It's Ecstasy.
When you play this L.P.

Barry White
Sings For Someone You Love

Includes his hit single
"It's Ecstasy When You Lay Down Next To Me"

TC-2350

20th Century-Fox Records
CASH BOX
VOLUME XXXIX — NUMBER 17 — September 10, 1977

cash box editorial

Artist Development: An Ongoing Priority

In this issue of Cash Box, we feature the second in a series of articles concerning Artist Development at the record labels. Along with the manufacturers, we at Cash Box consider this to be a continuing priority for the overall record industry.

No matter what each company calls this department or how they specifically handle it, the need for guidance and direction of each artist’s career is important for the success of the performer and the manufacturer, especially for new artists.

As the industry continues to become more sophisticated in marketing and sales approaches, the personal attention to artist’s tours, material, publicity and overall exposure should continue to reign high among the many priorities at the manufacturing level.
<table>
<thead>
<tr>
<th>Week's #</th>
<th>Week's On</th>
<th>Song Title</th>
<th>Artist</th>
<th>Week's #</th>
<th>Week's On</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>38</td>
<td>5/3/87</td>
<td>The Greatest Love of All</td>
<td>George Benson (Anita 251)</td>
<td>39</td>
<td>5/10/87</td>
<td>Heaven Knows I Love You</td>
<td>Paul Nicholas (RSO RS 878)</td>
</tr>
<tr>
<td>40</td>
<td>5/17/87</td>
<td>Slade</td>
<td>SLAVE (C/Atlantic 44218)</td>
<td>41</td>
<td>5/24/87</td>
<td>You're So Vain</td>
<td>HELEN REDDY (Capitol 44181)</td>
</tr>
<tr>
<td>42</td>
<td>6/1/87</td>
<td>She Did It</td>
<td>ALEX PARSONS (A&amp;M 42025)</td>
<td>43</td>
<td>6/8/87</td>
<td>Little Darling (I Need You)</td>
<td>Doobie Brothers (War 4808)</td>
</tr>
<tr>
<td>44</td>
<td>6/15/87</td>
<td>I'm in You</td>
<td>Peter Frampton (A&amp;M 1941)</td>
<td>45</td>
<td>6/22/87</td>
<td>I Wouldn't Want to Be Like You</td>
<td>ALEX PARSONS (A&amp;M 42026)</td>
</tr>
<tr>
<td>46</td>
<td>6/29/87</td>
<td>You Wanna Get That</td>
<td>Big Tree/Atlantic 44278</td>
<td>47</td>
<td>7/6/87</td>
<td>I believe you</td>
<td>DAVID MOORE (MCA 4120)</td>
</tr>
<tr>
<td>48</td>
<td>7/13/87</td>
<td>Help is on the Way</td>
<td>Little River Band (Atlantic 44288)</td>
<td>49</td>
<td>7/20/87</td>
<td>A Real Make Believe</td>
<td>ALAN PARSONS (A&amp;M 42029)</td>
</tr>
<tr>
<td>50</td>
<td>7/27/87</td>
<td>I Don't Want to Be Like You</td>
<td>DON McLEAN (Parlophone PB 10976)</td>
<td>51</td>
<td>8/3/87</td>
<td>Don't Go Rown</td>
<td>UNDERCOVER (Atlantic A 34252)</td>
</tr>
<tr>
<td>52</td>
<td>8/10/87</td>
<td>I'm Dreaming</td>
<td>ELTON JOHN (Columbia 44316)</td>
<td>53</td>
<td>8/17/87</td>
<td>I Believe in Love</td>
<td>Louis Armstrong (Columbia 10569)</td>
</tr>
<tr>
<td>54</td>
<td>8/24/87</td>
<td>Surfing USA</td>
<td>BOB MARLEY (Island IS 83636)</td>
<td>55</td>
<td>8/31/87</td>
<td>Undercover of Love</td>
<td>SINEAD O'CONNOR (AC/4021)</td>
</tr>
<tr>
<td>56</td>
<td>9/7/87</td>
<td>I Go Crazy</td>
<td>JUNIE B. DAVIS (B-733)</td>
<td>57</td>
<td>9/14/87</td>
<td>Look What You've Done to My Little Girl</td>
<td>VIC &amp; DAVE (A&amp;M 1206)</td>
</tr>
<tr>
<td>58</td>
<td>9/21/87</td>
<td>I Don't Wanna Make Love</td>
<td>PETER MCCANN (21st Century 2330)</td>
<td>59</td>
<td>9/28/87</td>
<td>It's Ecstasy</td>
<td>The Vette Music Co. - BMI</td>
</tr>
</tbody>
</table>

**(including publishers and licenses)**

- Easy (Jaboe/McCombs Em. - ASCAP) 49
- Edge Of The City (Hamm/Unchapped - BMI) 48
- Aria (Bennett/Young - BMI) 47
- A Guy Named D (Dannell/Perfect - BMI) 46
- She's Out Of My Life (Johnson/Pendulum/Chappell - BMI) 45
- Did You Mean It (Katz/Perfect - BMI) 44
- Ain't Nothin' Going On (Bee/Atlantic - BMI) 43
- SpecialDelivery (Ritchie/Bowers/Off - BMI) 42
- Superstar (Mann/Melbourn/Melbourn - BMI) 41
- It's Ecstasy (Jettie Vette Music Co. - BMI) 40
- It's Ecstasy (Jettie Vette Music Co. - BMI) 39
- I'm Loving You (P & S Music - BMI) 38
- I'm Loving You (P & S Music - BMI) 37
- I'm Loving You (P & S Music - BMI) 36
- I'm Loving You (P & S Music - BMI) 35
- I'm Loving You (P & S Music - BMI) 34
- I'm Loving You (P & S Music - BMI) 33
- I'm Loving You (P & S Music - BMI) 32
- I'm Loving You (P & S Music - BMI) 31
Robin Trower
"Sweet Wine of Love"
the single from
the forthcoming album
'Ti City Dreams'

Listen to a Robin Trower
you haven't heard before.
But one you'll want to hear
again and again.
COLUMBIA PICTURES is proud to announce that its forthcoming production

CLOSE ENCOUNTERS OF THE THIRD KIND

will be released with Dolby encoded prints in 70mm Six Track Stereo in selected theatres, and in 35mm Stereo Optical nationally.

Making Films Sound Better

DOLBY SYSTEM
Noise Reduction - High Fidelity
EMOTIONS FETED — Columbia recording artists The Emotions recently were feted at a luncheon at Carlos & Charlie's Restaurant in Los Angeles and were presented a plaque by Cash Box president and publisher George Albert commemorating the climb of their current single “Best Of My Love” to the top of the Cash Box singles chart. Pictured (l-r) at the luncheon are: Leonard Smith, Cavallo & Ruffalo Management, Don Ellis, national vice president of A&R for Columbia Records, Pam Hutchinson of the Emotions; Albert, Verdeen White of Earth, Wind & Fire, Sheila Hutchinson of the Emotions; Al Mackay of Earth, Wind & Fire and co-author of “Best Of My Love”; Wanda Hutchinson of the Emotions, Maurice White, leader of Earth, Wind & Fire and co-producer of The Emotions, Joe Hutchinson Jr., The Emotions’ brother; Joe Ruffalo; Joe Hutchinson Sr., The Emotions’ father and co-manager, and Bob Cavallo.

Pickwick To Operate 600 Stores By 1982: American Can Funds May Ease Expansion

by Ken Terry

LAKE GENEVA, WISCONSIN — With the help of American Can Co., its new parent corporation, Pickwick International hopes to have 600 retail stores generating annual sales of $480 million by 1982. This five-year plan for what is already the biggest specialty record retailing operation in the U.S. was presented by Scott Young, vice-president and general manager of the Pickwick Retailing Division, to over 600 guests at the division’s first annual meeting here last week.

Retailing Division

The recently constituted retailing division includes the Musicland chain and what used to be called the Recco Division, which encompasses the Discount and Aura Sounde chains, as well as a number of leased departments. Currently totaling 283 units, the retailing division will have sales of approximately $122 million this year, according to Young’s projections. For the fiscal year ended April 30, the division’s revenues were approximately one-third of Pickwick International’s total sales of $312 million.

Grow 20% Annually

In order to reach the 600-store mark within the next five years, Pickwick’s retailing division will have to grow at an annual rate of approximately 20%. This is twice as fast as the growth rate predicted by Young shortly after Pickwick merged with American Can (Cash Box, June 25).

At the retailing division conference, Young declined to comment on persistent rumors that Pickwick had offered to buy out the 75-unit Record Bar chain as part of its expansion moves. However, he noted that Pickwick, a subsidiary of a publicly-owned corporation, would be required to report any “serious” discussions of this nature to the Securities and Exchange Commission. It could not immediately be learned if such a report has been filed with the SEC.

AmCan’s Approach

A more obvious way for Pickwick’s retailing division to expand would be to continue opening more new units, possibly with the help of American Can’s money. According to Young, the $3.1 billion-a-year enterprise has indicated that, “if we do it right, financial resources won’t be one of the constraining factors in our growth.” This statement supports what an American Can spokesman told Cash Box shortly after the merger with Pickwick (Cash Box, June 18).

RCA Appoints Two A&R VPs, Continues West Coast Growth

WARREN SCHATZ
NEW YORK — In a major restructuring of its artist and repertoire department, RCA Records has appointed Veil Portnow to the new position of division vice-president of west coast A&R and Warren Schatz to the new position of division vice-president of east coast A&R. Both men will report to Mel Liberman, division vice-president of creative affairs.

“These appointments permit us to take advantage of the vital west coast talent growth, and simultaneously to further strengthen our overall A&R organization,” Liberman said.

The appointments follow a recent decision by label executives to beef up their entire west coast operation, without abandoning their New York base.

Neil Portnow

immediate advantages of the vital west coast talent growth, and simultaneously to further strengthen our overall A&R organization,” Liberman said.

The appointments follow a recent decision by label executives to beef up their entire west coast operation, without abandoning their New York base.

WODSTOCK ’77 — ABC recording artist Levon Helm threw an all-day party recently at his home in Woodstock, N.Y. to showcase material from his ABC album “Levon Helm And The RCO All-Stars,” which is scheduled to be released in mid-October. Pictured among the many guests who attended the affair are, top row from left, Mark Morrison, vice-president of A&R for ABC Records; Tom Corcoran, director of “Old Grey Whistle Test,” a British rock TV show, Mike Appleton, producer of the show; Elaine Corlett, director of artist development for ABC International; Bob Harris, MC of “Whistle Test”; Barbara Harris, eastern director of artist relations for ABC Records; Shelly Salovar, national director of A&R for ABC Records; Mark Underwood, director of music research for ABC Records; Levon Helm; and Marion Sommerstein, eastern manager of publicity for ABC. Pictured bottom row from left, Marylou Capes, eastern director of publicity for ABC; Employment lawyer R.S. Feit for ABC; Nancy Cooper, staffers for ABC; Shelly Rudin, New York and Boston branch manager for ABC Howard Smith, buyer for ABC; Jackie Smollett, merchandising staffer for ABC; Tex Weiner, NY sales manager for ABC Records, and John Brown, national R&B promotion director for ABC.
THE FIRST GOLD DISCO 12" EVER!

CONGRATULATIONS

PETER BROWN

AND

THANKS FOR FUNKING US UP WITH

"DO YA WANNA GET FUNKY WITH ME"

DRIVE 6258

WRITTEN BY: PETER BROWN ROBERT RANS

PRODUCED BY: CORY WADE

T. K. PRODUCTIONS

The Miami Sound Explosion

• 495 S.E. 10th Court • Hialeah, Florida 33010 • (305) 888-1685
Argist Development Series: United Artists’ Expanded Artist Development Department Relies on Teamwork Concept

by Chuck Comstock

LOS ANGELES — The artist development department at United Artists, as it presently exists, came about less than three months ago when the naming of Stan Monteiro to the post of vice-president of national promotion and artist development. Though those activities currently being done under the support of the development director, there are not nearly enough, for instance, to separate the different areas that rely heavily on the coordinated efforts of the promotion, artist relations, publicity, marketing, advertising and A&R departments at UA.

Some record companies consider promotion and artist development as two distinctly separate functions. As Monteiro says, “I have always thought the two were inseparable. You can’t have one without the other.” To him, the definition of artist development is simple. “Quite literally, it is the record company’s contribution to and encouragement of the growth and development of the artist in the commercial marketplace.”

Though artist development is quite naturally concerned with breaking new artists, it is not simply a first step. It is a three-level growth pattern. “Of course, the first level is the new artist that no one has heard of and your goal is to get them to the 40,000-50,000-unit sales level. Part of that development involves airplay, sleeve, press, publicidad campaign and getting the artist out on tour.”

First Step: Initial Response

The first step is to guess the response to the release. “It’s the most critical, in my sense, of the whole structure, because it is the strongest, almost always in the artist’s hometown area, the plan is to expand the impact in the immediate surroundings. For example, Bad Boy, a new group from Milwaukee, is already spreading to Minneapolis so the next logical step is to support the group throughout the Midwest with various promotions and advertising campaigns.”

The next level, Monteiro explained, “is getting the artist over the 100,000-unit sales mark, which has happened in the case of Edwin Starr’s ‘Has the time over the 75,000. Now, he’s over 150,000. The second time around you can go back to the market with a bigger budget. With the same type of public acceptance, press exposure, word-of-mouth advertising, airplay and maybe some interest from a promoter or agent who has heard you, you can start working on a tour and get them signed to a management agreement if they are not already represented.”

The third level, Monteiro continued, “is cracking the quarter-million-unit sales barrier. That level means almost total FM acceptance even without the benefit of a hit single. Once you get there, there is no reason why you can’t hit the gold level of 500,000. But we have found that it is pretty difficult to hit gold without the aid of a hit single being played on top 40 radio.”

Touring Primary Consideration

Touring is a primary consideration. As Monteiro says, “Even if you can get all the airplay in the world, you still need to get the band on the road. But new groups do not have the luxury of being booked for tours unless there is a lot of air play or some interest and they hit the charts. But the only way to break a group is to have that combination of an album on the air, the right kind of press and a tour.”

When it comes to touring, Monteiro is assisted by David Bridger, manager of artist relations, and Ursula Neomes, manager of artist tours. But there is also a heavy reliance on a network of personnel in the field. “Whenever you put together a tour or promotional campaign,” Monteiro stated, “there is always a local person upon whom we depend.”

Music Stop Prices Stir Detroit; Chain Set to Launch Rapid Store Expansion

by Mark Mehler

NEW YORK — The three-store Music Stop chain in suburban Detroit, which has shaken up the Detroit market with very low prices, will open four more stores over the next seven weeks, and as many as 12 new outlets over the next few months.

The chain was founded by Edwin Kwiker, who was a part owner of Mushroom Records, told Cash Box, “I think by the end of next week it should all be behind us.”

As a result of the order, Mushroom had to cancel all trade advertising pertaining to the release. Meanwhile, the label insisted the unit shortly, said his representatives.

“Decided to do what nobody else had done. We ran four print ads recently, offering a couple of items at $2.99. Hits like Shuon Cassidy and Foreigner. Our average sale is three LPS. One at $2.99 and two at our usual prices.”

The three existing strip locations, in Westland, Warren and Lincoln Park, averaged about $3.00-square inch. Linnum said the chain would eschew higher overhead mail orders in order to continue its low prices.

He added that Music Stop had already signed leases on four new sites and was further looking to expand outside the Detroit market, but declined to elaborate.

Meanwhile, some Detroit retailers have begun to react to the striker competition. In Sunday’s Detroit News, for example, K mart sold King’s ($7.98 list) for $3.95, and even below its usual sale price in that market.

John Johnson, executive vice-president of the Handlerco Co., which racks K mart nationally, said Detroit was not the only market in which the mason upon whom the brick is laid has advertised unusually low prices.

“Do we do it where we feel we need it,” Kaplan said, adding that the Kiss promotion was not necessarily related to the actions of any one retailer in the market.

Opening 7th Unit

A spokesperson for the Harmony House chain, which will open its seventh unit shortly, said his business had not deteriorated since Music Stop became established.

“Where he’s going to do what nobody else had done. We ran four print ads recently, offering a couple of items at $2.99. Hits like Shuon Cassidy and Foreigner. Our average sale is three LPS. One at $2.99 and two at our usual prices.”

The three existing strip locations, in Westland, Warren and Lincoln Park, averaged about $3.00-square inch. Linnum said the chain would eschew higher overhead mail orders in order to continue its low prices.

He added that Music Stop had already signed leases on four new sites and was further looking to expand outside the Detroit market, but declined to elaborate.

Meanwhile, some Detroit retailers have begun to react to the striker competition. In Sunday’s Detroit News, for example, K mart sold King’s ($7.98 list) for $3.95. — $1 below its usual sale price in that market.

John Johnson, executive vice-president of the Handlerco Co., which racks K mart nationally, said Detroit was not the only market in which the mason upon whom the brick is laid has advertised unusually low prices.

“Do we do it where we feel we need it,” Kaplan said, adding that the Kiss promotion was not necessarily related to the actions of any one retailer in the market.

Opening 7th Unit

A spokesperson for the Harmony House chain, which will open its seventh unit shortly, said his business had not deteriorated since Music Stop became established.

“Where he’s going to do what nobody else had done. We ran four print ads recently, offering a couple of items at $2.99. Hits like Shuon Cassidy and Foreigner. Our average sale is three LPS. One at $2.99 and two at our usual prices.”

The three existing strip locations, in Westland, Warren and Lincoln Park, averaged about $3.00-square inch. Linnum said the chain would eschew higher overhead mail orders in order to continue its low prices.

He added that Music Stop had already signed leases on four new sites and was further looking to expand outside the Detroit market, but declined to elaborate.

Meanwhile, some Detroit retailers have begun to react to the striker competition. In Sunday’s Detroit News, for example, K mart sold King’s ($7.98 list) for $3.95. — $1 below its usual sale price in that market.  

John Johnson, executive vice-president of the Handlerco Co., which racks K mart nationally, said Detroit was not the only market in which the mason upon whom the brick is laid has advertised unusually low prices.

“Do we do it where we feel we need it,” Kaplan said, adding that the Kiss promotion was not necessarily related to the actions of any one retailer in the market.

Opening 7th Unit

A spokesperson for the Harmony House chain, which will open its seventh unit shortly, said his business had not deteriorated since Music Stop became established.

“Where he’s going to do what nobody else had done. We ran four print ads recently, offering a couple of items at $2.99. Hits like Shuon Cassidy and Foreigner. Our average sale is three LPS. One at $2.99 and two at our usual prices.”

The three existing strip locations, in Westland, Warren and Lincoln Park, averaged about $3.00-square inch. Linnum said the chain would eschew higher overhead mail orders in order to continue its low prices.

He added that Music Stop had already signed leases on four new sites and was further looking to expand outside the Detroit market, but declined to elaborate.

Meanwhile, some Detroit retailers have begun to react to the striker competition. In Sunday’s Detroit News, for example, K mart sold King’s ($7.98 list) for $3.95. — $1 below its usual sale price in that market.

John Johnson, executive vice-president of the Handlerco Co., which racks K mart nationally, said Detroit was not the only market in which the mason upon whom the brick is laid has advertised unusually low prices.

“Do we do it where we feel we need it,” Kaplan said, adding that the Kiss promotion was not necessarily related to the actions of any one retailer in the market.

Opening 7th Unit

A spokesperson for the Harmony House chain, which will open its seventh unit shortly, said his business had not deteriorated since Music Stop became established.

“Where he’s going to do what nobody else had done. We ran four print ads recently, offering a couple of items at $2.99. Hits like Shuon Cassidy and Foreigner. Our average sale is three LPS. One at $2.99 and two at our usual prices.”

The three existing strip locations, in Westland, Warren and Lincoln Park, averaged about $3.00-square inch. Linnum said the chain would eschew higher overhead mail orders in order to continue its low prices.

He added that Music Stop had already signed leases on four new sites and was further looking to expand outside the Detroit market, but declined to elaborate.
Two Superstores To Match Low Prices in Atlanta Area
by Mark Mehler

NEW YORK — A price war is developing in Atlanta as Turtle Records prepares to open an 8,000-square-foot store, its third in the market. In an ad in the Atlanta Journal and Constitution, labeled a “preview of our Labor Day celebration,” Oz Records advertised six RCA releases, including the latest LPs by Paul Simon and Sting for $3.49, and the latest LP by Iggy Pop ($7.98 list) for $3.99. This is about 35¢ below Oz’s previous list price on $6.98 list product, and about $1 off its previously featured price on $7.98 list merchandise.

“Price Message”

Steve Libman, vice-president and general manager of Southland Record Distributing, which supplies Oz, said Saturday’s ad and subsequent promotions would serve as a “price message” to Turtle. Libman accused the Turtle operation, which was started about three months ago (Cash Box, June 25), of “breaking the suburban market” with $3 prices.

Not Below $3

Joe Martin, who runs Turtle, said the chain has not gone below $3 and did not intend to. He said his lowest price in the first two suburban Georgia locations has been $3.49 on $6.98 list product and $3.99 on $7.98 list goods. This came during a recent week-long all-label sale. Martin further accused Oz of shaking up the market with its lowball prices. According to Martin, Turtle’s regular sale prices in Atlanta will be $3.77 and $4.77 (on $7.96 list).

Asserted Libman, “We’re saying this to them (Turtle). Look, let’s all merchandise competitively, but let’s also make a profit. We’re not going to start a price war, but we’re certainly not going to sit by and let anyone blow us out of our own market.”

Libman added that he hoped the pricing situation in Atlanta would not parallel New York, where massive lowballing has sliced profit margins for many area retailers.

“They’re scared. We’re going to knock them on their ass (when we move into Atlanta),” a Martin declared.

In a related development, Oz announced the opening of its third and fourth “superstores.” Like the Atlanta Oz and another in Birmingham, Alabama, the upcoming outlets will be about 8,000 to 10,000 square feet each and will be architecturally patterned after the Wizard of Oz motif. A new Oz in Marietta, Georgia, will compete directly with an existing Turtle store, while the Stone Mountain Oz store, located about 20 miles from Atlanta, will have no area competition except from a nearby K mart.

The new Oz units, like their counterparts, will place heavy emphasis on accessories and on leased “bazaar” departments. Pricing in the new stores will be the same as in the Atlanta Oz, Libman asserted. He said this would be necessary to tie in advertising promotions, and added that he expected Turtle to eventually locate in or near Stone Mountain.

UPCOMING INDUSTRY CONVENTIONS

WEA Sales Meeting Sept. 7-11 Miami Beach, Fla.
Radio Music Report Convention '77 Sept. 8-10 Atlanta, Ga.
NARM Regional Meeting Sept. 20 Philadelphia/Cherry Hill, N.J.
Country Radio Seminar, Agenda Committee Sept. 30-Oct. 1 Nashville, Tenn.
Odyssey Records Oct. 5-6/8/9 Santa Cruz, Calif.
CMA Talent Buyers Seminar Oct. 6-10 Nashville, Tenn.
NARM Regional Meeting Oct. 17 Detroit, Mich.
NARM Regional Meeting Oct. 19 Cleveland, Ohio.
NARM Regional Meeting Oct. 21 Chicago, Ill.
Musexpo '77 Oct. 28-Nov. 1 Miami Beach, Fla.
NARM Regional Meeting Nov. 1 Miami, Fla.
NARM Regional Meeting Nov. 2 Atlanta, Ga.

Stark Taps Four In A Growth Push

CLEVELAND — To support its expansion plans, Stark Record & Tape Service has promoted Joe Bressi, Jim Bonk, Bob David, and Joseph L. Schott to the newly created positions of vice president in the corporation.

Bressi, buyer for Stark, was named vice president of purchasing and marketing, and Bonk, head of Stark’s 4-store Camelot retail chain, was appointed vice president of operations. David was promoted to vice president of warehouse operations, while Schott was named vice president of finance.

“I thought they deserved the title to go along with the job they’ve been doing,” commented Paul David, president of Stark. “It solidifies their image with the rest of the company, and with the growth we’ve got ahead of us in the future. Such jobs will take on more importance, and their areas of responsibility will grow accordingly.”

The most important facets of Stark’s current expansion plans are the 20 new stores which will be added to the Camelot chain through 1979, Stark’s purchase of a discotheque, and a set for mid-September, of a 10,000-square-foot “superstore” in suburban Flint, Michigan.

(Continued on page 23)

ATLANTIC SIGNS GARRETT — Teenage singer Leif Garrett recently was signed by Atlantic Records. Garrett, whose current single is “Surfin’ USA” recently completed shooting for a new movie called “Peter Lunty and The Medicine Hat Station.”

Pictured standing behind Garrett at the signing (l-r) are: Lee Winkler, Garrett’s business manager; Stan Moress, manager; Bob Greenberg, Atlantic Records vice president/general manager of west coast operations, and Jacob Bloom, attorney.

Robinson Named Pres. Of Chappell

NEW YORK — Irwin Z. Robinson has been named president of Chappell and Inter- song music companies, and Irwin Schuster has been appointed senior vice president, creative, of the firms.

The new officers are beginning a series of meetings now with plans to visit both the California and Nashville offices in the near future.

Concerning the appointments, Irwin Steinberg, executive vice president of Polygram Corporation, stated, “The Polygram Corporation and its associated companies is immensely proud and pleased to have two such effective and respected executives associated with Chappell and Intersong specifically and with our management, generally.”

Immediate Plans

Immediate plans for the companies are to “build on the established reputation of the company and draw new people to it,” according to Robinson.

Prior to the new appointments, Robinson was vice president and general manager of Screen Gems-EMI Music Inc. and Schuster was vice president and director of professional activities for the same firm.

Diana Ross LP Slated


Formal Creditors’ Conference Slated On Jimmy’s Fate

by Mark Mehler

NEW YORK — The first formal meeting of the Creditors’ Committee which is determining the future of the bankrupt Jimmy’s Music World retail chain and its parent company, Sutton Distributors, has been slated for September 12. However, informal discussions have been taking place throughout the week about the prospects of reorganizing the debtors (Cash Box, August 27 and September 3).

In a related development, CBS and WEA, with accounts receivable from Jimmy’s of $1.5 million and $1.1 million, respectively, have both asked to be included on the creditors panel as unsecured creditors. Although the investments of both companies are legally secured by their product inventories, CBS and WEA noted that the Bank of Commerce, with a $1.9 million investment, has first claim on Sutton’s and Jimmy’s assets. Once that lien has been met, the two major record manufacturers indicated that there would be insufficient inventory to cover their own losses.

Jimmy’s has also informed the creditors committee, which is chaired by Abe Amiri of RCA, that it has begun seeking new product against various sources. One creditor questioned how Jimmy’s could come up with sufficient cash to pay for the product. Sutton’s and Jimmy’s own financial figures through July 31 show cash assets of only about $125,000. In addition, Jimmy’s reportedly owes the state and city substantial sales taxes.

Creditors still disagree about whether the cutout and retail operation could and should be reorganized under Chapter 11 of the Bankruptcy Code, or should simply liquidate its assets and close up.

Almo Publ. Will Print Cream Records’ Folios


Soulastic Signs Floyd

MEMPHIS — Eddie Floyd recently signed an artist/production agreement with Soulastic Productions. Mercury Records will distribute the product.

Peter Pan Raises List

NEW YORK — Peter Pan Records, manufacturers of children’s records, will raise its list price on LPs from $2.49 to $2.98 on October 1.
SIMPLe DREAMS — Linda Ronstadt — Elektra/Asylum 6E-104 — Producer: Peter Asher — List: 7.98

Only the sweetheart of rock and roll could sing a Warren Zevon song about a heroin addict and evoke such a powerful wave of sympathy. In spite of the guest artists appearing here, it is Linda’s dynamic, bittersweet vocal style that dominates this volume of achingly sensitive tracks. Though the overall mood is one of thoughtful contemplation, Linda still can kick up some dust as she does on “Poor, Poor Pitiful Me,” and “Tumbling Dice.”


Though the urban sprawl has replaced the outskirts of the wild west except on Saturday afternoon television, Thin Lizzy seems bent on keeping the legend alive with an unswerving preoccupation with society’s bad guys. The result is a classy, hard-edged stance of street toughness backed up by instrumental precision, with Phillip Lynott’s distinctive vocals playing town sheriff to Gorham & Robertson’s high-nun guitar duels. Though smooth and polished, Thin Lizzy still has enough authentic toughness to snarl at the pretensions of any of the New Wave bands.


Haven’s comeback try and debut A&M effort featured several recognizable favorites but now that we know he’s back, Richie seems to feel more confident in doing more obscure material which is better suited to his particular style on this second A&M effort. Havens has recruited a new backup band called Cypress and they add a rhythmic force and musical cohesion to the disparate elements of this album together nicely. With this one, Havens dogmatically breaks out of the fольk image.


This rhythmic quartet is back with another album that’s funky enough for now and futuristic enough for the next Apollo space capsule. Few groups can mix a full-blown face-to-face, funk-laden rock with such a classy R&B style and still reach out into the synthesized land of acid house. But for this band, it seems to be, well, automatic. Baye’s vocals are smooth as ever but his harmony brothers are with him for measure.


Harmonies are the highlight of this second Con Funk Shun album, a scintillating and soulful sojourn into that space where dreamy-eyed ballads and get-down funk co-exist compatibly. This seven-man unit moved away from the laid-back L.A. sunshine several years ago to get a stronger act, and next Memphis. They’ve been growing stronger and tighter since then and it looks like their campaign to “ConFunkShunize Ya!” will soon reach epidemic proportions.


Besides writing, producing, engineering and playing nearly every instrument on the album, Jameson also does the harmonies. Not that he’s too cheap to pay session men, he just doesn’t seem to need them, though Paul Butterfield did stop by to blow on his harp. This is a superb debut album by a folk/rock perfectionist and a classic workaholic whose mixed bag of influences have combined to produce one of the best newcomer albums of this year.


Her history as a songwriter is well-documented with a string of hits, and now that she’s decided to take the wraps off her voice, some of her more prominent friends have shown up to give her imminent rise to recognition more clout. But Karla’s voice easily steals the show here. Though she’s a superb songwriter, she’s equally if not more adroit at delivery. Her multi-faceted voice can be quivering soft and whispery or dynamically powerful, and it’s about time Karla gave her voice the personal intimate treatment that only the composer can render.


This is not Libby’s first time out but it will no doubt be her most successful. The friends she has made since her days growing up and working in the Woodstock music community have left their impressions while others have lent their talents to make Libby’s debut Columbia album a delightful package of pop/rock material. Her voice carries a sense of drama, and the way she deliciously curls her words is not unlike Helen Reddy, though Libby’s style is uniquely her own.


Former Yes keyboardist Patrick Moraz has a classical background which includes his musical familiarity with a variety of instruments, and a number of bands. This is his second for Import and features a classical approach to contemporary rock which is anything but stilted. Instead, the songs are arranged and have clearly discernible movements, utterly without pretension but infused with a sophisticated quality of musical excellence. A superb followup to “1.”

BEAUTY ON A BACK STREEt — Daryl Hall & John Oates — RCA APL-2300 — Producer: Christopher Bond — List: 7.98

Daryl’s voice and pop work—a bit of a punchliner on the whole than on previous albums. The rock influence is pervasive throughout, and the tempo changes are in line with the evidence of the duo’s growth. This is entirely possible that, judged on instruments alone, you’d be unable to tell if this was a Hall & Oates album or a startling new rock band with much depth.


It’s being called the basketball “Rocky” but whatever the movie’s cinematic merits, the soundtrack is from it a beautifully done job of making jazz instruments with that intimate. Seals & Crofts touch on the movie’s themes and ballads. Charles Fox has put together a really smooth-flowing album of music in keeping with the lyric brilliance of Paul Williams, which together produces an ironically contrasting mood to basketball’s frenetic intensity.


This is the quartet’s first album since its 1972 album, though it was a New Jersey beach ball. Rush aren’t a kids band, this is the band, they add a rhythmic force and musical cohesion to the disparate elements of this album together nicely. With this one, Havens dogmatically breaks out of the fольk image.

BART SIMMONS — Capitol ST-11664 — Producer: Ron Dante — List: 6.98

This is Bart’s fourth album, though his first Capitol album and his successive Buddah LPs did not create near the excitement that this album has. Though he’s working with enthusiasm over Bert, whose voice bears a frightening resemblance to Burton Cummings’, but with a wry twist all his own. Dante’s production, as par for his work, provides a fully-bodied accompaniment that highlights Simmon’s powerful pop-flavored pipes. An album that cuts across a broad swath of musical tastes.


Shawn’s ninth album is a musical collection of material originally planned for inclusion in various earlier albums. Because of this, the album sounds like a “best of” collection and has a particular acute picture of Shawn’s evolution and his multifaceted approach to music. The classifications run from jazz to rock to pop but the mix is delightfully purring of music, and an especially vivid example of Phillips’ sometimes overlooked instrumental ability.

KENI BURKE — Dark Horse/Warner Bros. DH 3022 — Producer: Bert Bond — List: 6.98

Clean guitarist and tenor vocalist Keni Burke struts out in his debut effort with a giant step. Having written all the material, he presents a genuine display of songwriting, as he chooses to help, his instrumental companions are among the best in the business. If “From Me To You” doesn’t totally knock you out, you need to get your stereo fixed. It’s that kind of record.


There is very little accompaniment to Chris’ voice except his acoustical guitar and that is mostly enough, because Chris is in reality a singing poet whose every nuance carries special significance. His voice can be haunting when he sings his emotive ballads filled with colorful images and memorable phrases. His is an arresting style that cuts deep and moves the listener to an emotional experience that transcends the sophomoric pretensions and maudlin sentiments of many who try to evoke the same emotional reaction.

REFLECTIONS — Johnny Taylor — RCA APL-2527 — Producer: Don Davis — List: 6.98

It’s the decision whether to listen to Johnny fast & funky or slow and soothing but this album covers both bases like a snug glove, though the majority of the material is either slow-tempo or blues. Taylor’s voice borrows influences from James Brown, Otis Redding and several other equally inspirational vocal stylists but Taylor’s homegrown blend is a tasty synthesis of these colors that is colorful and dramatic.

TOULOUSE — Toulouse — Image/Audio Fidelity IM-304 — Producer: Peter Alves and MSS Rhythm Section — List: 6.98

The Toulouse trio specializes in music with that ubiquitous discombobulated style and believability that makes the band a unique entity. Once one is immersed in their sound, one can easily imagine a regular outfit. To take a more disparate category, let it be said that their versatility is not confined to the fact that they’re bilingual. Their funky sassiness gives a sense of appeal and their well-worked-out harmonies have already won over Canadian and French fans. But we English types get a thrill when that instrumental sweeterers provided by Jimmy Johnson and Barry Beckett’s Muscle Shoals session men.
Olivia Releases New LP, Sets Relocation To S.F.

LOS ANGELES — Olivia Records, the all-women's label that has released seven albums by women exclusively, is planning to relocate to San Francisco where they will operate their own recording studio. The move, which will take place in the next one to three months, comes as the label is planning to release its eighth album.

Olivia has also grown from five people working for it to 15. In addition, the label is distributed by women in 75 cities around the country who operate independently, and also do promotion. Liz Williams, who worked for Capitol and Island Records, has also joined the label.

Newly released albums for the label include The Lesbian Concentrate Anthology and a new album by Meg Christian. The album by Christian is her second for the label. The first was released by the label in 1975.

Astralvision Markets Computerized Visuals

LOS ANGELES — As record companies continue to expand into visual promotions, Astralvision is presently marketing computerized visuals in this area. Steve Cole, president of the firm, describes the concept as "taking a number of computer systems available for animation and combining them with laser animation and holographic effects."

Joe Molina of Astralvision sees the concept as a way for record manufacturers to market albums on television or for in-store displays. The concept, in the works for seven years, synchronizes music to the computer animation.

Rodman Opens Offices

NEW YORK — Elizabeth A. Rodman Publicity and Public Relations, specializing in publicity for entertainment clients, has opened offices at 250 West 57th St. here.

AFM Ratifies 3-Year Pact With Producers

NEW YORK — Members of the American Federation of Musicians have overwhelmingly approved the recently negotiated three-year agreement between the union and motion picture and television producers.

The agreement guarantees that music used for dramatic TV shows in the 1978-79 season must be uniquely recorded for each presentation or series. It also provides for an eight percent increase in scale wages for musicians involved in the television and motion picture industries.

The present scale wage is $93.41 for a three-hour session. Under the terms of the new contract, the eight percent wage increase is retroactive to August 1, 1977. Additional seven percent scale increases have been scheduled for August 1, 1978, and again on August 1, 1979.

The new agreement also provides that no more than 15 minutes of finished music may be cut by producers from a three-hour recording session.

ELO's Lynn Readies Solo 12" Disco Single

LOS ANGELES — Jeff Lynn, leader of Electric Light Orchestra, will release his first solo record, a 12" disco single titled "Doin' That Crazy Thing" b/w "Goin' Down To Rio" on United Artists/Jet Records on September 14.

Emotions And Taylor Get Platinum Albums

LOS ANGELES — Two Columbia albums, "Rejoice" by the Emotions and "JT" by James Taylor, recently were certified platinum by the RIAA.

London Posts Phone No.

LOS ANGELES — The telephone number for the new west coast offices of London Records is (213) 465-5104.
JOHNNY “GUITAR” WATSON (DJM 1029)  
Love Jones (3:30) (Vir-Jon — BMI) (Watson)  
Hot on the heels of a number one R&B single, Watson is back with another single built on an infectiously funky bass line. His lyrics still exhibit a sense of humor, while the acoustical guitar is a refreshing touch. Nobody else sounds like this guy.

ART GARFUNKEL (Columbia 10608)  
Crying In My Sleep (4:00) (Canopy — ASCAP) (Webb)  
Garfunkel seems to have found a new expressive niche with this poignant account of lost love written by Jimmy Webb. His quavered lead vocal creates the proper dramatic feeling, while the smoothly harmonized chorus is another strong point. Exhibits top 40 potential to roll out the red carpet for his forthcoming LP.

GALDSTON & THOM (Warner Bros. 8436)  
No One Gave Me Love (3:41) (Chappelle & Co. — ASCAP) (Galdston, Thorn)  
Starts out as haunting ballad, marked by Peter Thom’s controlled, yet emotive vocal performance. Without warning, the record breaks into an up-tempo section based on the melody of the first half, introducing a dense arrangement of vocal harmonies against which the lead singer really takes off. A solidly-packed piece of music that should draw attention to the album “American Gypsies.”

DEAN FRIEDMAN (Lifesong/CBS 1756)  
Woman Of Mine (2:57) (Blendingwell — ASCAP) (Friedman)  
The artist that created “Arielle” returns with a second selection from his debut album, this time under the label’s new distribution deal. In addition to the tasteful replication of a stunning harmonic hook, this record will attract listeners with its imaginative lyric. Could really go places.

STYX (A&M 1977)  
Come Sail Away (3:10) (Almo/Stygian — ASCAP) (DeYoung)  
A solitary voice introduces the melody to light piano accompaniment in this single from “The Grand Illusion.” That’s usually a cue for a grand entrance, but the pure fury of the drum, guitar and vocal explosion that follows will pleasantly startle expectances.

ASHFORD & SIMPSON (Warner Bros. 8453)  
Send It (3:38) (Nick-O-Val — ASCAP) (Ashford, Simpson)  
This talented duet has always shown class in writing, performance and production, and this title cut from their newest album is no exception. Their high-reaching harmonies support a memorable hook, while the interplay between flute and strings creates a constantly interesting instrumental track. For R&B and pop playlists.

DAVID CASTLE (Parachute/Casablanca 501)  
Ten To Eight (3:37) (Unart — BMI) (Castle)  
The first release on a new label, this ballad concerns a forlorn female traumatized by her morning ritual. Reminiscient of early Elton John, and a natural AM airplay item.

KENNY NOLAN (20th Century 2352)  
My Eyes Get Bruiry (3:28) (Kenny Nolan — ASCAP) (Nolan)  
The newest single from Nolan’s debut album is a soft, cool shuffle that relies on gentle melodies and well-balanced vocal harmonies. A serious hit for easy listening stations, with the added benefit of a pop track record.

JOHNNY TAYLOR (Columbia 10610)  
Disco 9000 (3:38) (Publisher Pending) (Taylor, Avery)  
Taylor made one the biggest disco impacts of last year, so it’s only fitting that he should perform the title selection from the soundtrack of the upcoming film “Disco 9000.” With Taylor’s whimsical vocal delivery, this should also make disco waves, and could go further with the film’s help.

JOSE SIMON (Spring/Polydor 176)  
One Step At A Time (3:39) (Teddy Randazzo — BMI) (Randazzo)  
The association with writer/producer Teddy Randazzo has infused new energy, into Joe Simon’s distinctive sound. His interaction with the backing vocalists creates spontaneous excitement, shadowing the inappropriate use of synthesizers. Aimed at the disco and R&B markets.

STRAWBS (Oyster/Polystar 705)  
Heartbreaker (3:36) (Arrataska — ASCAP) (Lambert)  
An FM favorite that has yet to make the big U.S. break with a single. With its catchy guitar riffs and identifiable melody, this choice from “Burning For You” should expose the group to new avenues of airplay.

BART SOMMER (Capitol 4482)  
When You Feel It (3:21) (Sommersongs — BMI/Ripparthur — ASCAP) (Sommier, Lembeck)  
A stately, grandly orchestrated ballad in the first single from this artist’s new album. His light pop/easy listening stance, along with Ron Dante’s production, will cause inevitable comparisons with Barry Manilow.

MORRIS ALBERT (RCA 11084)  
Someone, Somehow (4:35) (Bevorada — ASCAP) (Albert)  
The Brazilian writer of “Feelings” continues to produce elegant ballads aimed at the easy listening market in the United States. Decorated with facile classical guitar passages, this selection from his “Love And Life” album creates a romantic mood through a solid melody.

BELODY (20th Century 2353)  
Get Into Your Life (3:20) (File/20th Century — ASCAP) (Belody)  
Another name that is known mainly through songwriting credits, Belody proves to be an energetic singer with strong projection in this debut single. A refreshing grimmick-free record for pop and R&B formats.

RHYTHM HERITAGE (ABC 12273)  
The Theme From Starsky & Hutch (2:36) (Spaldig — BMI) (Scott)  
Steve Barri and Michael Omartian probably are the most successful TV theme producers. This title from the populating “Starsky And Hutch” could be played on easy listening stations, with the possibility of expanded airplay.

BARBARA WYRICK (Calliope 8005)  
Left Over Love (‘I’ve Got The Music — Song Tailors — BMI) (Wyrrick, Woodford)  
An original ballad, co-written by this new songstress. The delicate quality of her voice is the strong point, lending credence to the brokenhearted lyric. For pop and easy listening stations.

LOVE AND KISSES (Casablanca 894)  
I Found Love (Now That I’ve Found You) (3:44) (Weibelte — ASCAP) (Costandinos)  
From the album that created a stir because of its cover, this single is tailored for disco play. The most original touches are created through the combined use of orchestral harps and synthesizers.

ALAN O’DAY (Pacific/Atlantic 002)  
Despite his status as seasoned pop songwriter, it took a disco/melodic number one hit called “Undercover Angel” to bring Alan O’Day’s name to a pop audience. This second single exhibits the same slick harmonic and melodic execution, along with cute lyrics and a theme that allows for a funky beat and soul-inspired production. Should be pulling in big numbers.

HEART (Portrait/CBS 70008)  
Little Queen (3:29) (Wilsons/Know/Pray My/Rosebud/Fozbass — ASCAP, Primal Energy — BMI) (Heart)  
Heart continues to satisfy listeners with the combination of Ann Wilson’s cogent vocals and myriad electric guitar effects. This title selection from the latest LP makes smooth transitions from a funky beat to an expansive bridge of dreamy vocal choruses. Another strong top 40 contender.

JIMMY BUFFETT (ABC 12305)  
Changes In Attitudes, Changes In Latitudes (3:15) (Coral Reeler/Outer Banks — BMI) (Buffett)  
Following Buffett’s first top 10 success with “Margaritaville,” this title cut from the album should meet a warm reception at the top 40 radio level. The instrumental embellishments here are carried b’ harmonica rather than flute, while the lyrics are philosophical without quite so heavy an emphasis on alcohol.

RITA COOLIDGE (A&M 1065)  
We’re All Alone (3:38) (Boz Scaggs — ASCAP) (Scaggs)  
Coolidge won hearts with her restrained version of Jackie Wilson’s classic “Higher And Higher.” This familiar Boz Scaggs song is another extremely strong composition, showcasing her vocal ability with a terrific instrumental track. Released on the tail of a potential chart topper.

JOANN SLADE (BMG 1013)  
Drunk In Love (3:50) (Nicolet/Publisher Pending) (Slade)  
Slade’s continued to add an edge to this melodic pop single. Her voice is the strong point here, lending credence to the melodic execution. For easy listening and R&B formats.

THE WINTERS BROTHERS BAND (Atlantic/Chess 7085)  
I Can’t Help It (Cotton Stotes/Cotillion — BMI) (Winters, Winters)  
The Winters Brothers are very much an offshoot of the Allman/Tucker McConaound, though they have their original touch. Based on their reported concert attendance figures in certain regions, this straightforward, country-influenced rocker could create demand over the airwaves.

MARTIN MULL (A&M 12304)  
Get Up, Get Down (3:30) (Used Furniture — ASCAP) (Mull, Wise)  
Now that he’s familiar to TV audiences as the cynical Barri Zinger in the hit series “Taxi,” Martin Mull expresses his disc jockey likes with a disco parody. He doesn’t like dancing, so the only way he can get into the groove is to take the standard disco slogan literally by alternately occupying and vacating his seat.

DONNA MCDANIEL (Midsong International/RCA 11065)  
Fairytale (2:53) (Heath Levy — ASCAP) (Greendus)  
McDaniel’s talents were unfortunately swapped in a cover of her hit for Mull to express his disco dance possibilities, but the unique quality of her vocal performance makes this something more than a disco record. Pop and R&B possibilities.

LARRY PACE ORCHESTRA (London 259)  
Erotic Soul (3:14) (Page: Full Of Hits — ASCAP) (Blackwell)  
Passionate drums introduce this record, which has recently stirred up a bit of disco excitement. Nothing very original here, but it’s a well-produced instrumental, and an infectious rhythm seems to be the key.

JOSE FELICIANO (Private Stock 151)  
I Love Making Love To You (4:00) (Bien/American Dream/Every Little Tune — ASCAP; Touch Of Gold/Common Good/Pocket Full Of Tunes — BMI) (Weismann, Sands, Germaino)  
One of the best songs chosen for Feliciano’s “Sweet Soul Music” album, produced by Jerry Wexler and Barry Beckett. Though the rhythm is a bit forced, the record reaches several impressive emotional peaks, with Feliciano displaying his usual vocal competence.

JOHNNY “GUITAR” WATSON (Big Town 714)  
Those Lonely Lonely Nights (2:45) (Modern Music — BMI) (Watson, Davis)  
The songwriting coup particularly encouraged the release of this material from a much earlier period in his career. It’s a doo-wop tune, centered around piano and electric clavichord, and dated by the reverb on his voice.
EAST COASTINGS / POINTS WEST

IT'S BEGINNING TO LOOK A LOT LIKE CHRISTMAS — Elton John's Greatest Hits, Volume II, due out here in October, will contain ten tracks from '77's "Don't Go Breaking My Heart," "Someone Saved My Life Tonight," side two features "Philadelphia Freedom," "Island Girl," "Grow Some Funk Of Your Own," "Levon," and "Pinball Wizard." The British edition, already released, is identical to the American one, except for the substitution of "Bennie & The Jets" for "Levon." We're told, quite logically, that it's because "Bennie...is on Elton's first U.S. hits package.

NEW FACES TO WATCH

Bert Sommer

More than ever, Bert Sommer feels good about his recording career. With the release of his fourth album, "Bert Sommer," Sommer puts it this way: "I know the product sounds together. I wrote good tunes and my singing sounds good. The guys singing with me sound good and I feel that Capitol is truly behind me."

Teaming up with producer Ron Dante, Sommer thinks that the new album has "mass appeal as far as sound with rock 'n roll, ballads and strings." Sommer considers himself a songwriter first, then a singer. He has been writing for over ten years, achieving success with a single, "We're All Playing In The Same Band," in 1970. Prior to that, he alternated the first and third lead roles in "Hair" in New York. Since then, he became a member of the singing group Captain Kool And The Kongs on the Saturday morning television show, "The Kroft Supershows."

Concerning his writing, Sommer remarks, "When I write songs, I try to express what everyone feels. I write about love and life, but I only finish songs when I'm on the trail of a good tune that people can relate to. If I'm going to bother writing and recording a song, I'm going to make it commercial enough so that it gets heard.

Brenda — Brooklyn-born and black, Brian — Scottish son of a minister with gospel influences. Blend these two diverse backgrounds with a common interest in country and pop music and you have the singing/songwriting duet of Brian and Brenda.

The couple has written songs for various performers including Rufus, Anne Murray, Walter Jackson and Phillippe Wynne, and Rocket Records has just released "Super- sonic Lover," an album of 11 songs composed and performed by Brian and Brenda.

Brian and Brenda came to L.A. four years ago from Toronto where they were in a group that backed Ray Stevens in a television series. Since then, they have served in a similar capacity on "The Sonny and Cher Comedy Hour" and Neil Sedaka on "The Midnight Special." A lot of people have gone through the same things that we have," notes Brian.

"The same kind of hurts and good feelings. And that's what we write about."

Musically, a comparison to the Righteous Brothers is in order, but the pair believes that their music transcends basic categorization. Said Brenda, "With this album, we've managed to throw the right blend between the two of us."

EAST COASTINGS — BLOATED — Who knows what evil lurks in the hearts of Cheech & Chong? The infamous duo is currently working on their first album for the CBS-distributed Ode label at the Village Studios in Westwood, outside of Los Angeles, where resident who happened upon one of the sessions during a recent visit out west reports that they were devoting their sick imaginations to a record parody entitled "Bloat On." Neil Brody and David Foster are egging them on, while some of the top studio musicians available are making sure the instrumental tracks are right up to par. As for rapping about their horoscopes, the "Bloaters" are hamburgers, ice cream cones, etc. You can guess the rest.

CLEO FETED — RCA recording artist Cleo Laine was feted recently at Mr. Chov's in Los Angeles at a party hosted by Helen Reddy and her husband-manager Jeff Wald. Pictured at the party (l-r), which was held prior to Laine's Greek Theatre engagement, are: Wald; Laine; John Dankworth, Laine's composer/conduc-
tor; and Dodi guest with Peter Gabriel. . . . The Left Bankers and their "A Lot of Feelings." But the pair has one of the pseudonyms that has been used by the Sex Pistols in their incognito tour of Great Britain. Speaking of surprises, the Beach Boys fulfilled Dennis Wilson's promise of playing at CBGB's together again. The group, which was thought to be playing a free concert in New York's Central Park in commemoration of WNEW-FM's tenth anniversary, took the stage on the sunny afternoon of September 1st. Manager Arte Rosen reported that "Bromle's" next LP will be on the Midtown International label. Don MacLean's next, titled "Prime Time," will be released in October.

AC OR NOT DC — Australia's AC/DC spent a lot of energy opening for Michael Stanley and the Dictators at the Palladium in their New York debut, but they were hardly drained by their long set at CBGB's and an impromptu backstage jam with Dodi guest Young, older brother of the group's standout 18-year-old lead player, Angus. Dodi, didn't find the Bowery club to be a terribly underground scene, especially after his extensive experience with London's rock hangouts. Before an audience peppered with members of every New York (punk) rock band that isn't presently on tour, AC/DC delivered a high-voltage set, complete with Angus' shoulder-borne traveling solo on cordless electric guitar. Certain observers walking down to CBGB's that night, however, might have found that the real action was taking place just outside the doors during the previous set by the Mongrels. In the surreal pinkish-yellow glare of streetlights, one could observe sidewalk paws-wows taking place among small groups of people that included Michael Kienfner, Scott Muni, Earl McGrath, Tune Erin, Perry Cooper and Ramon Silva. Who said Rockefeller Center ends at 48th Street?

MARLEY: OPERATION TWO, CANCELED TOUR — Bob Marley, who was hospitalized in London a bit over two weeks ago for an operation on his foot, was hospitalized again on Wednesday, August 23, and was operated on the following Friday. The original surgery had been related to a soccer injury, and although doctors termed that operation a success, additional work was required in Marley's right foot. The operation in Miami was performed by Dr. William Bacon, who had operated on Marley's manager, Don Taylor, when Taylor caught five bullets in the Marley assassination attempt in Jamaica last year. The operation, conducted under the guidance of Marley's Rastafarian doctor, Carl Frazier, necessitated the removal of a portion of the right toe. Marley is now resting in Miami, and doctors hope that there will be no further complications. Bob Marley & The Wailers' North American tour has been completely canceled, although there is a chance of a few television appearances sometime in the fall.

DARK CURRENTS — We all know that Columbia is part of the Americas, but have you heard anything of America going to Columbia? Reliable rumors indicate that Nemsor Records is very close to sealing a new affiliation as a CBS Associated Label. Word has it that the next Stanley Clarke LP will be distributed through CBS, while it will be a bit longer before former Columbia recording artist Andy Pratt's records are . . . Meanwhile, it looks as if Clarke's musical partner, Chick Corea, will be cutting his solo works for Warner Brothers. . . . The Sensational Alex Harvey Band has finally broken up. Mink DeVille touring Great Britain in September and October with Dr. Feelgood . . . Led Zeppelin's John Bonham was reportedly hospitalized in England after a car crash that broke two of his ribs . . . It started when young boy-rocker Shaun Cassidy dived into the 1950s for his recent hit "Da Da Doo." He continued when minor lead singer Juniel Foreman of the Miracles (managed by BCR pappy Tom Paton), will release a reworked version of Cream's "Sunshine Of Your Love" as his first single for Private Stock Records. What will Jack Bruce think?

FLASH — Beware of falafel-sellers selling tickets to a supposedly upcoming Who concert in New Jersey or New York. It simply isn't going to happen.

phil dimaro

(continued on page 93)

TOWNSHEND LAM

CASH BOX/SEPTEMBER 10, 1977

MCA RECORDS

D/B/WV RECORDS, INC.
Advent’s Classical Cassettes Grow, Answering Demand

by Jeffrey Weber

CAMBRIDGE—With the improvement of sound quality, that can be generated in the cassette medium, the demand for prerecorded classical cassettes has increased dramatically (Cash Box, July 2, 1977). One of the cassette manufacturers that is experiencing fantastic growth in a market period of time is the Advent Corp. According to Janet Shapiro, manager of recorded music for Advent Corp, this fiscal year shows a 50% increase over last year and for the last couple of months “we are up over 63% in terms of units shipped.”

Shapiro explained that the figures may be a bit misleading as the company has recently involved themselves with a couple of major distributors and their opening orders were large. The jump from oblivion to cassettes as a viable alternative to discs has taken a brief “we are primarily a manufacturer of audio and video hardware. When we went out with the cassette product in 1974, they were marketed almost exclusively through our own dealers. We believed that these were the best people to convince the consumer that the cassettes were worth buying. When they did a fine job, what has happened is that over the last two years we have had a lot of interest in record stores. In order to handle the numbers we have gone with distributors.”

Distributor Problems

“We had a problem in the past that lots of distributors are not interested in small classical labels. We have, with patience, found a number of hard working distributors.” Among those that Advent allies itself with are: Frank Cook Distributors, Advent’s first and largest distributor, Kinsera in Chicago, Joseph Zamoiski in Maryland Associated Distributors in Phoenix, Bromo in Los Angeles and Oklahoma Suppliers in Boston.

The cassette boom has also forced the company to reevaluate its position in the market. When the company started out, they were primarily licensing material from established record companies. While it is still their basic concern, their last six releases have been original material and the move to original material is gaining rapid company attention. Shapiro explained that “things that we have doubled since 1974. “We came out with 28 titles and we sat on those titles for over a year. The next year we had 12 titles and five in the following year. This year we will release 12 items and all five are original material.”

“When we came out with the cassettes they were pretty marginal as there was no market for them at all in 1974. What has happened over the past few years is that cassettes have proved themselves. As a result, this has become a small, but significant part of the company.” Another reason for the recent acceptance of cassettes according to Shapiro is, the public is buying cassette decks now whereas “six or seven years ago people simply were not buying them. Now people are making their own recordings. They realize that making a recording is not particularly fun and the thing you are getting the most pleasure out of is reuniting with the recording, when you start to play it. I think people would like to buy something as good as they can make.”

PETER MAXWELL DAVIES: Dark Angels; RICHARD WER

NIK: Songs Of Remembrance. Jan DeCastaal, mezzo-

soprano; Oscar Ghiglia, guitar; Philip West, shawl, English


Both of these works are stirring, intensely felt experiences. “Dark Angels” for soprano and guitar was inspired by the accidental drownings of two young brothers, while “Songs Of Remembrance” incorporates texts by Pythagoras, Virgil, Horace and Herrick on the subject of death. DeGaetani fulfills both conceptions admirably, and West is also to be commended for his soulful performance.


Barenboim and his forces show this seldom-recorded work to be a minor masterpiece of the choral literature, full of interesting harmonic turns and grand cantataful procedures. As gigantic in conception as Berlioz’s “Requiem,” which has recently come into vogue, the “Te Deum” displays an even finer skill in the handling of large forces. Beautifully performed and well-recorded.


The complete incidental music to “A Midsummer Night’s Dream” may not be to everyone’s taste; many listeners prefer the less repetitive suite. Nevertheless, Previn’s interpretation will please anyone who loves this music. The scherzos are fleet and feather-light, and Previn’s version of the lovely nocturne is especially affecting.
Artist Development Dept. At United Artists is still reaping the benefits of top management's commitment to the job, his plans are not coming to fruition. The key to artist development at UA seems to be a feeling of team cooperation. To that end, the work of the sales, promotion, advertising, publicity, and artist development departments are all funneled through Gordon Bossin, head of marketing. The information he receives from the various departments is then given to his director of advertising and artist campaigns, Iris Zurawin, who has the responsibility of tailoring an individual campaign for each album release.

When Zurawin has received all the input, including the information and suggestions that come out of United's series of weekly staff meetings, she meets with the artist and management to decide on a specific campaign that will best illustrate the musical content and personal image of the individual artist. Merchandising then provides her with the tools to showcase the artist within the stores where the records are sold while Zurawin decides on the best vehicles for advertising the merits of a particular artist.

Another vital function in artist development is the work of the publicity department under the direction of Pat Thomas. Besides the expected press releases that accompany new product, Thomas solicits information from Monteiro concerning where initial radio reception is strongest, and follows up that response with additional press material seeking to interest media personnel in artist interview opportunities.

Thomas admits to a certain amount of caution and discretion in her bio material and press packets. "We are in the business of gathering and disseminating information," says Thomas. "People are interested in hard core facts so we try not to steer away too often from a strictly journalistic approach. We have no intention of either flagrantly disrespecting or insulting the editorial people around the world."

Other tactics to expose United Artists' roster involve autograph signings at record stores where consumers have a chance to talk to the artist directly, listening parties for the press and other opinion makers patterned on the successful Hollywood film screening model, and hometown press mailings to generate enthusiasm where the artist emanated from. One such mailing went out to 22-24 Seattle-area publications suggesting interview opportunities with Rhoda Curtis, who came from the area. As Thomas reports, "I don't think there was one negative response."

The old-fashioned promotional tour is still very effective as an artist development tool. Most recently Tim Weisberg visited several cities in support of his new release but though the positive response for the established artist was somewhat expected, the response to newcomer Nancy Shank was even more rewarding. After she visited seven cities to introduce her debut album, all of the stations she visited added her record to their playlists.

As Monteiro is still realising the benefits of top management's commitment to the job, his plans are not coming to fruition. The key to artist development at UA seems to be a feeling of team cooperation. To that end, the work of the sales, promotion, advertising, publicity, and artist development departments are all funneled through Gordon Bossin, head of marketing. The information he receives from the various departments is then given to his director of advertising and artist campaigns, Iris Zurawin, who has the responsibility of tailoring an individual campaign for each album release.

When Zurawin has received all the input, including the information and suggestions that come out of United's series of weekly staff meetings, she meets with the artist and management to decide on a specific campaign that will best illustrate the musical content and personal image of the individual artist. Merchandising then provides her with the tools to showcase the artist within the stores where the records are sold while Zurawin decides on the best vehicles for advertising the merits of a particular artist.

Another vital function in artist development is the work of the publicity department under the direction of Pat Thomas. Besides the expected press releases that accompany new product, Thomas solicits information from Monteiro concerning where initial radio reception is strongest, and follows up that response with additional press material seeking to interest media personnel in artist interview opportunities.

Thomas admits to a certain amount of caution and discretion in her bio material and press packets. "We are in the business of gathering and disseminating information," says Thomas. "People are interested in hard core facts so we try not to steer away too often from a strictly journalistic approach. We have no intention of either flagrantly disrespecting or insulting the editorial people around the world."

Other tactics to expose United Artists' roster involve autograph signings at record stores where consumers have a chance to talk to the artist directly, listening parties for the press and other opinion makers patterned on the successful Hollywood film screening model, and hometown press mailings to generate enthusiasm where the artist emanated from. One such mailing went out to 22-24 Seattle-area publications suggesting interview opportunities with Rhoda Curtis, who came from the area. As Thomas reports, "I don't think there was one negative response."

The old-fashioned promotional tour is still very effective as an artist development tool. Most recently Tim Weisberg visited several cities in support of his new release but though the positive response for the established artist was somewhat expected, the response to newcomer Nancy Shank was even more rewarding. After she visited seven cities to introduce her debut album, all of the stations she visited added her record to their playlists.

As Monteiro is still realising the benefits of top management's commitment to the job, his plans are not coming to fruition. The key to artist development at UA seems to be a feeling of team cooperation. To that end, the work of the sales, promotion, advertising, publicity, and artist development departments are all funneled through Gordon Bossin, head of marketing. The information he receives from the various departments is then given to his director of advertising and artist campaigns, Iris Zurawin, who has the responsibility of tailoring an individual campaign for each album release.

When Zurawin has received all the input, including the information and suggestions that come out of United's series of weekly staff meetings, she meets with the artist and management to decide on a specific campaign that will best illustrate the musical content and personal image of the individual artist. Merchandising then provides her with the tools to showcase the artist within the stores where the records are sold while Zurawin decides on the best vehicles for advertising the merits of a particular artist.

Another vital function in artist development is the work of the publicity department under the direction of Pat Thomas. Besides the expected press releases that accompany new product, Thomas solicits information from Monteiro concerning where initial radio reception is strongest, and follows up that response with additional press material seeking to interest media personnel in artist interview opportunities.

Thomas admits to a certain amount of caution and discretion in her bio material and press packets. "We are in the business of gathering and disseminating information," says Thomas. "People are interested in hard core facts so we try not to steer away too often from a strictly journalistic approach. We have no intention of either flagrantly disrespecting or insulting the editorial people around the world."

Other tactics to expose United Artists' roster involve autograph signings at record stores where consumers have a chance to talk to the artist directly, listening parties for the press and other opinion makers patterned on the successful Hollywood film screening model, and hometown press mailings to generate enthusiasm where the artist emanated from. One such mailing went out to 22-24 Seattle-area publications suggesting interview opportunities with Rhoda Curtis, who came from the area. As Thomas reports, "I don't think there was one negative response."

The old-fashioned promotional tour is still very effective as an artist development tool. Most recently Tim Weisberg visited several cities in support of his new release but though the positive response for the established artist was somewhat expected, the response to newcomer Nancy Shank was even more rewarding. After she visited seven cities to introduce her debut album, all of the stations she visited added her record to their playlists.

As Monteiro is still realising the benefits of top management's commitment to the job, his plans are not coming to fruition. The key to artist development at UA seems to be a feeling of team cooperation. To that end, the work of the sales, promotion, advertising, publicity, and artist development departments are all funneled through Gordon Bossin, head of marketing. The information he receives from the various departments is then given to his director of advertising and artist campaigns, Iris Zurawin, who has the responsibility of tailoring an individual campaign for each album release.

When Zurawin has received all the input, including the information and suggestions that come out of United's series of weekly staff meetings, she meets with the artist and management to decide on a specific campaign that will best illustrate the musical content and personal image of the individual artist. Merchandising then provides her with the tools to showcase the artist within the stores where the records are sold while Zurawin decides on the best vehicles for advertising the merits of a particular artist.

Another vital function in artist development is the work of the publicity department under the direction of Pat Thomas. Besides the expected press releases that accompany new product, Thomas solicits information from Monteiro concerning where initial radio reception is strongest, and follows up that response with additional press material seeking to interest media personnel in artist interview opportunities.

Thomas admits to a certain amount of caution and discretion in her bio material and press packets. "We are in the business of gathering and disseminating information," says Thomas. "People are interested in hard core facts so we try not to steer away too often from a strictly journalistic approach. We have no intention of either flagrantly disrespecting or insulting the editorial people around the world."

Other tactics to expose United Artists' roster involve autograph signings at record stores where consumers have a chance to talk to the artist directly, listening parties for the press and other opinion makers patterned on the successful Hollywood film screening model, and hometown press mailings to generate enthusiasm where the artist emanated from. One such mailing went out to 22-24 Seattle-area publications suggesting interview opportunities with Rhoda Curtis, who came from the area. As Thomas reports, "I don't think there was one negative response."

The old-fashioned promotional tour is still very effective as an artist development tool. Most recently Tim Weisberg visited several cities in support of his new release but though the positive response for the established artist was somewhat expected, the response to newcomer Nancy Shank was even more rewarding. After she visited seven cities to introduce her debut album, all of the stations she visited added her record to their playlists.
Most Active FM LPS

1. CSN — Crosby, Stills & Nash — Atlantic
   - Cathedral, Shadow, Just A Song, See The Changes
2. JT — James Taylor — Columbia
   - Terranova, Your Smiling Face, Bartenders
3. Going For The One — Yes — Atlantic
   - Parallels, Going For The One, Turn
4. I, Robot — Alan Parsons Project
   - Wouldn’t Want To Be, Breakdown, Nucleus
5. The Grand Illusion — Styx — A&M
   - Sail Away, Castle Wall, Superstars
6. Rumours — Fleetwood Mac — WB
   - Dreams, Don’t Stop, On Daddy
7. I’m In You — Paul McCartney & Wings
   - Signed, Sealed, Delivered, Head On, I’m In You
8. Book Of Dreams — Steve Miller Band — Capitol
   - Sacrifice, Stare, Jet, Jungle
9. Steve Winwood — Island
   - Lucky In, Vacant, Time Is Running
10. Monkey Island — Gels — Atlantic
   - I Do, Steppen
11. Luna Sea — Fireball — Atlantic
    - Even Steven, Just Remember, Head On Home
12. Terrapin Station — Grateful Dead — A&M
    - Estimated Prophet, Dancin’ In The Streets
13. Nether Lands — Dan Fogelberg — Epic
    - Promises, Lessons Learned
14. One Of The Boys — Roger Daltrey — MCA
    - Say It Ain’t So, Avenging Annie
15. Little Queen — Heart — Portrait
    - Say Hello, Go On And Cry, Barracuda, LO
16. Lake — Columbia
    - Colors, Time Bomb, On The Run
17. Let There Be Rock — AC/DC — Atco
18. Even In The Quietest Moments — Supertramp — A&M
19. Before We Were So Rudely Interrupted — Animals — UA
20. Baby Blue, Many Rivers, Lonely Avenue
21. Crawler — Epic
    - Stone Cold Sober
22. Shiver In The Night — Andy Pratt — Atlantic
23. Celebrate Me Home — Kenny Loggins — Columbia
24. Live In The Air Age — Bop Deluxe — Capitol
25. Made In Heaven, In The Air Age
26. Cat Scratch Fever — Ted Nugent — Epic
    - Poontang, Cat Scratch Live It
27. Foreigner — Atlantic
    - Cold As Ice, Stairriders, Damage Done
28. Young Men Gone West — City Boy — Mercury
29. Honeymoores, Run Around, Young Men

Cash Box/September 10, 1977
Advent's Classical Cassettes Grow (continued from page 15)
The increasingly poor quality of today's records as another helping hand in the classical cassette boom.

Tag Quality
Shapiro indicated that quality is of the utmost importance to Advent. "We are in this to make a statement as well as to sell a product. The statement is that cassettes are a viable alternative to records. We don't compromise for economic reasons. We use premium quality material. The tape we use is chromium dioxide. We feel that in terms of price-performance ratios, it is the best tape you can buy. We also incorporate the Dolby Noise Reduction System. I don't think that anyone can make a cassette today and call it high fidelity and not use Dolby."

Advent uses a very slow duplicating speed, four times real time and Shapiro indicated that the company quality control checks every cassette that comes off the line.

No Eight-track
Apparently Advent will not "now nor ever" enter the eight-track business, "simply because," Shapiro said, "as far as we can determine, it does not offer the opportunity to be a really high fidelity medium. The machines are generally poor-there is nothing to play them on. I think it was designed to be a high fidelity medium, I think it was designed to be for automobiles.

Advent's all time best seller is the licensing of Vol. 1 of Scott Joplin's Piano Rags played by Joshua Rifkin. "The cassette has been on the market for three years and still continues to sell strongly. Aside from that, we have found that orchestral music sells very well."

Shapiro revealed that, surprisingly, cassettes have found acceptance in Europe long before their acceptance here. "We are expecting to go into Europe very shortly and I expect that within the next couple of years, our European business, despite the fact that we can't sell all of our tapes in Europe, may come pretty close to equaling our domestic sales."

Cox Cable Merges With Cox Broadcasting Corp.
ATLANTA — Cox Cable Communications Inc. recently became a wholly owned subsidiary of Cox Broadcasting as shareholders voted to merge the two companies at a deferred annual meeting.

In other action the board of directors of Cox Broadcasting appointed J. Leonard Reiknisch, chairman of the board of Cox Cable, to succeed Robert W. Chambers as chairman of the board.

Looking Back
1 Year Ago Today: (9/11/76)
- Hit ended weekly promotion visits
- PVC record manufacturers hiked prices by another 1c.
- Atlantic signed to distribute Rabbit Records
- RCA & Tommy Motola signed an additional agreement
- Rusty Cumingus signed to Portrait

5 Years Ago Today: (9/9/72)
- Isaac Hayes announced plans to support a $100-million housing project
- Neil Diamond began a one-week show at Broadway's Winter Garden
- Capitol planned its first quad album release
- NARAS was scheduled to meet in Nashville
- ABC/Dunhill signed Steely Dan
- Little David released George Carlin's "Class Clown"

10 Years Ago Today: (9/9/67)
- Johnny Musso was named national promotion director for White Whale
- Chess Records planned a regional meeting in Chicago
- Rolling Stone began a $200,000 program for the Cowbells
- NARM's midyear meeting was under way
- Motown billed $4 million on 15 new albums — included were "Diana Ross & The Supremes Greatest Hits"
- Jerry Greenberg was named executive assistant to Jerry Wexler at Atlantic, coming from Hartford
- Lou Dennis was named east coast field sales manager of Warner Brothers records by Dick Sherman, the label's national sales manager
- Neil Bogart signed the Lemon Pipers to a contract at Buddah/Kama Sutra
- "Expressway To Your Heart" by the Soul Survivors was a pick hit

15 Years Ago Today: (9/8/62)
- RCA to construct new Hollywood headquarters
- Patti Page signs with Columbia
- Joe Csaides resigns from Capitol
- United Talent Management signs the King Ian Trio
- Chubby Checkerdeparts for English tour
- CBS label introduced in Argentina, Brazil and Mexico
- King Records introduces a new, plastic 45 adapter

Babys Album Set For Release In U.S., Europe
LOUISIANA — Chrysalis Records will unveil the new Babys album, "Broken Heart," simultaneously in 12 markets throughout the United States and Europe on September 12, announced Terry Ellis, president.

The LP, produced by Ron Nevison, will be presented to media representatives, retailers and Chrysalis distributors at listening parties hosted by label executives. Parties will be held in the following U.S. cities: Philadelphia, New York, Los Angeles, Chicago, San Francisco, Washington, D.C., Detroit, Cleveland, Atlanta and Dallas.

Ellis in London
In addition, Ellis, Bri Lecata, Chrysalis vice president, and Russ Shaw, national director of artist development and publicity, will be in London for a presentation. Chrysalis marketing and promotion staff members Dan Young and Teddy Meier will host a party in Hamburg, Germany. Then at precisely the same moment, nedd will fall into the grooves of the album, marking its international debut.

The promotion campaign for "Broken Heart" includes radio, print and outdoor advertising, as well as in-store merchandising displays.

Two Month Tour
In October, The Babys will begin a two-month nationwide tour, playing in 35 cities. The tour will be supported with special buttons, T-shirts, posters, local promotion and national consumer advertising.

Mastermind LP Debuts
NEW YORK — Prelude Records recently released the self-titled debut LP by a new ten-piece rock group called Mastermind.

Stark Taps Four
(continued from page 10)
The disco, located in Canton, Ohio (also Stark's base of operations), "seemed like a logical kind of diversification," David said. He also revealed Stark plans to use the Camelot name for the disco. "We're going to use Camelot as a vehicle to promote disco and the disco to promote Camelot," David elaborated.

Stark's "superstore," named Grapevine, is not being planned around an indoor or thematic concept. "In spite of the fruit connotation," David said, "it's more of a communication type thing, like "I heard it. I bought it at the Grapevine. It's not going to put any empty grape crates up and I try and merchandise records out of them."

David termed Grapevine "sort of a probing thing, a new thing. This can be a profitable kind of operation. We're going to take a hard look, but we're not going to sit still for our attention towards Camelot.

NARAS Ceremony Honors Edison
LOUISIANA — The National Academy of Recording Arts & Sciences (NARAS) marked the 100th anniversary of Thomas Edison's development of recorded sound by presenting a special Trustees Grammy Award to members of the Edison family during a ceremony on August 12 at the late inventor's West Orange, N.J. home.

Honorary Grammy
J. William Denny, president of NARAS, made the presentation of the honorary grammy, a golden gramophone-shaped statuette symbolizing outstanding artistic and technical achievement in the recording field. The association's board of directors wanted to honor Edison for his unique contribution to American history.

Commemorating Invention
The presentation was the highlight of a day-long program commemorating the invention that introduced the world to recorded sound.

CRD Distributes Orion
LOUISIANA — California Record Distributors recently was appointed the exclusive distributor for Orion Master Recordings for the state of California.

SHANX CALLS ON NEW YORK — Singer/songwriter Nancy Shanx recently met with press and radio representatives in New York to promote her debut single on United Artists Records, "I'm So Glad You Called." Pictured (l-r) are: Dennis Walters of WRVR; Shanx; Bob Pinman of WNBC and Jerry Ross of Malverne Distributors.

ERINNE'S POOL PARTY — Warner Bros. recording artist Al Jarreau was the special guest at a recent pool party which WEA sponsored for the staff and accounts of Erinne's One-Stop in Chicago. Pictured seated (l-r) at the party, which was held in Chicago's Essex Hotel, are: Kirkland Burke, Warner Bros. local promotion for Chicago, Erinne Leiner of Erinne's One-Stop; Jarreau; Al James, WEA Chicago branch manager; Oscar Fields, WEA's director of black music marketing; Ron Ellison, Warner Bros. regional promotion manager. Shown seated on the floor are Billy Leiner of Erinne's and Ed Gileaeth, national director of black music marketing for Warner Bros.

Cash Box/September 10, 1977 23
The Duke Ellington sweepstakes continues. The latest news is the plans of the Carnegie Hall Concert (1943) announced by Prestige. There is sure to be some hell raised over this.

**CBS Names Butler**

NEW YORK — Dr. George Butler has been appointed vice president of progressive music, A&R, for Columbia Records. The announcement was made by Bruce Lundvall, president, CBS Records Division. Butler will be based in New York and will be responsible for all jazz and progressive music on Columbia Records.

Butler was associated with United Artists Records, and most recently, Blue Note Records, the jazz label of UA, for eight years since earning his doctorate of music from Columbia University.

The tenth annual Quaker City Jazz Festival will be held at the Tower Theater in Philadelphia September 30-October 2. Artists scheduled include The Crusaders, McCoy Tyner, Earl Klugh, Dexter Gordon, Zoot Sims, Big Joe Turner, the Brecker Brothers and Anthony Braxton.

National Public Radio begins a series of live jazz concert shows the week of October 2. Billy Taylor will host and the opening show finds Ellis Fitzgerald and Stevie Wonder together! The meeting was taped at the New Orleans Jazz Festival last April. Other performers on the first program are the Tommy Flanagan Trio, Roy Eldridge and Al Belletto. Thirty-two shows are planned for the fall.

Upcoming on Atlantic are new albums by Art Webb (“Love Eyes”), Jean-Luc Ponty (“Enigmatic Ocean”) and Herbennie (“Fire Island”).

The latest from India Navigation is Leroy Jenkins’ “Solo Concerts.” Coming shortly are albums by two of the most heralded young saxophonists around New York: almost Arthur Blythe and tenorman Chico Freeman.


Fall releases on Mercury will present Esther Phillips’ first for the label. The album is entitled “You’ve Come A Long Way Baby” (she had) and was arranged and produced by Pee Wee Ellis. Also this fall will be a live Jimmy Smith album, which features Harold Land and Teddy Edwards on record.

(continued on page 45)

**CONVERSATIONS WITH A FEW OF US** — Bill Evans’ recent appearance at the Roxy Theater in Los Angeles, his first at the club, brought out many of his longtime fans and friends. Joining Bill were (from left) manager Helen Keane; Cash Box reporter Jeff Weber; Bill Daley; Evans; and Jack, Daley and Riley. Daley and Riley are familiar to TV audiences through their appearances on the Bob Newhart Show. Evans, a new addition to the Warner Bros. roster, will have his first LP for the label produced by Helen Keane and Warner Bros. A&R staffer Tommy Lipuma.


One tends to think of Junior Wells as one of the finest younger Chicago bluesmen, but then comes the realization that these sides were recorded in 1953 and 1954. If anything, we prefer these Wells vocals and harp to his work today, but the accompaniment may have something to do with that: Muddy Waters, Elmore James, Otis Spann and The Aces. Seminal Chicago blues by one of the idiom’s masters makes this an essential album for blues fans.


Tom Scott is a remarkable saxophonist with a growing reputation, based on his work with Buddy Rich and with his own group around New York. His group here comprises Randy Brecker, Eddie Gomez and Jank DeJohnette (who doubles piano on the titles). The music is somewhere between bebop and free jazz, and the performances are stunning. Willis, while occasionally overshadowed by his more famous sidemen, acquits himself admirably, showing some of the tonal characteristics of Gabor Szabo and a phrasing reminiscent of Chuck Wayne. A stimulating set.

**JAZZ ALBUM PICKS**

1. FREE AS THE WIND
   THE CRUSADERS
   (Blue Thumb-ARC ST-6029) 1 16

2. AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW
   (Warner Bros. WB 2BZ 3052) 2 10

3. LIFELINE
   ROY AyERS URQUHART
   (P-WAY 01-6102) 3 12

4. MORE STUFF
   (Warner Bros. WB BS 3061) 5 10

5. STAIRCASE
   KELLY BRECKER (ECM/Polydor 21960) 6 12

6. LIFESTYLE (LIVING & LOVING)
   JOHN Klemmer (ABC AB 1007) 4 14

7. PLATINUM JAZZ
   BILL (Blue Note-UANL 690-J2) 9 6

8. FRIENDS AND STRANGERS
   ROY AyERS URQUHART
   (Blue Note/UANL BNL 737) 5 20

9. HEAVY WEATHER WEATHER REPORT
   (Columbia PC 41413) 7 24

10. RIGHT ON TIME
    BROTHERS JOHNSON (A&M SP 4644) 10 16

11. IN FLIGHT
    GEORGE BENSON
    (Warner Bros. RSK 2933) 12 30

12. FINGER PAINTINGS
    KARL KLUGH
    (Blue Note/UANL BNL 737H) 13 12

13. TIM WEISBERG BAND
    (United Artists-UA LA 1230) 15 9

14. LIVE!
    LONNIE LISTON SMITH
    (PCA APL-1-2623) 11 9

15. 3 OR 4 SHADES OF BLUES
    CHARLES MINGUS
    (Atlantic-SD 1709) 7 17

16. ELEGANT GYPSY
    AL DIMEOLA
    (Columbia PC 34641) 14 21

17. LAND OF MAKE BELIEVE
    CHUCK MARDONE
    (Mercury SMR 1684) 16 8

18. SUPER TRIOS
    MISTRY TINSLEY
    (Wells/Fantasy-M 5003) 19 12

19. SERENGETI MISTREL
    DONNY FORTUNE
    (Artistic 1825) 26 3


Seldom have we been as impressed with a young traditional jazz band as we are with The Memphis Nighthawks (none of whom comes from Memphis). And we use the term “traditional” advisedly, because this is not a Dixieland band; there is no piano or bass sax, while the front line features the excellent Steve Jensen on trumpet, Ron DeWar on reeds and Joel Helleny on trombone. The program is ancient but the performances are marvelous for any ear.

**TALES OF ANOTHER** — Gary Peacock — ECM 1-1101 — Producer: Manfred Eicher — List: 7.98

Peacock is a remarkable bassist and his trio here includes Keith Jarrett and Jack DeJohnette. There are four Peacock compositions, including a three-part “Triptych” that runs more than 24 minutes. The music is dynamic, reflective and inventive throughout, and as an added bonus, there is the vaunted recording quality of ECM. Jarrett is outstanding and his playing will delight his fans. The only drawback is someone’s audible mumbling, which detracts from the overall performance.


Who can keep up with Joe Venuti? The older Venuti gets (and he is probably in his eighties), the more LPs he makes and the better he plays. Since the old man is in the habit of updating all his accompaniment, a younger三代 seems practical. Pianist McKenna is an adaptable player who invariably finds the right things to play. The material is strong standards and originals from the twenties to the present. Invigorating.

**On Jazz**
REGIONAL ALBUM ACTION

Northeast

Southeast

Denver/Phoenix

Baltimore/Washington

Midwest

North Central
1. ELVIS PRESLEY (Bliv.) 2. ELVIS PRESLEY (Gold) 3. ELVIS (Welcome) 4. DONNY OSMOND 5. DAVID SOUL 6. KISS (Dynasty) 7. DOOBIE BROS. (Best) 8. KISS (Alive) 9. MILLER (Fly) 10. KISS (Bliv.)

South Central
1. PURE PRAIRE LEAGUE 2. BARRY WHITE 3. PATTI LABELLE 4. CALDERA 5. BRICK 6. MASS PRODUCTION 7. HARRY CHAPIN 8. ELVIS PRESLEY (Bliv.) 9. UTOPIA 10. RONNIE MILSAP

West/Northwest

ALBUM CHART ANALYSIS

#1 FLEETWOOD MAC
Fleetwood Mac earns a bullet after seventeen consecutive weeks at number one. 50% of our total accounts report number one, 87% of our accounts reflect top five sales, and 100% of our major locations report top ten this week, with nearly all accounts reporting increased sales. Nationally, Record Bar reports "Rumors" moving number one seller; while both Cameloit and Korvette's reflect top two sales. Major accounts reporting number one sales include Jimmy's, Sam Goody, National Record Mart, Whereshere, Licorice Pizza, Music Plus, Tower/S.F., Everybody's, Sounds Unlimited, and City One Stop. Other key locations reporting number one sales are: Sam Goody/Phila., Cagaves, Harmony House, Aravox, Harmony Hut, Peaches/FIL.A./Atl., Franklin, Giant, Cactus, Tape City, Record Revolution, Radio Doctors, Record Theater, Wax Museum, Flipsite, Tower/L.A./S.An Jose. Music Millenium, Rolling Stone, Circles, Norm Cooper, Richman Bros., Double B, Interstate, Northern, All Records, and Milie High. At the racks, ABC reports number one sales, while J.L. Marsh reflects top five action. Related chart info: The third single from this album, "Don't Stop," moves to bulletin on the CB Top 100 Singles chart.

#12 SHAN CASSIDY
This LP continues to exceptionally well in all markets, with Record Bar reporting top three sales, and Korvette's reporting Cassidy as a breakout. Major accounts reflecting top three sales include National Record Mart, Disc, Loretta Norman One Stop, and World Wide. Heavy volume accounts reporting top fifteen sales are Jimmy's, Licorice Pizza, and Sounds Unlimited. Key locations reflecting top ten sales are Sam Goody/Phila., Aravox, Harmony Hut, Poplar, Western, Record Theater, Peaches/Si.L., Flipsite, Bee Gee, Central, Seibert's, and Northern. Additional key accounts reflecting top twenty action were TSS, Harmony House, Record dept. Merch., Franklin, Gary's, Swallens', Circles, Richman and

#45 MECO
This album continues to attract buyers in all markets, with Korvette's reporting Meco as a breakout this week. Top ten sales are reported by, Sam Goody/Phila., Port Of Call, Sound Warehouse, Cactus, Rose Records, Whereshere, and Tower/L.A. Top twenty sales were reported at King Karol, For The Record, Giant, Tape City, Discount Records, Licorice Pizza, Music Plus, Circles, Bee Gee, and Double B. Strong sales were also reported at Jimmy's, Harmony House, Franklin, Tower/S.J./San Diego, World Wide, and Milie High. At the racks, J.L. Marsh reports the LP is a breakout. Related chart info: The LP jumps 59-47 bullet on the CB Top 100 R&B chart, "Star Wars" moves 19-21 bullet on the Top 100 Singles chart, and 78-73 bullet on the CB Top 100 R&B Singles chart. Meco is the number seven LP on our National Breakout Chart this week.

#49 L.T.D.
L.T.D. remains strong in most regions, with the Balt.-Wash. and the South-Central areas showing the most growth. Nationally, Korvette's reports breakout status, while top ten reports come from For The Record, Harmony Hut, Peaches/FIL.L., Sound Warehouse, Cactus, Mushroom, and Interstate. Strong sales were also reported at Jimmy's Peaches/Deel., Rose Records, Central and World Wide. Rack action is picking up, with J.L. Marsh reporting the LP as a breakout. Related chart info: The LP jumps 12-8 bullet on the R&B chart, while the single, "Back In Love Again," debuts at 63 bullet on the CB Top 100 R&B Singles chart. "Something To Love" is the eighth strongest album on the National Breakout Chart.

#50 DOBBIE BROTHERS
This is the highest debuting album this week, with national sales reported in all markets. Nationally, Cameloit reflects top four sales, while major accounts reporting top five sales were Dan Jay and Music Plus. Major accounts reflecting top 25 action are City One Stop and Harco Coop. Other heavy volume accounts reporting strong sales are: Everybody's, Licorice Pizza, and Tower/S.F. Key locations reporting number one sales were Father's & Sun's and Gary's. Top ten sales were reflected at Inner Sanctum, Sandown, and Port Of Call. Key accounts reporting strong sales include Record Theater, Harmony Hut, Aravox, Double B, Peaches/Atl./D.C., Millenium, Music Millenium, Record Revolution, Central, Wilcox, Sound Warehouse, Milie High and Tower/L.A. Related chart info: The LP is number one on the CB National Breakout Chart this week.

#55 ROSE ROYCE
The album moves fifteen points to get the number nine position on the CB National Breakout Chart. This LP continues to grow nationally, with Camelotel reporting top ten sales; Record Bar reflecting top 25 sales and Korvette's reporting Rose Royce as a breakout this week. Top five sales were reported at For The Record, Harmony Hut and World Wide. Top ten sales were reported at Sam Goody/Phila., Jerry's Sound Warehouse, and Rose Records. Top twenty action reported at Cactus, Radio Drs., Central, Interstate, and All Records. Additional strong sales were reported at Jimmy's, TSS, Tower/Sac./S.J., and Circles. Related chart info: The LP moves 35-15 bullet on the R&B chart, and "Dance Your Dance" debuts at 79 bullet on the CB Top 100 R&B Singles chart.

#75 HEATWAVE
This LP takes a 25 point jump this week, with sales continuing to grow in all markets. Nationally, Record Bar reports top twenty action, while those accounts report top five sales: Jerry's, For The Record, Port Of Call, Radio Drs., and World Wide. Top ten action is seen at Harmony Hut, Father's & Sun's, and Independent. Top twenty sales were reported at Sam Goody/Phila./Poplar, Poplar, Music Millenium, All Records and Milie High. Strong sales were also seen at Peaches/FIL.L./Dall., Sound Warehouse, Tower/S.J., and Central South. Related chart info: The LP moves to 13 on the CB National Breakout Chart, while jumping 26-16 bullet on the R&B chart. Single: "Boogie Nights," moves 28-22 bullet on the R&B Singles chart; while jumping 35-28 bullet on our Top 100 Singles chart.

#78 ERIC CARMEN
After only two weeks on the chart, this LP moves 37 points with Camelotel reporting top fifteen sales nationwide. Among our accounts reporting top fifteen sales were Tower/L.A., Father's & Sun's, Record Revolution, Record Theater, and Northern. Strong sales were also reported at Whereshere, Licorice Pizza, Radio Drs., Circles, Franklin, and Poplar. Related chart info: Eric Carmen comes on the CB National Breakout Chart at number 14 this week, while "She Did It" moves 57-43 bullet on the Top 100 Singles chart. Bros., Double B, Central South, All Records, and Milie High. The album is also selling well at the racks, with ABC reporting top five sales, and J.L. Marsh reflecting top fifteen sales. Related chart info: "That's Rock 'N Roll" jumps 29-24 bullet on our Top 100 Singles chart.

#82 FOGHAT
This was the second highest debuting album this week, with strong initial sales in all areas. Top ten action is reported at Dan Jay, Licorice Pizza, Music Plus, and Father's & Sun's Top fifteen sales were reported at Flipside, Rose Records, Richman Bros., Port Of Call, and Music Millenium. Strong sales are also reflected at these accounts: Double B, Record Theater, Sound Warehouse, Milie High, Peaches/Deel., Record Revolution, and Franklin. Fohat debuts at number two on the CB National Breakout Chart.

#84 SANFORD-TOWNSEND BAND
This LP moves 35 points this week, with the Northeast and Western regions showing up the strongest. Top ten action is reported at Gary's, Port Of Call and Music Millenium. Top ten sales were reported at Tower/S.J., Record Revolution, Record Theater, and Sam Goody/Phila. Strong sales were also seen at these accounts: Harwood Coop, Bee Gee, Peaches/Deel.. TSS, Father's & Sun's, and Tower/Sac. Rack action is strong, with J.L. Marsh reporting the album as a breakout. Related chart info: "Smoke From A Distant Fire" jumps 14-11 bullet on the Top 100 Singles chart.
### Retail LP Selling Prices

**At k mart stores, the latest LP by Eric Clapton ($4.99, 11/98 list); the latest albums by Muddy Waters, including the newest albums by Heart, James Taylor and the Philadelphia International LPs ($4.99 per LP or tape). At K mart stores, same ad with the identical features and prices that appeared in Cincinnati.** (The Cleveland Plain Dealer, August 26 and 27.)

### Dallas

At k mart stores, same ad with the identical features and prices that appeared in Baltimore. (Saturday Morning News, Denver)

### New Orleans

At Gramophone Records and Tapes (2 locations), the latest CBS LP by Heart ($7.98 list) for $4.79/$4.99 tape. At Wherehouse Records and Tapes (2), 10 CBS LPs on sale for $2.99; and 21 CBS LPs on sale for $3.99. At Alamo LPs, same ad with the identical features and prices that appeared in Baltimore, except that the $6.98 list LPs are $4.67, the $7.98 list LPs are $5.37, the $2.99/$4.99 2 LP sets are $7.67, and Elvis Presley’s “Moody Blue” is included at $5.37. At National Record Mart stores, these features: six Casablanca disco releases, including albums by Meco, Giorgio, Paul Jabara, Love & Kisses, Munich Machine and Village People. For $3.96/$4.77 tape, the latest by Donna Summer ($7.98 list) for $4.77 per LP or tape; “Parliament Live” (LPs/$8.98 list) for $5.39 per LP or tape; and three United Artists soundtrack releases, including “Rocky” for $3.96/$4.77 tape. At Alamo LPs, same ad with the identical features and prices that appeared in Baltimore, except that the $6.98 list LPs are $4.67, the $7.98 list LPs are $5.37, the $2.99/$4.99 2 LP sets are $7.67, and Elvis Presley’s “Moody Blue” is included at $5.37. At Stix, Baer and Fuller stores, the latest LP by Lake for $3.99/$4.94 tape. (St. Louis Post-Dispatch, August 25 and 26 and Sunday St. Louis Post-Dispatch, December 1.)

### San Diego

At the Wherehouse (11 locations), the following features: Dennis Wilson’s solo album, “Dennis Wilson” (2 LPs/$11.98 list) for $7.46/$8.96 tape; for $3.96/$4.77 tape, the latest by Donna Summer ($7.98 list) for $4.77 per LP or tape; “Parliament Live” (LPs/$8.98 list) for $5.39 per LP or tape; and three United Artists soundtrack releases, including “Rocky” for $3.96/$4.77 tape. At Alamo LPs, same ad with the identical features and prices that appeared in Baltimore, except that the $6.98 list LPs are $4.67, the $7.98 list LPs are $5.37, the $2.99/$4.99 2 LP sets are $7.67, and Elvis Presley’s “Moody Blue” is included at $5.37. At Stix, Baer and Fuller stores, the latest LP by Lake for $3.99/$4.94 tape. (St. Louis Post-Dispatch, August 25 and 26 and Sunday St. Louis Post-Dispatch, December 1.)

### Philadelphia

At Sam Goody (10 locations), these features: six Casablanca disco releases, including albums by Meco, Giorgio, Paul Jabara, Love & Kisses, Munich Machine and Village People. For $3.96/$4.77 tape, the latest by Donna Summer ($7.98 list) for $4.77 per LP or tape; “Parliament Live” (LPs/$8.98 list) for $5.39 per LP or tape; and three United Artists soundtrack releases, including “Rocky” for $3.96/$4.77 tape. At Alamo LPs, same ad with the identical features and prices that appeared in Baltimore, except that the $6.98 list LPs are $4.67, the $7.98 list LPs are $5.37, the $2.99/$4.99 2 LP sets are $7.67, and Elvis Presley’s “Moody Blue” is included at $5.37. At Stix, Baer and Fuller stores, the latest LP by Lake for $3.99/$4.94 tape. (St. Louis Post-Dispatch, August 25 and 26 and Sunday St. Louis Post-Dispatch, December 1.)

### San Francisco

At the Wherehouse (11 locations), these features: six Casablanca disco releases, including albums by Meco, Giorgio, Paul Jabara, Love & Kisses, Munich Machine and Village People. For $3.96/$4.77 tape, the latest by Donna Summer ($7.98 list) for $4.77 per LP or tape; “Parliament Live” (LPs/$8.98 list) for $5.39 per LP or tape; and three United Artists soundtrack releases, including “Rocky” for $3.96/$4.77 tape. At Alamo LPs, same ad with the identical features and prices that appeared in Baltimore, except that the $6.98 list LPs are $4.67, the $7.98 list LPs are $5.37, the $2.99/$4.99 2 LP sets are $7.67, and Elvis Presley’s “Moody Blue” is included at $5.37. At Stix, Baer and Fuller stores, the latest LP by Lake for $3.99/$4.94 tape. (St. Louis Post-Dispatch, August 25 and 26 and Sunday St. Louis Post-Dispatch, December 1.)
### THE HOTTEST RECORDS ON THE STREET

#### Most Added Records This Week
<table>
<thead>
<tr>
<th>#</th>
<th>Record</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>YOU LIGHT UP MY LIFE</td>
<td>DEBBY BOONE (WB/CURB)</td>
</tr>
<tr>
<td>2</td>
<td>BOOGIE NIGHTS</td>
<td>HEATWAVE (Epic)</td>
</tr>
<tr>
<td>3</td>
<td>I FEEL LOVE</td>
<td>DONNA SUMMER (Casablanca)</td>
</tr>
<tr>
<td>4</td>
<td>HEAVEN IS ON THE SEVENTH FLOOR</td>
<td>PAUL NICHOLAS (RSO)</td>
</tr>
<tr>
<td>5</td>
<td>NOBODY DOES IT BETTER</td>
<td>CARLY SIMON (Elektra)</td>
</tr>
<tr>
<td>6</td>
<td>SURFIN' USA</td>
<td>LEIF GARRETT (Atlantic)</td>
</tr>
<tr>
<td>7</td>
<td>SHE DID IT</td>
<td>ERIC CARMEN (Arista)</td>
</tr>
</tbody>
</table>

#### Most Jumped Records This Week
<table>
<thead>
<tr>
<th>#</th>
<th>Record</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>KEEP IT COMIN' LOVE</td>
<td>KC &amp; THE SUNSHINE BAND (TK)</td>
</tr>
<tr>
<td>2</td>
<td>NOBODY DOES IT BETTER</td>
<td>CARLY SIMON (Elektra)</td>
</tr>
<tr>
<td>3</td>
<td>SIGNED, SEALED, DELIVERED</td>
<td>PETER FRAMPTON (A&amp;M)</td>
</tr>
<tr>
<td>4</td>
<td>COLD AS ICE</td>
<td>FOREIGNER (Atlantic)</td>
</tr>
<tr>
<td>5</td>
<td>STAR WARS THEME</td>
<td>MECO (Millennium/Casablanca)</td>
</tr>
<tr>
<td>6</td>
<td>I FEEL LOVE</td>
<td>DONNA SUMMER (Casablanca)</td>
</tr>
<tr>
<td>7</td>
<td>ON AND ON</td>
<td>STEPHEN BISHOP (ABC)</td>
</tr>
</tbody>
</table>

#### Hottest Secondary Market Records This Week
<table>
<thead>
<tr>
<th>#</th>
<th>Record</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I GO CRAZY</td>
<td>PAUL DAVIS (Bang)</td>
</tr>
<tr>
<td>2</td>
<td>JUST REMEMBER I LOVE YOU</td>
<td>FIREFALL (Atlantic)</td>
</tr>
<tr>
<td>3</td>
<td>YOU LIGHT UP MY LIFE</td>
<td>DEBBY BOONE (WB/CURB)</td>
</tr>
<tr>
<td>4</td>
<td>DON'T IT MAKE MY BROWN EYES BLUE</td>
<td>CRYSTAL GAYLE (UA)</td>
</tr>
<tr>
<td>5</td>
<td>MARTIAN BOOGIE</td>
<td>BROWNSVILLE STATION (Private Stock)</td>
</tr>
<tr>
<td>6</td>
<td>HOUND DOG MAN</td>
<td>LENNY LeBLANC (Atlantic)</td>
</tr>
</tbody>
</table>

#### Highest Debuting CB Chart Singles This Week
<table>
<thead>
<tr>
<th>#</th>
<th>Record</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>73</td>
<td>WE'RE ALL ALONE</td>
<td>RITA COOLIDGE (A&amp;M)</td>
</tr>
<tr>
<td>76</td>
<td>LITTLE QUEEN</td>
<td>HEART (Portrait)</td>
</tr>
<tr>
<td>81</td>
<td>BLUE BAYOU</td>
<td>LINDA RONSTADT (Elektra)</td>
</tr>
<tr>
<td>83</td>
<td>THE KING IS GONE</td>
<td>RONNIE McDOWELL (GRT)</td>
</tr>
<tr>
<td>85</td>
<td>DO YOU WANNA GET FUNKY</td>
<td>PETER BROWN (Drive)</td>
</tr>
<tr>
<td>88</td>
<td>OH LORI</td>
<td>ALLESSI (A&amp;M)</td>
</tr>
</tbody>
</table>

---

**SOMETHING BETTER**

*describing not only the general feelings towards Chilliwack's debut album for Mushroom Records, but also the title of their latest single, already charted and picking up great response wherever played!*

---

KOMA, 98Q, WHB, WOKY, WROK, WZUU

---

*There's Magic Under Our Umbrella*
### Playlist Highlights

The Playlist Highlights contain the following information:

**Number One Song:** with last week's position; New Number One Song; New Hits; "New Hit" records receiving highest frequency of rotation for current product without attaining numbered positions; New Part-Time Records; Cut rotations, day only and night only, Playlists and Movies; and Debut records from hit shows or part-time shows into numbered positions.

**WACO — BOSTON**
- Jim Henry (Top 10)
- Paul Davis (Top 10)
- Debby Boone (Top 10)
- Eric Carmen (Top 10)
- Elton John (Top 10)
- Peter Frampton (Top 10)
- Paul Nicholas (Top 10)
- The Commodores (Top 10)
- The History (Top 10)
- Dionne Warwick (Top 10)
- *“The History”* (Top 10)

**KDKA — PITTSBURGH**
- James Taylor (Top 10)
- The Cars (Top 10)
- John Lennon (Top 10)
- Elton John (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**WQAM — MIAMI**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**WNEW — NEW YORK**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**WABC — NEW YORK**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**WRPC — PHILADELPHIA**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**WINS — NEW YORK**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**KRLQ — DETROIT**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**KQV — HOUSTON**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)

**WABC-WAHL**
- David Moe (Top 10)
- Food (Top 10)
- Alvin & Chipmunks (Top 10)
- John Lennon (Top 10)
- The Eagles (Top 10)
- Bob Seger (Top 10)
- Little Richard (Top 10)
- The Drifters (Top 10)
- *“The Drifters”* (Top 10)
Their new single

"Midsummer Madness"

MCA-40785

From their soon to be released album

MAGAZINE

MCA-2304

Produced by Sherbet and Richard Lush
for Sherbet Record Productions Pty. Ltd. Australia

MCA RECORDS
Atlantic, The Album Company

MOST ACTIVE FM LP'S

1. CSN — Crosby, Stills And Nash — Atlantic
   — Cathedral, Shadow Captain, See The Changes
2. JT — James Taylor — Columbia
   — Your Smiling Face, Handy Man
3. Going For The One — Yes — Atlantic
   — Turn Of The Century, Going For The One, Parallels
4. I, Robot — Alan Parsons Project — Arista
   — Wouldn't Want To Be, Breakdown, I, Robot
5. Rumours — Fleetwood Mac — WB
   — Don't Stop, Dreams, Silver Springs, Chain
6. The Grand Illusion — Styx — A&M
   — Superstars, Castle Walls, Sail Away
7. I'm In You — Peter Frampton — A&M
   — Heart On The Line, Signed, Sealed, Delivered
8. Steve Winwood — Island
   — Lucky, 'Time Is Running', Hold On
9. Monkey Island — Gels — Atlantic
   — I Do, Monkey Island, Surrender
10. One Of The Boys — Roger Daltrey — MCA
    — Avenging Annie, Say It Ain't So
11. Book Of Dreams — Steve Miller Band — Capitol
    — Sacrifice, Jet Airliner, Jungle Love
12. Nether Lands — Dan Fogelberg — Epic
    — Lessons Learned, Nether Lands, Promises
13. Little Queen — Heart — Portrait
    — Go On And Cry, Baracuda, Little Queen, Say Hello
14. Terrapin Station — Grateful Dead — Arista
    — Estimated Prophet, 'Don't In The Streets, Terrapin
15. Luna Sea — Firefall — Atlantic
    — Even Steven, Head On Home, Only A Fool
16. Before We Were So Ruddy Interrupted — Animals — UA
    — Lonely Avenue, Baby Blue, The Fool
17. Cat Scratch Fever — Ted Nugent — Epic
    — Cat Scratch Fever, Live It
18. Shiver In The Night — Andy Pratt — Atlantic
    — Rainbow, All I Want
19. Lake — Columbia
    — On The Run, Time Bomb, Colors
20. Foreigner — Atlantic
    — Cold As Ice, Starship, Damage Done
    — Hurricane, Bite The Bullet, Her Babe
22. Let There Be Rock — AC/DC — Alco
    — Dog Eat Dog, Problem
23. Weak At The Knees — Mylon LeFevre — WB
    — Second Hand Lady, Love As One, All My Love
24. In The Quietest Moments — Supertramp — A&M
    — Give A Little, Now On, In The Quietest
25. Celebrate Me Home — Kenny Loggins — Columbia
    — Lady Luck, Daddy's Back, Celebrate
26. Livin' In The Air Age — Be Bop Deluxe — Capitol
    — Made In Heaven, In The Air Age
27. Crawler — Epic
28. Natural Progressions — Leadon/Georgiades Band — Elektra
29. Boats Against The Current — Eric Carmen — Arista
    — She Did It, Marathon, Take It

Reproduced from Cash Box, September 3, 1977
<table>
<thead>
<tr>
<th>Week</th>
<th>Station</th>
<th>Song</th>
<th>Artist/Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-1</td>
<td>Ex 18</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 18</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 25</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 26</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 27</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 28</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 29</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 30</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 31</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 32</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 33</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 34</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 35</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 36</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 37</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 38</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 39</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
<tr>
<td>1-1</td>
<td>Ex 40</td>
<td>Steve Miller</td>
<td>Steve Miller</td>
</tr>
</tbody>
</table>

(continued from page 28)
Seminars, Concert Mark 2nd Secondary Radio Conference

PROVIDENCE, R.I. — Over 250 people from the radio industry record industry, and the general public came here to attend the second annual Secondary Radio Conference held August 26-28 at the Marriott Inn.

Following a registration and cocktail party on Friday, the seminar sessions were kicked off on Saturday with the general program, featuring Jimmy Buffett, a former jock for WRIF, who is now a senior vice-president of promotion for Columbia Records.

General program director for Warner Brothers Records, Phil Rush, national promotion director for Capitol Records, and Ray Colton, national promotion director for Big Tree Records.

Panelists at the general trade meeting, which was moderated by Tony Muscolino of Anti/Musico Promotions, included Gary Cohen, editor-in-chief of Cash Box, and Bobby Pose of the Bobby Poe Report.

Singles Bullets

(continued from page 30)

**XOXI**, WHHY, WBBQ, WCOL, WBBF. Jumps include KXKX-26, WKKR ex-27, KTCA 24-26, King 9-28, 81 sales at Tower/LA, Richman Bros., Jerry's/Pilula, Northern/Curb, Peaches/St. Louis, Giant/VA, Popple/Pleasure, Peaches/AT. 17th place.

**CRAWFISH** — Added this week at KLIF, WNCI, WING, WBGN. Added this week at WSSH, WING, WUSI, WKEU, WRIC, KXKX-13, KXKX-26. Jumps include 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.

**CRAWFISH** — Added this week at WOXY, WLAC, WIND, WBBR, WBBF. Jumps include 150-20, 130-25, 92-20.
CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

<table>
<thead>
<tr>
<th>RECORD</th>
<th>堅信</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. YOU LIGHT UP MY LIFE — DEBBY BOONE — Curb/WB</td>
<td>18%</td>
<td>24%</td>
</tr>
<tr>
<td>2. BOOGIE NIGHTS — HEATWAVE — EPIC</td>
<td>13%</td>
<td>36%</td>
</tr>
<tr>
<td>3. I FEEL LOVE — DONNA SUMMER — CASABLANCA</td>
<td>11%</td>
<td>39%</td>
</tr>
<tr>
<td>4. HEAVEN IS ON THE SEVENTH FLOOR — PAUL NICHOLAS — RSO</td>
<td>11%</td>
<td>28%</td>
</tr>
<tr>
<td>5. NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA</td>
<td>10%</td>
<td>63%</td>
</tr>
<tr>
<td>6. SURFIN' USA — LEIF GARRETT — ATLANTIC</td>
<td>10%</td>
<td>13%</td>
</tr>
<tr>
<td>7. SHE DID IT — ERIE CARMEN — ARISTA</td>
<td>9%</td>
<td>32%</td>
</tr>
<tr>
<td>8. JUST REMEMBER I LOVE YOU — FIREBALL — ATLANTIC</td>
<td>9%</td>
<td>24%</td>
</tr>
<tr>
<td>9. WE'RE ALL ALONE — RITA COOLIDGE — A&amp;M</td>
<td>9%</td>
<td>9%</td>
</tr>
<tr>
<td>10. THAT'S ROCK &amp; ROLL — SHAUN CASSIDY — Curb/WB</td>
<td>8%</td>
<td>37%</td>
</tr>
<tr>
<td>11. KEEP IT COMIN' LOVE — KC &amp; SUNSHINE BAND — TK</td>
<td>7%</td>
<td>84%</td>
</tr>
<tr>
<td>12. BRICK HOUSE DOES IT BETTER — MODESTO</td>
<td>7%</td>
<td>9%</td>
</tr>
<tr>
<td>13. DON'T MAKE MY BROWN EYES BLUE — CRISTAL GAYLE — UK</td>
<td>6%</td>
<td>10%</td>
</tr>
<tr>
<td>14. WAY DOWN — ELVIS PRESLEY — RCA</td>
<td>6%</td>
<td>10%</td>
</tr>
<tr>
<td>15. SIGNED, SEALED, DELIVERED — PETER FRAMPTON — A&amp;M</td>
<td>6%</td>
<td>31%</td>
</tr>
<tr>
<td>16. SWAYIN' TO THE MUSIC — JOHNNY RIVERS — BIG TREE</td>
<td>6%</td>
<td>79%</td>
</tr>
<tr>
<td>17. JUNGLE LOVE — STEVE MILLER — CAPITOL</td>
<td>6%</td>
<td>74%</td>
</tr>
</tbody>
</table>

SECONDARY ACTIVE RECORD

<table>
<thead>
<tr>
<th>RECORD</th>
<th>堅信</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. KEEP IT COMIN' LOVE — KC &amp; SUNSHINE BAND — TK</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>2. NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA</td>
<td>5%</td>
<td>15%</td>
</tr>
<tr>
<td>3. SIGNED, SEALED, DELIVERED — PETER FRAMPTON — A&amp;M</td>
<td>5%</td>
<td>31%</td>
</tr>
<tr>
<td>4. CHILLING AT THE CAFÉ — DEBBY BOONE — Curb</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>5. I FEEL LOVE — DONNA SUMMER — CASABLANCA</td>
<td>5%</td>
<td>39%</td>
</tr>
<tr>
<td>6. KEEP IT COMIN' LOVE — KC &amp; SUNSHINE BAND — TK</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>7. SHE DID IT — ERIE CARMEN — ARISTA</td>
<td>5%</td>
<td>32%</td>
</tr>
<tr>
<td>8. JUST REMEMBER I LOVE YOU — FIREBALL — ATLANTIC</td>
<td>5%</td>
<td>24%</td>
</tr>
<tr>
<td>9. WE'RE ALL ALONE — RITA COOLIDGE — A&amp;M</td>
<td>5%</td>
<td>9%</td>
</tr>
<tr>
<td>10. THAT'S ROCK &amp; ROLL — SHAUN CASSIDY — Curb/WB</td>
<td>5%</td>
<td>37%</td>
</tr>
<tr>
<td>11. KEEP IT COMIN' LOVE — KC &amp; SUNSHINE BAND — TK</td>
<td>5%</td>
<td>84%</td>
</tr>
<tr>
<td>12. BRICK HOUSE DOES IT BETTER — MODESTO</td>
<td>5%</td>
<td>9%</td>
</tr>
<tr>
<td>13. DON'T MAKE MY BROWN EYES BLUE — CRISTAL GAYLE — UK</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>14. WAY DOWN — ELVIS PRESLEY — RCA</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>15. SIGNED, SEALED, DELIVERED — PETER FRAMPTON — A&amp;M</td>
<td>5%</td>
<td>31%</td>
</tr>
<tr>
<td>16. SWAYIN' TO THE MUSIC — JOHNNY RIVERS — BIG TREE</td>
<td>5%</td>
<td>79%</td>
</tr>
<tr>
<td>17. JUNGLE LOVE — STEVE MILLER — CAPITOL</td>
<td>5%</td>
<td>74%</td>
</tr>
</tbody>
</table>

RADIO ACTIVE SINGLES

<table>
<thead>
<tr>
<th>SONG</th>
<th>堅信</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. KEEP IT COMIN' LOVE — KC &amp; THE SUNSHINE BAND — TK</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>2. NOBODY DOES IT BETTER — CARLY SIMON — ELEKTRA</td>
<td>5%</td>
<td>15%</td>
</tr>
<tr>
<td>3. SIGNED, SEALED, DELIVERED — PETER FRAMPTON — A&amp;M</td>
<td>5%</td>
<td>31%</td>
</tr>
<tr>
<td>4. CHILLING AT THE CAFÉ — DEBBY BOONE — Curb</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>5. I FEEL LOVE — DONNA SUMMER — CASABLANCA</td>
<td>5%</td>
<td>39%</td>
</tr>
<tr>
<td>6. KEEP IT COMIN' LOVE — KC &amp; SUNSHINE BAND — TK</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>7. SHE DID IT — ERIE CARMEN — ARISTA</td>
<td>5%</td>
<td>32%</td>
</tr>
<tr>
<td>8. JUST REMEMBER I LOVE YOU — FIREBALL — ATLANTIC</td>
<td>5%</td>
<td>24%</td>
</tr>
<tr>
<td>9. WE'RE ALL ALONE — RITA COOLIDGE — A&amp;M</td>
<td>5%</td>
<td>9%</td>
</tr>
<tr>
<td>10. THAT'S ROCK &amp; ROLL — SHAUN CASSIDY — Curb/WB</td>
<td>5%</td>
<td>37%</td>
</tr>
<tr>
<td>11. KEEP IT COMIN' LOVE — KC &amp; SUNSHINE BAND — TK</td>
<td>5%</td>
<td>84%</td>
</tr>
<tr>
<td>12. BRICK HOUSE DOES IT BETTER — MODESTO</td>
<td>5%</td>
<td>9%</td>
</tr>
<tr>
<td>13. DON'T MAKE MY BROWN EYES BLUE — CRISTAL GAYLE — UK</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>14. WAY DOWN — ELVIS PRESLEY — RCA</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>15. SIGNED, SEALED, DELIVERED — PETER FRAMPTON — A&amp;M</td>
<td>5%</td>
<td>31%</td>
</tr>
<tr>
<td>16. SWAYIN' TO THE MUSIC — JOHNNY RIVERS — BIG TREE</td>
<td>5%</td>
<td>79%</td>
</tr>
<tr>
<td>17. JUNGLE LOVE — STEVE MILLER — CAPITOL</td>
<td>5%</td>
<td>74%</td>
</tr>
</tbody>
</table>

SECONDARY RADIO ACTIVE

<table>
<thead>
<tr>
<th>SONG</th>
<th>堅信</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. I GO CRAZY — PAUL DAVIS — BANG</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>2. JUST REMEMBER I LOVE YOU — FIREBALL — ATLANTIC</td>
<td>5%</td>
<td>24%</td>
</tr>
<tr>
<td>3. YOU LIGHT UP MY LIFE — DEBBY BOONE — Curb</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>4. DON'T MAKE MY BROWN EYES BLUE — CRYSTAL GAYLE — UK</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>5. MARTIN BOOGIE — BROWNSVILLE STATION — PRIVATE STOCK</td>
<td>5%</td>
<td>31%</td>
</tr>
<tr>
<td>6. HOUND DOG MAN — LENNY LEBLANC — ATLANTIC</td>
<td>5%</td>
<td>79%</td>
</tr>
<tr>
<td>7. INDIAN SUMMER — POCO — ABC</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>8. CHANGES IN LATITUDES — CHANGES IN ATTITUDES — JIMMY BUFFETT — ABC</td>
<td>5%</td>
<td>79%</td>
</tr>
<tr>
<td>9. MY FAIR SHARE — SEALS &amp; CROFTS — WB</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>10. HELP IS ON THE WAY — LITTLE RIVER BAND — CAPITOL</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>11. I BELIEVE YOU — DOROTHY MOORE — MALACO</td>
<td>5%</td>
<td>13%</td>
</tr>
<tr>
<td>12. WE JUST DISAGREE — DAVE MASON — COLUMBIA</td>
<td>5%</td>
<td>13%</td>
</tr>
</tbody>
</table>
NAACP's Hooks Advocates FCC Control Over Networks

by Joanne Ostrow

WASHINGTON, D. C. — The new head of the National Association for the Advancement of Colored People, Benjamin L. Hooks, who often ran into opposition from his six colleagues on the FCC, is tackling discrimination in the media from a different angle now.

Hooks, executive director of the civil rights organization since resigning as FCC commissioner in July, has outlined an active role for the NAACP in spotting bias and stereotyping and reducing racial and sex discrimination in radio and television.

While he was careful to note that he doesn't support government control of programming, he recommended increased FCC authority over the networks in a statement to the press following the release of the U.S. Commission on Civil Rights report on television. He added his support to the CCR report and vowed to work toward "eradicating all types of discrimination." Advocating a recommendation in the report, he said, "I have long advocated that the FCC should have regulatory authority over the networks because they are the principle suppliers of programming for most of the major stations around the country." He advocated FCC authority over the networks as extensive as it is over individual stations — which goes beyond the CCR report's recommendation, which addressed only increased FCC authority to regulate network equal employment opportunity practices.

The Rhythm Section

HOT AUGUST MONTH — Jobete Music Company, Inc. has a sizzling month of August with more than 20 different songs generating heavy airplay and sales. For example, on this week's Cash Box R&B chart, Jobete has "Another Star" by Stevie Wonder at #46 with a bullet, "Brick House" by The Commodores at #62 with a bullet, "Got To Give It Up" by Marvin Gaye at #68, "Chains It Up" by Jerry Butler at #83 with a bullet, "What You've Done To My Heart" by McCoo and Davis at #84 with a bullet, "Easy" by The Commodores at #42, "The Real Thing" by Sergio Mendes at #81, "Ooh Baby" by The Shalamar at #85 with a bullet, and "You Can't Turn Me Off (In The Middle Of Turning Me On)" by High Energy at #86, with a bullet, among others. Some of these songs have crossed over to hit rankings on the CB Pop single chart in addition to Frighten and Doublet Brothers singles.

COMMODORES COOKIN' — With final projections of $8.5 million, The Commodores' fourth album, "Soulful," has been played and sold over 550,000 copies in 38 days, including two U.S. Forum performances. In addition to the successful tour, they will currently be making their film debut in the Motown-Cassavetes production of "Thank God It's Friday."

FLOAT ON — In conjunction with their smash single and album, The Floaters took part in a "Float On With The Floaters On A Kingsize Waterbed" promotion in Cleveland. Tied together with Wadsworth Waterbeds and seven Record Theatre retail outlets in the area, The Floaters signed records and autographs for a crowd of 500. Also, in support of the promotion, ABC ran radio spots and used posters and in-store displays.

SHADES OF AIRPLAY — All Platinum Records' "Shades Of Creation" by Brother To Brother is gaining airplay strength since its release four weeks ago. One track, "Brothers Love," is not only being featured as a popular cut on the album, but also is being used as background music by several radio and television stations.

BRISTOL STOMPS AT ROXY — Atlantic recording artist Johnny Bristol recently took time off from his work in the studio to handle a recording he is recording a new L.P., to showcase his talents at the Roxy in London. Pictures from the show are: Ron Granger, Atlantic director of R&B promotion/west coast; Carl Stiles, Atlantic director of jazz promotion; Bristol; Hillary Johnson, Atlantic vice president/director of special markets; Primus Robinson, Atlantic national director of R&B promotion; and Tom Davies, Atlantic regional sales director/west coast.
ADDITIONS TO R&B PLAYLISTS

WADQ – ATLANTA – Frank Barrow
1) Dave’s Gun – C.J. & The Sweet AE
11) ‘I’ll Keep On Coming’ – KC & Sunshine Band
21) ‘The Whole Town’s Laughing’ – Teddy Pendergrass
26) ‘It’s All Right’ – Love
31) ‘It’s Ecstasy’ – Barry White
36) ‘Never Been Loved’ – Barry White

WRRN – BALTIMORE – Don Brooks
1) ‘Flowers’ – Float On
6) ‘That’s When I’m Dancing’ – Arashik
11) ‘It’s Ecstasy’ – Barry White
16) ‘Heatwave’ – Barry White
21) ‘I’ll Keep On Coming’ – KC & Sunshine Band
26) ‘Yeah’ – Float On
36) ‘Oh, Let Me Know’ – Float On

WBUL – BIRMINGHAM – Shelly Pope
1) ‘This Could Be The Night’ – R.B. Simon
6) ‘Heart Belongs To Me’ – Syreeta, Joe Zawinul
11) ‘That’s When I’m Dancing’ – Arashik
16) ‘Goodnight’ – Ron Carter, Memphis Horns
21) ‘It’s All Right’ – Love
26) ‘I’ll Keep On Coming’ – KC & Sunshine Band
31) ‘Did You Wanna Get Funky’ – Float On
36) ‘I’ll Keep On Coming’ – KC & Sunshine Band

WUSF – TAMPA – Byron Pitts
1) ‘Do You Wanna Get Funky’ – Peter Brown
6) ‘Take It’ – Float On
11) ‘That’s When I’m Dancing’ – Arashik
16) ‘Goodnight’ – Ron Carter, Memphis Horns
21) ‘I’ll Keep On Coming’ – KC & Sunshine Band
26) ‘I’ll Keep On Coming’ – KC & Sunshine Band
31) ‘Did You Wanna Get Funky’ – Float On
36) ‘I’ll Keep On Coming’ – KC & Sunshine Band

MOST ADDED NEW R&B SINGLES

1. **HOTS**
   - #1 – ‘It’s Ecstasy’
   - #2 – ‘Something’
   - #3 – ‘Love Again’
   - #4 – ‘Another Star’
   - #5 – ‘Love Stock’
   - #6 – ‘New LPs’
   - #7 – ‘Shoo-Doo-Fu-Fu-Ooh’
   - #8 – ‘It’s Ecstasy’
   - #9 – ‘Something’
   - #10 – ‘Love Again’

2. **HOT – #1**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

3. **HOT – #2**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

4. **HOT – #3**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

5. **HOT – #4**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

6. **HOT – #5**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

7. **HOT – #6**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

8. **HOT – #7**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

9. **HOT – #8**
   - ‘To Become Love Again’
   - ‘You Can Recapture The Love’
   - ‘Another Star’
   - ‘Love Stock’
   - ‘New LPs’
   - ‘Shoo-Doo-Fu-Fu-Ooh’
   - ‘It’s Ecstasy’
   - ‘Something’
   - ‘Love Again’

10. **HOT – #9**
    - ‘To Become Love Again’
    - ‘You Can Recapture The Love’
    - ‘Another Star’
    - ‘Love Stock’
    - ‘New LPs’
    - ‘Shoo-Doo-Fu-Fu-Ooh’
    - ‘It’s Ecstasy’
    - ‘Something’
    - ‘Love Again’
1 LET'S CLEAN UP THE GHETTO
2 L.A. SUNSHINE
3 WORK ON ME
4 BEST OF MY LOVE
5 FLOAT ON
6 MAKE IT WITH YOU
7 THE GREATEST LOVE OF ALL
8 O-H-I-O
9 IT'S ECSTASY WHEN YOU LET DOWN NEXT TO ME
10 I BELIEVE YOU
11 LET ME KNOW
12 EXODUS
13 SUNSHINE
14 KEEP IT COMIN' LOVE
15 DEVIL'S GUN
16 LOVE IS SO GOOD WHEN YOU'RE STEALING IT
17 DO YOU WANNA GET FunkY WITH ME
18 STRAWBERRY LETTER 23
19 JUST RIGHT FOR A NIGHT
20 PARTY LIGHTS
21 NIGHTS ON BROADWAY
22 BOOGIE NIGHTS
23 SLIDE
24 GIVE ME SOME KINK
25 DON'T WANNA GO
26 WE NEVER DANCED TO A LOVE SONG
27 I CAN'T HELP IT
28 GOODNIGHT MY LOVER
29 A REAL MOTHER
30 WHEN I THINK ABOUT YOU
31 DUSK
32 EVERLASTING LOVE
33 THE SOUL OF A MAN
34 LIVIN' IN THE LIFE

ALPHABETIZED TOP 10 R&B (INCLUDING PUBLISHERS AND LICENSEES)

1. All Blacks (Music Search Sound - BMI)
2. Another Star (Jobette/Bobbi - ASCAP)
3. A Real Mother (Sun-Yan - BMI)
4. A Special Love (Sun-Yan - BMI)
5. Back In Love (Conway - BMI)
6. Better Off (Sun-Yan - BMI)
7. Better Than Ever (Sun-Yan - BMI)
8. Big Mac (Sun-Yan - BMI)
9. Black (Sun-Yan - BMI)
10. Blueberry Hill (Sun-Yan - BMI)
11. Brick House (Jobette/Commodores - ASCAP)
12. Caroling (The Isley Brothers - TCB/CBS ZS 2586)
13. Carry You Off (Gum - BMI)
14. Carry Me Home (Jobette/Commodores - ASCAP)
15. Carry Me Home (Jobette/Commodores - ASCAP)
16. Carry Me Home (Jobette/Commodores - ASCAP)
17. Carry Me Home (Jobette/Commodores - ASCAP)
18. Carry Me Home (Jobette/Commodores - ASCAP)
19. Carry Me Home (Jobette/Commodores - ASCAP)
20. Carry Me Home (Jobette/Commodores - ASCAP)
21. Carry Me Home (Jobette/Commodores - ASCAP)
22. Carry Me Home (Jobette/Commodores - ASCAP)
23. Carry Me Home (Jobette/Commodores - ASCAP)
24. Carry Me Home (Jobette/Commodores - ASCAP)
25. Carry Me Home (Jobette/Commodores - ASCAP)
26. Carry Me Home (Jobette/Commodores - ASCAP)
27. Carry Me Home (Jobette/Commodores - ASCAP)
28. Carry Me Home (Jobette/Commodores - ASCAP)
29. Carry Me Home (Jobette/Commodores - ASCAP)
30. Carry Me Home (Jobette/Commodores - ASCAP)

Weeks on 9/3 Chart

26 T.J. HOOKER
27 FEELING ALONE
28 A NIGHT IN MOBILE
29 SOMEBODY LOVES YOU
30 THE LOST SOUL
CAPITOL 1977 NATIONAL CONFERENCE — More than 300 employees of Capitol Records and its affiliated companies attended the label's 1977 National Convention recently at the Hotel del Coronado in San Diego. Among those present were executives from Capitol Magnetic Products Division, Capitol Industries-EMI, EMI Records-U.K., and Capitol Records-Canada. Pictured speaking at the conference (l-r) in the top row of photos are: Bhaskar Menon, chairman, president and chief executive officer of Capitol Records; Sir John Read, chairman of EMI, Ltd.; Don Zimmermann, Capitol's executive vice president and chief operating officer; Jim Mazza, Capitol's vice president of marketing; Leslie Hill, managing director of EMI Records-U.K.; and Dennis White, vice president of sales for Capitol. Capitol employees shown in seminar meetings in the second row of photos (l-r) are: Don Grierson, director of merchandising & advertising; Dan Davis, vice president of creative services/merchandising & advertising/press & artist relations; Louette Murray, merchandising coordinator; Mickey Diage, advertising manager; and Var-Smith, creative director, merchandising; Steve Meyer, national promotion manager; Ray Tusken, national AOR promotion manager; Paul Johnson, national promotion manager, black product; and Ed Keeley, national country promotion manager; Kathy Schenker, east coast manager, press & artist relations; Bruce E. Garfield, director of press & artist relations; and Davis, Bob Franz, vice president of personnel & industrial relations; Pete Goyak, vice president of administration; Jay Faulkner, national credit manager; and Al Seymour, corporate personnel director; and Jay Lasker, Ariola-America label president. Pictured at award presenta-
Cash Box Country

Top 60 Country Albums

Country Music Association Announces Awards Finalists by Lola Scobery

NASHVILLE — Finalists for the annual Country Music Association awards, selected by a poll of the approximately 4,600 CMA members, have been named. Winners in each category will be announced October 10 on the Eleventh Annual CMA Awards Presentation television special, to be hosted by Bill Anderson and Loretta Lynn.

This year’s inductees into the Country Music Hall of Fame will also be announced on October 10.

Although commonly believed to be selected at least partially by a committee process, CMA awards/cookies are chosen entirely by a three-part popular balloting of the entire CMA membership.

On the first ballot, CMA members may nominate one person (group, product, etc.) in each of the ten categories. Any nominee receiving at least five nominations is listed on the second ballot. On the second ballot, members vote for one nominee in each category. The top five winners per category on the second ballot are then listed on the third ballot. On the third ballot, members vote for one finalist in each category. The finalist in each category receiving the most votes is declared the winner.

Inductees into the Hall of Fame are selected by an anonymous 250-member committee of critics. The committee, as directed by the board of directors of the CMA, consists of persons who have actively participated in country music and who have a recognized accomplishment in country music. The committee nominates no less than ten and no more than twenty persons for induction into the Hall of Fame. Winners are selected by a secret ballot of the committee. In case of a tie, two winners are chosen from each category.

The tenth annual awards show special (the first CMA awards event was not televised) will be broadcast on CBS television during the evening of Oct. 10, Sullivan Productions, producer of last year’s show, is again producing.

The five finalists in each category are: Entertainer Of The Year — Merle Haggard; Ray Price; Johnny Cash; Dolly Parton; Kenny Rogers; Single Of The Year — “It Was Almost Like A Song” — Ronnie Milsap; RCA; “Luscious Lady” — Texas; “Luscious Lady” — Kenny Rogers; United Artists; “Margaritaville” — Jimmy Buffett; ABC; “Suggested Night In My Lefty From Lola” — Willie Nelson; Capitol; Album Of The Year — “I Don’t Want To Have To Marry You” — Jim Ed Brown/Helen Cornelius — RCA; “Remember Patsy” — Loretta Lynn — RCA; “Kenny Rogers” — United Artists; “Ol’ Waylon” — Waylon Jennings — RCA; “Ronnie Milsap” — RCA.

Song Of The Year — “I’m A Stand By My Woman Man” — Kent Robbins; “It Was Almost Like A Song” — David Archee Jordan; “Luscious” — Roger Bowling/Hal Bynum; “Lunkenbach Texas” — Bobby Emmons/Chuck Carr; “Last Southern Nights” — Allen Toussaint; Female Vocalist Of The Year — Crystal Gayle; Emmylou Harris; Lorrie Morgan; Barbara Mandrell; Dolly Parton; Male Vocalist Of The Year — Larry Gatlin; Waylon Jennings; Ronnie Milsap; Kenny Rogers; Don Williams; Vocal Group Of The Year — Asleep At The Wheel; Dave And Sugar; Eagles; Oak Ridge Boys; Statler Brothers; Vocal Duo Of The Year — Bill Anderson/Mary Lou Turner, Loretta Lynn/Conway Twitty; Jim Ed Brown/Helen Cornelius; Tammy Wynette/George Jones; Waylon Jennings/Nelson Railroad; Willie Nelson/Conway Twitty; Instrumental Group Of The Year — Asleep At The Wheel; Charlie Daniels Band; Danny Davis And The Nashville Arms; Marshall Tucker Band; Original Texas Playboys; Instrumentalist Of The Year — Chet Atkins; Roy Clark; Johnny Gimble; Charlie McCoy; Harpaus “Pig” Robbins.

Atkins Looking To Conquer Additional Musical Realms by Lola Scobery

NASHVILLE — As if she doesn’t already have her hands full, she’s going to add several more musical instruments to her repertoire. Chet Atkins has recently continued his foray into vocal recording, has pioneered the utilization of an Eventide Clockworks Harmonizer on a vocal performance, and has designed a Gretsch guitar that is being snapped up by top musicians in rock music.

Singing Now

Atkins’ new single, the James Taylor-penned “Me And My Guitar,” from his new album of the same name, features several lines of Atkins, vocalizing. “It’s about one other vocalizing and three-fourths instrumental,” he jokes. Last year Atkins released a novelty vocalist called “Frog Kissings,” his first vocal since the very early stages of his career, and received critical praise for an easy-going, fast-paced style.

On the record Atkins, who has recently installed a 16-track studio in Nashville, purchased by a major music store for $26,000, is a relatively new product used in Nashville studios primarily on instrument tracks.

“Yo Ryan single through the box, and it’s split,” Atkins explains. “You then detune one of the signals, that is, raise or lower its pitch, and played together they sound like harmonizing. Grady Martin, one of Atkins’ engineers, did that for me.

The Atkins-designed Gretsch “Super Axe” guitar has been purchased by rock musicians like Randy Bachman of Bachman-Turner Overdrive, the Eagles and the Doobie Brothers. Retailers report they currently have heavy back orders for the instrument.

“Super Axe”

The Super Axe, which Atkins designed at Gretsch’s request due to the feeling that they were not gaining an adequate share of the rock market, is a solid-body guitar of heavier and bigger than a standard electric guitar.

The guitar is shaped so it will rest on a musician’s knees,” Atkins says. “So, it’s easier to sit down and strum it. It fits the body better, and it is not necessary to use a strap.

The new guitar sustains longer than most guitars, he added, meaning that the sound will carry longer. This is accomplished through an Eventide Clockworks Harmonizer purchased for the studio, on his vocal tracks. The harmonizer is a very recently released product used in Nashville studios primarily on instrument tracks.

“You run a single through the box, and it’s split,” Atkins explains. “You then detune one of the signals, that is, raise or lower its pitch, and played together they sound like harmonizing. Grady Martin, one of Atkins’ engineers, did that for me.

The Atkins-designed Gretsch “Super Axe” guitar has been purchased by rock musicians like Randy Bachman of Bachman-Turner Overdrive, the Eagles and the Doobie Brothers. Retailers report they currently have heavy back orders for the instrument.
"We Can't Build A Fire In The Rain." is a three way hit,

and Roy Clark's got all of them.

Good things come in three's:
From ROY CLARK, ABC/DOT RECORDS, GRT TAPES.
The Carter who claims he's the smartest kid in the bunch — Billy, of course — will add his special brand of red-neck wisdom to the taping of "Hee Haw," according to an announcement by the show's producer Sam Lovello. Brother Billy will tape several segments of the comedy hour in October to be run at various times in 1978.

Songwriter and singer Jim Glaser is opening the songwriting classes he is planning for the writers in his four publishing companies to outside writers as well. The one-hour weekly sessions will range from the mechanics of how to write a song through the psychology of a songwriter.

ABC's superpickper Roy Clark can't let his fingers do the talking on this one — Clark will guest on six nighttime "Hollywood Squares" shows taping September 4 at NBC in Los Angeles.

Capitol's Kenny Dale, hot off "Bluest Heartache Of The Year," recently made his first appearance on the Grand Ole Opry and was promptly invited back by Opry manager Hal Durham. Dale's new title is "Shame, Shame," off the album titled after his recent hit. Al Cartee continues to pull the country acts into Muscle Shoals at his Music Mill Studio. Waylon Jennings and "Old Waylon's" drummer Ritchie Albright recently co-produced an album on Hank Williams, Jr. at the Mill. Producer Johnny Morris is scheduled in for work on Marie Owens sessions and will be bringing in ABC/Dot's hit acts Narvel Felts and John Wesley Ryles soon.

Gospel singer James Blackwood, a legend in his own musical field as a member of the Blackwood Brothers, who sang behind Elvis Presley among other achievements, tells this story of Presley's devotion to his mother: "At Elvis' request, we sang at his mother's funeral service. After her service and everyone was gone from the chapel except his father and two or three others, he came over to me, put his arms around my shoulders, leaned on me and said, 'James, I was in the crowd at R.W. and Bill's funeral (two members of our group), R.W. Blackwood and Bill Lyles, were killed in a plane crash June 30, 1964, and I know you know something about what I'm going through today.' I said, 'Yes, Elvis, I do and only God can give you the strength you need to see you through this time of sorrow.' Elvis went over to his mother's casket, leaned over her body and said, 'Mama, I'd give every dime I have and go back to digging ditches if I could have you back. I'll never forget that scene,'" Blackwood said.

Jim Halsey, president of Tulsa's Jim Halsey Agency, has announced four acts to appear on the annual Country Festival portion of his annual week of talent showcases. The international acts will include Capitol country artist Colleen Peterson of Canada, recently named Canada's country female Entertainer of the Year; Lynch And Larson, country duo from Great Britain, Bryan Chalker, country artist on Anchor Records in Great Britain, and El Condor Pass, a Latin folk group from Mexico City. The Halsey event is scheduled September 9-12.

The LeBlanc-Carr Band, headed by veteran sessionmen Lenny LeBlanc and Pete Carr, made their debut performance September 3 at Nashville's on-the-lake outdoor venue, Hermitage Landing.

Capitol recording artist Steve Fromholts, who had a choice role in the Warner Bros. summer blockbuster movie "Outlaw Blues," has now landed the lead in a new movie, "The Resurrection Of Texas J. Briscoe," to begin filming September 12 in Austin.

Faron Young & The Country Deputies have filmed three major television shows in the last three months, including "Pig Goes To The Country," "Good Old Nashville Music," and the New Marty Robbins show. Starting in September, Faron & The Country Deputies will be working with the Merle Haggard show through dates in Canada.

At the "Take It To The People" seminar in San Diego August 15-19 Joe Petrone, director of promotions for Capitol Records, announced that Dr. Hook was the label's No. 1 international act. Dr. Hook performed for the seminar with lead singers Dennis Locorriere and Ray Sawyer emceeing the show.

Jerry Clower, Jim Ed Brown and Helen Cornelius and Wendy Holcombe will be in Hot Springs, Arkansas over Labor Day weekend for the next taping of Nashville On The Road, taped on location in various cities around the country. The show is currently seen in 130 markets.

MOST ADDED COUNTRY SINGLES

1. **ONCE IN A LIFETIME THING** — JOHN WESLEY RYLES — ABC/Dot
   WRCP, WIRE, KNEW, WDEE, WIVK, WAME, GDKA, WTSO, WUWE, KCUB.

2. **LOVE IS JUST A GAME** — LARRY GATLIN (WITH FAMILY & FRIENDS) — MONUMENT
   KLAK, WKDA, KFOX, KMPS, WAME,KWOL, WNSR, KGMD, WBAM, WTSO, KGMR.

3. **SHAME ON ME** — DONNA FARGO — WARNER BROS.
   WKDA, WNRS, KFOX, KNUI, KEBG, WNN, KHMY, KDJW, WXCL.

4. **A WORKING MAN CAN'T GET NOWHERE TODAY** — MERLE HAGGARD — CAPITOL
   KFOX, KYAO, KCKC, KFDI, WXOL, WNSR, WINN, KLLK, KHEY.

5. **THE KING IS GONE** — RONNIE McDOWELL — SCORPIO/GRT
   WWOK, WUNI, WIL, KRAK, WBME, WVOJ, KHEY, KNUI, KXLR.

6. **LITTLE OLE DIME** — JIM REEVES — RCA
   KNEW, KLAK, WIRE, KGDA, WUBE, KUZZ, WBAP, KRMDS, WWVA.

MOST ACTIVE COUNTRY SINGLES

1. **DAYTIME FRIENDS** — KENNY ROGERS — UA

2. **IT'S ALL IN THE GAME** — TOM T. HALL — MERCURY

3. **I GOT THE HOSS** — MEL TILLIS — MCA

Cash Box/September 10, 1977
CHARLEY PRIDE (RCA PB-11086)
More To Me (2:43) (Pl-Gem Music — BMI) (Ben Peters)
Another sure chart record for Pride. This single offers not only that distinctive Charley Pride sound, but also has some good female vocalizing support.

TOM BRESH (ABC-Dot DO-17720)
That Old Cold Shoulder (2:36) (Tree Pub. — BMI) (Sterling Wipple)
Clear, smooth delivery and very good production by Jimmy Bowen bring the talents of Tom Bresh into focus. The even-tempo melody makes it easy to follow and a sure chart contender.

JANIE FRICKE (Columbia 3-10605)
Janie’s first solo outing will not disappoint country radio and will probably astound many programmers. She clearly exhibits the versatility and range of a major talent.

LEON EVERETTE (True T-107)
Goodbye King Of Rock 'N Roll (1:50) (Tackhammer Music — BMI/Sing MeMusic — ASCAP) (Limmerman/L. Brown)
One of the best of the tribute-to-Elvis songs that have surfaced recently. Done in a professional manner with good lyrics.

Additional Releases

SAMMI SMITH (Elektra E-45429)
Days That End In "Y" (2:47) (Deb Dave Music — BMI) (Even Stevens/Jim Malloy)

ROGER MILLER (Windsong JH-11072)
Baby Me Baby (2:15) (Roger Miller Music — BMI) (Roger Miller)

SHERRI JERRICO (Gusto/Starday SD 164)
Thanks For Leaving, Lucille (3:14) (Power Play — BMI) (Jim Warford/Jerry Hale)

CHARLY MCCAIN (Epic 8-50436)

C.W. MCCALL (Polydor PD 14420)
Roses For Mama (5:24) (Chappell Music — ASCAP) (Johnny Wilson/Gene Dobbins/-Wayne Sharpe)

JOEL SONNIE (Mercury S5502)
Cajun Born (2:42) (Wall To Wall Music/Great Foreign Songs — ASCAP) (Joel Sonnie/Kermit Goell)

Recent Country Artist Signings

CAPRICORN SIGNING — Singer-songwriter Delbert McClinton has signed a recording contract with Capricorn Records, announced Don Schmittleter, vice president and general manager. A native Texan, McClinton has toured with legendary bluesmen Howlin' Wolf, Lightnin' Hopkins and Jimmy Reed. He will begin recording his first album for the label in the next few months, with a scheduled release in early 1978. Pictured above are (l-r): Don Light, McClinton’s manager; McClinton; Phil Walden, president of Capricorn Records; and Schmittleter.

GURLEY SIGNS WITH ABC/DOT — Singer Randy Gurley has signed a recording contract with ABC/Dot Records, according to a recent announcement by label president Jim Fogelsong. In the above photo, Randy demonstrates that she has things firmly in hand as David Van Cronkite, left, her manager; Harold Bradley, center, veteran Nashville session guitarist, and Fogelsong can attest. Randy joins Barbara Mandrell as the second female artist on the Dot roster.

PLAYBOY SIGNS LITTLE DAVID — Little David Wilkins (seated) has signed an exclusive contract with Playboy Records. The announcement was made during a recent showcase staged at Nashville’s Harmony House. On hand for the signing were (l-r): Rick Blackburn, vice president of marketing, CBS Records, Nashville; Lamar Fike, Wilkins’ manager; Tom Takayoshi, president of Playboy Records; Loy Wunsch, national director, Epic sales & promotion, CBS Records, Nashville; Eddie Kilroy, vice president of Playboy Records; Nick Hunter, national country promotion director of Playboy Records; Gene Ferguson, director of artist development, CBS Records; Jimmy Tillmon, pres. (“Hint Of Life Plus Fifty”-Music; Ron Peterson, president of Nashville Songwriter’s Ass.; Frank Knapp, exclusive writer for Tree International; Jim Sharp, Cash Box director of Nashville operations; and Jack Stapp, officer and chairman of the board, Tree International.

LINDA RONSTADT — Simple Dreams — Elektra 6E-104 — Producer: Peter Asher — List: 7.98
Linda Ronstadt’s new album engages the intellect as well as the emotions with a far-flung, unconventional selection of material ranging from the blatantly commercial (“It’s So Easy”) to traditional country (“I’ll Never Marry”) to raunchy rock (“Tumblin’ Dice”) to cryptic, unfounded material (“Simple Man, Simple Dream”). Several songs dealing openly with topics like heroin use and rape are stoutly lyrically for country programming, but radio stations should find “I’ll Never Marry,” with harmony by Dolly Parton, irresistible.

With Jerry Reed upward bound on the charts with “East Bound And Down,” this album packs an added punch to the considerable publicity on the movie itself as well as catchy cover design. Features several good be-bopping-around-in-your-socks instrumentals arranged by Bill Justis, who has a special gift for naming his instrumentals (“March Of The Rednecks,” “Hot Pants Fuzz Parade”) that include licks, some Memphis boogie, and whiffs of disco.

BARBARA FAIRCHILD — Free and Easy — Columbia 34868 — Producer: Billy Sherrill — List: 6.98
Since “Teddy Bear” days, Barbara Fairchild has failed to maintain the level of success her strong vocal talents deserve. Several cuts on this album, however, distinguished by strong song selection and Billy Sherrill’s incise production, showcase her talent at bringing out the sensitive side of a song. “When the Morning Comes,” penned by one of Nashville’s most creative and poetic lyricists, Pat Bunch, and Pail Tills, daughter of Mel, is a romantic stunner.

TOMMY ROE — Full Bloom — Monument MG 7614 — Producer: Fred Foster (Chips Moman) — List: 6.98
“Working Class Hero” careens off this album as a potential across-the-categories smash, with very strong lyric appeal to country listeners as well as a sing-along production that pulls you in instantly. The album itself, Roe’s first in about a year and a half, is basically pop-oriented, but country fans will be familiar with Roe from his ’60s hits like “Sheila.” Apparently the singer has been spending the hiatus between albums writing, and has come up with some catchy numbers.

CBS COUNTRY SHOWCASE — Three recently signed CBS recording acts — Eddie Midnight, Cleveland International and R.C. Bannon and the Silver City Band — were showcased recently at the Exit’n in Nashville. Pictured (l-r) are: Larry Rogers, Silver City Band producer; Jerry Putte, Billy Sherrill, vice president of AAR, CBS Records, Nashville; Joe Casey, national director of promotion for Columbia Records, Nashville; Frances Preston, vice president of BMI; Nashville; Rick Blackburn, vice president of marketing for CBS Records, Nashville; Billy Bryant, band; BMI; Middleton; Gene Rouss of The Silver City Band, Sherrill Parks of The Silver City Band; Bill Catino of Cleveland International Records; Les Acre of WKDA radio; Robert “Train Wreck” Morris of The Silver City Band and Don Singleton of The Silver City Band.

Cash Box/September 10, 1977
Ted Nugent/Lynyrd Skynyrd
Foreigner/REO Speedwagon
Rex

ANAHEIM STADIUM — When the motor city madman took his turn at bat at Angel Stadium, the 57,000 frenzied fans erupted in clamorous response. Ted Nugent's electric elixir, as his no-nonsense opening tune promised, was indeed "Just What The Doctor Ordered."

Terrible Ted and his heavy metal all-stars blasted his amplified hits to the sun-baked stands and beyond, in a high-potency set of non-stop and easy rock and roll that shook the assembled and made Anaheim the epicenter of the outdoor concert season's last pre-planned earthquake. It was entirely fitting that Nugent, sharing top billing with Skynyrd, went on before the southern gentlemen because Ted's an-reveling rockers destroyed mightily any leftover lethargy in the crowd, infusing the masses with a dose of sheer energy as the sun set in the west.

Under a spectacular full moon, Lynyrd Skynyrd took the stage, rolling out a tough but touching tribute to their MCA backer, who helped bring them from Jackson-ville obscurity to national popularity. Ted's no doubt aced the job, and he led into Skynyrd's hot-pickin' guitars and Ronnie Van Zandt's snarling vocals never missed a step as they took the crowd through a steadily building show that was a precisely crafted success. As a mark of their confidence, and to the surprise of their MCA publicists, Skynyrd even showcased two new songs from a forthcoming album, openly defiant of the hazardous challenge of an outdoor sound system that invariablydistorts rock and bands. But as lights bathed the crowd for the final encore, Skynyrd pulled out all the stops for "Free Bird," their soaring closer with a crashing crescendo that sent the crowd away smiling.

Third-billed Foreigner, whose Greek Theatre performance was reviewed in the August 27 issue, gave an even better accounting of themselves than in their premier L.A. performance. Harmonies were right on the mark this time out, and Foreigner's strong material seems destined to just get better as this talented band continues to dazzle the unsuspecting.

For the first time in roughly three years, Los Angeles had a chance to hear REO Speedwagon, whose midwest popularity has yet to be matched with equal enthusiasm on both coasts. One has to wonder why, since REO is a hard-working crew blessed with a powerful lead vocalist in Kevin Cronin and a red-hot guitar trio led by Gary Richrath. Hopefully, the enthusiastic reception they received here, which seemed to surprise the band as much as the audience, will encourage the promoters to give the sophisticated city slickers on the country's borders more respect and offers to pay their respects to a great band from the nation's heart.

Rex opened the show with a very credible debut performance in front of a skeptic-al and restless crowd which had no idea what to expect from the newcomers. Though their set may have suffered from the crossing with the material Rex more than held their own with a hard rock set of introductory covers that drew a hearty response from the audience.

chuck comstock

SCAGGS & SON AT THE GREEK — Boz Scaggs included his upcoming single "Heart of Times" in his recent six-night stand at the Greek Theatre in Los Angeles, as well as three other songs from his new Columbia Records' projects ("A-1" and "The Ki), Scaggs himself shows more than hints of his mentor's material with the material Rex more than held their own with a hard rock set of introductory covers that drew a hearty response from the audience.

chuck comstock

Carole King/Navarro

GREEK THEATRE, L.A.—It probably would be more meaningful to understand the state of music had not the Carole King influence so shaped the medium. For 20 years, her fans have been conditioned to expect excellence, to be reassured by every number, to count on concentration and musical priorities. There is no longer any question that she can move from the mainstream to the mainstream with equal dignity.

Jeffrey weber

Neil Sedaka/England Dan & John Ford Coley

UNIVERSAL AMPHITHEATRE, LOS ANGELES — With almost 20 years of the music business under his belt, Neil Sedaka has begun yet another chapter in his life. Following the release of his debut album for Elektra Records, "A Song," Sedaka is on the road and, happily, still one of the hottest performers around.

The lovely thing about Sedaka is that even when he frolics through his older hits such as "Oh, My Papa," "Stupid Cupid" and "Sweet 16," everyone knows the songs. No matter how much time has passed, his music seems to stand firmly on its own.

The performance was a musical history lesson for Sedaka's fans. The first set consisted of the man, his piano and a good mixture of his early songs. This included a very, exaggerated version of the first in the 1960s to make it big, "Mr. Market." His collaborator Howard Greenfield ever wrote. It ended with what was at one point in time supposed to be their final song together, aptly titled "Our Last Song Together."

All of a sudden in a burst of light and sound, the band (which included the wind- ing wizardry of Jim Horn) was on stage. The entire crowd rose to their feet as they sang "Two's Company, One's A Crowd Together" and progressed through a selec-tion of some of today's best pop music. It was a much-needed show that made you put that extra effort to see over the shoulder of that tall person who always seems to sit in front of you.

Opening the show were England Dan & John Ford Coley. Often, in the past, their material would have been considered too文艺ish by the standards of the day. But this has tended to become monotonous, but these days they seem to have put more bite into their presentation. As the audience clapped with familiar favorites like "I'Really Love To See You Tonight" and "Nights Are Forever," and sung along with material such as "South Black & Roll numbers."

The more aggressive change in their format is to be commended.

patricia thomas
Top Spiritual Albums

1. LOVE ALIVE, WALTER HAWKINS & THE LOVE CENTER CHOIR (Light 5705) (Word)
2. FIRST LADY SHIRLEY CAESAR (Roadshow RS 7409) (Lula)
3. JESUS CHRIST IS THE WAY WALTER HAWKINS (Light 5705) (Word)
4. WHEN I GET HOME ANGELIC CHOIR (Stevy Sy 1445) (Artisom)
5. LIVE AT CARNegie HALL JAMES CLEVELAND (Stevy 7104) (Artisom)
7. JAMES CLEVELAND PRESENTS THE RUTH SCOFIELD EDITION (Stevy 14445) (Artisom)
8. FROM AUGUSTA WITH LOVE THE SWANEE QUINTET (Cread 3077) (Nashboro)
9. GOD'S GOODNESS WILLIE BANKS & THE MESSENGERS (HSE 1478)
10. GOTTA FIND A BETTER HOME THE ANGELIC GOSPEL SINGERS (Nashboro 7178)
11. LIVING LITE DIXIE HUMMINGSBIRDS (Stevy Sy 14407) (Artisom)
12. THE LORD IS MY LIFE JAMES CLEVELAND WITH THE GREATER METROPOLITAN CHURCH OF CHRIST CHOIR (Stevy 14425) (Artisom)
13. NOW AND FOREVER THE PILGRIM JUBILEE SINGERS (Nashboro 7181)
14. RIDE THE SHIP TO ZION THE GOSPEL KEYNOTES (Knobby 7172)
15. TAKING GOSPEL HIGHER THE SENSATIONAL WILLIAMS BROTHERS (Stevy Sy 14406) (Artisom)
16. WONDERFUL EDWIN HAWKINS & THE EDWIN HAWKINS SINGERS (Artisom BIS 4005)
17. THIS IS ANOTHER DAY ANDRAE CROUCH & THE DISCIPLES (Light 5563) (Word)
18. JOY REV. MILTON BRUNSON & THE THOMPSON COMMUNITY CHOIR (Cread 3078) (Nashboro)
19. SEE YOU IN THE RAPTURE THE SENSATIONAL NIGHTINGALES (Peacock 5227) (A&R)
20. TESSIE HILL (Peacock PLP 59222) (ABC)

Top Inspirational Albums

1. HOME WHERE I BELONG B.J. THOMAS (Myrrh 4257) (Word)
2. GENTLE MOMENTS EVIE TOUNIOUIST (Word/WST 8714)
3. MIRROR EVIE TOUNIOUIST (Word/WST 8735)
4. LADY REBA (Greenway 1K30)
5. ALLELUIA BILL GAITHER TRIO (Impact R 3408)
6. PRAISE BE TO JESUS BILL GAITHER TRIO (Impact R 3408)
7. NEW YEAR'S DAY JOHN HAYEL ALLDO (Impact 1010)
8. FOR HIM WHO HAS EARS TO HEAR KEITH GREEN (Impact R 3407)
9. HAVE YOU HEARD BARRY MC KEE (Impact R 7013)
10. CHRIST IS MY SUNSHINE JIMMIE DAVIS (Cread 2793)
11. SPIRITFEST THE DOWNS (Impact R 3431)
12. THIS IS ANOTHER DAY ANDRAE CROUCH & THE DISCIPLES (Light 5563) (Word)
13. BIRTHPLACE THE DOWNS (Impact R 3431)
14. BEST OF ANDRAE CROUCH (Light 5678) (Word)
15. THE WORD KENNETH COPeland (Kenneth Copeland Productions KCP 1003)
16. SONGS OF THE SOUTH PATTER (Myrrh/WST 6566) (Word)
17. RAMBO COUNTRY THE RAMBOS (Heatlwo R 3429)
18. THEN AND NOW THE CATHEDRAL QUARTET (Cread 9907)
19. PRAISE II MARANATHA SINGERS (Harperstar HS 706)

CBN Activates 24 Hour Religious Programming Via Cable Television

PORTSMOUTH, VA. — The Christian Broadcasting Network has originated what it claims is the first 24-hour-a-day religious television network. The signal originates from a satellite uplink, permitting coast-to-coast delivery via CBA's Satcom II satellite. According to preliminary reports, 40 percent of all religious programming is devoted to classical music.

Announcement of the Christian programming service to the nation's cable systems was made by Stanley Ditchfield, director of marketing for CBN, at the 17th annual convention of the Southern Cable Television Association in Atlanta. According to Ditchfield, the new service is the result of two years of development.

On Jazz

ed at Smith's own club in California.

Blues veteran Albert King has signed with Tomato.

Eddie Bonnemere, Paul Knopp and Hilton Ruiz are among those scheduled to plug Jazz Vespers during September at St. Peter's Church in New York.

News has it that Catalyst Records has been sold but we have no firm details as yet. Still, the label is out with four new releases, including albums by Helen Merrill, ("Autumn Love") and Charlie Mariano ("Reflection").

Columbia is gearing up for another massive jazz campaign set to kick off next month with more than 20 albums included. Apart from the contemporary masters series mentioned earlier, there will be new releases from many of the CBS heavyweights, including Dexter Gordon, Stan Getz, Freddie Hubbard, Maynard Ferguson, Hubert Laws, Billy Cobham, Steve Kuhn and the VSOP live recording. Also scheduled is the first volume of the Montreux Summit meeting, which features many of these artists in jam session settings.

Crouch's Gospel Draws Premier Of Bahamas

LOS ANGELES — Gospel group Andrae Crouch And The Disciples were honored during a recent concert in the Bahamas by President of Prime Minister Lyndon D. Pindling, who greeted Crouch after the show and invited him to return to the islands soon.

Mississippi Salutes Recording Industry

LOS ANGELES — The governor of Mississippi has invited a number of record industry executives to take part in a March 20 celebration in Jackson, Mississippi, as part of the state's efforts to attract the industry. The event will take place in conjunction with the Mississippi Film Commission, which will announce the sale of the industry executives to the state.

Classical Clips

(reprinted from page 10)

The famed Bosendorfer piano will be on display Friday nights during a free admission "In Concert" series at Jack Kahn Piano's, located on 158 West 55th St. in New York. The series runs September 23—January 27 and features solo performances by pianists such as Stephanie Brown, Daniel Epstein, Steven Lubin and Joseph Vila.

Odds 'N Ends — Maestro Kazuyoshi Akiyama will give up his current position as music director of the American Symphony Orchestra at the end of the 1977-78 season. However, Akiyama will remain with the orchestra as its principal guest conductor for the 1978-79 season. Charles paikert

NEW LAWRENCE LP — Gospel singer Carol Lawrence's latest LP on Word Records, "Tell All The World About Love," contains a song which features a number of children as backup vocalists. Lawrence, who is scheduled to appear on the Jerry Lewis Telethon September 4, is pictured here in the studio.

ABC Promotes Carter To Gospel A&R Post

LOS ANGELES — Sonny Carter has been named director of gospel A&R for ABC Records. Carter, who will continue his responsibilities as singles coordinator for the A&R department, has been with the label for five years.

On Jazz

Ed at Smith's own club in California.

Blues veteran Albert King has signed with Tomato.

Eddie Bonnemere, Paul Knopp and Hilton Ruiz are among those scheduled to plug Jazz Vespers during September at St. Peter's Church in New York.

News has it that Catalyst Records has been sold but we have no firm details as yet. Still, the label is out with four new releases, including albums by Helen Merrill, ("Autumn Love") and Charlie Mariano ("Reflection").

Columbia is gearing up for another massive jazz campaign set to kick off next month with more than 20 albums included. Apart from the contemporary masters series mentioned earlier, there will be new releases from many of the CBS heavyweights, including Dexter Gordon, Stan Getz, Freddie Hubbard, Maynard Ferguson, Hubert Laws, Billy Cobham, Steve Kuhn and the VSOP live recording. Also scheduled is the first volume of the Montreux Summit meeting, which features many of these artists in jam session settings.

Bob Porter
Gottlieb Appoints C. Marshall Caras To Vice President Of Marketing Post

CHICAGO — Judd A. Weinberg, president of D. Gottlieb & Co., a Columbia Pictures Industries Company, announced the appointment of C. Marshall Caras as vice president of marketing for the company. Alvin J. Gottlieb, executive vice president of the firm, commented that "Marshall's 20 years experience in various phases of our industry will add new depth and direction to Gottlieb's marketing program. His deep concern for the integrity of the manufacturer-distributor-operator chain, as well as the public's image of our business, is very much in line with the Gottlieb concept."

Caras was associated with Rowe Industries for many years and most recently served as director of marketing for Atari of Sunnyvale, California. On joining the Gottlieb organization, Caras stated, "Having operated a Gottlieb distributorship for several years, this move is akin to a homecoming for me, and couldn't be happier." He added, "It is a most opportune time for me to join Gottlieb. Presenting their lineup of new products this fall holds promise of being one of the most exciting periods in the history of pinball."

Unique Singles Promotion Is Aimed Directly At The Jukebox Operators

CHICAGO — A special operator-geared promotion has been initiated by Friends II, a one-stop and rack jobbing establishment based in Wichita, Kansas. The project was launched in conjunction with the opening of a second Wichita outlet, the Friends II Singles One-Stop, which is being stocked exclusively with singles product. Mike Morris, president of the operation, said he will direct his entire merchandising campaign to the jukebox operator and the initial volume of singles in the new store will reflect top 20 material of the past 20 years.

"We are using the Top 20 tunes in a speculative sense," he said, "to help us determine exactly what operators will buy. Their orders will ultimately decide our inventory." Morris said he intends to employ a direct person-to-person approach in selling to the operator, which will also open the door for programming suggestions and an exchange of ideas for merchandising jukeboxes on location. He feels that one-stops should concentrate more heavily on personal contact with operators.

The merchandising effort will be directed exclusively to the Friends II marketing region, which includes the states of Kansas, Oklahoma, Arkansas, Missouri, Nebraska, Iowa and Colorado.

Williams Deliver New Two-Player Pingame With Western Motif, 'Rancho'

CHICAGO — A very appealing new two-player pinball machine called "Rancho" is currently in production at the Williams Electronics, Inc factory. The design and cosmetics of the game are characteristic of a western setting, in subdued but attractive illustrations and color. The playfield features, on the other hand, are explosive with action to capture the interest of the player.

Rancho has a build-up scoring and advancing bonus capability coupled with a realistic drop target sequence. Other features include spinner lane with top eject pocket, kick-out scoring lane with back to the top action; and numerous additional skill-inducing attractions. Players can try for extra ball and score special by activating the letters R-A-N-C-H-O. The

The Jukebox Programmer

Top New Pop Singles
1 SIGNED, SEALED DELIVERED PETER FRAMPTON (A&M 1972)
2 CAT SCRATCH FEVER TED NUGENT (Epic 8-50425)
3 THAT'S ROCK AND ROLL SHAUN CASSIDY (Curti 8429)
4 YOU LIGHT UP MY LIFE DEBBIE DEBROU (Curti 8446)
5 KEEP IT COMIN' LOVE KC AND THE SUNSHINE BAND (TF 1029)
6 SHE DID IT ERIC CARMEN (Arista AS 0266)
7 JINGLE LOVE STRINGS BEACH BAND (Curb/7446)
8 I WOULDN'T WANT TO BE LIKE YOU ALAN PARSONS (Arista AS 0266)
9 STAR WARS THEME MEKO (Millennium/Casablanca 604)

Top New Country Singles
1 HE'AIN'T YOU LYNN ANDERSON (Columbia 3-10597)
2 Y'ALL COME BACK SALOON OAK RIDGE BOYS (ABC/Def 77110)
3 DAYTIME FRIENDS KENNY ROGERS (War 74421)
4 I LOVE YOU A THOUSAND WAYS WILLIE NELSON (Columbia 3-10584)
5 PUT EM ALL TOGETHER AND I'D HAVE YOU GEORGE JONES (Curti 8423)
6 SHAME SHAME ON ME KENNY DALE (Capitol 4457)
7 HOLD ME BARBARA MANDRELL (ABC/Def 7710)
8 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA FB 10376)
9 DON'T MAKE MY BROWN EYES BLUE CRYSTAL GAYLE (UA UK 1016)
10 RAMBLIN' FEVER MERLE HAGGARD (MCA 40743)

Top New R&B Singles
1 BRICK HOUSE COMMODORES (Motown 14250)
2 DANCE YOUR DANCE ROSE ROYCE (WHI 8422)
3 IT'S EASY WHEN YOU LAY DOWN NEXT TO ME BARRY WHITE (20th Century TC-2305)
4 THE WHOLE TOWN IS LAUGHING TEDDY PENDERGRASS (Phil. Intl./CBS 3633)
5 DUSIC BRICK (War 7334)
6 KEEP IT COMIN' LOVE KC AND THE SUNSHINE BAND (TF 1023)
7 STAR IN THE GHETTO BERNIE & BAND WHITE BAND (Atlantic 3427)
8 WORK ON ME THEH GREGORY ISAAC (Phil. Intl./CBS 3631)
9 SHAKE IT WELL THE DRAMATICS (ABC 1299)
10 IF IT DON'T FIT DON'T FORCE IT KELLEE PATTERSON (Shady Brook 1041)

Top New MOR Singles
1 CIRCLES THE CAPTAIN AND TENNILLE (A&M 1970)
2 NOBODY DOES IT BETTER CARLY SIMON (Elektra 65413)
3 DON'T WORRY BABY B.J. THOMAS (MCA 40736)
4 THE REAL THING SERGIO MENDES AND THE NEW BRASIL 77 (Elektra 454 16)
5 LOOK WHAT YOU'VE DONE MC-Co & DAVIS (ABC 12998)

Cash Box/September 10, 1977
CALIFORNIA CLIPPINGS

Project Support Engineering is currently testing a new video shooting game based on the once popular television series "Bat Patrol." Test reports should be in soon, according to Satish Bhutani, vice president of marketing, and "Desert Patrol" will begin shipping around the end of September. Bhutani added that the forerunner of this new machine gun shooting game is immensely popular. "Desert Patrol" has been on location for going strong one year after its introduction. In addition, he said that PSE will unveil four new games in its nine booths at the upcoming AMOA show in Chicago.

Atari recently promoted M.C. Marshall, vice president and director of marketing, to accept a position as vice president of marketing at D. Gottlieb & Co. A veteran of over 20 years in the coin-operated game industry, Caras joined Atari earlier this year where he was responsible for the purchasing and sales in the Western division. Previously, he was general manager of Rowe International in Dedham, Mass.

Circle International's Don Edwards reports that the distribs has just received its order of Williams' "Bally Pinball Machine," "Rancho," and is looking forward to the arrival of Playmatic's "Rico" four-player. He added that Circle will host a premier showing of Seeburg's new STD 4 160-selection phonograph in Los Angeles September 8 and 9, followed by premiers in San Diego (12), Bakersfield (15) and Phoenix, Arizona (21). The showings will include a buffet lunch and a drawing for valuable door prizes.

EASTERN FLASHES

Bob Catlin of Rowe-A-Banky is back in his office following a road trip which took him through the north country and into the Lake Placid area where preparations are well underway for the 1980 World Olympics. At home base, sales of Rowe phonos are up, as Bob noted, and the distribs doing heavy business with the Rowe model 530 Seville vending machine. New equipment wise, the supplier included one Seeburgs "Starship I" and "Meadows Lanes." Latter game, he said, should gain added momentum as the bowling season starts....Although Pat Blotta (Blittia Dist.-Newark) will be unable to attend the Wurlitzer international distribution meeting and present the product showing, the distribs hopes to see his company's machines when his dad (Jim) makes the trip to represent the firm. Both are looking forward to seeing the new Wurlitzer phonio line and Pat happily added that music sales are continuing on the rise. He said he's attending the delivery of a shipment of Playmatic's "Carnival" 2-player pin and a sample of "Meadows Lanes" machines gained from England by Universe Affiliated Int'l., has been developing into a strong seller in the U.S. according to Universe prexy Barry Feinblatt. He said a recent test installation in Calif. and Ohio and Iowa and Texas, and this machine's been a longtime favorite in the European market and is obviously catching on here as well....Al Kress and his family were off to Lake George last week for vacation and Al departed with a wide grin. "Our business is definitely improving. He said the summer months are a string of the past and with such new equipment as the Atari's "Starship I" and the electronic pins, business should continue its upward trend.

Seeburg To Sell Products Division

CHICAGO — Seeburg Industries, Inc. announced that it has reached an agreement, in principle, to sell the business and certain assets of its Chicago-based Products Division, which manufactures coin-operated phonographs and post-mix vending equipment. The purchaser is a company to be organized by a group of individuals not associated with Seeburg distribution. Under terms of the agreement, the group would acquire approximately $7.3 million of Products Division assets for cash, notes and the assumption of current liabilities.

Louis J. Nicastro, chairman, said Seeburg retained ownership of the Products Division's Chicago plant together with its machinery and equipment, all of which would be leased to the purchaser. The transaction is subject to the execution of definitive agreements and ratification by the Seeburg board of directors.

Seeburg will continue, through its Choice Vend, Williams Electronics, Qualitone, King Musical Instrument & Entertainment Division, to manufacture and market bottle- and can-vending machines, coin-operated amusement games, hearing aids and musically related products, and operate a theater-in-the-round.

Ocean City, Maryland operator Jim Mathis is back in the news for his energetic promotional efforts in behalf of the pinball machine and his own establishment, Jim's Place Amusement, which he and his brother, Jeff, have been operating since the death of their father. Last year, Jim conceived the idea for a pinball marathon, and with the cooperation of Jeff and Bally's Tom Nieman, put it over very successfully according to Guinness World Book of Records rules. Result was a world's record of 83 hours and 33 minutes of continuous play, set by Steve Zable of Ocean City. Machine used was the Bally "Capt. Fantastic," and Nieman is president of Bally's Tom Nieman, Inc. But this year the event was moved to Ventnor, N.J., played by a Bally "Evel Knievel" machine for 93 continuous hours at Steel Pier. Determined to recapture the record and further embellish the publicity sensation to commemorate the new establishment for the community, Jim arranged a benefit marathon — the United Cerebral Palsy World's Championship Pinball Marathon. Event was kicked off by the mayor and an entourage of community leaders and backed up by widespread local and network publicity. Six individuals competed, including Bruce Cordella and Steve Zable, and on August 21, according to Jim, a new record of 98 continuous hours of play was established by Steve Zable, on the same machine he used to capture the 76 title — Bally's "Capt. Fantastic." One cannot help but observe that the name of the record-breaking might change, but the logo on the machine remains the same — and it's spelled Bally.

PRODUCTION HAS RESUMED AT Williams Electronics Inc., following the annual summer vacation shutdown — and fresh off the assembly line is the firm's latest 2-player pinball game called "Rancho." Sales chief Bill DeSelm said samples have been shipped and quantity orders are now being delivered to the trade.

STERN ELECTRONICS, INC. is very close to introducing its first electronic pinball machine — and that's the word from director of marketing Steve Kaufman. Until then, however, the factory will concentrate on producing the popular "Pinball" 4-player.

MOVING RIGHT ALONG, and continuing the emphasis on pinball machines, Fred Skor of World Wide Dist. helps praise on the Williams "Big Deal" 4-player, which has been an extremely successful seller for him. Ops love it, he said, and are continuously commenting about its "great quality control," "super earnings power," and so forth. Next up from Williams is the "Rancho" 2-player — and Fred's looking forward to delivery.

WHEN WE SPOKE WITH Bally's Tom Nieman last week, he was enroute to the west coast to supervise the taping of an upcoming NBC telecast "U.S. vs. The World," a vehicle designed to introduce the Gravity Challenge of the Sixes, with a special segment on pinball. Bally will provide a special replica pinball machine for the show, and "We are confident it will be the biggest game Bally will ever make," to quote Tom. Show will be taped at UCLA and viewing date is September 7. Be sure to tune in.

1977 State Association Calendar


Oct 8-9: Con. Oper. Industries of Nebraska annual mtg.; Ramada Inn Central, Omaha, Neb.

Stan Jarocki Appointed At Midway Mfg. As New Vice President Of Sales

CHICAGO — Stan Jarocki, formerly vice president of sales for Electra Games, Inc., has joined Midway Manufacturing Co. in the newly created post of director of sales. Jarocki will work in liaison with Midway's director of sales, Larry Berke. Both gentlemen are prominently known and highly regarded for their respective experience and their combined talents will provide an added thrust in the national marketplace.

Jarocki's background in marketing was nurtured during his lengthy tenure with Seeburg, where he was instrumental in launching the company's major marketing efforts. A good portion of his 27 years in the business were spent with that company. Midway is currently producing the "Desert Gun" and "Guided Missile" video amusement machines. The company recently expanded its facilities in Franklin Park, Illinois with the acquisition of an additional building occupying some 144,000 square feet, to more than double the former space.

Sayers Promoted To Sales Rep. At Atari

SUNNYVALE, CA — Lenore Sayers has been promoted to sales representative at Atari, according to Bill Sayers, national sales manager.

In his new position, Sayers will be responsible for product sales and support activities in the firm's coin-op division. He will also be traveling to meet with Atari distributors in order to further maintain effective communication with customers.

Sayers is currently working for Kee games approximately four years ago. She has this last three years helping to develop sales order processing system for Atari.

Commenting on the promotion, Baloulz said, "Lenore has gained the respect of our distributors and others in the industry.

NSM Service School Set For C.A. Robinson & Co.

CHICAGO — A service school on the current Lowen NSM phonograph line will be held at C.A. Robinson facilities in Los Angeles sometime after the Labor Day holiday, according to an announcement from Lowen's U.S. marketing director Bert Davidson.

The session will be conducted by factory engineer Willy Marchand and will focus exclusively on the concept technology developed by the German-based company and widely acclaimed in the United States. The recently introduced NSM Prestige E, 160-selection, will be used during the presentation.

In another area of interest in the new solid-state phonograph, we expect the school to attract a very large attendance said Davidson, who hopes to personally attend the session.

As Davidson further noted, he recently completed arrangements with Ed Carnegie, president of Electra Games, Inc., and is planning an acquisition and production of a new solid-state phonograph, the NSM Prestige E, 160-selection, to be built by Electra. The two companies are looking forward to working with the new game and are currently planning additional models.

Sayers Promoted To Sales Rep. At Atari

SUNNYVALE, CA — Lenore Sayers has been promoted to sales representative at Atari, according to Bill Sayers, national sales manager.

In his new position, Sayers will be responsible for product sales and support activities in the firm's coin-op division. He will also be traveling to meet with Atari distributors in order to further maintain effective communication with customers.

Sayers is currently working for Kee games approximately four years ago. She has this last three years helping to develop sales order processing system for Atari.

Commenting on the promotion, Baloulz said, "Lenore has gained the respect of our distributors and others in the industry.

COP YR I G H T E N T I O N A L M E E T I N G — Subsequent to a recent meeting with BMI officials for the purpose of discussing the implementation of the Copyright Law of 1976, BMI's Government Relations Committee, together with representatives of the American phonograph manufacturers met with representatives of ASCAP and SESAC, the performance rights organizations, at the Office of the House Judiciary on Wednesday, August 10. In attendance were, seated (l-r): William Adair, vice president, vending & phonos sales, Seeburg; Bernard Korman, general counsel, ASCAP; Albert F. Ciancimino, vice president & counsel, SESAC; Nicholas E. Allen, AMOA counsel; Michael Jarocki, counselor to the phonograph manufacturers; Gerald G. Barrett, Sr., AMOA president. Shown standing are (l-r): James L. Cleary, national sales manager, ASCAP; Fred Koeningsberg, attorney, ASCAP; Edward G. Duris, executive vice president, Rock-Dia, Robert E. Niem, AMOA treasurer, Ted Nichols, AMOA past president; Wayne E. Hesch, AMOA corporate secretary, Don Van Brackel, AMOA first vice president; Mike Giblin, director, parts & special services, Rowe; Harold J. Fitzgerald, midwest director, SESAC; John R. Trucano, AMOA past president; and Fred Grammer, AMOA executive vice president.

A Full Line of Coin Operated Recreational Tables from AMERICAN SHUFFLEBOARD NEW JERSEY The House That Quality Built!
**CLASSIFIED ADVERTISERS PAGE**

**WEEDING OUT THE WEIRDOS!**

**CLASSIFIED AD RATE 25 CENTS PER WORD**

Count every word including all words in full name. Number of words address count as one word. Minimum ad acceptance is 25 cents.

**CLASSIFIED AD CHECK MUST ACCOMpany ALL ORDERS FOR CLASSIFIED ADVERTISEMENTS. (If cash or check is not enclosed with your classified advertisement, please include $0.25 fee.)**

**WEEDING OUT THE WEIRDOS!**

**LEGAL**

**If you need a lawyer, call LOR WERNER, Attorney at Law, 800-487-4027, 2229 N. Simms St., 1005

**LEGAL**

** Classified Ad Close WEDNESDAY**

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

**COIN MACHINES WANTED**


WANT: Chips, losses, gains, revenues, etc., with every week’s issue for a period of 12 months. No replies will be acknowledged.

WANT: Used trade magazines, newspapers, periodicals and classified ads. Includes coin-operated games, pool tables and jukeboxes.

**CLASSIFIED AD WANTED**

WANTED: Cash paid for late model used pins. Premium inets. Longvic, 21300 Chenove, France telex 350018.

FOR BINGO Control Motors, Belly 3791. FOR RECORD elements, C. A. THORP, 19436 Sunset Blvd., Hollywood, CA 90028.


**FOR SALE: WANTED:**

**CLASSIFIED AD WANTED**

**COIN MACHINES WANTED**

WANTED: wanted: used trade mags, books, catalogs, etc., with every week’s issue for a period of 12 months. We are in need of every word and every detail.

WANTED: used trade magazines, newspapers, periodicals and classified ads. Includes coin-operated games, pool tables and jukeboxes.

WANTED: Used trade magazines, newspapers, periodicals and classified ads. Includes coin-operated games, pool tables and jukeboxes. Send replies to: Classified Advertisers (Outside zones only), 3300 W. Sunset Blvd., Hollywood, CA 90028.

FOR BINGO Control Motors, Belly 3791. FOR RECORD elements, C. A. THORP, 19436 Sunset Blvd., Hollywood, CA 90028.


**FOR SALE: WANTED:**

**CLASSIFIED AD WANTED**

WANTED: used trade magazines, newspapers, periodicals and classified ads. Includes coin-operated games, pool tables and jukeboxes.

WANTED: Used trade magazines, newspapers, periodicals and classified ads. Includes coin-operated games, pool tables and jukeboxes. Send replies to: Classified Advertisers (Outside zones only), 3300 W. Sunset Blvd., Hollywood, CA 90028.

FOR BINGO Control Motors, Belly 3791. FOR RECORD elements, C. A. THORP, 19436 Sunset Blvd., Hollywood, CA 90028.

EAST COASTINGS/POINTS WEST

(continued from page 14)

POUNDS WEST — ELVIS LEGEND LIVES ON — The world of publishing has joined in the celebration of a legend who passed away far too young. His impact on Rock and Roll will not be forgotten in the annals of music history. Elvis Presley, the King of Rock and Roll, has been remembered in various forms of media. From books to sheet music, his influence continues to be felt. Elvis's legacy is celebrated through the publication of his music and stories of his life. The world will never be the same without him.

RUMOR MILL RETRACTS — Steve Binder, producer of the upcoming Rolling Stone special, has denied that he has retired. The rumors that circulated about Binder's retirement were unfounded. Steve Binder is still involved in the music industry and continues to produce projects.

EAST COASTINGS — single due out album Oct. exhibition begins — The war had already been won. But we've found out that the world thing whole got the thing around the stage. Because he was unfamiliar with the stage, he stepped into the water near the close of his set and from there he made the report to Dade County. The rumor that circulated was that it could be the victim of the National Kidney Foundation, a charity that has a personal interest in her health. As the story went, they were traveling to the Sept. 1 the Beach Boys are probably doing their encore in a special feature. The one who served as the starting point was the hottest.. The report circulating this week will probably see print as they show how the Whiskey playing a little impromptu, "hide and seek"" by former Playboy photographer Suze Randall, who had been hired to hide the report.

LONG SHOT PAYS OFF — When concert promoters Steve Wolf & Jim Rismiller booked the core-headliners for the closing outdoor stadium concert of the season, it was calculated risk because Lynyd Skynyrd and Ted Nugent were not nearly as big then as they are now. But they were seen smiling as they left last Saturday, because, according to a ticketing agent's error, the 55,000-capacity Angels stadium admitted 57,000 ticket-holders while 4,000 more were offered through one of the smaller agencies. By the time they had sold out, they were making big money and the group's tour was a success. "A BUNNY IS BORN — From a Fanny to a bunny could be the tale of Barbare Streisand, whose countenance (that's all folks) will grace the cover of the forthcoming Playboys who feature "one of the most beautiful girls in the world" in the cover of Playboy in 23 years. Doug Gray of Marshall Tucker won his first race in the IHRA U.S. Open Drag Championships in Rockingham, N.C. driving a 1966 Chevy II that was clocked at 126.7 in a mile. After a sufficient amount of reception champagne had been poured, the guests at the Jimmy Buffett wedding reception joined in on an impromptu jam of "Rocky Mountain Way" and "Oh Carol." The carolers included: Buffett, Glenn Frey, Dan Fogelberg, Don Henley, Don Felder, Joe Walsh and J.D. Souther. Those three first Ohio dates of the Stylers and Jacksons have been cancelled due to promoter problems. That was OK with Foster Sylvester, who used the time to go back into the studio to work on his first solo album since he was 11 years old — in 1973. We hear that Gabe Kaplan suggested "Saran Wrap." Now that he has won the sweepstakes, he wanted to be sure that he was in the know. On Oct. 2 with Mary Ann Gordon of "Hee-Haw," with Glen Campbell as his best man and Barbi Benton as the bridesmaid of honor. Russ Shaw and Billy Bass headed for vp stripes at Capitol Records; Jim McCracken will be vp international. The cover story of the new album will be out Sept. 26. While Boz Scaggs was debuting his new baby boy "Oscar" backstage recently, we learned that his follow-up to "Silk Degrees" will be out Oct. 3, with a single due out in mid-September. Manchester are also playing some backup vocals. Her special airs Dec. 7 on NBC. The Carpenters also have a special due out for Christmas and an album due in mid-October. Paul Simon's first TV special will air Dec. 18 on CBS with guests Art Garfunkel, Chevy Chase and chuck compost
WEST GERMANY HONORS THEIR OWN SILVER CONVENTION — Midsong International recording artist Silver Convention were in the vanguard of European disco groups to become popular in the United States. At a reception given in New York last week, members of the trio were presented plaques by the West German government, in commemoration of their musical and cultural achievements. The reception was hosted by RCA Records, which distributes Midsong, Pictured from left are: Bob Reno, president of Midsong International; Dr. Eberhard Baumann, acting consul general of the Federal Republic of Germany; Rhonda Heath and Ramona Wolf of Silver Convention; Norby Walters, the group’s manager; and Zenda Jacks of Silver Convention.

Argentinian News

BUENOS AIRES — Phonogram has signed new contracts with two of its main local artists: folk group Los Cantores del Alba and Luis Landriscina, who is a master of the art of tales and jokes. The case of Landriscina is very special; he has had record sales of five LPs and has been appearing in the charts for two years, although he is not a singer. Last month he headed the bill at the Coliseo Theater, with musician and arranger Antonio Tarrago Ros, and his impresario, Santiago Fernandez, arranges his personal appearances six months in advance and receives far more requests that he can handle. In mid-August, a few weeks ago, opened the first Landriscina movie, “El Casamiento de Laucha,” with strong box office results, and the artist is appearing also on a TV program and a series of TV commercials.

Nestor Kuhlhuber, promotion manager of Micifold, returned from a trip to Mexico, the States and Puerto Rico, reporting that several of the label’s artists are running well in the Latin markets of Miami, New York and in San Juan. Among them are Leonardo Fafio, Carlos Torres Villa, Daniel Toro and, of course, Aldo Monges.

Also coming from Miami is El Chango Nieto, whose recordings for CBS have been released by Caytronics for the Latin market. Nieto has received several proposals for a strong action in the States, and plans to return there in the near future. Recently he celebrated twelve years of artistic career, in Buenos Aires.

Coupland Feted

SINGAPORE — Some 120 friends and business associates were present at the Elizabethan Grill, Raffles Hotel, Singapore recently, to celebrate with Derrick J. Coupland OBE his 50th year in the international phonogram industry. Among the guests were members of the diplomatic corps, local dignitaries, Vernon Palmer, controller of program administration and Enick Ahmad Jaffar, orchestra leader, and many local recording artists.

Where In The World...

Rose Royce are set to make their British tour debut promoted by Arthur Howes with a series of seven confirmed dates opening at Plymouth Castaways on September 21, including London Hammersmith Odeon (29) and concluding on October 1 at London Southgate Royalty Ballroom. Three additional dates are likely.

Lovelace Watkins returns to the U.K. for his first major concert and cabaret tour in three years. It includes the Manchester Free Trade Hall (September 14) and London Palladium debut on October 9.

Cash Box International

Presley’s Death Shocks U.K.

LONDON — The sudden death of Elvis Presley stunned his many admirers in and out of the entertainment industry. Last week it was announced that the U.K. Radio and TV services hurriedly rejigged their program schedules when the news broke, and widespread newspaper coverage was given to Presley’s life and career. His obituary took pride of place in the August column devoted to that purpose in The Times under the heading “Mr. Elvis Presley, ‘The king of rock and roll music.’”

The Radio Teens, a station in the independent radio network, broadcast an extended commemoration of Presley’s death within five minutes of receiving the news by teleprinter and a full obituary five minutes later. Every other disk played from then until closedown was a Presley platter, and the station staff led by program controller Bob Hopton worked throughout the night to prepare a documentary on the singer’s career which was broadcast the following morning breakfast time. It included telephone interviews with Vernon Presley, the star’s father, the Memphis police department on local reaction, British stars show their feelings, Cliff Richard and Marty Wilde who rose to fame at the same time as Presley, foreign visitors to an international folklore festival at Bingham near the Presley station, and a German citizen who had known Presley in the late 1950s and remains in touch with him ever since. This musical tribute was followed by various local reports on the reaction of local radio stations and public opinion. The主打-made-in-British news migration of the day was a feature on the Mike Read Show featuring interviews with Midsong’s International Director, and an interview with the singer John Edmond, general manager of Gallo Music (MPA), Gallo’s London office, and is currently a director of Music for Pleasure, the U.K. budget LP company.

WEA Road Show Begins

NEW YORK — The WEA “International Road Show” kicks off with the staff of WEA International visiting every subsidiary company throughout the world holding its annual sales and marketing meetings. These meetings are being presented by the entire staff of each resident company. The WEA International presentations are being designed specifically to fit each market, in the Far East, with two separate teams working the different areas. Team one, comprising Robert E. Wood, Kenneth Michael, Donald Franco, Brigitta Pescho, and Claude Nobs, accompanied by Stan Cornyn and Adam Spencers of Warner Bros. Records, Mel Posner and Jerry Sharrall of Elektra/Asylum, and Jerry Greenberg, Mike Klenfner, Phil Carson and Sheldon Vogel of Atlantic Records, started their meetings August 27 in Amsterdam with the Dutch company.

On the other side of the world, the WEA International team headed by Phil Rose, and accompanied by Tom Bawer of Warner Bros. Records, Robin Loggie of Elektra/Asylum and Bob Kim of Atlantic, will start traveling to Tokyo for meetings with the Japanese company September 5 & 6.

Polydor To Push Specter Release

LONDON — Phil Specter returns to British TV this autumn in a major campaign to break “The Wall Of Sound.” Polydor, to whom “The Wall Of Sound” is in the U.K. as Polydor-owned Specter is licensed, is to take substantial TV advertising to promote a specially-compiled 20-track “The Wall Of Sound Sixties” which includes every British hit from Specter, plus many other pop classics.

Capitol Ups Evans

TORONTO — J. David Evans has been named as vice chairman and chief operating officer for Capitol Records-EMI of Canada, Limited. The announcement was made by Bhaskar Menon, chairman of the board and chief operating officer for Capitol. Evans replaces Arnold Gosewich as chief operating officer.

Piracy Probe Set For IFPI Meeting

TORONTO — Record piracy and home tape duplicating will be on top of the agenda for discussion at the board meeting of the International Federation of Producers of Phonograms and Videograms (IFPI) Sept. 27 as the federation holds its first board meeting in North America at the Harbourfront Hilton here.

The meeting is hosted by the Canadian Recording Industry Association (CRIA) and is to be preceded by a $50-ticket dinner and reception on Sept. 26 at the same hotel.

In accordance for the meeting will be Fraser Jamieson of London Records Canada, this year’s president of the international body, Stephen Stewart, IFPI director general, and federation executives I.D. Thomas, G. Davies, J. Goldsmith, P.J. Glasor and D.J. Young.

Also on the agenda will be Stanley Gortikov, president of the RIAA, and H. Jesse, secretary general of the South American Association of Phonogram Producers (AIPI) vice president, A. Holmstedt (Sweden), M. Minchin and G. Meyerstein-Maigret (France), K. Kinko (Dutch Federation of Phonogram Organisations), J. Solleveld (Holland), and Neshi Ersog (U.S.G.).

Also due for discussion are mechanical royalties and the proposal of a change in the BIMEX, the European collection agency, and the piracy question in the Far East, particularly Singapore.
Capitol Convention

(field, director of press & artist relations, a promotion seminar led by Bruce Wendell, vice president of promotion, a sales and market section head by Bob Bolen, Director of Robert Dennis White, vice president of sales and a special products, and an international section led by Benny Martin, director of special markets.

Suggests made during the seminar discussions included Richard Torrance, Mazo, Dr. Hook, Bert Sommer, Caldera and Little River Band, all of whom were featured showcases and were given dinners held in the hotel’s grand ballroom.

The following employees were present:

To Monday morning (Dr. Lorenz, district manager of the year; Alan Wilson, salesman of the year; Ray Hough, director of the year; Joan Hail, director of the year; Arthur Field, promotion manager of the year; Brian Rudden, AOR promotion representative; Tom Smith, manager of the year; Bob Bolen, management manager of the year; John Rudes, regional manager of the year.

Awards handed out by Capitol-Canada included: Barry Stafford, regional manager of the year; Danny Bertsch, salesman of the year; Bob Roper, A&R promotion manager of the year and Nickelson, pop promotion manager of the year.

Retail Prices

(continued from page 26) Francisco Examiner & Chronicle).

Tulsa

No ads displayed in the Sunday Tulsa World.

Washington

At Kemp Mill Records (6 locations), all label sale for $3.99, all $7.99 list LPs for $4.99, and all $12.99 list LPs for $7.99. With the identical features and prices that appeared in Baltimore at Giant Music (3), all Columbia and Epic LPs list prices for $4.99, all $7.99 list LPs for $4.05. At Korvettes (5), same ad with the identical features and prices that appeared in Baltimore.

(new data from August 28 edition unless otherwise indicated).

Pickwick To Hit 600 Stores

Since Pickwick is now the second largest of American Can’s 18 divisions (after the book publishing division), as well as the newest, it is naturally receiving a great deal of attention at corporate headquarters. This attitude was symbolized by the presence at the retailing convention of William F. May, chairman of American Can; Harry S. King, Jr., vice chairman, and Lionel N. Sterling, senior vice president.

Major Thrust

In a speech delivered to the assembled store managers and retail supervisors, Mr. May pointed out that the management of American Can’s expansion in recent years has been in the field of consumer products and consumer product distribution. Pickwick was acquired, he said, because American Can’s studies showed it to be the largest and best record retailer. Similarly, May termed Pickwick “one of the keys to the expansion of our whole consumer field.”

Food Packaging

Howard expanded on this theme, noting that Pickwick’s interest in the consumer products field stemmed from its large-scale food-packaging enterprises, which are based on the food industry. Howard continued, because home

Pickwick A&R EXCS

(continued from page 7)

and Schatz, both of whom were heavily involved in the executive end of the business, has further indicated its intention of broadening our in-house production capability.

RCA & EMI

We have joined the label in late 1976 as an A&R producer and was promoted to executive producer of pop A&R in May of this year. RCA has worked with such artists as the Tower, Franki Valli and "Midnight Love Affair" for Tony Orlando.

Capitol has a publicly held, a non-profit commercial department, and an office of business affairs on the west coast. The company also has a production supervisor, Joan Deary, and a number of staff producers in Los Angeles. All administrative functions are being coordinated by division vice-president Don Burkhame.
Pickwick Retail Convention

(continued from page 19)

areas where hot product disappears very quickly. Since they have to pay the dealer price on returns, Pickwick's per-unit profit on these items is lower than it is on other LPs. However, a volume business can cover the loss. Pickwick recognizes the importance of having product available on time to maintain consumer loyalty.

With this in mind, Pickwick plans to extend the direct-buying program to all of its retail stores, including all the Musicland units. However, the direct-buy option will be available only to retail establishments that order records in quantities of 500 or more. This is to avoid what Pickwick's distributors have called "new releases" and "esoteric" product for sale to libraries, schools and other institutions. Also, Pickwick's national distribution manager and former head of Recco.

One reason for the late arrival of certain key products is that Wilkinson told the managers, in the retailer division meeting, that the retail division has made a concerted effort to remedy the situation. Wilkinson also urged the managers to pull dead product and make sure that customers know that they are receiving their proper allocations of goods, especially in specialized areas like jazz, classical, R&B and jazz. Only by operating along these lines, he stressed, can stores expect to reach their goal of four turns a year.

Wilkinson announced that the availability of cutouts to the retailers, particularly in specialized areas, would soon be improved. Additionally, Wilkinson will address the question of direct sales to the retailer division's cutout buyers. The manager said that the old Pickwick regime (unusually pre-merger), was often difficult for retail stores to procure local ad dollars from Pickwick wholesale branches. Now, he said, the retailing division's management is trying to break down the barriers of misunderstanding that separate the two divisions. As a step in this direction, he noted, district supervisors have been made responsible for getting branch advertising funds and reporting their disbursement to the office.

Schmitt's remarks evoked some heated discussion, especially when he said that the gauge was "too small to tell" the response of branch managers to what they saw as the unresponsiveness of branch managers to the dealers' requests for new products. "If you took direct buy away, commented one, "it would be instantly. Another added that "you have to buy it from Minneapolis, or you have to stick your neck out and direct buy."

A buyer who was present assured the management that the problem was on a solution to this problem. In two weeks, she said, the buyers will meet to discuss the topic.

'New Music' Tapes

At the convention's outset, both Smith and Wilkinson emphasized the importance of making the customer feel at home in a Pickwick store. "With an increasing percentage of record buyers in the over-25 group, we want to create an atmosphere in which they can be comfortable," said Smith. One way to do this he suggested was to reduce the spiffing of the tapes, and promote materials that obstruct customers on their way to find records. We also need to consider," he added. Smith also suggested that managers play the programmed, point-of-sale "new music" tapes which were sent to all stores last week. At the Pickwick, in addition, instead of playing "the local FM station." Consisting of 20 cuts off as many new albums as possible, the contents of the tapes are based on feedback from the Pickwick managers about what they are selling. At present, one tape, changed once a week, is used by all Pickwick stores around the country. However, Pickwick is currently in the process of changing its tapes, in an effort to provide tapes slanted more toward country. However, Pickwick retailers agreed with this strategy.

Wilkinson expressed optimism that the program would be successful, and because it gives them an alternative to airplay on new albums.

The "New Music" concept was borrowed from Soundaround, a company which sold programmed tapes to record retailers. The idea is that Pickwick would hire an independent music supervisor, according to Mike Kelley, New Music supervisor, was that they didn't correspond to the albums that were currently in the stores. Kelley suggested that programming the cuts from the Pickwick managers' feedback instead of from the local manager would provide a better correspondence with sales.

Several store managers, asked about the program, with Kelley. One pointed out that the predominantly rock-oriented Soundaround cuts didn't work in R&B stores, while another said that impulse buying had increased in his store as a result of playing the "New Music" tapes.

Kelley said he particularly wants to develop two specific kinds of tapes. One would be for campus-oriented stores; the other, for Pickwick's 62 classical-oriented outlets.

'Unique' Promotion

Among the several programs on which retailers are working with Pickwick, the Pickwick Retailing Division, besides "New Music", is WEAs "Star Wars" incentive program. Joe Sager, known as "the Star Wars" man, held a sales contest on 15 albums, five each from Warner Bros., Elektra/Asylum and RCA. Featuring new and established artists, they will include the latest LPs from CSN, Yes, Firefall, Linda Ronstadt, Los Lobos, Phil Spector, Carole King, Carly Simon, Carly, Sager, Neil Young, Doobie Bros., and San Francisco. Winners will receive cash prizes or Atari video sets.

The independent national sales for WEA, said that the company does not plan to run any advertising specifically in support of the "Star Wars" contest.

Banking Mgmt. Expands

LOS ANGELES - Al Bunetta Management recently retained the services of the management of Gary Stone to the post of executive assistant and Linda Sloan to the position of marketing, merchandising and publicity director.

Stone, who was formerly an agent with Artists and APA, will work with Steve Goodman, John Prine and Crackle, the firm's three acts. Sloan, who was formerly with Warner Bros. Records and the CBS Records, will assist in oversite of the relationship between the management company, record labels and retail outlets.

Also, Nancy Hope has been appointed office manager.

Pickwick Awards Retail Managers At Annual Meet

LAKE GENEVA, WISCONSIN - At the first annual meeting of the new Pickwick Retailing Division (see accompanying story), two promotions were announced and awards were given to record retailers.

Scott Young, general manager of the retail division, received the additional title of vice-president. Also announced was the promotion of Stan Dennie to regional supervisor for the Chicago region (previously reported in Cash Box, June 25).

Dennie won the runner-up award for supervisor of the year in the Musicland group (which includes some of the leased departments). The Musicland supervisor of the year was Steve Demaras, regional supervisor in Los Angeles. Brad Tail, district supervisor, was also announced as supervisor of the year. Ronnie Terry of Discount Records in Nashville, Tennessee was runner-up manager of the year.

In the Recco group, which includes Discount and Aurora Sounde stores, as well as leased departments, Jim Haldeman, district supervisor in Ann Arbor, Michigan, was named supervisor of the year. The Runner-up award was given to James Blocker of West Allis, Wisconsin. Another winner from West Allis was Carol Kies, who received Pickwick's manager of the year award. Rick Terry of Discount Records in Nashville, Tennessee was nominated runner-up manager of the year.

Picking an awards were also presented to outstanding salespeople in the Musicland group. Salesman of the year for "A" category stores (the largest in the chain) was Archie Benike of Duluth, Minnesota. Jim Walton, a store manager from Brea, California, was recognized as salesman of the year in the "B" category; Mike Sears, manager of a Treasure City leased department in Garland, Texas, won in the "C" category, and the winner in the "D" category was salesman Mike Wetzl of Burlington, Vermont.

Young announced that, starting next year, there will be no longer be separate awards given to the Musicland and Recco stores. Henceforward, he said, awards will be presented to the retailing division as a whole.

Sears' Second Qtr. Income Jumps 51%, Due To Allstate Gains

CHICAGO - Sears, Roebuck and Co. has reported a 51% earnings gain for its second quarter, ended July 31, 1977. Company officials said almost all the increase was attributable to Sears' Allstate Insurance Co. Sears' second-quarter profits rose from $137 million last year to $207 million, while sales climbed from $3.5 billion to $4.1 billion. The Allstate group contributed 35 cents a share to Sears' total—period—earnings of $34 cents a share; since Allstate contributed only 13 cents a share during the prior-year period, it would appear that retailing income was relatively flat.

Arthur Wood, chairman of the board of the nation's largest volume retailer, said Sears' current strategy of slashing prices on thousands of items has resulted in an increase in profit margins. However, he expressed optimism that the ultimate effect of the move would be to make Sears more competitive with other discount chains.

Sears' record and tape operations around the country are one example of that trend toward price-cutting. Many Sears units now sell selected LPs as low as $3.97 in an effort to establish low-price image. Sears also announced the planned opening of 10 retail stores over the next six months, seven of those in new markets. These outlets will occupy a total space of 1.7 million square feet.

Over the past six months, Sears has opened 16 stores, two serving new markets. With an adjustment for the closing of existing stores, Sears added over 1.3 million square feet of floor space during that period.

Unique Opens Offices

LOS ANGELES - Unique Records has opened new offices here at 1777 N. Vine Street, Suite 303, Hollywood.

Sylvester Visits KACE - Fantasy recording artist Sylvester paid a visit to KACE in Los Angeles recently to promote his new album, "Lip Service." Introduced by club DJ (l-r) at the station are: Cal Shields, program director; Sylvester and Bob Mercer, Fantasy west coast promo man.
### Holland

**Top TEN 45s**
1. Coke In My Brain — Dillinger — Ariola
2. I Feel Love — Donna Summer — CBS
3. Take Me Back To The Old Transvaal — Thembi — CNR
4. Baby Don’t Change Your Mind — Gladys Knight & Pips — VIP
5. Angelo — Brotherhood Of Man — VIP
6. Oh Lorri — Alessi — CBS
7. Yes Sir, I Can Boogie — Baccara — CNR
8. Keep It Comin’ Love — Sunshine Band — Inelco
9. Marja — George Baker Selection — Negram
10. Be My Boogie Baby — Mr. Walkie Talkie — Phonogram

**Top TEN LPs**
1. Love At The Greek — Neil Diamond — CBS
2. Hotel California — Eagles — WEA
3. Summer Melody — George Baker Selection — Negram
4. Live — Golden Earring — Polydor
5. Making A Name — BZN — Negram
6. Aan Het Strand — Havenzangers — Phonogram
7. CB 200 — Dillinger — Ariola
8. Love For Sale — Boney M — Dureco
9. A Real Mother For Ya — Johnny Guitar — CBS
10. I Remember Yesterday — Donna Summer — Basart

### Argentina

**Top TEN 45s**
1. Quiro Tu Vida — Luciana — EMI
2. Con El Viento A Tu Favor — Camilo Sesto — RCA
3. Y Te Amare — Ana & Johnny — CBS
4. Ojos Sin Luz — Pama — RCA
5. Donde Estan Tus Ojos Negros — Santabarubara — EMI
6. Ven Conmigo — Donna Summer — Microfon
7. Que Tendras En Esos Ojos — Juan Eduardo — RCA
8. El Reloj — Os Pastiche Verdes — Microfon
9. Otro Ocupa Mi Lugar — Miguel Gallardo — EMI
10. Soy Un Tonto Sin Tu Amor — Diego Verdaguer — Music Hall

**Top TEN LPs**
1. Trilogia De Amor — Donna Summer — Microfon
2. Musica Poderosa — Sello — EMI
3. Musica Cinco — Selection — RCA
4. Los Exitos Del Amor — Selection — Microfon
5. Discoshow — Selection — CBS
6. Recuerdo El Ayer — Donna Summer — Microfon
7. Musica Para La Noche — Selection — CBS
8. Live — Johnny Rivers — EMI
9. Ruldos En Espanol — Selection — Philips
10. Lo Mejor De — Sui Generis — Microfon

### Great Britain

**Top TEN 45s**
1. Angelo — Brotherhood Of Man — Pye
2. Float On — The Floaters — ABC
3. You Got What It Takes — Showaddywaddy — Arista
4. I Feel Love — Donna Summer — CBS
5. The Crunch — Rha Band — Good Earth
6. We’re All Alone — Rita Coolidge — A&M
7. Way Down — Elvis Presley — RCA
8. Something Better Change — The Stranglers — UA
9. That’s What Friends Are For — Dionne Warwick — CBS

**Top TEN LPs**
1. Going For The One — Yes — Atlantic
2. 20 All Time Greats — Connie Francis — Polydor
3. A Star Is Born (Soundtrack) — CBS
4. The Johnny Mathis Collection — Johnny Mathis — CBS
5. Rumours — Fleetwood Mac — Warner Bros.
6. I Remember Yesterday — Donna Summer — GTO
7. Oxygen — Jean Michel Jarre — Polydor
8. IV Rattus Norvegicus — The Stranglers — UA
9. Hotel California — Eagles — Asylum
10. Arrival — Abba — Epic

### Canada

**Top TWENTY-FIVE 45s**
1. De Do Run Run — Shaun Cassidy — Warner Bros.
2. I Just Want To Be Your Everything — Andy Gibb — RSO
3. Undercover Angel — Alan O’Day — Atlantic
4. Knowing Me, Knowing You — Abba — Atlantic
5. Do You Wanna Make Love — Peter McCann — 20th Century
6. You Made Me Believe In Magic — Bay City Rollers — Columbia
7. I’m In You — Peter Frampton — A&M
8. Looks Like We Made It — Barry Manilow — Arista
10. Higher And Higher — Ruta Coolidge — A&M
11. Dreams — Fleetwood Mac — Warner
12. We’re Here For A Good Time — MCA
13. Lonely Boy — Andrew Gold — Elektra
15. Angel In Your Arms — Hot — Atlantic
16. Margaritaville — Jimmy Buffett — ABC
17. You’re My World — Helen Reddy — Capitol
18. Que Sera Sera — The Raes — A&M
19. You Won’t Die With Wine — April Wine — Aqua
20. Slow Dancin’ — Addrisi Bros. — Buddah

**Top TWENTY-FIVE LPs**
2. Hotel California — Eagles — Asylum
3. Even In The Quietest Moments — Supertramp — A&M
4. Love Gun — Kiss — Casablanca
5. Boston — Epic
6. Greatest Hits — Abba — Atlantic
7. I’m In You — Peter Frampton — A&M
8. Little Queen — Heart — Portrait
9. Live — Barry Manilow — Arista
11. Streisand Superman — Barbra Streisand — CBS
12. Kenny Rogers — UA
13. A Star Is Born — CBS
14. Arrival — Abba — Epic
15. My Own Way To Rock — Burton Cummings — Port
16. Book Of Dreams — Steve Miller — Capitol
17. Star Wars (Soundtrack) — 20th Century
18. Their Greatest Hits — Eagles — Asylum
19. Songs Of — Van Morrison — Monument
21. Dreamboat Annie — TDC
22. Songs In The Key Of Life — Stevie Wonder — Tamla
23. It’s A Game — Bay City Rollers — Arista
24. Silk Degrees — Boz Scaggs — CBS
25. Here At Last Live — Bee Gees — RSO

### Australia

**Top TWENTY-FIVE 45s**
1. I Go To Rio — Peter Allen — A&M
2. Ain’t Gonna Bump No More — Joe Tex — Epic
3. What Can I Say/Lido Shuffle — Boz Scaggs — CBS
4. You’ve Gotta Get Up And Dance — Supercharge — Virgin
5. Walk Right In — Dr. Hook — Capitol
6. Don’t Leave Me This Way — Thelma Houston — Motown
7. Lucille — Kenny Rogers — United Artists
8. Rio — Michael & Linda Cooper — Island
9. What I Did For Love — Marsha Hines — Miracle
10. Undercover Angel — Alan O’Day — Atlantic
11. In My Time — Peter Frampton — A&M
12. My Little Girl — TMG — Mushroom
13. Lay Back In The Arms Of Someone — Smokie — Rak
14. Dance Little Lady Dance — Tina Charles — CBS
15. Telephone Line — Electric Light Orchestra — United Artists
16. A Mean Pair Of Jeans — Marty Ross — MT
17. Going In With Eyes Open — David Soul — Private Stock
18. Lost In France With -- 6-Tyler — RCA
19. Gonna Fly Now — Bill Conti — United Artists
20. I Don’t Want To Talk About It — Rod Stewart — WB
22. Don’t Fall In Love — Ferrettes — Mushroom
23. Tracks Of My Tears — Shirley — Mushroom
24. Jet Airliner — Steve Miller Band — Mercury

**Top TWENTY-FIVE LPs**
1. Silk Degrees — Boz Scaggs — CBS
3. A New World Record — Electric Light Orchestra — United Artists
4. In My Time — Peter Frampton — A&M
5. Diamondnight Cocktail — Little River Band — EMI
6. Book Of Dreams — Steve Miller — Mercury
7. CSN — Crosby, Stills & Nash
8. Even In The Quietest Moments — Supertramp — A&M
9. Here At Last... Bee Gees... Live — Bee Gees — RSO
10. Photograph — Shorty — Gamma
11. It’s A Game — Bay City Rollers — Arista
12. Local Lads Make Good — Supercharge — Virgin
13. Carole Bayer Sager — Elektra
14. Taught By Experts — Peter Allen — A&M
15. Deceptive Bends — 10cc — Mercury
16. Love Gun — Kiss — Casablanca
17. Streisand Superman — Barbra Streisand — CBS
18. Going On For The Kristofferson — Atlantic
19. Hotel California — Eagles — Asylum
20. JT — James Taylor — CBS
21. Works — Emerson, Lake & Palmer — Atlantic
22. Endless Flight — Leo Sayer — Chrysalis
23. I Remember Yesterday — Donna Summer — Casablanca
24. I, Robot — Alan Parsons Project — Arista
25. Moving Along — Renee Geyer — RCA

---

**Canadian Recording Industry Association**
ROCK TURNS A NEW CORNER

Daryl Hall and John Oates

Beauty on a Back Street

THEIR NEW ALBUM

Management and Direction: Tammy Mattola
Produced by Christopher Bond

AFL1-2300

RCA Records

www.americanradiohistory.com