CBS Raises Retailer & Sub-distributor Prices
New Artist LPs Total 25% Of Chart
ABC Indy Distributors Named
Capitol Announces New Label Plans
Debby Boone Shoots To #1
ASCAP Revenue Figures
Ronstadt Has 2 Bulleting 45s

Elvis LP Set Due
NAB Hits Lyrics Again
More Pop To R&B Crossovers
Motown Realigns Sales Dept.
Wallichs In New Hands
New Directions For Casablanca (Ed)
His name is Ronnie Dyson. His identifying marks are a fluid, sumptuous vocal style and a voracious appetite for love. His fast-breaking single goes by the name “Don’t Be Afraid.” But don’t be deceived. This sly mover can murder you with melody.

“LOVE IN ALL FLAVORS.”

The new album by Ronnie Dyson. A most wanted man.

On Columbia Records and Tapes.
A New Direction For Casablanca

Along with the rest of the industry, we at Cash Box want to congratulate Neil Bogart on his recent partial sale of Casablanca to Polygram and the new distribution set-up now being organized through Phonodisc.

We at Cash Box feel especially proud of Bogart as he is a former CB sales representative who has generated excitement and enthusiasm in the business along with directing a successful record company.

Bogart's up-and-down history which he readily admits, in the record industry, only proves that perseverance pays off. He has built a solid company on acts that he believes in, and has formed loyal associations with Russ Regan and Jimmy Ienner who both said that they were going wherever Neil goes.

But, Bogart proved earlier his ability to make things happen. He took Buddah Records to a successful level, then moved on and later started Casablanca. The Johnny Carson disaster is legend in music history, but Bogart sufficiently recovered to reach new heights.

Now that Casablanca is embarking on a new direction, who knows what surprises the industry is in store for. But, one thing for sure; wherever Bogart is, things do happen.
"How Deep Is Your Love"

Another smash single by the incomparable Bee Gees

From the soundtrack of the forthcoming Robert Stigwood Production

"Saturday Night Fever"

Distributed by Paramount Pictures

The RSO Family

Records, Inc.

Written by B., R., & M. Gibb, Produced by The Bee Gees, Karl Richardson and Albie Galuten for Karibby Productions by arrangement with the ROBERT STIGWOOD ORGANISATION.
LITTLE CRIMINALS
Randy Newman’s New Album.

On Warner Bros. Records and Tapes.

Produced by Lenny Waronker and Russ Titelman.

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BSK 3079.

Renaissance Management
LEO SAYER

THUNDER IN MY HEART

THE NEW ALBUM

PRODUCED BY RICHARD PERRY

ON WBKER BROS RECORDS & TAPES - ESK-3089

www.americanradiohistory.com
CBS Records Hikes Retailer, Sub-Distributor Album Prices

by Dave Fulton and Gary Cohen

LOS ANGELES — CBS Records has implemented a 12% increase in their sub-distributor price to $3.96 from $3.48 on 9,798 albums. The price change is effective Oct. 10.

At the same time, CBS also increased prices to retailers to $4.24 from $4.13, but did not correspondingly reduce the $4.40 price on tape product.

In the meantime, the second label to have the same price for albums and tapes, WEA made that move initially in January of this year (Cash Box, Jan. 22, 1977) when they standardized their $7.98 LP and tape sub-distributor price at $3.95.

The new CBS sub-distributor price is 1% higher that WEA’s $3.95 while the retail price of $4.24 is 4% higher than WEA prices. The dual sub-direct price level is where 80-90% of records are sold.

The dual structure price issue that has permeated the industry throughout this year no longer appears to be a concern as CBS, WEA and four other branch-distributed labels’ prices are comparable. Sub-distributor prices for WEA’s 9,798 LP’s from the other five labels are: Capitol — $3.97; RCA — $3.88; ABC — $3.88 and MCA — $3.88. Some of these companies are $3.38 except for Capitol at $3.40.

Label Retail Prices

As far as pricing to retailers, the other labels are WEA at $3.65 for $6.98, $4.20 for $7.98, LPS and tapes; ABC at $3.64 and $4.18, Capitol at $3.70 and $4.23, MCA at $3.56, $4.00 and RCA at $3.66 and $4.17. Other than WEA and now CBS, these manufacturers have higher prices for tapes.

With $7.98 continuing to be the dominant price in the marketplace, these adjustments are of extreme concern to both sub-distributors and retail accounts who buy direct.

Some retailers expressed anger at CBS for not lowering their $4.40 tape price in lieu of WEA’s reduction to $4.20 from $4.40 last January when they made their adjustments.

No official notification concerning the price hike came from CBS, but accounts were reportedly contacted by telephone.

At press time, no other labels appeared to be planning a restructuring of their wholesale pricing policies, but each will have to examine the situation from its own perspective. CBS and WEA combine to currently control approximately 45% of the record market.

Capitol Creates A New Label To Start Early Next Year

LOS ANGELES — Capitol Industries-EMI, Inc. will commence operations on a new label in early 1978. The label is unnamed as yet, but will be headed by Jim Mazza, currently vice president of marketing.

According to the creation of the new label, Bhaskar Menon, president and chief executive officer of Capitol, said, “I’m extremely pleased to announce this new label. It represents an expansion since it reflects the continued growth and expansion of Capitol Industries-EMI.

Inc. The new label will allow us to create a new artist roster. It will be an organization with its own key staff of professionals set up in a parallel construction to that of Capitol Records. This new label will open the door to greater opportunities for both artists and our staff.”

Mazza will continue in his present position until the new label officially begins its activities.
President Appoints Five To Copyright Royalty Tribunal
by Joanne Ostrow
WASHINGTON, D.C. — The five Copyright Royalty Tribunal members who will be sworn in at ceremonies here have been known for three months as certainties on the President's list, were officially appointed by President Carter September 27. The overdue appointments, delayed since April 19 by White House reluctance to help create another presidential administrative body, and by routine clearance checks, are now expected to move quickly through the confirmation process.

Casablanca Appoints D'Anrio To N.Y. Post

Pictured (l-r) are: Larry Harris, executive vice president of Casablanca; D'Anrio and Bruce Bird, Casablanca's vice president of promotions.

NEW YORK — Ray D'Anrio has been appointed director of east coast artist relations at Casablanca Records as part of the label's expansion of its New York operations. D'Anrio will head the label's office here and will also represent Casablanca in A&R promotion.

D'Anrio comes to Casablanca from MCA Records, where he served as vice president of promotion in Los Angeles after working promotion for the label in New York.

Adams Discusses New Copyright Changes; Lawsuit

LOS ANGELES — In a speech to the California Copyright Conference on September 20, Stanley Adams, president of ASCAP, spoke on the reorganization of the Los Angeles office and on certain aspects of the new copyright law pertaining to writers and publishers. He also discussed the current status of new copyright issues, such as the extension of the copyright term and the possible expansion of the public performance right for sound recordings.

Statement of Ownership, Management and Circulation

(Act of October 23, 1939, Section 3360, Title 39, United States Code)


Names and Addresses of Publisher, Editor and Managing Editor:

Publisher: Arthur Brown, 119 West 57th St., New York, N.Y. 10019.
Editor: Gayle Cotten, 119 West 57th St., New York, N.Y. 10019.

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None.

Form of Ownership:

None.

The Cash Box Publishing Co., Inc., 119 West 57th St., New York, N.Y. 10019.

Lawsuit:

None.

RCA Shipping 'Elvis in Concert,' From TV Special

NEW YORK — RCA is shipping "Elvis in Concert," which includes the soundtrack recording from the CBS-TV special that aired October 3, plus additional songs which were recorded live on tour in June. The two-record set will be available at retail during the week of Oct. 10.

The record dealer windows and in-store displays. RCA has prepared a "24" by 24" four-color blow-up of the album cover. Also, millions of certificates with the official announcement of the two-record set, containing a picture taken from the "Elvis in Concert" show, have been printed. These certificates will be used at the dealer as a showcard as a handbill, stuffer, or a reservation form for this album.

Special Message

Both the CBS-TV special and the RCA LP close with a special message from Vernon Presley, Elvis' father. Meanwhile, the tours are circulating that a five-record package of material which Elvis recorded for RCA will soon be available through Challenge Mail, a TV packaga firm.

Since scoring success with "Flowers On The Wall" some 12 years ago, the Stalier Brothers have continued to produce hit records and achieve recognition for their work.

As Vocal Group of the Year by the Country Music Association for the past six years, the Staliers have also been awarded three Grammys. They received gold with their "Staliers' Greatest Hits" and were recipients of the Cash Box Country Vocal Group of the Year award.

The Staliers first sang together in 1955 in Lyndhurst Methodist Church in Staunton, Va. Harold notes wryly, "Everybody at the church thought we were great, but I never figured out whether the congregation thought we were great or because we were free.

The group's annual picnic in Staunton draws 50-60,000 people with all of the profits going to local charities.

Currently, the Staliers have the #1 album, "Short Stories," on the Cash Box Top 50 Country Chart and #2 on the Cash Box Top 100 Country Singles chart.

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APPARENTLY, ONE IS NOT ENOUGH

Blue Bayou (E-45431) is already a proven hit with bullets on all charts. But Radio and the public are insisting that It's So Easy (E-45438) is a major hit as well. Therefore, for the first time in our history, we're releasing two separate hit singles by the same artist at the same time.

Linda Ronstadt

Both singles from the Platinum album, Simple Dreams (GE-104) Produced by Peter Asher
Changing Needs Of Industry Spur Interest In Market Research; CBS, WEA Lead Way

by Mark Mehler

NEW YORK — Market research has traditionally been a low priority for record companies. Label executives have, by and large, worked on a "gut" level, and a trend of generally rising LP sales seemed to prove that they were right.

Today, however, several new factors are operating. First, albums by "superstars" are selling at much higher levels than ever seemed possible before, alerting manufacturers to the existence of an untapped market. And second, with an estimated 75% of all LPs and 80% of all singles failing to recoup the companies' original investments, executives would like to pin down reasons for the success or failure of new albums.

In addition, the declining U.S. birthrate, the loss of many older record buyers, the increasing fragmentation of music audiences, and the tightening of radio playlists have all spurred the industry to take a closer look at market research. CBS and WEA, whose sales comprise about half of U.S. record volume, have invested in full-time market research staffs. Other major companies can be expected to follow suit.

"This (market research) is an area I've been pushing for three years," said Larry Heller of ASI Inc., which recently completed a major consumer profile for WEA (Cash Box, September 17). That nine-month study of LP buyers was WEA's most extensive foray into market research, and president Joel Friedman has committed the company to an ongoing program.

Both major manufacturers are reluctant to discuss specific findings of their market research studies for competitive reasons. However, a few general conclusions have been publicly revealed.

In-Store Play Important

For example, both firms have found that about 30-33% of all LP buyers are directly influenced in their purchases by in-store play and point-of-purchase displays. This is the main reason why CBS has created a field force of regional merchandising specialists who work with retail accounts to improve the look and profitability of individual outlets.

Another significant finding is that only about 15% of radio listeners (who are also album buyers) are "active" listeners inclined to call in requests. This helps explain why radio programmers are increasing the use of "passive" call-out research. Meanwhile, indications are that program directors are begining to rely less on store reports, which many perceive as largely hype.

Other general conclusions of recent surveys point to the importance of word-of-mouth as a means of building excitement for a record at the store level.

(continued on page 62)

Trend Continues For More Pop To R&B Crossovers

LOS ANGELES — The trend toward "reverse crossovers," from pop to R&B, continues strong as two records, both of which went number one on the Cash Box Top 100 Singles chart, are bulleted on the Cash Box Top 100 R&B Singles chart.

Andy Gibb's "I Just Want To Be Your Everything," which was number one for two weeks, is currently 25 with a bullet on the R&B chart, while Meco's "Star Wars Theme," which dropped to number four this week after two weeks at number one, is currently 33 with a bullet.

In addition to Peter Frampton's "Signed, Sealed, Delivered" number 96 in its first week on the R&B chart. The record went from number 41 on the pop chart this week, picking up WABC.

Loggins' LP Gets Gold

LOS ANGELES — Kenny Loggins' "Celebrate Me Home" LP on Columbia Records recently was certified gold by the RIAA.

Rufus Gets Platinum

LOS ANGELES — "Ask Rufus," the latest LP by ABC recording artists Rufus featuring Chaka Khan, has been certified platinum by the RIAA.

NAB Committee Resumes Lyrics Attack

WASHINGTON, D.C. — The first act of a newly formed radio affairs committee of the National Association of Broadcasters, at its opening meeting September 15, was to pass a resolution expressing "deep concern over questionable record lyrics." The committee, composed of broadcasters representing small, medium and metro markets, said in the resolution that individual radio broadcasters must take whatever action is necessary to alleviate what they see as a problem with lyrics.

Specifically, station and general managers should not leave decisions up to their lower-level staffs regarding the airing of drug or sex-related songs.

"We realize there's no way the record companies will stop producing trash," said NAB's vice-president-radio Charlie Jones. "But broadcasters must be vigilant when it comes to giving the sex and drug lyrics airplay, he said. To try discussing this with the record companies would be "an exercise in futility," Jones said, "since they won't even cooperate by distributing printed song lyrics to broadcasters ahead of time," a suggestion flatly turned down by the record industry years ago.

The committee's resolution on this sore subject is the latest in a series of complaints from the broadcast organization, but Jones revealed no plans for efforts on this point.

FCC: 'We Get Letters'

A check on the Federal Communications Commission complaints file shows that for FY 1976 (figures for fiscal '77 will not be available for about eight weeks), the public had substantially more gripes to vent than it did the previous year. In the category of "obscene, indecent and profane" programing complaints, the FCC received 1,178 letters referring to AM radio stations, 165 letters referring to FM programming. That compares to 359 AM and 121 FM programming complaints on file at the FCC from FY 1975. (Complaints regarding television, it should be noted, far out-stanched either radio category in both years: 4,787 complaints in FY '76 and 11,236 in FY '75.)

Steve Sewell of the FCC's complaints division explained that the complaints lumped together under the "obscene, indecent and profane" label to identify material broadcast as described by the listener — not, he emphasized, according to any legal definitions. Also, the complaint letters refer to all types of programming, news, d.j., commentaries, commercials, in addition to records played. To read these figures as complaints about song lyrics would be inaccurate but, where radio is concerned, one may assume a "fair percentage" of the complaints are in reference to record lyrics.

(continued on page 62)

Mushroom Not Able To Release Aquarius Tapes

by Jeffrey Weber

SEATTLE — The latest development in the litigation between rock group Heart and Mushroom Records involves an injunction issued September 15 which enjoined Mushroom Records from releasing a collection of songs from the "Aquarius" album that were recorded at the Aquarius Tavern in Seattle.

Judge Donald Voorhees of the L. District Court in Seattle ruled that "You Shook Me Babe," "Mother Earth" and "I've Got The Music In Me," recorded at the Aquarius Tavern were not recorded on "Aquarius: The Movie," which was later released on the "Aquarius" album. The judge enjoined Mushroom Records from distributing the songs if the court's order were not obeyed.

Mushroom Records had been in bankruptcy proceeding for a number of years, according to the judge, and therefore could not be enjoined if the court's ruling were not obeyed, the judge said.

In a lengthy holding the judge stated, "The tape recordings of the Aquarius Tavern were not recorded under or pursuant to a recording agreement. In a lengthy holding the judge stated, "The tape recordings of the Aquarius Tavern were not recorded under or pursuant to a recording agreement. In a lengthy holding the judge stated, "The tape recordings of the Aquarius Tavern were not recorded under or pursuant to a recording agreement, but rather pursuant to an oral understanding between Mushroom and defendants (Ann and Nancy Wilson and Roger Fisher of Heart). None of the defendants has ever agreed, authorized or licensed Mushroom Records to use the tape recordings of the Aquarius Tavern concert for record albums or for any purpose other than for radio play or for promotional purposes, other than the recording of the Aquarius Tavern concert intended, agreed and understood that the recording of that concert would be for radio play or for promotional purposes only.

This latest action stems from a motion filed in the 9th Circuit Court of Appeals by Judge Voorhees August 9 order allowing Mushroom to make "commercial use" of the "Aquarius" tapes (Cash Box, September 3, 10).

Other Orders

Simultaneously with the entering of the above ruling, the court issued several others of fact relating to the "Aquarius" tapes. The order basically reiterates the previous ruling permitting Mushroom to use the "Aquarius" tapes but in connection with (continued on page 63)
Don Harrison is like a lover to his songs.

Don Harrison can envelop a song in tenderness. Or he can bring a song to an intense quiver. Hear him do both on his incredible new album, "Not Far From Free."

Featuring the new single, "Helter Skelter."

Produced by Ker Scott
Mercury SRM-1-1185 8-Track MC8-1-1185
Musicassette MCR4-1-1185
ELVIS IN CONCERT

ORIGINAL SOUNDTRACK RECORDING FROM THE CBS-TV SPECIAL PLUS ADDITIONAL SONGS RECORDED ON TOUR JUNE, 1977.
ELVIS IN CONCERT

ORIGINAL SOUNDTRACK RECORDING FROM THE CBS-TV SPECIAL PLUS ADDITIONAL SONGS RECORDED ON TOUR JUNE, 1977.
EXEcutives on the move

Groove Opens Fourth Unit; Tidewater Retail Market Grows

by Mark Mehler

NORFOLK, VA. "The Groove" record retail chain has opened its fourth store adjacent to the Military Circle Shopping Mall in 1976, and indications are that record retailing expansion in the market will continue.

President of Records Inc. The Groove's parent firm, said the new 1,500-square-foot location was chosen mainly because of its proximity to the mall, which is the largest in the Tidewater region. Levine said the new store will make The Groove Virginia's biggest in terms of space.

Formerly called Records Inc., the company began trading as The Groove on July 11. Levine suggested that the new name and a red and white logo were part of a move toward modernizing the chain. Each of the mall and shopping center stores have recently been remodeled with new fixtures and wall murals.

Shell prices at the Groove are $5.29 on $6.98 list and $6.99 on $7.98 list. Product prices range from $3.99 to $4.99 on $6.98 list and $4.99 to $5.29 on $7.98 list. The prices for these products are comparable to these in the rest of the market.

Levine noted that The Groove has budgeted funds for extensive radio advertising, and will implement co-op promotions. TV spots have been utilized occasionally over the past three years, and the chain has avoided print advertising, believing that newspaper readers in the area are not record buyers. The fourth Groove outlet will be located adjacent to one of two Variety Records stores in the Tidewater market. The Groove store in the Southern Shopping Center is located near one of the company's completed "Tracks" store/first of a new chain started by Record Bar (Cash for Lou Kantor, Nov. 27).

Groove officials, however, are not overly concerned about the competition. Other area record stores have maintained a low profile, explained Ray Rice, who coordinates The Groove's advertising. Rice added that, if The Groove is successful in reinforcing its image and grabbing an adequate market share, it will withstand the competition. And, as future store/firsts that might move in.

Tremendous Opportunities

The 10,000-square-foot Tracks store was opened at the Virginia Beach Mall on October 20. Barrie Bergman, president of the parent Record Bar chain, which already has a smaller mall store in Portsmouth, Virginia, said the Tidewater market presents tremendous opportunities for retail expansion.

"Tidewater is a huge area," Bergman explained. "You have at least three fair-sized cities: Portsmouth, Hampton and Norfolk. And with Naval and Air Force bases in Norfolk and Newport News, this area contains the largest concentration of servicemen in America."

Bergman further noted that, while large bodies of water separate the various cities, toll bridges have been erected and there is now relatively free access between them.

(continued on page 67)

Looking Back

1 Year Ago Today (10/9/76)

- Lou Kwiwer resigned as Handicapped president.
- The First disc-operated Zebra

Looking Back

1 Year Ago Today (10/7/72)

- Harvey Selnick was named publisher of Sony of America after a 14-year association with CBS.
- Mel Posner was named exec vp/ manager of Elektra.
- Al Choin was made a vp of Pickwick
- Stan Montesano was named vac.
- promo director for Epic/Custom

5 Years Ago Today (10/7/72)

- RCA Records purchased John Billinis in Detroit.
- The Mamas and Papas signed a new contract with Dunhill.
- The Mamas and Papas named director of business affairs for CBS Records by Russell Asher.
- Fantasy and Galaxy Records were sold to a group headed by Saul Zaentz that included Al Meilnick of Philadelphia, Joe Martin and Jerry Cohen of New Jersey, Ralph Kaffel of Los Angeles, Mary Jacobs of Detroit and Sy Greenspan and Jack White of Atlanta.
- Sid Bernstein flew to Europe to plan concert dates for the Rascals.
- Pat Pipolo began an indy promotion operation.
- Otis Smith was appointed GM/AM at Orpheum Records.
- The Scorchers with Warner/Reprise as man in the northwest.

15 Years Ago Today (10/6/62)

- The Senate passed an anti-bootleg

Artists on the air

Joan Jett of the Runaways, Iggy Pop, producer Kim Fowley, the Jam and Los Angeles pop singer, Tape Top music, led by Robert Huber, will serve as guest panelists with Tommy Snyder on "Tomorrow" on Oct. 11.


Chrsylis Names Mussio & Bourke — Chrsylis Records has announced the appointment of Frank Mussio as national advertising coordinator and Brenton Bourke as sales manager in Los Angeles. Mussio previously served as office and personnel manager for Chrsylis. Prior to joining Chrsylis, Bourke served as production manager for Fantasy Records in Los Angeles.

Milrod To Creem-Hi — Creem-Hi Records has named Michael Milrod northeast regional marketing and promotion manager for the label. He comes to Creem-Hi from Fantasy Records, where he was director of eastern regional promotion and operations. Milrod started his record industry career in 1967 as staff announcer at WJJU, Newark and has held promotion posts at Roulette, London and Buddah Records.

Speisman To Polydor — Bob Speisman has joined Polydor Incorporated as western regional marketing manager based in Los Angeles. He replaces Sterling Dever, who leaves Polydor to become director of training for Phonedisc. Before joining Polydor incorpor-
Some people have it, some people don’t.

Patti LaBelle has it. Thirty-nine stations the first week proves it. “Joy to Have Your Love,” her first solo single. From “Patti LaBelle,” her first solo album. The love is building fast.

On Epic Records.
The Rolling Stones Records & Tapes.
EAST COASTINGS / POINTS WEST

Retail Prices For $7.98s Vary As Dealers Express Confusion

by Randy Lewis and Alan Sutton

LOS ANGELES — Although the $7.98 list price for single albums came into existence less than a year ago, the impact of record prices on consumers has made dealers and retailers rapidly.

A study by the Retailer's Roundtable, a group of independent record retailers, found that the $7.98 price point was the most popular among consumers.

The study also found that the average consumer is willing to pay $7.98 for a single album, but that the average price for a double album is $9.98.

One reason for the rapid change in consumer behavior is the increasing use of digital music services, which have made it easier for consumers to access music.

Another factor is the increase in the number of high-end, niche music stores that have been opening in recent years.

However, the change in consumer behavior has also led to confusion among retailers and wholesalers.

Some retailers have been hesitant to increase their prices, fearing that they will lose customers to lower-priced competitors.

On the other hand, wholesalers have been pushing for higher prices, citing the increased cost of production and distribution.

The net result is a complex and ever-changing landscape of pricing, with retailers trying to balance consumer expectations with the need to maintain profitability.

Goldrod Said To Join Private Stock

LOS ANGELES — Marty Goldrod will be joining Private Stock, the West Coast's leading promotional and/or managerial firm.

Goldrod's appointment follows his resignation from A&R at Warner/Reprise Records, where he served as manager for artists such as Little Richard and Janis Joplin.

Goldrod is expected to play a key role in Private Stock's expansion into new markets and the development of new artists.

Stewart Sank Forms New Promo Company

LOS ANGELES — A new independent record promotion company, Sank Creative Promotions, has been formed by Stewart Sank.

The company will focus on developing and promoting new artists and providing services to established recording artists.

Sank, who has worked as a record promoter for more than 20 years, said he was drawn to the independent sector because of its flexibility and potential for creativity.

Mirror_CashBox_COVER_1977-10-08_020.jpg

Newspaper Runs Music Poll, Calls It First In N.Y.

NEW YORK — The New York Daily News is conducting what it believes to be the first pop music awards poll conducted in the New York metropolitan area, and the first major consumer poll to be run by a metropolitan newspaper in which fans of the various categories will have a chance to vote for the artists they prefer.

The poll will be featured in the promotion section of the newspaper, and readers will be able to vote online.

SINCLAIR SHOWCASE

Olivier Newton-John and television actress DeDe vrab, who played the role of Eva in the movie "Grease," were the featured performers at the annual benefit concert for the Actors Fund of America.

The event, which was held at the Hollywood Palladium, raised more than $50,000 for the organization.

Shorts

EXTRAS

The first 50,000 units of Jane Oliver's second album for Columbia Records, "Chasing Rainbows," are being shipped with a one-sided single of her unique version of "Somewhere Over The Rainbow."... Rick Springfield is reportedly being considered for a TV version of "Star Wars."

DIAL-A-FUNK

Trouser Press, America's self-proclaimed "British rock" magazine, began offering news of the "New Wave" rock movement over the telephone on September 9.

The magazine has a small number of nationwide subscribers, but the company believes the move will help it reach a wider audience.

More Trax

The "New Wave" movement has the potential to be a major force in the music industry.

But when A&R raised its entire catalog, the numbers were left unchanged.

Because of the confusion, many retailers said they were still deciding on what price they will eventually settle on, and that the price they are currently charging is for $6.98 and $7.98 singles rather than at a net.

A spot-check of some national, large regional and a few smaller retailers of their shelf prices revealed considerable amount of variation in prices.

Mail order prices on singles now list albums at a low of $3.99/ex. for the first 1,000 albums involved in a heavy pricing competition. On the average, though, sale prices range from $4.47 to $4.99.

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CBS RECORDS INTERNATIONAL
CONGRATULATES ANDY WILLIAMS
ON HIS RECEIPT OF THE CRYSTAL GLOBE,
FOR SALES OF OVER FIVE MILLION ALBUMS
OUTSIDE THE UNITED STATES.
Motown Restructures Its Sales Staff

LOS ANGELES — In a recent reorganiza-
tion of Motown Records’ marketing depart-
ment, Dan Chaskey was promoted to
national album and tape field sales
manager while Charlie Salath was moved
into a slot in which he services national ac-
counts out of Detroit.

Other changes included the appoint-
ment of Steve Jack to director of album
and tape sales and Miller London to the
post of national retail account and singles
sales manager.

Announcing the assignments, Motown’s
executive vice president Mike Luska said,
“These new appointments are simply an-
other step in our continuing quest for
closer coordination and direct liaison
between our sales force and retail accounts.”

Motelier

Hall And Oates Ready To Start
Two-Month Tour

LOS ANGELES — RCA recording artists
Daryl Hall and John Oates are ready to
begin a tour of the United States. The tour,
which is slated to open October 12 in
Harrsiburg, Va., and end in Philadelphia
in mid-December, will feature a new show
with the additions of lead guitarist Caleb
Quaye and drummer Roger Pope to the
backing band. Other dates on the tour in-
clude the Palace Pavilion in Los Angeles,
Oct. 29, and the Aladdin Theatre in Las
Vegas, Oct. 31.

Joe Farrell Album Due

LOS ANGELES — “La Catedral el Toro,”
reedman Joe Farrell’s debut LP on Warner
Bros. Records, is set for release this fall.
Artists performing with Farrell on the album
include Stanley Clarke, Eric Gale, The
Brecker Brothers, Dave Grusin, Richard
Teie and Stacy Gadd.

New NAGAOKA

ROLLING RECORD CLEANER

$15

Roloel of America, Inc.
1055 Saw Mill River Road
Ardsley, N.Y. 10502 (914) 993-3355

Hall and Oates about to launch a new tour:

NARM Committees Meet To Plan Their
1978 Convention

LOS ANGELES — The National Association
of Recording Merchandisers (NARM) is
holding a series of meetings for the pur-
puse of planning NARM’s 1978 Convention
to be held in New Orleans March 19-22.
The meetings will involve the NARM
board of directors, its manufacturers ad-
visory committee and the 1978 convention
committee and are taking place Oct.
1-4 at La Costa in Carlsbad, Calif.

In addition to discussions about the up-
coming 1978 convention, the various
NARM groups are scheduled to discuss the
instituting of NARM regional meetings,
planning for new appointments, new mem-
bers and extended planning on future joint
projects between the merchant and manufac-
turer members of NARM.

Areas under consideration will include
market research, experimental tape pack-
aging, bar coding, artist development and
various educational projects.

Following two days of convention
committee meetings, a complete report will
be made to a joint meeting of the NARM board
of directors and the manufacturers ad-
visory committee, each of which will have
met separately prior to the joint meeting.

WASHINGTON—Entitled “Ann In Wonder-
land,” scheduled for American release October 28, the LP was
produced by Roy Wood of The Move and Wizzard fame. We neglected to mention
that Mitch Kanner was the able relief pitcher for the Beatles’ Jon Black on the
front cover during the first week. Mink DeVille reportedly selling out in London, Paris
and Amsterdam. John Mayall, Mike Bloomfield and John Hammond will appear at
the Beacon Theater October 6. The Alan Price date continues to expand. Their tour
scheduled for October 31 has been changed to sometime in November. Lynrd
Skynyrd’s sixth album, to be released October 15, will be titled “Street Survivors.” Their
three-month nationwide trek in support of the LP, appropriately titled “Tour Of The
Survivor,” will include an appearance at the Roxy Oct. 17. Both the Gary Moore and
Enigma Productions in association with Alive Enterprises have been assigned
to Casablanca Records & FilmWorks. After light-years of stellar travel toward destination
Earth, The InterGalactic Touring Band is finally set to depart. The Passport
Records and Aristra distribution. Occupants include sometime earnings Ann
Haslam, Dave Cousins, John Tropea, Ben E. King, Rod Argent, Synergy, Clarence
Clemmons, Al Green, Percy Jones, Mr. Snips, Pepe Marchello, Anthony Phillips, Status
Quo and Davie Bedford.

POUNTS WEST — ON THE MOVE — A flurry of comings and goings have reached our
attention in the past few days. In the coming weeks look for these announcements: Joe
Carbone has left Butterfly Records after 1 1/2 years; Mark Cooper has left Motown; Tom
Cossie has resigned as vice president of promotion at Buddah. Marty Goldrod and
Raphael are reportedly joining Private Stock; and Steely Dan has left ABC to strike a
new deal with Warner Bros. Though one album is still owed ABC. Manager Ruth Aaron
was surprised her client Shaun Cassidy with a surprise birthday party at her home where
guests were treated to a preview of Shaun’s next, “Born Late” (due mid-month), and feast-
ated on platter-shaped cake. It was a perfect opportunity for Ms. Osiris to present Shaun
with a platinum award for his debut LP. (We have erroneously reported last week that the
LP was just certified gold. Sorry, Joe Carbone.) The hope is that Peter Townshend has
gone to back to night school to study business management while the band schedules studio
time around this class time. Tina Turner doesn’t let little things bother her. When her
vast army of security and press車 threw her out of the white bus on the road there
she split with like, the songstress just cut off a pair of jeans, sewed on some
sequins and hit the boards. No one was the wiser. We hear that bionic Lindsey Wagner
will soon open an album with producer Kimbo. It looks like they’re trying to make
Pete’s music less well-known than her features are now. Barry White may get his own
one-hour TV variety show on NBC later this fall. If so, we applaud the decision not to involve
the singer in the production. Producer Bob Gibson has re-entered the fold, and composer
Jerry Vale and agent Lou Alexander have formed Jerry Lou Productions, an independent
record production company to develop and record masters of new talent.

THE REEL THING — Freddy Fender will make his screen debut in “She Came To
The Valley” as the sly Mexican to portray the famed “Mr. Flirt” in a Hollywood film. The film
co-stars Ronene Blakely, Dean Stockwell and Scott Glenn and is shooting location 50 miles
away from Fender’s birthplace in Los Angeles.

Though the first one is not yet out, John Travolta and Jeff Conaway are all ready to
begin taping the film “Grease.” The movie is reportedly tentatively titled “Grease II” or “Maybe, “Son Of
Grease” or “Speaking of grease, Denny Greene’s part in “Greased Lightning” has
caled attention to another film company, the Sha Na Na Show,” and to the fact that Greene
will have his first solo LP, “Midnight Special,” out in November. The Zone’s Tim McIner says
he has a lead in the upcoming “The Choirboys,” and is negotiating with an independent
company to do “The Alan Freed Story,” but says he won’t take the role if interferes with
his process of getting his Courtland album out of the prob-lems.

Helen Reddy preparing for her screen debut in “Pete’s Dragon,” where she
plays the lead but not the title role... We hear that the Rolling Thunder Revue will come
back to life around the first of the year as soon as Bob Dylan finishes work on his movie
“Renaldo And Clara.”

A NIGHT ON THE TOWN(S) — Rod Stewart kicks off his first solo tour of North America
with an October 1 date in Vancouver followed by 45 other dates, including New York’s
Madison Square Garden (Oct. 20-21), Detroit’s Cobo Arena (Nov. 5-6), L.A.’s Forum (Dec.
12-14) and a rousing finish at San Francisco’s Cow Palace (Dec. 18-19). Bev Miller
has been offered three nights at the Forum by Wolf & Rissmiller but has declined, opt-
(C) 22000 The Union T Member of The Wall Street Journal Corporate Network

EAST COASTINGS/POINTS WEST

(continued on page 20)

Cash Box/October 8, 1977
CLASSIC SINGLES COME FROM CLASSIC ALBUMS

"SEND IN THE CLOWNS"
E-45253

A single from Judy Collins' "SO EARLY IN THE SPRING"
8E-6002

Produced by Arif Mardin
Available now on Elektra

www.americanradiohistory.com
DOOBIE BROTHERS (Warner Brothers 4871)
Echoes Of Love (2:57) (Sequel — ASCAP, Jec — BMI)
Simmons, Mitchell, Randell
An unusual, synthesized introduction instantly lends a warm feeling to this second single from "Living On The Fault Line." The deep layers of vocal harmony that attracted FM stations to this cut should prove to be a magnet to top 40 stations as well.

BOB WELCH (Capitol (Simmons, Mitchell, Randell)
The former Fleetwood Mac vocalist/guitarist has finally begun to record under his own name with the album "French Kiss." This selection is a song that will be familiar to the group's pre-boom followers; it remains standard fare on many FM stations. With its trilling harmonichord and cloudy harmonies, this re-worked favorite is already bulletsing on the Cash Box singles chart.

ODYSSSEY (RCA 11219)
Native New Yorker (3:29) (Featherbed/Desiderata/Unichappell — BMI) (Unzer, Randell)
Introduced by a lamenting big-city saxophone, this first single from the group's debut album showcases the vocal talents of its members in solo and ensemble contexts. With the rhythm for disco and the subtlety for varied airplay, this one is not for only New Yorkers.

DAVID MATTHEWS (CTI 410)
Princess Leia's Theme (from "Star Wars") (2:55) (Fox Fanfare — BMI) (Williams)
Characterized by inflating flutes and oboes open Matthew's interpretation of this romantic theme from John Williams's score of the year's box office smash. Like even the "Star Wars" cover version, this record aims at the radio audience by presenting the music with conventional pop instrumental production.

BOBBY VINTON (ABC 12038)
All My Todays (3:06) (Featherbed — BMI) (Vinton)
A self-penned swan song from Vinton's album, "The Name Is Love." It's a bit on the schmaltzy side, but his high-reaching vocal performance is as effortlessly executed as ever. A definite for MOR stations, with some pop potential.

HODGES, JAMES & SMITH (London 260)
Don't Take Away Your Love (3:39) (El Patricio — BMI) (Barum, Clay)
Following up a success that broke out of disco play, this talent trio of vocalists continues to aim at the same market with this single aimed at "The Name Is Love." The energy is non-stop, with the active vocal sections backed by a driving rhythm section and deep arrangement.

SYLVESTER (Fantasy 802)
Over And Over (4:15) (Nick-O-Vail — ASCAP) (Ashford, Simpson)
With good-time party noises chirping in the background, Sylvestor creates the illusion of audience participation with this single aimed at the disco market. His falsetto is unmistakable, dominating a record that features strong performances on electric guitar in addition to an appealingly melodic string arrangement.

LATIMORE (Glades/TK 1744)
Let Me Live The Life I Love (3:26) (Sherylly — BMI) (Latimore, Lopez)
A big band backs up Latimore's vocal performance on this single release. With firm roots in the blues, the track's big city sound is tailored for R&B airplay.

INNER CITY JAM BAND (Barbarec K53)
What I Did For Love (3:18) (American Compass — ASCAP, Wren — BMI) (Hamlish, Kleban)
The familiar Marvin Hamlisch tune is a middle-tempo disco rhythm. A strong lead beat, while the horns provide the backing vocal and instrumental arrangements set this record apart as a strong candidate for R&B airplay.

RONNIE TURSO (Carollo 8007)
I Want Your Love (3:32) (Tri-Song — ASCAP) (Touro, Esposito)
A light pop melody with a vague Latin feeling from this songwriter/vocalist. The lyric concerns seduction in a love quadrangle, and the melody sounds appropriate for pop and easy-listening stations.

HAMILTON BOHANNON (Mercury 73946)
Andrea (2:58) (Bohannan Phase II/Intersong — ASCAP) (Bohannon)
A rhythm-based three-chord disco song, Hamilton Bohannon continues to add sublities to his sound with this instrumental from "Phase II." The emphasis here is on grand piano and melodic string writing, with a few passages where the rhythm section is allowed to stand on its own. Mainly for disco play.

BILLY JOEL (Columbia 10624)
Movin' Out (Anthony's Song) (3:30) (Joe'songs — BMI) (Joel)
Growing cellos and a pulsating rhythm section set the mood for Joel's threatening indictment of middle-class values. One of the few choruses he has written in some time, combined with unusual echo effects, a yelping horn section, and a melodic guitar finale that wraps it all up nicely. Already getting a good FM start, while waiting to make the AM break.

DOLLY PARTON (RCA 11212)
Here You Come Again (2:55) (Screen Gems — EMI/Sumrhythm — BMI) (Mann, Weil)
In her most pop-oriented performance on record, Dolly Parton proves that her talents as a vocal dramatist are unparalleled by the slight shift in style. Produced by Gary Klein (who scored a recent success with Barbara Streisand), this single retains her personal touch while exhibiting the commercial potential to pick up major top 40 and MOR airplay.

AC/DC (Atlantic/Atco 7086)
Problem Child (2:48) (E.B. Marks — BMI) (Young, Scott)
From Australia's high-voltage rock band, a single that derives pure energy from the slashing guitar chording of young Angus Young. Really, an innovative variation on the classic progression, spiced with two screaming solos. Hard and heavy, but executed well enough to draw a mass following around the album, "Let There Be Rock.

PIPER (A&M 499)
Can't Wait (3:11) (Songs Of The Night/BoMass — BMI) (Squier, Isaacs)
The title cut and first single from Piper's latest album presents a slick surface and a rock-solid underside. The vocals, chimes and recorders are echoes of 1960s British pop, while grumbling guitars accentuate the rhythmic strengths of the recorded performances. Has all the elements to appeal to single and album-oriented stations.

UFFO (Chrysaids 2178)
Try Me (3:35) (T.H.T./Chrysaids — ASCAP) (Schenker, Mogg)
If the name of this group denotes heavy rock to you, take a clue from the song's title and try this bluesy, piano-based ballad creates a heightened level of emotional energy through Phil Mogg's gravelly vocal and a lush string section, wrapping it up with a sobbing guitar solo. A good shot at top 40 stations.

LINDA RONSTADT (Elektra/Asylum 45438)
It's So Easy (2:27) (MPL — BMI) (Holly, Petty)
Linda Ronstadt is a proven interpreter of Buddy Holly songs, and this selection from the album "Simple Dreams" has been well received by all radio formats. Simple, forthright instrumentation and Peter Asher's genuine production have created an irresistible, very commercial rock and roll single. Bulleting up the charts.

EARTH, WIND & FIRE (Columbia 10625)
Serpentine Fire (3:42) (Pub, not listed) (White, White, Burke)
Earth, Wind & Fire continues to develop its distinctive style with this single from a forthcoming album. Filtered vocals deliver the melodies against a sharply percussive backbeat, while the horn section gives its most agile, incise performance to date. Loaded with pop and R&B appeal.

DARYL HALL & JOHN OATES (RCA 11312)
Why Do Lovers (Break Each Other's Heart?) (3:13) (Hot-Cha/Unichappell — BMI) (Hall, Allen)
Utilizing the best elements of blues and doo-wop music, this first single from "Beauty On A Back Street" communicates a very good shot in FM airplay, the cut showcases Daryl Hall's cogent vocals, as well as a series of wailing electric guitar solos. Once again looking to big pop numbers.

ABBA (Atlantic 3434)
Money, Money, Money (3:05) (Artwork — ASCAP) (Andersson, Ulvaeus)
Abba is finally working with a solid base of followers in the American top 40 audience. This new single from "Arrival" is their clearest to date, adding humorous lyrics to the distilled pop hooks that are their trademark. Looking to a strong chart debut.

THE CHARLIE DANIELS BAND (Epic 50456)
Heaven Can Be Anywhere (Twin Pines Theme) (3:15) (Hat-Band — BMI) (Daniels)
One of the band's most singles ever, from the album "Midnight Wind." Based on a simple love theme, it emphasizes grand piano and acoustical guitar, revealing the most delicate side of the big man's voice. Very adaptable to top 40 radio.

KENNY ROGERS (UA 18848)
Sweet Music Man (4:17) (Jolly Rogers — ASCAP) (Rogers)
With deep, drooping bass notes to back the gentle strains of this outstanding country ballad, Rogers sings his lyrics to an inspiring musician. He strikes the perfect balance between folk and pop in this single from the album, "Daytime Friends.

BLUE (Rocket/MCA 40801)
Bring Back The Love (3:30) (Catrene — PRS) (Nicholson)
Based on classic rock building blocks, this song springs to life with excellent vocal performances by members of Blue and the group's distinctive strong but not overbearing, while a memorable hook marks this as the group's most promising single thus far. From "Another Night Of Time Flyin.

FRANKIE VALLI (Private Stock 169)
I Need You (3:23) (C.A.M. USA — BMI) (Carmen)
Valli sings with authority to a ballad by Eric Carmen in this single produced and arranged by Charles Calello. The strong feature here is the dramatic entrance of each deeply harmonized chorus. Just the pop direction that Valli should be taking.

BUCKINGHAM-NICKS (Polydor 14428)
Crying In The Night (3:00) (Pogololo/Buckingham Nicks/Mother Pearl — ASCAP) (Nicks)
From another older album by Lindsey Buckingham and Stevie Nicks, now better known as two of the guiding forces behind the current and most successful edition of Fleetwood Mac, "The Chain" is a classic progression, spiced with two screaming solos. Hard and heavy, but executed well enough to draw a mass following around the album, "Then Here, There And Everywhere," and the harmony sounds will be familiar to pop listeners. This highly commercial effort proves that perhaps they were ahead of their time.

THE POINTER SISTERS (ABC/Blue Thumb 275)
Having A Party (3:08) (Nick-Foko) (Cook)
The often-coveree Sam Cooke song receives the Pointers' jazz-slanted, slightly offbeat treatment in this single cut from their forthcoming album, "Buckwheat." The group's interplay is strong but not overbearing, and the harmony sounds will be familiar to pop listeners. This highly commercial effort proves that perhaps they were ahead of their time.

MERLE HAGGARD (MCA 40804)
From Graceland To The Promised Land (2:17) (Shade Tree — BMI) (Haggard)
Another Elvis tribute, but this one's by a beloved country star who has made an impact on pop radio with this record. The lyric is unhindered in its sentimentality, and the country melody is a tough one to forget.
The new single from Earth, Wind & Fire: "Serpentine Fire." It's Earth, Wind & Fire at their fiery best.

"Serpentine Fire." 3-10625
From the forthcoming Earth, Wind & Fire album "All in All."

Also available on tape.

On Columbia Records.

Produced by Maurice White for Kalimba Productions.

Surely, this is a milestone Carpenters album. Where the album was once content with lushly arranged pop ballads with mass appeal, they have embarked this time on a well-charted course that takes them through a calypso boogie, an operatic medley and a symphonic opus, a Latin-tinged number, a master/servant dilemma and an other-worldly tune exploring the theme of intergalactic harmony. A breathless ride on the gosamer wings of Karen's magic-carpet vocals and Richard's steady navigation through new and familiar territory.

NEVER LETTING GO — Phoebe Snow — Columbia JC 34875 — Producer: Phil Ramone — List: 7.98

Though some of Phoebe's more accomplished musical friends are around to help, the most versatile and finely tuned instrument in earshot is her voice, a gracefully flowing thing of beauty. The lifting power and dramatic color she possesses give her room for an abundance of vocal treatments and dramatic evocation of stylistic variations. But there is little here to make you crazy. This is an album that carresses the ears and is perfect for romantic settings and quiet times.


Randy Newman is one of the few artists who can make it worth waiting the two to three years it takes him to make each album. This time out, he applies his sardonic wit to some new areas of prejudice ("Short People") and various aspects and outgrowths of the ever-present American Dream. His humor ("Rider In The Rain") and sensitivity ("Texas Girl At The Funeral Of Her Father") are as acerbic as ever on this intelligent, expansive effort.


One of the crimes of this century is the lack of recognition for one of our most gifted musicians. Maybe, since so many of us grew up watching him grow up before our eyes on television, it was easy to dismiss the low-keyed, soft-spoken but sensitive vision of Nelson. Years ahead of his time, he helped pioneer the marriage of rock and country. But this album, at least his 35th, is solid evidence of how much the Stone Canyon Band and he have formed a highly listenable sound reflecting a variety of styles.

PLAYER — RSO/Polydor RS-1-3026 — Producer: Dennis Lambert & Brian Potter — List: 7.98

Somewhere between the Doobies and Hall & Oates is the sound of Player, but there's more to it than that. Their harmonies are exquisitely delivered in tight, well-knit arrangements that also display this quintet's sense of rhythm and instrumental prowess. They have a strong commercial sensibility as well, wisely steering a mid-course path that incorporates a variety of musical influences without owing total allegiance to any.


One of the keys to Artful Dodger's sound is their high-class harmonies, instantaneously comparable with such masters as the Hollies, the Bee Gees, and the Beatles. But they are accomplished instrumentalists as well, with enough punch to make the grade as a rock band, and enough sense to know the limits of balance. This is what allows them the freedom to blaze out a rocker or change pace for a moody ballad. Inherent songwriting ability is another strong asset.


With a new record label affiliation to fuel her best efforts, De Shannon is back in business with a highly accessible pop offering of material that still gives evidence of her varied gifts. Most of the songs were written or co-written by her but even on the ones she covers. Ms. De Shannon amplifies the impact with her emotional but controlled delivery. Few singers can claim the varied background that gives her interpretations such a rich variety.

TERENCE BOYLAN — Asylum 7E-1091 — Producer: Terence Boylan — List: 6.98

With a haunting voice that is somewhere between Jackson Browne and Don McLean, singer/songwriter Terence Boylan displays a gift for unusual insight and rare sensitivity on this debut LP. His instrumental supporters are some of L.A.'s finest session players and band members, but their role here is to artfully set the mood and provide the subtle nuances that point up Boylan's crafty vocal treatments. This is an artist to keep an ear on.

BARBARA WYRICK — Calliope CAL 7005 — Producer: Clayton Ivey and Terry Woodford — List: 6.98

Barbara brings a soft touch and a strong voice to this carefully selected and smartly dressed set of tunes. Recorded in Muscle Shoals, the album has just the barest hint of country influence, but in the main is a deadly accurate portrayal of the musical middle ground that seems to predict mass appeal. Her emotive qualities and strength of conviction come through strongly in the words she delivers.


Following the immense success Sayer had with "Endless Flight" and one of this year's most popular basics on the basic path they blazed into R&B-flavored rock. His lyrics are up to the high level established on his first two albums and the production (three of the songs are co-produced by Sayer and producer Larry Parnes) is superb work and could be one of the best singles in years.

THE OSMONDS' GREATEST HITS — Polydor PD2-9005 — List: 9.98

Incredible as it sounds, this is the first greatest hits compilation from the Osmans, one of America's top singing families. Their uncomplicated clean-cut style, while virtuous, has never seemed overly puritanical. Nor is their joyous celebration of life's simple pleasures trite or dated. Their positive ebullience and infectious enjoyment they derive from entertaining us is one of the reasons for their mass appeal. This one a must for Osmond fans.

FOREIGN AFFAIRS — Tom Waits — Asylum 7E-1117 — Producer: Bones Howe — List: 6.98

Tom Waits doesn't give us mere lyrics, he gives us moody, pensive ciphers and mirrors of smoke-filled affairs. The throaty growl is in fine form as he delves into dark erotica. Accompanied by superior sidemen, a non-intrusive but effective orchestra and soulful visit from Bette Midler, the album, recorded directly to the master tape, is surely one of Waits' finest and most polished. Best time to intake this one is "half past a nightmare" For AOR and jazz players.


Finally, with her third and most recent album, Joan Armatrading achieved the kind of popular attention and widespread airplay she certainly deserves. Even without a hit single, the album did well but this one should make the previous one's success seem modest. This time Joan sacrifices none of her distinctive convictions but still has a little something for every musical taste, which could have her loyal cult following growing and seeking larger meeting places.

BLUE SAILOR — Cheryl Dickher — Butterfly FLY 003 — Producer: John Stronach and Jim Taylor — List: 6.98

The ease with which Cheryl Dickher puts her voice through such changing passages is enough to make both accomplished and shower-stall singers envious. Versatility might well be her middle name for she calls to mind several songstress's without sounding too much like any one in particular. The telling evidence is Cheryl's self-confidence in writing her own ticket here for a journey that covers much ground.

FUNZONE — Funzone — First Artists/Mercury FA-4000 — Producer: Ben Barton — List: 7.98

This is just about the freshest debut band you're going to hear, this or any other year. The septet that comprises this sprightly band are all experienced session players with extensive backgrounds, which combines to produce a sound that pairs the best of seventies rock sophistication with big band brashness of the past. Fast and furious, the music with its mixture of wafting dreaminess and offbeat reflections, sprinkled with wit and style.

LOVE IN ALL FLAVORS — Ronnie Dyson — Columbia PC 34866 — Producer: Chuck Jackson & Marvin Yancy — List: 6.98

The bold and brassy production featured here might threaten a less powerful singer. But Dyson is a strong vocalist who is complemented by the lavish setting in which he performs. Smooth and soulful, Dyson gives each song a distinctive touch, spicing up the collection with wry twists of vocal seasoning that make him as unpredictable as he is compelling.

COME TO ME — Juice Newton & Silver Spur — Capitol ST-1182 — Producer: Larry Space

Don't let her good looks fool you — this comely lady can sing too! Her voice is an arresting instrument equally capable of a wide, powerful or raw power, but the basic group is a trio and even the nucleus is here joined by keyboardist and vocalist Robbie Garman, drummers Buzzy Buchanan and Denny Seewell and guitarist Ed Irwin, who give the album greater depth and a rich back drop. There are several highlights but her treatment of Bob Seger's "Good Luck Baby Jane" is a chilling interpretation.


The latest from Larry and the boys really packs a bluegrass wallop. Though those who have yet to try bluegrass, this is a hearty appetite of fun, foot-stomping and tremendous virtuosity. Larry plays banjo with an incredible mixture of reverent sensitivity and careless abandon and the conviction Skinner gives everyone up with his down-home attitudes. He laid back but soulful vocals compliment Geoff Levin's fine harmonies and together they churn out a hearty brew. An exuberant offering for MOR and country lists.
New Faces To Watch

Crackin
Warner Bros. recording group Crackin was signed to the label by staffers Lenny Waronker and Ted Templeman after something of an unconscious campaign on behalf of the group.

"Different people were telling them about us," explained Rick Chudacoff, leader of the nine-man group. "One day they got calls from Bonnie Raitt and Tommy Johnson of the Doobie Brothers asking if they had heard of Crackin. We got a call from our manager, who happened to have a demo tape of us."

"They listened to it and liked it, arranged for us to come down to L.A. and have us play for them, and that sealed it. It was like an old 1930s Judy Garland/Mickey Rooney movie."

The group was formed in Omaha as a rock band, but as more musicians joined, its direction changed to more of an R&B sound. "I like to think of it as funky rock and roll," Chudacoff said, "because our musical background was so diverse: some heavy black music and some heavy rock, too."

The band experienced a setback, though, when they were dropped by their first record label. The second album this past summer when guitarist Bob Bordy's' neck was broken in a car accident. The band recruited Brian Ray, formerly of Etta James' band, to fill in for Bordy on the new album (produced by Michael Omairian and scheduled for release this week), and on its upcoming fall tour, on which it will open for the Doobies on several nights.

But Bordy recovered sooner than his doctor predicted and as a result, the band now has two guitarists, which Chudacoff said is working out very well.

Crackin consists of three vocalists, one of whom plays keyboards, another keyboardist, the two guitarists, bass and drums, with horns and strings added for studio work. Although the band's music has a commercial rhythmic R&B feel, Chudacoff does not want the group to be categorized as a disco band. "Just because you say something is danceable, people automatically think 'disco.' Good music moves you, whether it's your head, your heart or your feet. Disco just moves your feet."

Chudacoff said one of their band's major goals now is to establish a style and sound that will give them national exposure. "We want them to know what a Crackin 'tune sounds like, so that when they see a Crackin 'sticker they will hear our music at the same time."

Horslips
If the idea of a Celtic traditional/rock fusion sounds like a strange idea, it might simply be a question of point of view. "It seemed like we'd always heard music on television," said Horslips' drummer Eamon Carr, addressing the American sensibility, "but to us it's actually something very natural."

Carr, who had been a professional career playing American R&B and blues music, had always noticed similarities between black music and the basic structures as well as minute details, such as the sliding pitches that are common to Irish pipe music and bottleneck guitar.

Around 1970, Carr met up with a group of musicians with similar theories. Jim Lockhart could play anything from a traditional Irish lament to Dave Brubeck on the simple tin whistle. Violinist Charles O'Connor, bass player Barry Devlin, and guitarist John Fean were more folk-oriented musicians who also shared the viewpoint that it would be possible to "forge a contemporary music from Irish music."

If we played rock music, it would come out sounding Irish," Carr, describing the band's early stages. "Guys like Van Morrison and Thin Lizzy don't attempt to sound Irish, but I think they manage to, anyway. We made a conscious effort to make it sound even more Irish."

Carr explained that traditional music in Ireland is "an active, ongoing thing. The musicians in Horslips grew up with Celtic music all around them; they simply took what was theirs and made it more their own."

Horslips' newest American release for DJM/Ahernert, "The Book Of Invasions," is Irish in the musical and literary senses. Its three movements are based on traditional divisions of Irish music: the joyous, lamenting and sleeping strains, using bits of the traditional melodies (which are credited in the album notes). The text is based on storyteller traditions dating back to 12 B.C., to the legendary Tuatha De Dannan, a tribe of magicians whose story signifies the coming of the Celtic peoples to Ireland. One listen to the first single release from the LP, "Trouble With A Capital T," however, will assure any American listener that Horslips can rock 'n roll.

Keyboards Fund Established To Honor Composer

LOS ANGELES — A fund has been established in the name of composer/producer Gabriel Meckler, who died recently at age 34 following a motorcycle accident in Los Angeles. The fund will provide an annual keyboard scholarship at the University of California School of Music.

Meckler was known for his work with Steppenwolf and Three Dog Night, among others, and had received 15 gold records and two Grammy nominations for work with these and other artists.

Shannon Named To New VP Post At Ariola Amer.

LOS ANGELES — Scott Shannon has been appointed to the post of senior vice-president of Ariola America Records, coming to the label from Casablanca Record and FilmWorks where he was vice-president, senior assistant to the president and director of A&R.

Shannon's responsibilities at Ariola will include direct supervision of A&R, promotion advertising and publicity.

"We feel very fortunate to be able to obtain an executive of Scott's caliber for our organization."

CONTI SIGNS — Composer/conductor Bill Conti recently signed a writing pact with Michael Stewart's Interworld Music. Conti, who composed the film score for the film "Rocky," recently received a platinum LP certification for the soundtrack album (Pict.) and gold LP for the album "Rocky on Stage."

Casablanca And Polygram Meet In Los Angeles

LOS ANGELES — A gathering of Casablanca executives and staff with Polygram executives and Phonodisc branch managers took place Sept. 29-Oct. 2 in Los Angeles. The get-together served as an initial gathering between the two recently-associated firms, with separate meetings taking place for promotion and sales. Polygram recently purchased an interest in Casablanca, and Phonodisc now handles their distribution.

'Chorus Line' Single Out

NEW YORK — A 12-inch disco version of "What I Did For Love," from the Broadway production "Chorus Line," has been recorded by Inner City Jam and released on Bareback Records.

Chicago Collects Gold

LOS ANGELES — ""Chicago XI" on Columbia Records has been certified gold by the RIAA.

Two Nugent LPs Get Same-Day Platinum Awards

NEW YORK — Ted Nugent's two latest albums on Epic Records, "Cat Scratch Fever" and "Free For All," were both certified platinum recently by the RIAA on the same day.

The double certifications marked the first time the RIAA has awarded two platinum albums to one artist on the same day since the association began honoring the million-unit-sales plateau in January, 1976.

Nugent's debut album on the Epic label, "Ted Nugent," turned million-unit sales recently, but was not eligible for Platinum certification because its release date preceded the official date for recognition of the Platinum standard by the RIAA.

UPCOMING INDUSTRY CONVENTIONS

Odyssey Records, Oct. 5-8/9, Santa Cruz, Calif.
CMA Talent Buyers Seminar, Oct. 6-10, Nashville, Tenn.
Tomato Music, Oct. 6-7, New Orleans, La.
NARM Regional Meeting, Oct. 17, Detroit, Mich.
NARM Regional Meeting, Oct. 21, Cleveland, Ohio.
Musevox 77, Oct. 28-Nov. 1, Miami Beach, Fla.
NARM Regional Meeting, Nov. 1, Miami, Fla.
NARM Regional Meeting, Nov. 2, Atlanta, Ga.

Geils' HOMECOMING — Atlantic recording group The J. Geils Band recently returned home to Boston for their 10th anniversary engagement at the Music Hall. During their two-hour performance the group placed special emphasis on songs from their new LP, "Monkey Island."" Pictured backstage (standing l-r) are: Magic Dick and J. Geils of the band; Jim Delehant, A&R director; Danny Klein and Stephen Jo Bladd of the band; Tracey Roach of WBCN; Judy Libow, national FM promotion coordinator; Perry Cooper, artist relations director, and Mark Parenteau of WCOZ. Shown seated (l-r) are: Mike Fonteille, WEA branch marketing coordinator; Tony Chalmers, local promo representative; Seth Justman and Peter Wolf of the band; Steve LeRoi, assistant national pop album promotion director, and Art Collins, east coast publicity manager.

Pickwick Closes K.C. Rack Branch

LOS ANGELES — In what was described as "a routine move for greater efficiency," Pickwick International Inc. closed the Rack Services Division branch in Kansas City, Kansas, September 30. The branch had served retail accounts in Kansas, Oklahoma and Missouri area. The accounts will now be served by Pickwick branches in Des Moines, Iowa, and St. Louis, according to a spokesman at the Kansas City branch.

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**Discount Stores Focus Efforts On Record Depots.**

**LIEBERMAN CONVENTION**

**Singer, Guevara Quit As MD At WRKO And KHJ**

**Correction:**

In the Sept. 24 issue, DIR Broadcasting listed their nominations for the first annual Rock Radio Awards and incorrectly associated "Dreamboat Annie" by Heart to Portrait Records. The correct label for the album is Mushroom Records.

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**Cash Box**

**Promotion In Motion**

This week Sire Records introduced "New Wave" rock to radio in a gatefold sampler, featuring selected album cuts and singles by Talking Heads, Richard Hell and the Voidoids, New Wave Rock & Roll, says the "Get Behind It Before It Gets Past You." The inside copy presents new wave or "punk rock," as a natural extension of the same "honest, unpretentious" music that Elvis started and the Beatles further popularized.

Will radio react favorably? Warner Bros., which distributes Sire and has made by far the largest commitment of any major label to new wave, is heavily banking on it. "It's a simple case of educating people at the radio level," says national promotion director for Punk Rock, Mike noted. "We're getting some positive audience reaction already," says McCoy, and probably be the first group to break across the country.

Over at Elektra/Asylum, they're taking a somewhat different approach to promoting punk. For one thing, they're not making as big a deal of the fact that it's new wave. "The rule is that there are no rejects," says promo vp Freddie DeMann. "The groups don't want to be called new wave or punk. We promote it that way, yes, but we try to play it down. There's a lot of prejudice at the radio level.

Big promotional pushes on E&A's two punk acts, Television and the Dictators, were somewhat successful at the radio level, slightly less so at retail; this despite massive press coverage. "Further proof that press can't break an act," DeMann notes.

"We're moving very cautiously on this thing. He (McCoy) might very well be right that it's going to take off, but we're taking a wait-and-see attitude now. We feel we've made the right moves for us. Maybe we'll sign one or two more new wave acts, but that's it.

Obviously, concludes DeMann, a hit single would be the easiest, quickest way to create a sensation in the punk field.

Steve Meyer, national promotion manager for Capitol, whose only new wave act is Mink DeVille (who rejects the label), is skeptical about the future of punk rock in the U.S. Based on the trends of "radio getting into more melodic music, people becoming more 'quality-oriented' in their tastes and more discretionary with their dollars," Meyer sees little chance for the kind of punk phenomenon that has occurred in England. "The sociological conditions of that country, which are very conducive for the whole punk thing, are no longer there. We are not going to buy the anarchistic 'fear down the White House' thing. And the music itself is not especially well-produced (for the most part).

McCoy emphasized that Mink DeVille is emphatically not being promoted as new wave, but rather as early '60s straight rock 'n' roll, a la "Graham Parker or Bruce Springsteen." Until punk really hits in America, Meyer concludes, "We're not going to get into the building on ground zero."

**ON THE STREET — Jackie De Shannon's new LP, "Don't Let The Flame Burn Out" garnering believers at 100, KMOX and KROK, says Doug Dombrowski, vice president of promotion for Amherst. Also hot is Johnny Guitar Watson's second single off "Real Mother," called "Lover Jones."... Does anything grow in Brooklyn? "Brooklyn Dreams" do's Don Jenner at Millennium. Casablanca, late of independent status, reportedly hiring about 10 local promotion people in different markets. Bob Welch's new album, "French Kiss," is being very well received. "(Discounters)" have Capitol promo folks excited. Believers include WITX, WJON and KCNB, says national promotion manager Steve Meyer. Single is remake of old Fleetwood Mac song... And Little River Band needs gold status with several key adds. Meyer notes... Watch for War's first MCA single in October, says national singles promotion director Paul Lambert. Lambert says Merle Haggard tribute to Elvis. "From Graceland To The Promised Land," is getting action in the south... Chicago's new single, "Baby, What A Big Surprise," offers a little 7 LP, has been added in nearly every market, says Chuck Thagard, Columbia national promotion director. "High Columbia hopes for Paul Simon's "Slip S followed Away."... Big Bass at Chrysalis says Babies new LP, "Broken Heart," is largely the result of culture shock experienced during their relocation to L.A. LP was conceived last winter when the group bought a ranch house in the Malibu Mountains, grabbed a 24-track mobile unit, and got down to business... Are changes in the works in Arist's west coast promotion force? Bruce Bird of Casablanca reports that singer Castle single building nicely in MOR and secondary markets, and adds a sports tip. "Look for Shavers to knock out All." —mark mehler

**DONNY OSMOND AT KTNQ — Donny Osmond made an appearance at KTNQ in Los Angeles recently where the took over the microphone for an hour and then judged entries in a contest to select the best dressed teacher (by Skeeters back to the sta- tion. Pictures standing (r-l) at the station are: Marley Barret, programming assistant; Jimi Fox, program director; Merideth Lipson, music coordinator; Dave Trout, air personality; Osmond and Terry Fullerton, Cash Box account director. Shown kneeling is Billy Brill, air personality.**
The SYLVERS

Just The Way You Like 'Em
In Their Sensational
New Single

"ANY WAY YOU WANT ME"
(4493)

From Their Forthcoming Album,
"NEW HORIZONS"
(ST-11705)

Written by León Sylvers and Edmund Sylvers
Produced by The Sylvers for Sylco Enterprises, Inc. Production Co.
Executive Producer: Al Ross

© 1977 CAPITOL RECORDS, INC.
**DEBBY BOONE** — Adds this week with WABC (added at #5), Q102, B100. KOKC, KHJ, WABC. #1 most active record for the second straight week with 38 big jumps including 10-19 at KBQK, 23-11, 13, 19-16, WWZU 8-1, WCAC 7-10, WDRQ 6-1, WGCL 6-16, KPM 10-2, KCPX 19-3, 9X 13- 3, WOZ 12-6, WMAK 18-9, WAXI 17-9, KSTP 19-9, KXKX 19-9, KSL 22-10, Receiving 1 first airplay at WLS, WMET, WRKO, KLW, CKLW, WXPI, WGCL, KILT, KRIT, WKY, BKTQ, KADV, KGC, WPRO-FM, WCOL, Wifie, WDRC, WDRQ, WZUU, WKMC, Spirits/Atlanta, Seeing Monday, 15 active sales at Music Plus/LA, KA/S, KBC, WMAK-5, WZUU-5, WHBQ-5, KAKC-5, WMPS-5, WAYS-5. Top 7. #20

**CARRY SIMON** — #4 most active record this week with jumps including KHJ 22-13, WKY 21-19, WHBQ 21-15. Receiving 1 at WLS, WMET, KHJ, WKY, WRKO, WMPS, WXPI, WAXI, KSTP, WWL, Wifie, WZUU. Top 15 active sales at Music Plus/LA, KA/S, KBC, WMAK-5, WZUU-5, WHBQ-5, KAKC-5, WMPS-5, WAYS-5. Top 7.

**SHAWN CASWDY** — This week's #6 most active record with WPGC 15-5, KXOK 14-6, KGLO 17-7, KBB 17-7, KRBE 11-7, TQ 14-9, WABC 22-14. Top 5 at KDWB 26-10, KPAM 18-2, WPWM 18-1, WDRQ 18-1, WMPS 18-1, WAXI 18-1, WAXI 18-4, WDRQ 18-3, KLEO 18-1, WMAK 18-1, KCLEA 18-1, WMPS 18-1, WAXI 18-1, WDRQ 18-1, WPWM 18-1, KXOK 18-1, WBC 18-1, WMAK 18-1, WAXI 18-1, WBC 18-1, WPWM 18-1, WMAK 18-1, WAXI 18-1. Top 9 active sales at KXOK, WMPS, WAYS 14-3, WPWM 14-3, WAXI 14-3, WPWM 14-3, KXOK 14-3, WPWM 14-3, WAXI 14-3, WPWM 14-3, KXOK 14-3. Receiving 4 at WPWM, WPWM, WPWM, WPWM. Top 24 active sales at Music Plus/LA, KA/S, KA/S, KA/S. Added this week —

**HEATwave** — Added this week at WMET, KTLK, KING. This week's jump includes WCOC 12-17, KBC, KMEO 18-1, WMAK 18-1, WZUU 18-2, KXOK 19-10. Receiving 5 top rotation at Q4-1, WPAC-2, Q4-1, Q4-1, Q4-1. Top 6 active sales at WMAK, WMAK, Q4-1, Q4-1, Q4-1. Top 9 active sales at WMAK, WMAK, Q4-1, Q4-1, Q4-1. Added this week —


**CRYSTAL GAYLE** — #3 most active record this week with 13 adds including WABC 18-18, WMPS 17-18, WDRQ 17-17, Wifie 17-17, WZUU 17-17, WMPS 17-17. Top 5 active sales at WABC, WDRQ, Wifie, WZUU, WMPS. Added this week —

**COMMODORES** — Added this week at WABC, WMET, WDRQ. Jumps this week include KLIB 13-14, WMAK 13-14. Receiving 4 at WPWM, WPWM, WPWM, WPWM. Top 6 active sales at WMAK, WMAK, WPWM, WPWM, WPWM, WPWM. Top 9 active sales at WMAK, WMAK, WPWM, WPWM, WPWM, WPWM. Added this week —

**ERIC CARMEN** — Added this week at WLS. This week's jumps include WRKO 14-16, WSGN 19-15, WPMS 21-15, KMIN 21-15, WMRS 26-15, WKCC 26-15. Top 6 active sales at WRKO, WSGN, WPMS, WMRS, WMRS, WKCC. Added this week —

**LINDA RONSTADT** — Added this week at KHJ, WQZJ. Jumps this week include KITL 21-10, WMK 24-14, WCOL 23-17, WHHY 23-17. Sales at Richman Bros., SAM, Goody/Philadelphia, Maxie/D.C., Peter's Boston, Stark/Cleveland, St. Louis, Poplar/Philadelphia, Memphis. Added this week —

**JUDY COLLINS** — Added this week at WXPI, WMPS, KQCB, WDC. This week's #1 most active record with 18 adds including WABC 18-18, KQCB 18-18, WDC 18-18. Top 5 active sales at WDC, WDC, WDC, WDC, WDC. Added this week —

**EUGENE SAM & JOHN FORD COLEY** — Added this week at WPGC, 100, KKOX, WQZJ, WKQX, WQSO, WMSN. Jumps this week include WSOX-30, WBOF-29, WQX-28, WQX-28, WQX-28, WQX-28. Added this week —

**LINDA RONSTADT** — Added this week at WNOE. Jumps this week include WPB1-26, WPFB-26, WPFB-26, WPFB-26, WPFB-26. Added this week —

**BARRY MANLOW** — Added this week at WFIL, WS4X, WMPS, WBBO, WMAT. Jumps this week include WSGN-31, WSGN-31. Added this week —

**PETER BROWN** — Added this week at WQKX, 1000, WDCR. Jumps this week include 15-18, 15-18, 15-18, 15-18, 15-18, 15-18, 15-18, 15-18. Sales at Goodbye/Richman Bros., Sam Goody/Philadelphia, Waxie/D.C., WNDR, WRKO, WDC, WMPS, WMPS, WMPS, WMPS, WMPS, WMPS. Added this week —

**POWERS** — Added this week at WKBW. Jump this week include WQXI, KMEO, WRKO, WDC, WMPS, WMPS. Added this week —

**JOEY FERRAL** — #4 most active record this week with 13 jumps including WOW 17-11, KLED 17-13, WLS 17-13, WLS 17-13, WLS 17-13, WLS 20-19, WLS 20-19, WLS 20-19, WLS 20-19, KXOK 20-19, WLS 20-19, WLS 20-19. Added this week —

**LEO SAVER** — Added this week at KHJ, WQZJ, WMPS, WDC, WSGN. Jumps this week include KIL 20-40, WDDY-20, WDDY-20, WDDY-20, WDDY-20, WDDY-20, WDDY-20, WDDY-20. Added this week —

**THE BABIES** — Added this week at KCWR, 99X, WQZJ, WBRR, WDCR. Jumps this week include KIL 20-29, KIL 20-29, KIL 20-29, KIL 20-29, KIL 20-29, KIL 20-29, KIL 20-29, KIL 20-29. Added this week —

**DAMON COULSON** — Jumps this week include WQXI-26, WQXI-26. Added last week to WMAK, WQJL, WDCR. Added this week —
Merle Haggard

“From Graceland To The Promised Land”

A very special single from his soon to be released album “My Farewell To Elvis”

Produced by Fuzzy Owen

MCA RECORDS

www.americanradiohistory.com
Here's the new hit single from my Johnny's new album. 'A Real Mother For Ya.' And Mother is never wrong.

'LOVER JONES'
The new single by JOHNNY GUITAR WATSON
### Cash Box Pop Radio Analysis

#### Most Added Records

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>This Week</th>
<th>To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. HOW DEEP IS YOUR LOVE</td>
<td>BEE GEES</td>
<td>18%</td>
<td>39%</td>
</tr>
<tr>
<td>2. BABY, WHAT A BIG SURPRISE</td>
<td>CHICAGO COLUMBIA</td>
<td>13%</td>
<td>60%</td>
</tr>
<tr>
<td>3. Don't Let MAKE MY BROWN EYES BLUE</td>
<td>CRYSTAL GAYLE</td>
<td>12%</td>
<td>44%</td>
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<tr>
<td>4. JUST REMEMBER I LOVE YOU</td>
<td>FIREBALL ATLAS</td>
<td>11%</td>
<td>40%</td>
</tr>
<tr>
<td>5. IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME</td>
<td>BARRY WHITE</td>
<td>9%</td>
<td>69%</td>
</tr>
<tr>
<td>6. WE'RE ALL ALONE - RITA COOLIDGE</td>
<td>A&amp;M</td>
<td>9%</td>
<td>60%</td>
</tr>
<tr>
<td>7. THUNDER IN MY HEART - LEO SAYER</td>
<td>BIG TREE</td>
<td>9%</td>
<td>15%</td>
</tr>
<tr>
<td>8. YOU LIGHT UP MY LIFE - DEBBY BOONE</td>
<td>WB/CURB</td>
<td>9%</td>
<td>60%</td>
</tr>
<tr>
<td>9. ISN'T IT THE BABYS - CHRYSALIS</td>
<td></td>
<td>8%</td>
<td>12%</td>
</tr>
<tr>
<td>10. IT'S SO EASY - LINDA RONSTADT</td>
<td>ASYLUM</td>
<td>7%</td>
<td>14%</td>
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<tr>
<td>11. DAYBREAK - BARRY MANILOW</td>
<td>ARISTA</td>
<td>7%</td>
<td>17%</td>
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<tr>
<td>12. GONE TO FARE - ENGLAND DAN &amp; JOHN FORD COLEY</td>
<td>BIG TREE</td>
<td>7%</td>
<td>14%</td>
</tr>
<tr>
<td>13. YOUR SMILING FACE</td>
<td>JAMES TAYLOR</td>
<td>6%</td>
<td>3%</td>
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<tr>
<td>14. SEND IN THE CLOTHES - JUDY COLLINS</td>
<td>ELECTRA</td>
<td>5%</td>
<td>47%</td>
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<tr>
<td>15. WE JUST DISAGREE - DAVE MASON</td>
<td>COLUMBIA</td>
<td>5%</td>
<td>26%</td>
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<tr>
<td>16. IT WAS ALMOST LIKE A SONG</td>
<td>RONNIE MILSAP</td>
<td>5%</td>
<td>47%</td>
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<tr>
<td>17. I FEEL LOVE</td>
<td>DONNA SUMMER</td>
<td>5%</td>
<td>60%</td>
</tr>
<tr>
<td>18. I JUST WANT TO MAKE LOVE TO YOU</td>
<td>FOGHAT BEARSVILLE</td>
<td>5%</td>
<td>18%</td>
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#### Stations Adding This Week

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<thead>
<tr>
<th>Station</th>
<th>City</th>
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<tr>
<td>WRKO, KILT, KING</td>
<td>100, KXOK</td>
<td>WBBB, WABY</td>
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<td>WRKO, WBBB, 99X</td>
<td>WMPS, WQAM</td>
<td>WQAQ, KFJZ</td>
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<td>KFJZ, WYAI, WACO</td>
<td>WSO, WMPS</td>
<td>WLS, WSO</td>
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<td>KFRC, KYA, WYAI</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
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<tr>
<td>WPGC, WMPS, WYAI</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
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<tr>
<td>WEBS, WYAI, WACO</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
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<tr>
<td>KFRC, KYA, WYAI</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
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<tr>
<td>WPGC, WMPS, WYAI</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
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<tr>
<td>KFRC, KYA, WYAI</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
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<tr>
<td>WPGC, WMPS, WYAI</td>
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<tr>
<td>KFRC, KYA, WYAI</td>
<td>WSO, WACO</td>
<td>WLS, WSO</td>
</tr>
</tbody>
</table>

#### Radio Active Singles

1. **YOU LIGHT UP MY LIFE** - DEBBY BOONE - WB/CURB
2. **BABY, WHAT A BIG SURPRISE** - CHICAGO COLUMBIA
3. **Don't Let MAKE MY BROWN EYES BLUE** - CRYSTAL GAYLE
4. **JUST REMEMBER I LOVE YOU** - FIREBALL ATLAS
5. **IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME** - BARRY WHITE
6. **WE'RE ALL ALONE - RITA COOLIDGE** - A&M
7. **THUNDER IN MY HEART** - LEO SAYER
8. **YOU LIGHT UP MY LIFE** - DEBBY BOONE - WB/CURB
9. **ISN'T IT THE BABYS** - CHRYSALIS
10. **IT'S SO EASY** - LINDA RONSTADT - ASYLUM
11. **DAYBREAK** - BARRY MANILOW - ARISTA
12. **GONE TO FARE** - ENGLAND DAN & JOHN FORD COLEY - BIG TREE
13. **YOUR SMILING FACE** - JAMES TAYLOR - COLUMBIA
14. **SEND IN THE CLOTHES** - JUDY COLLINS - ELECTRA
15. **WE JUST DISAGREE** - DAVE MASON - COLUMBIA
16. **IT WAS ALMOST LIKE A SONG** - RONNIE MILSAP - RCA
17. **I FEEL LOVE** - DONNA SUMMER - CASABLANCA
18. **I JUST WANT TO MAKE LOVE TO YOU** - FOGHAT BEARSVILLE

#### Radio Active Singles Titles

- **YOU LIGHT UP MY LIFE** - DEBBY BOONE - WB/CURB
- **BABY, WHAT A BIG SURPRISE** - CHICAGO COLUMBIA
- **Don't Let MAKE MY BROWN EYES BLUE** - CRYSTAL GAYLE
- **JUST REMEMBER I LOVE YOU** - FIREBALL ATLAS
- **IT'S ECSTASY WHEN YOU LAY DOWN NEXT TO ME** - BARRY WHITE
- **WE'RE ALL ALONE - RITA COOLIDGE** - A&M
- **THUNDER IN MY HEART** - LEO SAYER
- **YOU LIGHT UP MY LIFE** - DEBBY BOONE - WB/CURB
- **ISN'T IT THE BABYS** - CHRYSALIS
- **IT'S SO EASY** - LINDA RONSTADT - ASYLUM
- **DAYBREAK** - BARRY MANILOW - ARISTA
- **GONE TO FARE** - ENGLAND DAN & JOHN FORD COLEY - BIG TREE
- **YOUR SMILING FACE** - JAMES TAYLOR - COLUMBIA
- **SEND IN THE CLOTHES** - JUDY COLLINS - ELECTRA
- **WE JUST DISAGREE** - DAVE MASON - COLUMBIA
- **I FEEL LOVE** - DONNA SUMMER - CASABLANCA
- **I JUST WANT TO MAKE LOVE TO YOU** - FOGHAT BEARSVILLE

#### Secondary Radio Active

- **DAYS OF THE WEEK** - RITA COOLIDGE
- **IT'S SO EASY** - LINDA RONSTADT - ASYLUM
- **DAYBREAK** - BARRY MANILOW - ARISTA
- **GONE TO FARE** - ENGLAND DAN & JOHN FORD COLEY - BIG TREE
- **YOUR SMILING FACE** - JAMES TAYLOR - COLUMBIA
- **SEND IN THE CLOTHES** - JUDY COLLINS - ELECTRA
- **WE JUST DISAGREE** - DAVE MASON - COLUMBIA

**Cash Box / October 8, 1977**

**www.americanradiohistory.com**
<table>
<thead>
<tr>
<th>TW</th>
<th>WKs</th>
<th>Actv. Reg.</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>CB LP Chart Pos.</th>
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<td>2</td>
<td>N</td>
<td>Simple Dreams</td>
<td>Linda Ronstadt</td>
<td>Elektra</td>
<td>5*</td>
<td>It's So Easy, Tulumin'</td>
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<td>Livin' On The Fault Line</td>
<td>Doobie Brothers</td>
<td>WB</td>
<td>10*</td>
<td>Echoes, Chinatown, Title, Little Darling</td>
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<td>3</td>
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<td>N</td>
<td>Aja</td>
<td>Steely Dan</td>
<td>ABC</td>
<td>33*</td>
<td>Deacon's Blues, Peg, Title, Joeie, Black Cow</td>
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<td>Love You Live</td>
<td>Rolling Stones</td>
<td>R.S. Rec.</td>
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<td>Brown Sugar, Harmony, Nina Yonce, Jumpin' Jack</td>
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<td>N</td>
<td>CSN</td>
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<td>Fair Game, Dark Star, Cathedral, Shadow</td>
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<td>N</td>
<td>I, Robot</td>
<td>Alan Parsons Project</td>
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<td>Wouldn't Want To Break Your Nucleus, Title</td>
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<td>Rumours</td>
<td>Fleetwood Mac</td>
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<td>Don't Dust, Don't Stop, Livin' Fun</td>
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<td>3</td>
<td>Chicago XI</td>
<td>Hall &amp; Oates</td>
<td>RCA</td>
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<td>Why Do Lovers, Bad Habits, Bigger Than</td>
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<td>The Grand Illusion</td>
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<td>Castle Walls, Superstars, Title, Sailing</td>
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<td>JT</td>
<td>James Taylor</td>
<td>Columbia</td>
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<td>Handy Man, Your Smiling Face, Terranova, Bartenders</td>
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<td>Karla Bonoff</td>
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<td>105*</td>
<td>Someone To Lay Down, I'm Not Hold</td>
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<td>French Kiss</td>
<td>Bob Welch</td>
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<td>In City Dreams</td>
<td>Robin Trower</td>
<td>Chrysalis</td>
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<td>Magazine</td>
<td>Heart</td>
<td>Mushroom</td>
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<td>Foghat Live</td>
<td>Foghat</td>
<td>Bearsville</td>
<td>23*</td>
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<td>Bad Reputation</td>
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<td>Twilight Don't Mind</td>
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<td>Rough Mix</td>
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<td>I'm In You</td>
<td>Peter Frampton</td>
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<td>Live In The Air Age</td>
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<td>Farewell To Kings</td>
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<td>In Color</td>
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<td>Robert Gordon With Link Wray</td>
<td>R Gordon/L Wray</td>
<td>Private Stock</td>
<td>73*</td>
<td>Red Hot, Summertime, Flying Saucers</td>
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<td>Thunder Island</td>
<td>R. Jackson</td>
<td>Ferguson</td>
<td>74</td>
<td>Title, Daddy's Back, Lady Luck</td>
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<td>Celebrate Me Home</td>
<td>Kenny Loggins</td>
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<td>Title, Daddy's Back, Lady Luck</td>
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<td>Nether Lands</td>
<td>Dan Fogelberg</td>
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<td>Lessons Learned, Promises, Love Gone, Title</td>
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<td>Foreigner</td>
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<td>RAising Sol</td>
<td>Elvin Bishop</td>
<td>Capricorn</td>
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<td>Footed Around, Sure Feels Good, Travellin'</td>
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<td>5</td>
<td>Even In The Quietest Moments</td>
<td>Supertramp</td>
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<td>Give A Little Bit, Title</td>
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<td>Runaround, Spin</td>
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<td>Before We Were So Rudely Interrupted</td>
<td>Animals</td>
<td>UA</td>
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<td>Lonely Avenue, Many Rivers</td>
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<td>Tom Petty And The Heartbreakers</td>
<td>T. Petty/Heartbrks</td>
<td>ABC</td>
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<td>Breakdown</td>
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<td>Tom Petty And The Heartbreakers</td>
<td>Animals</td>
<td>ABC</td>
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<td>49</td>
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<td>Stilwater</td>
<td>Capricorn</td>
<td>—</td>
<td>Mindbender, Universal</td>
<td></td>
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</tbody>
</table>

**CA$H BOX**

**FM ALBUM CHART**

**3FM ANALYSIS**


**WBS-FM - LONG ISLAND** - Bentlie Bernard Barcaly James Harvest Mark Radice

**WKEE - FM - NEW YORK** - Tom Morrow Nick Jameson Tom Waits - Foreign Affair - Elektra Barclay James Harvest Rory Block Dr. Hook Golden Earring Uzalski Doutkirk Don Harrison Big Meehan Rush The Babys Randy Newman

**WPJL-FM - NEW YORK** - Gracie Elvidge Little Richard - Diamenta Cocktail - Capitol Foghat - Bearsville Billy Joel - The Stranger - Columbia

**WLR-FM - LONG ISLAND** - Dennis McNamara Randy Newman Tom Waits Phoenix Snow Rowans G. Scott Heron Network - Epic Ships

**WBS-FM - LONG ISLAND** - Bentlie Bernard Barcaly James Harvest Mark Radice
The Rolling Stones Visit New York

STONES MOST HUNTED - The Rolling Stones and Atlantic Records recently hosted a special luncheon/press conference at the New York City Club Trax in conjunction with the release of "Love You Live," the new live double album by the group on Rolling Stones Records. Pictured (l-r) in the top row of photos are: Charlie Watts, Mick Jagger, Keith Richards, Ron Wood and Bill Wyman; Jagger and Atlantic chairman Ahmet Ertegun; Art Colburn, Atlantic's east coast publicity manager; Perry Cooper, artist relations director for Atlantic (both in background), Scott Muni, WNEW-FM program director, Michael Kleinher, Atlantic's senior vice president and Jagger, and Jerry Greenberg, Atlantic president and Walters. In the bottom row of photos are: Nick Maria, Atlantic's east coast regional marketing manager; Ben Bathke, Atlantic's eastern regional director; Jeff Smith, senior editor and excerpt director, Atlantic's record store; Kleinher and Carl McGrath, president of Rolling Stones Records; Ertegun, Wyman and rock journalist Lisa Robinson; Dick Klune, Atlantic's senior vice president of promotion, Ervin Lii'de of Arvovx One-Stop and Maria; and Tom Morrera, WNEW-FM music director, Muni; Jagger and Tunc Erin, Atlantic's national pop album promotion director.

Title Artist Label No. FM Stations Stating This Week
LittleCriminals Randy Newman Warner Bros. 17 KEZY, KOM, KSJO, KSAN, KATT, KZEW, WYOD, WEBN, WOUR, WJLK, WLIR, WINZ, WIOQ, WBAB KNUS, WRWN, KMET.
Love You Live Rolling Stones Rolling Stones Rec. 12 KDKB, KEZY, KOME, WCOL, KSJO, KMYR, KBPI, WKRT, KZEW, WKEN, KINK, WHCN.
Foreign Affair Tom Waits Elektra 11 WSAN, WNEW, KYA, WMMS, WLIR, WINZ, WIOQ, WBAB, WHFS, WRWN, WBCN.
Broken Heart The Babys Chrysalis 11 KEZY, KOM, KZEW, WKEN, KSTW, WDVZ, WION, WKQX, KMEIL, WBCN, KFWD.
Aja Steely Dan ABC 10 KEZY, KSJO, KBPI, KSHE, KATT, WKRT, WZEB, KKEN, WINK, WHCN.
The Stranger Billy Joel Columbia 10 WOCM, WMR, WKRT, WYED, WPLJ, KYA, KIN, WHCN, WBCN.
Thunder In My Heart Leo Sayer Warner Bros. 8 KSAN, KNX, KEZY, KYA, WMMS, WVOQ, WRWN, KMEIL.
8 Gone To Earth Barclay J. Harvest MCA 8 KSHE, WKRT, WNEQ, WLVO, WQZ, WBAB.
Cash
WCOZ-FM Karla Bonoff Dwight Twilley Band
WABX-FM Sierra Phoebe Snow
KEZY, KOM, KZEW, WKEN, KSTW, WDVZ, WION, WKQX, KMEIL, WBCN, KFWD.
WFM-FM Steely Dan Beach Boys
Columbia The Babys
WHFS-FM Steely Dan The Babys
The Babys

CASH BOX Most Added FM LPs

Title Artist Label No. FM Stations Stating This Week

KEZY, KOM, KSJO, KSAN, KATT, KZEW, WYOD, WEBN, WOUR, WJLK, WLIR, WINZ, WIOQ, WBAB KNUS, WRWN, KMET.

Cash
WCOZ-FM Karla Bonoff Dwight Twilley Band
WABX-FM Sierra Phoebe Snow
KEZY, KOM, KZEW, WKEN, KSTW, WDVZ, WION, WKQX, KMEIL, WBCN, KFWD.
WFM-FM Steely Dan Beach Boys
Columbia The Babys
WHFS-FM Steely Dan The Babys
The Babys

CASH BOX Most Added FM LPs

Title Artist Label No. FM Stations Stating This Week

KEZY, KOM, KSJO, KSAN, KATT, KZEW, WYOD, WEBN, WOUR, WJLK, WLIR, WINZ, WIOQ, WBAB KNUS, WRWN, KMET.
**REGIONAL ALBUM ACTION**

**Northeast**

1. BILLY JOE
2. TALKING HEADS
3. BOB WELCH
4. ODYSSEY
5. LOVE & KISSES
6. CARL BONOFF
7. THE CLOVERS
8. CON Funk Shun

**Southeast**

1. BILLY JOE
2. BLACKBYRDS
3. THE SPY WHO LOVED ME
4. CRAWLER
5. HARRY CHAPIN
6. MAZE
7. BLACKBYRDS
8. YAMASHITA

**Denver/Phoenix**

1. TOWNSEND/LANE
2. KLAATU
3. VILLAGE
4. POCKET
5. BLACKBYRDS
6. ELVIS (LEG. PERF. VOL. I)
7. JANE MELIA

**Baltimore/Washington**

1. POCKETS
2. PAUL SIMON
3. ASHFORD/SIMPSON
4. BLACKBYRDS
5. MOTHER'S FINEST
6. BILLY JOE
7. GIL S. HERON
8. HARRY CHAPIN
9. ROSE
10. CHAD & Liberals
11. DAVE TREVOR
12. BOB WELCH
13. CHEAP TRICK

**NATIONAL BREAKOUTS**

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<thead>
<tr>
<th>Northeast</th>
<th>Southeast</th>
<th>Denver/Phoenix</th>
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<tr>
<td>#1 ROLLING STONES</td>
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**ALBUM CHART ANALYSIS**

**#85 LINDA RONSTADT**

"Simple Dreams" jumps to the top five, after four weeks on the chart, with exceptionally strong reports in all markets. Nationally, both Camelot and Korvette's report ten sales, while Superior, Record Mart, and Record revolution reported nine. Camelot, New England, and High Fidelity, Records, Wholesalers, Music Plus, Tower/L.A., S. F., World, Wide, Odyssey, and Everybody's. Major accounts reporting top five sales include National Record Mart, Disc, and Dan Jay. Overall, Camelot reports a strong move in the market with their top sellers. Korvette's, Camelot, and Korvette's also report top ten sales, including Record and Tower/L.A., S. F., World. Strong sales were also reported at Licorice Pizza and Anita. Key reporting accounts showing Linda to be their top seller include Gary's, Cactus, Zebras, Inner Sanctum, Swallens, and Tower/San Jose/San Diego. Key accounts reporting ten top sales were: N.E.M.C., Poplar, Frankey, Port O'Call, Western, Sound Warehouse, Sound Town, Marketplace, Trojan, Wilcox, Record Revolution, Record Theater, Band, Waxie Maxie's, Central South, All Records, Mike High, and Record Rack. These key reporters reflect top fifteen sales: Cavages, Record Rack, Tape Coll., Tower/Sac, Rolling Stone, Circles, Central, Richman Bros., Peter's, Northern, Sam Goodby/Phila., TSS, Record Dept. Merch., Record Shack, Warehouse Records And Tapes, DJ's Sound City, and Record Cove. At the rack level, ABC lists the LP as a breakout. Related chart into "Blue Bayou" moves 47-40 on the CBS TOP 100 Singles Chart. Linda's reports from all locations reflect a new single, "It's So Easy," debuts at 73 on the CBS Top 100 Singles Chart. The LP moves 45-35 on our Country Album Chart.

**#86 HEART**

After 22 weeks on our chart, "Little Queen" re-enters this week, with strong sales in all markets. Camelot reports top twenty sales, with these major accounts reflecting top ten sales: Camelot, NJ. News, M.E.C., Inner Sanctum, Warehouse Records And Tapes, Record and First, and Demand. Key locations reporting top five sales include Poplar, Sound Warehouse, Record, and Everybody's. Key locations reporting top five sales include Sam Goodby/Phila., N.E.M.C., Inner Sanctum, Warehouse Records And Tapes, Record, and First. Key accounts reflecting top ten sales include TSS, Harmony House, Record Dept., and Mike High. Strong sales were also reported at the reports from Rose Records, Tower/Sac, and Warehouse Records, Record, and First. Strong sales were also reported at the reports from Tower/Sac/Wilcox, and Mike High. Heart's reports from all accounts reflect a new single, "Make Love To You." Related chart into "Little Queen" moves 57-55 on our Top 100 Singles Chart.

**#88 FOGHAT**

This live LP continues to sell well in all markets, with Camelot reflecting top ten sales, and these major accounts reporting top ten action: National Record Mart, Disc, Licorice Pizza, and Everybody's. Top sales were reported at Dan Jay, Sounds Unlimited Circuit, World Wide, and Sounds Unlimited. Key locations reflecting top ten sales include Cavages, Port O'Call, Western, Inner Sanctum, Warehouse Records And Tapes, Record, and First. Key locations reflecting in the reports from Tower/M.E.C., N.E.M.C., Record, and First, Merch., Gary's, Sound Town, Radio Doctors, and Swallens. Key locations reporting top five sales include TSS, Harmony House, Record, and First. Heart's reports from all accounts reflect a new single, "Make Love To You." Related chart into "Little Queen" moves 54-43 on the CBS Top 100 Singles Chart. The LP remains at number three on our National Breakout Chart.

**#97 HEATWAVE**

Heatwave continues to gain strength at all levels this week, as Camelot reflects top fifteen, and Korvette's reflecting top 25 sales. Major locations reporting top ten sales include Jimmy's N.Y.C. Record Mart, Disc, and Tower/S.F. Key accounts reflecting top ten action are Gary's, Pop Ol' Call, Record Theater, and Record Rack. Key locations reflecting top five sales include Sam Goodby/Phila., M.E.C., Inner Sanctum, Warehouse Records And Tapes, Record, and First. Key accounts reflecting top ten sales include Gary's, Port O'Call, Record Depart, Merch., Franky, Gary's Sound Town, Radio Doctors, and Swallens. Heatwave's reports from all accounts reflect a new single, "Just Want To Make Love To You." Related chart into "Little Queen" moves 54-43 on the CBS Top 100 Singles Chart. The LP remains at number three on our National Breakout Chart.

**#98 RUSH**

This LP continues to do well in all markets this week, as these major accounts report top thirty or better: Disc, Licorice Pizza, Everybody's, and Dan Jay. Key locations reflecting top twenty sales include Poplar, Sound Warehouse, Inner Sanctum, Warehouse Records And Tapes, Record, Radio Dr.'s, Father's & Sun's, Record Shack, and Record Rack. At the rack level, ABC reports the LP as a breakout. Related chart into "Little Queen" moves 54-43 on the CBS Top 100 Singles Chart. The LP remains at number three on our National Breakout Chart.

**#99 DIANA ROSS**

"Baby It's Me" moves well in all markets, with Camelot's reflecting top thirty sales, and these major locations reporting strong sales: Dan Jay, Music Plus, Licorice Pizza, National Record Mart, Tower/S.F., and Sam Goodby/Phila. Key accounts reporting top thirty or better include Cactus, Father's & Sun's, Inner Sanctum, Warehouse Records, Record, and First. Strong sales were also reported at Record & Tape Coll., and Record Rack. At the rack level, ABC reports the LP as a breakout. Related chart into "Little Queen" moves 54-43 on the CBS Top 100 Singles Chart. The LP remains at number three on our National Breakout Chart.
Baltimore
At Kmart (6 locations), these features: 15 releases, including the latest LPs by Steve Winwood, Stephen Bishop, Kenny Rogers, the Little River Band, McCoo/Davis, and B.J. Thomas; and the newest LPs by Barbra Streisand, David Soul, Kiss, Elvis Prestley and James Taylor. (all $7.98 list) for $4.99; War (LPs/$9.98 list) for $5.96; "The Rolling Stones Live" and "Barry Manilow Live" (both 2 LPs/$11.98 list) for $7.99; "Chicago", "Kraftwerk", "Foghat", "Foreigner", "Gentle Giant", "Klaatu", Andy Gibb and "Diana Ross" for $4.99/$5.69 tape; and the latest LP by Stephen Bishop is not included. At Korrovettes (5), same ad with the identical features and prices that appeared in Baltimore. (Dallas Morning News, September 23 and 24).

Detroit
No ads appeared in the Sunday Denver Post.

Dayton
At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore, except that the latest LP by Stephen Bishop is not included. At Korrovettes (5), same ad with the identical features and prices that appeared in Baltimore. At Music Stop (4), the latest LP by Burton Fuehner and Dumming has a debut LP for $3.64/$4.59 tape; all $9.98 list LPs always $3.99 or less, all $9.78 list always $4.99 or less. (Sunday Detroit News).

Houston
At K mart stores, same ad with the identical features and prices that appeared in Baltimore. At Utopia Records & Gear, "grand opening sale," the latest LPs by Linda Ronstadt and Chicago ($7.98 list) for $4.99; with the newest releases, including the latest LPs by Foreigner, Csn, Alan Parsons, the Bay City Rollers, Paul Williams, Richies and the Ohio Players (all $7.98 list) for $4.99/$5.99 tape; all $7.98 list LPs by Daryl Hall and John Oates catalog LPs by Daryl Hall and John Oates (all $7.98 list) for $3.99; and all A&M classical discs (all $7.98 list) for $5.19; two classical "records of the month" for $7.99; two Chicago catalog LPs by Daryl Hall and John Oates (all $7.98 list) for $3.99; and all Phillips classical discs (all $7.98 list) for $5.39. At Korvettes (30), same ad with the identical features and prices that appeared in Baltimore, plus five "super specials." Including the latest LPs by Shalamar, the Isley Brothers, Barry Manilow and Sergio Mendes, for $2.99; "super specials," including the latest LPs by Steve Winwood, the Animals, Donna Summer, the Grateful Dead and the Bay City Rollers (all $7.98 list) for $3.99; and all Angel and Classics (all $7.98 list) for $4.88 per disc. At Record Hunter (2), the latest LPs by Daryl Hall & John Oates (all $7.98 list) for $3.98; and the latest LPs by Barry Manilow are also on sale at this store. (Korvettes, September 23 and 24).

Indianapolis
No ads appeared in the Sunday Indianapolis Star.

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

Los Angeles
At the Wherehouse (42 locations), the following features over two pages: "In the Wake of the Magik" featuring the latest releases by Neil Sedaka, Rita Coolidge, China, L.T.D. and Styx (all $7.98 list) for $4.47 LP or tape; the latest LPs by John Oates and one Hall & Oates catalog LP (both $7.98 list) for $4.47 LP or tape; the latest LP by Chicago (all $7.98 list) for $4.47 LP or tape and two Chicago catalog LPs for $3.77/$4.47 tape; the debut albums by Tom Petty & The Heartbreakers and the Floaters for $3.99 LP and the latest release by Golden Earring (2 LPs/$9.98 list) for $5.47 LP or tape. At Tower (4), the latest release by Shirley Bassey in Bassey catalog LPs tied to a arena concert appearance for $3.99/$4.99 tape; "Shirley Bassey Live at Carnegie Hall," and "Shirley Bassey's Greatest Hits" for $5.99/$6.99 tape. At Licorice Pizza (17), sell on all A&M releases for $3.69/$4.99 tape; and the latest release by Carole King, Lillian Band River, The Steve Miller Band and Linda Ronstadt's "Retrospective" (all $7.98 list) for $4.69/$4.99 tape. At Half-page Warner Bros. ad promoting the latest release by Steve Martin, no tie-in, no price included. At Sears stores, 12 Cbs country releases, including albums by Lynn Anderson, Bobby Goldsboro, Eddie Middleton, Willie Nelson and Tanya Tucker, for $3.99/$4.99 tape. At Music Plus (15), sell on the ELO catalog for $3.69/$4.99 tape; At K mart stores, 15 releases, including releases by Crystal Gayle, Rush, Kenny Rogers, Stephen Bishop, Steve Winwood, Andy Gibb and Rare Earth for $3.88/$4.99 tape; the latest releases by Barbra Streisand, James Taylor, Elvis, Kiss, the Animals and David Soul (all $7.98 list) for $4.88/$5.47 tape; the latest release by the Rolling Stones and Barry Manilow (both 2 LPs/$11.98 list) for $7.46/$8.47 tape; the latest release by The Doobie Brothers (2 LPs/$11.98 list) for $5.95/$6.97 tape; assorted budget and cutout LPs and tapes for $2.96 and $3.96, and selected budget LPs and tapes for $3.44 and all classical LPs (all $7.98 list) for $6.44. (Boston Sunday Globe).

Philadelphia
At Music Scene (4 locations), "CBS Win- ners" featuring these features: two releases, including the latest LPs by Klaatu, Barry Manilow and Rita Coolidge for $6.99; and the latest LP by Odyssey for $5.98. (Sunday Philadelphia Inquirer).
## Jazz Album Picks

**THE EARLY YEARS** — Ray Charles — King 5011X — List: 4.98

Charles’ fans are surely aware of his Atlantic/Contemporary releases, but how many are familiar with his work from a couple of years prior to that is hard to say. Recorded during these years, these sides (originally washed out for Swingtime) have a charm and intricacy rarely captured thereafter. No horns, just a friendly piano/guitar/bass trio, midway between Nat Cole and Charlie Brown, but with plenty of bluesy flavor. Part of a new and potentially significant reissue series of King-Federal-Deluxe material via Nashville-based Gusto Records.

**WINNING’TILL THE GIRLS COME HOME** — Lockjaw Davis — Inner City 2058 — Producer: Nils Wintner — List: 6.98

Davis is a master of the maco-sax approach, where a big sound and hard swing are important ingredients. He displays all that and more in this set, recorded in Copenhagen last year by an ear-slaying rhythm section. The music consists of seven standards and one original. Strong, wiry tenor saxophone playing, especially appealing for mainstream fans.

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<table>
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<tr>
<th>J.B. LENOIR — Chess 2ACMB-208 — List: 7.98</th>
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<tr>
<td>blues/Chess usually appear in small time, and the arrival of this particular package is a happy event. Lenon is a convincing bluesman either singing or playing guitar. His band contains one or two horns, which sets him apart from the traditional Chicago blues gang. His tall corns contain elements present in Jimmy Reed’s work and echoes of jump band style from the early R&amp;B era. Stickout tunes are “Natural Man” and “Eisenteit” (which was banned in the 50s). Twenty-eight titles with eleven new to LP. A blues fan’s delight.</td>
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### Jazz Aria Albums

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<th>Title</th>
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<td>1</td>
<td>FREE AS THE WIND</td>
<td>The Crusaders (Blue Note 86029)</td>
<td>1 18</td>
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<tr>
<td>2</td>
<td>MORE STUFF</td>
<td>Stuff (Warner Bros. WS 3061)</td>
<td>2 14</td>
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<td>3</td>
<td>AL JARELLA IN EUROPE/LOOK TO THE RAINBOW</td>
<td>LP (Warner Bros. W 292 3052)</td>
<td>3 14</td>
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<tr>
<td>4</td>
<td>PLATINUM JAZZ</td>
<td>War (Blue Note/UC 690-72)</td>
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<td>5</td>
<td>LIFELINE</td>
<td>Roy Ayers Ubiquity (Polydor FS 1-1058)</td>
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<td>6</td>
<td>HEAVY WEATHER</td>
<td>Weather Report (Columbia PC 5418)</td>
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<td>7</td>
<td>RIGHT ON TIME</td>
<td>Brothers Johnson (A&amp;M SP 4664)</td>
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<td>FINGER PAINTINGS</td>
<td>Keith Jarrett (Blue Note/UCNOTA 7374)</td>
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<td>ENIGMATIC OCEAN</td>
<td>Jean-Luc Ponty (Atlantic SD 11915)</td>
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<td>ARC</td>
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<td>Dollar Brand (Charcoal/Charcoal L 1095)</td>
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**Top 40 Jazz Albums**

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<td>PICCOLO</td>
<td>Ron Carter</td>
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<td>4</td>
<td>OR SHAPES OF BLUES</td>
<td>Charles Mingus</td>
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<td>C T I JAZZ SUMMER VOL. 1</td>
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<td>C T I JAZZ SUMMER VOL 2</td>
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<td>MUSIC IS MY SANCTUARY</td>
<td>Gary Bartz</td>
<td>21 17</td>
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**REACH FOR IT** — George Duke — Epic JE 34883 — Producer: George Duke

George Duke has reached a most satisfying plateau. His latest album is his most accessible in recent memory and while the commercial possibilities are obvious, Duke does not appear to forsake his musical philosophy or mainstream direction. A bevy of outstanding helpers including N’dugu, Raul de Souza, and Stanley Clarke make this smoker one of Duke’s best.

**YOU’VE COME A LONG WAY BABY** — Esther Phillips — Mercury SRM 1118T — Producer: Alfred Pee Wee Ellis — List: 7.84

Esther gives us a taste of the old and the new on her first for Mercury. With vocal capabilities perfectly suited for the blues, Esther’s version of “You’ve Been A Good Ole Wagon” and “Somewhere Along The Way” are downright outrageous. Moving to a couple of contemporary disco-flavored numbers, she lets everyone know that she is still capable with her roots (so finely done) as she is with today’s downtempo.

**QUARADE** — Cal Tjader — Fantasy F 9333 — Producer: Cal Tjader — List: 6.98

Full of Latin flavors and pulsating vibe work, Calen Radcliff Tjader has been on the scene since the late 50s. While his musical direction has taken different roads at times, he always seems to return to the Latin flow, his most satisfying musical genre. His competence unquestioned, this is just one of those items you listen to over and over, not for specifics, but for infectious moods.

Cash Box/October 6, 1977
What Opera Promo Involves: Publicity, Airplay, Production

Ken Terry

In "Opera Perspective '77" (Cash Box, October 1), I interviewed a number of record company executives about their labels' approaches to recording and marketing opera. Following is the first of a two-part series which deals with opera promotion and retailing. In this article, we discuss the extent to which opera must be promoted and the ways in which record companies would like to see it handled at the retail level.

NEW YORK — Among record manufacturers, opinions differ on the extent to which opera recordings must be promoted in order to realize their sales potential. For example, according to Terry McEwan, vice president of London Records and general manager of its classical division, "Operatic recordings promote themselves. Opera is easy to sell (than symphonic recordings), in the sense that it is a narrower but more fanatic market. As long as you let opera lovers know that a record exists — which is the difficult thing in a country that's 3,000 miles wide — you really accomplished most of what you can do. To illustrate this point, McEwan estimated that, even if London's "Traviata" (with Luciano Pavarotti, Joan Sutherland and Marilyn Horne) didn't get any airplay, it would still be "in the 40,000 sales bracket very quickly."

At the other end of the spectrum was M. Scott Mampe, vice president of Philips classical division, who maintained that "a new opera (recording) is not necessarily going to sell on title alone. It's got to be heard." In order to achieve this goal, Mampe said, Philips works classical radio stations that might play its new opera releases.

Jim Frey, vice president in charge of Deutsche Grammophon's American operations, took the middle ground. "The hard-core classical customers know the things I'm going to release before I do, and especially the opera nut. You simply have to announce in Schwann (the catalog) that it's here, and they'll buy it. Then again, heavy promotion on top of that will never hurt. It's just like pop, where a rock group on its second or third album has to build its own buzz and everything simply needs something to break it. So, when we come out with a Sutherland opera, you know we have to promote it (guaranteed), and how do you get more push and push it over?"

Radio is clearly the best avenue for promoting new opera releases. According to Frey, most classical stations will program a new release of a well-known opera. "If any major stations may or may not receive airplay. In order to obtain this exposure, noted Tony Caronia, head of Angel Records east coast operations, it is necessary to "maximize as much airplay on new release programs as you possibly can get." Caronia also said that "we sponsor some programs" by running spots which are tied in with print ads.

Another big factor in opera promotion, Caronia said, is autograph-signing. "I've run several Beverly Sills autograph-signing promotions, and it's an event. The customers get to touch the artists, talk with the artists, and maybe even meet the artists." (continued on page 67)

NEW YORK — Now that DG and Phonogram have signed a two-week buy-in, with back orders remaining at the lower list for a month, one wonders whether some of the records might not be included in paying such a high price for a record. Expecting that DG has always been a dollar above Phonogram, Jim Frey, vice president in charge of the label's American operations, commented, "We have to either sacrifice that quality which our consumers want, or are willing to pay for. And we feel that, over the years, the consumer has proved his ability — like a Cadillac or a Rolls Royce."

BLACK COMPANIES CELEBRATE

Broadcast Music Inc. (BMI) recently played host to composers and performers participating in the Celebration of Black Composer series, sponsored by the New York Philharmonic. Between August 29 and...
James Taylor's new plate. Platinum, on Columbia Records and Tapes.
## The Rhythm Section

### NAB MEETS STATION OWNERS

Black radio station owners from across the country met in Washington September 21 and 22 for a broadcast management seminar sponsored by the National Association of Black Broadcasters and the National Association of Radio Women. The seminar was held to hear discussion with industry leaders on the problems and opportunities in broadcasting.

### DIZZY ON TOUR

Dizzy Gillespie is winding up a special west coast promotional tour in support of his current "Free Ride" album on Pablo. Besides a one-week engagement at the Parisian Room in L.A., Gillespie participated in interviews and personal appearances and a special new six-inch record-signing session at V.I.P. Records.

### L.T.D. TO REGENCY

A&M Records group L.T.D., currently on a 30-city national concert tour, has signed with Regency Artists, Ltd. for worldwide representation. Richard Rosenfield heads the Los Angeles-based management firm. Meanwhile, the group's new single, "Back In Love Again," is bulleted at number 11 on this week's Cash Box Top 100 R&B Singles chart, while the album, "Something To Love," is Cash Box's number 3 R&B album.

### MELBA ROAST

Melba Moore took time out of her concert schedule, in which she is appearing on a series of dates with George Benson and Al Jarreau, to attend a Friar's Roast for Toile Fields held at the New York Hilton, September 28. Unlikely PROGRAM — Casablanca Records has instituted a new training program for the youth of the black community. The program, under the direction of James Lykes, includes classes in voice training, stage presence, background singing plus technical training in sound, stage management and lighting. The class is free. For further information, contact Unique Records at (213) 465-5173.

### PLAY TO BOX

— Actress Maria Gibbs (Florence on the Jeffersons) will narrate a series of special presentations dealing with the life of historical figure Henry Christoph. Veteran actor William Marshall will star in the title role and Paula Kelly will be featured as the Queen. Musician/composer Horace Tapscott will write the original music score and will perform during presentations. The series is part of an effort to spark interest in the life of Christoph and strengthen cultural acceptance with the greater Los Angeles black community. Many dates have yet to be announced.

### NEW VARIETY LABEL

Lee Variety, president of the newly-formed Armour Records, has completed a seven-city tour on behalf of the label's debut album, "157th and Vine," by the vocal group of the same name. The label is distributed by Springfield International Records. Variety met with Springfield's boardwriters and their sales and promotion staffs in several Association of Independent Records conventions and the company.

### AMSTERDAM ACTION

Denny Greene of Sha Na Na is featured on the cover of the entertainment section of a recent issue of the Amsterdam News. The Sha Na Na television show is being shown over 114 stations in the U.S., and Greene's new Midsong Int'l solo album is due this month.
GHETTO CLEAN UP — An estimated 6,000 pounds of trash was collected and a five-block area was cleaned as more than 600 people turned out to participate in a “Let’s Clean Up the Ghetto” campaign sponsored by Los Angeles radio station KDAB, Philadelphia International Records and CBS Records. Those on hand to help were (l-r): Russell Timmons, CBS regional promotion manager; PIR recording artist Billy Paul; Charles McCormack, Charles Love, Willis Draffen and Harry Williams, all of Epic recording group Bloodstone; J.J. Johnson, program director for KDAB; Steve Wood; KDAB’s music director; Vann Burch, CBS recording artist; O.C. Smith, Caribou recording artist; Harold Prescott, PIR national co-ordinator, and Los Angeles Councilman Gilbert Lindsay.

Minority Task Force Probed
At Black Broadcaster’s Meet

WASHINGTON, D.C. — Members of the National Association of Black Owned Broadcasters attended a two-day seminar sponsored by the National Association of Broadcasters on September 21-22. The seminar involved participation in panel discussions on advertising, ratings, sales, programming and legal problems and featured speakers from related government areas.

Douglas Rawls, chairman of the board of the NAB, informed the broadcasters of the decision to develop a Task Force on Minority Ownership. “This task force will have two assignments: first, to precisely define the impediments to minority ownership of broadcasting stations. Their second assignment is to develop methods that will remove some of those roadblocks. Some of the possibilities include the establishment of a venture capital corporation, the development of a high-risk credit pool, technical program and management assistance teams and close cooperation with government efforts to achieve similar results,” he explained.

Emphasizing the fact that space must be made to accommodate minority ownership in radio, Mr. Thurston pointed out that the NAB recently voted to encourage the government to allocate new frequencies to the AM band in the upcoming 1979 World Administrative Radio Conference. In addition to this, the NAB proposed that the Federal Communications Commission provide tax incentives to an owner who sells his station to a minority individual or group in which minorities constitute 51 percent.

NAB Commended

The NAB was commended for its recent efforts in the area of minority ownership by deputy special assistant to the President, Rick Neustadt, who said that the White House is now studying various means of increasing minority ownership.

Frank Washington, Office of Telecommunications Policy, said that the OTP is examining ways in which the executive branch of the government can help with funding. One area of consideration, he stated, are agencies such as the Department of Health, Education and Welfare.

Need For Balance

Representative Parren J. Mitchell (D-Md.), chairman of the Congressional Black Caucus, spoke about the need for a strong black media to balance the views presented by white media. The congressmen encouraged the broadcasters to provide him with their suggestions for the current rewrite of the Communications Act of 1934. Expressing his view that the time is right for Black broadcasters to start taking steps toward moving into ownership, Mitchell stated, “The time to make use of this is being considered. This is the time to press.” He also pointed out that it is imperative that every Black radio station not only entertain with music, but also begin putting Black community leaders on-the-air as often as possible.

Jones, Gaynor Cop
Honors At ’77 Disco Award Presentation

NEW YORK — "Disco Awards ’77," an awards presentation recently held at the Beacon Theatre in New York City, has been set for national television syndication in mid-November.

Among the award winners were Island Records recording artist Grace Jones, who was chosen “Most Promising Female Singer,” and Polydor Records recording artist、Gloria Gaynor, who was selected “Best Female Performer.”

The awards featured live performances by Sister Sledge, Grand Central Station, and Kraftwerk.

In addition, the Manhattan discotheque "New York, New York" received the "Best Discotheque-Eastern Half, U.S.A."

MOST ADDED R&B & SINGLES

1. SEND IT — ASH福德 & SIMPSON — WARNER BROTHERS

2. DONT Ask My Neighbors — THE EMOTIONS — COLUMBIA

3. LOVER JONES — JOHNNY GUITAR WATSON — DM

4. HEAVEN ON EARTH — THE SPINNERS — ATLANTIC

5. ONE STEP AT A TIME — JOE SIMON — SPRING

6. IM HERE AGAIN — THEOLOMIA HUANG — TAMLA/MOTOWN

MOST ADDED R&B LP’s

1. ACTION — THE BLACKBIRDS — FANTASY

2. COME Go WITH Us — POCKETS — COLUMBIA

3. BABY ITS ME — DIANA ROSS MorTOWN

4. MANAGERS — BILL WITHERS — COLUMBIA

5. SEND IT — ASH福德 & SIMPSON — WARNER BROTHERS

6. BRIDGES — GILL SCOTT-HERON & BILLY JACSON — ARISTA

ODYSSEY

WAY, WBMB. WQUL.

MOST ACTIVE R&B & SINGLES

1. DO YOUR DANCE — ROSE ROYCE — WHITFIELD

2. IT’S ECSTASY — BARRY WHITE — 20TH CENTURY

3. BACK IN LOVE AGAIN — L.T.D. — A&M

4. JUST FOR YOUR LOVE — MEMPHIS HORNS — RCA

5. DUSC — BRICK & BANG

6. SHAKE IT WILL — DRAMATICS — ABC

7. IF YOURE NOT BACK IN LOVE BY MONDAY — MILLIE JACKSON — SPRING

8. ANOTHER STARR — STEVIE WONDER — TAMLA/MOTOWN

Cash Box/October 8, 1977
Dealers Say Jimmy's Prices Won't Have A Lasting Impact

by Steve Ginsberg

NEW YORK -- The low-pricing policy of the recently bankrupt Jimmy's Music World Inc. will not have a lasting effect on retail record prices, according to several major record retailers in the area.

Jimmy's, which opened 38 stores in 18 months, has been credited with starting a local price war by advertising some new releases regularly at $2.99. And although customers previously flocked to Jimmy's to take advantage of the sales, retailers like Ben Karol, president of King Karol Record, Inc., New York, aknowledged that they automatically expect those prices in the future.

With the manufacturers suggested list price of records hovering around the way they do and because prices of entertainment go up constantly, the consumer understands the situation,” Karol said. “When people were buying records at Jimmy’s prices, they were laughing because they knew he was losing money every time they sold them a record. And when they (the sales) stopped, they (customers) said in many cases “small wonder, it was great while it lasted.”

The $2.99 sale price on new releases is no longer a new concept, according to Karol. “Jimmy’s has had and rapid expansion last month caused the chain and its parent company, Sutton Distributors Inc., to file for bankruptcy under Chapter XI of the federal bankruptcy laws. Now being reorganized under the auspices of its major creditors, Jimmy’s has closed all of its stores and returned to its old price list, for $4.99 for a $6.98 list LP and $5.99 for a $7.98 list album.

Robert granddaughter of El Roy Enterprises, supplier of the 17-store Record World chain on Long Island, said the fluctuation in the retail music business has caused “a hesitancy on the part of some people to buy records initially.” But he expected that “people will only object for a while and eventually come back and buy at the higher prices.”

Boone 45 Goes #1 In 7 Weeks; Year's Fastest

siderably in the past two weeks include: WPGC in Washington, D.C., from #23 to #3; WRKO in Boston, from #13 to #4; KNDE in Sacramento, from #17 to #5; WBBF in Rochester, from #23 to #7; WRLD in Louisville from huband to #8; CKLW in Detroit, from #25 to #12; WQDR in Detroit, from #32 to #20; WWF in Philadelphia, from huband to #17; WXW in Atlanta, from #10 to #1; WMET in Chicago, from #14 to #1; WCOL in Columbus, from #12 to #1; KLF in Dallas, from #15 to #2; WLS in Chicago, from #25 to #3; WBIO in Kansas City, from #24 to #3; WDCR in Hartford, from #27 to #5; KDWB in Minneapolis, from #26 to #5 and 99% in New York, from #21 to #3.

Sales of piano-voital sheet music of “You Light Up My Life” have reached 50,000 copies, according to reports from Columbia Pictures Publications.

Commenting on the success of “You Light Up My Life” with Warner Brothers, the president and national promotion director Russ Thyret, said: “While we always glad to have a hit on our hands, the fact that Debby Boone’s “You Light Up My Life” hit the top of the Cash Box chart comes as no surprise. From the day it was introduced at #35, with the incredible jumps it took in the days thereafter, we were convinced this record would go all the way.

Although Jimmy’s might be responsible for the recent price war, it did launch an extensive advertising campaign that some retailers claim gave a boost to the entire record business.

When anybody promotes, the total amount of business goes up,” said Karol. “Now that Jimmy’s is not promoting, there are a certain amount of records that will still be sold.”

But Allen Bailey, owner of Manhattan’s Disc-O-Mat, a two-store chain, said he hopes to capture some of Jimmy’s audio-buying customers to the extent that people are now aware of records, said “Their ads on television and in radio have created more of a market for records and more business. Now we can take advantage of that.”

Upward Price Trend

Despite the lack of price competition of a Disc-O-Mat or a Jimmy’s, Sam Goody, with 16 area stores, will not be changing its pricing policy, according to top store manager Bill Monroe. When Goody last year advertised a $2.99 holiday special, it did little to increase business, said Levy.

We decided that we would do a lot of business despite the fact we advertised at that price,” he said. “Also, we discovered that they weren’t moving the $2.99 hit like Fleetwood Mac. It sold a lot. But the majority of other things didn’t move that well.”

While Goody has no current plans to lower prices again, their prices have risen markedly since Jimmy’s filed for bankruptcy. Last year, when Jimmy’s $2.99 sales were at their height, Goody lowered the price of their picks to the 20% off discount album, offering to stay under $4 this year until early September, shortly after Jimmy’s filed for bankruptcy and raised their prices. At that time, Goody raised their prices to $4.19 on all-label sales and to $3.99 on the picks of the week. This year’s 1978 releases LPs on several labels for $4.29, with specials priced at $3.89 and $3.99.

Ben Karol is one of the few major retailers to admit that Jimmy’s low prices hurt his sales. “There was no profit the year Jimmy’s was around,” he pointed out. “We just broke even. Now that Jimmy’s is no longer around the volume of our business has increased 15 percent.

Some major department stores advertise a record sale every week at prices which have recently dipped as low as $2.86 for a $6.98 specialty. Regular price on pin with five labels at $5.79 for a $9.86 list LP and $6.79 for a $7.98 list LP. Dave Rothfeld, president of Korvettes, declined to comment on the pricing policy of the chain which many New York retailers say is now their primary competitor.

My Favorite Store

While the major retailers have survived Jimmy’s, local “ma and pa” stores have not. Jimmy’s, in his own words, “bought the Record One-Stop Inc., based in Brooklyn, said he knew of “at least 20 ma and pa stores” in the New York metropolitan area that closed up because they were being out-priced by Jimmy’s.” And Leroy Clemons, owner and manager of Record Hut, a small store in Long Island, said his sales are down 30 percent from last year.

“If it’s getting impossible to compete,” said Clemons.

Capitol To Distribute MPS Records In U.S.

LOS ANGELES — Capitol Records will import and distribute MPS Records, a West German jazz and easy listening label, throughout the United States beginning this month.

The arrangement came about when BMI, Capitol’s parent company, signed a distribution deal with MPS for Holland, Belgium, France, Spain and Italy. The agreement included the right for Capitol to release MPS product in this country, although the albums will be manufactured by EMI in Holland.

Capitol will offer 40 initial LPs during the fall season including Monte Alexander’s “Conversation,” Count Basie’s “Basie’s Time,” George Duke’s “Liberated” and Supersax’s “Chasin’ The Bird.”

Record Advertising On TV Up 70% In 2nd Qtr.

LOS ANGELES — Money spent on television advertising of records and tapes increased by more than any other category of advertising during the second quarter of 1977, according to a report by the Television Bureau of Advertising which appears in the Sept. 12 issue of Broadcast Advertising.

Television ad dollars for records and tapes, radios and TV sets totalled $20.3 million during the second quarter of this year, up 70% from the same period last year. Records and tapes alone accounted for $17.6 million of that figure.

For the first half of 1977, television advertising of records and tapes, radios and TV sets came to $68.7 million, an increase of 58% over the first half of 1976. Ads for records and tapes again constituted the bulk of that sum, accounting for $58.2 million.

The 58% increase during the first half of 1977 was the second largest gain of the period, surpassed only by publishing and media advertising on television, which was up 67%.

Largest dollar amounts spent on television ads were by food and furniture products industries, which spent $240 million for the two quarters.

By Steve Ginsberg

By Steve Ginsberg

Looking Ahead

101 YOU CAN'T TURN ME OFF (IN THE MIDDLE OF TURNING ME ON)
MOSLEY WRIGHT INC. — ASCAP
HIGH MERCHANDISE (Gordy/Motown G-7155)

102 THE HAPPY GIRLS
MGM Publishing Co. — BMI
HELLEN REDDY (coauth. 4487)

103 TIME BOMB
PROMO SERVICES INC. — ASCAP
LAVENDER CULTURE (Lavender Culture Co. ASCAP)

104 MY EYES GET BLURRY
EMI MUSIC (BMI)
KENNY NOLAN (20th Century 3235)

105 MY OWN WAY TO ROCK
VICTOR CO./GASTSON MUSIC
BURLINGTON SUNDAY (Perry/CBS 13020)

106 I'TAIN ALOVE
Tripe Records ASCAP
(Triple Music ASCAP)

107 EAST BOUND AND DOWN
CAPITOL RECORDS
JERRY REED (CUDA 11056)

108 HEAVEN ON EARTH
Atlantic Records
(March of Time — BMI)

109 GEORGIA RHYTHM
PICKUP jede BMG
(Wexley PO. — BMI)

110 SHOOGUU-FU-FU-OOH
(Len-Len Music — BMI)
LENNY WILLIAMS (ASCAP 12030)

Discounters To Add 396 Stores By End Of Year

LOS ANGELES — The discount industry expects to see a net increase of 396 discount stores and hit $47 billion in sales by the end of 1977, according to the Sept. 26 issue of Discount Store News.

The addition in stores will represent the third largest store-count increase in its history, surpassed in growth only in 1970 and 1976. Total discount stores, according to the Discount Store News census, reached 6,538 by the end of this year, an increase of 6% over last year’s total.

Sales, including food, also are expected to increase and are predicted to be $47 billion for the year, an increase of 6.8% from last year’s $44 billion in sales.

General merchandise sales in discount store are predicted at $41 billion, up 9% from $37.6 billion last year.

“Overall, discounters will gain 396 stores in 1977 — a figure that takes into account closings such as Robert Hall Village, Town & Country and others,” Discount Store News said.

AGAC Sets Noon Rap

NEW YORK — The American Guild of Authors/Composers/Thursdays Noontime Rap Sessions for October will feature Joel Diamond, independent producer, on October 6; Allison Steele, VW-NEM disc jockey, on October 13; and Seidenberg, manager of Gladys Knight and The Pips, on October 20; and Corry Robbins, president and manager of MCA Publishing, on October 27.

Cash Box/October 6, 1977

www.americanradiohistory.com
Bally Adds Dennis Hotel To Its Atlantic City Properties

ATLANTIC CITY — Bally Manufacturing Corp. has signed a contract to purchase the Dennis Hotel here for a reported $4 million. At the same time, Bally announced that it plans to convert the Dennis to a hotel-casino complex.

"The purchase of the Dennis Hotel, combined with Bally's lease on the Marlborough-Blenheim, provides our organization with the basic facilities to fashion the premier hotel-casino complex here," said William S. Weinberger, president of Bally-New Jersey.

"We will engage the world's finest architects and designers to convert these hotels, both of which are of the Atlantic City Boardwalk, into hotel-casino structures," he added.

The 450-room Dennis Hotel is adjacent to the Marlborough-Blenheim.

Weinberger, the former president of Caesars Palace, Las Vegas, said the Dennis Hotel was purchased from the Michigan Boardwalk Co., a wholly-owned subsidiary of the First National Bank of South Jersey.

The Dennis previously had been under Buzby family ownership for more than 100 years.

He made the announcement at a news conference in the Marlborough-Blenheim Hotel attended by Mayor Joseph Lazarow, Bill Cowart, president of the Greater Atlantic City Chamber of Commerce, and South Jersey labor officials.

Also present were William T. O'Donnell, president of Bally Manufacturing Corp. of Chicago; Irving Rom, executive vice president; and Richard Gillman, vice president.

Weinberger said, pending approval of the Bally application for a gambling license, he expected both hotels to be operational "sometime in 1979."

Midway Mfg. Bows New 'Laguna Racer' Video Drive Game

CHICAGO — "'Laguna Racer' is a driving game of Barney Oldfield racing thrills," said Larry Berke, director of sales for Midway Mfg. Co., in announcing initial production of the factory's latest video game.

"It affords me, and the Bally Manufacturing Corp., the opportunity to become partners in this challenging venture.

"That means jobs for the unemployed. Better housing for the disadvantaged. A revivial in the business district. And most important, a better way of life for all its people."

Weinberger also announced that Cushman and Wakefield, Inc., a nationally known real estate firm, will be project consultants.

The Dennis occupies 3½ acres and the Marlborough-Blenheim, 4½ acres. Bally has a 40-year lease on the Marlborough-Blenheim with two 30-year renewal options.

German Distributor Honored On His 50th Anniversary In The Coin Industry

CHICAGO — Alfred W. Adickes, founder and owner of Nova Apparate of Hamburg, Germany, was recently honored at a special luncheon hosted by the German Operators Association (ZOA) to mark his fiftieth year as a major distributor of coin-operated machines.

To commemorate the occasion the association presented him with a handsomely engraved gold medal and plaque. The inscribed message thanked Adickes for the energy, vision, inspiration and uncompromising dependability he brought to the coin-operated industry in Germany and other European countries.

Over the years, Adickes has enjoyed a unique and close relationship with American industries. His association with Rock-Ola Manufacturing Corp. spans nearly fifty years. Adickes pioneered the introduction of coin-operated phonographs and flippers in Europe. He is a frequent visitor to the AMOA convention in Chicago.
NSM has been a servant to the coin machine industry for 25 years. A steady stream of phonographs and coin machines has been supplied over the years to bring happiness and enjoyment to the people.

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

Exclusive world distributors:
LOWEN-AUTOMATEN
6530 Bingen/Rhein, Germany
Telephone: Germany 6721-15202, Telex: 04-2222

For the United States:
Bert B. Davidson
Chicago
phone: 312-787 5016
NAMA Reports Exhibitors For Music And Games Hall At 1977 Convention

CHICAGO — The NAMA public relations department issued a list of the companies which will be exhibiting in the special Music and Games display area during the association's 1977 national convention in McCormick Place, October 13-16. The 1977 show marks the first time the vending association has allotted space for a music and games product exhibit.

Exhibitor List


Stern Electronics, Inc. Introduces Its First All Solid State Pinball Machine

CHICAGO — Stern Electronics, Inc. has entered into the solid-state arena with the introduction of its first totally electronic pinball machine. The name of the model, aptly enough, is "Pinball." This past summer the firm produced an electro-mechanical by the same name.

The electronic machine has a built-in test program that displays all microprocessor and memory functions, as pointed out by Stern's marketing director Stephen Kaufman.

Playfield excitement is enhanced by the improved ball action and, as a further challenge for players, a "high score to date" feature is displayed before each game.

Complementing the advanced technology of the new machine are the traditional play features which have contributed to the present popularity of playing pinball, plus some exciting variations. The right eject hole can spot any one of five features: spinner, 50,000 points, double bonus, extra ball lane and top center hole. In addition, players can earn 10,000 points by downing all five drop targets featured; and, the second time around, can light the special lane. Numerous skill shots add to the appeal of this model.

"Pinball's" proven solid-state components offer today's technology," Kaufman said, "and the machine is built to stimulate increased collections, with almost zero down time."

Acquisition Reported

CHICAGO — Interstate United Corporation's Homan Services subsidiary has purchased the assets of Metropolitan Service Company here. Metropolitan provides full-line vending and office coffee service, primarily in metropolitan Chicago.

According to Homan Services president Arnold K. Mankoff, the acquisition of Metropolitan complements Homan's existing operations in the Chicago area.

A FAST ACTION DRIVING GAME THAT PITS THE DRIVERS SKILL AGAINST A COMPUTER.

- 3 DIMENSIONAL DRIVING GAME WITH GEAR SHIFT CONTROL
- HIGH SCORE, LOW SCORE AND DRIVER RATING
- REALISTIC ENGINE, ACCELERATION, AND CRASHING SOUND EFFECTS
- ADJUSTMENT SWITCHES FOR COINAGE, TIMING, AND EXTENDED PLAY
- MIDWAY MICRO-PROCESSOR LOGIC BOARDS
- 23" SOLID STATE T.V. MONITOR
- BUILT IN RAM AND ROM TESTOR
- DOUBLE 254 COIN CHUTES
- SIZE: 26" (67.31 CM) WIDE
- 38" (96.52 CM) DEEP
- 67" (170.18 CM) HIGH

NEW FROM MIDWAY

LAGUNA RACER

A FAST ACTION DRIVING GAME THAT PITS THE DRIVERS SKILL AGAINST A COMPUTER.

- 3 DIMENSIONAL DRIVING GAME WITH GEAR SHIFT CONTROL
- HIGH SCORE, LOW SCORE AND DRIVER RATING
- REALISTIC ENGINE, ACCELERATION, AND CRASHING SOUND EFFECTS
- ADJUSTMENT SWITCHES FOR COINAGE, TIMING, AND EXTENDED PLAY
- MIDWAY MICRO-PROCESSOR LOGIC BOARDS
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Cocktail Model — Exidy, Inc. of Mountain View, Calif. is currently shipping a cocktail table version of its "Robol Bowl" video game. The new model has all the features of the upright model — including animated bowler, realistic scoring, sound effects and "beer frame." In addition, the cocktail model features a flip-flop display system on the video screen when in the two-player mode. This allows the players to sit comfortably across from each other, each with his own set of control buttons.

MIDWAY MFG. CO. — 10750 Grand Avenue, Franklin Park, Illinois 60131 phone: (312) 451-1360
CALIFORNIA CLIPPINGS

The folks at C.A. Robinson in Los Angeles are looking forward to attending the upcoming AMOA show and getting a preview of the latest equipment from the numerous manufacturers who will be exhibiting this year. That's how vice president Ira Bettleman summed things up following the district's recently completed series of service schools on Atari and Bally electronic pinball games. Bettleman, who has been very enthusiastic about sample models of Midway's new "Laguna Racer" video driving game.

MEADOWS GAMES president Harry Kurek will soon be leaving Europe, where he will attend a major distributor preview in London as well as an international show in Rome, in addition to a Las Vegas convention. "Louisiana Swampman" G. J. Adams Monte, president of MEADOWS GAMES, is reported to be away from the firm's Los Angeles offices, but says that "some surprises" are in store for convention-goers who stop by the Atari exhibit. "IT SEEMS THAT RACIO is convinced of the promotional value of pinball. New York's WCBS-FM, for instance, recently presented an arcade-size Bally 'Capt. Fantastic' as the grand prize in its Top 500 contest. And on the west coast, KMET-FM in Los Angeles will be giving away a pair of Bally machines in conjunction with its month-long 'Rocktober promotion.'

EASTERN FLASHES

Expansion is definitely the key word these days at Coin Machine Distributors, Inc. Peekskill. Prexy Al Kress said he's making preparations to open a branch in Long Island and has just about completed all of the remodeling at the Peekskill premises. Results, thus far, for New Parts Department, which is "simply gorgeous," he said, and so far the operation has been fiscally efficient. The board repair setup is also finished and now offers considerably expanded service. New man in the parts dept., by the way, is Bob Schappert, formerly with the Brunswick Corp. Fresh from a trip to the Playboy/Reflection vacation activity at the nearby property of Universal Affiliated Int'l., is trying to catch his breath a bit before resuming his hectic schedule of travels and trade show preparations. Universe will be showing at both the AMOA in October and in conjunction with the NCASEX in November. He will be weighing the possibility of attending Tokyo convention in between times. . .

So Lipkin of American Shuffleboard was on hand for the September FAMA state convention in Florida and, in his observation, the new 12-foot Royal Cushion and the longboard Royal shuffleboard were enjoying the hits of the show. Sol said he even ran a little tournament which was quite an attraction at the show — and a surprising number of women entered the competition. "We've been moving a lot of shuffleboards in the state of Florida," he commented, "and another very good market for us is Wisconsin, where Sam Cooper and the good people at Pioneer Sales are doing an excellent job." Sol will be in Las Vegas shortly to man the American Shuffleboard exhibit of recreation equipment at the National Park and Recreation convention being held out there. He also commented that a "Loustic" pinball machine by Bob King, which is being earmarked for jukebox programming.

Seeburg Issues Earnings Report

CHICAGO — Seeburg Industries has reported earnings for the quarter and six months ending June 30, 1977 of $707,000, or 28 cents per share, and $947,000, or 35 cents per share, respectively. Profit for these periods, after provision for an extraordinary expense of $400,000, resulting from the settlement of a class-action suit, were $107,000, or 5 cents per share, and $347,000, or 14 cents per share, respectively.

Sales for the quarter increased to $38.2 million from $32.4 million for the similar period in 1976. Revenues for the six months likewise increased to $69.2 million from $60.5 million a year ago.

The average number of shares outstanding was 2,874,247 for the quarter compared to 2,866,347 in the same period a year ago. The average number of shares outstanding was 2,878,675 against 2,597,557 in 1976.

Andrew Monte Dies

NEW ORLEANS — Andrew P. Monte, a pioneer operator of music and games equipment, died on August 30 at the age of 76. He was in semi-retirement at the time of his death.

A native of Plaquemine, LA., Monte founded A. M. Amusement Co. in 1934 and operated the firm until 1970 when he sold the business to Robert E. Nimmo, president of Lucky Coin Machine Co., Inc. of New Orleans.

He was noted as the first operator in New Orleans to install wallboxes and shuffle alley- locating machines, and was an active supporter of the coin machine industry and the Amusement & Music Operators of America.

He is survived by his widow, Lutrelle Monte, one son, and two daughters, Patsy and Jeanine.

Pair To Sing At AMOA

NEW YORK — De-light recording artists Jeanne Napoi and Frankie Avalon will per-form at the AMOA convention at the Conrad Hilton, Chicago, October 30.

CHICAGO CHATTER

Bally Mfg. Corp.'s field service manager Bernie Powers has become quite a familiar figure at annual state association conventions throughout the country. He's attended numerous of these functions in the past and will continue to do so, as he told Cash Box, only now he'll be going past beyond merely being present to assist operators with service questions or technical problems on an informal, off-the-cuff basis, by arranging to hold special Bally service schools in conjunction with state conventions. Up until now he's been doing this on a limited basis but present plans are to expand the scope so that as many state groups as possible will be availed of this special Bally service — and the emphasis, of course, will be on electronic pins. Most recently, Powers conducted a special class for the FAMA Florida group, and, in late September, Bally's Darrel Biemonte joined him for a session at the Virginia state convention. The new program affords the opportunity to reach more operators, as Bernie pointed out, and while it allows the time for a complete, formal presentation, it also "gives me some time afterward to answer individual questions and provide any personal attention operators might require," he said.

In A 3-WAY CONVERSATION with Midway execs Larry Berke and Stan Jarocki we learned that the factory's new "Laguna Racer" video driving game is attracting much favourable attention — and that's rather surprising, in view of the facts that the "Laguna Racer" video driving game is attracting much favourable attention — and that's rather surprising, in view of the facts that

HERE'S THE NEWS on this exciting mid-1978 series of special orders for the "Laguna Racer" video driving game. This model is being held out, the list of operators who have added it the past couple of weeks represents a wide cross section of the world.

STERN ELECTRONICS INC. is celebrating the release of its first electronic pinball machine. The name of the game is "Pinball" by Stern. The LATEST in THE continuous series of AMOA-sponsored schools for mechanics is being held in Charleston, S.C. The operators, and was spelled out in the current issue of the magazine.

STATE ASSOCIATION NEWS

A new state association has just been formed in Georgia — the Georgia Amusement and Music Operators Association. Welcome board. The new group has a membership of 55 and has already convened its first official meeting to structure a program and elect officers. President is James Crews, vice president is John Martin, treasurer, and Lee Martin, secretary. The group elected a total of 17 board members, of whom six will serve on an all-state basis in order to provide more widespread representation in the various areas of the state. In outlining the association's goals, GAMA secretary Lee Martin stated, "Our immediate goals are to improve the image of our industry in general as well as the operator's image in Georgia specifically, and to correct antiquated and adverse legislation now on the books." The Wisconsin Music Merchants Assn. has confirmed the dates of April 21-23 for its 1978 annual Spring Convention. Event will be held at the popular Abbey resort in Fontana, Wis., with the emphasis on business and educational meetings. InTRA show is planned. Would like to extend congratulations to WMMA's veepee Rollie Tonnell, who was recently married... Earl Glover, Sr., president of the So. Carolina Coin Operators Assn., notes that the state group has decided on the dates of February 3-5 for its 78 annual meeting and trade show, to be held at the Carolina Inn in Columbia, So. Carolina.

1978 State Association Calendar

Feb. 3-5: North Carolina Coin Operators Assn., annual mtg., Carolina Inn, Co-lumbia.
June 2-3: Ohio Music & Amusement Association, annual conv., The Columbus Hilton Inn, Columbus.
CLASSIFIEDS

CLASSIFIED AD RATE 25 CENTS PER WORD

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Cash Box

Tom T. Hall Signs With RCA

by Lola Scobery

NASVille — Singer/songwriter Tom T. Hall has signed a ten-year recording contract with RCA Records, according to an announcement made at a reception here September 28 by Jerry Bradley, RCA’s vice-president of Nashville operations, and Roy Dea, RCA executive producer.

According to Hall, who appeared at the reception in snappy red and blue suspender belt and posed for several photos benignly scratching the head of a statue of the RCA dog, his contract with Mercury ended in March of this year.

During the intermission, the singer told Cash Box, he has done some informal recording sessions with Dea, who will be producing Hall’s RCA albums along with Hall himself. Dea had previously worked with Hall at Mercury Records when he was assistant to Mercury producer Jerry Kennedy.

Dea said plans for Hall’s first RCA recording will be announced shortly.

‘Mutual Enthusiasm’

Concerning his reasons for signing with RCA, Hall commented, “Their requirements and they met our. Our ambitions were identical and our enthusiasm mutual.” He added that under the RCA agreement he feels he can “plan, travel, and research with great flexibility.”

One of the singer’s aims is to expand his audience in English-speaking foreign countries. Hall, who has made two tours of Australia and New Zealand, noted that “I am actually bigger per capita in Australia than I am here in the United States,” and pointed out that RCA has “a big international operation.”

News of the signing was kept under tight wraps until the reception Wednesday afternoon. According to Dave Wheeler, national director of country sales, even the RCA national sales force was not notified of the contract until the day of the reception. “Each person involved took the signing enthusiastically about the signing,” Wheeler added.

At the reception Bradley read congratulatory telegrams from Louis Cortoi, president of RCA, and Mel Iberman, RCA division vice president, creative affairs. In recent years, Hall’s singles have invariably topped the hot country charts, and his albums have done equally well. A distinguished songwriter, Hall wrote “Harper Valley PTA,” which has sold more than five million copies.

Hall began his recording career with Mercury in 1964 and among the hits that label were “Country Is,” “Old Dogs, Children And Watermelon Wine,” “Sneaky One,” “I Love You,” and “That Clayton Delaney Died.” His most recent chart toppers are “Your Man Loves You, Honey” and “It’s All In The Game.”

Between personal appearances, Hall conducts songwriting courses at the college level and is currently doing so. His first book was titled “How I Write Songs and Why You Can.”

Showcases To Top CMA’s 6th Talent Buyers Seminar

NASVille — The sixth annual CMA Talent Buyers Seminar, dubbed “Selling Country,” will be held Oct. 7-10 at the Hyatt Regency here.

The program will include guest speakers, workshops, “rap” sessions, and three artist showcases.

Talent for the showcases will include: Jim Ed Brown & The Tennessee Three; Willy Lynn & The Tennesseeans, Jeannie C. Riley, Marvel Felts, Jim & Jesse, La Costa, Floyd & Sue, Sonny & Cher, Pam Tillotson, Sandy Frazee, Don Young, Jim Owens, Harold Morrison, Dottie West and Ray Price.

According to seminar chairman Randy Rice, "We custom-tailor the seminar each year to fit the needs of the talent buyers for outdoor shows, clubs, fairs, and concerts, and do our best to fund them. Some of the subjects to be discussed this year are security, search and seizure, insurance, record company promotions, obligations to licensing agencies, and safety measures and precautions."

Guest speaker addresses will give the seminar each day, and a series of parties will lend an enjoyable touch to the event.

Registration is $65

Sesac Country Music Awards Set

NEW York — SESAC will host its 12th annual Country Music Awards presentation October 13 at the Woodmont Country Club in Franklin, Tennessee.

The licensing firm will give awards in ten categories covering writing, publishing and performing. These include:

Ambassador of Country Music, A&R Producer of the Year, Best Country Single, Best Country Album, Country Music Writer of the Year, Most Promising Country Music Writer of the Year, Most Recorded SESAC Country Song of 1977, Best Country Song of the Year, the 1979 SESAC Award of Fame; and an international award presented for the SESAC song most recorded overseas during the year.

Hosting the event for SESAC will be president A.H. Prager. Other SESAC executives who will be attending include A.F. Cianinone, vice president, and Brad McClugan, director of country music; Ray Rice, coordinator of information services; Vincent Candidola, director of writer services; Eddie Morris, coordinator of publications; and Damage, coordinator of gospel music, and Debbie Dunn, administrative assistant, Nashville office.
A LOT TO CROW ABOUT — Polydor recording artist Alan Crow recently appeared at New York's Lone Star Cafe. Pictured backstage after his opening are (standing, from left) Joe Simon, executive vice president and general manager of Polydor; Chris Whetten, director of business affairs for the label; Dave Shen, vice president of marketing for Polydor; Crow, Clay Ballew, national manager for Polydor; and Randy Drabick, album field promotion manager for Polydor. Seated (from left) are: Jerry Jaffe, national album promotion director for Polydor; and Fred Welsman, New York promotion manager for the label.

MOST ADDDED COUNTRY SINGLES
1. THE WURLITZER PRIZE — WAYLON JENNINGS — RCA
2. 6.98
3. FROM GRACELAND TO THE PROMISED LAND — MERLE HAGGARD — MCA
4. THE PAY PHONE — BOB LUMAN — POLYDOR
5. KNIX, KNIX, KNIX, WHN, KLXR, KCUB, WYDE, WUBE, WAME, KAYO, KMPM, KDJW, KVET, KCKN, WCCL, KRAK, WTSO, KEBG, KLAK, WHK, KUZZ.
6. ONE OF A KIND — TAMMY WYNETTE — EPIC
7. FROM GRACELAND TO THE PROMISED LAND — MERLE HAGGARD — MCA
8. FOLKS FALL IN LOVE — JACKY WARD — MERCURY
9. A WORKING MAN CAN'T GET NOWHERE TODAY — MERLE HAGGARD — CAPITOL
10. CAME TO ME — ROY HEAD — ABC/DOT

MOST ACTIVE COUNTRY SINGLES
1. MORE TO ME — CHARLEY PRIDE — RCA
2. ROSES FOR MAMA — C.W. McCALL — POLYDOR
3. I MUST A COUNTRY BOY — DON WILLIAMS — ABC/DOT
4. HOLD ME — BARBARA MANDRELL — ABC/DOT
5. LOVE IS JUST A GAME — LARRY GALVIN — MONUMENT
6. ONE OF A KIND — TAMMY WYNETTE — EPIC
7. FROM GRACELAND TO THE PROMISED LAND — MERLE HAGGARD — MCA
8. THE PAY PHONE — BOB LUMAN — POLYDOR
9. A WORKING MAN CAN'T GET NOWHERE TODAY — MERLE HAGGARD — CAPITOL
10. CAME TO ME — ROY HEAD — ABC/DOT

MERLE HAGGARD (MCA 40804)
From Graceland To The Promised Land (2:17) (Shade Tree Music — BMI) (Merle Haggard)
What makes this song about Elvis so nice is the fact that Haggard doesn't have to do a tribute record to get on the charts. Merle wrote the song himself and pours his soul into each line. A great blend of gospel and country with superb background chorus.

BOB LUMAN (Polydor PD44341)
The Pay Phone (2:49) (Tree Pub. Co. — BMI) (Glenn Martin)
Not just another cheating song, this one is. It's a twist and Luman handles the lyrics in an explicit manner. The producing hand of Jim Vienneau is obvious with a strong, rhythmic line that keeps the tune moving at a good clip.

JONNY CASH (Columbia 3-10623)
After The Ball (3:02) (House Of Cash — BMI) (J.R. Cash)
Johnny Cash fans will love this one, starting with the pumping piano, then rolling into the famous guitar beat of "Folsom Prison." That distinctive Cash sound of the late '50s never sounded better.

DORIS DAY (Columbia 27153)
Crazy Little Thing Called Love (2:44) (Verve Music — BMI) (Jerry Naylor)
Although this release by Dolly has a strong pop sound, it's not to the extent that her loyal country followers will object. This is indeed another mode for Dolly to show her versatility.

MARY MILLER (Insigni 1-302)
You Just Don't Know, Little Boy (2:35) (Hudson Music — BMI) (B.D. Darlin)
Terrific production from this label out of Texas. Mary's style is one which should appeal to pop, MOR and country listeners. The horns enhance this Bobby Darlin tune without overshadowing Mary's vocals.

DORSEY BURNETT (Calliope AS 8091)
Soon As I Touched Her (3:23) (Screen Gems-EMI Music — BMI) (Jerry Naylor)
Engaging background vocals are neatly juxtaposed with Burnett's rich, full-throated timbre on this self-produced single. The catchy melody and lyrics should attract a broad range of listeners.

Additional Reviews
BILLY WALKER AND BRENDA KAYE PERRY (MRC MR-1005)
Ringgold Georgia (3:58) (Jarrnag Music — ASCAP) (Jerry Mc ee)
JERUS ROSS (Gazzelle — PDA 431)
I Think I'll Say Goodbye (3:17) (Verve Music — BMI) (Jim Rushing/ Marshall Chapman)
DIESEL CREEK (RCA JA-11125)
Peanut Butter (2:40) (Razan Music — BMI) (Razzy Bailey)
JOE STAMPELEY (Epic 9-50453)
Everyday I Have To Cry Some (2:22) (Comine Music Corp. — BMI) (A. Alexander)
RAY GRIFF (Capitol P-4492)
Raymond's Place (2:45) (Blue Echo Music — ASCAP) (Ray Griff)
The coming of fall could signal a new direction in the turbulent career of Jerry Lee Lewis. Mercury Records will release a new Lewis single this month titled "Middle-Aged Crazy," a departure from his familiar honky-tonk piano sound. "Country Memories," Lewis' first album in a year, will be on the market Oct. 15. Frank Lefelt, Mercury's national country promoter, says Jerry Lee is busy playing club dates and "is getting much better press than before." His new single was written by Sonny Throckmorton.

Similarly, ABC/Dot's Don Williams will break new ground in his career Oct. 17, when he will appear at New York City's Bottom Line, followed by an appearance at the Roxy in Los Angeles Oct. 19. Both clubs are pop strongholds and may signal a new direction for the honey-voiced Williams.

Roy Clark will be featured on Oct. 7 and 8 in a television pilot which will be taped in his hometown of Meherrin, Va. Titled "Going Home," the first segment of this proposed thirty-minute regular series will air the third week of December on NBC. "Going Home" explores the early life of celebrities and is expected to enter the 1976-77 television season as a prime-time show. RCA artist Dotty's new single, "It Should Have Been Easy," will be released Oct. 1. Gary Stewart — also on RCA — has a new single, "Quits," which was recorded while back on his second album. Roy Dea produces both singers.

The Kendalls, whose single "Heaven's Just a Sin Away" keeps rising on the country charts, have organized a band for the first time. The Ovation duo will break in their new band Oct. 13 at the Ovation River Boat Party here during WSM Grand Ole Opry's Birthday Celebration. The party will take place on an actual river boat traveling the Cumberland River. Party patrons, as well as The Kendalls, will dress the part of river boat gamblers and 19th century characters.

Elektra artist Eddie Rabbitt has been busy this summer opening concerts for Tammy Wynette and Conway Twitty. He is working with a new band and crowd reaction has been excellent, according to bass player Chuck Hammond. "Audience response has been real good, especially from women. Cheeks are screaming and reaching real strong," Rabbitt, who wrote the Elvis hit "Kentucky Rain" a few years back, will release a new single, "Little Bit Lonesome," in early October.

Radio station WMAD-O Madison, Wis. will give its listeners a chance to program their favorite records during October. Listeners are invited to submit their ten all-time favorite country records. And each day one of the entrants will have his or her songs played on a one-per-hour basis and will receive a prize package. WBSC radio station in Milwaukee, Wis. gave away Statler Brothers' Mercury albums Sept. 10 and 11. Listeners told a joke or short story and the best selection each hour won an album for the entrant.

The first 3000 copies of Waylon Jennings' new RCA single, "The Wurlitzer Prize," were pressed on green vinyl and are a collector's item. Subsequent records will be pressed on standard black vinyl.

Ray Price Exits ABC/Dot; Columbia About To Release His Current Single

By Lola Scobey and Bob Campbell

NASHVILLE — In a most uncommon occurrence on the country music charts, a single on a major label and rising on the charts is being switched to another major label. The Ray Price single, "Born To Love Me," is currently on the ABC/Dot label, and will shortly be on the Columbia label. The changeabout is the result of the termination of Price's recording contract with ABC/Dot, followed by a distribution agreement made between Price and CBS.

Through mutual agreement with ABC/Dot, Price's contract with the label has been terminated, and the singer has been given full ownership of all his masters recorded while under contract to that label, according to Larry Baunach, head of sales and promotion for ABC/Dot. The masters Price now owns include "Born To Love Me."

Officials of CBS confirmed on September 28 that their legal department has finalized an arrangement with Price to distribute the "Born To Love Me" single on the Columbia label. Columbia is currently pressing the record, and it is expected to be listed on the charts as a Columbia record next week.

CBS confirmed any further statement on the situation to the following: "Ray Price returns to CBS with the single 'Born To Love Me' currently on the charts and destined to become a chart-topping record." (Price, earlier in his career, was signed to CBS.)

Sources indicated, however, that the distribution agreement is an interim arrangement while negotiation for a full artist contract between CBS and Price is underway.

Walter Haynes Forms Own Production Firm

NASHVILLE: Walter Haynes, former vice president and producer at MCA Records here, recently announced the formation of Walter Haynes Productions.

CON BRIO is becoming a FORCE in Country Music

"I MUST BE DREAMING" (CBK 126)
59 Cash Box
88 Billboard
79 Record World

"BETTER OFF ALONE" (CBK 125)
63 Cash Box
82 Billboard
87 Record World

"MY GIRL" (CBK 124)
68 Cash Box
78 Billboard
81 Record World

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Cash Box/October 8, 1977

**Label Release Announcements**

**Stones LP Highlights New Atlantic Releases**

NEW YORK — "Love You Live," a double album package by the Rolling Stones on Rolling Stones Records, highlights the twelve albums set for late September release by Atlantic Records.

Included among the September releases are "Eye Of The Beholder" by Ray Barretto, "I Cry, I Smile" by Narada Michael Walden, "Motivation Radio" by Steve Hillage, and "Got To Have Your Love" by the Fantastic Four on Westbound Records.

"Hear To Tempt You" by The Temptations, their debut album on Atlantic, and "Trumans" by Ray Charley on Crossover Records are also scheduled for September release on Atlantic.

Other debut albums set for release include "Mark Farner," "Starting All Over Again" by Philippe Wynne on Cotillion Records, "Up" by Jim Mullen and Dick Morisson on Emmylou Records, and "Love And Learn" by Tom Powers on Big Tree Records.

All five sets for September release on Big Tree is "10 Greatest Hits" by Hot Chocolate.

**Randy Pie LP Included In 3 Polydor Releases**


**Vee Jay Gets Catalyst Distribution Rights**

LOS ANGELES — Vee Jay International has acquired U.S. distribution rights to Catalyst Records, the jazz label just purchased by LTD Productions from Springboard Records. Effective immediately, Vee Jay will assume marketing and distribution of all 22 albums in the Catalyst catalog.

**GRT To Distribute Flying Fish Catalog**

CHICAGO — GRT Music Tapes has entered into an agreement for exclusive U.S. rights to manufacture and distribute all cassette and 8-track tapes in the Flying Fish Records catalog.

Flying Fish, based in Chicago, specializes in folk, country and country-jazz product. The first tapes slated for release under the new contract include "Mark Twang," featuring John Hartford; "Hilbilly Jazz," with Vassar Clements, David Bromberg and Doug Jerzjian; and "When The Storm Is Over" by the New Grass Revival. Flying Fish's LP catalog will continue to be handled by the present network of about 30 independent distributors.

**Armatrading Album Out**

LOS ANGELES — Joan Armatrading's new LP, "Show Some Emotion," has led the list of several new albums recently released by A&M Records. Other new albums out on the label are: "It's Time For Peter Allen," a two-record set from Peter, Germaine & The Heroes by The Stranglers; "Feels So Good" from Chuck Mangione; "Night After Night," a two-record set from George Benson; "Lovers" by Nils Lofgren; "Ruby" by Gato Barbieri and "Earthdance," a collection of selected cuts from previous albums by Paul Winter.

**Winant To Open Accounting Firm**

LOS ANGELES — Charles Winant, vice president, treasurer and director of Pickwick International, Inc., opened a financial consulting office in New York City where he will function as financial consultant to the recording industry.

Winant, who is a member of the RIAA's tax committee and a certified public accountant, headed his own accounting firm for several years before he joined Pickwick, one of the original clients in his accounting practice.

**BK Management Moves**

LOS ANGELES — BK Management recently moved its offices to 260 South Beverly Drive, Beverly Hills, 90212.

**$15,000 To Be Given In BMI's Student Awards**

LOS ANGELES — Awards totalling $15,000 will be granted to the winners of the 1977-78 competition as part of BMI's annual contest to encourage the creation of concert music by student composers of the Western Hemisphere and to aid them in financing their musical education.

The competition was initiated in 1951 and is underwritten by BMI, the world's largest performing rights organization. Each year BMI offers a prize of $1,000 to the winner of the competition.

The 1977-78 competition closes February 15, 1978. Entrants must be under 25 years of age as of January 1, 1978. Students should submit one original composition of any genre, not to exceed 10 minutes in length. Pieces must be sent to: BMI, Student Awards, 26 West 57th St., New York, N.Y. 10019.

**Jann's To Bancs LP Label And Talent Acquiring**

LOS ANGELES — Janus Records is set to institute a new marketing policy that will emphasize tape as well as album promotions. Beginning with the release of the Camel "Rain Dances" LP, all radio time that is bought by the label will be comprised of two spots — one with album copy and one with tape copy. The album tape spot will be geared specifically to the consumer who buys tapes for car use and will rotate on an equal basis with the album spot.

**Tebet To Be Feted**

LOS ANGELES — David Teber, senior vice president NBC-TV, has been selected "Industry Man Of The Year" by the Conference of Personal Managers, West, it was announced by president Richard O. Linke. He will be honored at the 21st annual awards dinner on Oct. 20 at the Beverly Hills Hotel. Previous recipients of the award include Marvin Josephson, Norman Lear, John H. Mitchell, Lew Wasserman and Robert Weitman.

**Barabek Dist. Charge**

NEW YORK — Barabek Records has switched distributors in the Washington, D.C. Baltimore area from Schwartz Bros. to Zamoski Bros.
TALENT ON STAGE

Pure Prairie League

ROXY, L.A. — California has a reputation as a mellow, laid-back kind of place. If that characterization is correct, much of the crowd at the opening night concert appeared to have been specially imported for the occasion. But whatever their origins, the audience was anything but mellow on stage and, before it was over, most everyone was wearing a fresh smile.

David Soul/Martee Lebous

There is very little between-song chatter from these midwestern gentlemen. They are too busy being that but long on talent, proficiency and that is the only thing completely captivating the spotlight. Vocals themselves are a clue because balance is a dominant feature of the audience is to the entertainment, everybody has a chance to strut this stuff. Some might criticize this approach, which is probably why the band has few stars. But the shared artistry that comes from collective ego suppression for the good of the group. Their straighter, folky songs are not an indication of a lack of focus but rather a symbol of unity and a statement of musical commonality.

Pure Prairie League has succeeded in patching together an inviting musical quilt, that sensibly together the common threads of execution, very mellow, down-home country, the blues and some traditional folk music. Though they have gained commercial success, they have remained to their varied roots,分娩ing a sterile slick pop approach in favor of a livelier sound that comes across as a spon
taneous outburst in spite of the carefully constructed melodies and polished harmonies. In a world of increasing blandness, their approach is a refreshing welcome sound that has proven a cut above the rest where it counts the most — the retail counter.

James Talley

LONE STAR CAFE, NYC — In a small club with its informal atmosphere and worn-in decor, James Talley and his un
categorizable music seemed perfectly at home. And, while the space filled nearly to capacity wasn’t as big as the kind of halls a KC And The Sunshine Band or a Peter Frampton can pack, the audience made up in appreciation for what it lacked in size.

Talley, a Capitol recording artist, has been compared to everyone from Woody Guthrie to Hank Williams to Bob Dylan. There’s a truth in these comparisons: Talley’s voice is as rich as it is raw. And more could be added to the list: Jimmie Rodgers, Bob Wills and B. W. Stevenson. Nevertheless, the boyish, coun
tiy singer with the “social consciousness” of a folkie is really a unique breed.

As Talley displayed in a very mellow version of his hit song “But That’s Another Blues” (featuring exquisite lead guitar licks by Steve Hostak), the blues are his basic tool to bring to the stage a coloratura that compass rockin
g numbers like “ Ain’t It Something,” title cut of his just-released fourth album, is “Only The Best” and “Not Even When It’s Over” from the same LP. One of the best tracks of the night, Talley will “Keep Try’n’,” recalled B. W. Stevenson in a pop mood.

CHICAGO XI LISTENING PARTY — Columbia Records recently held a dinner and listen
ing party for radio and press personnel to celebrate the release of Chicago’s eleventh album. Priced sitting-cr\nch at the Century Plaza Hotel in Los Angeles are: Len Gibbons, sales manager, Handelman Di
cane; Ron Oberman, director of west coast merchandising for Columbia; Perry Fuller, advertising director, west coast, Cash Box; Richard Duruy, Los Angeles manager, CBS Records; Perry Pilt, field sales manager, Columbia Records; Terry Enslow, publicity manager, Columbia Records. Shown in the front row (l-r) are: Chuck Thagard, director of national promotion, Columbia Records; Denise Madden, account executive, KTNQ; Larry Garrett, buyer, Han
delman Co., and Paul Cassidy, general manager, KTNQ.

Linda Ronstadt/The Bernie Leadon-Michael Georgiades Band

UNIVERSAL AMPHITHEATRE — While many performers of today continue to show their dependency upon visual ac
treatments to supplement the music, Linda Ronstadt proves convincingly that the conventional method of a great voice combined with solid material and accompaniment still works as well as anything.

Attired in a cub scout shirt and tight, filling blue shorts, Ronstadt successfully emitted a wide range of sounds for the out crowd. From her strong, healthy version of “That’ll Be The Day” to her heart
touching “Somebody’s Tore Down Beside Me,” Ronstadt stood uncomfortably rigid but completely captured the audience.

Waddy Wachtel on lead guitar, Dan Grondine on bass guitar, Ken Edwards on keyboards and Rick Marotta on drums added a backup flourish to a colorful evening. Grondine’s solo work stood out throughout the set. Ronstadt featured the raw intensity of her vocal ability by singing with only a piano or acoustic guitar accompaniment. “Desperado” especially exemplified her tender, yet forceful voice.

Both the superb lighting and sound added immensely to the overall atmosphere, and the coordination of material reflected an experienced stage act.

Since her commercial success has developed through her country-rock en
dorsement, Ronstadt has not gone so far as to leaning that way in her choice of material.

Obviously uneasy talking to the crowd, Ronstadt Kill Hill Out “Starsky and Hutch” all the way to a claimed that this small is just that. Opening the show, the recently-joined Bernie Leadon/Michael Georgiades Band gave an eight-song set filled with soft rock and bluegrass. Leadon, formerly with the Eagles, reiterated his influences with this new project to be remembered by and catchy music. The group seemed most comfortable and unified on the bluegrass numbers.

dave fulton

RADIO CITY MUSIC HALL, NYC — Signs that hung from the balcony reading “Don’t Give Up On Us Davy, We Love You” dubbed the Ronstadt show, as “Davy Soul and Friends.” And for over an hour, a near-capacity crowd screamed, clapped and cheered David Soul’s almost every move in his first major concert appearance in the United States.

Soul has gained an almost fanatical teenage following from his role as Ken Hutchinson on television’s phenomenally successful “Starstruck” and “Hollywood” and from two hit singles, “Silver Lady” and “Don’t Give Up On Us.” With all of this exposure, Soul could easily have breezed through the show, resting on his reputation. But instead, the 34-year-old singer/songwriter, assisted by his six-piece band and two background vocalists, gave the well-rehearsed set his all.

Soul’s music is straightforward and sim
ple, with themes of love and loneliness in the wide-open spaces. He opened with “Silver Lady,” an upbeat number from “Playin’ To An Audience Of One,” his latest album on Private Stock Records, and quickly launched into the Three Dog Night “Shambas.” Soul then tried the first of many attempts to speak to the audience, but was met with shouts of “We love you,” “Read the signs,” and “Where’s Paul?” (Paul Michael Glaser, his television co-star). Ignoring the comments, Soul continued with a mixed bag of songs from his two albums.

Particularly memorable were “Hooyah For Hollywood,” a light-hearted number Soul penned in honor of all the unemployed actors in Tinseltown, and “Tomorrow Child,” a loving ballad for future genera
tions. “Don’t Give Up On Us” was clearly in an audience favorite, along with “Black Bean Soup,” a down-home country tune featur
ing Soul and backup singer Lynne Marta. Although Soul’s soft, mellow voice held up nicely through the evening, he seemed a bit uncomfortable with the crowd’s hysterical response during and between most of his songs. Dressed in ordinary slacks and shirt, he was an unlikely teen idol and at times seemed embarrassed by the entire situation. But this somehow makes him more believable as a performer and lends even more credulity to his songs.

Martee Lebous opened the show with an impressive half-hour set. Combining the best elements of folk, rock and bluegrass, Lebous held the attention of a crowd that had clearly come to see Soul. At 20, she has excellent stage presence, an impressive repertoire of songs and a promising future as a performer.

steve ginsberg

Count Basie

ROYCE HALL, UCL — At a time in jazz when so much attention is given to the soloist, it is fortunate that Count Basie comes around every once in a while to show us how exciting an ensemble can be.

In a generous two-hour concert, the Basie band performed once again not that anyone ever questions that they are a highly skilled, well-oiled performing unit and a master of dynamic contrast.

A perfect example was the “Appalachian Breakdown,” one of the many Sammy Nestico arrangements in Basie’s repertoire. The tune calls for a fluctuation between the brass ensemble and, without any special amplification, the flute was not lost in the background as it often is in a large dance band.

Basie performed several of his classics, such as “Shiny Stockings” and “April In Paris,” as well as “Right On Time,” which was written by the Count’s lead saxophonist, Jimmy Forrest, who added to the character of the arrangement with an ex
aggerated, airy solo sax.

Throughout the evening, trombonist Al Grey’s colorful antics on stage and the occasional vals
es by Bob Hannon, Los Angeles branch manager, KTNQ, sometimes went against any amplification, often has been called the “best rhythm section in the world,” and for good reason. Butch Miles on drums, Fred

Alessi

OTHER END, NYC — When the Alessi humorously announced “a medley of their greatest hits,” they were looking thousands of people on the dance floor, and the medley was “On Lorn,” from their debut album on A&M Records. became their first hit anywhere in Europe. If the town was overheated, and immediately preceding their first major concert tour of Europe, gave a taste of what they’ll be presenting abroad.

Marilyn Maye broke into the first chorus of “Joanna,” the twin brothers (Billy at the piano, Bobby on guitar) did a respectable job of replicating their studio sound with the help of five extra instrumentalists. A single female backing vocalist was there to complement the Alessi’ androgynous vocals, which reach incredibly far into the high-pitched range.

At their most propulsive moments, the harmonizing twins created an effect that recalled some of the Beatles’ dreamy chord progressions. “Four Seasons’ style of falsetto was influential in their straighter pop efforts. However, material from the Alessi’ forthcoming album, “All For A Reason,” seemed to indicate that the duo is branching out a bit in terms of style. The li
tle cut built through a multi-sectioned arrangement that was both adventurous and dense, even in this small room. Another promising cut, “Hate To Be In Love,” made novelties of milliseconds, turned the cut into a tango, swinging into a side-dance rhythm. In addition to fresh songs, a return to “The Sky’s The Limit” would help the Alessi in their next American campaign.

Over a half-hour set which maintained momentum throughout, the Alessi re
warded an enthusiastic crowd with the re
quested encore, “Don’t Hold Back.”

randy lewis

Cash Box/October 8, 1977
The Mellon Foundation grant will supply about half the money needed for the project to get underway. CR1 hopes that other foundation sources will pick up the slack for the remaining 50 percent. The foundation’s contributions underpin methodological and other efforts the Mellon Foundation has begun to support in the arts and humanities.

CR1’s relationship with Scott Schirmer, director of media and communications for the Rochester Philharmonic Orchestra and also associated with Columbia, RCA and Decca, also has helped. Scott Schirmer has made a commitment to media and communications and funding as co-sponsor of the project, the Mellon Foundation has given $200,000 to support the project, and Scott Schirmer has been named as the project manager to oversee the development of the project. The project will be supported by the Rochester Philharmonic Orchestra and also associated with Columbia, RCA and Decca.

CR1 also was asked to consider the possibility of a second project, one that would focus on the history of classical music in the United States. CR1 has been approached by several organizations, including the American Society of Composers, Authors and Publishers, the National Symphony Orchestra, and the New York Philharmonic, to consider funding for a project that would focus on the history of classical music in the United States. CR1 has not yet decided whether to pursue this second project.

CR1 is planning to begin work on the project in the fall of 2015.

(continued from page 43)

Cash September 2, the Philharmonic performed works by a number of BI-affiliated composers, the New York Times reported. The program featured works by Leonard Bernstein, John Adams, Morton Subotnick, and John Cage. The performance was well-received, with many attendees expressing enthusiasm for the new works.

The Philharmonic also performed a concert of works by BI-affiliated composers in honor of the 40th anniversary of the founding of the BI. This concert featured works by BI-affiliated composers such as Leonard Bernstein, John Adams, Morton Subotnick, and John Cage. The performance was well-received, with many attendees expressing enthusiasm for the new works.
Changing Requirements Of Industry Spur New Interest In Market Research

For example, bringing in a broad demographic sample for record test sessions might help define where the acceptance for certain kinds of products at the wholesale and retail level. Going beyond the "where" to the "why," Heller suggested the need to do more in-depth personal research, often in small "focus" groups at which "qualitative" or emotional responses can be noted. These kinds of research can also help determine proper avenues of advertising and exposure.

The important thing is to ask the right questions," he asserted. "That's also the hardest part. Once you learn the right questions, you can finally understand what it is that the consumer wants and deliver it to him. And those questions can lead to further questions. The record marketplace is extremely volatile, Heller conceded, with social factors and consumer tastes constantly changing.

However, he cautioned against mistak- ing a consumer trend for a "commercial concept." "'Punk rock,' for example, is not a "trend" until empirical evidence exists that new wave music is acquiring potential.

Following Advice

After the research has been collected and analyzed, the professional researcher's job is not necessarily over. Heller suggests that, like a physician prescribing pills for a patient, the other half of the battle is making sure the patient follows the advice, and does so correctly.

With Fleetwood Mac, Peter Frampton and other "super groups" acting cross national or multi-million-unit-sales barriers every day, record company officials have been made aware of a potential they never knew existed. Spotting specific trends or behavior patterns before they are established, and tailoring product to already existing tastes, have now become crucial for any record label.

Adams Discusses Copyright Changes

(continued from page 10)

...cussed the marathon suit with CBS, in which the Court of Appeals recently found that ASCAP and its members, and BMI and its affiliates, are engaged in unlawful price-fixing.

Adams stated that ASCAP's new code would affect essentially four direct interests: Mahan. Assisting him will be Andee Gordon and Michael Gottman.

In the area of the new Copyright Act which goes into effect on January 1, 1978, the law makes no distinction between non-dramatic performing rights of composers, authors and publishers of musical works. The law makes no distinction in the definition of a licensible non-dramatic musical performance.

"We want to do what Jimmy's Music World did in New York, as far as creating excitement in the market," De Vre said. "But that's all, we'll do it without giving the product away.

Big Sounds Store Opens In Jersey

NEW YORK — The first of a planned chain of "Big Sounds" record stores will open this week in downtown Plainfield, New Jersey. Owner Stephen De Vre, who recently left his post as general manager of the Melody Records retail chain in New Jersey, has decided to open two or three more stores in 1977, all in the south Jersey area.

To fill its first 2,500-square-foot freestanding store, De Vre will feature a full line of records and tapes, comprising about 60% of the inventory. Accessories, musical instruments and sheet music will account for the other 40%, De Vre said. Pricing, he added, will be similar to that of such chains as Peachtree, Sam Goody and Camelot Music, with sheet prices of $4.99 on $6.98 list merchandise and $3.99 sale prices on selected items.

"We want to do what Jimmy's Music World did in New York, as far as creating excitement in the market," De Vre stressed. "We'll do it without giving the product away.

POP PLAYLIST HIGHLIGHTS

(continued from page 38)

Ex 25 - Barry White
Ex 26 - Barry Manilow
Ex 27 - Barry White
Ex 28 - Barry White
Ex 29 - Barry White
Ex 30 - Barry White

To 29 - Barry White
To 30 - Barry White
To 31 - Barry White
To 32 - David Cassidy
To 33 - David Cassidy
To 34 - David Cassidy
To 35 - Foghli

WPGC - WASHINGTON

25 to 30 - Barry Manilow
26 to 31 - Donny Osmond
22 to 27 - David Cassidy
28 to 31 - David Cassidy
32 to 31 - Barry White
32 to 31 - Barry White
33 to 31 - Barry White
34 to 31 - Barry White
35 to 31 - Barry White

Victoria Lucas Agency Posts New Address

NEW YORK — Victoria Lucas Associates has moved to a new address, 200 West 57th St., Suite 410, New York, New York, 10019.

Globe Opens Its 4th Retail Store

(continued from page 16)

This was a key factor in Record Bar's decision to open Tracks, which Bergman feels can draw from an area of about four cities.

"Big Guys" Arriving

In addition to the growing retail presence of Schwartz Brothers', Dobson, general manager of Tidewater, said he supplies up to 20 mom and pop stores, but that "the big guys are going to be moving in faster."

"Actually, the Tidewater market has been exploding for some time, only people who look southwards have not seen it. Many sales figures from here are credited to the record companies' branch offices in Washington," Dobson indicated that Schwartz Brothers' "is going to be moving in as fast as Tidewater is opening its first Norfolk store in the near future. Their closest location at present is about 100 miles away in Richmond, Virginia.

CBS Montreux LP Set

Pearce is said to have purchased the record label in a preliminary deal for $1 million. The 12-hour documentary will be released this fall.

ABC Takes In $60.4 Million In 8 Months

Yugoslavia.

The distribution will include the following countries: Australia, July 1, 1975 to June 30, 1976, Canada, Japan, April 1, 1975 to March 31, 1976, Brazil, 1974 and 1975; Chile, 1974; and Mexico, 1974.

Ken Terry

The lyrics of the latter song, including "we ain't got no influential friends/We're just trying to live," exemplify Talley's links with working-class consciousness. Of course, numbers like "Richland, Washington," an understated polemic about a polluting plant, have drawn coal miners in West Virginia might appear more "relevant" to liberal reformers. But Talley's own concerns seem encapsulated in such songs as "Forty Hours (Working Man)."

The solid musicianship of the five-member band which backed Talley on that occasion was generally subordinated to his excellent singing. However, John Sayle's commenting lent an authentic western touch to the set, and the lead guitarist used in some wonderfully subtle interplay with keyboardist Rick Durrett.

Talley's plutonium with...
EXECUTIVES ON THE MOVE

(continued from page 16)

Gorlaine
Morris
Ochs
Brit

for WJAY and its affiliated labels, Catalyst and Studio 7. He rejoins Vee Jay after a two-year absence. He was with the label for five years, from 1970 to 1975. Michael Ochs named director of artist development. He previously served as national publicity director for ABC and SHS Records. Prior service includes 3 years as west coast public relations manager for CBS Records.

Cohen To Arena — The Arena Operating Company in Houston, which operates the Summit sports, was announced as the new ownership of the Burrell Cohen of Las Vegas, Nevada as president of the company. He replaces James J. Frangos, who has served as president of Arena Operating Company since January of 1974. Frangos will be in the planning and development of other sports-oriented ventures, including a sports package for cable television. Cohen served for several years as executive assistant to the mayor of Pittsburgh, Pennsylvania, and presently is president of the Las Vegas Quicksilvers professional soccer team.

Changes At Bert-Co — Bert-Co Graphics has announced that Arlen Leslie has been made vice president of sales, and that Don Kitzmiller is now vice president of marketing. Leslie has been with Bert-Co for three years. He previously ran the LPS division at A&M Records, before taking the position at Bert-Co. Kitzmiller, who has been with Bert-Co for two years, was previously with H.S. Lormo.

Long Named At System Four — Joseph Long has been named sales director for System Four Artists, Inc. He is now responsible for the development of the AMOA from Chicago where he was regional sales manager for consumer products. He began his career with Audio Devices as a salesman and later became sound product manager, manager of System Corporation, Dallas regional sales manager, and in 1974, marketing manager, consumer products.

NAIRD Appoints New Officers — NAIRD, the National Association of Independent Record Distributors, has appointed two new officers. Bruce Igliazer, president of Alligator Records, has been appointed a trustee of the organization, bringing the board of trustees up to five members. Sheila Cogan, president of Say Records (San Francisco), already a NAIRD trustee, has been chosen to serve as treasurer of the organization.

Kemach Joins Monarch — Monarch Entertainment Bureau of West Orange, N.J., has announced the appointment of Jack Kemach as associate director of college bookings. Kemach was formerly associated with the personal management firm of Rolins, Jafile and Morra.

Yeager Joins Unique — Unique Records has signed Sandy Yeager as director of national publicity and promotion.

Engel Named At Aladdin — Nancy Engler, longtime executive secretary at Caesars Palace and the Hilton Hotels, has been named office manager of the Aladdin Hotel's entertainment department. She was promoted to executive secretary for entertainment in all Hilton Hotels, a position she held until now.

53 Debut Albums Make Up Over 25% Of CB's Top 200

(continued from page 9)

Other debut LPs are "Pacifc Ocean Blues" by Dennis Wilson, at #120, "Kari Bonot" at #105 bullet, "Choosing You" by Lenny Williams, at #111, "Natural Progressions" by the Bernie Leadon/Michael Geor- diades Band, at #113, "Another Mother Further" by Mother's Finest, at #116 bullet, "French Kiss" by Bob Welch at #127 bullet, "Occasionally" by the Doobie Brothers at #132, "Fire Down Below" by Rashi, at #139 bullet, "Shiver in the Night" by Andy Pratt, at #139 bullet, "Believe" by Mass Production, at #139 bullet, "Appetizers" by Alan O'Day, at #140, and "Peter McCann," at #141. Completing the list are: "Tom Petty And The Heartbreakers" at #155 bullet, "Ox- ygene" by Jean Michel Jarre at #156 bullet, "Cardiac Arrest" by Cameo, at #162, "Let There Be Rock" by AC/DC, at #163, "Devil's Gun" by C.J. & Co., at #166, "Come Go With Us" by Pockets, at #167 bullet, "Where Do We Go From Here" by Rez. at #171. "Paradise Bailroom" by the Graeme Edge Band at #173, "Village People," at #174 bullet, "Omaha Shanty," at #176, "Out GHz" at #178 bullet, "Talking Heads," at #178 bullet, "180," at #180 bullet, "Kisses," at #181, "Lover" by Jay Kay Adams, at #192, "Mandres," at #193, "How Do You Mend A Man," at #194, "Till Afterlife," at #196, "Bleeding From The End," at #197, and "Cosmic Wind" by the Theodore Understrum, at #198.

Eight Sentenced For Tape Piracy

LOS ANGELES — Eight defendants in piracy cases in two states pleaded guilty to charges of unlawfully reproducing and packaging recordings belonging to major record companies.

In Charlotte, N.C., seven persons were brought before the Federal District Court and pleaded guilty to one count each of violating the Federal Copyright Law. Sustained at sentencing ranging from eight months to one year, three years probation and fines ranging from $500 to $4,000 were imposed on each of the defendants.

Similarly, in Camden, N.J., one man pleaded guilty to one count of record piracy during the first prosecution brought under New Jersey's anti-piracy statute. He was given a suspended jail term of one to two years, placed on probation for two years and fined $1,000.

MINK DEVILLE IN CHICAGO — Mink DeVille recently toured through the United States following the release of their self-titled, debut Capitol LP. The band brought their brand of rock to the Midwest with two shows at Chicago's legendary Second Stage. DeVille is the second one added to the label's recent gold out. After the appearance in front of lead vocalist Willy DeVille was congratulated by air personalities of WXRT (the concert's sponsor). Pictured are (front row) Brian Langios, Chicago promotion manager; John Platt, WXRT program director; Leslie Witt from WXRT, and Tim Fox, WXRT salesman.

Mushroom Not Able To Release Aquarius Tapes

That the judge stated, "The court is unable to find that defendants are likely to prevail at trial on the contention that they have the right to terminate . . . because of the fact that Michael Flicker and Sheldon Siegel had ceased to be actively involved with the plaintiffs." In connection with the question of whether Mushroom should be enjoined pending appeal of the court's ruling from putting out the "Aquarius" album, the court essentially said no, refusing to enter the injunction pending the determination of any appeal of its order.

Previously, the defendants had alleged general delays in the release of the "Magazine" tapes and because of the many supposed deficiencies, the group felt that the album should not be released to the public. On September 2, the court listened to three albums by Heart, known as "Dreamboat Annie," "Little Queen," and "Magazine." The judge responded to the claims of deficiencies by stating, "This court cannot find that the "Magazine" tapes are of inferior artistic merit or that they adversely affect the reputation of the defendants (Heart)."

Companion Case

In the companion case of Heart members Howard Leese, Steve Fossen and Michael Derosier v. Mushroom Records Canada, the judge acknowledged the hardship Mushroom would incur due to the "Aquarius" injunction. If the initial injunction on distribution of the "Magazine" album were lifted, Mushroom still could not distribute or press out albums with the three live Aquarius songs. Fosses said that, "This hardship was brought on by defendant's (Mushroom) decision to release the Aquarius tape when it knew or should have known that its release of that tape was questionable.

Presley Merch. Firm Sues Four Companies

LOS ANGELES — Factors, Etc., Inc., the sole and exclusive licensee for the worldwide manufacture, sale and distribution of Elvis Presley merchandise, has filed the first in a series of lawsuits against unlicensed sellers and distributors of the late singer's memorabilia.

The $5 million suit was filed September 6 in United States District Court in New York City naming defendants Creative Card Company, The Postmark Inc., Speciale Card & Gift Mall, Inc. and The Card Center.

Carole King Album Goes Gold

LOS ANGELES — Carole King's latest LP release, "Simple Things," recently was certified gold by the RIAA.

GROSS FETED — After he performed recently at New York's Bottom Line, Lifesong records of Long Island, Hawaii, Gross was joined by executives of Lifesong and CBS Records, which has incorporated Lifesong into its Associated Labels group. Pictured from left are: Tony Martelli, vice president and general manager of the Associated Labels; Bruce Luncsvill, president of the CBS Records Division; Terry Daily, co-principal of Lifesong; Gross, Ron Alexenberg, senior vice president of Epic, Portrait and the Associated Labels; Tommy West, co-principal of Lifesong; Phil Kunit, executive vice president of Lifesong; and Jack Craig, senior vice president and general manager of marketing for CBS.

Cash Box/October 8, 1977
Retail Prices For $7.98 Vary As Dealers Express Confusion

(continued from page 20)

(costing them $3.86 to $3.95, depending on the manufacturer, for $7.98 LPs and $3.36-$3.38 for 45s). The climate is making more money on $7.98 albums than they did on $6.98 LPs.

Some record dealers, although only a few, pass that price difference on to the consumer.

Comments

Retailers' comments on how they are adjusting to $7.98 reflect the widely expressed widespread range of sentiments. From being pleased at the higher profits offered by $7.98, to indifference to opposition to staying at $7.98.

Lou Fogelman, president of the 15-store Music Plus chain in southern California, said, "We've been selling $7.98 since the first of the year and customers are now pretty well used to the fact that records are going up.

"In the beginning, they were saying, 'This is higher, now and maybe checking another store. Then they realized that every mark-up is inflation. The only confusion is knowing what is a $6.98 (list album) and what is a $7.98.""

"We feel A&M raises the whole label, there is no confusion," Fogelman said. "But when a label raises only a portion of its albums and changes the numbers, it creates confusion.

Tom Keenan, president of the Portland Oregon-based Everybody's Records, agreed that the various approaches the record companies have taken to raising prices has confused customers.

"They will find a new release by an artist on sale for $4.77; then they will see an old album at a regular ($6.98) price of $4.88. They don't understand that going on. It's even more confusing for clerks.

Keenan also expressed dissatisfaction with the way A&M handled its recent catalog price increase. "Their distributor here, ABC Records and Tapes, found out about it by reading one of the trade magazines. For a company that prides itself on relations with retailers and the record business, I don't think that's any way to conduct business. I just hope it was an error; that notices were sent out and they just didn't get here or whatever.

Harry Hartstone, director, that his opinion of whether the increase to $7.98 is justified has changed since the beginning of the year when manufacturers began selectively raising prices.

"As of last January, I would have said no. But now with the increased costs I've seen, I would have a tendency to think it probably is justified."

Lee Hartstone, president of Integrity Entertainment, which operates California's Wharehouse and Hits-For-All chains, said he does not doubt that manufacturers

costs have gone up.

Should Costs Be Up?

"If I were to go out and re-equip my office with gold wallpaper, new carpeting..." would go up. Their costs are up, but I don't know if their costs have to go up."在他的偏向，他说，"关于一点点的尾巴上，Hartstone said, will take their greatest toll on unit sales, "I think that despite the huge sales gains, record buyers are already dangerously tempering with what the consumer will pay for a record.

Hartstone concluded, saying, "I think 10-cent
gasoline, rather than confirming the right to increase record prices, may make it tougher for someone to have five dollars left over to buy that extra record.

Bob Tudely, manager of Jerry's Records in Philadelphia, said the sales outlook is "very dismal. Nobody likes it; retailers don't like it, and customers don't like it.

"The customer walks in and see what the albums cost and say, 'Wow, I can't afford this.' They then walk out go to somewhere else and see they can't afford it there either."

He said business at Jerry's has been steady, with no great decrease, but no increase either. Part of the reason may be that Jerry's sale price is about 30 cents lower than most other retailers in that area or other parts of the country.

Tudely did say, however, that he felt if he raised the price by 20 cents it wouldn't make much difference. Part of the way the company is fighting the possible drop in sales is by having more than just records in stock.

"We have plants, which bring people in, and the head stuff, everything a retail record store would have."

Russ Solomon, president of Tower Records, said the price increases are causing confusion for the retailer as well as the customer, and that unit sales may suffer as a result.

Everyday Price

"The real problem is — if it becomes a $7.98 industry — is what will be the prevail-
ing, everyday $7.98 price amongst the competitive large dealers and chains. At this point, it seems to be $4.99 or thereabouts. The real problem is what to sell the backlist for and how it's going to affect the sale of the backlist.

There are different theories about that. Solomon said, "Bob Fred (A&M) has an interesting theory. A long time ago he said, 'If the thing is going to sell, it's because we worked on it and it's a good piece of product. If it isn't going to sell, the price isn't going to make that much difference.' I'm not entirely sure I'm in agreement with that.

"The fact that the Captain And Tennille (album) came out at a lower price enabled us to get a good head start in sales in a couple of years ago."

One small retailer in California, Bob Heinrich of Record Wholesalers, is using $4.97 as the shelf price on $7.98 LPs and $4.90 as a sale price, even though his records come through a distributor and cost him roughly 30 cents more than he cost those who buy direct.

Customers More Aware

The reason, according to Tim Heinrich, manager of the store, is that customers are now going to be more aware of the price increase on catalog items.

"Customers have said, he's been used to paying about four dollars for a new album and about five dollars for a catalog item, so when some new albums came out at five dollars, it wasn't a big change from the past.

But now that they are faced with paying six dollars for catalog LPs, he thinks customers will be much more aware.

Ira Heilicher, president of Great American Music Co., which operates one retail outlet, said the price increases will also vary, depending on consumer reaction.

"We've followed our basic pricing all along; it's just that now there are more things at our $7.98 price level. For our shelf price (on $7.98 LPs) we charge $4.99 to $5.98, depending on the category and the particular piece of product and consumer demand. But we haven't established a new price point just because all the $7.98s.""
Cash Box International

NORWAY PLATINUM FOR CHICAGO — Chicago, pictured backstage at their recent performance at the Isle of Cap festival concert in Norway, is shown receiving platinum records for "Chicago X" with a presentation by Harold B. Nelson (kneeling front center) with group members James Pankow and Bobby Lamm. Other group members pictured at ceremony include Walter Parazaider (second from left), Lurrie De Oliveira, Danny Seraphine, Lee Loughnane, Peter Cetera, and Terry Kath. Also shown, Per Jansen, general manager of CBS Records in Norway (far left).

‘Magazine’ Rush-Released In Britain

LONDON — Arista Records is rushing the "Magazine" album by Heart here, following a Seattle court decision to allow the American Mushroom Records company to make "commercial use" of the disputed "Magazine" tapes.

The album was originally intended for release last February in the wake of the international success of Heart’s debut LP, "Dreamboat Annie," but a contract conflict between the band and the label prevented agreement on the release of the album.

Knowles Knocks TV Ad Rates In U.S. Sales Conference Talk

LONDON — United Artists Records marketing manager Dennis Knowles launched an attack on the advertising policy of the U.K. commercial television companies during his speech to the U.S. sales conference recently.

Acknowledging the importance of TV ads to the record industry this year, Knowles noted that from February through August, TV-promoted albums accounted for 15% of all album sales, and added that it is reasonable to assume that without TV advertising, the turnover would have been much lower.

"Commercial television is an ideal advertising medium," he remarked, "but the problem that still exists is that there are more manufacturers who want to use it than there is time available. This autumn and winter the TV companies are selling out a lot faster than last year.

"This presents us with a particular problem because it leads to escalating costs of television advertising. Not only have the costs increased by a general average of 15% since the beginning of the year, but because of the lack of available airtime, advertisers are having to pay 30% above the rate-card to secure spots in selected programs. In the case of these program spots, we will end up paying peak-time costs for programs which have very little audience.

Knowles illustrated his point in the cost-per-thousand rate with the example of Slim Whitman’s "Red River Valley" album. This costs £1.96 per 1,000 homes when it was advertised last December and January, but the next Whitman album will cost something like two pounds 25 pence per 1,000 homes. Knowles forecast the situation getting even worse as more manufacturers turn to TV to sell their product.

"Five years ago it was virtually unheard of for record companies to advertise their product on TV," he commented. "Records in 1976 were number four in the most advertised of all products, and back in last October were actually number two. Now record companies cannot afford to absorb the greatly increased TV advertising costs.

"The pity is that most of the 18 million TV sets are equipped to receive a fourth channel, and many of the manufacturers who would transfer their signals are in place already. So clearly, not only should the Independent Broadcasting Authority be given the fourth channel, as it would cost the public nothing, but it needs to happen pretty damned quickly. If it doesn’t, the 30% above rate-card that companies have to pay to prevent themselves from being pre-empted will become the norm, which is going to add greatly to the marketing costs and in the long term lead to further price increases."

Knowles warned the TV contractors “it is in our record industry’s best interests that we are the ones being laid so many golden eggs,” and said that if ad time rationing was necessary, it should be applied to tobacco and alcoholic companies which do not rely on the record industry so much on direct response.

Japanese Labels Align For Better Distribution

TOKYO — With the purpose of rationalization in the distribution field of records and tapes, agreements in distribution, transportation businesses among Japan’s record makers have recently been seen very often. This practice is expected to continue.

About three years ago, CBS-Sony and Warner-Pioneer jointly established a "Japan Record Distribution Co." This has been the first case where Japan’s big labels have built a nationwide company to jointly handle their distribution business.

Victor Musical Industries and Teichiku Record Co. have decided recently to join the distribution of the two channels, even at the "Nagoya-district" only.

Trio Record Co., has, since July, started the joint operation (on). Its joint business with Victor Musical Industries.

Argentinian News

BUENOS AIRES — Top songstress Dionne Warwick is appearing at the Opera Theater this week in what appears to be a massive series of visits by foreign artists to Buenos Aires. Brazilian artist Terry Winter, Mexican borero star Pedro Vargas, Italian chanteuse Caterina Valente and Argentine Biria White, The Supremes and Omerta Vanoni are some of the names appearing here during the past two months. As we reported before, RCA arranged a press conference for Pedro Vargas at the Africa discotheque and has been promoting his latest album.

CBS reports that guitar player Cacho Tiro has renewed his contract to the disc" a common company is providing a new LP devoted to international music. Tiro is an extremely good seller, and his latest album sold over 60,000 copies, a very nice mark for cumbia in the U.S. In the second part of his tour the afterwords, he will be in Japan (next April) and return to France for the "New Wave" move back in 1982. And has already recording for the company directed by John Lear.

EMI-Odeon arranged an unusual premie for its new LP, "Wings Over America," which has been released here: a show at a theater for the press, radio and TV people, showing scenes of Wings appearances at concerts.

Mythic Knights Make Yamaha Music Finals

LOS ANGELES — The Mythic Knights Of The Dingko Bongo are one of 20 finalists being flown to Tokyo November 6 to compete in the Yamaha Music Festival. The group is one of three from the United States.

Gosewich Named Chairman, CBS Records, Canada

NEW YORK — Arnold Gosewich has been elected chairman of CBS Records Canada, Ltd., and vice-president, CBS Records International. He will report to Dick Asher, president of CBS Records International.

In his capacity as chairman, Gosewich will be responsible for directing the activities of CBS Records Canada, which encompasses manufacturing, marketing, retailing, rack jobbing and music publishing.

Gosewich joins CBS from Capitol Records EMi Canada where for the past seven years he has been chief operating officer. He is a former general manager of Canadian Recording Industry Association.

Audio, Video Imports Set New Sales Records

WASHINGTON, D.C. — Imports of audio and video products, including transceivers and video tape equipment, established a record high in the first half of 1977, the U.S. Department of Commerce reported today. Their value totaled $1.81 billion, 26.5 percent higher than the previous record of $1.47 billion posted for the first half of 1976.

By value, color TV imports, at $246 million, ran nearly 34 percent above last year’s first half; by quantity, 1.28 million units, they increased 27 percent over the comparable period last year. Shipments of color sets from Japan totaled 1.09 million units, 18 percent above the first six months of last year. Imports from Taiwan and Korea, though less than two percent of the total, more than double.

Unit imports also were increased in radio/phonograph combinations (up 29 percent), phonographs/record players/tunables (up 25 percent), monochrome TV’s (up 22 percent), tape recorders/players (up 17 percent), home type radios (up 14 percent), and enclosed loudspeakers (up 9 percent).


Owens Awarded Tee Vee Gold LP

TORONTO — Buck Owens, recording and television star, will receive a gold record from Tee Vee Records for the sale of over 500,000 copies of his "20 Greatest Hits." L.P. E.P. La Buck, president of Tee Vee Records, will make the presentation to Owens.

SAGER GOLD DOWN UNDER — Elektra/Asylum recording artist Carole Bayer Sager was presented with an Australian gold record for sales of her E.A./A album. "Carole Bayer Sager," “You’re Moving Out Today,” the single from the album, has just entered its third week at number one on the Australian charts. Pictured (l-r) at E.A.’s Los Angeles offices are: Jerry Sharrill, vice president/artistic development; Mel Posner, vice chairman; Sager; Steve Wax, president; and Rip Palley, national artist relations coordinator. (Photo: Jeff Mayer)
Hakim Appointed VP, Int. at 20th Century Records

LOS ANGELES — Jack Hakim has been appointed to the position of vice-president, international, 20th Century Records. Hakim will be responsible for all relations with the label’s licensees and the promotion and marketing of all product in the international market.

Hakim most recently was vice-president, promotion and artist relations and his career in the industry spans 16 years.

Murray Now With CRC

TORONTO — CBS Records Canada has announced the signing of an agreement for worldwide distribution with Bruce Murray.

Bruce Murray, brother of international performer Anne Murray, has had several years of recording and television experience, an asset which CBS feels will help establish his career both in Canada and internationally.

He will enter the studios the first week in October to record his first single with Bob Davis (producer of A&R for CBS Canada)

Music Foundation Set Up In The Philippines

MANILA — The Philippine Association of Recording Industries (PARI), sole association of local record producers, has organized a music foundation geared towards discovering new talent.

In effect, PARI has taken its first step on the matter by awarding scholarships in composition to promising high school graduates at the University of the Philippines’ School of Music. The first two grants — with the stipulation that the recipients — are now enjoying their scholarships under direct supervision of the dean, Dr. Ruby Mangahas, and Dr. Ramon Santos of the Philippine College of Music. A scholarship fund is being raised.

Two major record companies are members of PARI: Disc Corporation, Dyna Products, Vicor Music Corporation, Home Industries Development Corporation, Super Record Company, Alpha Records, Zodiac Music Corporation and Jem Recording Company.

Hall Debuts In Europe

LOS ANGELES — Inspiration vocalist Danielelle Hall marked her first international debut with a 16-day Scandinavian tour that began September 9. In addition to appearing in Copenhagen, Stockholm, Gothenburg and Sweden, Ms. Hall will record her first live album with the Swedish choir, Choralena.

Diodes and Zon Sign With CBS

TORONTO — CBS Records Canada has announced the signing of two acts managed by Franklin House Management in Toronto, The Diodes and Zon.

The Diodes are the first “punk” act to be signed in Canada, and their signing has already created interest for a possible North American release. Zon, a hard-rock band, has played the Toronto club circuit for a few years and built up a strong following.

Whitman In U.K. U.A. Music Pact

LONDON — United Artists Music Ltd. has finalized a multi-year agreement for the publishing rights to Slim Whitman. Under terms of the pact, U.A. will sub-publish all songs composed by Whitman or others published by Whitman’s Rangeland Music Inc. in territories excluding the U.S. and Canada. Tunes written by recording artist Byron Keith are also included under terms of the pact.

Where In The World...

Swinge II began an extensive U.K. tour on September 10 at Loughborough, Leicestershire, which takes them through the provinces on a 21-date itinerary climaxing at London’s Theater Royal, Drury Lane. On November 13, Swinge II are led by American-born Ward Swinge and are direct descendants of the Swinge Singers, whom he formed in Paris in the early sixties.

Caravan, one of Britain’s longest established groups, took a road on September 9th for its U.K. tour and included in the Blitzen Britos’ Colston Hall and includes Birmingham, Leicester, Newcastle, Glasgow, Manchester and Sheffield before concluding at London’s Odeon. Odeon on October 3.

Ray Charles begins both his British tour on October 9th at the London Palladium, Odeon, for which he has been allocated two nights at the famed London Palladium on October 10th.

Ray Charles and his Raelettes and the Ray Charles Orchestra leave the first of October on an extensive Asian tour which will take the Ray Charles Show to Hong Kong, Manila, Thailand, Singapore, Indonesia, and Australia before recrossing the Pacific for a date in June through Alaska October 29.

TK Records trio The Ritchie Family have been invited to Cuba in February for a Cuban TV special; they’ve been asked to do concert tours of Bulgaria, Rumania and Czechoslovakia, and they’ve become the first American act ever signed to a Polish cassette distribution arrangement.

U.K. group Brotherhood Of Man begin a short British tour on October 9th at the Tameside Theater, Ashton-under-Lyme which takes them through six provincial theaters and culminates in a star-studded gala at the London Palladium on October 15.

Joan Armatrading starts a major British concert tour on October 14th at the Ipswich Gau- mont comprising 16 dates and climaxing at London’s Odeon on November 3 and 4.

Donna Summer will make her U.K. concert debut on October 22 at the Manchester Apollo Theater, followed the next day by a show at London’s Rainbow Theater.

Rainbow will play a U.K. tour beginning on October 31 at the Newcastle City Hall and ending at the Cardiff Capitol on November 22. The dates include London’s Rainbow Theater (October 11-13), and the support band will be Kingfish.

Dennis Roussos returns to the U.K. for a month-long nationwide tour opening at Manchester Beleive on October 30 and concluding at the Liverpool Empire on November 2. The schedule includes a week at the London Palladium (November 8 - 12) for which Roussos is staging a special show. His British dates are being promoted by Kennedy Street Enterprises.

The Chieftains began a seven-country tour this month with a CBC TV special in Canada followed by visits to Sweden, Norway, Denmark, France and Holland. The folk-oriented Irish group will be playing a 20-date U.K. tour to climax their international journeying opening at Norwich Theater Royal on November 6 and finishing at Birmingham Hippodrome on November 27, with two dates at London’s Rainbow Theater on 17 and 18.

The Brothers Johnson will embark on their first European concert tour. The tour begins October 5 in London with two nights of concerts at the famed Emissary Odeon and will include performances in Manchester and Brighton. England, Utrecht, Amsterdam and Rotterdam, Holland.

Sherbet, Australia’s most successful pop group, is currently in the midst of a 12-concert tour of Germany as special guests of The Hollies. This tour will be followed by an extensive media promotional tour of both Holland and England in late September. Four key concert dates are set for Britain during that time period. Sherbet rejoin The Hollies on September 28 for concerts in Denmark, Sweden, Norway and Belgium.

Rosa Royce arrived in England on the 25th of September with the first five days devoted to the U.K. and Europe. The tour was organized by Barry Dickerson. Dates include: the 30th of September in Manchester, the 1st of October in Birmingham, the 2nd of October in Liverpool, the 3rd and 4th of October in London.

Whitburn Ash are set to play an extensive European concert tour, covering more than 16 cities in 21 days. This will mark the first leg of their world tour, which will run through the middle of 1978 and cover dates in America, Japan, and Australia.

Cash Box International

Strieethart With WEA

TORONTO — Gary Mulh has announced the singing of Regina-based group Strieethart to WEA Canada for a long-term recording agreement.

In conjunction with the signing, it was announced that Don Valley Music Ltd. will be the sole publisher of all compositions written and recorded by the band, who will enter the studios shortly to record their first album, with George Semkow producing.

Rogers Awarded Gold And Platinum

TORONTO — The “Kenny Rogers” album has reached the platinum level, which represents sales in excess of one-hundred-thousand units nationally. This sales plateau also marks the first platinum award

in the artist’s career. Among an array of special ad-merchandising support, the Rogers single, “Lucille,” and LP, “Kenny,” were both certified gold in June of this year.

International Executives On The Move

Music producer Don Perry departs for London to supervise the film scoring of a yet untouched theatrical feature for Schick Sunn Classic Production, Inc. John Cameron will compose and conduct the original score to be performed by the Royal Philharmonic Orchestra.

Australian promoter Garry Van Emond will be in Los Angeles the week of October 2 for meetings with managers, agents and recording company executives regarding artists for tours of Australia and New Zealand. Van Emond has sighted the Alice Cooper tour of Australia, which set an outdoor attendance record at Melbourne.

Phil Cooper has been named head of Island International in the U.K., succeeding David Bentridge, who has resigned from the company. Cooper, who has been international general manager for the past three years, is now responsible for all areas of Island’s international sales activities, including sales co-ordination, promotion, distribution and liaison with the company’s licensees in all territories outside the United States.

Roger Holt has been named Atlantic label manager at WEA U.K. after 10 years with Polydor, which included the Atlantic label management at one stage.

Jack Hakim has been named to the newly-created position of vice-president, international, Twentieth Century-Fox Record Corp. Hakim most recently was vice-president, promotion and artist relations, for 20th. He is a 16-year veteran of the recording industry covering all aspects, including distribution.

A SILVER HOOK — Dr. Hook stopped in Copenhagen last week in connection with their European tour to receive a silver disc for the sale of more than 25,000 copies of their latest Capitol LP, “A Little Bit More,” and to celebrate the release of their brand new Capitol LP, “Makin’ Love and Music.” Pictured (l-r): Jance Gasrat; John Wolters, Bob “Willard” Henke, Bobby Haller; Bill Francis; Dennis Locorriere; Jerry Ritz, manager.int. A&R EMI-Denmark; Ron Haffkine, Brian Shepherd, resident director, Capitol Europe; Ray Sawyer, Rick Eelsit, Nineyear Woodriff; Kurt Hvidt Mikkelsen, managing director EMI-Denmark.

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www.americanradiohistory.com
Stony Plain And Flying Fish Pact

CHICAGO — A licensing agreement allowing for the manufacture and release in Canada of Stoney Plain Records material from the Flying Fish Records catalog has now been signed by the two firms.

The agreement allows Stoney Plain Records the option of licensing other new releases on the Flying Fish label as they become available. Distribution of Stoney Plain Records in Canada is handled through London Records of Canada. Canadian distribution of Flying Fish Records not covered by the licensing agreement will continue to be handled by Musmart, Ltd.

Canadian Acts Making Strong Move To U.S.

TORONTO — "During the past few years the success rate of Canadian acts has been very high. Current examples of these Canadian attractions that have obtained American deals and are now enjoying success in the U.S. include BTO, Heart, Rush, Burton Cummings, Gino Vannelli, Chilliwack, Stampeder, Trotter and Max Webster, to mention a few," said Scribner.

President of Music Shoppe International of Toronto (Canada's largest entertainment agency), Ron Scribner is confident that the Canadian talent market is finally on the upswing and is committed to furthering its development, a commitment which includes the opening of a U.S. office within the next eight to ten months.

Scribner, recently in New York, added, "In Canada, we have been too selective in the amount of material that we present to U.S. buyers. Now we feel confident enough of the quality of our material to present it to the U.S. music trade." Scribner also pointed out that "there is a better way." According to Scribner, the development here is about to benefit significantly from the recent U.S. chart success of the aforementioned artists, and he went on to say that personal managers operating in Canada must become more aggressive in their dealings with record contracts in the U.S. and international markets. "At the present time, most American and British managers sign their attractions with American agencies for the simple reason that they cannot be represented in Canada with a Canadian agency.

Canadian Agency Benefits

At present it would not be of extra benefit for an already established major name attraction to be separately represented in Canada, Scribner feels. "The increased traffic in the U.S. and other foreign concert and club attractions are far greater when represented directly in Canada by a Canadian agency."

Marsden To Sell His Interest In Thunder

TORONTO — In a surprise move, David Marsden, former president of Thunder Sound Studios in Toronto, announced the sale of his controlling interest in the recording facility, for an undisclosed sum.

Marsden, a professional broadcaster and producer for 15 years before he took over operation of the studios a year ago, had been singularly responsible for the complete turnaround of the studio for the better. He introduced several innovations which allowed the facility to become one of Toronto's foremost recording studios.

Marsden cited the development of "other items of interest" for his leaving and admitted it was "a difficult decision to make." A project I have worked on for five years has suddenly been closed, according to Marsden's momentum. To do the job that has to be done there and to take care of the other obligations I had not been fair to either one. I have to leave (Thunder Sound)."

Marsden's former partner, Fred Frennett, will take over the president's duties immediately and will be joined shortly by new partners from Quebec.

PENDULUM SWINGS WITH PHONOGRAPH — Pendulum Records has signed an exclusive licensing deal with Phonogram excluding North America. The first disc under the pact will be a Peter Skellern composition called "Soft Falls The Rain." See disc it is Pendulum chairman and managing director Johnny Stirling (l) and Phonogram managing director-designate Ken Maliphant.

Sumer News

Summertime is here! Here is some news from Summertime that you might find interesting.

Summer Awards — Connie Reyes and Bobby Ledesma “Student Canteen,” the most popular noon show in the Philippines won the platinum albums awarded to Donna Summer for her LP "A Love Trilogy" and single "Could It Be Magic" during her successful concert in the Philippines. Others pictured are: Danny Olivares of Disc Corporation of the Philippines and Student Canteen co-emcee Helen Vela.
Stars On MCA

Album and Single coming soon.
A Far Out Production on MCA Records.
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<td>LIVE! IN THE AIR AGE</td>
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<td>LIVE! TAKIN’ THE STAGE</td>
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<td>A FAREWELL TO KINGS</td>
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<td>CELEBRATE ME HOME</td>
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<td>GO FOR YOUR GUNS</td>
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<td>PATTI LaBELLE</td>
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<td>SONGS IN THE KEY OF LIFE</td>
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<td>BLOWIN’ AWAY</td>
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<td>WORKS VOLUME 1</td>
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<tr>
<td>Great Britain</td>
<td>Argentina</td>
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<tr>
<td><strong>TOP TEN</strong></td>
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<tr>
<td>1 Magic Fly – Space – Pye</td>
<td>1 Con El Viento A Tu Favor – Camilo Sesto – RCA</td>
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<td>3 Silver Lady – David Soul – Private Stock</td>
<td>3 El Reloj – Las Pastores Verdes – Microfon</td>
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<td>4 Oxygen – Jean Michel Jarre – Polydor</td>
<td>4 Ojos Sin Luz – Pomada – RCA</td>
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<td>5 Deep Down Inside – Donna Summer – GTO</td>
<td>5 Que Tendras En Eso Sos – Juan Eduardo – RCA</td>
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<td>6 Telephone – Michael Jackson – Epic</td>
<td>6 Quiero Tu Vida – Lucia – EMI</td>
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<td>7 Best Of My Love – Emotions – CBS</td>
<td>7 Morir Al Lado De Mi Amor – Demis Roussos – Philips</td>
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<td>8 Nobody Does It Better – Carly Simon – Elektra</td>
<td>8 Soy Un Tonto Sin Tu Amor – Diego Verduque – Music Hall</td>
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<td>9 Nights On Broadway – Candi Staton – Warner Bros</td>
<td>9 Y Te Amare – Ana Torroja – EMI</td>
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<tr>
<td>10 Looking After Number One – Boom Town Rats – Ensign</td>
<td>10 SI Me Dejas Ahora – Chicago – CBS</td>
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<th>Italy</th>
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<tr>
<td><strong>TOP TEN</strong></td>
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<tr>
<td>1 Ti Amo – Umberto Tozzi – CGD</td>
<td>1 Kilky/Obake No Rock – Hiromi Goh, Kiki Kin – CBS/Sony</td>
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<tr>
<td>2 I Feel Love – Donna Summer – Durium</td>
<td>2 Wanted – Pink Lady – Victor Musical Industries</td>
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<tr>
<td>3 Simba – Shigeru Matsuaki – CBS</td>
<td>3 Al No Memory – VicEmoto Musical Industries</td>
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<td>4 Angelo Azzurro – Umberto Balsamo – Polydor</td>
<td>4 Cosmos Kaydol – Karikudo – Warner/Pioneer</td>
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<td>6 Tomorrow – Amanda Lear – Polydor</td>
<td>6 Enyo Surunayo – Kantaro Shimizu – CBS/Sony</td>
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<td>7 A Canzuncella – Alunni del Sole – Polydor</td>
<td>7 Nikumikirinai Ryokudenashi – Kenji Sawada – Polydor</td>
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<tr>
<td>8 Ma Baker – Boney M – Durium</td>
<td>8 Shishuku – Hiromi Iwazaki – Victor Musical Industries</td>
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<td>9 Donnali – Guardiani del Faro – Cetra</td>
<td>9 Dakedo – Mizue Takada – Techiku</td>
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<td>10 Giorni Ormai – Mina – PDU</td>
<td>10 Kugusato No Amo – Hiromi Ohita – CBS/Sony</td>
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<td><strong>TOP TEN</strong></td>
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<tr>
<td>1 Sonhos – Peninha – Phonogram</td>
<td>1 Lettre A France – Michel Polnareff – WEA</td>
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<tr>
<td>2 Love So Right – Bee Gees – Phonogram</td>
<td>2 Est-ce Par Hasard? – Dave – CBS</td>
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<tr>
<td>4 You And Me – Alice Cooper – WEA</td>
<td>4 Un Ami – Gerard Lenorman – CBS</td>
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<td>5 Show Me The Way – Peter Frampton – Odeon</td>
<td>5 C'est Comme Ca Que L'on S'est Alme – Claude Francois – Fleche</td>
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<td>6 Don't Cry For Me Argentina – Julie Covington – Phonogram</td>
<td>6 Ya D'La Rumpe Dans L'Air – Alain Souchon – RCA</td>
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<tr>
<td>7 Conversation – Morris Albert – Beverly</td>
<td>7 Love Me Baby – Sheila &amp; Devotion – Carrere</td>
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<td>8 Eu Preciso Te Esquecer – Claudia Telles – CBS</td>
<td>8 Camden – Amaozon – Barclay</td>
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<td>9 Fernando – Bertas – Columbia</td>
<td>9 Rockcollection – RCA</td>
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<td>10 Tigresa – Gal Costa – Phonogram</td>
<td>10 Le Lol-Lol-Cher – Michel Delpech – Barclay</td>
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<td><strong>TOP TEN</strong></td>
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<tr>
<td>1 I Just Want To Be Your Everything – Andy Gibb – RSO</td>
<td>1 You're Moving Out Today – Carole Bayer Sager – Elektra</td>
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<tr>
<td>2 Handy Man – James Taylor – CBS</td>
<td>2 I Go To Rio – Peter Allen – A&amp;M</td>
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<tr>
<td>3 Telephone Line – Electric Light Orchestra –UA</td>
<td>3 Don't Fall In Love – Ferretts – Mushroom</td>
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<tr>
<td>4 Da Doo Ron Ron – Shaun Cassidy – Warner Bros.</td>
<td>4 I Feel Love – Donna Summer – Casablanca</td>
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<tr>
<td>5 Undercover Angel – Alan O’Day – Atlantic</td>
<td>5 Ain't Gonna Bump No More – Joe Tex – Epic</td>
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<tr>
<td>6 Easy – Commodores – Motown</td>
<td>6 Rio – Michael Nesmith – Island</td>
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<tr>
<td>7 You And Me – Alice Cooper – Warner Bros.</td>
<td>7 What I Did For Love – Marcia Hines – Mirage</td>
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<tr>
<td>8 How Much Love – Warner Bros.</td>
<td>8 Ma Baker – Boney M – Atlantic</td>
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</tbody>
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**International Best Sellers**

**TOP TEN**
1. **Cash**
2. **Trilogia De Amor**
3. **How You And Me**
4. **Undercover Angel**
5. **Da Handy Man**
6. **Handy Man**
7. **A Star Is Born (Soundtrack)**
8. **Rumours**
9. **Bobbi 6**
10. **5**

**TOP TEN (LPs)**
1. **Kilky/Obake No Rock**
2. **Wanted**
3. **Cosmos Kaydol**
4. **Nipaja No Sindbad**
5. **Enyo Surunayo**
6. **Nikumikirinai Ryokudenashi**
7. **Dakedo**
8. **Kugusato No Amo**
9. **Kazamidori**
10. **Uchronskenak Yamato**

**TOP TEN (45s)**
1. **Ti Amo**
2. **I Feel Love**
3. **Zodiaco**
4. **Tomorrow**
5. **A Canzuncella**
6. **You And Me**
7. **You And The One**
8. **The Grand Illusion**
9. **Looking After Number One**
10. **Cash**

Cash Box/October 8, 1977

www.americanradiohistory.com
“Ringo the 4th” is Ringo’s new album. It’s warm and sparkling. It’s friendly. And it’s got a lot of punch. It’s the kind of music that makes you feel good about everything. And that’s Ringo. Unmistakably Ringo.

“Ringo the 4th.”

On Atlantic Records and Tapes.

Includes Ringo’s sensational single, “Wings.”