barbier De Belleville — Serge Reggiani
6. Cerrone's Paradise
7. Oxygen — Jean-Michel Jarre
8. Bande Originale Du Film: Bilal — Francis Lai
9. Les Temps Changent — Danyel Gerard
10. Capitaine, Capitaine — Michel Fugain

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#### Great Britain

**TOP TEN 45s**
1. I Feel Love — Donna Summer
2. Angelo — Brotherhood Of Man
3. You Got What It Takes — Showaddywaddy
4. Ma Baker — Boney M
5. We're All Alone — Rita Coolidge
6. Float On — Fleetwood Mac
7. Something Better Change — The Stranglers
8. The Crunch — The Band
9. It's Your Life — Smoke
10. Fanfare For The Common Man — Emerson Lake & Palmer

**TOP TEN LPs**
1. The Johnny Mathis Collection
2. Going For The One — Yes
3. A Star Is Born — Sound Track
4. 20 All Time Greats — Connie Francis
5. I Remember Yesterday — Donna Summer
6. Love At The Greek — Neil Diamond
7. Rumours — Fleetwood Mac
8. The Muppets Show — Pye
9. IV Raffus Norvegicus — Stranglers
10. Hotel California — Eagles

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#### Italy

**TOP TEN 45s**
1. Ti Amo — Umberto Tocci
2. I Feel Love — Donna Summer
3. Domani — Guido Del Fano
4. A Cantuncella — Alain Delon
5. Gonna Fly Now — Maynard Ferguson
6. Bamba — Sandro Giacobbe
7. Amari Un Po' — Lucio Battisti
8. Conchiglia Bianca — Cugini di Campagna
9. Rivelglio — PWS
10. Zodiaco — Roberta Kelly

**TOP TEN LPs**
1. I Remember Yesterday — Donna Summer
2. Zodiac Lady — Roberta Kelly
3. Io Tu Noi Tutto — Lucio Battisti
4. Bellissimo Sensa Fili — Edouard Benetto
5. Cerrone's Paradise
6. Rocky (Soundtrack) — United Artists
7. Love For Sale — Boney M
8. Domani — Guido Del Fano
9. Year Of The Cat — Al Stewart
10. Disco Dance — Adriana Celentano

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#### Japan

**TOP TEN 45s**
1. Nagisa No Sinden — Pink Lady
2. Imitation Gold — Morose Yagami
4. Kite No Shi Shiyagare — Kenji Sawada
5. Hoshi No Suna — Rumiko Koyanagi
6. Kozou No Mae — Hiroi Gomi
7. Neetiyo — Hiroi Iwazaki
8. Sentimental Carnival — Teichiku
9. Azusa 2 Go — Karudo
10. Shochu Ovomai Myosugaishan — Candies

**TOP TEN LPs**
1. Kazamadori — Masashi Sada
2. Uchusenkan Yamato — Toshiya
4. Koi No Game — Bay City Rollers
5. Usukakari — Akira Tabata
6. Koosets Minami Album 4 — Ima Kokoro Maman
7. Hotel California — Eagles
8. Love Gun — Kiss
9. Shokubutsushi — Ikuma
10. Live! Runaways In Japan — PhonoGram

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#### Australia

**TOP TWENTY-FIVE 45s**
1. I Go To Rio — Peter Allen
2. Walk Right In — Dr. Hook
3. What Can I Say/Lido Shuffle — Boz Scagg
4. Ain't Gonna Bump No More — Joe Tex
5. You've Gotta Get Up And Dance — Supercharge
6. Don't Leave Me This Way — Thelma Houston
7. Lucille — Kenny Rogers
8. My Little Girl — TMS
9. I'm In You — Peter Frampton
10. Undercover Angel — Al Day

**TOP TEN LPs**
1. Rio — Michael Nesmith
2. A Mean Pair Of Jeans — Martyn Pink
3. Gonna Fly Now — Bill Conti
4. Telephone Line — Electric Light Orchestra
5. I Don't Want To Talk About It — Rod Stewart
6. Tracks Of My Tears — Shirley & Mushroom
7. Lost In France — Bonnie Tyler
8. Dreams — Fleetwood Mac
9. Magazine Madness — Sherbet
10. You'll Never Find Another Love Like Mine — Lou Rawls

**TOP TWENTY-FIVE LPs**
1. Silk Degrees — Boz Scagg
2. Rumours — Fleetwood Mac
3. A New World Record — Electric Light Orchestra
4. Jethro Tull
5. The Final Countdown
6. Spaceman — Status Quo
7. A Star Is Born — Sound Track
8. Queen — The Game
9. Yes — The Yes Album
10. Heart — Bang Your Head

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**The Kent Music Report**

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**Cash Box/September 3, 1977**
ONLY OUR NAME HAS CHANGED!

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We’re still Canadian-owned and operated. We’re still Canada’s larger performing right organization representing more than 7,300 affiliated writers and composers and 1,300 publishers, and we’ve just changed our name. Please call us P.R.O. Canada for short!

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(604) 688-7851
GROWTH, Glick, KLOS show, Beach Arena and at all. You can pay the Craig Brahm, manager of one on Goodenow, however, Brahm says the low is entitlement to "slanting" its rack jobbing operation in favor of independently distributed product. But it's only a stop at time to emphasize independently dis tributed product." Overall, he concluded, we're taking a look at our product mix with intent to maximize its profitability.

DENVER RECORD BUSINESS SEES GROWTH, NEW COMPETITIVE AIR (continued from page 10)

Goodenow, there's only a few people here but it's a large city and can always hold more than what it has in the past. We have always wanted some good one stops and places that we could go to, buy product on quick notice. The ones that were here never could supply our needs.

MUCH-NEEDED CHOICE

The entrance of the new distributors will also provide retailers with a much-needed choice, says Goodenow, expressing the opinion that Mile-Hi-One Stop has had the market cornered recently.

Goodenow's sentiments are echoed by Craig Brahman, manager of one of three Record Bar Stores in Denver, who expresses dissatisfaction with Mile-Hi's pricing. "It's a good one-stop comes into town with reasonable prices and good fill they can get the business," Brahman says. "At Mile-Hi you can pay up to $390 or $380 for an album, which is an outrageous price. Their singles are 75 cents. You just can't run a low-price if you order from Mile-Hi."

But John Broholm, manager of independent Record Bar Stores, insists that Mile-Hi's grip on the Denver market is too strong to be broken by any newcomers.

"I think anyone with a one-stop in here is in for a real surprise if they think they are going to put a dent in the market," Broholm says. "I don't see that happening at Mile-Hi. They have a very strong grip on the market. It doesn't seem to me that there is a whole lot of room for more one stops here, especially with Peaches getting into the game."

STIMULUS SALES

Goodenow, however, says the addition of another Peaches store will only serve to further stimulate sales throughout the market.

"The little mom and pop stores were scared to death that we would hurt them when we opened the first store," Goodenow says. "But that never happened. We put advertising dollars into the market and they increased their business."

A buyer at Danay Music, Roger Adcock, attests to the sales boost that Peaches provided.

"Denver was a sleepy little market and Peaches woke it up to our benefit," Adcock says. "We were worried at first but they put a lot of ad money into the market and our sales have gone up since the original Peaches store opened."

The entrance of Record Merchandising into Denver is what most concerns Adcock, who fears that the Los Angeles-based operation will not be able to provide product on time.

"We'll have to wait for the product to come from Los Angeles now instead of being able to get it right here in town," Adcock explains. "We'll have to get used to a new shipping schedule and we'll probably have to wait a week or two before the product arrives."

When given a choice, Adcock says he will buy from the locally-based Western Merchandising

Casablanca doesn't acknowledge either Western or Record Merchandising as their distributor in town, says Adcock. "Besides, we don't want the business but we just want the product, and because it's easier to get it from Western, we'll buy from them."

Record Merchandising also believes its operation has an upper hand in the market because it is based in the city. "It's going to be hard for Record Merchandising to ship from Los Angeles to Denver and get the product there quick enough," he says. And because of Western's proximity, Marmaduke says he hopes to be able to provide the Peaches stores with fill merchandise.

GOFFIN, WAX AND SMITH - Elektra/Aylum Records has signed Louise Goftin, 17-year-old singer-songwriter and oldest daughter of writers Gerry Goftin and Carole King. "We feel that Louise is a good fill to the Elektra product," he said. "We may from time to time emphasize independently dis tributed product." Overall, he concluded, we're taking a look at our product mix with intent to maximize its profitability.
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<th>Artist/Label</th>
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<td>CSN</td>
<td>CROSBY, STILLS &amp; NASH (Atlantic SD 19104)</td>
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<td>JT</td>
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<td>STAR WARS</td>
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<td>BROTHERS JOHNSON (A&amp;M SP 4444)</td>
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<td>AMERICAN STARS 'N BARS</td>
<td>NEIL YOUNG (Reprise MSK 2061)</td>
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<td>STEVE WINWOOD</td>
<td>(Island ILPS 4489)</td>
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<td>CELEBRATE ME HOME</td>
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<td>DIAMANTINE COCKTAIL</td>
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<td>LUNA SEA</td>
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<td>OL' WAT'YON</td>
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<td>LIVE</td>
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<td>A REAL MOTHER FOR YA</td>
<td>DONNA GUTHRIE WATSON (JUM/Akeerst DJA-7)</td>
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<td>ONE OF THE BOYS</td>
<td>ROBERT CANTREY (MCA 2277)</td>
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<td>BENNY AND US</td>
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<td>GO YOUR GUNS</td>
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<td>FLEETWOOD MAC</td>
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<td>I REMEMBER YESTERDAY</td>
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<td>FREE AS THE WIND</td>
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<td>61</td>
<td>LOOK TO THE RAINBOW</td>
<td>AL JARREAU (Warner Bros. BS 282502)</td>
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<td>62</td>
<td>EARLY IN THE SPRING: THE FIRST 15 YEARS</td>
<td>JUDY COLLINS (Elektra 86-E 6002)</td>
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<td>63</td>
<td>SLAVE</td>
<td>(Cotillion/Atlantic SD 9194)</td>
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<td>64</td>
<td>SOMETHING TO LOVE</td>
<td>(A&amp;M SP 4646)</td>
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<td>65</td>
<td>THEIR GREATEST HITS</td>
<td>(Columbia PC 76257)</td>
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<td>66</td>
<td>DREAMBOAT ANNNIE</td>
<td>HEART (Mushroom 5050)</td>
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September 3, 1977
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<td>Ram Jam</td>
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<td>Endless Summer Beaches</td>
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<td>Blow It Out</td>
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CBS May Raise Ad Ratio

(continued from page 9)

self has dispersed the audience," Dempsey elaborated. "In many markets, we're buying twice to triple the number of radio stations in order to accumulate the same audience we used to have when the top 40 stations owned the market. A national top 40 buy that can reach the same audience we used to reach three years ago costs about 70% more than it did then."

Faced with this fragmentation of the radio audience, Dempsey continued. CBS has been tunneling more ad money into key national publications like People Magazine. The concept behind this "tunneling approach," he explained, is that Rolling Stone, Forbes, Time, and Newsweek all appeal to specialized audiences, but magazines like People are read by a wide cross section of record buyers.

In September, the Columbia marketing department has been trying this approach "just to see if we could live within the bounds and the percentages that have been here," said Dempsey. However, he added, "tremendous pressure on the cost of advertising, the escalating cost of advertising (10-15%) annually have convinced the marketing executives that something must be done.

Two Keys

To further support this position, Dempsey pointed out that the two keys to increasing market share are a broad artist roster and the ability to advertise it. Because bidding for top artists has become so competitive, he said, they have to be paid more, "and you have to sell more units if you're going to pay the artists more money. You can't do that just based on airplay. There are a lot of people punching the consumer between the ears: How about a pinball machine? How about a bowling ball? And we have to keep advertising in order to make them understand that music is one of their leisure time options."

Increase Must Be Justified

All of this sounds fine in theory, but won't the increase in the cost of advertising to sales cut directly into corporate profits? "Not if the number of artists that are selling a million records today continue to absorb the escalation in the list price game continues," Dempsey replied. In order to make up for the additional advertising outlay, he continued, the company would simply have to sell more units at a higher wholesale cost, while allowing dealers to have a decent margin.

When he and his colleagues go to the CBS financial people, Dempsey said, they will also have to explain the necessity for a built-in cost escalation factor in the advertising-to-sales ratio. Otherwise, part of whatever percentage rise they get "will be eaten up by pure cost escalation in the marketplace."

Dempsey said he expected a certain amount of resistance from the financial controllers. "We're going to be told to be more judicious about our advertising and marketing and a little less about the kind of research we're using."

Ultimately, Dempsey noted, whether or not his department gets the green light on the company's overall performance, "no marketing people are going to receive funds to do additional business without doing additional business. If we cannot intelligently present the profit opportunity, we're just not going to get the money. Only if we perform over our forecast are we in a position to ask for additional funds."

Goody Raises LP Sales Price As Jimmy's Threat Recedes

(continued from page 10)

companies do what they were doing before and let Jimmy's stay in business. I have doubts that they can control Jimmy's policies.

In addition to Jimmy's, added Levy, major area retailers like Korvettes and numerous independent stores continue to sell records for below $3.

"Basically, we have to stop worrying about other people's prices and just run our own business," he concluded.

Los Angeles Openings

In other pricing news this week, the Wherehouse chain unveiled its first five "Hits-For-All" stores, with plans for a sixth. The opening of the five outlets was heralded by a two-page spread in Sunday's Los Angeles Times and a massive top 40 and AOR radio blitz. The new California locations are in Santa Monica, Anaheim, Montclair, Huntington Beach and Pasadena, while a sixth store will open this week in Inglewood.

The major factor distinguishing the Hits-For-All stores from Wherehouse outlets is price: Hits-For-All will operate as a "discount record chain with everyday shelf prices of $3.88 ($4.88 on $7.98 list LPs). Singles will regularly sell for 69c. The new Hits-For-All units will average about 2,000 square feet, roughly half the size of typical Wherehouse locations, and will carry much smaller inventories than the Wherehouse units.

Officials of Integrity Entertainment, which runs the Wherehouse and forthcoming Big Ben stores expect Wherehouse and Hits-For-All to go after very different markets (Cash Box, August 27). Wherehouse and the forthcoming Big Ben supermarket-style stores are oriented to catalog customers, while Hits-For-All is designed for the one-or-two-LP buyer.

The first six-Hits-For-All stores, and subsequent stores, will be based primarily in freestanding or strip locations, foregoing the higher-overhead malls. The emphasis, Integrity officials said, will be on quick turnover and flexible ordering.

In a related development, the Wherehouse chain, in a separate move from the Los Angeles Times, announced the opening of two stores in Huntington Beach, California, both outlets now fall within the Los Angeles market, and nearly 100 stores overall.

WISHBONE ASH TO MCA — British rock group Wishbone Ash has recently re-signed with MCA for worldwide distribution. "Front Page News" will be released on that label.

China LP Due On Rocket

LOS ANGELES — The debut LP by Chinese producer Elton John, leads the list of three new releases due out in September on Rocket Records. China's self-titled album will include songs by Davey Johnstone and Kiki Dee. Also scheduled for release are "Super- sonic Lover" by Brian & Brenda, and a collection of greatest hits by Neil Sedaka. Rocket also has released Blue's debut LP, "Another Night Time Flight," in Scotland and England.

Musso Opens Up New Indie Promotion Firm

LOS ANGELES — Johnny Musso has announced plans to start his own independent promotion company in the Pitts- burgh/Cleveland area beginning Septem- ber 6. His initial accounts will be Sound Bird, Shadybrook and Twentieth Century Records. Musso was most recently vice president and general manager of Sound Bird and Shadybrook Records based in Los Angeles.

A&M Slaters Releases

LOS ANGELES — "Can't Wait," the second LP by Pipper, heads the list of A&M Records releases in August.

Other LPs slated for shipment August 26 are: "Mirage" by Richie Havens, "Diamond Nights" by Hummingbird, "Captured" and "Target," and Chris DeBurgh's "At The End Of A Perfect Day."

ABC Music Enjoying Success With LPs/45s

LOS ANGELES — ABC Music Publishing Division is currently enjoying success with a variety of singles and albums on the Cash Box charts. The Flotter's "Float On" and The late Elvis Presley's single, "Pledging My Love," have both been consistently at the top of the charts.

The company has experienced recent single success with "Right Time Of The Night" and "Do You Wanna Make Love?" They have also averaged 15 to 16 albums each week on the top 100 pop chart.
The Doobie Brothers

Livin' On The Fault Line

The new album.
Produced by Ted Templeman.
On Warner Bros. records & tapes. BSK 3045.