RCA'S SPARKLING LINEUP OF COUNTRY MUSIC STARS
EDITORIAL

Better Things In Store For '78

HAPPY NEW YEAR! Now that our eyes and heads have cleared up from the holiday weekend, we can reflect on the success of '77 and the momentum which is being carried into '78.

The holiday season brought to light the problem of getting records pressed and into the stores. But this is the type of problem any industry would enjoy, and many firms are now expanding their pressing facilities to supply the heavy demand for product.

With fourth quarter and annual sales reports due, it will be interesting to note just to what extent sales have increased. Most manufacturers have sold release schedules for the first quarter of the year to sustain customer interest and sales.

It is also gratifying to see that the industry is not sitting on the laurels of overwhelming success. New and innovative merchandising by manufacturers along with such things as institutional advertising by retailers graphically show that the peak is still to come.

As the industry grew some 15 per cent during '77, manufacturers now have a new base to work and project from for the new year.

We can only expect much better things in 1978.
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### FAQ

1. **How many songs reached the top 50 in December 1976?**
   - **34** songs reached the top 50 in December 1976.

2. **Who had the most weeks on the chart?**
   - **Blue Bayou** by **Debbie Boone** stayed for 40 weeks.

3. **Can you identify any notable songs from that period?**
   - **You Light Up (Big Hill)** by **The Kendells**.
   - **Somebody's Gotta Win (Every Knight)** by **The Kendells**.
   - **Reach For It** by **The Kendells**.

4. **What labels were prominent during this period?**
   - **Atlantic Records**, **Columbia Records**, **EMI Records**.

5. **Are there any notable songwriters from that era?**
   - **Boz Scaggs**, **James Taylor**, **Carly Simon**.

6. **What is the significance of the number of weeks on the chart?**
   - The number of weeks a song stayed on the chart is a measure of its popularity and lasting impact.

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### Chart History

- **CASH BOX Top 100 Singles**
- **January 7, 1978**
- **Artists and Labels**: Various artists and labels, including *The Kendells*, *Carly Simon*, *Boz Scaggs*, *Atlantic Records*, *Columbia Records*, *EMI Records*.

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*Note: The above information is a representation of the data available in the image.*
Album produced by Barbra Streisand and Phil Ramone. On Columbia Records and Tapes.
Holiday Sales Up, CB Retail Survey Reveals

by Joey Berlin and Mark Mehler

LOS ANGELES — Record retailers throughout the country enjoyed a big Christmas season in 1977, with increases over the previous year's sales reported from every retailer surveyed. The general state of the economy, television advertising and music specials, and a boom in phonograph sales were cited as some of the reasons for the great demand for records during the holiday season.

A cross section of major retailers nationwide was unanimous in calling this Christmas an improvement over 1976. "Saturday Night Fever" was a top seller almost everywhere, with albums by Fleetwood Mac, Jackson Browne, Boz Scaggs, Queen, Elvis Presley and Shaun Cassidy mentioned frequently as big hits.

Stock shortages and refill problems that plagued the industry around Thanksgiving had been largely overcome for the Christmas season. Most retailers reported little problem in this area, although some were still unable to keep pace with Elvis Presley recordings that has continued since the superstar's death this summer.

"Business exceeded our wildest hopes," revealed Ben Karol, owner of seven King Karol stores in the New York area. "We did just about as much business as we can physically handle. There seemed to be a feeling of abandon and joy this Christmas."

"Saturday Night Fever," Billy Joel's "The Stranger," and the soundtrack recording of Close Encounters Of The Third Kind were King Karol's top sellers. The entire catalogs of Elvis Presley and the Beatles were also moving well.

Russ Solomon, owner of Tower Records, said Christmas sales were "better than ever." Although sales figures for Tower's holiday season were not fully analyzed, Solomon said his reports indicated every type of music was selling well.

"We sold more jazz, more country, more classical, more rock, more everything," noted Solomon. "I think increased advertising on the part of the record companies, especially on television, had a positive effect on sales. But the main contributor to the overall Christmas business was the tremendous amount of promotion on hi-fi gear. People who bought or received new phonographs in the last few months are the best customers. One of the biggest strengths of the record industry now is the terrific sales of new record players."

Fleetwood Mac's "Rumours," Linda Ronstadt's "Simple Dreams," Box Scaggs' "Down Two Then Left," Electric Light Orchestra's "Out Of The Blue," "Street Survivors" by Lynyrd Skynyrd and "Saturday Night Fever" were the hot albums at Tower over the holiday. But even Christmas LPs, on the downward swing for the past few years, were selling.

"You have more interest in punk rock now," added Solomon. "It hasn't reached the point where it spawns hit selling albums. But I'm more interested in punk, at least in the west."

Preparedness Pays

In the northwest, record sales were excellent. Everybody's Records reported a 30 percent increase over holiday sales last year. The jump was attributed to better preparedness on the part of the retail outlets, according to Everybody's president, Tom Keenan.

"We were better prepared this December than ever before," said Keenan. "We took fuller advantage of all the programs that the record companies offered, plus we offered a wider selection of product."

"The soundtracks like "Saturday Night Fever" and 'Close Encounters' brought new people into the stores. They are moving better than they have in years. And all the different awards shows, the Paul Simon special, the Rolling Stone special — these are giving music a much greater visibility, bringing it to more people."

The Dallas-based Sound Warehouse chain added a big finish to their most successful year ever. December sales were up 30-35 percent over 1976, according to Terry Worrell, a general manager in the 22-store chain.

"This December was the best month we ever had," said Worrell. "Sales were real strong a couple of weeks before Christmas, and they're still strong. I think the economy in general is more responsible for our big sales than any super strong releases. Even with the higher list prices — almost everything is $7.98 now — music is still a real entertainment bargain compared to what people would have been shopping for otherwise."

Strong All Over

The 77-store Record Bar reported a 35 percent rise in its business over the same period a year ago.

"Business has been remarkable," according to Record Bar president Barrie (continued on page 35)

Goldstein Heads New WB Division

LOS ANGELES — Warner Bros. Records will begin operating a jazz and progressive music division after the first of the year. Ron Goldstein has been named director, jazz and progressive music, by Warner Bros. board chairman and president Mo Ostin.

"The establishment of this division and the naming of Ron Goldstein as its director marks the start of an exciting new era at Warner Bros.," said Ostin. "Our commitment to jazz and progressive music has never been stronger; Ron's division should serve to underline our continuing belief in the viability of the jazz field from both artistic and commercial points of view."

Ron Goldstein

Goldstein will be responsible for the direction of Warner Bros. activities in the jazz and progressive music division, according to a company memo.

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Charlie Chaplin Dead At 88; Film Great Also Wrote Music

by Jim Armstrong

VEVEY, SWITZERLAND — Sir Charles Spencer Chaplin, born April 16, 1889, died in his sleep on Dec. 25. He was an acclaimed director, producer, actor, author, songwriter, and mime.

Chaplin the songwriter is best remembered for the instrumental "Terry's Theme" and its song version "Eternally" from "Limelight," recorded by George Benson and Sarah Vaughan. That is "My Song" from "Countess From Hong Kong" became a million seller as recorded by Petula Clark. However, his best remembered song, co-authored by John Turner and Geoffrey Parsons, is the haunting ballad from "Modern Times" entitled simply "Smile." Of the more than 40 recordings so far released, outstanding renditions have been done by Neil Sedaka and Judy Garland. Another slapstick comedian, Jerry Lewis, recorded the song several years ago for Decca. This version may be re-released by MCA, who owns the masters. "Smile" is the theme for晓的 annual muscular dystrophy telethon.

Chaplin was also an accomplished musician. Without the aid of a ghost writer he scored, orchestrated and conducted the music for many of his films. This includes theatrical scores from his silent days to his last film in 1967. Academy Award nominations for scoring were granted for his first talkie "The Great Dictator" (1940), "The Gold Rush" (1925) and "Limelight" first shown in Hollywood in 1972. The score to this last film won an Oscar. He was also granted Oscars for his 1928 film "The Circus" and his overall contributions to the film industry in 1972.

A number of Chaplin's film scores include "Making A Living" (1914), "The Tramp" (1915), "The Immigrant" (1917), "A Dog's Life" (1918), "Under the Sexes" (1925), "City Lights" (1931), "Modern Times" (1936), "The Great Dictator" (1940), "Limelight" (1952) and "A Countess From Hong Kong" (1967).

Chaplin's Hollywood studio is now the home of A&M Records and the American record operations. The last film he made at the studio was "Limelight" (1952) with Buster Keaton. It was during that year that Chaplin's U.S. visa was revoked by the then Secretary of State, Martin Dies and the junior senator from California, Richard M. Nixon.

Chaplin was buried in a London Slum. His father became an alcoholic and he soon deserted his wife and children. His mother, Hannah, was a singer who at the age of 30 was forced to retire due to a loss of voice. Charlie and his brother spent two years in an orphanage. Later they survived by begging, doing odd jobs and sleeping wherever they could.

In 1913 he was signed to an English motion picture company to make the "Eyes of the Stage." In America, a year later, he auditioned for Mack Sennett's Keystone company on the recommendation of Milt and Mabel Norman. He made 35 films for Sennett at a maximum wage of $150 per week. His first film was "Making A Living" (1914). During 1914, Chaplin included slapsticks, a too-small derby, huge shoes, a bamboo cane and a fake mustache in inventing the classic character for "The Tramp." By 1916 he was signed to Mutual Films at a salary of $10,000 per week. At the close of his seven-year contract with Mutual, he moved to First National, signing a million dollar contract.

Music Plus Chain Launches Institutional TV Ad Campaign

by Peter Hartz

LOS ANGELES — The 16-store Music Plus retail chain recently launched an extensive institutional advertising campaign featuring its promotional tool that was not tied to specific product promotion. Attempting to establish a company identity on TV, Music Plus hoped to impress its clientele during the Christmas season at a reported cost of $25,000. The commercials contained the music phrase "Believe In Us." — We're Music Plus. During the 18-day period Dec. 12-30, Music Plus reached an estimated 3.3 million TV households in the Los Angeles-Orange County area, according to Lou Fogelman, president of Music Plus. Each household was reached an average of eight times during the entire schedule. Due to the considerable reaction time which accompanies TV advertising, Music Plus does not expect definitive sales figures until mid-January.

BACK TOGETHER AGAIN — Atlantic recording artist Ray Charles, who rejoined the label earlier in the year, recently played at Avery Fisher Hall in New York with jazz great Max Jackson. Pictured at a reception after the show are (l-r): Jerry Greenberg, president of Atlantic Records; Noreen Woods, vice president/administrator to the chairman of Atlantic Records; Ray Charles, Ahmet Erleghian, chairman of Atlantic Records; and Mill Jackson the immigrant." (1917), "A Dog's Life" (1918), "The Kid" (1921), "City Lights" (1931), "Modern Times" (1936), "The Great Dictator" (1940), "Limelight" (1952) and "A Countess From Hong Kong" (1967).

Southland To File Counter-Suit In Pickwick Dispute

by Charles Paikert

NEW YORK — A massive suit against Pickwick International will be brought against Southland in Atlanta in early January by Southland Records Distributing Company, according to David Kaye, a Southland principal. Kaye also owns the six-unit Oz retail chain and the eight-store Music Scene chain.

Pickwick originally filed suit against Southland Records, seeking to recover money owed to the corporation by the Atlanta-based independent distributor. Pickwick also charged Southland with insolvency, and is seeking to recover over $500,000 from them.

Southland was legally forced to cease operations, and Emerald Cities Records, Inc. is currently handling distribution for the Oz and Music Scene chains.

"Our lawyers are currently analyzing the situation to determine the extent of the damages and what action to take for the counterclaim," Kaye said.

The Pickwick suit, Kaye stated, caused "an interruption in the normal flow of product to Southland and Oz" beginning in the week following Thanksgiving. However, Kaye said, the retail units enjoyed a healthy Christmas season and were not slated for any sales or closings.

Pickwick International could not be reached for comment at press time.
Executive On the Move

New Faces To Watch

LaPorta
Scharf
Stevens
Twamno

LaPorta Named At Aristas

Arista Records has announced the appointment of Kiki LaPorta as director, advertising, and creative services administration for the company. Prior to joining Arista, she was at A&M Records, where she served as advertising manager and advertising media director. She has also been Motown's advertising director, and at A&M/Atco Records she served as both advertising coordinator and artist relations coordinator.

Scharf Promoted At Capitol — Capitol Records, Inc., has announced the appointment of Rick Higgenbotham as vice president, artist & repertoire, western region. In his new position, Higgenbotham will serve as the label's administrative secretary. In 1976 he was promoted to national record promotion coordinator for the smaller markets, and last year (1977) was promoted to southwestern US promotion coordinator, his current post.

Stevens Upped At E/A — Sally Stevens has been promoted to Elektra/Asylum's west coast press manager. She was previously a publicist in the Los Angeles offices of Elektra/Asylum. Before joining E/A, she had served at Gibson & Stromberg Public Relations, on the staff of the Bob-Hamilton Radio Report, and had worked as assistant regional promotion director/western region for Elektra Records prior to their merger with Asylum Records.

Twamno To Chrysalis — Chrysalis Records has announced the appointment of Al Twamno as western field representative. Prior to joining Chrysalis, he served as regional rep for Schwartz Brothers Distributing. As northeast field rep, he will be based in Washington, D.C.

Lippin Leaves Rocket — Ronnie Lippin has resigned from his position as director of artist development at the Rocket Record Company. Her plans for the future will be announced shortly. She can be reached at (213) 476-7970.

Changes At Atlantic — Warner/Atlantic Corporation has announced the appointment of Bill Cataldo as the New York branch marketing coordinator. He has been with WEA's promotion staff for the past four years, joining WEA as a promotion representative for New York City. After joining Atlantic Records, he was transferred from the Atlantic branch's Miami Sales Office to the New York branch as WEA's promotion representative for Atlantic product.

Promotions Announced — Warner/Elektra/Atlantic corporation has announced the following promotions: Jim Evans, from resident sales representative in Sacramento to sales representative in San Francisco; Chuck Wagner, from the Los Angeles Branch inventory/sales trainer to resident sales representative in Sacramento, and Rick Station, from assistant regional manager to regional manager.

Brady Appointed At CBS — CBS Records has announced the appointment of Bob Brady as associate label promotions manager for the Washington branch. He comes to CBS Records from ABC Records, where he was in promotion for three years.

Zamolski Appoints Controller — The Zamolski Co. has announced the appointment of William R. Kitchel as controller of the company. He has lived in Baltimore for the past four years, and prior to this promotion served as internal auditor of the company.

Bull Promoted — Jan Bult was named as head of the promotion department of WEA Records in The Netherlands. He joined WEA on its first day of operations, on July 1, 1975, but was then shifted to Tokyo to work with that market. In 1977 he was moved to the New York Branch, where he worked with Jay Warner as assistant regional manager. In 1978 he joined the launch of the Elektra Records division in The Netherlands.

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Victor Murdock, chief marketing officer of Atlantic, has recently transferred to the company's domestic operations as its executive vice president.

Mccollum To Mercury — Doyle McCollum has been promoted to assistant national country promotion manager for Phonogram, Inc./Mercury Records. He joined Phonogram/Mercury in 1979 as a southeast regional country promotion manager. Before that, he worked at Godwin Distributing in Atlanta for 14 years in various capacities, including operations manager.

Changes At Aldisco — Aldisco has announced that Leon Weimar has been named general manager of Aldisco, Atlantic Distributing Division in Phoenix, Arizona and a corporate vice president of Aldisco. Also Joseph E. Sasaki, general manager of Aldisco, Atlantic Distributing Division in Salt Lake City, Utah has been named a corporate vice president of Aldisco. Aldisco is a wholly owned subsidiary of Alta Industries.

SESA Board Meets — Charles Scully, director of public relations for SESAC, was named a vice president of the firm at a recent meeting of its board of directors in New York. He has been affiliated with SESAC since 1957. He was appointed director of public relations in 1964 and has served in that capacity ever since. He was just recently elected first vice president of the C.M.A. In other actions of the SESAC board, Albert F. Ciancinino, vice president and counsel, was named director of operations and will assume the added responsibility of administering the corporation's operations in New York, and Nashville.

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Alta Announces Changes — Three personnel changes at the Intermountain Division of Atlantic Distributing have been announced. Nick Sasaki has been named Intermountain coordinator of the company's operations in that region. He has been with the company for four years, and has served in various capacities, including assistant regional manager of the company's operations in the Pacific Northwest.

Swayne Named At Maranatha — Maranatha Music has named Dave Swayne director of creative services. He will also be developing a separate company, Pacific Ocean Communications, for the market promotion of the company's artists. Most recently a marketing and public relations consultant and writer, he served as product manager for Columbia Records and as partner in the publicity firm Gersman, Swaney & McCall.
EAST COASTINGS — HIGH NOTES, CRIB NOTES AND BLUE NOTES — Not that they’re ungrateful: The Spinners have been nominated for Grammy Awards five times, and they are proud to have won one. However, pressure to meet the Grammy deadline has been intense, and percussionist Percival Johnson says sometimes worries that the acceptance speech he took such care in preparing won’t ever be used. “It’s aged and yellowed and falling apart,” he chuckles, remembering last year’s awards, when he anxiously read the slip of paper as the envelope was opened. It was probably the one moment in recent memory when he actually experienced stage fright. When the winner was read, he felt “relief mixed with the agony of defeat.”

The Spinners hardly have time to worry about small setbacks, however, as the careers of studio managers John Edwards, Henry Fambrough, and Mike Warner are predicted to continue internationally. The past year’s busy schedule has carried them through the Midwest, Austin, and London, and has only hardly given them enough time to record “Spinners’8,” their most recent Atlantic Album. Their present recording operation is under the direct direction of producer/conductor/writer/arranger Tom Bell, who is now being run so efficiently that they have already finished recording their next album, which they recorded during the same sessions that led up to their recent release.

Of all their experiences overseas, the most dramatic seems to have occurred in Africa, where they played to a crowd of 80,000. Once again, Percival was prepared: Hidden up his sleeve was a crib sheet containing a greeting in French, the local tongue, as well as phrases in English for the many, many fans who recognized him on this side of the Atlantic. When the show was over, Percival let himself be swept up into the crowd after a shotswiping finale, the Spinners were ready to shake hands with the people in the first few rows, as they do at nearly every show. Bobbie recalls how shocked and scared they were when the entire crowd charged the stage and started to escape just in time.

Sometimes in the near future, we can expect the Spinners’ most unusual recording project to date. It seems that Elton John was converted when he saw the Spinners in England, and sought out producer Tom Bell shortly thereafter. “So Close,” he reportedly ordered the company, “Are You Ready For Love?” which will appear on EJ’s next studio TF.

CRIME DOESN’T PAY — A highly unusual press release was received by Cash Box last week. Springfield Records of Rahway, New Jersey announced that it had exposed a “ring of thieves” involved in the theft of “several hundred thousand dollars” worth of “gold” records.

The company pointed out, however, that none of the stolen albums included merchandise from the Custom Pressing Division, that presses for RCA, Capitol, and Warner Brothers, among others.

The thieves, according to Springfield, had teamed up with an in-house employee and had systematically looted the firm over a period of three years. Although Springfield was not able to become aware of the thefts some time ago, the firm allowed them to continue under the observation of private investigators. The surveillance led to a “drop” in nearby Elizabeth, New Jersey. Arrests were subsequently made following confession reportedly obtained from two alleged plotters. One of Burns Security Guard.

Springfield further announced that its special custom pressing security system has now been extended over the entire massive facility to prevent a similar event from occurring again, and more safeguards are being planned, the company added.

While manufacturers, distributors and retailers are all preyed to varying extents by internal thieves, this is the first time the company has spoken openly about this sensitive issue. Leave it to a cutout company to come clean.

THEY WEREN’T KIDDING — The Average White Band’s next album is titled “Warmer Communications.” It was the AWA’s recording label, Atlantic, that is a Warner Communications company, but manager David Mintz assured us that the pun is not the point. He explains that he and the group’s lead singer, Hamish Stuart, were walking down to the record company offices when the band was at 751 Hudson Street, and Stuart asked, “Why are we doing a sequel to the last album?” He was inspired by the prominent “Warner Communications” sign emblazoned across the building’s main entrance. “I feel it’s a great title irrespective of pun,” he stated. “Very few people (consumers) will be conscious of the music business double entendre,” he added wisely.

RECIDIVISM IN DETROIT — It’s hardly a social problem, as far as Geils is concerned. They packed Cubby Hall in October, and recently returned to play two more sold-out dates, one week apart. At the former’s performance, lead vocalist Peter Wolf was, according to Geils’ usual customary practice, to leave the stage, and became downright rowdy when manager John Donnelly emerged to urge him off. Wolf turned around, started pushing, then leaped into flying tackle, leaving the manager and singer in tears. Peter didn’t suffer any personality problems, however. It was just a bit of rock and roll showbiz, designed to add something extra to the mix. Incidentally, Geils recently began featuring Detroit resident June Heil, who has played with James Taylor, Neil Diamond, and several others.

SOCK SOME ROCK IN YOUR JOCK — Rock and pro soccer continue their incestuous relationship with a lively appearance by the New England Revolution. The band, which includes Mark Mughini, Tommy Bolin, and Michael Michael Baldwin, was well-received by the soccer fans. The New England American Soccer League franchise is operating under the direction of president Frank Barsala, who is also president of Premier Talent. As previously reported...

Managers’ Series: K & G Management Focuses On XYZ’s Of Music Industry

by Jeff Crossan

LOS ANGELES — It’s not much the ABC’s of management that most concern Danny Kessler and Clancy Grass of K & G Management — it’s the XYZ’s of the music industry, those extra efforts made by record companies on behalf of K & G clients. Kessler and Grass believe this is extremely important to do — that extra little bit is a lot, but we feel that companies spend a lot of money incorrectly on acts.

Since the formation of K & G Management two years ago, Kessler, a former RCA vice president, and Grass, a veteran of the entertainment and motion picture industries, have concentrated on becoming totally involved with the record companies in mapping the careers of their clients, who include Johnny “Guitar” Watson, PAPA John Creach, Tyrone Davis and Leon Haywood.

“Our whole concept of career development has been our total involvement with record companies,” Kessler says. “Both Clancy and I feel that in many ways record companies make stars, and the commitment that the companies make is one which must be total, and is one that management must get involved in.”

One aspect of career development in which record companies often fail, according to Kessler and Grass, is the timing and placement of ad campaigns.

“We believe that most record companies are negligent when it comes to time buys, specifically the time of the time buys,” Grass says. “If you want a nationwide push on a time buy at KHJ and do it from 3 p.m. to 6 a.m., you’ve just blown $1,000 and you may sell three albums. It’s a free-way time to sell your album and in each city it varies.”

Record companies often fail to research a market properly before buying time on radio stations, Grass says. “I don’t believe the companies do sufficient homework in order to be able to buy the time profitably,” he says. “They say, ‘This act is going to be in Kansas City so let’s buy this station, this one and this one, etc.’ With no concept of why they are buying, I think they should do a little research the establish to top 3 potential stations. Instead of spending...

Fontecchio Heads New WEA Office

LOS ANGELES — The Warner-Elektro-Atlantic Corp. has announced the opening of WEA’s 21st sales office in Hartford, Conn., in February of 1978.

Issuing the announcement, Don Dumont, Boston regional branch manager for WEA, said, “The new Hartford office is a part of our company’s continuing expansion which is a direct result of the tremendous growth of the music industry. The Hartford/Albany sales office is a vital part of our branch and of our customers, the sales office will provide us with the capacity to meet the ever growing needs of our customers on the Hartford/Albany sales area. Therefore, it is with enormous pride and pleasure that I announce that our branch marketing coordinator, Mike Fontecchio, has accepted the position of sales manager for the Hartford/Albany sales region.”

Fontecchio started with WEA as a sales order clerk when the Boston branch opened on August 2, 1971. He has since served as junior salesman, salesman and branch marketing coordinator.

Parton’s First LP Gold

NEW YORK — Dolly Parton — Here You Come Again, the first recording of the RCA recording artist, has become Parton’s first album to be certified gold by the RIAA.

Jackson Gets Gold

NEW YORK — Millie Jackson’s latest, “Faelin’ Bitchy,” on Polydor Records, has been certified gold by the RIAA.

Heatwave LP, Single Both Certified Platinum

NEW YORK — “Too Hot To Handle,” the latest LP by Epic recording artists Heatwave, has been certified platinum. The single off the album, “Boogie Nights,” has also been certified platinum by the RIAA.

(continued on page 18)
DEVELOPING ARTISTS... our most important product.

On these pages you won’t see “product.” You’ll see people...artists whose careers have exploded during the past six months.

At Columbia/Epic/Portrait and Associated Labels we’re dedicated to giving artists in every phase of development their next step up. And then their next. And their next.

We have a well-earned reputation throughout the industry for breaking artists...not just records. Here are the most recent developments.

BILLY JOEL

The vibes around Columbia were all “it’s about time for Billy Joel to happen big.” And then Billy delivered “The Stranger,” the most potent album of his altogether distinguished career. We feel that “Just The Way You Are,” Billy’s hit single, and the soon-to-be platinum status of the album, are just the beginning of what’s in store for “The Stranger” and for Billy Joel (whose biggest joy is that people will finally stop calling him “The Piano Man”).

Crawler

Back Street Crawler was a group of super talents, but the most super “name” in the band was Paul Kossoff. With his tragic death, it would have been easy for the rest of the band to go their separate ways. But they believed in the band, and enough other people believed in them (including us), to make the “overnight” Epic success of Crawler a reality.
Jane Olivor

One evening a few months back, the hottest ticket in New York was Jane Olivor's Carnegie Hall Concert. It was sold out in hours... even the scalpers were caught unprepared. It seems that after two consistently-selling Columbia albums, Jane Olivor has arrived. Whatever your taste in music, you owe it to yourself to hear this amazing artist soon.

Dave Mason

After all these years, "We Just Disagree" (a super single) and "Let It Flow" (a spectacular, now-gold album) have broken down the barriers for Dave Mason. And when mass acceptance finally comes to a giant talent like Dave Mason, it comes big.

Cheap Trick

We find it hard to believe that people are still comparing groups to the Beatles. But it seems they are. And the latest to be compared is Cheap Trick... Rolling Stone went through the "In Color" album, practically cut by cut, pointing out Beatle similarities and differences. Well, such things haven't exactly hurt sales, so we're not complaining. But really...
George Duke has always been respected by his fellow musicians, and by the fans he accumulated during his stints with Jean-Luc Ponty, Frank Zappa and Billy Cobham. His solo albums had all been critically acclaimed. But now, on Epic, George is receiving a new kind of respect...the kind of respect that the music business gives Big Sellers...which George Duke and his gold “Reach for It” album now are.

Heatwave

"Order up," we told the field. "Heatwave?" they responded. But order up they did, and they were glad, because the “Too Hot to Handle” album and “Boogie Nights” single both went through the roof. To be specific, platinum.

Wet Willie

Here's the latest chapter in the book “Artists who came to Epic Records and immediately broke wide open.” Wet Willie’s “Manorisms” album was recorded in England...far from their Southern roots. And the resulting music (especially the hit “Streetcorner Serenade”) has been touching FM and AM listeners everywhere.
Meat Loaf

Meat Loaf is a person...an incredible rock singer who first came to our attention via Ted Nugent's "Free for All" album. When Meat Loaf got together with the equally incredible Jim Steinman (he writes the songs) and producer Todd Rundgren, Epic knew that the result would be an album that they must have. And so, it seems, must FM stations around the country...and many, many thousands of Meat Loaf lovers every week.

Bill Withers

The first Bill Withers album on Sussex Records alerted the entire industry that a truly major new talent had arrived. When we had the opportunity, we signed Bill Withers. And now with his "Menagerie" album, and "Lovely Day" single, the stage is set for a career as big as Bill's talent.

Lake

Lake is a band from Germany that somehow manages to combine the meaty musical structures of the avant-garde European rock bands with good ol' Top 40 accessibility. They're probably the most heavily played new act of the year in the States, and their kitchen-sink cover has become a familiar sight at radio stations, in record stores and in homes everywhere. Now wait till you hear Lake II.

Eric Gale

Anyone who played with the Flamingos and Maxine Brown is O.K. in our book. But Eric Gale isn't just anybody. His R&B and jazz feel makes him one of the most in-demand guitarists in New York. And it's also contributed to a couple of the sweetest albums on Columbia..."Ginseng Woman" and "Multiplication." Both best sellers, we might add.
REO SPEEDWAGON

REO's seventh album was the one. "REO Live" has been almost a year on the charts, and it's been more-than-gold for months. REO did what they did without a hit single. And we're proud to point out that we gave them the time, and the space, to do it.

Karla Bonoff

Karla Bonoff is a full-fledged singing and performing talent who had a hard time getting attention — until Linda Ronstadt discovered her writing talent. In a very short time, Karla was suddenly being referred to as "the writer of those great Linda Ronstadt songs" (which beats not being referred to at all). And her Columbia album (as well as her concert set) is beautiful, wonderful and best of all, successful.

PodzA

Maurice White's production activities (Emotions, Deniece Williams) must have left brother Verdine White (also of Earth, Wind & Fire) with some time on his hands. So he went out and found, and produced, one of the hottest new soul groups of the year. The "Come Go With Me" single, and Pockets "Come Go With Us" album are both soaring high (musically as well as sales-figuratively.)
**Kenny Loggins**

Kenny Loggins was supposed to have a solo album many years ago. But "Sittin' In" became, instead, a Loggins and Messina album...the first of many. So "Celebrate Me Home" came along a bit later than expected ...and it went gold more effortlessly than any "first" solo album has any right to. Now Kenny Loggins is firmly established as a solo artist.

**Patti LaBelle**

Patti's decision to go solo came after sixteen years of singing with a group...the same group, all sixteen years. It's difficult for anyone to imagine the emotions involved in a decision like that. But through it all, Patti managed to come up with the most exciting music of her career...and an album that's a chart and sales winner.

The best evidence that we break artists comes after the fact.

Our last artist development ad, for example, featured Boz Scaggs, Deniece Williams, Blue Öyster Cult, Lou Rawls, Johnnie Taylor, Tom Jones, Ted Nugent, Boston, Teddy Pendergrass, Engelbert Humperdinck, Johnny Duncan, Kansas and The Emotions. Nobody's asking "where are they now." And next year the artists featured in this ad will be even bigger than they are today.

Nobody breaks as many artists as CBS Records.
THE SYLVERS (Capitol 4532)
New Horizon (3:38) (Rosy — ASCAP) (Sylvers, Sylvers)

This little cut from the Sylvers’ recent album lives up to its ideals. Their first self-production reveals a matured group that will also appeal to a slightly older audience. A promising future on the pop and R&B charts.

HERMAN’S HERMITS (Roulette 7213)
Heaven, But Ready For Love (3:55) (Chappell & Co. — ASCAP) (Bugatti, Musker)

Peter Noone is still living the life of a wealthy businessman, but Hermatt’s Hermits are back on the recording scene with this closely harmonized little shuffle. Their ability to handle innocent love stories should help them out once again at pop stations.

ANNE MURRAY (Capitol 4527)
Walk Right Back (2:38) (Warner-Tamerlane — BMI) (Curtis)

This Canadian songstress has widened her potential appeal immeasurably with this single, from the album “Let’s Keep It This Way,” produced by Eagle’s arranger Jim Ed Norman. The melodic ingredients for a big break into top 40 and MOR formats are all here.

B.J. THOMAS (MCA 40854)
Everybody Loves A Rain Song (2:33) (Screen Gems-EMI/Baby Chick Music — BMI) (James, Mason)

Considering the success Thomas has had with rain songs (“Raindrops Keep Fallin’ . . .”), this one by Mark James and Chips Moman should be a natural. Thomas voice is perfectly suited to the light pop melody and the chorus which repeats the refrain makes it a catchy pop record.

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Cash Box | January 7, 1978

**Inside Sacramento**

Set For Jan. 1 Debut

**LAO HONG**

LOS ANGELES — "Inside Sacramento," a new radio feature examining political issues before the California legislature, is scheduled to debut Jan. 1. The series will present two different two-hour public affairs/news programs each week to one station exclusively in each market in California through barter syndication.

**Looking Ahead**

101 BOATS AGAINST THE CURRENT (Columbia)
ERIE CARME (Avista 2069)
102 LE SPANK
LE DOMPLOMB (44) 13254
103 WHAT A DIFFERENCE YOU'VE MADE IN MY LIFE
RONNIE M.S.F.R.C.A (11148)
104 SHOUT IT OUT LOUD
GREGG ROLLE (ASCAP)
105 YOU TOOK THE WORDS OUT OF MY MOUTH (E.B. Marks/Universal—BGM)—
REGGIE PANTON (ASCAP)
106 STILL THE LOVIN' IS FUN
BRUCE KAM (BMI)
107 DONT CHANGE
DENISE WILLIAMS (ABC 12289)
108 CHOOSING YOU
LIZZ SMITH (BMI)
109 OUR LOVE
BARBRA STREISAND (ASCAP)
110 BABY, BABY MY LOVE'S ALL FOR YOU
DIXIE DICK (BMI)

**STolen IDeAs**

"How to Analyze Theft-of-Idea Claims in the Broadcast Industry"—Paralegal Institute—Dept. CB
132 Nassau St. 1202 (212) 964-4705

**Experience Fine French Cuisine**

**Hound Dog Christmas**

Elsie Presley's manager, Colonel Tom Parker, this year continued a tradition he and the late singer began years ago by contributing $50 Elvis Hound Dogs to the children of Opportunity Village for Retarded Citizens. In the past Presley and Parker had made contributions to Nevada charities totaling over $250,000. Pictured (l-r) are: Henri Lewin, executive vice president of the Las Vegas Hilton, Dr. Elias Gharan, Elvis Las Vegas physician; Parker (dressed as Santa Claus) and Thomas M. Groome, Jr., executive director of Opportunity Village.
REACHIN' FOR GOLD AT THE ROXY — Epic recording artist George Duke was presented a gold LP award for his "Reach For It" album following his recent performance at the Roxy in Los Angeles. Pictured (l-r) backstage are: Herb Cohen, manager; Del Costero, CBS regional marketing vice president; Mike Atkinson, director of west coast A&R for Epic; Greg Rogers, Epic product manager; Duke; Terry Easter, CBS field sales manager; Bud O'Shea, Epic marketing director; and Sandy Horn, Epic local promotion manager.

Eddie Condon in Japan — Chiaroscuro 154 — List: 7.98

Condon’s gang for this 1964 session includes Buck Clayton, Vic Dickenson, Pee Wee Russell and Bud Freeman. Jimmy Rushing is also on hand for three songs. The music is rousing and joyous, as one might expect, and the quality of the entire album is quite high. The music is part of a declining tradition and will be thoroughly enjoyed by all mainstreamers.

Basie’s Timing — Count Basie Orchestra — MPS 99435/36 — List: 8.98

These 1970 sessions by the Basie Orchestra are in a double album via Capitol imports. Chico O’Farrill did much of the arranging and the material is vintage standards (not a single blues number). But if there was ever an orchestra that interpreted the Great American Song better than Basie, it has yet to be heard on record. There is much more piano here than one is accustomed to, and Eddie Davis on tenor also shines (his “Ghost Of A Chance” solo is one of his best). Superb recorded sound.

The Verve Years (1952-54) — Charlie Parker — Verve 2-523 — List: 8.98

More than any other album, this demonstrates Parker’s genius in a variety of contexts. It covers his last recording sessions and he is heard with big band, strings, voices, woodwinds, a Latin rhythm section and jazz quartet. His fleetness and brilliance are on display here and although the last two sessions are a bit weak, there is something of interest in everything Parker plays. Well-packaged and annotated, as is everything in this series.


On his second Catalyst album, woodwind artist and composer Hadley Caliman has chosen material expertly suited to the players. And when those players include drummer Elvin Jones, bassist David Williams and pianist Hotep Geci Bernard, it makes for a doubly enticing package. Five of the seven tunes are originals that allow the musicians plenty of room to stretch out. Caliman's own mainstream stylings never sounded better.


Summers and his nine-member backup group take a decided Latin approach in this pleasant and percussive amalgam of pop, jazz and R&B. Perhaps taking a cue from such folks as George Benson, Steve Wonder and Freddie Hubbard, Summers demonstrates once again that it is indeed possible to keep a high level of musicianship while aiming at a wide commercial base. A splendid example of MAJ (mass appeal jazz).


Wilson's new approach offers an auspicious direction for the recently revitalized Discovery label. For one thing, it is superbly produced and packaged work; but, more importantly, it marks the end of pianist-composer Wilson's several-year recording hiatus. Simultaneously playing acoustic and electric piano, Wilson creates an exciting wall of sound that belies the fact he is backed simply by a trio. Wilson's own "Autumn Sunset" and "Dos Intrepitos" and Ornette Coleman's "Tears Inside" are choice cuts.

Top 40 Albums

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<th>Week 12/31</th>
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<tr>
<td>1</td>
<td>HEADS: ROD JAMES (Columbia JQ-1234)</td>
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<tr>
<td>2</td>
<td>REACH FOR IT: GEORGE DUKE (Epic JE 34943)</td>
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<td>3</td>
<td>FEELS SO GOOD: CHUCK HANAHAN (A&amp;M SP 4055)</td>
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<tr>
<td>4</td>
<td>CEDAR WATSON: THE ROXY (Epic JE 34942)</td>
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<td>5</td>
<td>AL JARREAU: LIVE IN EUROPE/LOOK TO THE RAINBOW (Warner Bros. 24302)</td>
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<tr>
<td>6</td>
<td>OXYGENE: GEORGE DUKE (Epic JE 34883)</td>
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<tr>
<td>7</td>
<td>BILL EVANS: ONE OF A KIND, AS A KIND (Impulse! EC 1095)</td>
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<tr>
<td>8</td>
<td>CHICAGO: THE RHYTHM IS THE THING (Columbia JC 34895)</td>
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<tr>
<td>9</td>
<td>BILL EVANS: THE PARIS SESSIONS (Verve VS 1051)</td>
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<tr>
<td>10</td>
<td>BILL EVANS: THE -.789.0 (Verve VS 1051)</td>
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<td>11</td>
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<td>12</td>
<td>BILL EVANS: THE -.789.0 (Verve VS 1051)</td>
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Cash Box | January 7, 1978
Two L.A. Rock Stations Make Program Director Changes

by Joey Berlin

LOS ANGELES — Two of L.A.'s AM rock radio stations, KHJ and KTNO (Ten-Q), have hired new program directors. KHJ is bringing in John Sebastian, former program director at KDWB in Minneapolis, and KTNO is promoting John Driscoll. Sebastian has worked in radio for 10 years, including stints in Portland, Oregon and Phoenix. Arizona before moving to L.A. He said he had an idea to go national then, and his promotion won six consecutive ARBs — after failing to win in the previous five years.

Changes Made at KHJ

The station has made several changes to its line-up as of November 23, reportedly to pursue other activities.

"I've made it known that I wanted to move into a top five market," commented Sebastian. "I think KHJ is one of the best stations in the country and it will be a real challenge to work there. They're in a full period right now where they probably need some changes and I want to take advantage of that.

"As to what kind of changes we'll make," continued Sebastian, "we'll have to look at the situation first-hand and accentuate the positive and do away with some of the negative. I've had some success in my career and I also have the humility to believe that we all have to be learning constantly. I'm going to work at a really fine station with a dedicated group of people working there. I'll try to fine tune things a little bit and make them the number one station that they should be."

Ten-Q Changes

Driscoll has been with Ten-Q since the station first went on the air one year ago. He will continue his on-air duties in addition to his new responsibilities. Before joining Ten-Q, Driscoll was program director at WCFI-AM and WMYM Miami. He has also served as program director and consultant with Jack McCoy's DPS Programming Services.

Driscoll replaces Jim Fox as KTNO program director.

"I was discharged due to a disagreement of programming philosophies," explained Fox. "The management did what they felt was best and you can't condemn them for that. I feel I've done excellent contacts — no hardships, hatred or animosity, which is the way I always like to leave a situation."

Changes Made at KHJ

At KHJ, changes were made at KHJ over the past few weeks.

Promotion In Motion

PROMOTION IN MOTION IN THE OCEAN

- A recent Club Med vacation in Martinique, local promotion man Steve Leeds (KSL, San Francisco) tossed Lee Masters into the briny deep. The victim didn't seem to care, however.

PROMOTION MEN IN MOTION — Freddie DeMan, national promotion director at Elektra/Ashley, joining with Wener/DeMann Management. Marc Nathan, Mushroom's national promotion director, leaving to become west coast general manager for Sire Records. In Canada, John Driscoll, Ten-Q, has been promoted to the post of program director.

On the Street

- More ARB results. In Chicago, WGN slipped a bit but still top on 10.7. WLS rose from 7.8 to 8.7. In San Diego, B100 continues to dominate, rising from 5.6 to 5.8. Mel Bill Smith, the Texas indie promotion man and tireless self-promoter, says he's getting into the real estate business to help finance his latest record. "A Presley Medley," by Bruce Channel. He is also working on a book which will tell novices how to make money on a song. Former Cash Box chart reporter Steve Ostrow (joined Saoulou in California last year) put a new device on the market in time, according to one label staffer. Best news was the Dan Hall single, a 3:31 minute ballad that broke at Christmas. "The theme of the meeting was that we're going to be an album company from now on," the source said. "No more one-shot singles artists. That's the day we're going to keep artists running off to C.B.S."

"Lenny Beer and Toni Profera offered some great songs in passive release, a key in breaking Dan Hall. WNEW-AM's first foreign language marketplace will include cuts from the French label "Garuda Tu Besos Para Mi," by Lino Mioso. Also the Italian single "Il Maestro Di Violino" by Domenico Modugno.

"Grand Piano" Series On NPR Is Set For January

WASHINGTON, D.C. — "Grand Piano with Fred Carolan," a new 13-part series, will air on National Public Radio member stations coast to coast beginning this month. The series is designed to introduce the instrument through performance and commentary.

Ferguson at KTDM

- The release of the Kraftwerk album "Radiotronic" on Elektra/Ashley.

Cash Box/January 7, 1978
Crosby, Stills & Nash
Double Platinum and Still Rolling.

ATLANTIC RECORDS AND TAPES
Teller House Contest Provides Opportunities For New Artists

by Carla Spencer

LOS ANGELES — Teller House, Inc. is sponsoring its first annual National Talent Search Contest in an endeavor to provide new opportunities for the large unexploited market of potential recording artists. Jo-Anne Gaffen of Benjamin & Asburn and Associates, and publicity coordinator of the project, defined its objectives saying "a lot of talented people everywhere in the country including the key music markets (New York, L.A.) need to be afforded the opportunity to be noticed and need guidance because they don't know where to go."

The contest is open to professionals and non-professionals in rhythm & blues/jazz and pop/rock categories. Contestants are required to submit a standard cassette with six minutes of music in addition to an entry form and a $25 entry fee. Entry forms must be received by June 30, 1978. All cassettes received will be judged on a preliminary basis and established criteria and an evaluation will be written for each entry. Exceptional material will be passed on to other judges who will select 40 semi-finalists (20 per category), with finalists (10 per category) subsequently being named from these. All judges involved in the contest will then choose one winner in each category from the finalists and present them with $5,000 in cash. Additionally, each winner will be scheduled for a recording session at a New York studio to produce a master recording which will become the property of Teller House. Teller House will provide a producer, if needed, and will present the recording to A&R people at all Teller House record companies at the winners' request.

Runners-up in the final competition will receive musical instruments and equipment as consolation prizes. Semi-finalists will be presented with a plaque of recognition from Teller House for participation in the contest. Contestants eliminated as a result of the preliminary judging will receive notification by mail along with a letter of encouragement and a written evaluation of their performance.

"I really think that it's a good idea," Gaffen commented. "There are a lot of good people involved as judges, people who can make or break an artist: managers, press, radio and record company personnel. If someone is good, they've got everything going for them to be noticed . . . most of all an opportunity."

Teller House originally initiated the contest in Detroit as a trial market in order to test the response to the idea. According to Gaffen, the response was "tremendously successful" which prompted them to introduce the concept at a national level. Entries from the trial market will be included in the overall judging.

The roster of judges includes Gil Scott-Heron and Manny Lopez, Futures Management, Atlantic Records, Inc.; William Beck, Brown Bush Music LTD; Whitey Stone, diversified Management Agency, Sam Azier, Swan Song Records, Dennis Frawley, DJ WABX Detroit, Don Riley, DJ WDRQ Detroit, and Ace Adams, New York Daily News. Judges may negotiate contracts with any contestant (not necessarily official contest winners) at their sole discretion. Additional judges will be added if necessary by the contest committee to compensate the number of entries received. Any individual or group interested in receiving further information on participation in the contest can write to: National Talent Search Contest, MGM Building, New York, New York 10019. The outcome of the contest is expected in late 1978. In the future, separate contests will be held for each category of music and will eventually be expanded to include other areas such as country and western.

Mr. MEAN RECEPTION — Clarence Satchell of the Ohio Players recently hosted a private reception for California Lieutenant Governor Mervyn Dymally. Shown at the reception as Satchell discusses the band's latest LP, "Mr. Mean," with recording industry knob-wielder Bill Traut (l-r) are: Sidney Miller, publisher of Black Radio Exclusive; Satchell; Traut and Ron Granger, west coast director of R&B promotion for Atlantic Records.

Reflections 'N Black

Millie Jackson performed at the Town Hall in Brooklyn through December 31 and at the newly-reopened Apollo Theater, January 2. Joining the spring recording artist on her dates at the Apollo were Harold Melvin And The Blues Notes and The Manhattan. Motown recording artists The Commodores are in their hometown of Tuskegee, Alabama collaborating on material for their next release. The group will be in Los Angeles to record the new LP in January.}

Platinum Hook is now performing at The Cellar in New York. Their first album on Motown will be released in February and a tour of the States will follow.

Zelda Redding, wife of the late Otis Redding, has established Redding Theatrical Agency, a booking agency for R&B talent, and is seeking clients. Dexter Redding, her 16 year old son, is among the acts the agency now books. Their address is: 90 Fifth Street, Macon, Georgia 31201.
Most Advertised LPs This Week

1. AEROSMITH — $7.98 — 14 dealers — Atlanta (Turley's) $4.77; Cincinnati (Camelot) price not included; Cleveland (Penney's) price not included (Clarkins) $4.99/$4.99, (Disc) $5.29 (Peaches) price not included; Denver (Record Shop) $4.99/$6.99; Dallas (Penney's) price not included; Indianapolis (Ayr Way) $4.99/$5.55; New Orleans (Ware House) price not included; Miami (Penney's) 15% off shelf price; New York (Korvettes) $4.99/$5.99; Pittsburgh (National Record Mart) $4.99.

2. BOZ SCAGGS — $7.98 — 11 dealers — Atlanta (Turley's) $4.77; Baltimore (Sears) $4.99; Cincinnati (Camelot) price not included; Cleveland (Penney's) price not included; Clarkins (Cincinnati) $4.99/$4.99, (Disc) $5.29; Denver (Record Shop) $4.99/$6.99; Dallas (Penney's) price not included; Miami (Penney's) price not included; New Orleans (Ware House) price not included; Pittsburgh (National Record Mart) $4.99.

3. LINDA RONSTADT — $7.98 — 10 dealers — Atlanta (Turley's) $4.77; Cincinnati (Camelot) price not included; Clarkins (Cincinnati) price not included; Denver (Record Shop) $4.99/$6.99; Cleveland (Clarkins) $4.99/$4.99, (Disc) $5.29; Indianapolis (Ayr Way) $4.99/$5.55; Los Angeles (Music Plus) $4.19/$4.19; Murphy's $99.50, (Marty) price not included; (National Record Mart) $4.99.

4. EARTH, WIND & FIRE — $7.98 — 10 dealers — Atlanta (Turley's) $4.77; Cincinnati (Camelot) price not included; Clarkins (Cincinnati) price not included; Denver (Record Shop) $4.99/$6.99; Cleveland (Clarkins) $4.99/$4.99, (Disc) $5.29; Peaches price not included; Indianapolis (Camelot) $4.99/$4.99, New Orleans (Ware House) price not included; Pittsburgh (National Record Mart) $4.99.

5. PAUL SIMON — $7.98 — 8 dealers — Atlanta (Turley's) $4.77; Baltimore (Sears) $4.99; Cincinnati (Camelot) price not included; Cleveland (Penney's) price not included; Clarkins (Cincinnati) price not included; Denver (Record Shop) $4.99/$6.99; Indianapolis (Camelot) $4.99/$4.99, Miami (Penney's) price not included; Pittsburgh (National Record Mart) $4.99.

6. KANSAS — $7.98 — 8 dealers — Atlanta (Turley's) $4.77; Cincinnati (Camelot) price not included; Cleveland (Clarkins) $4.99/$4.99, (Record Theatre) $4.98/$4.98, (Peaches) price not included; Denver (Penney's) price not included; Denver (Record Shop) $4.99/$6.99; Indianapolis (Ayr Way) $4.99/$5.55; Miami (Penney's) price not included.

7. SHAUN CASSIDY — $7.98 — 7 dealers — Atlanta (Turley's) $4.77; Cincinnati (Camelot) price not included; Clarkins (Cincinnati) price not included; Denver (Record Shop) $4.99/$6.99; Indianapolis (Camelot) $4.99/$5.55; Miami (Penney's) price not included; Pittsburgh (National Record Mart) $4.99.

8. CHICAGO — $7.98 — 7 dealers — Atlanta (Turley's) $4.77; Cincinnati (Camelot) price not included, (Music Shop) price not included; Indianapolis (Ayr Way) $4.99/$5.55; Miami (Penney's) price not included; Pittsburgh (National Record Mart) $4.99.

9. FOREIGNER — $7.98 — 6 dealers — Atlanta (Turley's) $4.77; Baltimore (Sears) $4.99; Cincinnati (Camelot) price not included; Clarkins (Cincinnati) price not included; Denver (Record Shop) $4.99/$6.99; Indianapolis (Ayr Way) $4.99/$5.55; Los Angeles (Music Plus) $4.19/$4.19.

Compiled from Newspaper Reports in 23 Markets.

Creative World Names New Distributor, Ups Price

Los Angeles — Creative World Records has named California Record Distributors as its American distributor, effective January 2. CHD will also take over national marketing, sales, and promotion responsibilities at that time, according to Stan Kenton, owner and president of Creative World.

In addition, Kenton announced that Creative World will raise its LP list price of $7.98, also effective January 1.

Creative World will remain independent.

Galliard Music Opens

Los Angeles — Composer Peter Davison has opened a film scoring studio, Galliard Music Company, 1924 Euclid St. Santa Monica. The studio will utilize synthesizers, recording equipment and facilities for recording acoustical instruments.

GRT To Activate Candid Jazz Line

Sunnyvale, CA — GRT Records has announced plans to reestablish its Candid Jazz line within the next few weeks.

While the new label will be formally named Bargnaby Records, because of terms in the distribution arrangement, it will contain the original masters and the original graphics from the first few years of the Candid Jazz series.

Nat Hentoff, who directed the Candid Jazz series during its founding in 1960 and 1961, will be updating the original liner notes, as well.

Howard Silvers, national sales manager for GRT, said there will be a national mailing to over 2,000 radio stations announcing the label's rebirth. "We are determined to make this product visible to the jazz community," Silvers said.

The first six releases on the Bargnaby line are: "Little Mingus" by Charlie Mingus, "Mingus Present Mingus" by Phil Woods, "Rights Of Swing" by Booklet Little's "Out Front," "Richard Rodgers and the Blackbyrds" by New Horizons, "Tootsik-Mariano Quarter" by (India), and "The Straight Horn Of Steve Lacy." The balance of the product, all listed at $7.94, will be released periodically over 12 months, Silvers said.

The original Candid Jazz line was part of Cadence Records. In 1964, Cadence was sold to Andy Williams and rechristened Barndy, and the Candid product was forgotten for over a decade.

Out Of The Blue Born

Los Angeles — Richard Blue has formed Out Of The Blue Productions, a diversified production-publishing firm. Although Blue's first signing will not be announced until the new year, Out Of The Blue has retained entertainment attorney Jay Cooper for legal counsel and Norm Winter Associates for national publicity services.

Lester Sill To Speak

Los Angeles — "The Role of the Publisher in Today's Market" will be discussed by Lester Sill, president of Screen Gems-EMI Music, at a forum/workshop sponsored by Songwriters Resources and Services on Jan. 10 at the Hollywood Holiday Inn.

$1 Million Sales — WEA Cleveland salesman Ray Rusnak recently received an honorary award for exceeding one million dollars in sales during the month of November. Pictured (l-r) are: Art Teal, WEA field sales manager, John Kingery, WEA regional sales manager, and Mike Spence, WEA vice president and Cleveland regional branch manager.

Daily News Music Poll Results In

New York — Fleetwood Mac, Gladys Knight & The Pips, Count Basie, Donny & Marie Osmond, and the Tito Puente Orchestra have swept the race for top recording groups in the Daily News Front Page Music Poll.

The final standings in the poll show Fleetwood Mac tops in both the rock/pop category, followed by runner-up earth, Wind & Fire. Chicago captured third place, with KC & The Sunshine Band and the Commodores trailing closely.

In the rhythm & blues category, Gladys Knight & The Pips won the crown with nearly twice as many votes as the nearest runner-up, Earth, Wind & Fire. The O'Jays, the Commodores, and the Salsoul Orchestra also received sizable percentages of the vote.

In jazz, Count Basie was the winner, followed by B.B. King in second place, and the Brothers Johnson, the Chuck Mangione Quartet, and The Meters rounding out third, fourth, and fifth place, respectively.

In the country music category, Daily News readers gave Donny & Marie Osmond the top spot and the Eagles were first runner-up. Conway Twitty and Loretta Lynn, Johnny Cash and June Carter, and the Starland Vocal Band also did well.

In Latin music, the Tito Puente Orchestra swept the field, with the Eddie Palmieri Orchestra, the Johnny Ventura Orchestra, the Willie Colon Orchestra, and the Bobby Rodriguez Orchestra all showing impressive strength.

The Daily News Front Page Music Poll was the first consumer balloting for top music performers ever held by a major newspaper. Polls such as the Grammy and TV Rock Awards are limited to industry professionals and critics. Hundreds of thousands of ballots were received in a six-week period this fall.

Last week, the results for top female recording artists were announced. Linda Ronstadt won in the rock/pop category. Ella Fitzgerald was first in jazz, Diana Ross in rhythm & blues, Olivia Newton-John in country, and Celia Cruz in Latin.

Awards for all winners were presented in a special hour-long Channel 7 WABC-TV spectacular Monday morning, December 26, at 9 a.m., on the Stanley Siegel Show.

Streisand Celebrates Signing — Barbra Streisand recently was treated to a reception hosted by Columbia Records to celebrate her re-signing with the label. Pictured (l-r) at the celebration are: Bruce Lundvall, president of CBS Records Division, Walter Yetnikoff, president, CBS/Records Group, and Streisand; Jack Craigo, senior vice president and general manager, marketing CBS Records, and Streisand; Bella Abzug; Shirley MacLaine and Streisand; and Streisand with Rick Sklar, vice president ABC Radio.
**CMF's Library Chronicles**

**Country Music Development**

by Bob Campbell

NASHVILLE — A hidden jewel shimmers on the edge of Music Row. It is the Country Music Foundation Library and Media Center — an inexhaustible storehouse of information and materials. It contains virtually any type of information pertaining to the inception and development of country music.

Located in the basement of the CMF Hall of Fame building, the library contains over 70,000 books and 1 3/4, 45, and 78 rpm discs; over 200,000 newsclippings in periodicals; over 800 songbooks and over 2800 pieces of sheet music; more than 1000 recordings; over 1000 Newsweek newspaper clippings and pertinent information on artists and related subjects (Roy Acuff has full five folders devoted to his career); subscriptions to more than 150 periodicals; over 50 audio tapes containing historical interviews with pioneers in the country music business; and copies of most of the early “singing cowboy” movies which played such an important role in the development of country music. And there is more.

**Broad Scope**

The present location of the library was completed in the spring of 1971 (the CMF was organized in 1964) and library director Danny Hatcher joined the staff in August of that year. Most of the library's collections have been made since that time. In outlining the scope and thrust of the library, Hatcher mentioned his belief that “many people here were not aware of the full breadth of the facility.”

“I think we are much better known in the library circles that grace the building, but they feel it is much more important. They aren't aware of the scope and the services provided. I've found as individuals realize what all this is here, requests for services increase. When I joined the library in 1971,” Hatcher added, “I figured we were 50 years behind. So I have concentrated on acquiring material. Between 1971 and 1974 we grew 100 percent. We had 5,000 records in 1971 and that figure has grown to more than 20,000 by this point. Now we are five or six years behind in cataloging, so we will work on that now.”

Hatcher said interested persons must make an appointment to use the library, but the library is made to allow people the time to provide adequate assistance. Library users have included students and educators from the academic world, journalists, and members of the television and movie industries. Hatcher mentioned one interesting writer who has quietly been researching the life of Hank Williams in the last few months.

“Paul Schrader, who wrote the movie Taxi Driver, was here doing research for a script he was writing on the last four years of Hank Williams' life,” Hatcher said. “I understand he has finished the script and plans for a major movie are underway.”

All material contained in the library is classified under two broad headings — printed and non-printed material. Printed materials include songbooks, fan club publications, sheet music, souvenir pamphlets and music periodicals. Also included in the printed material are the vertical files, which Hatcher said are utilized to the greatest degree. Non-printed material includes all recordings (dating back to a 1922 78 rpm record of 'Arkansas Traveler' by Eck Robertson, which is recognized as the first rural country recording), oral history interviews, and more.

**Shaver at CB**

Capricorn recording artist Bobby Bare plans a new album with his backing band, the Junior Boys. Cash Box Nashville office manager, during a promotional campaign for his latest album, "Gypsy Boy." Other stops on the tour include Detroit, Houston, and Austin.

**'Nashville Scene' TV Show Set To Air In January**

NASHVILLE — "The Nashville Scene," a half-hour, early morning country music/talk show, produced by Opryland Productions, made its debut Jan. 2. Tommy Culler hosts the nationally syndicated program.

Over 50% of the coverage will be live or via taped delay from the Opryland Production facilities and the Grand Ole Opry House in Nashville. The program will air Monday through Friday.

Producer Bayron Binkey promises music and interviews with Nashville-based name artists and visiting performers, plus provocative talks with behind-the-scenes professionals in the entertainment industry. "We hope to prove that there is a special audience at that time of day that has been overlooked and neglected on a national basis," Binkey stated.

Guests on the first show will be Roy Acuff along with "Bashful Brother" Oswald and Charlie Collins. Dynamic team, Don Gibson and Grand Ole Opry Announcer Grant Turner. The tally list for the first week of programming includes Jack Green, Jeannie Seely, Larry Gatlin, Johnny Russell, Beverly Heckel, Del Reeves, Billie Jo Spears and "The Jimmy Dickens," Ed Bruce and Ruby Falls.

At press time, the show had been sold in over 200 markets, including those in the major markets across the country, according to Robert Dudley, head of U.S. TV Network (New York), distributors of the show.
THE LONGEST WALK
PRODUCED BY VINCENT KICKERILLO
in association with DON COSTA
www.americanradiohistory.com
THE COUNTRY MIKE

We'll begin this column and the new year with a plea for help from a country station in Amsterdam, New York. WKOL was recently leveled by fire, but within 21 hours the station was back on the air with equipment and transmitter borrowed from neighboring community radio stations. The request for assistance comes from WKOL music director Bernie Short, who says the entire station was completely destroyed. The radio companies would be doing the country music fans of Amsterdam a great service by refurbishing the station's supply of both oldies and recent LPs and singles. Send the product to WKOL, P.O. Box 3, Amsterdam, N.Y. 12010.

Here in Nashville, WKDA is operating smoothly under the direction of interim program director Dale Turner. Turner has been with the station for about a year and a half, and was recently appointed station manager in place of Pat Lee Aree. When Rich Wheeler returned to WMC in Memphis a few weeks ago, Turner was announced as interim PD. Turner, who has previously worked in San Antonio and Memphis, says a permanent PD will be announced sometime during the next few months.

The newest lineup at KWFT in Ft. Dodge, Iowa looks like this: P.J. Winn 6-10; Dale Eicher 10-2; Bob Wood 2-6; and Dick Besser as weekend announcer. WBAM in Montgomery, Ala. has recently purchased a 100,000 watt FM stereo station. Subject to FCC approval, the station will be on the air sometime next month. The format will be announced soon.

SOON

Thousands of stations across the nation, both country and pop, will undoubtedly be broadcasting numerous Elvis specials this week, to commemorate the entertainer's birth day on Jan. 8. Many stations will air reissues and posters ... and WSHO in New Orleans will be playing Elvis music all day on the 8th. WHN in New York will be giving copies of a letter, written by Elvis, to its listeners ... and according to WHN, Col. Tom Parker has given the station permission to use an advertisement that will be run for thousands of WHN Elvis posters all over the New York area beginning this month. Elvis isn't the only deceased entertainer being saluted this month. WSHD in New Orleans played Hank Williams music on the 24th anniversary of his death, New Year's Day.

KHEY in El Paso held their annual Secret Santa promotion over the holidays. But it's much more than a promotion. Kids from the slum areas of El Paso were encouraged to write to Santa and request what they wanted for Christmas. Then, listeners brought in over 3000 gifts and toys to distribute among the youngsters. El Paso police helped out by picking up and delivering the packages. This type of promotion also helps the police to get into the slum areas and develop a relationship with the folks in the community. KHEY deserves a round of applause for this "promotional" effort.

Charlie Douglas, all-night air personality at WWL in New Orleans, has signed with Celebrity Management of Nashville to work as a speaker on the weekends. Douglas, who can't stand dressing up for engagements last year, says he finds it therapeutic to speak before different audiences.

Dusty Rhodes hasn't been talking quite as much since WXOH in Bay City, Mich. recently went automated. Rhodes, music director at the station for the past eight years, says the automated system is too impersonal sometimes. The station carries a syndicated series of tapes called "The Music Works," which is programmed by Lee Shannon, Gary Havens and Bill Robinson, all of whom work at WIRE in Indianapolis. Rhodes says that it's the "one-on-one" thing that he misses. But, since good jocks are hard to come by, the station decided automation was the best solution. But nobody at the station fired ... and Dusty will continue to provide the industry with his weekly plays.

The latest lineup at the Cash Box chart, the one for Jan. 7, 10: Danny Reese 10-2; Johnny Olsen 2-7, and Lou Collins 7-Midnight:

KLAC in Los Angeles recently broadcast its simulated Country Awards Show. Elvis and Dolly were the winners of the Best Female Vocalist of the Year award.

Send your station's promotion and news of pictures, Cash Box, 21 Music Circle East, Nashville, Tenn. 37203.

country roundup

Dick Clark has named the Country Music Association's two top winners, Ronnie Milsap and Crystal Gayle, to participate in the fifth annual "American Music Awards" airing live on ABC-TV Jan. 16. The final nominees for the awards will be announced soon.

KKK-FM in Pasadena, Texas aired a 10-hour documentary special in commemoration of the anniversary of the death of Hank Williams. Written by Jim Owen, country historian and expert on the life of Hank Williams, the special included interviews and some singing by Williams. The documentary also featured commentary by many other country artists, including Stan Farr, Johnnie Wright, Jennings, Ernest Tubb, Johnny Paycheck, Johnny Cash, Roy Acuff and Bobby Bare.

Mary K. Miller's new single continues to climb the Cash Box country chart, jumping from No. 91 to No. 75. The artist has had two previous country chart records, and she's just finished recording her first album, due to be released sometime in mid-Jan. The new single, "The Longest Walk," was a hit for J.P. Morgan back in the 50s.

Warner Bros. recording artist Rex Allen Jr. spent the Christmas holidays on a secluded island in the Bahamas with his wife Judy. Reed was visiting his parents, Cassie and Bob, in the Bahamas.

Little Richie Johnson reports several stations playing the new Gilbert Ortega single, "It's Wrong." Ortega, who is known as the "King of Indian Jewelry," has released the single on the L.J. label.

Mike Eberly and his Rough Riders have a new single on Polydor called "Nothin' Blues." It's not only getting country airplay, but FM too. The band played the Ivanhoe Theater in Chicago, and the Sam Houston Coliseum in Houston last month, and they're set to go on a promotional tour later this month.

country rounder

GILLEY IN THE APPLE — Recording artist Mickey Gilley, named Entertainer of the Year and Top Male Vocalist in '77 by the Academy of Country Music, appeared recently at New York's Winter Garden Theatre, where he performed songs from his new album, "Gilley's N' 9," as well as songs from his acclaimed debut album, "Mike Douglas Show." "Merv Griffin," "Dinah," "Tommy Hunter Coun-
try," "Nashville On The Road" and "Pop Goes The Country" have also performed with Gilley.

The second album for Elektra is currently near completion and should be out early in 1978.

country rounder

DOLLY NAMED 'FIRST LADY' OF OLD SACRAMENTO

NASHVILLE — RCA recording artist Dolly Parton was named Honorary First Lady of Old Sacramento (Calif.) at a ceremony on Dec. 12. Later that evening, she performed at the city's Memorial Auditorium to a sold-out audience.

At the ceremony, Parton was presented with a scroll naming her Honorary First Lady, as "the key to the city." It marked the 12th time in three months she has been so honored. Others that have accor-
ded her the honor include Kansas City, Kansas; Kansas City, Missouri; St. Louis, Missouri and Wichita Falls, Texas.

CHAPPELL INKS GOODRUM

LOS ANGELES — Chappell Music recently signed writer/artist Randy Goodrum, whose music will be published under the separate publisher's agreement between Chappell and Sailmaker Music of Nashville. A ses-

The CMF Library Chronicles
Country Music Development

The CMF Library Chronicles
Country Music Development

(continued from page 27)

Some collections have been donated to the library. Probably the most notable collection is the massive material on Roy Acuff, which was given to the library in July of last year by Elizabeth Roe Schlappi. There is an entire room devoted entirely to her collection. Another donation was a collection of over 14,000 records given to the library in November 1973 by Connie Hall.

Another interesting aspect of the non-printed material has been the development of the video recording project. The library maintains a 4-inch video cassette recorder which Hatcher said has been installed "mainly to preserve a visual image of country music — a means for people in the future to observe the dress and performing style of country performers." All television programming is recorded, with the stacks in library, and cataloged, including the CMA shows and other nationally televised programs. Other shows tape are segments of the old "Stars of the Grand Ole Opry," which was televiewed in the middle 50s, and one of "The Kate Smith" shows aired in 1952 which contains the only performance film of Hank Williams.

Since acquisitions are nearly up to date, Hatcher is becoming more involved with developing a more advanced system of catalog. He has been working with the Library of Congress, Yale and Stanford in the development of a computer system of classifying material.

tim williams

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Cash Box/January 7, 1978

www.americanradiohistory.com
Belam Appointed As Export Agent For Gottlieb & Company Products

NEW YORK — Belam Export Corporation has appointed agents for the D. Gottlieb & Company product line, in parts of Central America, the Caribbean, South America, Southeast Asia and Africa. Many of these markets are closed to pinball, which means, according to Belam vice president Robert Haim, "that a major effort will be made by Belam to get these markets open." He noted further that "this will be a long-range, difficult project.

"Many of the markets that are open," he added, "are what we would classify as small. However, we are all in agreement that these markets are worth the effort. We plan to offer our products in a way that will make it easier for the distributors to sell our machines." He further explained that "of the markets that may already be open some are too poor and undeveloped to be able to afford the purchase of new pinball games. The plan in those instances is to start by building a used pinball market. After that, we will begin slowly to upgrade the area to a point where they will be able to purchase new equipment. The effort will be a full company project," he continued, "and we at Belam are looking forward to a long and profitable arrangement.

Commenting on the appointment, Marshall Caras, Gottlieb's vice president of marketing, said, "We have full confidence in the ability of Belam to reach those markets which heretofore were particularly difficult to develop and are certain that they will do a good job for the Gottlieb company.

' Cleopatra' Pinball

CHICAGO — D. Gottlieb & Company has reported that 'Cleopatra,' in both solid-state and electromechanical versions, triumphantly arrived in France and has already started to win the hearts and minds of the French, who are to be among the greatest advocates in the world of Gottlieb pinball.

In a recent whirlwind trip to France, Marshall Caras, vice president of marketing for D. Gottlieb and Company, and Tom Delford of Gottlieb's engineering department, presented the new pinball machine in a series of technical/social meetings for over 1000 guests of Mandial Commercial Corporation in Paris, Lyons and Marseille. With simultaneous translations in French and English, the meetings were "reminiscent of a U. N. Security Council Meeting," as Caras pointed out. The programs included questions from the floor.

Stern Marketing New 'Stingray' Solid-State Pin

CHICAGO — Stern Electronics, Inc. announced the commencement of production on its new electronic four-player flipper, "Stingray," which is the second completely solid-state model produced by the firm. Stern made a very successful entry into the electronic pinball machine with its popular "Pinball Wizard" line.

Stingray contains the firm's "proven solid-state microprocessor system," according to Stern's marketing director Stephen Kaufman, as well as a built-in test feature, a complete accounting program, a "high score to date" display and exciting new sound. In addition, the game offers players an abundance of challenging options for advancing scores.

Arrives In France

As part of the marketing and technical presentations, followed by raffles for new Gottlieb games and wine.

Waiting Impatiently

Caras reported that France, as much as the U.S., has been impatiently awaiting the arrival of Cleopatra, Gottlieb's first solid-state game. "Many parts of the world and the U.S. still demand electromechanical games," he added. "I feel that there will be a resurgence of interest in Gottlieb's solid-state games in the second half of 1978; however, Gottlieb, a pioneer in almost every innovation in the pinball industry, is also committed to further advances and full production of solid-state games. Mondial Commercial Corporation of France, with its distribution network in 50 countries, is the exclusive Gottlieb agent for that country.

UBI Names Daddis General Manager

UNION, N. J. — Scott Daddis, president of U.B.I., Inc., announced the appointment of Gene Daddis to the position of general manager of the firm.

Daddis, who began his career in the coin machine industry in 1938, has been with U.B.I. since 1972. He was the first employee of Runyon Sales, prominent New York distributor, and remained with the company for 22 years. In this new capacity, Daddis will report directly to Marty Shumsky, vice president of U.B.I., and will be responsible for coordinating the firm's wood working and final assembly operation as well as the metal shop and purchasing and material control.

In announcing the appointment, Scott Daddis said, "The creation of this new position became necessary as a result of U.B.I.'s expanding product line. Two years ago coin operated tables constituted 77% of our sales. Today, with our venture into the home market and our expanded sales in the amusement park; carnival and arcade markets with Sporttabali, Bimbo, Pirate Falls. Pot of Gold and Bulls Eye, coin operated pool tables represent only 59% of our sales.
Here's to 1978. . . . Among Bally Mfg. Corp.'s big promotional projects of the new year will be the "Super Shot" finals scheduled for February 10-11 at the Playboy Towers here. Event will climax the factory's national pinball tournament, which has been in progress since early October at Aladdin's Castle game rooms across the country. At this point, there are 20 regional finalists scheduled to come in for the competition, according to Bally's Tom Nieman, vice president, who is coordinating the tournament. Among the many added attractions Bally is planning during the finals is a special celebrity competition, which could feature such names as Roger Daltrey, Elton John, James Caan, David Brenner, Bill Cosby and others. Hugh Hefner will be there, of course, and will most likely notice something familiar about the brand-new, as yet unreleased, Bally machine which will be provided exclusively for the celebrity competition.

THE FIRST COLUMN of the new year would be incomplete without a comment from noted programming specialist Gust Tartof of Singer One Stop For Ops—who predicts that the new Heatwave single "Always And Forever" on Epic will be "one of the biggest jukebox records of 1978." It's an "across the board" record, he said, which should attract plays in all types of locations—adult, R&B, kids, etc.

AND A GOOD TIME WAS HAD BY ALL, at the annual Christmas party hosted by Williams Electronics Inc., for employees, friends and guests at the University Hotel at 222 Crawford St. Saturday, Dec. 23, was the 20th annual Christmas party. The party was held on the top floor of the hotel, which had been transformed into a Christmas wonderland. The guest of honor was John Bally, president of AOMA and he's on the association's board for 19 years. 

EASTERN FLASHES

The recently held Rock-Ola show saw the New Sybaris model 474 phonograph, sponsored by Active Amusement (Philly), draw a turnout of more than 100 operators and guests. Guest of honor, Frank Ash, Operators expressed an "overwhelming approval" of the new machine, he added, which strongly indicates that Acti
cive can look forward to a "phenomenal music year." 

"There is a heavy demand for "Super Shots,"" said John Arnd of Rowe International, "so we're going to Syracuse shortly to see if we have Indians to shoot the soon to be re-open branch out there. Distri
tion will be housed in the same facility it occupied previously (at 1901 Lemoine Ave.), and John expects to have a staff lined up and all other details fixed up in plenty of time for April. 

Reported, note, musicwise, as a result of current, and anticipated, sales of Rowe phonos. I see a big '78, not only for Rowe jukeboxes but for the new Rowe vending line, as well." 

"He's also enthusiastic about the "Vogue," he said, "which is due for delivery, very soon. "A winner," he added. "Gottlieb really did their homework in producing this machine." Distri
tion will shortly announce its new schedule of Tournament Soccer tourna
mements. American shuffleboard's Sol Lipkin said that by mid-February the factory's new "Chessies" II drop charts would be shipped off and coming off the assembly line. He said that, with the recent settlement of the dock strike, he feels much more attention to customers across the country. Nothing complaints about business, said Lipkin. The Weather is pretty good, he said, as is the rare, different story. "horrible" was the term Jack Shawcross used, as we recall. Cheer up, Jack. Spring is just a few too long months away. At any rate, during their recently held, and very successful, "Vogue" promotion week, they conducted a series of seminars, which are due for delivery, including Exidy's "Circus," Atari's "Super Bug," Midway's "M.4," Ramet's "M.79 Ambush," Bally's "Eight Ball" — to name a few.

CALIFORNIA CLIPPING

"Hill-Shooter," a sit-down arcade piece form Sega that was one of the busiest attractions at this year's AMOA show, is selling "exceptionally well," according to Jack Gordon, the firm's marketing manager. As Jack noted further, "It's one of the hottest games I've seen in years. I think the main attraction is the sensation of actually flying in a helicopter, which is enhanced by the side-manuevering and sound effects." He added that the game was really catching on at the company-owned Sega Center amusement arcades, where it attracts large crowds waiting in line to play at 50 a pop. Looking ahead, Jack said the com
pany will be leaning toward electromechanical games in '78. An example of Sega's com
mittance in this direction is "Sega Soccer," a two-player action game that was also shown at this year's AMOA. On yet another front, Sega has been getting a lot of mileage lately from its Sravision wide-screen TV television sets, featuring I.A. Dodger star Steve Garvey.

1978 State Association Calendar

Jan. 13-15: Music Operators of Minnesota; annual conv.; Holiday Inn Center; Min
nneapolis, MN.

badero, Newport, OR.

Feb. 3-5: South Carolina Coin Operators Assn.; annual conv.; Mt. Pleasant, SC.

Mar. 31-Apr. 1: Music Operators of Michi
gan; annual conv.; Michigan Inn; South
field, MI.

Apr. 7-9: Florida Amusement Merchandis
ing Assn.; annual conv.; Marriott Olym
pic Villas; Orlando, FL.

Apr. 21-23: Wisconsin Music Merchants Assn.; spring conv.; Abbey Resort; Fon
tana, WI.

try Club; Swan Lake, NY.

June 2-3: Ohio Music & Amusement Assn.; annual conv.; Columbia Gardens; Court
房屋, OH.

June 8-10: Music Operators of Texas; an
nual conv.; La Quinta Royale; Corpus Christi, TX.

July 21-22: Montana Coin Machine Opera
tors Assn.; annual conv.; Banditiana Lodge; Hot Springs Resort, near Butte, MT.

Sept. 22-23: Amusement & Music Opera
 tors of Virginia; annual conv.; John Mar
shall Hotel; Richmond, VA.

Kasha Conducts UCLA's Songwriting Marathon

LOS ANGELES—At Kasha will conduct a four-weekend music writing class at UCLA Extension beginning in January. The class, "On Being A Writer," will include general sessions and workshops with piano, films, records, tapes and auditions of student material for professionals from all fields of the music industry. The four weekend sessions run from Friday afternoons to Sunday evenings, January 6-7, 20-21, February 10-
11 and 17-18 in Room 100 Moore Hall, UCLA.

Grammy Ballots Mailed To NARAS Members

NEW YORK—The first-round ballots and the nomination lists for this year's Grammy Award were mailed recently to active voting members in the seven chapters of NARAS. Ballot recipients are asked to select their top candidates in a limited number of recording fields, specified in a cover letter from NARAS president Bill Denny. The pres
cident lists the following fields for selection from 40 of the Grammy's 51 categories. Nominations in the remaining 11 craft categories—writing, engineering, arranging, production, etc.—will be made in two separate rounds of balloting by selected craft committees in each chapter city. 

Member's ballots were due in the offices of the independent accounting firm of Rowe International—Albany, who'll tally the ballots for NARAS's Downtown branch. The counting will be done in a pleasant, turn
ing, liner notes and engineering) will be made in two separate rounds of balloting by selected craft committees in each chapter city. 

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Wells Signs With A&M

LOS ANGELES—Cory Wells, former lead singer with Three Dog Night, recently signed a recording contract with A&M Records calling for a minimum of eight albums over the next five years. Wells has just completed his debut LP for the label, "Touch Me," which is set for release in Jan

Eligible for Grammy Nominations

NEW YORK—The 26th annual Grammy Awards will be held on Feb. 22, 1978, at the annual Music and Arts Luncheon. The awards will be presented to the best in the music field. The event will be held at the Sutton Place Synagogue.

New Int'l Publishing Association Is Topic Of A MIDEM Session

NEW YORK—The structure of the newly formed International Federation of Popular Music Publishers is set to be discussed on Jan. 26-27 at Hotel Majestic in Cannes, France during MIDEM, the 12th annual music marketplace for record companies and publishers.

MIDEM will be held January 20-28 in Cannes.

Leonard Feist, president of the National Music Publishers Association, and Salvatore T. Chiantia, president of MCA Music, are scheduled to represent NMPA at the organizational meeting.

Top National Retailers Report Sales Gains

NEW YORK—The nation's five major retailers all posted sales gains in Novem

Cash Box | January 7, 1978
Christian LP Due

NASHVILLE — Chris Christian of Home Sweet Home Productions has completed his second album for Word Records. The LP, as yet untitled, was recorded at the Gold Mine Studio in Brentwood, Tenn. and engineered by Brown Bannister.

Jamie Readies New LP

LOS ANGELES — Singer-songwriter Jamie Owens Collins is currently preparing material for a new album on Light Records that is slated for first quarter 78 release. As with her debut LP, Collins tonight will feature all original material by Jamie and her husband, Dan Collins.

Boone, Mann Co-Host Special New Years Eve ‘Jubilate Celebration’

LOS ANGELES — Pat Boone and Johnny Mann co-hosted a special New Year’s Eve celebration conceived as an alternative to the drinking, dancing, noise-making and streamer-throwing that usually characterize the holiday season.

Tickets for the banquet and show, billed as the Jubilate Celebration, were set at $50 per person. Proceeds from the event will be used to provide medical supplies for Salvation Army clinics in East Africa.

The idea for the celebration came from a committee made up of members from TONY AND SUSAN BOONE PRODUCTIONS.

Word To Release Hall’s Debut Album

WACO, TX — Word Records here has released the first album by soloist Myrtle Hall. The album, “Thank You, Lord.” demonstrates Hall’s vocal talents in a variety of musical styles.

Hall is a former student at the Juilliard Conservatory of Music and artist-in-residence at King’s College in New York.

Lamb & Lion Reports Spring LP Releases

LOS ANGELES — Lamb & Lion Records will issue a new album for five consecutive months beginning in January, 1978, including releases by the Boones, and an as yet untitled album by Pat Boone, according to Doug Corbin, vice president of the label.

In January, Dogwood’s “Out In The Open” will be released as a follow-up to their successful “Love Notes” LP, which was listed among the top gospel records of 1977.

Different Style

An entirely different style of music will be demonstrated by DeGarmo & Key when their album, “This Time Thru,” is released in February. While still in high school, their energetic, hard-rock style attracted the attention of a major record label, but DeGarmo & Key turned to secular music, and left their group.

Their music found little favor with traditional church audiences, but with growing acceptance in recent years, Corbin feels the time is ripe for the talented young duo to re-enter the gospel music world.

Wendell Burton, best known for his co-starring role opposite Liza Minnelli in the film “The Sterile Cuckoo,” makes his musical debut in March with “Wendell.” Describing Burton’s style as “easy, contemporary and well worth listening to,” Corbin predicts the album will assure a place in the inspirational field for the young actor.

With Debbi Doppe topping the secular charts, the Boones, and the Lamb & Lion label, “This Time Thru,” will be released in April, should receive broad-based support. The Boone sisters, Cherry, Lindy, Debbi and Laura, have a wide appeal, and a smooth, professional sound.

Pat Boone’s album will be released in May. Although the former teen idol and Lion, he retains a low profile concentrating more on the development of the label than using it as a showcase for his own talents.

It was also announced that a new logo and backdrop has been designed, to more accurately depict the company’s image on a visual basis.

DOVE WINNERS — Evie Tournquist was voted Female Vocalist of the Year and Bill Gaither was named Songwriter of the Year at the recent Dove Awards presentation.

Pictured above are (l-r): Charlie Monk, Nashville director of April/Blackwood Music, Tournquist, and Gaither.
COIN MACHINES WANTED

WANT: Seeburg AY 160, DS 160, L-PC 1, L-PC 480, Elektra, Fillmore, SS 160, L-15, LGW. We pay cash and pick up our used machines. Call collect: 1-312-759-2312.

WANT TO BUY: Auto Phonino Model 11, 12, 14-17, recollections and early machine models. Contact: Mike, Box 6418, Reno, NV 89513.

COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play vintage records on Seeburg or mechanical phonos. Price quoted—just plug in—eminence sound, disturbance free, exclusive wear record. $34.95 postage. Satisfaction guaranteed. Quantity discounts. A. CHOP, SERV: 125 Westwood Blvd., Village, NY 10701.


WANTED: Seeburg, AMI, American, American-Omaha, eight-track for immediate re-open music business. Write BABE at 503 East 42nd Street, New York, NY 10017 or call (212) 898-1269 or 243-3669.


TREASURE HUNTERS — BMW-Songwriter—composer who has written for Tavmes, Richog, Grass Roots and others. Excellent working knowledge for composing/arranging. Also have contemporary soul and R&B for composing and performers. Write: Wilf, 1155 West End Avenue, New York City, NY 10025.


JOEY'S NUTS & COIN MACHINES — Coin Machines for sale or trade. Contact: Joey, Box 6363, Northfield, Penn., 17403.


SERVICES COIN MACHINE

ACLOCK KEPT ALIVE: Send locks and the key you supplied to ACLOCK SERVICE, 41 Beverly Ave., Livingston, N.J. 07039. $12.50 each, or buy 2 for $22.50. ACLOCK SERVICE, Livingston, N.J.

PRINTED MUSIC

PROFESSIONAL LEAD SHEETS: Beautifully Copyright forms included. Send cash and your check or money order to: HAZEL BROWN, 1617 N. Corona Avenue, Hollywood, Calif. 90028. Class.

LEGAL

IF YOU NEED A LAWYER call 1-800-WETV, Attorney, Boston. Call (617) 265-825 Sunset Blvd., Hollywood, Calif. 90028.

EMPLOYMENT SERVICE

HELP WANTED: WBT Radio, Charlotte, N.C., is looking for a creative, talented producer. Must have 20+ years in the business. Send resume to: WBT Radio, P.O. Box 138, Charlotte, N.C. 28208. An Equal Opportunity employer.

SCHOOL FOR GAMES AND MUSIC, two and three week courses. Phonos, Frappes and Broids. By schematic CALL 800-3500000, P.O. Box 810 Niscon Park, Okla. 73066. (405) 769-5341.

YOUNG WRITER-PRODUCER with sources and material for distribution through a progressive record company needs ideas and to prepare materials. Write C.P. Anonymous. From 652 Avila Drive in Granado, Ga. 30240.

JO-BAR MUSIC PUBLISHING CORPORATION, 3711 South West Main, Memphis, Tennessee. Wanting to re-open music business. Write BABE at 503 East 42nd Street, New York, NY 10017 or call (212) 898-1269 or 243-3669.


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Holiday Sales Up, CB Retail Survey Reveals

(continued from page 6)

Bergman. "You can't pick out one field where business was unimpressive — it was strong all over. Our biggest sellers were 'Saturday Night Fever,' 'Running on Empty,' by Jackson Browne, and Earth, Wind & Fire's 'All In All,' which had the biggest week that any LP ever had at Record Bar.

"Sales were up substantially last year because people were more flexible with money this Christmas," reported Don Simpson, buyer for seven Karma Records outlets in the Midwest. "We advertised more heavily on television and newsprint, which worked well. The Styx and Kansas took off, and there seemed to be a lot of 'kidstuff' on shopping lists, since we sold a lot of Shaun Cassidy.

Bach Named WEA Mktg. Vp; Ross Heads L.A. Branch

Rosen, Inc., and nine years later he became the New Jersey branch manager for ABC Records and Tapes. He has been with WEA since that company was founded in 1970 — in June, 1971, as Philadelphia regional sales manager. In December, 1974, he was elevated to the position of WEA's New York regional branch manager.

'Rosie is one of the most capable street men I've ever come across," said Draz. "He is a take-chare, get-it-done executive who rises to the challenge when the going gets tough. Our Los Angeles branch services the largest geographical territory in the country and is the largest in sales volume. There are not many corporations in this country that outperform our L.A. branch. The responsibility for running it is mammoth. We are fortunate to be able to draw upon one of our own to fill such a critically important position. The excellent caliber of our branch managers makes for a pool of ex- ecutive talent unmatched in the record industry. They are our strength.

AM Stereo Is Found Feasible

(continued from page 19)

WTOP (Washington, D.C.), and WBT Charlotte, N.C., results showed the main differences among the three systems were functions of the "design philosophy" of each. To simplify, the three systems differ in the form of frequency or phase modulation used. Each method also produces differences in transmitted R.F. spectrum. All three systems combine the audio in the left and right channels and transmit it as amplitude modulation, and all combine left and right audio channels in a subtraction process to modulate the transmitter with a certain form of frequency or phase modulation.

K/G Management Concentrates On XYZs Of Industry

(continued from page 9)

$3,000 on one radio station, they maybe should spend $1,000 there and $500 at another station and $1,500 somewhere that meets that station's needs. It's very important as the time of day that the ad will run.

Witcher Campaign

Kessler points to a campaign on behalf of Johnny "Honey" Merrell. "We ran a campaign of how his firm works closely with record companies in planning time buys. We had a client that had done very well last year, but this year he had very little sales success both he'd been around for 25 years," Kessler says. "But when his album came out, Danny went to Buffalo to speak with Lenny Silver, who is president of DJM, the label that Johnny is on. One by one by station they laid out a campaign for time cost. We asked for a guarantee and he got it and I believe that had a lot to do with breaking the album. The album sales were weak but the campaign for Johnny" was strong so we could take advantage of his strengths and convince the company to put in additional promotion people in there.

Know Markets

And just as it is important to know which markets are strongest for a particular artist it is also necessary to be aware of those cities that are not playing one of their client's records, says Kessler, explaining that such knowledge is as important as a promotion man in problem markets.

"Let's say a record is happening in Dallas but not in Houston," Kessler says. "That's very difficult for managers to understand because there is no difference between the people in Dallas and Houston. So obviously there is a job for us that means that a promotion man is not doing his job. Maybe at that point we would fly in to meet a few record people who work for the company. We might have to give a press party and meet with the program directors in that market.

Homework

"The difference between a chart position of 90 and a position of 20," says Grass, "is just a case of doing homework. It's finding out where your strong and weak areas are and deciding what to do with them."

And because much of that homework must be done by the company, Grass says it is important to find someone at the label who really believes in the artist and is willing to work closely with the management team.

"We feel that somebody of importance within the label should develop a love affair with our artist," says Grass. "Somebody we can lean on each time we need that little extra and who somehow loves this artist and thinks he is the greatest. When you find that person and that company you've accomplished something — developing, not really a love affair, but a mutual admiration society through the record company and management.

ALL TOGETHER NOW — Cooperation among record labels reached new heights recently with MCA, Warner Bros., ABC and Polygram Records, when the biggest musical event since Carnegie Hall was held. Annually, on the bill were Mel Tillis, Donna Fargo, the Oak Ridge Boys and Alvin Crow. After bringing a touch of Nashville to the Carnegie Hall stage, the four labels hosted a reception for the artists. The event, which was simulcast over WHN, New York's country music station. Picture above (l-r): Sam Mercuro, northeast district manager, MCA; Jeff Lyman, national country promotion director, MCA; Sanny Vargals, New York promotion, MCA; Tills, Andy Hanefeldt, MCA display manager; and Harry Buss, N.Y. sales manager, MCA; Chief Flippo of Rolling Stone; Guitar magazine editor-in-chief, Larry Leight, free-lance writer, Larry Baunach, vice president, ABC/Dot, Mickey Wallah, N.Y. promotion manager, ABC; Duane Allen of the Oak Ridge Boys, Jackie Smollen, merchandising manager, ABC Records; Joe Feeney, Eastern sales manager, ABC; John Linneman, promotions manager, ABC; and Alvin Crow.

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**Triumph Records Concludes Deal With Far Out Production’s Lax Label**

**TOKYO** — Triumph Records has signed a contract with Lax Records of U.S.A.

Lax Records, based in Los Angeles, is owned by Far Out Productions, which was established by Jerry Goldstein and Steve Gold in 1969.

The first artists of the label were Eric Burdon & War whose first album, “Eric Burdon Declares War,” and the single, “Spill the Wine,” were released in 1968 and 1969 respectively. The sales target for Lax Records is said to be 300 million yen for the year.

The president of the company’s network is Mr. Goldstein, President of Far Out Productions, remarking, “We are pleased that we can spread our music to Japan in an exciting marketing project. Our contract with Triumph is the first case we have signed with a foreign record manufacturer. At present, we are under the negotiations with some record manufacturers in France and other countries.”

Mr. Goldstein, President of Far Out Productions, added, “We want to release a variety of international music in Japan.”

**International Executives On The Move**

John Rusby has been named national radio promotion manager for Arista U.K., a newly created post. He joins from EMI, and previously worked at RCA, PolyGram Records and A&M.

Graham Powers has been named coordinator of marketing and manufacturing operations for Capitol Records-EMI of Canada.

**Island Appoints New Area Management Team**

LONDON — Following its recent licensing deal with EMI, Island Records has appointed a new area management team.

The company’s network of area managers will work in conjunction with EMI’s sales and regional promotion teams throughout the country, retaining Island’s close contact with the label’s in-house talent and artists.

Under the terms of the new licensing deal, effective January 1, EMI will be responsible for sales, marketing, distribution, and regional promotion.

The area managers are: Stuart Bagwell (MCA), Aiden Casson (Hawthorne); Keith Chaplin (c/o Rotton); Bob Cherry (c/oDE); Bob Clifford (c/oDorothy); Barry Forsyth (c/oAM); John Grinter (c/oPeach); Alan Hodgson (c/oMCA); Bob Humes (c/oEMI); Anne Kent (c/oRCA); Mike Martin (c/oHMV); Rob Harkness (c/oABC); and Steve Rose (c/oABC).

**Argentinian News**

**BUENOS AIRES** — Brazilian singer Marcos Roberto has been the visitor of the week in Buenos Aires, performing also in Rosario and Cordoba. His records are released here by the Tennessee label, under license of Continental of Brazil; a press conference was arranged at the Club del Playa.

CBS has added a first single by Daniel Magali, “Cara De Gitana,” number one in the charts this week and selling at a strong rate, especially if we consider the sales slump that has been affecting the market since September. Another outstanding single is Microton’s “Una Lagrima Y Un Recuerdo,” by Mexican group Miramar, which also breaks records in regard to the current market state. The same diskery is also selling strongly a tango, “Azucar, Pimienta Y Sal,” by the group Moloton, which has been many years since the last time a tango music single (“El Ultimo Cafe”) got into the best sellers.

Marla del Carmen Hajenwarden, of MAI publishers, is travelling to Europe to attend the upcoming MIDEM and the EMI publishers’ conference in Paris.

Nestor Selasco of Sicamerica is happy with the success of chanter Marcelo Dupre’s “Para Que Puedas Olvidar Tu Amor” and public appearances that attracted big crowds in Tucumen and other cities.

**Sunset Promo Planned**

LONDON — United Artists Records is to launch a year-long major campaign for its diverse Sunset label. During January, UA will be using a cross-promotion involving the new Sunset rock ‘n’ roll albums, including “The Very Best Of Sandy Nelson And Del Shannon” by Sunshine (That’s All) and “The Very Best Of Tony Bennett”.

This will spearhead a 12-month campaign with a special logo — a silhouette of a head and shoulders with eye-visions against a setting sun background — and the slogan “Listen To A Sunset.” Within this campaign, there will be special events, including one for Sunset Country, operating predominantly below the line and in-store at record dealers. A Sales Support section will be supported by full color posters, brochure cards and stickers for albums and browsers.

DeBURNGH MINE'S AFRICAN GOLD

A&M artist Chris deBurgh's recent album, “Spanish Train And Other Stories”, has been declared gold in South Africa. Pictured (l-r) at the reception are: Richard Burdon, A&M’s president; Christian deBurgh, David Hubert, A&M vice president, international; and Jack Lomman, A&M international marketing director.

**British Eurovision Contest Entries Scheduled To Be Picked By Public**

**LONDON** — The finalists for the eliminating competition to decide which song will represent the U.K. in the 1978 Eurovision Song Contest were announced at the Christmas luncheon given by the Music Publishers Association on December 15.

The announcement was made by BBC TV head of variety and light entertainment Terry Hughes, and the finalists are as follows: “The Bad Old Days” written by Stephanie de Sykes and Stuart Slater, published by ATV Film Scores/ATV Music and to be performed by CoCo; “Don’t Bother To Knock” written by Kenny Lynch, Colin Horton-Jennings and Steve O’Donnell, published by Haystack Music/ATV Music and to be performed by Midnight; “Don’t Let Me Stand In Your Way” written by Irving Martin and Peter Morris, published by Imperial, recorded for the song to be performed by Babe Rainbow; “Door In My Face” written by Jackie Crozer and Chris Crash, published by Jackson Music and to be performed by Fruit-Eating Bears; “Lonely Nights” written by Paul Curtis, published by Curtis Music, and to be performed by Ronnie France; “Moments” written by Jacqueline Sullivan, published by T.H.A.T Music and to be performed by Jackie Sullivan; “Oh No, Not Yet” written by Sonny Bono, published by Lax Records and to be performed by Brown Sugar; “One Chance” written by Paul Curtis, published by Curtis Music and to be performed by the Jarvis Brothers; “Shine It On” written by Bill Mingus and Phil Coulter, published by Martin-Coulter Music and to be performed by Christian; “Solid Love” written by Labi Siffre, published by Xavier Music and to be performed by Labi Siffre; “Too Much In Love” written by Wayne Tickert and Tony Waddington, published by Ladyomith Music and to be performed by Sunrise; and “We Got It Bad” written by Labi Siffre and Bob James, published by Xavier Music and to be performed by Bob James.

These dozen finalists were selected from a total entry of 447 songs, and the judging was done by two independent committees of the MPA’s popular publishers committee before going to a panel comprised of representatives of the BBC, the Songwriters Guild of Great Britain and the MPA. Complete anonymity was maintained throughout the judging to ensure that those listening to the songs did not know the identity of the writers, publishers or performers involved.

It will then be announced on television and radio on December 19, and the final will be announced on December 21.

**CBS Issues Toronto Symphony Borodin LP**

TORONTO — CBS Records Canada Ltd. has issued The Toronto Symphony Orchestra’s performance of Alexander Borodin Symphonies, under the direction of conductor, Andrew Davis.

Recorded in Toronto’s Massey Hall in November, 1976 and the spring of 1977, the recording was produced by Andrew Kazdin, responsible for production work on all of Glenn Gould’s recordings. Kazdin has also worked on albums with Leopold Stokowski, Isaac Stern, Eugene Ormandy and E. Power Biggs.

Davis has been the musical director of the symphony since 1975. He and the Toronto Symphony recently announced they will embark on a tour of the People’s Republic of China in January and February 1978.

**SIM Draws Crowds**

MILAN, ITALY — The 11th Salone Internazionale della Musica (SIM) was held in Milan. Approximately 75,000 persons attended, 16,000 merchants. The sectors of the industry represented were musical instruments, audio apparatus, audio-video and other hi-fi equipment. Awards were bestowed for best designs.

**EMI Awards LRB Platinum And Crystal**

SYDNEY — The Australian arm of EMI recently presented the Little River Band with 14 single platinum records, seven double platinum records, and five diamond crystal presentation cocktail sets to represent both Australian and international sales.

Stephen Shrimpton, managing director of EMI Australia, presented the awards and a telegram of congratulations from the Australian prime minister, Malcolm Fraser.

**Where In The World...**

Former nun Mary O’Hara will play a Royal Albert Hall concert on February 8 as a major highlight of a U.K. tour beginning on January 15 at the Norwich Theatre Royal and continuing at the Gaumont, Southampton on March 1.

Davis’ first tour will take in January and February to support “Brand New Day,” their first album for ABC. The band will also play 25 dates in Scandinavia, Germany, France, Holland, England and Ireland beginning on Jan. 11 with an engagement in Var- namo, Sweden and ending Feb. 9 in Dublin, Ireland.
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<thead>
<tr>
<th>Track Number</th>
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<td>Let It Flow</td>
<td>Dave Mason</td>
<td>Columbia PC 3680</td>
<td>6-98</td>
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<td>102</td>
<td>Funky Woman Call Of Duty</td>
<td>Johnny Guitar-Watson</td>
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**Alphabetical Top 200 Albums (By Artist)**

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**January 7, 1978**
### Argentina

**TOP TEN LPs**

1. **Cara De Gitana** - Daniel Magal - CBS
2. **Una Lagrima Y Un Recuerdo** - Grupo Miramar - Microfon
3. **Morir Al Lado De Mi Amor** - Roberto Rousso - Philips
4. **Fiesta** - Raffaella Carra - CBS
5. **Olvidado Pequeño** - Los Moros - RCA
6. **Vestida De Novia** - Pardo - RCA
7. **Azucar, Pimienta Y Sal** - Hector Varela - Microfon
8. **Que Pena Me Da** - Diva - Microfon
9. **Por Muchas Razones Te Quiero** - Patito Ortega - RCA
10. **Soledades** - Jose Luis Perales - Microfon

### France

**TOP TEN 45s**

1. **Singin' In The Rain** - Sheila & B. Devotion - Carrere
2. **Salma Ya Salama** - Dalida - Sonetresse
3. **La Java De Broadway** - Michel Delpech - Trema/RCM
4. **Fais Un Bebe** - Michel Delpech - Barclay
5. **Mille Colombes** - Mireille Mathieu - Philips
6. **L'Indifference** - Gilbert Becaud - EMI/Pathé Marconi
7. **L'en Ar Mouche Du Quotidien** - Joel Dayne - Phonogram
8. **Don't Let Me Be Misunderstood** - Santa Esmeralda/Leroy Gomez - Phonogram
9. **Pense A Moi** - Eric Charden - Discodisc
10. **Silent Night** - Marion Williams - Phonogram

**TOP TEN LPs**

1. **Brel** - Jacques Brel - Barclay
2. **Hollywood** - Veronica Sanchez - WEA
3. **Raconte-moi Des Mensonges** - Dave - CBS
4. **La Derniere Seance** - Eddy Mitchell - Barclay
5. **Le Rock N Roll Est No** - Johnny Hallyday - Phonogram
6. **Le Vin Me Saoule** - Nicolas Peyrac - EMI/Pathé Marconi
7. **Bandes Originales** - **Star Wars** - Discodisc
8. **Une Chanson** - Charles Dumont - Pathé Marconi
9. **A Star Is Born** - Barbra Streisand - CBS
10. **Death Of A Ladies Man** - Leonard Cohen - CBS - Europe 1

### Canada

**TOP TWENTY-FIVE 45s**

2. **My Way** - Elvis Presley - RCA
3. **You're In My Heart** - Rod Stewart - Warner Bros.
4. **How Deep Is Your Love** - Bee Gees - RSO
5. **Sometimes When We Touch** - Dan Hill - GRT
6. **Star Wars** - MGM/EMI
7. **Blue Bayou** - Linda Ronstadt - Asylum
8. **Girl's School** - Paul McCartney & Wings - Capitol
9. **Calling Occupants Of Earth** - Genesis - EMI
10. **Don't Make My Brown Eyes Blue** - Crystal Gayle - UA

**TOP TWENTY-FIVE LPs**

1. **Foot Loose & Fancy Free** - Rod Stewart - Warner Bros.
3. **Simple Dreams** - Linda Ronstadt - Asylum
4. **I'm Glad You Are Here** - Neil Diamond - CBS
5. **News Of The World** - Queen - Elektra
6. **Out Of The Blue** - Electric Light Orchestra - UA
7. **Alive II** - Kiss - Casablanca
8. **Longer Fused** - Dan Hill - GRT
10. **You Light Up My Life (Soundtrack)** - Arista

### Brazil

**TOP TEN 45s**

1. **Pra Quo Chorar** - Alcione - Phonogram
2. **Espelho Magico (Int.)** - Various - Som Livre
3. **Noss Botiquins Da Vida** - Beth Carvalho - RCA
4. **18 Super Show Hits** - Elton John - K-Tel
5. **Dona Xeva** - Various - Som Livre
6. **Medalhas E Brasoes** - Jorginho Do Imperial - CBS
7. **Poeira Pura** - Roberto Ribeiro - Odeon
8. **Amigo** - Roberto Carlos - Philips
9. **16 Hits Originais** - Various - Phonogram
10. **Cancao Selvagem** - Belchior - WEA

### Australia

**TOP TWENTY-FIVE 45s**

1. **Mull Of Kintyre/Girl's School** - Wings - Capitol
2. **You** - Marcia Hines - Miracle
3. **April Sun In Cuba** - Dragon - Portrait
4. **You're In My Heart** - Rod Stewart - Warner Bros.
5. **Star Wars Title Theme** - Meco - RCA
6. **Silver Lady** - David Soul - Private Stock
7. **The Name Of The Game** - Abba - RCA
8. **In The Flesh** - Blondie - Chrysalis
9. **It's Your Life** - Smokie - RCA
10. **Black Betty** - Ram Jam - Epic

**TOP TWENTY-FIVE LPs**

1. **Foot Loose & Fancy Free** - Rod Stewart - Warner Bros.
3. **Simple Dreams** - Linda Ronstadt - Asylum
4. **Out Of The Blue** - Electric Light Orchestra - UA
5. **I'm Glad You're Here With Me Tonight** - Neil Diamond - CBS
6. **Running Free** - Chicago - ABC
7. **Silk Degrees** - Boz Scaggs - CBS
8. **Elvis In Concert** - Elvis Presley - RCA
9. **Chicago** - CBS
10. **Star Wars (Original Soundtrack)** - 20th Century

**GOODBYE TIGER**

1. **It's A Man's World (We Can Make It)** - Rod Stewart - Chrysalis
2. **Wind In The Willows** - Various - CBS
3. **The Bangle** - RCA
4. **Elvis Presley** - RCA
5. **Chicago** - CBS
6. **Wearin' The Spangled Banner On Sunday** - Various - CBS
And that's just what's happening with Isaac Hayes' new single. Just a few weeks ago Isaac's new album "New Horizon" exploded on the R&B charts and has since crossed over to the Pop charts. Now he's released his first single in a long time, "Out Of The Ghetto," and we suggest that nobody stand in the way. Because if the album is any indication, "Out Of The Ghetto" is heading straight for the top.

"Out Of The Ghetto" only the first single from Isaac Hayes' new album "New Horizon." On Polydor Records and Tapes.

When you get "Out Of The Ghetto" you head straight for the top.

White or call your local Phonodisc Distributor Sales Office for displays or other promotion items.