Now, they really are together, on tour. The often imitated but never equalled Billy Cobham. Alphonso Johnson, whose desire to expand his music has led him to add a newly created instrument to his repertoire. Tom Scott, America’s sizzlingest saxman and the very diverse guitarist/composer Steve Khan. The superstars of Jazz.

On Columbia, Epic, Epic/Ode and Columbia/Tappan Zee Records and Tapes.

Superstar Jazz Tour:

11/8 SUNY
11/9 Southampton College
11/11 Carnegie Hall
11/13 Performance Center
11/16 Stanley Theatre
11/18 Music Hall
11/19 Century Theatre
11/23 Valley Forge Music Fair
11/26 Auditorium Theatre
11/27 Fisher Theatre
11/29 Eastern Michigan University
11/30 Opera House
12/1 Performing Arts Center
12/2 Bunky’s
12/3 State Theatre

BILLY COBHAM MAGIC
including
AC-DC/Puffnstuff/On A Magic Carpet Ride
“Afroez” The Star
Leeward Winds

Alphonso Johnson Spellbound
including
Bahama Mama/Tomads
Follow Your Heart/Face Blaster
Feelings Are... The Hardest Words To Say

TOM SCOTT BLOW IT OUT
including
Gotta/Smoothin’ On Down/ I Wanna Be Down To Your Soul/ It Is So Beautiful To Be

STEVE KHAN TIGHTROPE
including
Some Punk Funk
Darlin’ Darlin’ Baby (Sweat, Tender, Love)
Soft Summer Breeze/Star Chamber
The Big Ones

Tour Booking: William Morris Agency
The Art Of Music

With the release of another book, in this case, "Phonographics," from MacMillan Publishing Co. concerning "contemporary album cover art and design," it reminds us of that often-forgotten but important feature of records. Album jackets have become a recognized art form with some of the most respected artists and photographers expressing themselves in this medium. At the same time, the recording artists, recognizing the importance of a consumer image, are more concerned than ever with the album cover design.

It has been proven that graphics can help sell a record to the consumer whereas an unattractive cover may turn the buyer off without giving the music a chance. It is a visual world that we live in and merchandising and art departments know it.

Some artists like Chicago have built up an intriguing continuity in their album covers while others have gone to experimenting with each new release. Some use photographers while others prefer illustrations or paintings.

In an age where posters and billboards are an integral part of a promotion campaign, it is extremely important to have the "right" graphics. When enlarging an album cover to stretch across a massive billboard on Sunset Blvd. or in New York City, the image must be both eye-catching and appealing.

With more freedom than ever, artists, record companies, photographers and art designers should take that extra time to package the artist's creativity in the best possible way.
A NEW SINGLE

Only 14 more shopping days till album release.
Order Now!!

GALAXY

MCA-40820

Produced by Jerry Goldstein in association with Lonnie Jordan and Howard Scott for Far Out Productions.

www.americanradiohistory.com
Paul Simon’s Greatest Hits, Etc.

Slip Slidin’ Away, Stranded in a Limousine, Still Crazy After All These Years, Kodachrome, Duncan, 50 Ways to Leave Your Lover, Me and Julio Down by the Schoolyard, I Do It for Your Love, Have a Good Time, Something So Right, American Tune, Mother and Child Reunion, Loves Me Like a Rock, Take Me to the Mardi Gras. On Columbia Records and Tapes.
Twelve you know by heart, plus two.
WITH FIVE NEW SONGS!

- SPECIAL 2-RECORD SET
- "THE EVOLUTION OF KISS" BOOK
- AND ONE MORE SURPRISE FROM KISS!

PRODUCED BY KISS AND EDDIE KRAMER
**MECO 'STAR WARS' GOLD** — Millennium recording artist Meco Monardo recently was presented gold awards for his "Star Wars Theme/Can'ta Band" single and the album containing the single, "Star Wars And Other Galactic Funk." Pictured (r-l at the presentation are: In Biegel, executive vice president of Millennium; Monardo; Jimmy Jenner, president of Millennium; and Bruce Bird, vice president of promotion for Casablanca Record and FilmWorks.

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**Country, Jazz, R&B Charts Reflect Pop Crossover Trend** by Alan Sutton & Scott Anderson

LOS ANGELES — The crossover trend to pop continued to gain momentum this week as roughly 42% of the albums listed on the country, R&B and jazz charts also appear on the Cash Box Top 200 Album Chart.

Of the 50 albums on the country chart, including eight out of the top 10, appear simultaneously on the current pop charts. In addition, 43 of the 40 albums on the R&B chart, including the entire top 10, and 13 of the 40 albums on the jazz chart have crossed over to pop.

This translates to a total of 70, or 35%, of the Top 200 Album Chart.

Among the country LPs that have crossed over to pop, with their respective chart numbers, are: "It Was Almost Like A Song" by Ronnie Milsap at #1 country and #135 pop; "Daytime Friends" by Kenny Rogers at #2 and #151; "Simple Dreams" by Linda Ronstadt at #3 and #92 pop and #2; "Moody Blue" by Elvis Presley at #5 and #20; "Changes In Lattitudes, Changes in Attitudes" by Jimmy Buffett at #6 and #58.

"We Must Believe In Magic" by Crystal Gayle at #7 and #45 bullet; "Of Waylon" by Waylon Jennings at #8 and #61; and "Linda Ronstadt's Greatest Hits" at #9 and #84.

Also included on both Cash Box charts this week are: "Here You Come Again" by Dolly Parton at #14 bullet and #122 bullet; "Pure Gold" by Elvis Presley at #19 and #177; "Welcome To My World" by Elvis Presley at #20 and #96 bullet; and "Legendary Performer, Vol. 1" by Elvis Presley at #43 and #173.

The last R&B albums that have crossed over to pop, with their respective chart numbers, include: "Barry White Sings For Someone You Love" at #1 R&B and #11 bullet, "Meco 'Star Wars' Gold" at #16 R&B and #16 bullet; "In Full Bloom" by Rose Royce at #2 and #16 bullet; "Action!" by The Blackbirds at #3 bullet and #49; "Something To Love" by L.T.D. at #42 and #42; "Patti LaBelle" at #5 and #25; "Feel 'N Bitchy" by Millie Jackson at #6 and #65.

**Wexler Joins W.B. As A&R Executive**

NEW YORK — Jerry Wexler, one of the pioneering forces behind Atlantic Records and the respected independent producer, has been named senior vice president and A&R consultant at Warner Bros. Records. Wexler, whose new job will entail the acquisition of new talent, will be based at the label's east coast offices here.

**Record Companies See TV As An Expanding Marketplace For New And Established Acts**

(The second in a two-part series about recording artists on television. This segment examines the record companies' views and policies concerning putting their acts on television music and variety/talk shows. This article was compiled from staff reports. Edited and written by Randy Lewis.)

LOS ANGELES — Before Leon Redbone made his first appearance on Saturday Night Live, his debut album for Warner Bros. had sold minimally, in the 10,000 to 20,000 copies range.

But after his appearance on that show, both his first album and his second LP sold more than 100,000 copies each. The record company attributes that turnaround primarily to Redbone's guest shot on Saturday Night Live.

Although there are few examples as dramatic as that, most artist relations and publicity persons at major record companies agree that television appearances can have a great impact on recording artists' record sales.

A key factor in this power of TV shows is the enormous audiences — in terms of record buyers — that watch them regularly. While record buyers are influenced by the acts themselves — excluding prime time network specials — they attract seven million to 12 million viewers for each show. Some programs, such as The Tonight Show, have drawn more.

Audience Of 12 Million

While those numbers are not significant in relation to prime time shows, which may draw 30, 40 or even 50 million viewers, they are impressive to record company executives who see only a handful of artists selling even one million albums on a regular basis.

Even though it is seen as a major area which has yet to be explored fully, most record companies do not look at television as an investment.

**CELEBRATING THE FLOW** — Columbia Records recently held a luncheon in New York for recording artists Kenny Loggins and Dave Mason. To present them each with gold record awards for, respectively "Celebrate Me Home" and "Let It Flow." Pictured at the affair (l-r) are Don Ellis, vice president of west coast A&R for Columbia Records; Loggins; Bruce Lundvall, president of the CBS Records Division; Mason; and Jack Craigio, senior vice president and general manager of marketing for CBS Records.

**Mushroom Must Recall Heart LP**

SEATTLE — All copies of Heart's "Magazine" album on Mushroom Records must be recalled. A Federal Court judge here in the latest legal action involving the controversial LP.

**No Verdict Yet In Klein Case Of Tax Evasion**

NEW YORK — At pre试mire, a Manhattan federal court jury was still out in the third Klein case, involving the Beatles. Klein is charged with evading more than $200,000 in taxes on income from the sale of promotional records.

Judge Donald S. Voorhis has ordered Mushroom to make an effort to retrieve all copies of the albums, including promotional copies, distributed to retailers and radio stations. The court order also requires that Mushroom write all radio stations with copies of the album to inform the stations that the court has ruled that three songs in the album should not be played because Mushroom has no legal right to release the tunes.

Those songs, recorded at the Aquarius Tape Machine Music in Me: "Michael" Earth Blues" and "You Shook Me Babe." Mushroom was not enjoined, however, from releasing four songs recorded in 1976.

Injunction Issued

In other court action, a U.S. Court of Appeals in San Francisco recently imposed an injunction against Mushroom preventing the label from manufacturing, distributing or promoting "The Beatles--You Never Can Tell" album. That injunction, which went into effect October 25, will be enforced pending a ruling on the appeal filed by Heart.

**IRIS Makes Its Redefinition Of LP Tax Shelters Official**

by Mark Mehler

NEW YORK — The Internal Revenue Service, as reported exclusively in last week's issue of Cash Box, has prohibited the creation of master record pools as tax shelters in cases where investors take deductions on "non-recourse" notes. These are notes calling for obligations for payment if the investment fails.

The IRS had served notice prior to last week's ruling that it planned to crack down on alleged abuses in the sale of master recordings (Cash Box, November 5).

Under these record pilots, an investor would buy a master, putting up a small percentage of the purchase price in cash. He would then be bound to pay the balance only to the extent that the record made money. However, he would take a tax deduction from the entire purchase price. The IRS ruling, handed down October 31, limits the amount of the deduction to the "at risk" part of the sale (the actual cash investment).

The agency has taken the position that purchase of a master constitutes a lease and not an outright purchase. However, investors may contest this interpretation in court, tax experts asserted.

In limiting the amount of the deduction to the actual cash payment, the IRS further said it would be taking a closer look at two other areas of alleged abuse: the potential profitability of the record and whether the cash payment represents the fair market value of the product.

The IRS ruling is retroactive to January 1, 1976, and the government expects to collect tens of millions of dollars in back taxes as a result of the change.

Record companies have begun increasingly popular with investors in high-income tax brackets following passage of the 1978 Tax Reform Act that eliminated similar shelters in the motion picture industry. While record industry sources indicated there were shelters similar to those used by the IRS, no one was aware they might have been violations.

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Punk Rock In England: There’s More To It Than Meets The Ear, Strangler’s Mgr. Says

by Randy Lewis

(The second part of a two-part interview with the manager of new wave group the Stranglers and manager of three top British clubs which offer host punk rock acts. This segment covers the effect of the punk movement on the British music scene and music industry and the future of punk, both in Britain and America.)

LOS ANGELES — Before Hugh Cornwall joined new wave group the Stranglers as a guitarist, he was a research biochemist. Elvis Costello, one of Britain’s hottest new singer-songwriters, was a computer programmer before turning to music less than a year ago.

These two examples point out how Britain’s punk rock movement has had a much greater effect on the music industry than on the public, according to Dai Davies, the British writer and editor who manages and is a W&M Records director, according to Costello, whose three British clubs have been played by such top new acts in England as the Sex Pistols, the Stranglers, whom he manages and are with A&M Records here, and Costello, this said will be regarded as one of the most important contributions of the punk movement.

Risk Well Paid Jobs

“Four years ago, everybody in the business was looking for a lead guitarist who could play like Eric Clapton to play in their band. So a computer programmer or a research biochemist wouldn’t have any encouragement to leave his well-paid job to take the risk and possibly lose it,” Davies said.

“Rock and roll is a branch of the music business which often host punk rock acts. This segment covers the effect of the punk movement on the British music scene and music industry and the future of punk, both in Britain and America.”

Dolan Appointed CBS Records Veep Of Administration

NEW YORK — John A. Dolan, Jr., has been appointed vice president of CBS/Records Group.

In his new position, Dolan will be responsible for all financial and administrative matters of the CBS/Records Group. He will report directly to Walter Yelnoff, president of CBS/Records Group.

Since joining CBS Inc. in 1965, Dolan has served in various financial positions in the CBS/Broadcasting Group, the CBS/Columbia Group and the CBS/Records Group. He was most recently vice president of operations and planning for CBS Records International. Dolan received his BBA and MBA from Pace College.

FEARSOME FOURSOE — RCA Recording artists Daryl Hall and John Oates recently performed at Long Island’s Nassau Coliseum as they began an extensive U.S. tour. Pictured backstage are (l-r): John Oates; Daryl Hall; Don Kirshner, rock impresario; and Tommy Motolla, manager of Hall & Oates.

Wings Single Due

LOS ANGELES — A new single from Wings, “Mull Of Kintyre,” b/w “The Pilot’s Song,” will be released on Capitol Records on November 14. Both songs were produced by Wings’ leader Paul McCartney.

Over 2,000 Meet For 3rd Musexpo

MIAMI — America’s largest international music trade show, Musexpo 77, was held at the Miami Beach Convention Center and International record & music industry market.

More than 2,000 executives engaged in the music business from around the world assembled at the Doral On-The-Ocean Hotel to sell, buy, license, negotiate, discover, trade and make contact with their counterparts from around the world.

In addition to the trade show itself a series of workshops and seminars were

Cash Box/November 12, 1977
WHAT'S UP, BAR-KAYS?

Ready to fly straight up the charts:
Bar-Kays, "Flying High On Your Love"
Produced by Allen Jones.

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Write or call your local Phonodisc distributor sales office for displays and other promotional items.

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New Faces To Watch

Eddie Money

"Eddie Money, is that your real name?"
"Yeah, it is. "Really, is it?" "No, it isn't."
"Where're you from, Eddie?"
"I live in New York right on the Lower East Side."
"Why'd you go to California?"
"Because the girls don't wear bras and the dope is cheaper."
"How about hobbies?"
"I like to beat up punks."
"Well, now that you're beginning to..."
"It's a recording artist, how do you feel?"
"Great, but I'm broke. Can you lend me a five?"

That is a snippet from a conversation with Eddie Money, ex-New York City policeman, ex-white Black Panther, ex-high school track star, current rock and roll stude

In October, 1976, after several years in California doing just about everything ("My job was as a receiving clerk in J.C. Penney's. This is the first time I paid taxes in eight years.") Eddie Money became the first member of the new band Leadbelly, and for the first time in his life he was a recording artist. By the end of the year he was with his own new production company.

The product is distributed by Columbia.

The question is, how does a clean-cut New York City policeman become a rock'n'roll star? Easy, if you were never a clean-cut youth to begin with. Today, a walk through the neighborhood reminds Eddie Money of the smell of airplane glue.

But with his father, his grandfather, his brother and all his uncles being New York cops, Money simply gravitated to the department. He lasted a year. One day, without warning, he left for the west coast. "My parents were really racist," says Money. "And the department... I meant I had to stop getting roasted and everything."

So he bought a plane ticket and flew out. He never regretted his decision. "I just took a walk."

In California, he enrolled in college, led left-handed strummers, joined the boxing team, and wrote hundreds of songs on table napkins. He was "discovered" by Graham at the Sounds Of The City, a local amateur night show. A year after that, he approached Graham again. "I told him (Graham), 'Hey, man, I'm from New York City and I can't get a bleeding break. You gonna help me or what?'

Despite signing a recording contract, Money hasn't moved out of his Oakland house. He emphasizes that his home is "Oakland," not "San Francisco." "I hate Oakland," he says. "I see it as a punk and I think they're all a bunch of bleeding hippies."

His debut LP, which Money dedicated to a close friend who died during production, was cut under the most trying circumstances. One of the songs was done down with an illness that caused his left hand to curl up like a claw. Every 15 minutes he had to get up and walk in hot water, interrupting the sessions.

It's been a long, hard road, but Eddie Money feels he's arrived.

Manager's Series:

Leber-Krebs Targets Efforts At Broadening Clients' Base

by Charles Paikert

NEW YORK — While working in the William Morris Agency in the '60s two young New Yorkers had the opportunity to witness the rapid development of the music business from a unique vantage point. The young men were Steve Leber and David Krebs, and as Leber puts it, "We saw tremendous growth potential in the music business."

So in 1972, they joined forces and opened Leber-Krebs, Inc., specializing in the management of rock artists. Today, their roster of clients includes such musicians as Ted Nugent, Elliott Murphy, Bobby Womack, and rock groups Aerosmith, Artful Dodger and Mahogany Rush.

But Leber and Krebs were not content to remain within the traditional confines of rock management. Instead, they pursued a broader vision, encompassing movies, television, the Broadway stage, and animation. Broadway particularly captured the duo's imagination. Currently, they are producing "Beatlemania," which has turned out to be one of Broadway's most successful musicals in 1977. And they have two more Broadway shows on the drawing boards: "Zen Boogie," a musical based on America's obsession with instant spirituality, and "Up On The Mountain," inspired by country and gospel music.

People who grew up going to concerts still love the music," Leber asserts, "but as they get older, they don't want to go to the same places. Now, they want to go to a theatre environment.

Unmapped Market

The "older" (25-35) audience who are attracted to the Broadway theatre are also an untapped market for additional record sales, according to Krebs. "I believe the audience from ages 25 to 35 is growing," Krebs stated, "and we want to prod the music business to expand its audience.

This might sound strange, coming from a man who manages Ted Nugent and Aerosmith, but, on the contrary, Krebs feels that these are precisely the type of acts who will help in this wider demographic spread. "I don't think the record companies are trying to market heavy metal groups to an over-18 audience," Krebs said. "But I believe there is a potential for another million units in sales to over-18 if the audience is exposed gradually."

Besides records and Broadway plays, Leber-Krebs has targeted television as a possible addition to their activities by attempting to sell a pilot for a musical series called "Future Stars." Movies are also in the Leber-Krebs future; the firm has plans to convert the music and story of the Eagles' "Desperado" album (which they recently bought the rights to) into a feature length movie.

Elliott Murphy's "Songs From America" is also under consideration as an animated film. And, in addition to these projects, Leber-Krebs also owns Silver Cloud Records, a CBS custom label.

Build Vehicles

The key to Leber-Krebs' recent broadening of the rock horizon has been the premise that a successful vehicle can be built around music, even if that music is just one hit single. If possible, for instance, Leber and Krebs say they would "love to develop something" for "Bridge Over Troubled Water," the Simon & Garfunkel single.

"We're optioning music," Leber said, "where other guys option books."

The only cloud on the Leber-Krebs horizon lately has been an unfortunate incident which occurred early in October in Philadelphia. At an Aerosmith concert, a cherry bomb hurled from the audience exploded on stage, injuring two group members, Joe Perry and Steven Tyler.

The unsettling incident prompted Krebs to comment, "I personally believe that the bottom line in solving the problem is that at some point the bulk of the audience is going to police the minority factor."

However, Krebs also noted that "rock and roll is a great neutral outfor a lot of the emotions of these kids." He added that the catharsis of the concert experience would not be possible if restrictions were placed on the fans' behavior.
The most powerful album of 1978 is here right now.

Eleven new songs that will make everyone feel more alive.
Temptations Sign New Management Agreement With Sidney Seidenberg

LOS ANGELES — Atlantic recording group The Temptations recently signed a management deal with Sidney A. Seidenberg Inc. Featuring Beach and Seidenberg Inc. founds the team needed for The Temptations to reach superstardom in all areas from recording, television, movies and live stage performances, both in the United States as well as foreign countries," said the group's spokesman, Otis Williams. Other artists that the management firm has worked with include B.B. King, Gladys Knight And The Pips, Gene McDaniels, The Stories and The Voguette Brothers.

Goals
President Sidney A. Seidenberg said, "I am proud to represent The Temptations, who are an institution and one of the most successful recording groups in the world. Our goals will be to continue the super success of the Atlantic recording group and to reach broader markets in the entertainment world."

MCA Begins War Promo

LOS ANGELES — MCA Records has begun a multi-media campaign on behalf of "Galaxy," War's first album for the label. The advertising campaign will include radio spots on R&B, AOR and top 40 formats. Transit advertising will include New York's Specta-color board and a billboard in L.A. Consumer print advertising will be carried in major black metropolitan newspapers, monthly national magazines and Spanish publications. Merchandising aids for in-store promotion include posters, mobiles, browser cards, streamers and War displays.

Phonodisc Announces Record Sales Level

NEW YORK — Phonodisc, Inc. has announced that its $16 million in sales during the month of October. Commented John Frisoli, the newly appointed president of Phonodisc, "This is a 40% increase over our last record month, which was October of last year."

Alman Sues To Halt Release Of Old Songs

NEW YORK — Recording artist Gregg Alman has filed suit in Manhattan Supreme Court to halt the distribution of a two-LP package by Screenboard Records, which, Alman claims, contains material recorded 10 years ago. The suit alleges that Screenboard's release, "Gregg And Duane Alman," is being marketed as new product, when, in fact, the two recorded those songs with the group Humpfleas in 1967 and 1968. Joining Gregg Alman as plaintiffs in the suit are his present record company, Columbia Records, and the estate of his late brother, Duane.

Lotgren Show Aired Nationally In 7 Cities


UA Posts Record For '77 3rd Qtr.

NEW YORK — United Artists, the entertainment division of Transamerica Corp., recorded report earnings for the third quarter of 1977, ended September 30. UA, which includes film and recorded music operations, posted net income of $7.27 million in the third quarter, up from $2.85 million in the comparable period of 1976.

Star Wars Story Told On New 20th Century LP

LOS ANGELES — "The Story Of Star Wars," a 50 minute LP of the movie, is set for release on 20th Century Records on November 15. The LP will include a full-color book, containing 30 photos from the film.

Interworld Signs Leikin

LOS ANGELES — Songwriter Mopy-Ann Leikin has signed with Interworld Music. Leikin was previously affiliated with Irving Almo.

Artists On The Air

The Nov. 11 Midnight Special features Glen Campbell as host with guest artists Dorothy Moore, Brick, Anne Murray, Jeff Kutash And The Dancing Machine and Dianne Steinberg.

Suzi Qayro makes her acting debut on the Nov. 8 and Nov. 15 shows in which she portrays January Tuscadero in the "Happy Days" series. Pure Prairie League, Jimmy Walker and Jeff Altman are the talent scheduled for Rock Concert on Nov. 12. A special disc concert of American Bandstand will feature The Village People and The Ritchie Family airing Dec. 3.

Kaplan
Aliberte
Allan
Lanham

Capircorn Appoints Kaplan — Capircorn Records has announced the appointment of Hal Kaplan as national field sales director for the label. Prior to joining Capircorn, he worked as a midwest regional promotion manager for Atlantic Records for seven and a half years.

Aliberte Named At Aucoin Management — Aucoin Management, Inc announced the appointment of Ric Aliberte as director of national promotion for the organization. He has been working at Aucoin Management as national promotion coordinator since May of this year. Prior to that he worked in promotion at Elektra/Asylum for four years.

UA Names Allen — United Artists Records has announced the appointment of Milton Allen to the post of regional promotion manager for New York. In his new post he will be responsible for all promotional activities in the New York area. Prior to his appointment, he was marketing coordinator for Zanniski Distributors in the Baltimore/Washington area, covering that product. Also, he was the post of assistant to the general manager and assistant to the program manager at WHUR-FM in Washington, D.C.

Singer To E/A — Carol Singer has been appointed Elektra/Asylum local promotion representative in St. Louis. She had previously been music director at WRKO in Boston, and prior to that music director at WHEN in Syracuse. She will work out of the St. Louis WEA branch.

Lanham At E/A — Ron Lanham as been appointed Elektra/Asylum regional promotion representative/west coast. He had previously been the label's promotion representative in Los Angeles, and prior to that was the local promotion representative in Denver. He has also worked in sales and promotion for MCA Records.

Changes At Island — Island Records announced the appointment of Charles Comer as director of publicity and television. Margret Lapiner has been promoted to director east coast publicity and Marguerite Thomas, formerly with Cellar Door Productions, has been hired as national tour publicist.

Altman Joins Whitfield — Frank Altman has joined the staff of Whitfield Records as assistant director of artist relations. Prior to coming to Whitfield, she was with Far Out Productions, A&M Records and Blue Thumb Records.

Lapiner
Thomas
Altman
Morgan

Olsen-Leikin Appointed At DB — CBS Records has announced the appointment of Bradley H. Olsen-Ecker to art director, advertising creative services for CBS Records. He comes to CBS from J. Walter Thompson, where he served as art director since 1974. He has also done graphics and advertising for WOR in New York, as well as graphics for Elektra Records.

Morgan Joins Goddard — The appointment of Morty Morgan as account coordinator for the Goddard Company has been announced. She most recently was the editorial director of the national trade journal Trade and earlier, she served as administrative assistant for Levinson Associates, public relations.

Fine To Polydor — Polydor Records has announced the appointment of Stuart Fine to the Polydor A&R department as music consultant, contemporary product. Prior to his appointment to Polydor, he was manager, east coast A&R at Arista Records and previous to that, was a music critic for the Providence Journal Bulletin for five years.

Marks Joins Interworld — Interworld Music has named Larry Marks to a professional manager position. Previous to this appointment he had been director of creative services for 20th Century Music. He had also been west coast professional manager of Aaron Schroeder International, a company recently acquired by Interworld.

Sheehy Joins Columbia — Robert M. Sheehy has been appointed western regional sales manager for Columbia Magnetics, the blank tape recording arm of CBS Records. He has been active in the sales area of the recording industry since 1965. He has held positions with Capitol Records, Peters International, and was most recently western regional sales manager for custom tape duplicating with the Ampex Corporation.

Screen Gems-EMI Music Reorganizes — Screen Gems-EMI Music Inc., announced the reorganization of Screen Gems west coast professional department with the hiring of Kim Espy as general professional manager, west coast. Reporting to Espy will be another new addition to the Screen Gems staff — Ted Maloney, professional manager, west coast — as well as Kip Dubbs, professional manager, west coast, who handles the Beechwood Music Corporation catalog. Before joining Screen Gems, Espy spent three years as the Hollywood distribution manager for a pair of publishing companies — Vogue Music and the T.B. Harms Co. He has also covered two years Wednesday's Child Productions, an independent music production firm. Maloney comes to Screen Gems from ASCAP where he was assistant western regional director. With ASCAP for seven years, he started as a membership representative working first with songwriters and later with managers, attorneys and film production representatives. (continued on page 21)
THE OZARK MOUNTAIN
DAREDEVILS
Don't Look Down

100 STATIONS WERE PLAYING THIS ALBUM BEFORE YOU EVEN KNEW IT WAS OUT.

The Ozark Mountain Daredevils "Don't Look Down" On A&M Records and Tapes
**EAST COASTINGS/POINTS WEST**

**7 Crosby LPs Due On Capitol In Nov.**

**LOS ANGELES**—Seven Bing Crosby albums will be rush-released by Capitol Records as part of the label's November Midnite Series.

Two of the LPs, "Bing Crosby Sings The Country Hits" and "Travelin' Through Beulah," are re-releases of albums that the label first released in the sixties. The other live albums, the editions of "Crosby Classics" and "Crosby's Christmas Classics" and "Bing Crosby-Louis Armstrong" will contain previously licensed material also originally released in the sixties.

**Wonder, Washington LPs On Motown's Nov. List**


Wonder's LP, which contains 40 of his best known songs, includes hits such as "What Was I To Love Her?" and "Signed, Sealed, Delivered." "Live At The Bijou," which was recorded live at the Bijou Cafe in Philadelphia, contains eight songs including a 20-minute version of "Days In Our Lives/And Mr. Magic." Both are slated for release on November 15.

**'Pete's Dragon' Album Leads Capitol Release**

**NEW YORK**—The original soundtrack recording of Walt Disney Production's "Pete's Dragon," starring Helen Reddy, highlights Capitol Records' five-album release slate for November. Tom Campell Live At The Royal Festival Hall, "Thankful" by Natalie Cole, "Raymond's Place" by Raymond Griff, and "Pompei" by Triumvirate round out the list.

**Godfather Symphony On Sunnyside Records**

**LOS ANGELES**—A new symphonic version of the music from "The Godfather" and "Godfather II" movies, including music from the forthcoming NBC-TV "Godfather" telefilm, is being released by New York's GRT Corporation on the Sunnyside Records label. "The Godfather Suite" was scored and co-composed by Michael Kamen, who also co-composed the original Academy Award-winning music.

**Airtol Album Out On WB**

**LOS ANGELES**—Percussionist Airo Moreira has released his first album, "I'm Fine, How Are You?" on Warner Bros. Records.

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**UPCOMING INDUSTRY CONVENTIONS**

**Loyola National Radio Conference**

Conference Nov. 4-6 Chicago

Inter-Facility Broadcasting System Nov. 11-13 San Francisco

Gospel Music Association Nov. 28 Nashville

Australian Music Expo Dec. 8-11 Sydney

NARM Regional Meeting Jan. 10 Los Angeles

NARM Regional Meeting Jan. 11 San Francisco

NARM Regional Meeting Jan. 12 Seattle

RIDE, 25-26 Cannes, France

34th Annual Amusement Trades Exhibition Jan. 26-28 London

Second Annual Film Conference Feb. 26-27 New York City

NARM Regional Meeting Feb. 7 Washington, D.C.

NARM Regional Meeting Feb. 9 New York City

NEAT Feb. 17-19 Burlingame, CA

NECAA 18th Annual Conv. March 19-20 New Orleans, LA

Second Annual Conference March 25-27 San Luis Obispo, CA

Music Festival Wembley, England

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**EAST COASTINGS**

**TAKING IT OUT ON STAGE**—Frank Zappa has never been reluctant to discuss his grievances against Warner Bros. Records, and he worked several entire skills around those issues during his recent New York Palladium stand. At a climactic point in the song, "Titans 'N Beer," where Zappa is told that he must go to Hell in order to meet the terms of his contract with the Devil (irony, irony!), he insisted that he be permitted to "travelin' through Beulah" and "Travelin' Through Ponder's office in London, and the master wasn't found until a week later. Nobody knows what happened, but the master tape got lost during the preparation of the album, "True To Life." Upcoming television appearances for Charles include "Saturday Night Live" (Nov. 17), an NBC "Thanksgiving Day" special, "The Beatles Forever," and the ABC network's "The Barry Manilow Special Featuring Ray Charles." To be aired Jan. 16, 1978.

**KING CENTER DRAWS STARS**—The first annual dinner in support of the King Center for Social Change in Atlanta, Ga. was held recently at the Hilton Hotel in New York. The event was sponsored by the King Center and directed by jazz promotion for Atlantic Records; Simo Doe, director of press in-Atlantic Records, Andrew Young, U.S. Ambassador to the United Nations; and Jazz luminaries Lixier and Ron Carter.

**Jazz Rock Death Profile**

Keyboardist John Hammond has forsaken his jazz career, insofar as possible, to pursue a total rock and roll direction. Hammond, a former member of the Mahavishnu Orchestra, has his own opinions of why the inner mounting flame of jazz-rock has fizzled so dismayingly. A lot of people, excluding their old silent movie type, that the Zappa tour train carries insanity in a compartment that the rest of the world can't touch. But the master tape got lost during the preparation of the album, "True To Life." Upcoming television appearances for Charles include "Saturday Night Live" (Nov. 17), an NBC "Thanksgiving Day" special, "The Beatles Forever," and the ABC network's "The Barry Manilow Special Featuring Ray Charles." To be aired Jan. 16, 1978. Somebody has opened a "British Punk Disco" on East 82nd Street in Manhattan ... Sex Pistols continue to make their manager, Malcolm McLaren, happy by making trouble. This time it's the picture sleeve of their single British heavyweight, "-blue, it's the picture sleeve of their single British heavyweight, "Holidays In The Sun." Belgian Travel Service," says the artwork infringes on
GET AWAY WITH "GRAND THEFT"

The new single from Chocolate Milk's latest album, "WE'RE ALL IN THIS TOGETHER"

RCA Records
ELO's Bevan Hits Promo Trail

by Dave Fulton

LOS ANGELES—After 14 weeks and 1,127 hours of recording, Bev Bevan, tall and athletic, emerges from “Back to the Future,” the Electric Light Orchestra, is putting in a comparable amount of time promoting the group's latest release, "Out Of The Blue." ELO formed some 15 years ago by Bevan and Jeff Lynne, is reeling in the heights of commercial success from their last album, "A New World Record," which has sold over five million units worldwide.

While Lynne serves as the creative in- spiration for writing and producing the material, Bevan is the press and promo- tion contact. When asked about the creative process Bevan, remarked, "Even though Jeff does the writing and producing, he keeps a low profile on stage. We are very communal when performing.

Bevan said that a U.S. tour probably won't happen until next summer. ELO will be featured at a New York area rock festival, and Europe soon. He added that another album may be released prior to the American dates.

"A current trend among some artists is to release an album with some tracks which ELO did for "A New World Record" and plan to do for the current release. Bevan explained that these firms are impor- tant because they are usually the first in areas where the group is not able to make live appearances. The films are sometimes因此, some of the tracks are not a part of the American tour schedule. Bev said that help in promoting the album."

Lynne, a Birmingham, England resident, mentioned that he's still having trouble with live performances like Midnight Special and Rock Concert. Bevan, a Birmingham, England resident, mentioned that he's still having trouble with live performances like Midnight Special and Rock Concert. Bevan, a Birmingham, England resident, is being co-authored by John Mendesin.

While he expected "A New World Record" to be commercially successful, he is both thankful and surprised about how long and how successful the album has been. He extends much of the credit to Jett Records and their staff.

Concerning the new album, Bevan likes the elaborate cover art, but believes that the "dazzling" effect of the album is "It feels wrong. There is real space-out music, which is not it."

Lynne is in Barbados now writing for the next album. Bevan noted that Lynne's music is "a strange mixture of George Martin, George Gershwin and a variety of classical composers." Lynne says that the stacks of wood and stacks of records, but he actually has only about 100 albums. And about 70 of those are classical.

Looking Back

Looking Ahead

101 IF YOU'RE NOT BACK IN LOVE BY MONDAY VILLIE JACKSON (Spring/Playboy 175)
128 SWEET MUSIC MAN KENNY ROGERS (Lynning Artists 1988B)
137 (YOU'RE MY) SOUL AND INSTRUMENT THE MEMPHIS HORNS (RCA PB 11064)
143 BREAKDOWN 1969 (BMI) - DON'T TAKE OUT THE BITTER (BMI)
156 WAS DOG A DOUGNUT CLINTON MILLER (ASCAP)
160 CRYIN' IN MY SLEEP THE MOODY BROTHERS (Arts 3-1009)
167 DON'T YOU KNOW THE WAY TO GRANT'S JUDE MILLER (Miller Music Corp) - ASCAP 1968)
179 STRENGTHEN MY LOVE THE SONGBOOK (ASCAP)
197 MORE THAN A WOMAN (Chesky Records) - ASCAP 1968)
199 TAYLOR'S (Caphon 45001)
...The first solo artist to ever split up...with himself!

CASH BOX

"I really enjoyed it!!!...I love 'Is The Puppy Hungry'...when you start getting into it, it's over."
Vince Alletti

"Astonishing...a frontier...previously unexplored rhythmic combinations and novel conceptions."
Ken Barnes

"'Shanghaied' is an island flavored Top 40 natural...'Is The Puppy Hungry' is a bitch!!"
Lila Eliscu Dove

"Great...Totally Different!!"
Vernon Gibbs

"...it made me smile!!"
Robert Hillburn

"...he was such a good boy."
Arthur's Mother

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Speakers Are Named For AGAC Luncheons

NEW YORK — The American Guild of Authors and Composers (AGAC) has booked its November lineup of Thursday luncheon guest speakers. These “rap sessions” are open to all songwriters.

The speakers for this month are composers Lou Stallman and Helen Miller; Karin Berg, director of east-coast AAR and special projects for Elektra/Asylum; and Clyde Otis, a composer and publisher.

Famous Music Gets The Rights To Five Artists

NEW YORK — Exclusive publishing rights for five British rock artists have been obtained by Famous Music Corporation, a division of Paramount Pictures. The artists/writers include Grand Theft, Pierre D, Charlie Gilsenan, Adrian Gurvitz, and The Secret.

Famous has also signed to represent Universal Songs Ltd. worldwide, excluding the U.S. and Japan.

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EAST COASTINGS / POINTS WEST

Island Moves In N.Y.

NEW YORK — Island Records has moved its national headquarters to New York City, effective November 1. The offices will be located at 444 Madison Avenue, New York, N.Y. 10022. The telephone number is 212-355-6550.

Hall & Oates Songbook Published By Chappell

LOS ANGELES — A "Best Of" Daryl Hall and John Oates' songs have been published by the RCA recording duo's best known tunes, has been released by Chappell Music. The songbook will retail for $5.95.
In honour of 100 years of recording
Now, for the first time in 15 years,
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BEETHOVEN
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Ironically titled, some would say, in light of Rod's current domestic situation but the music here is what you might expect is typical Stewart — par excellence. His instantly recognizable voice is still in fine shape as he adroitly goes between rollicking rockers and slower blues-tinged ballads. The album's production here is equal to, if not better than, any previous Stewart work and a clever bonus enclosure of artwork depicting each of the tunes makes this package even more appealing than most Stewart albums.

ALIVE II — Kiss — Casablanca NBLP-7076-2 — Producer: Kiss and Eddie Kramer — List: 11.98
Kiss on vinyl and Kiss in concert are two different animals but this particular two-record set captures the best of both beasts on a sizzling little package recorded fresh from their L.A. Forum dates in August. The bonus four-color booklet of photographs and the 20 tunes included in the package make this album set a double helping of quality N.C.A. albums for the entire population of the Kiss Army. Those who were there will have no problem recreating the visual spectacle from this audio presentation.

The man often considered to be the finest rock guitarist in the world has finally given an album his famous nickname. With songs by Eric himself, J.J. Cale, Don Williams and others, this is a back-to-back approach of his last two or three albums. His voice is slightly more aged than even contains a little grit this time out. The hands may be slow, but the notes certainly move along, especially in "The Core," which is somewhat reminiscent of the classic "Motherless Children."

One surprise and previously unreleased song, "Glory Row," adorns this album but otherwise Tull fans will find here an album as comfortable as an aged lover. These nine Tull classics of timeless musical artistry culled from eight previous Tull albums should serve as well as an introduction to those that are new to this band and who are only familiar with the Tull of today, and for the rest of us, should replace nicely the well-worn albums in our own libraries.

SUNSHINE — The Emotions — Stax/Fantasy STX-4100 — Producer: Various — List: 7.98
Hearing this record must be much like the experience of a buccaneer finding buried treasure. These nine tunes capture the Emotions at an earlier time and show an incredible variety of influences. One excellent example is " Ain't No Sunshine" which is delivered with a Sergio Mendes vocal style and a blues-based instrumental arrangement. The wait has been worth it after all.

As their title indicates, it's a whole new ball game for David Clayton-Thomson and his new colleagues in B.S.T. This time around, the emphasis is just a shade more funky than jazzy, though the brass section is still a very viable part of the arrange-ments, the horns have tempered some of their virtuosity and there is a smooth album of polished sophistication. Less sassy but more class and David's vocals are worthy of merit as always.

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Wet Willie has strengthened their lineup with the addition of three new members and a trip to a rural English manor to record this album which shows them in an aural setting that is fresh and unique for them. It's a slicker, more polished sound and seems to be an implication as the Buffalo Springfield's new album is a new direction — expanding their talents from regional influences to international accessibility.

DON'T LET ME BE MISUNDERSTOOD — Santa Esmeralda — Casablanca NBLP 7080 — Producer: Nickolas Skersky & Jean Manuel de Scarano — List: 7.98
Disco with a flamenco touch? Yes, indeed and it works very well here. The title tune is the rock classic but there are other nice surprises as well, including a disco version of Van Morrison's "Gloria." Ray Castor is the vocalist, also sax player and general inspiration for this album that you might want to listen to at home as much as dance to when you're out, which cannot always be said for disco music. This is a rare and pleasant exception.

If the movie is anything like this terrific record, look for a box office blockbuster. The featured artists are The Bee Gees, Tavares and Yvonne Elliman, but there are also selections from Walter Murphy, M.F.S.B., Ralph McDonald, KC & The Sunshine Band, The Trammps, Kool & The Gang and David Shire. The music just never stops and, if it weren't already a movie soundtrack, you could safely label this album "Disco's Greatest Hits," and that it is.

Shaun's second offering is another brightly-colored pop-flavored disc of ten tracks, five of which Shaun contributed himself. His "Fifteenth Birthday" collection continues with a collection of oldies hits and an overall feeling of greater confidence and maturity. This album, while retaining its accessibility to the teen set, has an overall wide-ranging appeal that should wear well even on the tightest of AM radio playlists.

This album was originally scheduled for release one year ago last week so two of the songs listed as "previously unreleased Neil Young tunes" have since been included on "American Stars 'N Bars." Never mind all that, this triple album is an ex-haustive collection of Neil Young's work over the past 10 years with the Buffalo Springfield through his CSNY days to the present. It includes his most popular songs as well as the best of the rest from the most gifted songwriters of the last decade. It should be a required part of any record collection.

BING CROSBY'S GREATEST HITS — MCA MCA-3031 — Producer: Unnamed — List: 7.98
The legend that was Bing Crosby has left our earthly presence in a year of tragic mortal losses to the music industry. But his indomitable spirit is immortalized in this superb collection of some of his all-time favorite tunes. The crooner could have left no greater legacy for us than his catalog of genuinely uplifting and upbeat material.

NEW HORIZON — Isaac Hayes — Polydor PD-1-6120 — Producer: Isaac Hayes — List: 7.98
If you've ever had the temptation to categorize Isaac Hayes, the first cut of this superb jazz-styled album should change your mind in a hurry. Hayes' arrangement of "Stranger in Paradise" is exquisitely done and peppered with tasteful percussive spices until the soul-man himself comes in to add his vocal icing, well after the cake has had time to cool. There's some old-fashioned R&B funk as well, just to let you know Isaac has not lost sight of his roots.

Throughout most of this sparkling new LP, the Pointer Sisters live up to the title of this new release packing pure energy and a faitful of funk between the grooves of this disc. This is definitely an LP for dancers; they've treated us all tozug shameless enthusiasm and jumping jubilation'should be best appreciated by folks who can understand 'feelin' good. This trio has never sounded quite so knocked out as they do on this hot number.

LADY ROSE — Shirley Alston — Strawberry STW-6004 — Producer: Randy Irwin — List: 6.98
Shirley Alston thrilled more than a few of us as lead singer of the Shirelles. Now, on her debut solo album, Shirley makes us remember just how much we missed her as she tapers off all of her stylistic depth in covering a range of varying but mostly pop-oriented material. One thing is sure — Shirley has grown into a woman now and that maturity lends an edge of sincerity and experience to her singing talent.

The selection of material on this album makes maximum use of Franki's talents as a smooth evocative ballader. All of the written songs on this disc are covered here with the most respected of contemporary music and Valli has used his distinctive style to give fresh meaning to their lyrical content. Addi- tionally the session players are strong without being obtrusive and support Valli just enough not to overpower him.

BROOKLYN DREAMS — Millennium/Casablanca MNBLP 8002 — Producer: Skip Kote — List: 7.98
As you get into their elegant three-part harmonies you can almost hear these fuggitives from Flatbush vocalizing impromptu in the form of "Brooklyn Dreams." The music is exquisitely well-timed with voices, the work has paid off in this bright debut LP. All three sing and all play in a very street-wise urban sound that has the knowledge of cultural variety and ethnic influence. It's a blend that works well.

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"WarChild"  "To Cry You A Song"
"A New Day Yesterday"  "Too Old To Rock 'N' Roll: Too Young To Die"

Chrysalis
Produced by Ian Anderson and Terry Ellis on Chrysalis records & tapes. CHK 1135
Distributed by Warner Bros. Records Inc.

www.americanradiohistory.com
BILLY JOEL (Columbia 10646) Just The Way You Are (3:27) (Jellosongs X — BMJ) (Joel) One of the most dignified and most popular covers on the recent album, "The Stranger." A slight influence of Stevie Wonder is evident in the melody and light Latin rhythm, while his straight delivery and the sweet saxophone breaks yield a sound that's fresh and accessible. Powerful ammunition for an assault on top 40 radio.

SAMANTHA SANG (Private Stock 178) (Stranglers) Will appeal R&B hooks are delivered by the female vocalist, she's able to carry on the creative guidance of Barry Gibb. You'll hear him among the backing vocalists as well, part of a delicate combination that is already appealing to major top 40 stations.

WET WILIE (Epic 50478) Street Corner Serenade (3:45) (Muscadine/Kaigon/Yo Mama's — BMJ) (Duke, Hall, Smith) Rock, soul and calypso all figure strongly in this cut from the album. "Manormons." Lots of little nonsense phrases to hook listeners, surrounded by strong contributions from the piano and saxophone. Looks good for album and single airplay.

CHEECH & CHONG (Cde/Epic 50471) (Ode) Bleat On (Featuring The Blotters) (4:33) (ABC/Dunhill, Woodsons — BMJ) (Wills, Ingram, Mitchell: Special parts: Mari, Chong) From his reputation as the comedy team, there's no question that Cheech & Chong are back, and they aren't pulling any punches in the pursuit of public entertainment. This satire is one of the year's hit records just might be telling us all a bit more about our eating habits. Showing top 40 potential.

MARY KAY PLACE (Columbia 10644) Something To Brag About (2:00) (Tree — BMJ) (Braddock) Really clever lyrics in this selection from the album, "Am I To Please." Trading verses with an unidentified male vocalist, she's able to make the simple down-home kind of love that her TV audiences admire in Loretta Haggers. Country music with pop appeal.

ROSE ROYCE (Whitefield/WB 8419) Ooh Boy (3:30) (May Twelfth/Warner-Tamerlane — BMJ) (Whitefield) In this selection from their album, "In Full Bloom," Rose moves the discocore into a tastefully understated production. The female lead vocal is totally unencumbered, deriving gentle support from full string and horn arrangements. With appeal to pop and R&B radio.

OZARK MOUNTAIN DARDEVELS (A&M 1989) Crazy Lovin' (3:29) (Lost Cabin — BMJ) (Cash, Dillon) A refreshing selection from this group's new album, "Don't Look Down." Their familiar vocal harmonies and hooks are here, supplemented by a roughness in the lead vocal and guitars. Appropriate for pop and progressive playlists.

PHILIPPE WYNN (Cotillion/Atlantic 44227) Take Me As I Am (3:43) (Wynn's World/Sacred Pen: Mighty Three/Blackwood — BMJ) (Jefferson, Haves, Simmons) The former lead vocalist for the Spinners delivers a soulful plea in this ballad. His carefully phrased part capitalizes on every subtle change in performance that will appeal more and more to each listener. Aimed at the R&B airplay route.

THE STRANGLERS (A&M 1973) Something Better Change (3:34) (Albion/Irving — BMJ) (Stranglers) This lead cut on the Stranglers' extended play disc is also from their second album, "No More Heroes." Of the four cuts on the "totally suitable for airplay' item, this and a shorter selection of "Cut Out" are the most promising. This new wave band will continue to find itself most at home on the FM waves for a while.

LEO SAYER (Warner Bros. 8502) Easy To Love (3:44) (Albert Hammond/Longamer/Chrysalis — ASCAP) (Sayer, Hammond) The second single from the "I Wonder in My Heart" LP has a strong R&B/disco flavor to it and features the Sayer falsetto that has been so popular on his last two or three hits. Richard Perry's production blends especially well with Sayer's style, while the strong arrangements and a vocal tip-of-the-hat to Boz Scaggs make this a record that is fun to listen to and highly danceable.

ELVIS PRELEY (RCA 11165) My Way (3:51) (Spanka — BMJ) (Anka, Revaux, Francois) This song has been performed by a great many singers, but it took on special significance when television audience's recovery was seen it performed by Elvis Presley. Already heavily programmed as an album cut from the "Elvis in Concert" LP, this single will certainly find a home on playlists of many formats.

WAR (MCA 40820) Galaxy (4:18) (Far Out — ASCAP) (Allen, Brown, Dickerson, Jordan, Miller, Oskar, Spank, Stu) War has taken a cosmic direction in this first single release on a new label, which is also the title cut from an upcoming album. With its funky percussion, astral sound effects and space-out lyrics, this record could blast off in the pop, R&B and disco markets.

LEIF GARRETT (Atlantic 3440) Runaround Sue (2:24) (Rust Enterprises/Schwartz — ASCAP) (DiMucci, Maresca) Teen rocker Garrett is already opening many doors with his version of Dion's classic. Short and to the point, this smooth production is easily programmable on any pop singles station, and its appeal to young buyers is indisputable.

MORRIS JEFFERSON (Cde/Epix 4499) Looking For Love (2:50) (MCA) (Wright) A steady rhythm dominates this selection from Ms. Jefferson's LP, "Elise." With an unembellished production and some carefully arranged backing vocal parts, this record is suitable for disco, R&B and pop airplay.

FIRST CHOICE (Gold Mind/Salsoul 4008) Love Having You Around (3:45) (Stein Van Stock/Black Bull — ASCAP) (Wonder, Wright) Not only is this a cover version of a familiar Stevie Wonder song, but it incorporates many of his trademark production effects and vocal inflections as well. Lack of novelty notwithstanding, this very readable record is programmable at discs and various radio formats.

TOULOUSE (Image/Audiodelicity 3042) What Would Mama Say (2:52) (Muscle Shoals Sound — BMJ) (Jackson, Moore) The second single from this group's album centers more on lyrics and melody that on a driving beat. The vocalists handle the subject with finesse, delivering the catchy lines in a way that will appeal to R&B and pop stations.

MORRIS JEFFERSON (Parachute/Casablanca 504) Spank Your Blank Blank (3:30) (Skydive/Lu-Cor — ASCAP) (Shelton, Commander) It's a new dance craze, or at least somebody hopes so, and it's put together by the people. An energetic vocal performance by Jefferson, and the kind of rhythm track that will immediately appeal to the disco market.

COMPLAMENTS (Dakar/Brinsweck 4565) Falling In Love (3:40) (Temora — BMJ) (Holman) This mellow ballad has begun to pick up airplay in a few regions. Its velvet lead vocal, thoughtful arrangement and middle-of-the-road embelishments should continue to appeal to listeners.

STARRTOO (Anamaze 1000) Rockin' On The Bowery (2:12) (Doda/Tooner) Though the song is not a "punk" or "new wave" rock scene, this record falls into neither of those categories. Rather, it's a hard rock song that describes the atmosphere rather well through its lyrics and frenetic beat.
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The same line you use to call in for your free display materials—to enter the ABC Display Contest.

And now retailers can use that very same line to talk things over with the ABC artists and executives.

This week the Celebrity Hotline features ABC's fabulous new artist, Eloise Laws (whose debut album was produced by Linda Creed) and ABC Records President Steve Diener.

By now you've heard Eloise Laws' premiere ABC album and you know the number one sister of Hubert and Ronnie promises to be a Number One artist herself. Linda Creed, with her dazzling list of song writing credits, including The Stylistics' Bet You, By Golly, Wow; The Spinners & Dionne Warwick's Then Came You, and more recently, George Benson's The Greatest, proves herself to be a Number One producer on Eloise's album. And now you can talk with them both in person on ABC's Display It Again Hotline.

So call between 11 am and 12 noon Pacific Time to talk to Eloise and Linda. To talk to Steve Diener call between noon and 1 pm P.S.T. Call anytime and talk to Sam. They're waiting to hear from you.

CALL 800-423-5300
IN CALIF. 800-382-3328

abc Records
On Jazz

Several interesting developments came out of the NARAS screening meetings in Los Angeles last month. First was the tendency of the members to break down the components of many of the fusion albums so prevalent these days. Frequently a soloist designation would be accepted in jazz while, as a whole, would be classified as pop or R&B, depending on the accompaniment. Interestingly enough, there was also much country music with heavy pop overtones (and vice versa) which contributed to spirited discussion. A reflection on the state of music today was the decision that Big Joe Turner, a founding father of R&B, was no longer an R&B artist. But then Joe always covers a lot of territory in his music.

Michael Cuscuna continues to be the busiest free-lance producer in the field. Apart from his work on the National Public Radio jazz programs, he produces Woody Shaw, Dexter Gordon, Anthony Braxton and several other major artists. He was huddling with Alan Bates (of the Freedom label) last week and also mentioned that he is working on preparing some unissued John Coltrane LPs for ABC-Impulse.

Cedar Walton arrived back in New York just in time to mix a Sam Jones album (which he had arranged) and head for L.A., where he will rehearse for three days before heading to Japan with Matt Jackson. Others in the mix (it seems to include Ray Brown, Red Holloway and Billy Higgins). Walton had just returned from a six-week European tour with his own quartet.

George Shearing returning to England next month for a reunion with singer Vera Lynn. The two performers frequently worked together entertaining troops during World War II.

JIMMY SMITH and Dexter Gordon among the feature artists for Keystone Korner in San Francisco this month.

Jack Kleinsinger presents "Soloos and duos" on his Web Student Carter November 10. Dick Hyman and Ruby Braff will perform.

A new Sonny Rollins, as yet untitled, coming from Milestone shortly. Also be on the lookout for a new two-fer release on Prestige, as well as Milestone.

Brazilian trombonist Raul De Souza is teaching himself how to play the saxophone. Well, at least he has a good teacher.

Joe Farrell stopped by the west coast office and let us in on his plans. That is Joe has been away for the last couple of months working on various self-discipline programs including yoga, becoming a vegetarian, and certain forms of meditation. In town to work on Chick Corea's next LP, Farrell indicated his new body posture has influenced his creativity and stimulated his productivity. After his date with Chick is completed it is back to New York where Joe has plans to form a group and head out on his new Warner Bros. album, "La Catedral Y El Toro."

Flora and Airto are winners again. Flora Purim recently won Down Beat's poll as "Best Female vocalist" for the fourth year in a row. Airto was declared "Best Percussionist" for the second year in a row.

(continued on page 44)

JAZZ ALBUM PICKS


Patti Austin is a marvellous talent. Whether working in a contemporary context of her own songs or dishing up a seldom heard standard ("Lost in The Stars"), she is first-class performer. Excellent, subtle backing by a host of New York pros and splendid charts by Dave Grusin. This one is capable of expounding from any number of directions and should garner strong cross-the-board airplay.


This is a collection of tracks from various Montreal jamps, either issued or soon to be issued in individual Pablo albums. In many ways this collection with its varied personnel wears better than the individual sets. The best things here are a Milt Jackson group and an Oscar Peterson aggregation, but virtually the entire Pablo stable is in view here, and all perform up to high-level expectations.

ROBERT JR. LOCKWOOD DOES 12 — Trik 3317 — Producer: Lockwood & Lowe/Trwy — List: 6.98

When so much Black music today sounds like Beverly Hills R&B, it is always a pleasure to find an album that rearticulates the great tradition without pandering to the past. Lockwood, whether picking (mostly 12 string) or singing, does exactly that. Though a bluesman, he is equally at home with other chord sequences, and with material by Roscoe Gordon, Gene Ammons or Robert Johnson. Superlatives abound in any discussion of this album, and, regardless of category, as much as stimulating music as any LP this year.

TOP 40 JAZZ ALBUMS

1. ENIGMATIC OCEAN (Atlantic SP 39110) 1 8
2. NIGHTWINGS (Fantasy 9534) 2 10
3. BLOW IT OUT (Warne Bros./ABC 7-4029) 4 10
4. FREE AS THE WIND (Columbia BC 34965) 5 19
5. AL JARREAU LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. WD 262 3052) 5 19
6. PICCOLO (Milestone M-55204) 6 7
7. OXYGENE (Columbia 2C9476) 10 3
8. CTI SUMMER JAZZ VOL. 1 (CTI 2076) 9 7
9. ACTION (Fantasy F-9530) 11 6
10. FEELS SO GOOD (A&M SP 4568) 32 2
11. QUINTET (Warner Bros. BC 34896) 13 3
12. MORE STUFF (Warne Bros. WB 3061) 7 19
13. RUBY RUBY (Columbia 34965) 16 4
14. BUNDLE OF JOY (Columbia 34962) 17 5
15. BYABUE (Impulse/ABC 9331) 10 9
16. LIFELINE (A&M SP 4568) 12 19
17. EYE OF THE BEHOLDER (Warner Bros. 12-1846) 24 3
18. RIGHT ON TIME (A&M SP 4644) 14 25
19. MANHATTAN SPECIAL (Atlantic 16-1191) 30 2
20. SURVIVORS SUITE (CTI 34865) 26 2
21. HEAVY WEATHER (Columbia PC 34418) 15 33


The rich contours of a "Bob James arrangement" are very much evident on this album, his first for Columbia. A tasty rhythm section along with strings, brass and woodwinds fill out a lively offering. Especially fine is Grover Washington's emotional soprano work on "You Are So Beautiful." With James playing an ever so soulful acoustic piano on the number that is to be one of the most satisfying cuts on an altogether euphoric album.


Smooth and supple. That's how it's been for Kenny Burrell during his twenty-five years in the industry. Kenny can go from blues to show tunes, from Latin flavors to contemporary stylings, and this musical dexterity is clearly evident on this fine LP with Reggie Johnson on bass and Carl Burnett on drums. While not necessarily going to such stylistic extremes, Kenny never-the-less has a sense of style and virtuosity that few others can ever hope to achieve.


Let no one dare ask who Dave Grusin is. His talents as a keyboard artist, conductor, arranger, composer and producer are all finely meshed in his first offering for Polydor. With the addition of "all those great New York session cats" Dave goes through tunes ranging from the contemporary electronic to pieces with refreshing acoustic attributes. Dave Valentín, a relative newcomer, has nothing to be ashamed of in his flute work, especially on "Catavento."
To the Crusaders:
20 weeks at Number One on the Jazz charts. Almost 20 years of innovation. That's what happens when you're FREE AS THE WIND.
MAZE — Capitol recording artists Maze featuring Frankie Beverly were greeted by Joe "Butterball" Tamburro, WDAS-AM/FM program/music director, after their recent performance at the Spectrum in Philadelphia.Shown backstage after the show are (l-r): Maze members Roame Lowry and McKinney "Bug" Williams; Alibe Brandon, Capitol sales Philadelphia; Paul Johnson, Capitol national promotion director; Steve Mealer; "Butterball"; Jack Wellmon, Capitol promotion manager for Philadelphia, and Robin Duhe of Maze.

Bill Goodman has resigned his music director duties at WPRO, Providence, because of a possible conflict of interest involving Normandy Sound. Goodman, however, will remain on the air.

Rick Ryder, former music director at WAEW, Allentown, is the new program director at WFEO, Manchester. He replaces Dave Corey, former PD, who exits the station.

Changes at WCUW/WMOD, Akron. Vince Radiovic, formerly assistant PD/jock of WMOD, leaves the station to go to WMHE, Toledo, as production director. He is being replaced by Craig Johns, formerly with WCUW. New jocks at WMOD are Burton Lee, 10-2 am, and Chris Michael, 6-10 pm, from WINW, Canton. Steve Brody, Sunday jock/promotion director, has added the responsibilities of assistant PD to his duties.

Steve Silver has joined WBOB (99X), New York, as 10-am jock. Saint previously worked at WMAK, Nashville.

New weekend jock at WQAM, Miami, is Randy Thomas. Who is returning to radio after a two-year absence and previously worked at WPUL, New York.

8

Champions vs. MS Fete Has Gong Show Theme

LOS ANGELES — The Committee To Aid Multiple Sclerosis will hold its fifth annual "Champions vs. MS" dinner at the Century Plaza Hotel here on November 15 with Paul Anka as host. This year's theme will be the Gong Show and tickets are $100 each. Reservations may be made through the MS Society at (213) 842-5278.

8

FBI Seizes 8-Tracks In Brooklyn Sweep

NEW YORK — About 3,500 allegedly counterfeited 8-track tapes, a supply of counterfeit labels, and assorted materials used in manufacturing these items, were seized by FBI agents in a recent raid on the Record Warehouse in the Brooklyn.

Estimated value

FBI officials estimated the value of the seized merchandise at over $35,000. Among the alleged illegal tape duplications were Fleetwood Mac's "Rumours," Steve Miller's "Book Of Dreams," and Stevie Wonder's "Innervisions."

New 7-midnight jock at WBK, Buffalo, is Jay Fredericks, formerly with WBEN, Buffalo. He replaces Hank Nevin, who is returning to part-time jock at the station.

Mark Thomas (Mark Frantz), formerly with WCDO, Saginaw, is the new MD/midday jock at WNNR, Ann Arbor.

WLOF, Orlando, is looking for a new director who is energetic and personable with Top 40 delivery. Tapes and resumes to Tom West, WLOF, P.O. Box 15746, Orlando, Florida 32808.

Scott Carpenter is the new 6-9 am jock at WBDB, Duluth. He comes to the station from WIEEE, Indianapolis.

Carol is the new all night air person at WDBQ, Dubuque.

Steve Dill is now doing mornings and Chris Van Camp is the 3-7 pm jock at KYSO, Fresno.

Jan Waldron has joined WDBQ, Bowling Green, as afternoon newpaper person.

WKT-AM, North Charleston, South Carolina, will be exclusively broadcasting live concerts and also interviewing recording artists.

Jeff Ray

Metromedia Board OKs Buying Common Stock

NEW YORK — The board of directors of Metromedia Inc. has authorized the purchase by the corporation of up to an aggregate of 200,000 shares of common stock, either in the open market or otherwise. The acquired shares would be used for employee stock option purchase and general corporate purposes, the firm said.

Metromedia, a New York Stock Exchange-listed company, posted sales of $276.4 million in 1976. It operates radio and TV stations in several major markets, including New York, Los Angeles, Philadelphia, Chicago and Washington, D.C.

Taft To Purchase WYFN

CINCINNATI — Taft Broadcasting Company has agreed to purchase radio station WYFN in Tampa, Florida from Rayhill Com- munications Corporation for $2 million. The property became available as part of the Rayhill Communications merger with Gulf United Corp. and is subject to completion of that transaction.

BURNOUT THEORY — Not all radio people are excited about passive research. Some see it as another way of "hiding in the closet" instead of doing a proper job; others are waiting to see if it has any long-term effect on listenership before it jumps on the bandwagon.

Two secondary veterans, Steve Norris of WAIR in Washington, D.C., and George McGovern of WQPD in Lakeland, Florida, continue to rely on sales. However, their perceptions as to the meaning of these sales figures differ, just as two people can draw entirely different conclusions from the same passive research.

Norris believes that, in most cases, a single will burn out before it reaches its sales peak.

"In my experience here, when someone goes out and buys a record, and puts it on the turntable, he likes it, he turns it off, and begins to lose its magic. Most of the records that are selling real high are burning out."

While there remains a high correlation between sales and active phone response, WAIR also asks its callers what records they are getting tired of hearing. Invariably, these are the hottest records in that market, Norris asserts.

For this reason, he wonders about the impact of MCA's re-release of Olivia Newton-John's "I Honestly Love You." "Because of the hundreds of thousands of young people who already have that record, he says, it could be a quick burn-out. Conversely, Norris finds that those who see a 100% correlation between sales and airplay overlook the fact that many records which sell poorly command great radio reaction.

Concert Promotions — WPLJ, New York.

METROMEDIA CORPORATION, a Delaware corporation, and United Corp. and United Communications merger, as sellers, and Licensing Co., Inc., and MCA Music Corp., as buyers, have entered into an agreement under which the sellers will sell all the capital stock of Metropolitan Communications, Inc., an Indiana corporation, an iguana (complete with cage and iguana food), Iggy's old blue jeans, and gold-plated safety pin...

WPLJ, New York, has become the exclusive radio air and retail home for the newly released ...Passive Research (based solely on sales figures)," says a recent McGovern memo. "The passive research (based solely on sales figures)"...

Metromedia believes the value of its access to these sales figures is as high as $5,000 cash and two envelopes, one of which is sealed with a tape record of "Rumours," which contains a "secret message" from the Stones. The other envelope contains a copy of "The Rolling Stones, " ...commercial music, with the occasional (taking) parts of the record left out. While the edited version will not be available at stores..."... We are very interested in this music..."...

WPLJ is hoping to coordinate this airplay with retail response through a special one-hour King Biscuit Flour Hour broadcast. The label has approached the show with the idea of using the music with a special voice-over reading by Tony..."

Murray is further attempting to promote the complete concept package at "progressive, far-out" stations like WXRT, which might play entirely or 20-minute segments...

The musical airplay version, says Shavelson, might appeal to some 10cc fans, but the 3-LP retail package is geared to an entirely different audience. "For lack of a better word, you could say it's aimed at the 'dopers.' We were thinking about a campaign targeted directly at them, but we're not sure. We hope that's what it is, and we'll do the King Biscuit Flour thing, which is aired on the 38 Lee Abrams stations, and we get a good phone response, maybe these (tightly-formatted stations) will get on it."

ON THE STREET — WLUP-FM in Chicago is running a 26-day Beatles giveaway contest, featuring over $250,000 in prizes. PD Jay Blackburn said listeners must submit, in the order of play, all Beatles songs aired during the period (about 12 tunes are aired daily). First prize is $5,000 cash and two MG Midgets; second prize is a deluxe Caribbean cruise for two; and third prize is a canopied waterbed. "I ripped off the promotion from KPFI, who ripped off Howie Hanpton," said Bill KADI in St. Louis helped find a new kayak for an intrepid philanthropist attempting to paddle from Missouri to New Orleans in support of cancer research. The canoeist's first kayak had been stolen in Kansas City...

Jeff Ray

Mark mehler

Cash Box/November 12, 1977

www.americanradiohistory.com
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<td>Columbia</td>
<td>104*</td>
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<tr>
<td>45</td>
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<td>Stoma Yamashita</td>
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<td>T. Petty/Heartbrks</td>
<td>ABC</td>
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<td>Rabbit</td>
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<td>49</td>
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<td>50</td>
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<td>Crawler</td>
<td>Epic</td>
<td>86</td>
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<td>51</td>
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<td>Barclay J. Harvest</td>
<td>MCA</td>
<td>Hymn, Hardhead</td>
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KEY FOR FM LP CHART 1: NORTHEAST REGION 2: SOUTHEAST REGION 3: MIDWEST REGION 4: CENTRAL REGION 5: WESTERN REGION 6: NATIONAL AIRPLAY

CASH BOX FM ALBUM CHART

51,53,54,55,56

www.americanradiohistory.com
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<thead>
<tr>
<th>Title</th>
<th>Artist(s)</th>
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<td>WB</td>
<td>21</td>
<td>WPLJ, KNAC, KOMO, KZFM, KSN, WCOZ, WJKL, KZEW, WCOX, WBCN, WLIR, WBAB, WLAV, WMC, KYLA, WQOK, WQNN, WWWF, WWRT, WBLM</td>
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<td>3 Live</td>
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<td>14</td>
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<td>Key Expect No Mercy</td>
<td>A&amp;M</td>
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<td>4 Manosop</td>
<td>Wet Willie</td>
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<td>Jesse Roden Band</td>
<td>Island</td>
<td>7</td>
<td>WNRN, KTH, KZM, KJX, KNKN, KFKT, WYDD</td>
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<td>6 Right 19 - 801 Polydor</td>
<td>Lheim &amp; The RCO</td>
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<td>7 FLIGHT 100</td>
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<tr>
<td>8 Money Wonder</td>
<td>Motown</td>
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<tr>
<td>9 We Are The Champions - Queen - Elektra</td>
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<td>10 My Life</td>
<td>Rod Stewart</td>
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<tr>
<td>11 My Woman</td>
<td>ELO</td>
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<td>12 Straight Out Of The Blue</td>
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<td>13 Caught In The Act</td>
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<td>ELO</td>
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<td>20 ELO</td>
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</tbody>
</table>

**EXECUTIVES ON THE MOVE**

(continued from page 14)

Composers. Prior to that he was director of publishing for two independent record labels—Etc. Records and Tiffany Records. Dubbs has been a professional manager with Beechwood for the past eight years. Prior to that he worked as a producer, arranger and manager.

**Bolton To American**

American Entertainment Management has announced the appointment of Ary K. Bolton to the position of manager of artist relations, east coast, for the company. She was formerly assistant professional manager at United Artists Pictures publishing in New York.

**Changes At GRT**

Eight new field regional managers have been added by GRT Music Tapes, Sunnyside, California. New personnel, all appointed regional managers, are: Russell Chapman, southwest, headquartered in Denver, formerly with ABC Records and Tapes, Denver. Linda Garson, midwest, located in Cleveland, formerly with Action Distributors, Cleveland. Paul Hopkins, southeast regional manager, located in Dallas, formerly with Pickwick International, Dallas. Walter Kitchens, southeast, located in Atlanta, formerly with ABC Dunhill, Atlanta. Bill Marshall, western, located in Los Angeles, formerly with rack Records, Los Angeles. Larry Naddose, recently moved to New York, formerly with RCA Sales, New York. David Stachnik, midwest, located in Chicago, formerly buyer for Pks, Cleveland Ray Ward, northwest, located in Seattle, formerly general manager, PJL Seattle. "These new additions make the GRT field marketing force one of the strongest and largest in the music industry," said John V. Adams, president.

**Westwood One Promotes Gold**

Westwood One has announced the appointment of Judy Gold to the post of director of national sales. She has been associated with Westwood One just over a year in the position of regional sales manager. Prior to joining Westwood One, she served as sales representative for the Mac Fadden Women’s Group and for a one-year period was a media buyer at J. Walter Thompson.

**Robin Added At Associated Booking**

Associated Booking Corporation has expanded its contemporary department and added Chuck Rubin to the staff. He recently ran his own booking agency.

**Rosenblatt Named At Sire**

Bowie Disque Music Co. Inc. (ASCAP) and Doralo Music Co. Inc. (BMI), the publishing arm of Sire Records, has announced the appointment of Michael Rosenblatt as professional manager. He will coordinate his function with copyright and publishing director Joe Finnigan (recently appointed to business affairs) and will continue his function as production manager for Sire Records.

**Stern Joins Mckin & Hill**

Sheppard Stern has joined the staff of Mckin & Hill, Inc., as a composer/lyricist. He will be in charge of the songwriting department, in addition to the A&R departments, and also attended Rockland Community College where he received his A.S. degree in interdisciplinary humanities.

**Denn & Esenfeld Announced At TWM**

TWM management announced the appointment of two vice presidents, Bill Denn and Barry Esenfeld, until this appointment at TWM, Denn was president of William Denn Associates, a personal management and production firm. Prior to TWM his affiliation with TWM, he was a assistant treasurer and director of operations for Allied Artists Entertainment Corporation, which included overseeing branch office operations, contract negotiations and acquisition of film product.

**Bareback Releases Two New 12 Inch Singles**

NEW YORK — "What I Did for Love" by Bareback and "Check It Out" by the Sophisticated Ladies have been released as 12 inch discs in England on Bareback Records and will be distributed by Pye Records.

**Roadshow Publishing Has New Address**

NEW YORK — Tire O'Songs, O'Songs, Dehart Rain, Ltd. and Desert Moon Ltd., all publishing divisions of Roadshow Records, have moved their offices to 580 Seventh Avenue, Roadshow's headquarters.
**WCRE - AKRON**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Song</th>
<th>Format</th>
<th>Station</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dolly Parton</td>
<td>To an Old Love</td>
<td>1-1</td>
<td>WHKX</td>
<td>Akron</td>
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<tr>
<td>Judy Collins</td>
<td>18-CJ</td>
<td>2-1</td>
<td>WDAM</td>
<td>Akron</td>
</tr>
<tr>
<td>Debby Boone</td>
<td>To a Heart That's Thru</td>
<td>2-1</td>
<td>WSBN</td>
<td>Akron</td>
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<td>Bob Welch</td>
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<td>2-1</td>
<td>WDAM</td>
<td>El Paso</td>
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<td>Bob Welch</td>
<td>18-CJ</td>
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<td>WDAM</td>
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**WISE - ASHVILLE**

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<tr>
<td>Debby Boone</td>
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<td>WSBN</td>
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**KZQ - ST LOUIS**

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<td>St Louis</td>
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Backstage In New York

BOTTOM LINE PARTY — Epic recording artist Rick Nelson recently appeared at New York’s Bottom Line in the course of a national tour in support of his Epic debut LP, “In the Navy.” Pictures backstage were taken by Bruce Lundin, president of the CBS Records Division. Nelson, a former star of radio, TV, and movies, is an important part of the Epic roster. For more information on this show (1-1) Mike Bone, artist development manager of Phonogram, Inc., Mercury Records, Phil Lyrott of Thin Lizzy, Dr. Eckke Schnabel, vice president of business affairs for Polydor, Inc., Polygram Record Group and Phonogram, Inc., and Steve Katz, director of east coast for Phonogram, Inc.

THE BOYS HEADLINE IN TOWN — Mercury recording artists Thin Lizzy recently played their first headlining performance at the New York Palladium. Shown backstage after the show (1-1) are Mike Bone, artist development manager of Phonogram, Inc., Mercury Records, Phil Lyrott of Thin Lizzy, Dr. Eckke Schnabel, vice president of business affairs for Polydor, Inc., Polygram Record Group and Phonogram, Inc., and Steve Katz, director of east coast for Phonogram, Inc.

GATO PLAYS THE PALLADIUM — Backstage following A&M recording artist Gato Barbieri’s recent appearance at the Palladium in New York City are (l-r) Mrs. Jerry Moss, Jerry Moss, chairman of A&M Records; Gato Barbieri and Michelle Barberi.

HORSLIPS — DJM recording artists Horslips journeyed over from Ireland recently to make their debut appearance at the Bottom Line in New York. Pictures backstage (top row from left) are: Charles O’Connor and Barry Devlin of Horslips; Carmon L’Rossa, general manager for DJM in North America; Eamon Carr and Jim Lochhart of Horslips. Pictures in the bottom row (from left) are: Bruce Moser, director of national album promotion for Amherst Records, which distributes DJM in the U.S., John Fean of Horslips; Michael Deiny, the group’s manager; Len Silver, president of Amherst Records; Barry Goody, vice president of Sam Goody, Inc., and George Zerambavice, president of Transcontinental Record Sales, Inc., parent company of Amhurst.
ELO's next two

A new album by Electric Light Orchestra is always a special event. Now...

Two records, seventeen new songs by the

All songs written and performed by

On Jet Records and Tapes Distributed
albums are here.

ow, out of the blue, comes even more ELO than you bargained for. most important group recording today.

duced by JEFF LYNNE.
by United Artists Records and Tapes.
CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

<table>
<thead>
<tr>
<th>Title / Artist / Label</th>
<th>This Week %</th>
<th>Date %</th>
</tr>
</thead>
<tbody>
<tr>
<td>WQXI, WBKW, CKLW, KFRC, WRKO, WMAK, WKLO, WSAI, KAKC, WPEZ, WLEE, WPFR, WM, KTAC, KJRB, WSAW, WISA, WAPE, B100, KJ</td>
<td>24%</td>
<td>61%</td>
</tr>
<tr>
<td>SWINGTOWN - STEVE MILLER - CAPITOL</td>
<td>12%</td>
<td>17%</td>
</tr>
<tr>
<td>RUN AROUND SUE - LEIF GARRETT - ATLANTIC</td>
<td>12%</td>
<td>15%</td>
</tr>
<tr>
<td>BABY COME BACK - PLAYER - RSO</td>
<td>10%</td>
<td>21%</td>
</tr>
<tr>
<td>MY WAY - ELVIS PRESLEY - RCA</td>
<td>10%</td>
<td>51%</td>
</tr>
<tr>
<td>HERE YOU COME AGAIN - DOLLY PARTON - RCA</td>
<td>8%</td>
<td>60%</td>
</tr>
<tr>
<td>GONE TOO FAR - ENGLAND DAN &amp; JOHN FORD COLEY - BIG TREE</td>
<td>7%</td>
<td>34%</td>
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<td>POINT OF KNOW RETURN - KANSAS - KIRSHNER</td>
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<td>2%</td>
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<tr>
<td>DAYBREAK - BARRY MANILOW - ARISTA</td>
<td>7%</td>
<td>6%</td>
</tr>
<tr>
<td>THE WAY I FEEL TONIGHT - CITY BAY CARRIERS - ARISTA</td>
<td>7%</td>
<td>3%</td>
</tr>
<tr>
<td>SLIP SLIDIN' A WAY - PAUL SIMON - COLUMBIA</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>IT'S SO EASY - LINDA RONSTADT - ASYLUM</td>
<td>7%</td>
<td>1%</td>
</tr>
<tr>
<td>YOUR SMILING FACE - JAMES TAYLOR - COLUMBIA</td>
<td>6%</td>
<td>8%</td>
</tr>
<tr>
<td>HEY DEANIE - SHAUN CASSIDY - WARNER BROS.</td>
<td>6%</td>
<td>4%</td>
</tr>
<tr>
<td>BLOT ON - CHEECH &amp; CHONG - EPIC</td>
<td>5%</td>
<td>1%</td>
</tr>
<tr>
<td>JUST THE WAY YOU ARE - BILLY JOEL - COLUMBIA</td>
<td>5%</td>
<td>6%</td>
</tr>
<tr>
<td>YOU'RE IN MY HEART - ROD STEWART - WARNER BROS.</td>
<td>5%</td>
<td>21%</td>
</tr>
<tr>
<td>SHE'S NOT THERE - SANTANA - COLUMBIA</td>
<td>4%</td>
<td>47%</td>
</tr>
</tbody>
</table>

RADIO ACTIVE SINGLES

1. YOU MAKE LOVIN' FUN - FLEETWOOD MAC - WARNER BROS.

2. BLUE BAYOU - LINDA RONSTADT - ASYLUM

3. WE'RE ALL ALONE - RITA COOLIDGE - A&M

4. IT'S SO EASY - LINDA RONSTADT - ASYLUM

5. HUSH - DEEP IS YOUR LOVE - BEE GEES - RSO

6. DON'T IT MAKE MY BROWN EYES BLUE - CRYSTAL GAYLE - UA
   - WABC 11-8, WLS 13-9, CLMS ex-20, KHJ 16-7, WOKY 24-16, WTX 18-11, 10Q 9-5, KFRC ex-16, KGW 9-6, KSLO 12-7, KEEL 14-8, WME 11-6, WNDE 11-4, WISM 7-3, WWBF 16-5, WFL 19-25, 96X 14-8, KNDE 19-5, WZU 15-10, WSAI 17-10, WOKL ex-16.

7. SWINGTOWN - STEVE MILLER - CAPITOL

8. JUST REMEMBER I LOVE YOU - FIREBALL - ATLANTIC
   - WABC 36-20, KLT 23-15, KFRC ex-26, KGW 14-9, KTLK 8-4, WHBO 30-24, 96X 32-28, KGW 13-9, KDBW 15-9, KCPX 17-13, KEEL 7-3, WAYS 17-12, B100 16-10, WAPE 15-9, KAC 21-17, KIM 11-5.

SECONDARY RADIO ACTIVE

1. POINT OF KNOW RETURN - KANSAS - KIRSHNER

2. (LOVE IS) THINNER THAN WATER - ANDY GIBB - RSO

3. HEAVEN'S JUST A SAIN AWAY - KENDALLS - Ovation

4. JUST THE WAY YOU ARE - BILLY JOEL - COLUMBIA

5. MY WAY - ELVIS PRESLEY - RCA

6. YOU CAN'T TURN ME OFF - HIGH ENERGY - MOTOWN

7. RUNAROUND SUE - LEIF GARRETT - ATLANTIC

8. BLOT ON - CHEECH & CHONG - EPIC
   - Adds: WAUG, WICC, WCUE, WTRY, KIRK.

9. DON'T LET THE FLAME BURN OUT - JACKIE DeSHANNON - AMHERST

10. HEY DEANIE - SHAUN CASSIDY - CURB

11. MINDENBERGER - STILLWATER - CAPRICORN

Cash Box / November 12, 1977
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1 MORE TO ME</td>
<td>MICKEY ROONEY (RCA 11-1125)</td>
<td>CASCHE</td>
<td>42</td>
</tr>
<tr>
<td>2 I'M JUST A COUNTRY BOY</td>
<td>WILLIAM DAVIS (Arc/Con-1177)</td>
<td>CASCHE</td>
<td>12</td>
</tr>
<tr>
<td>THE WUZZER WUPS LICKS</td>
<td>WAYLON JENNINGS (RCA 11-1118)</td>
<td>CASCHE</td>
<td>30</td>
</tr>
<tr>
<td>ROSES FOR MAM</td>
<td>DUKE ELLINGTON (Columbia P-1104)</td>
<td>CASCHE</td>
<td>10</td>
</tr>
<tr>
<td>LOVE IS JUST A GAME</td>
<td>GRACE WALTON (Vogue 6061)</td>
<td>CASCHE</td>
<td>6</td>
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<tr>
<td>FROM GRACELAND TO THE PROMISED LAND</td>
<td>MERLE HAGGARD (MCA-4080)</td>
<td>CASCHE</td>
<td>6</td>
</tr>
<tr>
<td>7 LET ME DOWN EASY MUSIC</td>
<td>CRISPIN CRISPIN (Columbia 3-10623)</td>
<td>CASCHE</td>
<td>7</td>
</tr>
<tr>
<td>8 BLUE BAYOU</td>
<td>DICK BENJAMIN (Mercury 55005)</td>
<td>CASCHE</td>
<td>8</td>
</tr>
<tr>
<td>9 ONE OF A KIND</td>
<td>CHER (Columbia 3-10619)</td>
<td>CASCHE</td>
<td>15</td>
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<tr>
<td>SHAME ON ME</td>
<td>DONNA FARGO (Warner Bros WBS 8431)</td>
<td>CASCHE</td>
<td>91</td>
</tr>
<tr>
<td>12 YOU OUGHT TO HEAR ME CRY</td>
<td>WILLY NELSON (RCA 11016)</td>
<td>CASCHE</td>
<td>12</td>
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<tr>
<td>STILL THE ONE</td>
<td>BILL ANDERSON (MCA-40794)</td>
<td>CASCHE</td>
<td>18</td>
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<td>14 HOLD ME</td>
<td>MANDREP (ABC/Con-0-7716)</td>
<td>CASCHE</td>
<td>9</td>
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<tr>
<td>15 YOU LIGHT UP MY LIFE</td>
<td>PAT MCLAUGHLIN (Curb/WB 8455)</td>
<td>CASCHE</td>
<td>38</td>
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<tr>
<td>17 FOOLS FALL IN LOVE</td>
<td>DONALD WISNER (Mercury 55003)</td>
<td>CASCHE</td>
<td>19</td>
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<tr>
<td>18 I'M KNEE DEEP IN YOU</td>
<td>DAVE &amp; SUE (RCA 11141)</td>
<td>CASCHE</td>
<td>47</td>
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<tr>
<td>19 WHAT'S YOUR LATENIGHT TONIGHT</td>
<td>JANE FROGE (Columbia 3-10603)</td>
<td>CASCHE</td>
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<tr>
<td>20 BORN TO LOVE ME</td>
<td>JIMMY D (RCA 10629)</td>
<td>CASCHE</td>
<td>31</td>
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<td>21 THE PAY PHONE</td>
<td>JIMMY MAN (Polydor P-14421)</td>
<td>CASCHE</td>
<td>34</td>
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<tr>
<td>22 DAYS THAT END IN &quot;Y&quot;</td>
<td>SAMMY SMITH (vocal E-45429)</td>
<td>CASCHE</td>
<td>26</td>
</tr>
<tr>
<td>EVERYDAY I HAVE TO CRY SOME</td>
<td>BILL HILL (Columbia 3-10603)</td>
<td>CASCHE</td>
<td>38</td>
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<tr>
<td>27 SWEET MUSIC MAN</td>
<td>KENNY ROGERS (United Artists R-18488)</td>
<td>CASCHE</td>
<td>41</td>
</tr>
<tr>
<td>28 CHANGING IN ATTITUDES</td>
<td>JIMMY BUFFETT (ABC AB-12305)</td>
<td>CASCHE</td>
<td>33</td>
</tr>
<tr>
<td>29 SOUL OF A HONKY WOMAN</td>
<td>MEL MCNAGIN (Capitol P-4481)</td>
<td>CASCHE</td>
<td>30</td>
</tr>
<tr>
<td>30 HE Ain'T NO LYNN ANDERSON</td>
<td>ROBYN KELLY (Decca 45435)</td>
<td>CASCHE</td>
<td>45</td>
</tr>
<tr>
<td>31 EAST BOUND AND DOWN</td>
<td>RAY DAVIS (Warner Bros WBS 8482)</td>
<td>CASCHE</td>
<td>21</td>
</tr>
<tr>
<td>33 ENDLESSLY EDO MIDDLETON</td>
<td>EDDO MIDDLETON (Polydor 45031)</td>
<td>CASCHE</td>
<td>32</td>
</tr>
<tr>
<td>34 LEAN ON JESUS &quot;BEFORE LEANS ON YOU&quot;</td>
<td>PAUL CRAFT (RCA 11078)</td>
<td>CASCHE</td>
<td>35</td>
</tr>
</tbody>
</table>

**Continued...**
Most Advertised LPs This Week

1. LINDA RONSTADT—$7.98—7 dealers — Houston (Disc Records) $4.99/$9.99; New York (Sam Goody) $4.99/$5.98; (Korvettes) $4.99/$5.49 Atlanta (Turtle's) $3.33/$34; St. Louis (Target) $4.99/$9.99; Philadelphia (Sam Goody) $4.99/$5.49; Los Angeles (Philippa) $4.99/$5.49. 

2. CARPENTERS—$7.98—6 dealers — Philadelphia (Korvettes) $4.99/$5.49; (Sam Goody) $4.99/$5.49; Chicago (Sears) $5.44/$5.44; St. Louis (Target) $4.99; Cleveland (Sears) $4.99/$5.99; Los Angeles (Liccio Pizza) $4.96/$6.99. 

3. ELTON JOHN—$7.98—6 dealers — Philadelphia (Korvettes) $4.99/$5.49; (Sam Goody) $4.99/$5.99; Baltimore (Harmony Hut) $5.29/$5.99; St. Louis (Target) $4.99; New York (Korvettes) $4.99/$5.49; (Record Haven) $4.89. 

4. JAMES TAYLOR—$7.98—4 dealers — Atlanta (Turtle's) $3.33/$4; Cleveland (Sears) $4.99/$5.99; Houston (Disc Records) $4.99/$4.99. 

5. Fleetwood Mac—$7.98—4 dealers — Philadelphia (Sam Goody) $4.99/$5.49; Atlanta (Turtle's) $3.33/$4; New York (Korvettes) $4.99/$5.49; Houston (Disc) $4.99/$4.99. 

6. DIANA ROSS—$7.98—4 dealers — Cleveland (Sears) $4.99; St. Louis (Target) $4.99; Philadelphia (Korvettes) $4.99/$5.49; New York (Korvettes) $4.99/$5.49. 

7. David Bowie—$7.98—3 dealers — New York (Korvettes) $4.99; Philadelphia (Korvettes) $4.99/$5.49; Baltimore (Harmony Hut) $5.29/$5.99. 

8. DEBBY BOONE—$6.98—3 dealers — Cleveland (Sears) $3.99/$4.99; Philadelphia (Korvettes) $3.99/$5.49; New York (Korvettes) $3.99/$5.49. 


COMPILLED FROM NEWSPAPER REPORTS FROM 23 MARKETS

Festival Records Ties Live Acts To Store Opening

LOS ANGELES — Calliope recording artist Dorsay Burnette, The New Marketts and Ronnie Turdo will perform live in new Musicland stores in southern California on November 17-19 as part of an in-store promotion conceived by Festival/Calliope Records and the retail chain.

The acts will perform on stage at Musicland's grand opening of new complexes in a number of locations.

"To my recollection this is one of the first times that three live acts have been packaged in this form for an in-store promotion," says Phil Willen, vice president of sales and marketing for Festival/Calliope Records. "The purpose of the promotion is to make our artists more visible and in turn generate some enthusiasm about what we feel are great talents."

The label will be coordinating extensive advertising on pop and country stations as well as in newspapers. The Musicland stores will also participate in promotion by distributing T-shirts, balloons and posters to customers.

Anthony, Somer To Speak At USC

LOS ANGELES — Dee Anthony, personal manager and president of Bandana Enterprises, and Abe Somer, entertainment attorney, will discuss record company negotiations at a meeting of the Students Entertainment Law Association at the University of Southern California on November 16. The lecture will begin at noon in the Campbell Lounge of the USC law library and will be followed by a question and answer period.

COLUMBUS FETED AT MANSION — The Playboy Mansion recently featured the setting for a party honoring Bobby Colomby, Epic Records' new vice president of A&R, west coast, which was the label's first west coast-based vice president. Pictured (l-r) at the mansion are: Johnnie Wilder, Jr., of Heatwave, LeBaron Taylor, vice president of special markets for CBS, Randy Jackson, George Albert, president and publisher of Cash Box; Ron Alexenburg, senior vice president of Epic; Rod Temperton, Heatwave; Pam Grier and Bobby Colomby; and Albert Alexenburg and Hugh Hefner.

NEW YORK HOSTS CHICAGO — Columbia recording artists Chicago recently appeared at New York's Nassau Coliseum and Madison Square Garden, and received MSG's "Gold Ticket Award" for drawing over 100,000 people.

AGA President To Discuss New Copyright Law

LOS ANGELES — The new copyright law will be discussed by Ervin Drake, president of the American Guild of Authors & Composers, at a general membership meeting of the organization in the Westwood Hollidays Inn, 10740 Wilshire Boulevard here on November 8 at 8 p.m. Joining Drake in the discussion, which will focus on recapture rights for the extended 19 year period, will be AGA attorney Alvin Deutch and Lewis Bachman, the organization's executive director.

Campbell's Latest Gets His 12th Gold Award

NEW YORK — "Southern Nights," Glen Campbell's latest LP on Capitol, has been certified gold by the RIAA. It is his 12th gold LP.

AFTRA Locals Meet; Arbitration Discussed

NEW YORK — The American Federation of Television and Radio Artists held a three-day Conference of Locals in Scottsdale, Arizona October 26-28. On the agenda were discussions of the cable television industry, TV station ownership changes, public broadcasting, and the impact of arbitration in union contracts.

The union's national executive secretary, Sanford I. (Bud) Wolf, chaired the discussions, which were attended by 40 local unions representing AFTRA across the country.

Trout Joins LA Firm

LOS ANGELES — Recording industry attorney Bill Trout has moved to Los Angeles to join the law firm of Cooper, Epstein and Hurwitz as a business consultant and negotiator. Trout’s offices will be at 9465 Wilshire Blvd., Suite 204, Beverly Hills.

Rock Group Formed For New Walt Disney Film

LOS ANGELES — Composers Al Kasha and Joel Hirschorn have put together a new rock act, The Strawberry Shortcake, to perform tunes that the songwriting duo has written for the new Disney film, "North Avenue Irregulars." The group is composed of record producer Michael Lloyd; Jack White of Red Bone; Jim Bullard, who has toured with Crosby, Stills And Nash; and Gary Morgan, a singer-dancer-actor who appeared in Disney's film "Pete's Dragon."

Film Academy Sets Deadline For Entries

NEW YORK — The Academy of Motion Picture Arts and Sciences has announced that the deadline for submitting entries for the Academy's Music Awards will be December 7 for films which begin their qualifying run in Los Angeles run after November 9.

Categories within the Music Awards include Best Original Score, Best Original Song, Score and its Adaptation, or Best Adaptation Score, and Best Song. Further information, rules and submission forms may be obtained from the Academy of Motion Picture Arts and Sciences, 8949 Wilshire Blvd., Beverly Hills, California 90211. The telephone number is 213-278-8890.

Taff Reports New High For 2nd Qtr.

CINCINNATI — Taff Broadcasting Company has announced that operating results for the second fiscal quarter rose to a record level for any fiscal quarter in the company's history.

Compared to a record second quarter last year, net revenues increased 15 percent while operating profit rose 15 percent. Earnings before income taxes increased 18 percent and net earnings were up 21 percent. Net earnings per share were $1.96, compared to $1.62 in last year's second quarter for an increase of 21 percent.

Dolly Parton Day Set In Two Cities

LOS ANGELES — November 8 will be declared Dolly Parton Day in Kansas City, Missouri and Kansas City, Kansas marking the first time that the cities have both honored one individual at the same time.

The proclamation of Dolly Parton Day by the mayors of both cities will kick off Par- ton's five concert performance at Kemper Arena in Kansas City, Missouri.
RCA, Singleton Settle Suit Over Elvis’ ‘Sun Years’ Album

by Bob Campbell

NASHVILLE — Record producer Shelby Singleton, whose company received $45,000 after two months of complicated charges and countercharges over Singleton's right to release the Presley — The Sun Years, which contained fragments of songs recorded by Presley in the mid-1950's. Under terms of the settlement, Singleton is allowed to retain an estimated $600,000 which the album allegedly grossed during two months of release. But the settlement prohibits further manufacture or distribution of the album by Singleton.

Debbie Peters signs with RCA — Songwriter Ben Peters (r) smiles with approval as daughter Debbie last week inked her new recording contract with RCA Records. On the left is Roy Dea who produced her first single, "I’d Rather Give It Away," which will be released November 14.

RCA filed a $4 million damage suit in Davidson County Circuit Court September 20 against Shelby Singleton Corp., and Sun International Corp., both owned by Singleton. At that time RCA obtained a temporary restraining order against manufacture or distribution of the album.

Counter Suit

Singleton in turn filed a countersuit and in the case now pending in the Middle District of Tennessee Court, Judge L. Clure Morton then required RCA to post a $500,000 bond to keep the restraining order in effect. A new trial had been set for several times before the settlement was reached on October 26.

RCA claimed it has owned all of Presley’s recordings since 1955 when the company bought his material from Sun Record Co. of Memphis, Tenn. RCA further maintained Singleton violated the Tennessee Piracy Act by releasing portions of Presley’s recordings. However, Singleton claimed he had owned the Sun name since 1969, and in a countersuit filed September 23, alleged that RCA had made an unauthorized use of the Sun name.

Attorneys for both sides felt they had achieved a victory for their respective clients. In the November issue of Nashville’s The Tennessean, RCA attorney Frank Gordell said, "RCA is completely satisfied with the terms of the settlement, which stops the production and further distribution of this record.

Haran Dodson, Ill., who represented Singleton, said the case was "full of interesting questions and could have gone on under litigation, but both sides decided to back off.

Dodson also explained his view of the case.

"Complicated Case" — "It is a complicated case," he conceded. "But if you read the original contracts of the purchase of Elvis' records by RCA, it is clear that neither RCA bought anything besides Presley's complete masters.

"There is the doctrine of fair use," he continued. "To put it simple, say, if you wrote a book about George Washington, you need to read books where other authors said Washington was a hero, you could quote those authors in your book. If the purpose was historical or documentary. We took the position, that, in this instance, where the public had an interest in what Elvis' early records sounded like, we had a legal right to release snatches of those records."
CMA Announces Associate Curator

NASHVILLE — In their continuing effort to explore and interpret country music, the Country Music Foundation has added an associate curator of education to its staff.

Named to the position was Angela Cacesa, a graduate of the University of West Florida. A native of Pensacola, she has had a 10-year career with the Pensacola News-Journal, acting as an editorial writer and working for the Pensacola Preservation Board.

According to Kyle Young, the Country Music Foundation's curator of education, Cacesa's responsibilities will be varied, and will include maintaining the museum's relationship with area schools, scheduling visits, coordinating our program with the Metropolitan Nashville Schools curriculum and serving as a resource person for teachers. She also organizes the museum's first traveling exhibition — a program utilizing museum exhibits and designed to commemorate the centennial of the discovery of country music by Thomas Edison.
<table>
<thead>
<tr>
<th>Region</th>
<th>Top Ten Albums</th>
<th>Regional Breakouts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast</td>
<td>Odyssey - Santa Cruz</td>
<td>L.V. - IN CONCERT, STEELY DAN</td>
</tr>
<tr>
<td>Baltimore/Washington</td>
<td>All Records - Oakland</td>
<td>Cactus - Houston</td>
</tr>
<tr>
<td>Southeast</td>
<td>Banana - San Francisco</td>
<td>CACTUS - IN CONCERT, SANTANA</td>
</tr>
<tr>
<td>South Central</td>
<td>1. LINDA RONSTADT</td>
<td>1. CACTUS - IN CONCERT, 2. RANDY NEWMAN</td>
</tr>
<tr>
<td>Midwest</td>
<td>Cactus - Houston</td>
<td>3. SANTANA</td>
</tr>
<tr>
<td>West Northwest</td>
<td>Everybody - Portland</td>
<td>4. LINDA RONSTADT, 5. SANTANA</td>
</tr>
<tr>
<td>Denver/Phoenix</td>
<td>Soul Shack - Washington</td>
<td>6. LINDA RONSTADT, 7. SANTANA</td>
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<td>North Central</td>
<td>Record Shack - New York</td>
<td>8. LINDA RONSTADT, 9. RANDY NEWMAN</td>
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<td>National Breakouts</td>
<td>Inner Sanctum - Austin</td>
<td>10. RANDY NEWMAN</td>
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<tr>
<td>Boston</td>
<td>Harvard Coop - Boston</td>
<td>Sound Warehouse - Dallas</td>
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<tr>
<td>Wexie Maxie - D.C.</td>
<td>Wexie Maxie - D.C.</td>
<td>Sound Warehouse - Dallas</td>
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<tr>
<td>Norm Cooper - Philadelphia</td>
<td>New England Music City - Boston</td>
<td>STEELY DAN, LINDA RONSTADT, 1. LINDA RONSTADT</td>
</tr>
<tr>
<td>Licorice Pizza - Los Angeles</td>
<td>Wherehouse - Los Angeles</td>
<td>2. RANDY NEWMAN</td>
</tr>
<tr>
<td>City One Step - Los Angeles</td>
<td>Wherehouse - Los Angeles</td>
<td>3. RANDY NEWMAN</td>
</tr>
<tr>
<td>Alta - Phoenix</td>
<td>J.L. Marsh - Minnesota</td>
<td>4. RANDY NEWMAN</td>
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<tr>
<td>Camelot - Cleveland</td>
<td>J.L. Marsh - Minnesota</td>
<td>5. RANDY NEWMAN</td>
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<td>ABC Record &amp; Tape - Natl.</td>
<td>Dan Jay - Denver</td>
<td>6. RANDY NEWMAN</td>
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WIG And Davis Report
New Distribution Pact

NASHVILLE — Day-Dan Records, a new label owned by Nashville Brass leader Danny Davis, and World International (WIG) have agreed to a new distribution-promotion contract.

The first single on Day-Dan is “When You Gonna Take Me Home (To Meet Your Mama)” by Tina Welch, a young country singer from Wakeland, Mass. Day-Dan Records is distributed by Day-Dan Productions Ltd. The record was produced by Davis, with associate producers Lamar Morgan and Emmylou Harris.

Welch, who has been performing since she was nine-years-old, is a well-known singer in the New England area. She has been the opening act for more than 50 major country performers including Tammy Wynette, The Statler Brothers, Art Chantry and Freddy Fender.

President Comments

Gene Kennedy, president of WIG, said radio stations WRIA, WBCB, WMXK and WYDE in Nashville, Tenn., had already called the Nashville office of WIG inquiring about Tina’s record.

“Tina is highly unusual for radio stations to begin calling requesting a record before it is released,” said Kennedy. “She has great potential.” Kennedy noted that she has definitely made an impact on all the people who have heard her. We are really excited about this single and expect good things from Tina.”

CMA Seeking Talent

NASHVILLE — Following the success of the 1977 CMA International Show, held during Fan Fair this past June, the Country Music Association is now in the process of screening acts from outside the United States to perform at next year’s show.

The International Show, fast becoming one of Fan Fair’s most prestigious events, was videotaped in its entirety in June and is being broadcast by WDCN-TV of Nashville and televised during September. Plans for a second broadcast later this year are also in the works.

Requirements

While they have already received applications from a record number of countries, the CMA International Committee is still seeking talent for the 78 show, slated for next June. The CMA is asking that interested performers or their record labels submit a record with biography and photograph. Considered acts should have a radio-ready, commercially released country record and the artists must perform in English.

Material should be sent to the CMA International Committee, 7 Music Circle North, Nashville, Tennessee 37203, U.S.A.

Most Active Country Singles

1. THIS IS YOUR LIFE — BILLY "CRASH" CRADDOCK — ABC/VT

2. T.G. SHEPPARD — WARNER/CURB

3. CHAINS OF LOVE — MICKEY GILLEY — PLAYBOY

4. THE PAY PHONE — BOB LUMAN — POLYDOR

5. I’M KNEE DEEP IN LOVING YOU — DUANE & SUGAR — RCA

6. I’M KNEE DEEP IN LOVING YOU — DUANE & SUGAR — RCA

7. I’M KNEE DEEP IN LOVING YOU — DUANE & SUGAR — RCA

8. I’M KNEE DEEP IN LOVING YOU — DUANE & SUGAR — RCA

9. I’M KNEE DEEP IN LOVING YOU — DUANE & SUGAR — RCA

10. I’M KNEE DEEP IN LOVING YOU — DUANE & SUGAR — RCA

WIG Box/November 12, 1977
The Third Annual ‘Praise Gathering’ Conference Draws 8200 Participants

NASHVILLE — More than 8200 participants from 38 states and four foreign countries attended the third annual “Praise Gathering Conference” September 29-October 1 in Cincinnati, Ohio. The conference was coordinated by a committee made up of songwriters/performers Bill and Gloria Gaither; Bob Ben-

formers, Alan Lomax called “the most polyrhythmic stuff you’ve ever heard.” “Gott Loves And Cares For You” is reminiscent of Sam Cooke’s lead singer for the Soul Stirrers, and the production makes it really cook on “If You Think God Is Dead” and “I’ll Travel On.” If this recording is indicative, J.J. Farley intends to continue preserving the dignity of the original Soul Stirrer sound.

Word Christmas Promo To Focus On 6 New Releases

WACO, TX — “Come On, Ring Those Bells” the latest album from Canadian recording artist Evie Tornquist on Word Records, tops the roster of six new releases included in the label’s Christmas marketing campaign. Other season sales increases are due from Word artists Ralph Carmichael, Ron Huff, Danniebelle, Dino and Anita Bryant.

“I believe this is probably the finest Christmas album ever produced,” said Budy Huey, director to A&R, of Tornquist’s first Christmas album. “It has a blend of a variety of traditional favorites with some exciting new Christmas tunes so that the record has something for everybody.”

The title track will be the object of the largest radio promotion in Word’s 25-year history, according to a statement from the label. The promotional campaign extends to the album’s packaging, each record will contain a four-color photo of Evie with a special Christmas message.

“Crossover Appeal!” “We expect to see a strong crossover appeal with gospel artists like Evie this season,” noted Dan Johnson, director of marketing. “The warmth and sincerity of gospel music is synonymous with the feelings of Christmas. And who can better communicate those feelings than the world’s leading gospel artists?”

A new release by arranger-composer Ralph Carmichael, will also be highlighted in Word’s Christmas campaign.

Additional promotional plans will include four-color posters, radio and TV spots, a four-colorgiveaways, to be sent to multiple radio stations, a Christmas sing along, a radio and TV campaign. Tornquist will be featured with Carmichael on the Billy Graham TV special this Christmas. In addition, Evie will host her own 60-minute radio Christmas program.

Lamb & Lion Packages Boone Girls Gospel LP

LOS ANGELES — The Boone Girls’ first LP for Lamb & Lion Records, “Glass Castle,” is being re-packaged and is scheduled to be completed and on the market shortly. A double jacket of “Glass Castle,” which will be dis- tributed by Word, has been redesigned to give the album greater visual impact.

Top Spiritual Albums

1. FIRST LADY SHIRLEY CAESAR (Raddison RS 744R) (UA)
2. LIVE AT CARNIEGIE HALL, JAMES CLEVE-LAND (Savoy 7041) (Artists)
3. I’VE ALIVE WALTER HAWKINS & THE LOVE CENTER CHOIR (Acap 5705) (Word)
4. FROM AUGUSTA WITH LOVE SWANEE QUINTET (Crest 3077) (Nashboro)
5. TONIGHT’S THE NIGHT GOSPEL KEYNOTES (Nashboro 7190)
6. THE COMFORTER EDWIN HAWKINS SINGERS (Bethlanc BR 3402)
7. HE’S STANDING BY INSTITUTIONAL RADIO CHOIR OF BROOKLYN, NEW YORK (Impact R1404) (SPAR)
8. SEE YOU IN THE RAPTURE SENSATIONAL NIGHTGAI-NES (Fasooka 5927) (ABC)
9. JESUS CHRIST IS THE WAY WALTER HAWKINS (Lyg 5705) (Word)
10. JOY REV. MILTON BRUNDLE & THE THOMPSON COMMUNITY CHURCH CHOIR (Crest 3077) (Nashboro)
11. RIDE THE SHIP TO ZION GOSPEL KEYNOTES (Nashboro 7190)
12. STAND UP FOR JESUS SAVANNAH COMMUNITY CHOIR (Crest 3077) (Nashboro)
13. JAMES CLEVELAND PRESENTS THE RUTH SCHOEFIELD EDITION (Savoy 1446A) (Artists)
14. MYRNA MYRNA SUMMERS (Savoy 1446B) (Artists)
15. GONNA FIND A BETTER HOME ANGELIC GOSPEL SINGERS (Nashboro 7178)
16. NEW YORK COMMUNITY CHOIR (RCA 4429A) (Artists)
17. WONDERFUL EDWIN HAWKINS SINGERS (Bethlanc BR 3405)
18. TAKING GOSPEL HIGHER SENSATIONAL WILLIAMS BROTHERS QUARTET (Savoy 4454D) (Artists)
19. HAVE YOU EVER HAD THE BUTS PROF. HAROLD BOGGS (Crest 3073) (Nashboro)

Top Inspirational Albums

1. MIRROR EVIE TOURNOUSIT (Word WST 7830)
2. DALLAS HOLM & PRAISE LIVE (Directrice R3441)
3. HOME WHERE I BELONG B. J. THOMAS (Myra 56711) (Word)
4. LADY REBA (Deville R3430)
5. FOR HIM WHO HAS EARS TO HEAR KEEGH GREEN (Sparrow 1015)
6. EVERGREEN NANCY HONEYTREE (Myra MSA 8530)
7. GENTLE MOMENTS EVIE TOURNOUSIT (Word WST 2174)
8. PRAISE ME TO JESUS BILL GAITHER TRIO (Impact R3440)
9. ALLELUJA BILL GAITHER TRIO (Impact R3408)
10. LIVE FROM MY HOME MARYVILLE SWAGGART (Jim 126B) (Word)
11. MY HEART CAN SING THE BILL GAITHER TRIO (Impact R3445)
12. RAMBO COUNTRY THE RAMBOS (Regal/aarw/turning R3409)
13. LOVE BROKE THRU PHIL KAEGY (New Song MSA 0029) (Word)
14. I HAVE RETURNED (C capacité) 13015) (Word)
15. THIS IS NOT A DREAM PARM MARK (Asian ARS 1003)
16. PRAISE VOL. 1 MARIAKATHA SINGERS (Warhatsoh MSA 0028)
17. ME AND MY OLD GUITAR NANCY HONEYTREE (Myra MSA 6564) (Word)
18. ALIVE MIKE WARNE (Myra MSA 6565) (Word)
19. HIS HAND IN MINI ELVIS PRESLEY (RCA ANL 1338)
20. SONGS OF THE SOUTH PATTER 4Y (Myra MSA 6666) (Word)

Jelly And Vesper Agree On Distribution Pact

SHREVEPORT, LA — Jewel Records has reached an agreement to distribute the Vesper label, according to an announce-ment by Jewel president Stan Lewis. According to the announcement, Vesper releases will retal for the same price as Jewel — $6.98 for albums and $7.98 for tapes. Artists currently on the Vesper label include Shirley Caeser, James Cleveland, Clarence Fountain And The Five Blind Boys of Cleveland, Swan Silvertone and Rev. Claude Jasper.

Lillian Jenkins Leads Jewel Gospel LP List

LOS ANGELES — Lillian Jenkins debut LP, “Welcome The Vibrant Lillian Jenkins,” tops the roster of six new black gospel albums recently released by Jewel Records. Other releases include “I’m Going To Sit Down” by Ernest Franklin; “Meet The Five Blind Boys Of Mississippi” by the Blind Boys; “Testify For Jesus” from the new gospel group Archie Dale & The Toneds Of Joy, “Where Has He Gone?” by Rev. Thomas; and “The Promise” by ”Willie Morganfield. Features his Bell Grove Baptist Church Choir” by Willie Morganfield.

Don Light Set To Book The Singing Christians

WACO, TX — Canaan Records recording artists, The Singing Christians, have signed a management contract with the Don Light Talent Agency of Nashville.

Harman Harper, booking agent for the talent agency, said, “Don Light Talent carries the reputation for only booking top name talent. After watching The Singing Christians for the past two years, I now feel production is something every booking agent needs to do. We’re proud to be associated with such a fine group of young men with such an exciting future ahead.”
Country, Jazz, R&B Charts Reflect Pop Crossover Trend

(continued from page 8)

at #6 and #103 bullet; "Brick" at #7 and #24; "Star Wars And Other Galactic Funky" by Meeko at #82 and #26; "Too High For Me" by Heatwave at #9 and #14 bullet; "Baby It's Me" by Diana Ross at #10 bullet and #23 bullet; and "Odyssey" at #12 bullet and #67 bullet.

Also appearing on both Cash Box charts this week are: "Shake It Well" by The Dramatics at #11 and #18; "When The Drums Go " by Donna Summer at #14 and #31; "Come Go With Us" by Pockets at #15 bullet and #36 bullet; "Funk Shun" at #16 and #110 bullet; "Choosing You" by Lenny Williams at #17 and #17 bullet; "Hey!" by Heritage at #18 bullet and #106 bullet; "Commodores" at #19 and #22; "Goin' Places" by the Jacksons at #20 bullet and #94 bullet; "Rejoice" by the Emotions at #27 and #51 "Part 3" to KC & The Sunshine Band at #22 and #69; and "Reach For It" by George Duke at #23 bullet.

Other R&B albums currently crossing over are: "Send It" by André and Al Green at #20; "Sly's Got It This Time" by Michael Henderson at #25 and #192; "Nightings" by Stanley Turrentine at #26 and #63; "Right On Time" by Brothers Johnson at #27 and #62; "One in a Million" by Ayers at #29 and #62; "Commodores - Live" at #30 bullet and #100 bullet; "The Best of Boz" by Boz Scaggs at #40; "The Floaters" at #38 and #79; "Exodus" by Bob Marley & The Wallers at #44 and #116; "True to Life" by Ray Charles at #45 bullet and #147 bullet; and "Village People" at #46 and #137 bullet.

Additional albums appearing on both charts this week: "The Thrill of It All" at #53 bullet and #185; "Bridges" by Gil Scott-Heron & Brian Jackson at #55 and #150; "Devil's Gun" by C.C. & Co. at #57 and #172; "Moor and The Murderers" at #59 and #137 bullet; "Songbird" by Deneice Williams at #59 bullet and #153 bullet; "Porcelain" by Stanley Turrentine at #62 and #180; "Ruby, Ruby" by Gato Barbieri at #64 and #113 bullet; "The Devil In Me" by Thelma Houston at #65 bullet and #171 bullet; and "Mandine" at #70 and #174.

Jazz Crossovers

Among the jazz albums that have crossed over to pop, with their respective chart numbers, are: "Enigmatic Ocean" by Jean-Luc Ponty at #19 and #74 pop; "Nightwhispers" by Stanley Turrentine at #36 and #83; "Free As The Wind" by the Crusaders at #4 and #195; "Oxygene" by George Duke at #53 and #139 bullet; "True to Life" by Ray Charles at #54 and #98 bullet; "Feels So Good" by Chuck Mangione at #100 and #69 bullet; "Ruby, Ruby" by Gato Barbieri at #103 bullet and #136 bullet; and "Ruby" by Gato Barbieri at #133 bullet and #113 bullet.

Also included on both Cash Box charts this week are: "Wicked Me" by Prince at #21 and #115; "Lifeline" by Roy Ayers at #26 and #92; "Goin' Places" by Michael Henderson at #29; and "Reach For It" by George Duke at #31 bullet and #114 bullet; and "Breeze" by George Benson at #35 and #117.

The Singles Bullets

(continued from page 9)


47 - BAY CITY ROLLERS — Added this week at WCAO, QJR, KERN, WHHY. Jumps this week include WAPE ex-30, KPM 27-23, KCPR ex-30, KGW 30-26, KCKK 22-16, WLDK 10-4, WMAK ex-40. Sales at Worldwide/Seattle, N.E. Music Records/Atlanta.

48 - QUEEN — Added this week at KCPR, WAPE. Jumps this week include WROK 18-15, WBBQ 28-19, KGSN 130-29-22, WPRF-FM 13-6, WCAO ex-29, WDRG ex-30. Good sales at City One Stop, Licorice Pizza, Music Plus/L.A., Sam Goody/N.Y., N.E. Music City/Boston, Waxie Maxie, Harmony Hut/D.C., Giragio/Chicago, Stark, Globec/Tampa, Goodtimes/Cincinnati, Mood Records/S.F.

49 - CROSBY, STILLS & NASH — Added this week at WMAK, KACK, WNDE. Jumps this week include WRC 28-16, KFRC 21-14, WPGC 20-13, WBBQ, WSGN.

50 - ROD STEWART — Added this week at WKWB, WMAK, QJR, KERN, JUMPS. This week include WOJX ex-29, KIL 39-34, KBXK ex-30. Strong break sales at City One Stop/L.A., Banana/bar, The Drill, WBBW, City One Stop/Western Am/Atlanta.

51 - KANSAS — Added this week at WPGC, KFRC, WCAO, QJR, WOXY, KCKK. Jumps this week include WHYE ex-30, WOXY ex-30, WZLX ex-31, Saldia/Waxie Maxie/D.C.

52 - HIGH INFINITY — Added this week at WPMC, 96X. Jumps this week include KJH 25-20, WDRG 25-15, WCAO ex-30. Good sales at City One Stop/Music Plus/L.A., All Records/Oakland, Circles/Phoenix, Waxie Maxie, Harmony Hut/D.C., Handleman/Atlanta, Sound Warehouse/Dallas, Cactus/Houston.

53 - ELVIS PRESLEY — This week's #5 most added record. Added this week at WRKO, WOXY, WSGN, WTXI, 96X, WNCI, KPM, WLE, KCS. Jumps this week include WSSG 22-16, KCPR 29-21, Z93 ex-30, KCKK ex-38.

54 - LEIF GARRETT — This week's #3 most added record. Added this week at WPGC, WBBQ, WSGN, WDRG, WBBW, WBHO, WBBW, WCAO, WDRG ex-30. Sales at City One Stop/L.A., Banana/bar, The Drill, WBBW, City One Stop/Western Am/Atlanta.

55 - DIANA ROSS — Added this week at KJU, TOQ, Y100.

56 - ANDY GIBB — Added this week at B100. Last week at WOJI, WBBO, WSGH, WHHY.

57 - EARTH, WIND & FIRE — Added this week at CKLW, WBHO.


59 - SAMANTHA SANG — Added this week at KILT, 100, WBBO, WHHY, WSGN, WPGC, WBBW.

60 - LILIANA — Added this week at KFRC, KING, KPM, KJU.

61 - BILLY JOEL — Added this week at WOJI, Z93, 96X, WBBO, WSGA. Jumps this week include WHYE ex-30, WBBO 99X, WSGA.

62 - OLIVIA NEWTON-JOHN — Added this week at WOJI, Z93, KSTP, KJIN. Jumps this week include WKLO ex-20.

63 - CHEECH CHONG — Added this week at KACK, 293, WPRO-FM, BJ105, WSGA. Jumps this week include KNCX 20-10.

64 - SANTA ESDELA — Added this week at KSLO. Last week at WKBE, WBBO.

65 - ODDESSY — Added this week at WABC, WRKO. Good sales at Sam Goody/N.Y., N.E. Music City/Boston, The Drill, WBBW.

66 - BROOKLYN DREAMS — Added this week at KFST, KEEL. Last week at WPEZ.
TOP 75 R&B ALBUMS

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<th>Weeks On 11/5 Chart</th>
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<tr>
<td>1 BARRY WHITE SINGS FOR SOMEONE YOU LOVE (Epic/T 2257)</td>
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<td>2 IN FULL BLOOM ROSE ROYCE (Whitfield/Whit 3074)</td>
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<td>3 AC/DC THE BLACK BICYCLES (Fantasy F-3955)</td>
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<td>4 SOMETHING TO LOVE L.T.D. &amp; JUNEDY (Motown M-1910)</td>
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<td>5 PATTI LABELLE (Epic PE 34471)</td>
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<td>6 FEEL THE VITCHY MILLIE JACKSON (Stax/Polystar SP 1-6715)</td>
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<td>7 BRICK (Begy BLP 429)</td>
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<td>8 STAR WARS AND OTHER GALACTIC FUNK MECC (Maximum/Mattan MNL-9001)</td>
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<td>9 TOO HOT TO HANDLE RHYTHM &amp; BLUES (Epic PE 34471)</td>
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<td>10 BABY IT'S ME DIANA ROSS (Motown MT-8901)</td>
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<td>11 CARDIAC ARREST SONG (Cassabelle/Atlantic Clydesdale CCLP-10201)</td>
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<td>12 ODYSSEY (RCA AFL-12204)</td>
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<td>13 SHAKE IT WELL (Dramatics/ABE 3107)</td>
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<td>14 I REMEMBER YESTERDAY ELTON JOHN (Capitol CMS 7-1180)</td>
<td>14 24</td>
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<td>15 COME GO WITH US POINT BREAK (Columbia PC 46789)</td>
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<td>16 SECRETS COMM TAP (Capitol CMS 7-1180)</td>
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<td>17 CHOOSING YOU LIGHT (ATLANTIC AB 1023)</td>
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<td>18 TURNIN' ON HIGH NERVOUS (Motown-GT-97451)</td>
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<td>19 COMMODORES (Motown SD 40365)</td>
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<td>20 GAIN PLACES THE JACKSONS (Epic PE 34471)</td>
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<td>21 CRIME EMOTIONS (Columbia PC 37692)</td>
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<td>22 PART 3 THE SUNSHINE BAND (T-K 509)</td>
<td>16 56</td>
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<tr>
<td>23 REACH FOR IT GEORGE DUKE (Epic PE 34471)</td>
<td>39 5</td>
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<td>24 SEND IT ADIFORD &amp; SIMPSON (Warner Bros BS 3088)</td>
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<td>25 GAIN PLACES MICHAEL HENDERSON (Buddah BS 5993)</td>
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<td>26 NIGHTWINGS STANLEY TURRENTINE (Fantasy 9534)</td>
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<td>27 MANAGERIE BILLY WILDER (Columbia J-34903)</td>
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<td>28 RIGHT ON TIME THE BROTHERS JOHNSON (A&amp;M SP 4644)</td>
<td>26 27</td>
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<td>29 LIFELINE R&amp;B ATTERS PARTY (Polydor PO 1618)</td>
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<td>30 LIVE THE COMMODORES (Motown MT-89442)</td>
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<td>31 POWER AND LOVE MANCHADO (Reprise SP-1653-D)</td>
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<td>32 FOREVER GOLD THE ISLEY BROTHERS (Epic PE 34471)</td>
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<td>33 SLICK EDDIE KENDRICKS (Tamla-TG-34551)</td>
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<td>34 MAZE (Capitol ST 11607)</td>
<td>27 37</td>
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<td>35 CREAM CITY AALON (Atlantic AL-4127)</td>
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<td>36 THAT'S ALL WARRIORS (MILLIL-89021)</td>
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<tr>
<td>37 THE BEST OF TAVARES THE RENEWAL (Warner Bros BS 3088)</td>
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<td>38 THE FLOATERS (ABC AB 1030)</td>
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‘Many Sides Of Black Music’ Debuts in Inner-City Schools

by Carita Spencer

LOS ANGELES — With the emergence of the many different styles and forms of music, Black music in particular has seemingly been overlooked in terms of its value and weight in relation to the Black culture. Within the realms of both classical and contemporary music there exists a need to bring to the foreground the intricate elements that comprise Black music in an effort to educate, inform and appreciate a universal form of expression.

Consequently, a new and unique educational kit will soon be in use in Los Angeles area schools carrying predominantly Black enrollments. "The Many Sides of Black Music," as the program is called, is sponsored by the Carnegie Corporation and is now being utilized in numerous inner-city schools in 22 cities as an avenue to develop and strengthening the respect for Black musical composition as a legitimate art form.

J. Edward Atkinson, manager of urban relations for Carnegie, explained, "This is a valuable teaching tool. Through its utilization of contemporary Black music recorded by well known artists it provides a basis for teaching musical composition and technique in a way that is readily and meaningful and relevant to young students."

The concept of the program developed initially around 1974 in the form of a radio program as a public affairs advertisement created for Carnegie by Burrell Advertising, incorporated in Chicago. The format of the program was coordinated by Dr. Florence Robinson, chairperson of the division of arts and humanities at Clark University in Atlanta, who at the time was involved in a similar program dealing with classical music. At the request of Tom Burrell, president of Burrell Advertising, Dr. Robinson provided the narration for the program and with her extensive knowledge of Black music taught various concepts of music such as syncopation, kinds of voices, crescendo and decrescendo in a series of five minute spot programs that ran for 18 months on Black radio in 86 cities across the country. This program received tremendous response from teachers, school administrators, college students and everyday people requesting copies of the material for various purposes.

As a result, an educational package with the same format as the radio program was put together consisting of five LPs, supplied through Motown records, an instructor's lesson plan, a student testing schedule for each segment of the course and a four color wall poster. The kit is available to accredited music departments of schools, free of charge (with the exception of $1.50 handling) upon request from: The Many Sides of Black Music, P.O. Box 1036, South Holland, Illinois 60473.

Contemporary music was selected on the basis of the premise that it would serve as a comfortable environment for young people in that they are already attuned to and familiar with it. "In essence, it serves as an attention getter," explained Dr. Robinson. "Once you grab the children's attention you let them know that music really can be fun and that

(continued on page 44)
A brand new dance exploding from the windy city...

Brought to you by an exciting new record company...

PARACHUTE presents

"Spank Your Blank Blank"

by Morris Jefferson

A LUCKY CORDELL Production
Reflections ’N Black

Atlantic recording artist Ray Charles is scheduled as a guest host for NBC-TV’s “Saturday Night Live,” taping November 12 in New York. Charles and his Ray Charles Show recently returned from a tour of several cities in the Far East.

Something new from The Commodores, a double LP “Commodores Live” recorded during their recent tour. The album also contains a new tune “Hot To Trot” which they perform in the soon to be released film “Thank God It’s Friday.”

B.B. King and Lucille, his famous Gibson guitar, will be featured in a commercial for the Technics Linear Phase Speaker System demonstrating the speakers’ ability to produce a mirror image of the musician’s music. “Will the real B.B. King please stand up” advertisement is based on the comparison of recorded and live material.

The Spinners have completed their new album, “Spinners 8,” on Atlantic produced by Tom Bell. “Heaven On Earth So Fine,” the single, is currently number 15 on CB’s R&B Chart.

A new Natalie Cole album, “Thankful” on Capitol, is scheduled for a November 14 release with the first single “Our Love” preceding the LP. Natalie recently presented prodigal son, Randy Adam, on October 15.

Welcome home Brothers Johnson after recently completing an extensive European tour covering England, the U.K. and Holland. The brothers are scheduled to perform at the Forum on December 29, their first headline appearance in L.A. along with L.T.D. and Brick and are preparing to record their third album to be released in March.

The Temptations announce the signing of a management contract with Sidney J. Seidenberg, Inc. The group also recently signed to a recording contract with Atlantic and their latest LP “Hear To Temp You” will be released shortly on that label.

Magic Disc Records recently signed The Reachers vocal group to an exclusive recording contract with their first single, “I Just Want To Do My Own Thing,” being released this month. The group has strong sales and supportive airplay on the two-top ten Dec 12acher “Got To Give It Up” has prompted the company to release another album of the same containing two additional tunes, “Love Alarm” and “Float On.”

Congratulations to Brockman Gallery Productions, a non-profit organization for the creative arts, on the celebration of their 10th anniversary commemorating their outstanding community activities and programs that have contributed to the appreciation for enjoyment of the arts . . . also to Barry Baker on his appointment as general manager for KMJQ Houston.

carla spencer

TOAST TO RAWLS — Georgia legislator Julian Bond, (I), and August A. Busch III, chairman and president of Anheuser-Busch, Inc., pose a toast, along with Rawls, to the success of the entertainers’ one-man show on Broadway at New York’s Mark Hellinger Theatre scheduled for November 23-December 4.

‘Many Sides of Black Music’ Debuts In Inner City Schools

(continued from page 49)

there is something academic that they can get out of something that they have taken for granted.

Having taught music at virtually every educational level, Dr. Robison feels that it is important for Blacks to appreciate the value of their music and at the same time develop critical listening skills that will carry over into any kind of music.

“Our children are totally unfamiliar with Black contemporary composers of symphonies, not to mention classical,” she said. “But this is because they have not been taught. A person cannot appreciate something that they haven’t been exposed to.”

Supplementary Material

This highly motivational material is designed as a supplement rather than a basic and can be very effective in music classes where students are turned off by classical music. The basic and the side elements of music can be taught and gradually progress to include more complicated areas allowing for exposure to other forms of music.

“We could not start teaching musical concepts using classical music,” explains Anna Morris, vice president and creative supervisor at Burrell Advertising. “We have to show them that these elements exist in contemporary as well as classical music and this will serve to heighten their respect for what they are listening to and at the same time encourage them to look for this in other music forms.”

Speaking on behalf of the company, Morris pointed out that the whole project, from the radio program to the educational package, has been a “labor of love” for Burrell Advertising.

“Burrell Advertising is Black owned” she said. “We are highly committed to projects that serve to move our people forward.

“We are grateful to the Carnation Company for giving us this opportunity and we hope that this will inspire our other clients to become involved in projects of this nature in the future.”

On November 4, the program will be introduced at a reception to be held at the Bonaventure Hotel. In addition to Morris, several of the composers whose music is featured in the kit will be on hand to speak on “The Many Sides of Black Music.”

MOST ADDITIONAL R&B SINGLES

1. SOMEBODY’S GONNA WIN — THE CONTROLLERS / JUANA/TK

2. BOP GUN — PARLIAMENT — CASABLANCA

3. GETTIN’ READY FOR LOVE — DIANA ROSS — MOTOWN

4. SORRY DOESN’T ALWAYS MAKE IT RIGHT — GLADYS KNIGHT — BUDDAH

5. SOMEBODY’S GONNA WIN — THE CONTROLLERS / JUANA/TK

6. BOP GUN — PARLIAMENT — CASABLANCA

MOST ACTIVE R&B SINGLES

1. SERPENTINE FIRE — EARTH, WIND & FIRE — COLUMBIA

2. YOU CAN’T TURN ME OFF — HIGH ENERGY — GORDY/MOTOWN

3. DON’T ASK MY NEIGHBORS — THE EMOTIONS — COLUMBIA

4. FUNKIEST QUEEN SH VINYL” — MERCURY

5. THE DEVIL IN ME — THELMIA HARRISON — TAML/MOTOWN

TOAST TO RAWLS Georgia legislator Julian Bond, (l), and August A. Busch III, chairman and president of Anheuser-Busch, Inc., pose a toast, along with Rawls, to the success of the entertainers’ one-man show on Broadway at New York’s Mark Hellinger Theatre scheduled for November 23-December 4.
CASH BOX COIN MACHINE

Midway's Siemieniec Details Parts Department Function

CHICAGO — Over the past two years the parts department at Midway Manufacturing Co. has been completely renovated, and the entire project was conceived and set in motion by the firm's energetic, young department manager, Tom Siemieniec.

Siemieniec has been with Midway for six years. He started out in the production department for a brief period, was subsequently transferred to the factory's technicians area and then to the service department, where he worked under veteran service manager Andy Ducey. "Andy is one of the most knowledgeable men in his field," Tom said, "and I can't say enough about all of the help he's given me.

The foundation for Tom's background was established during his tenure at DeVry Institute. "I was just getting into technicians when I graduated from DeVry," he said. "Now it's all integrated circuits and microprocessors, and everything I know about this area I learned at Midway. Since about 1974 we've been very much into solid-state and, as a result, there's been a growing emphasis on parts and parts servicing."

Staff Enlarged

In restructuring the parts department, Siemieniec concentrated his initial effort on the liquidation of "all of the old parts that go back a long time," in order to make room for the consumer market parts and other new parts. "We ran a special sale," he said, "and did well with it. What we were unable to sell, we scrapped and this gave us the space we needed." Revamping of the staff was another move. At present, there are nineteen employees in the department, as opposed to the previous staff of four.

"We also made a lot of paperwork changes," Tom said, "and re-defined many of the routine functions like invoicing, repair and return, and the various day to day activities, which may seem insignificant, but are vitally important factors in the overall management of the department.

"With Midway's computerized system, we are able to process orders more quickly. Of primary concern, and I think this applies to every parts department, is expediting the delivery of parts. This is why we made improvements in Midway's parts department. We wanted to be in a better position to accomplish our main objective — getting the parts to the operator as fast as possible."

On September 30 of this year, the first parts seminar was held at the O'Hare Hilton Hotel in Chicago. It was open to department managers and personnel representing the factory's distributors from throughout the country. Some 35 parts people attended.

Bally 3rd Quarter, 9 Months Earnings, Sales Set Records

CHICAGO — Bally Manufacturing Corporation reported a 39% increase in earnings for the third quarter of 1977 over the same period last year, and a 15% gain in revenues.

Net income for the three-month period ended September 30, 1977 was $4,158,000, or $.37 per share, up from $3,175,000, or $.27 per share, for the corresponding quarter one year earlier. The net income gain was $983,000, or $.01 per share, over the 1976 quarter.

"We realized a tremendous increase in revenues during the third quarter of 1977," said Mr. O'Donnell, "as the effects of our re-focusing on our primary concern, the consumer market parts business, became evident. We are able to process orders more quickly and are able to get the parts to the operator as fast as possible."

"Our earnings gain of 39% over the third quarter of last year is gratifying, what is even more gratifying is the fact that the company's earnings for the first nine months of this year exceed, by 17%, the results for the full year of 1976."

Mr. O'Donnell noted further that the company's record results were primarily attributed to "continuing strong demand for Bally's new electronic flipper pinball machines as well as for slot machines."

He concluded by noting that Bally is "very pleased with its third quarter financial results and we look for still further outstanding gains in the fourth quarter and for the year as a whole, which is expected to be by far the best in Bally's history."

Dates & Location Are Set For 34th ATE Show

NEW YORK — Several hundred overseas buyers are expected to be among the 8,000 trade visitors attending the 34th annual Amusement Trades Exposition at the Alexandra Palace in London, January 24-26, 1978. The show, recognized as Europe's biggest and most important exhibition in the field, is expected to attract a number of firms launching new lines.

The 44,000 sq. ft. of display area will be occupied by 172 exhibitors, including seven from the United States: Aardac Inc. of Willoughby, Ohio; Atami Corporation of Sunnyside, California; Bally Manufacturing Corporation of Chicago, Illinois; R.H. Balcom Co. of New York; Ramtek Corporation of Sun- nyside; U.S. Billiards Inc. of New York; and The Valley Company of Bay City, Michigan. Japan and a number of European countries are also expected to participate.

The exhibits will feature coin-operated amusement and gaming machines and jukeboxes together with other types of amusement equipment.

School in Session — The Robert Jones International Syracuse branch hosted one of its "most successful service schools" to date this past summer, at the Marriott Inn. It was a Bally-Midway session, focusing mainly on electronic pins and video machines; and, according to RJJ's Jack Shawcross, if I draw a record turnout of very attentive ops and service people. Pictures in the accompanying photo are (t-r): John Lott, of the distro's sales staff; Bally's mid service manager Bernie Powers, who conducted the Bally school; Jack Shaw- cross, Midway's service manager Andy Ducey, who presided over the Midway school; and Jim Lorman, also of the distro's sales staff.

The JukeBoxProgrammer

Top New Pop Singles

1. Still the Lovin' Is Fun, B.J. Thomas (MCA 40812)
2. Point of No Return, Kansas (Grapevine 64927)
3. Netherland's Dan Fogleberg (Capitol 5-50482)
4. Love Is Thicker Than Water, Andy Gibb (ISO 56850)
5. Time Bomb Lake (Columbia 3-10514)
6. Time of Your Life, Joan Baez (Portal 5-50039)
7. One More Night, Stephen Bishop (ABC 40232)
8. Runaround Sue, Leif Garrett (Atlan 3402)
9. Was a Dog a Doughnut in Steve's (A&M 1971)
10. Hey, Deanie, Shun Cassidy (Warner Brothers 5485)

Top New Rock & Pop Singles

1. Think About Me, Freddy Fender (ABC 40073)
2. Saving This Love For You, Johnny Rodriguez (Mercury 55012)
3. Take This Job and Shove It, Johnny Paycheck (Epic 5-54849)
4. Abilene, Sonny James (Columbia 3-10628)
5. Where Lonely People Go, Budy Arnold (PCA PB-11332)
6. Heaven Can Be Anywhere, Charlie Daniels Band (Epic 5-54846)
7. Quits Gary Stewart (PCA JH-11311)
8. Middle Age Crazy, Jerry Lee Lewis (Mercury 55011)
9. The Search, Freddie Hart & the Heartbeats (Capitol 4659)
10. It Should Have Been Easy Dotty (PCA PB-11318)

Top New MOR Singles

1. What a Night, Tom Jones (Epic 50485)
2. I Honestly Love You, Olivia Newton-John (MCA 40811)
3. The Next Hundred Years, Al Martino (Capitol 4508)
4. The Happy Girls, Helen Reddy (Capitol 4667)
5. Don't Let the Flame Burn Out, Jackie DeShannon (Amberst AM725)

Cash Box/November 12, 1977
First Maryland 8-Ball Tourney Off To Big Start

HANOVER, MD — With over $10,000 in cash and merchandise prizes up for grabs, the first annual Maryland 8-Ball Pool Tournament got underway October 31 at 64 participating locations statewide.

Co-sponsored by SEFCO Distributing Company here and U.S. Billiards, the event has already had a noticeable impact on collections, according to tournament chairman Mark McCleskey.

"Locations Excited" "The locations are very excited," McCleskey said. "I spoke with Ray Makarovich of Cadillac Amusement, which has nine different locations, and he said overall business was up 200% on the night of the tournament."

Area tournament coordinators, in addition to Makarovich, include: Baltimore — Bernie Hodges, Columbia Vending; Dave Wilkins, Roxville Vending; Paul Chesnick, Jr., Madison Vending; Hagarstown — Herb Ridenour, Ridenour Coin; Jack Ryland, Todd Amusement & Cigarette Co. (a subsidiary of Columbia Vending); Rockville — Joe Sciaccia, Pasadena — Vern Valentine, Valley Vending; Jim Collier, Automatic Sales; Centerville — Bill Downes, Downes Music Co.

Qualifying Rounds

Eight consecutive weeks of qualifying rounds, at each sponsor's location will determine finalists for the championship playoffs to be held January 8 at the Downtown Baltimore Hilton said McCleskey, who is also district sales manager for SEFCO. Len Schnell, U.S. Billiards sales manager, is the tournament director.

Each weekly winner is awarded a professional "Hustler" two-piece cue stick with black leatherette carrying case. They will then compete during the 9th and 10th weeks for first place in one of three class divisions (A,B,C). The three division winners of each location will receive trophies and certificates making them eligible for the championship playoffs.

In McCleskey's opinion, all segments of the industry will reap the benefits of Maryland's first statewide 8-ball promotion. "I think tournaments are a powerful promotional tool for all levels of the pool business," he said. "You're promoting more pool table locations, the operators are selling more tables, and the manufacturers are selling more tables also.

UMC Declares Dividend

STAMFORD, CONN. — The board of directors of UMC Industries, Inc. declared a quarterly cash dividend of 30 cents per share payable on December 30, 1977 to common stockholders of record November 30, 1977.

A Full Line of Coin Operated Recreational Tables from

"The House That Quality Built"

SEMINAR DOWN UNDER — Pictured above is Leo Ankus, chief electronics technician of Amusement Distributors Pty. Ltd. of Sydney, Australia, winding up the first round of a county-wide series of service schools on Bally solid-state flippers. The seminars have proven popular with Australian operators who view them as an opportunity to get their technicians in on the ground floor of the new wave of solid-state technology.

Cash Box / November 12, 1977

SIEMIENIEC AT WORK — In a recent presentation before Midway department managers and personnel, held at Chicago's O'Hare Hilton, parts manager Tom Siemeniec stressed the importance of prompt, reliable service. A specially prepared list, illustrating the most commonly used electrical parts, was distributed to everyone in attendance. Based on the success of this initial seminar, the seminars will be held on a regular basis.

Midway's Siemieniec Details Parts Department Function

(continued from page 44)

and came from both coasts as well as the midwest area.

The school was held from 9 until 5 and the subject matter encompassed the full sphere of operation, starting with the fundamentals of ordering parts.

New System

In his presentation, Siemeniec stressed the importance of placing a parts order directly with that specific department, to avoid delay, rather than sidestepping by way of sales or other departments. "Be certain to use a purchase order number," he said, "and, whenever possible, refer to a catalog number, to help speed up processing." He noted that Midway recently inaugurated a new system of preparing a specific parts catalog to accompany every game produced. The plan is expected to be in effect when the next new Midway machine is released.

Repair And Return

Also under discussion at the session was the subject of repair and return, with emphasis on methods of speeding up the process. "Repairs have been slow in the past," Tom said, "but we've been gradually reversing the situation at Midway to the point where we will ultimately be able to send out repairs 48 hours after receipt."

Based on the success of the initial session, the Midway parts seminar will become an annual event, as Tom indicated. "We had 35 this time," he said. "We're planning on 60 at the next one."

A day after the seminar, a special tour of the Midway plant was arranged and most of the group took advantage of the opportunity to visit the Franklin Park, Ill. facilities.

Fuqua, Questor Merger Reported

ATLANTA — Fuqua Industries, Inc. here and Questor Corporation, Toledo, Ohio recently announced an agreement whereby Ebonite, a Fuqua subsidiary and member of the Fuqua Sports Group, will purchase Questor's Fischer division. The sale will be effective December 31, 1977.

Since both companies manufacture and distribute billiard and game tables, the merger should increase Ebonite's total product line and strengthen marketing efforts of both the Ebonite and Fischer table brands. "Both product lines will continue," said John G. Pawly, vice president of the Fuqua Sports Group, "but Fischer's manufacturing and distribution operations in Tipton and California, Missouri will be moved to Miami Lakes, Florida sometime during 1978."

"Improve Market Share"

He continued, "We feel that the merger of the two companies will improve our market share and permit us to offer our dealers a more complete product line of both Ebonite and Fischer tables."

Fuqua Sports is a national producer of equipment for the recreation industry. Its member companies produce equipment for every major sport — golf, tennis, waterskiing, bicycling, motorcycling, bowling, billiards, baseball, basketball, soccer, football and hockey. FS companies include Hutch Sporting Goods, Ajay Sports, Dorcy Cycle, Fuqua Cycle Group, Ebonite Bowling, Ebonite Billiards and Games, Western Water Skis and Columbus Cycle.

Seeburg Issues Earnings Report

OAK BROOK, ILL. — Seeburg Industries, Inc., reported net income of $335,000, or 13 cents per share, for the three months ended September 30, 1977. This compares with a net of $179,000, or 7 cents per share, (continued on page 52)

‘Mole Hunter’ Is Being Marketed By Universe Int'l, Inc.

CHICAGO — Agility and marksmanship are called upon in playing "Mole Hunter," although there is no simulated "weapon" involved, except for a thickly padded "hammer," and the "mark" is about eight funny looking "gophers" who pop up unexpectedly throughout the course of play.

'Coin Activated'

The gophers are activated when the coin is inserted so the player must immediately remove the hammer from its holder at the right of the playfield and start hitting the gophers as they jump up from their holes at various speeds. When one is hit, it jumps back down into its hole, to the accompaniment of a screaming sound.

The machine has three different score ratings and the player who scores less than 24 gets a big laugh from the gophers. This is the type of game that is a lot of fun to play. You laugh when you’re playing it yourself and it’s even funnier watching the other person play it.

The machine’s pricing is one play for a quarter and the timer is adjustable. For simplicity of service and maintenance the entire playfield lifts up to provide access to the inside of the cabinet.

Made In Japan

Universe Affiliated International, Inc. of Hillside, New Jersey is the exclusive representative for Mole Hunter in the U.S., Canada and Europe. The machine is manufactured in Japan and, during last year's IAAPA show in New Orleans, was selected as the "best arcade amusement machine" at the convention, according to Universe president Barry Feniabl.
WURLITZER

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Lovell Company, 637 Broadway S.E., Albuquerque, N. Mex. 87102
Bilotta Distributing Co., Route 31 East, Newark, N.Y. 07103
Sensation International, R. Frankl, 555 W. 3500 South, Salt Lake City, Utah 84110
Canberra International Co., 410 N.W. 120th St., Opa Locka, Fla. 33054
Lew Jones Dist. Co., 1311 North Capitol Ave., Indianapolis, Ind. 46202

Roth Novelty Comp., 333 North Pennsylvania Ave., Wilkes-Barre, Pa. 18702
Southern Music Comp., 303 West Central Blvd., Orlando, Florida
Central Distributing Co., 3914 James St., Omaha, Neb. 68131
Bay Coin Sales Inc., 161 Rogers Ave., Brooklyn, New York 11226
United Distributors Inc., 420 South Seneca, Wichita, Kansas 67203

OR: Deutsche Wurlitzer GmbH. D-4971 Hüllhorst/W. Germany. Postfach 11 60
Telefon (057 44) 1001, Telex 09 72122
The October 31 issue of Time magazine carries an excellent feature on pinball machines, focusing on the tremendous popularity of the machines among celebrities, international political figures and people in all walks of life (King Hussein of Jordan reportedly ordered three Bally models). Bally's "Evel Knievel" was singled out as "one of the hottest games on the street," and the article also drew attention to the growing home market for pinball machines as well as the booming interest in renting the machines for everything from a party at home to a company picnic. Stressing pinball's "rebirth" in shopping centers, Time noted that the machines are also becoming increasingly visible on college campuses, in airports, clubs and business establishments (for employee use during lunchtime) and even in Las Vegas where "five major hotels now have space reserved for pin play." As Bally's director of marketing Ross Scheer summed it up, "This is the Age of The Pinball!..." Lending credence to the aforementioned pinball machines, predominantly solid-state electronic models, reigned supreme at the October 28–30 AMOA convention here in Town. Each of the major U.S. pin manufacturers displayed their latest electronic models, with Atari establishing a definite foothold in this category. In addition, there were pins on display by numerous other firms, some not noted for previously producing this type of equipment and others from foreign countries. The Sega "Space Wars" video game, one of three working prototypes of the video machine some years back, only in the case of pins, they've been around for a long time and have been popular for a long time but, reverting back to Time magazine, the story goes on, and you can see the feature full editorial and photo coverage of the convention in the November 19 issue. Don't miss it.

SAD NOTE: Cash Box learned of the recent death of Pete Geritz of Mountain Coin Machine Co. in Denver, Colorado, who succumbed October 24. Pete was a warm, affable, and loyal fellow and a true friend. Pete was active in both national and state association functions, and was noted for his one man efforts in combating adverse legislation, in his home state, some years back. We always enjoyed our annual visit with him when he attended the AMOA convention — and certainly missed him this year. Our condolences to his family.

BALLY ANNOYS NEW AGENCY: Advertising Age reported recently that Bally Manufacturing Corp. here has named D'Arcy-MacManus & Masius as the agency for its corporate and consumer advertising. The firm was formerly represented by Marcon J. Simmons Advertising.

CALIFORNIA CLIPPINGS

The Atari magician cast an enchanting spell — with the help of new games like "Airborne Avenger," "Destroyer" and "Canyon Bomber" — over the firm's exhibit booth and cocktail party at the recently completed AMOA convention. Reaction to the new equipment, according to Atari's Carol Kanter, was "unbelievable." In addition, Carol noted, there was renewed interest in the firm's first electronic flipper, "The Atarians," as a result of production improvements that have greatly enhanced product reliability. Carol said the next stop on the convention trail will be the IAAPA show, where Atari has a "totally new surprise" in store for those in attendance.

CINEMATROCINS NEW "Space Wars" video game was an unqualified success at the AMOA show, which director of marketing Bob Sherwood found most gratifying. Actually, as Bob pointed out, the game was originally conceived a couple of years ago by a student at M.I.T., named Larry Rosenthal, who is now a Cinematronics employee. Larry worked up a prototype while completing his masters at the University of California at Berkeley, and the El Cajon-based manufacturer acquired the rights to the game soon thereafter. Sherwood traced Space Wars' popularity to a number of factors, including its timely space age theme, its unique vector beam monitor, which provides greater video screen resolution; its "coin accumulator" feature; and its striking graphics and sound effects.

CHICAGO CHATTER

The Coin Machine Division of United Jewish Appeal is honoring Bert Betti, Jr., board chairman of H. Betti Industries, at a testimonial dinner to be held on Saturday, November 12, at the New York Hilton Hotel. The official announcement reads, in part, "Bert Betti, Jr. occupies one of the top positions in our industry and commands immense prestige and respect by virtue of his intelligence, integrity and humanity..." An expression of the division's "high regard and affection." A fine tribute to a very worthy gentleman. During his few years of research work, Roger Sharpe has become kind of an expert in the history of coin-operated machines. He is involved with representatives of the major manufacturers, distributing and operating levels of combing, the history of the game, and valuable historical information. He has visited countless locations, arcades, etc. and, at the same time, fine-tuned his knowledge. He says that the testimonial is the result of an impressive birthday party.

 Interstate United Announces A First Quarter Earnings And Sales Increase

CHICAGO — Interstate United Corporation (IUC) today reported that net earnings for the company's first fiscal quarter ended Sept. 18, 1977, rose 42% to $965,000, or 33c per share, from $678,000, or 26c per share, in the like period last year. Sales and service income for the quarter increased to $6,398,000, up 12% from $61,002,000 a year ago.

According to Peter A. Tulio, president and chief executive officer, IUC's improved performance during the quarter was attributable to several factors — including substantially increased volume in the business & institutions' food service area, particularly among automotive clients; the inauguration of food service operations by the firm's volume services division at the Los Angeles-Colla and the Tamba Stadium; increased business for volume services at other locations; and successful efforts to bring margins on company sales back in line.

Looking Ahead

Looking ahead, Tulio noted that the company's school food service business, which does not materially affect first quarter performance, would have a positive impact on results later in the current fiscal year. He also expressed optimism about volume services income's ability to maintain its growth momentum in the coming months. During the quarter just ended, the company's volume services division was awarded a five-year food service contract at the Baltimore Memorial Stadium. The contract, which becomes effective January 1, 1978, is expected to generate revenues of in excess of $14,000,000 through 1982.

"Operationally and financially," Tulio concluded, "IUC is solidly positioned to take advantage of its growth and profit opportunities."

Interstate United Corporation is one of the nation's largest professional food management organizations serving more than 3 million meals daily to businesses and industries throughout the United States, schools, colleges, stadiums, and recreation centers in 40 states. The Chicago-based company has approximately 10,000 employees in some 13,000 locations at more than 18,000 sites from coast to coast.

Perry Promoted To VP At Beatrice Foods Co.

LOUISVILLE, Ky. — Dan Perry has been promoted to vice president and general manager of the Louisville, Ky., at the Circle Dry Bottling Co. division of Beatrice Foods Co., it has been announced by Wallace N. Dutton, president of the company's food service division. The new position will report to William S. Mowry, president of the Louisville RC-Cana Dry Division and group manager of Beatrice Foods' Eastern Soft Drink Group.

Perry began his career in the RC Bottling Co. of Louisville in 1962. After serving two years in the service, he returned in 1967 as assistant treasurer. He received his bachelor's degree from the University of Cincinnati in 1970 and is a member of the President's Honor Club, highest award a Beatrice Foods employee can earn.

Seeburg Issues Earnings Report

(continued from page 22)

for the same period in 1976.

For the nine months ended September 30, income from operations was $1,300,000, or 21c per share. Earnings for the comparable period a year ago were $1,385,000, or 6c per share.

Citation Offers A New Coin-Op Vacuum Unit

SILVAN SPRINGS, Ark. — Citation Manufacturing Company here has announced a new version of its coin-operated "Pinball 2000" model. The new unit has a 2.9 cubic feet of residue holding tank, a crush-proof suction hose and high impact nozzle. The unit comes with toggle switch or 2c coin meter.

WANTED: MACHINES to: 1765, 1721, 1769 $65 each. Is $100, LS -1. LS -2. (no coin unders) at 50%. VATHIS VEN-400 FOOD VENDER W. W. Va. $24.95 B.C. $695, Jack Breakout Darling $760, Super Soccer $695, Jack & Coke $500, Jack and Coke $750, Mixer $400, Royal Flush $760, Williams, Williams, Williams, Williams, Williams, Williams $50 to $1000; Rock-Ola machines in excellent condition, $200 and up, Rowe Riviera Machines $200, Williams Pro-Flyers and Bingos. Contact: Jack Baker 70113. Tel.: (504) 529-7321. TO MAKE OFFER CALL ALAN at 884-6604.

WANTED: Coin machines for sale. 358-5086.

WANTED: Cash paid for used records. Roberts, Flippers and Bingos. MARTIN D. LICKSPILL 11373 or call (212) 219-6500. We pay cash for all records, especially 45s and 78s. Wanting to buy albums. For larger quantities call. BOB BRODSKY 11373.

WANTED: Rare records. 12- and 45's. Special arrangements made to meet the demands needs of the industry. CALIFORNIA Coin COLLECTOR, P.O. BOX 116, Glendale, CA 91209. J.R. BOWEN 703-580. COMMISSION 10%.

WANTED: Coin machines for sale. SALE: Rock-Ola machines. 7039 (914) 358-5086.

WANTED: Coin machines for sale. 358-5086.

WANTED: Coin machines for sale. 358-5086.

WANTED: Coin machines for sale. 358-5086.

WANTED: Coin machines for sale. 358-5086.
Robert Gordon With Link Wray & Jay Campisi & His Rockabilly Rebels

WHISKY, L.A. — Robert Gordon made an impressive debut as the opening act for Los Angeles' L.A. Union's problems with sound monitors which caused him to cut his set short.

Along with legendary 1950s guitarists Link Wray, Gordon performed about 40 minutes of material which demonstrated his keen understanding of rock and roll.

His first song choice followed up on the promise of his debut Private Stock LP which showed that rock and roll need not be relegated to performers who play it solely for its nostalgia value. Gordon knows, and shows, that the earliest forms of today's pop music — rockabilly and rock and roll — can still be vital and exciting in the right hands.

Much of the credit must also go to Link Wray's dynamic guitar work, Wray, who shared billing on Gordon's album as well as on this tour, adds even more character to the show with his flashy, exaggerated moves. He was featured on two solo numbers which showcased his intense, driving electric guitar playing. He often exuded a charisma and personality which he has acquired in his 30-plus years in rock, that Gordon, in his short time as a performer, has yet to develop fully.

Gordon's voice, on the other hand, already exudes a healthy deal of maturity. It ranges from the grittiness of his "Red Hot" single, to the deep smoothness of "I Sure Miss You".

White Gordon's set dealt more with rock and roll, openers Ray Campisi & His Rockabilly Rebels' one-hour segment concentrated on rockabilly, the early hybrid of white country and black rhythm and blues styles that came before the bass guitar and drums took over to form rock and roll.

Playing a slap-up bass, Campisi led his outfit through a rollicking set of 1950s oldies as well as some originals written by members of the group.

Rhythm guitarist Colin Winks's songs were especially well-received because of the strong sense of character he has when singing. Dressed in black, his hair slicked back and wearing a while scarf and an acoustic guitar around his neck, Winks looked a lot like Elvis and sang with moves and a spirit worthy of the King himself.

The biggest surprise of the evening was lead guitarist Jerry Sikorsky. After remaining in the background for the early portion of the set, he literally jumped into the spotlight singing in a Jery Lee Lewis style topping it all off with a backflip on stage. randy lewis

Robin Williamson Horslips

BOTTOM LINE, NYC — Somewhere back in the patchouli-scented, organic-mystical palace of the Horslips, the incredible String Band materialized on the English folk scene and soon gathered a following of fans all over the United States and Atlantic. Its music, a blend of traditional Scottish/irish melodies, Oriental influences and whimsical goofs, appealed to many listeners precisely because it sounded almost amateurish, in contrast to the prevailing studio slickness of the time.

The Incredible String Band is no more, but its spirit has been reincarnated in Robin Williamson and his Merry Band. Williamson has a co-vocalist in lead vocalist and also wrote the group's material. His voice in recent shows at the Bottom Line was as melismatic and quirky as ever, and his clever, humorous lyrics similarly recalled his earlier work. However, Robin's music has undergone some major renovations since the Incredible String Band crumbled.

For one thing, the arrangements of his songs are now tighter, and musicians who back him on Celtic harp, fiddle, flute and tin whistle rarely play that instrument. His sound emphasizes carefully constructed counterpoints and interesting, frequent harmonic changes. Also, Williamson no longer has a co-vocalist on the level of the ISP's Mike Heron, whose harmonies are sorely missed.

During the course of a reasonably long set, the Flying Fish recording artist did hardly any material from his latest album, "The Professor's Daughter." However, rather than developing their sound from folk elements as he did, or stressing the Celtic tradition as the ISP has, they sit as a sort of musical back seat to the Chiffeltons do. Horslips played a band of Celticmusic which was first and foremost high-energy rock.

The set's highpoint was a rendition of a tune which is a new composition of the concept LP, "The Book Of Invasions." Irish folk elements were certainly present here, extending to the kind of fiddle tune. Nevertheless, the impulse to rock out was conquered all as lead guitarist John Fears (who's vocals recalled Jethro Tull's Ian Anderson) sounded an electrifying version of the fiddle theme which was then taken up by the rest of the band. ken terry

ODYSSEY ENTERTAINS RCA — RCA recording artists Odyssey recently held a special performance for the company's personnel, but a few friends managed to drop by for the festivities also. Pictured after the event (l-r) are Robert D. Sumner, division vice president; John C. B. Bland, general manager; db. Tony Reynolds, Louise Lopez and Lillian Lopez; Bill Garcia, program director of 9XK; and Odyssey's manager, Tommy Motola.

Daryl Hall & John Oates

UCLA PAULEY PAVILION, L.A. — In a dazzling ninetynine-minute show, Daryl Hall and John Oates provided a nearly flawless house with a weltpaced evening of quality music, tasteful lighting and dramatic visual effects. Though the sound was sometimes muffled by the architectural limitations of a room usually reserved for Bruin basketball, this particular concert was an interesting indication of the growth of this dynamic duo.

Though Daryl's Hall is still and probably always will be the featured vocalist of this team, his colleague John Oates continues to grow in both confidence and talent as a singer. At the end of one of the stormy and dramatic passage in one of his solos, John even added a bit of melodrama, pounding his singing stool to the stage for emphasis, a confident move that visually underlined his sense of security with his singing abilities.

To underscore their expansion into more raucous rock material Hall & Oates gave this audience a look at their current rock band, a potent force that includes Charles Dechant on saxophone, Dave Kent on keyboards, Roger Pope on drums, Kenny Passnell on bass and standup guitarist Caleb Quaye, whose playing was as superb as his one-foot dancing across the stage.

But perhaps the most noticeable addition to this show over previous ones was the newly designed lighting system that the band displayed on this evening. Suspended from roof cables were two conically tapered spheres wherein directional spotlights were placed, which were backed up by banks of lights in a semi-circular enclosure with tasteful drapes extending to the stage. Musicians were on three levels, and surrounding the players was a semi-circular staircase, at the top of which stood a huge kaleidoscopic star which changed patterns repeatedly and finally served as the exit point for Daryl & John at the show's end.

There are many groups today who go in for elaborate lighting and staging effects but the approach taken by Hall & Oates is one of the more effective simply because it draws attention to rather than away from the musical content of the show. Even if the spectacle of John Oates wielding a giant syringe as a love doctor who makes house calls is a bit corny, it is the kind of effect that shows that the band still retains a sense of humor about their place in show business, a quality all too rare in today's entertainers.
TV Is Expanding As A Market For Exposing Record Artists

David Soul, who appears on television weekly in the Starry and Hutch series, was used as an example of an artist who doesn't need a greater quantity of exposure, but needs a different type.

"When David goes on shows, he is further establishing himself as a musical artist. He's very conscious of that," said Dody Utitl, director of publicity for Public Stock Records, the label for which Soul records.

Clare Baren, director of audio-visual production at A&M Records, said she thinks some consumers may attach a credibility stigma to television.

"Maybe those people who buy records want to think of an artist as a serious musician and don't want to see that act clown around on television. They seem to think that the artist's integrity is gone once he appears on television," Baren said.

Another of the disadvantages often pointed out in reference to music acts on TV is the sound quality of the medium. The most ambitious attempt to overcome the narrow range of sound produced over television was on Don Kirshner's "In Concert." The TV show often simulcasts its programs over local FM radio stations in various markets, adding stereo, high-fidelity sound to the visual image on the screen.

One reason more shows haven't used the simulcast, is because "it gets very, very expensive. If they could come up with a system that was less expensive, it might be used more," said Don Kirshner, executive producer of "Rock Concert."

Sound on TV as it now exists, Kirshner said, it is not the problem some make it out to be. "Some of the TV sets they make today are fairly good," he said. "If the TV is tuned in properly, it can be tuned so that it can be understood as well as sound of the radio."

"If you are able to listen to the show on a hi-fi, well that's great. But if you are not, some people have a television set that is a long way from that, and you are trying to get the best out of the show," he added.

Poor Sound On TV

Bob Bert, a CBS audiovisual manager for RCA Records, said some groups insist on having good sound quality for a television performance. Jefferson Starship

Dillon HARRISON AT THE WHISKY — Phonogram/Mercury recording artist Dillon Harrison was congratulated by label executives after his recent show at the Whisky in Hollywood. Phonogram (A&M) executive Tom A. Robinson is the Phonodisc's branch manager; Jackie Krost, Harrison's manager; Harrison; Jules Abramson, senior vice president marketing; George Steiner, Mercury's regional sales manager, and Gerry Hoff, A&M west coast director for the label.
Pictorial Highlights Of Musexpo '77

MUSEXPO '77 — Industry executives participated in panel discussions and seminars and heard a number of artist performances at the Third Annual International Record and Music Industry Market, Musexpo '77, October 28-November 1 at the Doral Hotel in Miami Beach. Shown in the top row of photos (l-r) are: Roddy Gashoula, Musexpo president; publishing & copyrights seminar participants — John Rees, First American National Bank vice president; Geoff Heath, joint managing director of Heath-Levy Music Company; Kelli Ross, vice president of RCA Music Publishing; Jimmy Bishop, vice president of April-Blackwood Music; Andy Hussakowsky, president of MBI Publishing; Walter Hofer, president of Copyright Service Bureau; Wesley Rose, president of Acuff-Rose Music; Ralph Siegel, president of Siegel Music Companies, and Lou Ragusa, vice president of international publishing, CBS International; recording artists Gagnon; Johnny Porrazzo and Chet Atkins. Musexpo participants pictured in the second row of photos (l-r) are: Jim Tyrrell, vice president of Epic & Portrait Records and Associated Labels; Howard Smiley, sales manager of TK Productions; Ray Harris, president of AVI Records; Ron Moseley, vice president of merchandising for RCA Records; George Butler, vice president of progressive A&R for CBS Records; Benjamin Ashburn, manager of the Commodores, and Michael G. Hooper, Radio 257 Swansea, Great Britain. Shown in the third row of photos (l-r) are: Paul Drew of Paul Drew Enterprises; Jim Gabbit, president of the National Radio Broadcasters Association; Kent Burkhardt, Burkhardt/Abrahams Association; Julian Breen, corporate program director of Greater Media; Phil Stotz of Schulke Radio Productions; Ron Nickell, vice president of TM Programming, and Sidney Miller, editor of Black Music Exclusive. In the bottom row of photos are: Andy Hussakowsky, president of Music Resources International Corp., Steve Gold, president of Far Out Productions; Vince Rone, vice president of international artist development for CBS Records International; John Ross Barnard of BBC Radio; John Farina, of WDJZ, Charlie Lake, national program director for Bartell Broadcasters, and Marlin Taylor, president of Bonniville Broadcast Consultants.

More Than 2,000 Attend 3rd Annual Musexpo In Miami

(concluded from page 10)

Conducted by leaders of various facets of the music business. This year's program was expanded with the formation of a panel to conduct a radio programming and record industry seminar, a seminar for publishing and one on the development of artists, A&R and marketing. Participating in the radio and record industry panel were Paul Drew, president of Paul Drew Enterprises and former vice president of programming for RKO; Kent Burkhardt of Burkhart/Abrams Associates, who has put together the successful Super Stars top 40 syndicated format; Bob Henabery, president of Henaberry Associates, who developed the successful WKYS disco format in Washington for NBC and who works with Bonniville Broadcast Consultants on their new Soft-Rock format; Marlin Taylor, president of Bonniville Broadcast Consultants, a syndicator of several music formats, John Farina, a startup specialist, whose record of putting 13 stations on the air in the past nine years was capped early this year with the debut of WDJZ Bridgeport, which achieved number one position among adults 35+ after just 90 days on the air; Charlie Lake, national program director of Bartell Broadcasters; Julian Breen, corporate program director of Greater Media and developer of GM's Magic mellow rock sound. Phil Stotz, right-hand to Jim Schulke of Schulke Radio Productions, originator of syndicated beautiful music; and Ron Nickell, vice president of TM Programming, a syndicator of several formats. This session was keynote by National Radio Broadcasters Association president Jim Gabbert, who owns and operates four stations in San Francisco and Honolulu. Moderator for this seminar was Doug Hall, editor & publisher of The Hall Radio Report, a weekly newsletter directed at radio station management, and Tomorrow's Music, a new weekly newsletter designed to inform management of commercial radio stations and record companies of what is being played on college radio stations. The national section of this panel was headed by John Ross-Barnard, manager of BBC Radiopay Music, and Michael G. Hooper, independent radio program director of Radio 257 from Wales.

Another first for this year's Musexpo was a special publishing and exploitation of copyright workshop. Taking part in this session was Kelli Ross, vice president of RCA Music Publishing; Wesley Rose, president of Acuff-Rose Publications; Jimmy Bishop, vice president of April Blackwood Music; John Rees, vice president of First American National Bank; Lou Ragusa, vice president of international publishing, CBS Records International; keynote speaker Walter Hofer, president of Copyright Service Bureau. Moderator, Andy Hussakowsky, president of MBI Publishing; Arthur Braun, Dick James Music, director of A&R; Geoff Heath; Heath-Levy Music Company, Ltd. director; and Ralph Siegel, president of Siegel Music Companies (Germany).

A workshop in the development of artists, A&R and marketing was also scheduled in conjunction with the Fraternal Order of Record Executives (F.O.E.). Participating were Jim Tyrrell, vice president of marketing, in charge of Epic and the Associated labels; Ron Moseley, vice president/merchandising for RCA Records; Steve Gold, vice president of Far Out Productions; Benjamin Ashburn, manager of the Commodores; Dr. George Butler, vice president/progressive A&R with CBS Records; Howard Smiley, sales manager/TK Productions; Ray Harris, president/AVI Records; and Wendell Bates, director, black music marketing of MCA Records. Coordinating this workshop were Karolyn Ali and Daa'iyah Ali of Golden Pyramid Organization, which specializes in talent coordination, concert production, and artist relations.

Eventing events included a Country Music Gala featuring Chet Atkins and a Sunday evening show featuring Andre Gagnon, Canada's top album selling super star and winner of the 1976 Juno Award. Gagnon was sponsored by the government of Quebec.

Featured in a special opening night showcase was Demand recording artist, Johnny Porrazzo. This marked the first time that one artist has been featured on the opening night. The singer-pianist announced the release of his first two albums at the engagement.

Gay Rights Comedy LP Out On Ariola Label

LOS ANGELES — "Out Of The Closet," a comedy album examining gay rights, has been released by Ariola America Records.

WONDER/MIRACLES — Stevie Wonder recently visited old friends, Miracles members Billy Griffin and Pete Moore, at Crystal Studios where they collaborated on the Miracles' upcoming LP on Columbia entitled "Miracles."
Stewart Signed To Riva Music

LONDON — Rod Stewart has been signed to a publishing deal by the newly formed Riva Music, the publishing arm of Stewart's Riva record label. Two members of his band, Gary Grainger and Phil Chen, have also signed exclusive worldwide publishing contracts, and Riva Music has secured the publishing rights to one of the U.K.'s leading new wave bands, the Clash, for the world excluding the U.S.A., Canada and Japan.

WEA Acquires Satril For U.K. Distribution

LONDON — WEA Records has gained distribution rights for the Satril label for the U.K. and Eire under a four-year licensing deal which takes immediate effect, following negotiations between WEA managing director John Fruth and Satril's MD Henry Hadaway.

Satril has been linked with Pye for the past three years, the last two of which have been for pressing and distribution only. Under the new deal, Satril will continue to operate out of its own offices in Little New York Street, London. All staff personnel including the Satril sales force headed by sales manager Tony Walker and the personal management team under Paul Jenkins. Satril intends to use those teams as back-up to WEA's own servicing department. Satril's management, Alan Manley and WEA A&R director Dave Dale will supervise liaison in all areas between the two companies.

The release under the new deal is the debut album by Stardust scheduled for mid-November and featuring the group's current single "Annie." Prior to the WEA deal, Satril had been competing on the "Happy Days" TV theme with a version of "It's My Life" which it had in favor of the WEA version by Pratt and McLain, which has charted.

Japen Hopes 'Record Week' Will Up Revenue

TOKYO — In an effort to escape weak sales the Japan Phonograph Record Association (JPSRA) is expected, with cooperation from the Record Dealer Association Of Japan (RDAJ), to develop a big campaign for the two weeks of Nov. 1-14. The JPSRA named this period as "Record Week." Record week is one of the events of the centennial of record invention.

According to the JPSRA, the most important day of the present day of Japan's music industries is to stimulate and exploit sales. To achieve this end the JPSRA and RDAJ are going to be going to efforts to attract more consumers to record stores all through this country. They are also expected to connect this campaign to the Consumer's Day. This campaign is expected to last for two weeks.

The main events during the Record Week are as follows: Slogans: Music into the home. Homemakers will be promoted to go to the music stores and to visit home. Advertisement will be placed in many daily papers, weekly magazines, radio, and TV, 6,000 point-of-sale advertising will be distributed in this country to appeal to consumers; a quiz contest is to be carried out. The first prize will consist of a $1,000 gift certificate. The object of this campaign is not only for teenagers but for those in the 20 and 30 year old age group.

A&M Sales Up in September

TORONTO — A&M Records Canada Ltd. enjoyed its second most successful month in history in September, as branch offices in Western Canada and the U.S.A. reported sales up a collective 225% over September, 1976.

The company reports it has exceeded sales for the same period time in 1976, and comparative sales percentages between A&M Canada and A&M in the U.S. range from 10% (for Frank Sinatra's "Frampton Comes Alive" album) to 185% (for Chris De Burgh's "At The End Of A Perfect Century.")

Spokesmen for the company say the success is in response to A&M Canada's Fall Plan, a multi-faceted retail and promotional marketing campaign, which tied in with a couple of new releases from bands and artists, and featured an emphasis on a collection of albums from the label and extensive touring by acts on the roster throughout Canada, including Styx, Gino Vannelli and Jo-Ann Armatrading.

Outstanding retail action reported by the company includes Peter Frampton's "I'm In You," which achieved gold status as a result of its release and promotional plans; platinum-selling albums: gold records for Rita Coolidge's "Anytime, Anywhere," disc; Pablo Cruise's A "Lickin' The Big Sun," and Toto's "Toto IV"; and Steven's release, "It's So." Styx continues to enjoy their greatest success in Canada, with platinum, gold albums "Paradise Theatre," "Crystal Ball" and "Grand Illusion" albums. The Supertramp album, "Crime Of The Century," again attained gold status, in September alone, making its total sales for the year 90,000,000 copies worldwide, a remarkable feat for an album in this country.

The marketing division of A&M has arranged several national promotion campaigns, including one with the Zeller department store chain called "Detour Into Music," and "War Of The Stars" with ARS, one with Kitchen Kooker, and two with Supermacs' marketing programs. The tri-annual consumer-oriented publication, PrimeCut, also came off in mid-November with a circulation of over 200,000.

The label has scheduled October releases including, among others, 25th anniversary EP, debut albums from Anne Sophie, and one from the Raes, whose single "Que Sera Sera" is the company's biggest selling single of all time. The biggest success is forthcoming from international acts like Nils Lofgren, Gato Barbieri, Nazareth, The Ozark Mountain Daredevils and Billy Preston. There will also be several releases on the horizon jazz label.

Pincus To London For New Wave Recording Pacts

NEW YORK — George Pincus, president of Gal-Pincus Music, is off to visit his London-based company, "Pincus Music International," which is now headed by Gay Gibbs. With the advent of new wave, Pincus will be signing newcomers in the pop/rock "paradise." Music and Artistry Records, Ltd. One of the reasons for this London trip is to finalize and negotiate a contract with a much talked about London group. Pincus will also be listening to recording artists already under contract to his new wave label.

News From France

PARIS — Ex-producer of the English group "Fox," Kenny Young, has currently formed with Herbie Armstrong a new group called Yellow Dog. A French group, which also features booked to perform for the first time, the new LP by, Veronique Samson, leads this month releases by WEA. This two years awaited album was recorded in Jan. And at the French Studio by French producer Bernard St. Paul. After promotion work to coincide with its album's release, Samson will fly to Los Angeles to cut a new album set for an American release. A European tour is also scheduled for next spring. Samson has studied in Paris at the Palais des Sports.

Gilis Gauthier, from Jazz Hot Magazine, has been promoted to the position of the Blue Note label by United Artists France. Ten albums from the famous re-issues series are scheduled for release. The label has become the complete Pacific Jazz recordings by Gerry Mulligan, and the complete Erroll Garner recordings as well. Also scheduled are rare albums by Booker Little, Warne Marsh, Tal Farlow and the complete Sidney Bechet.

argentian News

BUENOS AIRES — Composer and chanter Paul Williams is expected this week in Buenos Aires, contracted by powerful im- pressionist, composer and producer Williams will appear at the Luna Park Stadium and record a couple of tapes for television. His "sad" music has always been selling steady, since the release of "Rumours" and "Supertramp," which features Williams as an actor, too.

Pallito Ortega, one of the local top pop music names, has turned his third movie, with comic actor Carlitos Bala as the leading actor. Ortega started his musical career at an early age, and has had release many LPS since then. Many of his singles have reached top 10 status, which has earned him a big record company.

Speaking about gold records, pop group Pomada received two them at the Es- tudiantina, Buenos Aires, for their sales of their singles "Mi Promesa" and "Ojos Sin Luz." The event was attended by many other artists and musicans. Incidentally, their single, "Vestida De Novia" (peppered with Pallito Ortega) seems to be heading towards still more gold record.

Microfon gathered several radio & press people at the london recording studios to listen to the tape of the new Attillio Stampone LP, which will be released next month.

Sex Pistols Sleeve Seized By Court

LONDON — Trouble and controversy continues to dog the footsteps of the Sex Pistols, who are currently in the midst of their current tour of the U.K. and Europe. Sixty thousand picture bags for their current single "Holidays In The Sun" were seized by HM Customs officers when they found that the sleeve of their record label, Virgin, on October 20 as a result of legal action taken by the Belgian Travel Service alleging that the artwork reproduced in the label's service's summer vacation brochure.

Royalty Ban On Film Composer

LONDON — U.K. royalties earned by John Barry, famous composer, were frozen in the High Court here on October 26 in a bid to obliged him to return to England.

Ten years ago the imposed the royalty ban after finding Barry, whose full name is John Barry Prendergast, guilty of mis-\p

SHE LIT UP HIS LIFE — David Franco, A&R director of WEA International, is seen congratulating Henry McBoone on the success of her single and album, "You Light Up My Life." Franco was responsible for signing Dobby worldwide.
Punk Rock In England: There's More To It Than Meets The Ear, Strangler's Mgr. Says

(continued from page 10) ...will leave us with a new broadminded market, in that people will dig Elvis Costello as much as they dig the Stranglers.

Image Toning Down

The music of punk in the form of punk—safety pins through cheeks, orange and blue hair and leotard outfits—are on the decline. The Stranglers, for instance, use the occasional—very occasionally—of the newfangled attire. A very common way of dressing is the way a lot of kids dress, they're copying the fashion industry in England to punk phenomena has gone from one extreme to the other within the last year or so, Davies said.

It's really hilarious to watch what has been happening in England. A year ago, you couldn't get an A&R man near a punk gig if you paid him a million pounds. I couldn't get anyone to see the Stranglers for a year.

The music business just did not want to know. They were chopped by ignoring it for six months it would be the worst disaster, the Sex Pistols and the Stranglers managed to get records out and they were big business overnight.

Coudn't Believe It

The first Stranglers single went into the charts and got up to number 40. When the album came out it went to number 50 its first week, then shot up to number four and nobody could believe what had happened. The Pistols 'God Save The Queen' was number one, yet nobody was allowed to play it on the radio. (It was banned by the BBC.)

When the record companies finally acknowledged what was happening, they thought, 'We've missed it, and panicked. They began—and they are still doing—going out and signing anybody with short hair who vaguely looks like he can play a guitar.'

The problem, Davies said, is not that a large percentage of the public got to the record companies but that the companies are 'applying no taste or discretion with whom they sign, or who they sign.' The bad band. But, at the same time, there are about 90 punk bands around that are dreadful. Most of them can't even find for more than five minutes.

A few bands transcend that. The Pistols do. The Stranglers have quite a lot to offer. The Stranglers do have good songs, and they are musical. What's amusing about it is the way record companies have been ignoring it for six months and now are giving lots of money to very young boys who don't know what they are doing.

Companies Failed

The record companies have not developed the same open-minded attitude that is more often found of music that much of the public has as a result of punk, Davies said. He said he had the effect of broadening the record companies' minds and making them less formula-ridden than they were before. But I'm already disappointed in the quality of some of their signing. They are just applying punk formulas now. There are exceptions, of course, like A&M," he said, smiling, at the A&M publicist seated next to him.

What should have happened was that we should have been more like The Sex Pistols and the Stranglers came from nowhere and they are both huge, so let's have an open mind now about new bands. And for once the songs are great, even though he is one-legged and plays the trumpet, let's sign him up and not dismiss him because he has a leg missing. But it hasn't done that," Davies said.

What the punk movement has accomplished is proving that such record companies do not have to spend a great deal of money to achieve hits. The Stranglers' first album, which resided in Britain's top five for several weeks, cost 6,000. The Pistols' debut album, even the second group's album, which reached the number two spot, cost 5,000 pounds (about $10,000)

"People were going mad in the studios, but now even the big acts are costing less because they have seen it can be done such a way. We are opening up new categories too. We put up posters in the underground (subway) stations.

We are renting ballrooms instead of concert halls. They cost half what the halls do, we get more people in and the people have more fun.

On the Rolling Stones' next tour, they will be playing a lot of venues that the Stones opened up. We are one of the few groups that make money on the road. We don't use limousines, and we hire road managers to move equipment, not to bolster egos.

No Extravagance

Davies also said the Stranglers, and other punk bands had an innovative aspect to them when it comes to money matters, simply because they know they can't afford to be extravagant and, perhaps, because they know many people in their audiences are turned off by that extravagance.

"Kids got really tired of watching groups like Yes and all those groups who were so remote from them. They would sit in their seats and watch a multi-millionaire play, and think, 'This is two million pounds worth of equipment.'

Related to this alienation from wealthy rock performers, Davies said, there is also a great resentment of tax exiles, in English people generally. The kids particularly resent the fact that their heroes of a few years ago have become tax exiles. Elton John is very popular because he hasn't become rich. It has made him popular to people who wouldn't necessarily like his music.

Punk In America

Will punk rock catch on in America as successfully as it has in Great Britain?

The best of that broad market which goes from New York to Los Angeles, and Los Angeles to New York, is not coming across. It's failing. Although it is common used, it's a ridiculous argument. 'The kids are bored with the music they've got. That's the main thing they are angry about.'

He said part of the reason he thinks many people are against punk music is that it is being produced by a new, younger generation. Punk is popular in England and America, by such groups as the Eagles and Fleetwood Mac.

My Move's Had It

"I'm 27," Davies said, "and I feel a bit—not threatened by it—but early on you think, 'My move's had it.' I'm not part of the new generation any more and you feel something against it for that reason.

Three or four years ago, all the music was new. Now we are the older one. All the ones I know are five or six years younger. Not the Stranglers, because they haven't started playing until quite late.

But '999' or the Pistols, they look at me like I'm threatened by it. "It's been around three or four years ago regarded me as their own age. That is a bit scary in a way.

The movement you are part of is being superseded by something else, so naturally you feel a bit of resentment toward it. You are not the tastemaker any more; there is a generation underneath you that are the tastemakers.

Although bands such as T. Rex, Slade, Sweet and others have had huge successes in England that have not translated to the United States, Davies is confident that the Stranglers and the best of the other punk bands to be successful. He says the music scene here is overdue for something new.

Will It Be Punk?

"I guess the question people in America are asking is, 'Will it be punk?' I think the Eagles, for instance, are very good, but I think people are bound to get bored with the Eagles. That sweet music is doomed to peter out as a form. Angry music is the only way
doing cheaper promo on the road.

The Stranglers are currently on tour in Great Britain and are scheduled to tour the United States next March, at which time Davies will have the chance to see whether his predictions about the Stranglers, in particular, and punk, in general, prove to be correct.

"I think it's just a matter of time," he said. "They will come over here, and it might take two or three years for us to happen here. We'd like to do it next year.

PHONODISC MEETS CAPRICORN

Capricorn Records executives flew to coast recently stopping to meet Phonodisc executives as part of a get acquainted campaign resulting from the label's new distribution agreement. Capricorn recording artist Elvin Bishop wants to record for a label by a date and be at the final stop in Los Angeles. Pictured standing (l-r) are: Ed Berson, Capricorn national sales director; Kenny Hamlin, Phonodisc Los Angeles branch manager, Emil Petrone, Phonodisc western regional director; Bishop; Phil Rush, Capricorn vice president of national promotion; Phil Welden, president of Capricorn Records; Diana Kaylan, Capricorn director of advertising and creative services, and Don Schmitzerle, Capricorn vice president and general manager. Shown kneeling (l-r) are: Gerry Kopecky, Phonodisc Seattle branch manager; Mick Brown, Phonodisc San Francisco branch manager, Bill Fullet, Phonodisc Los Angeles sales manager, Danny Adams, Phonodisc western credit manager; Hal Kaplan, Capricorn director of field sales; Robin Wren, Capricorn western regional promotion director, and Frank Fenter, executive vice president of Capricorn Records.

Horslips Single Hits Top Of Irish Charts

IRELAND — "Daybreak," the instrumental single by Ireland's Horslips, has gone to number one on the Irish charts after charting for an unprecedented total of six months.

Hillside To Shut Down

TORONTO — Hillside Distributors of Ontario, a multi-purpose distributing firm with accounts exceeding $1 million in Southern Ontario, has been foreclosed with a floating debenture issued by CBS in April.

The company, which carried a number of Muntz Tape Store franchises, has assets totalling approximately $100,000, which CBS is currently selling off.

Triangle Productions To Close Chicago Office

NEW YORK — Triangle Theatrical Productions, the concert promotion firm, will close its Chicago office on December 31, Triangle, which is owned by Madison Square Garden Center Inc., will merge all its activities into MSG Productions, a New York-based subsidiary of the Center.

Arthur McCauley, executive president of Triangle, said the move was an effort to consolidate all三角entertainment operations under one roof. Fred Fine, president of the 20-year-old Triangle firm, has elected to stay in Chicago, where he will devote more time to academic areas. However, he will continue with the firm as a consultant during the transitional phase.

Wexler Joins WB As A&R Executive

(continued from page 9) Wexler will report to Mr. Ostin, chairman and president of Warner Bros. Records, who in announcing the appointment said, "Jerry is the senior producer in this industry and the most complete record man I know. He adds another dimension to Warner Bros. Records, not only because of his vast executive experience and intellect but also because of his New York 'presence.'

Wexler, who has retained his association with Atlantic Records as a consultant, will continue to handle the label at his new post.

Currently Wexler is producing a new Allen Toussaint LP and a musical, "The Only World In Town." In early December Wexler is scheduled to produce a new Etta James album.

'Legal Fake Book' Out

LOS ANGELES — Warner Brothers Publications has released "Legal Fake Book, a 32-page catalog style folio containing 700 songs from the Warner Brothers catalog. The contents of the new fake book, which retails for $14.95, are divided thematically, alphabetically and by subjects.

Epitome Signs For Dist.

LOS ANGELES — Epitome Records has signed a distribution agreement with the Phonodisc Record Distributing Corporation.
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Where In The World . . .

A&M American rock band Tubes start their first European tour in the U.K. on November 6, completing the British leg on November 15 at Sweeney's Colston Hall, and move to the European mainland three days later for dates in France, Holland, Germany and Scandinavia.

Art's Alessi Brothers pay their second U.K. visit this year for a nine-date tour beginning at the Liverpool Empire on November 21, including the London Rainbow Theater (28), and finishing at the Birmingham Hippodrome on December 1.

Areta Franklin will play concerts at the United States Festival on November 14 and 15 at Flushing Meadows-Corona Park, New York.

Clancy B. Grass III, of Kessler/Grass Management, will leave November 10 for Paris, Amsterdam and London to sign talent for their management company, as well as the new Jubilee Records, which is being set up by the two of them along with Stu Goldman, head of Polydor Records.

The one year division manager of Elektra/Asylum promotion and the Sire label, and was previously with Warner Bros. and Private Stock, is now weekday promo coordinator.

Rodger Townsend, the vice-president and managing director of EMI Canadian operations, was recently featured in an article in Record World. He has been with EMI for over 15 years, working for both EMI Ltd. and EMI Canada. He is currently responsible for all aspects of the company's operations in Canada, including sales, marketing, and promotions.

Mike Everett has been named director of A&R for PYE U.K., reporting to creative director Peter Price. Everett was previously RCA U.K. A&R division manager and has been with EMI for the past six years. He will be based in London and will oversee all aspects of the label's A&R activities.

Patsy Jolivet, who joined the label in May 1977 as assistant to the managing director, has been named as the new director of marketing.

TOWNSEND SIGNS WITH PHONORAMA

Dave Townsend, the singer/songwriter who has recently cut the hit "Miss You Nights," has signed an exclusive long-term contract with Phonorama. Townsend, who also fronts the band Don't Look Like Me, will be the first of two new signings for Alan Parsons Project album "I, Robot," which is currently rehearsing in his home studio in Somerset for his debut Phonorama album — which is expected for release in the first half of next year. Townsend is pictured (c) here with Rodger Bain (l), Phonorama head of A&R, and his manager Brian Whetstone.

Kneptune Disc To Be Issued By RCA

VANCOUVER, British Columbia — Kenny Harris of Kneptune Records and RCA Limited have completed negotiations whereby Kneptune will issue "Sing Me/" Love Don't Change" by the Bayou Brothers. "Sing Me," a recent hit in Britain, was leased to Kneptune by Oak Records of Holland.

Benelex Pact For Nems

LONDON — Nems Records has signed three-year licensing deals with Weesp, Holland, for Holland, Belgium and Luxembourg.

The first release under the pact is the "Blows" album, followed by the first four LPs by the band. Also expected to be released in the Benelex territories are albums by Marianne Faithfull, Small Faces, P.P. Arnold, Humble Pie, Chris Farlowe, and the Amen Boys.

Tee Vee Expands Its U.S. Activities

TORONTO — Tee Vee International president Ed LaBuck has announced plans for the expansion of the already-existing company's operations in the U.S. Vice president Dave Harding will handle the Canadian operations while LaBuck goes to Nashville to handle the American development of the company.

The Tee Vee company runs offices in Nashville, Los Angeles and New York, although sales are handled presently by mail order purchasing. Plans are being made, LaBuck hinted, to move into the retail sector, within the next five years.

LaBuck made his comments at Tee Vee International's recent convention, held October 2 at the Sutton Place Hotel in Toronto. The conference brought in rack jobbers and retailers from across Canada, with the emphasis being put on expanding sales.

Bobby Curnow opened the event, and introduced his own Tee Vee International hit package, which will be marketed throughout the Christmas season. Other packages unveiled at the convention included compilation albums from the Hollies, the Mamas And Papas, Keith Barre, Pat Boone, Masa Mouskouri and Anne Murray.

In addition to emphasizing those greatest hits packages, the label is heavily involved in promoting the Top 30 Greatest Hits release by the Rolling Stones, which has already achieved platinum status in Canada. Hit compilation albums from the Bee Gees, Rogers andamp;amp;amp;amp;amp;amp;amp;amp;amp;#8217;am;apos;House andamp;amp;amp;amp;amp;amp;#8216; Charley Pride, and the Staplemens were also given substantial attention at the convention.

Bee Gees package has already sold 500,000 units in Canada, and it was stated that an additional 500,000 were sold in the U.S. at the time of the convention, entitled Star Force 77.

Tee Vee's recent successes include "Horizons" by Shirley Ekhard, "Street Ballet" by Ken Tobis, "The Wurzels Are Scrumptious" by The Wurzels, "Rock 'N Roll Machine" by Triumph, "Tell Me My Name" by Hagadory and the Irish Rollers' "Live In Australia" recording.

Another upcoming "Music Week" trade show for records in the U.K. on November 21 will feature "The Pleasure's Here" for the new season.

Attic Enjoying A Banner Year

TORONTO — President of Attic Records Limited, Alexander Mac, reports that the label is enjoying its best sales year in its three-year history.

A number of Attic artists are experiencing strong retail and radio response for single releases. Among them are Paty Gallant, whose "Sugary Daddy" release has earned gold status, and the platinum status of their new release by Shirley Ekhard, "Don't Let Me Down Again".

Other Attic artists include their upcoming "Music Week" trade show for records in the U.K. on November 21 will feature "The Pleasure's Here" for the new season.

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