

# CASHBOX

August 28, 1976

NEWSPAPER

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Management III  
Jerry Weintraub

**RCA** Records

Produced by Milt Okun



# CASH BOX

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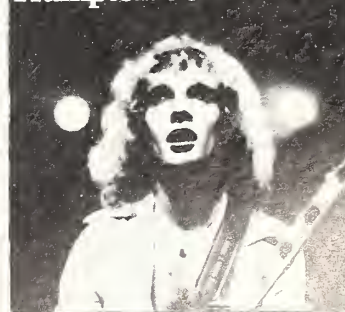
## cash box editorial

### Economics And Intelligence

In the world of big business, short term gains are sometimes looked upon as more desirable than long term investments. The acquisitive nature of large corporations is often blind to the future, as any environmentalist will quickly attest. Though the record industry is as growth-minded as any, it is fortunately not compelled to swallow up its young in a headlong rush toward becoming the ultimate corporate structure.

An example of corporate realism that smacks of intelligent foresight is the sale of the Soul City One-Stop by David Lieberman to Jim Taylor (see page 7). When Lieberman purchased the St. Louis business as part of the Musical Isle deal, he was confronted with an operational dilemma. Should he attempt to implement his computerized inventory control system or not? Realizing that Soul City was not geared to accept the system, Lieberman sought, and found, another solution. Rather than attempt to force computerization upon the one-stop, which caters in large part to the black community, he sold it to the man who had operated it profitably for the previous seven years. In turning Soul City over to Taylor and his partners, Lieberman not only realized a profit for himself, he also helped perpetuate a successful enterprise by returning it to its original operating environment.

Lieberman's admission that Taylor and his associates were the most capable people to administrate Soul City's activities belies the traditional opinion of corporate ego. He might have opted to force his computer system on the one-stop, but he recognized that it would have been a costly battle that, in the end, would probably have had fatal consequences for Soul City. The wisdom of his decision to sell out should be emphasized, because beyond the immediate dollars and cents of the transaction is a much larger consideration — artists and their careers. The connection becomes clear upon examining the chain of events from the birth of a record to the time it is bought at the consumer level. The Soul City One-Stop was an invaluable link in the process. Rather than disrupt the flow of black product at perhaps its most crucial point (from the one-stop to the mom and pop store), Lieberman ultimately ensured the continued exposure of black artists in a major market. His contribution to the life cycle of black music in St. Louis should be examined closely. It certainly verifies the contention that economics and intelligence don't have to be strange bedfellows.

**NUMBER ONE**  
**SINGLE OF THE WEEK**  
LET 'EM IN  
WINGS  
Capitol 4293  
Writer: McCartney  
Pub: ATV — BMI**NUMBER ONE**  
**ALBUM OF THE WEEK**  
FRAMPTON COMES ALIVE  
PETER FRAMPTON  
A&M SP-3703**Frampton Comes Alive!**



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# CASH BOX TOP 100 SINGLES

August 28, 1976

Rank	Song	Artist	Weeks On Chart		Rank	Song	Artist	Weeks On Chart		Rank	Song	Artist	Weeks On Chart				
			8/21	8/14				8/21	8/14				8/21	8/14			
1	LET 'EM IN	WINGS (Capitol 4293)	2	3	10	35	GETAWAY	EARTH, WIND & FIRE (Columbia 3-10373)	41	46	7	68	(DON'T FEAR) THE REAPER	BLUE OYSTER CULT (Columbia 3-10384)	72	78	5
2	DON'T GO BREAKING MY HEART	ELTON JOHN & KIKI DEE (Rocket/MCA PIG 40585)	1	1	9	36	TEAR THE ROOF OFF THE SUCKER	PARLIAMENT (Casablanca 856)	32	30	16	69	HOT STUFF	ROLLING STONES (Rolling Stones Records/Atlantic RS 19304)	60	62	11
3	YOU SHOULD BE DANCING	BEE GEES (RSO/Polydor RS 853)	4	5	9	37	SOMETHING HE CAN FEEL	ARETHA FRANKLIN (Atlantic 3326)	36	34	13	70	DOCTOR TARR & PROFESSOR FETHER	ALAN PARSONS PROJECT (20th Century TC 2297)	80	84	6
4	PLAY THAT FUNKY MUSIC	WILD CHERRY (Epic 8-50225)	5	9	12	38	STREET SINGIN'	LADY FLASH (RSO/Polydor RS 852)	42	48	7	71	POPSICLE TOES	MICHAEL FRANKS (Reprise/WB RPS 1360)	85	89	5
5	YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE	LOU RAWLS (Phila. Int'l./Epic ZS 8-3592)	6	8	14	39	THE BOYS ARE BACK IN TOWN	THIN LIZZY (Mercury 73786)	34	31	16	72	LISTEN TO THE BUDDHA	OZO (DJM/Amherst DJUS 1012)	75	81	7
6	I'D REALLY LOVE TO SEE YOU TONIGHT	ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atl. BT 16069)	8	11	12	40	SOPHISTICATED LADY	NATALIE COLE (Capitol 4259)	40	43	14	73	GET UP OFFA THAT THING	JAMES BROWN (Polydor 14326)	76	72	5
7	AFTERNOON DELIGHT	STARLAND VOCAL BAND (Windsong/RCA 10588)	3	2	18	41	I'LL BE GOOD TO YOU	BROTHERS JOHNSON (A&M 1806)	35	29	18	74	TAKE A HAND	RICK SPRINGFIELD (Chelsea CH 3051)	89	—	2
8	SHAKE YOUR BOOTY	KC & THE SUNSHINE BAND (TK 1019)	11	17	8	42	MAMA MIA	ABBA (Atlantic 3315)	37	36	14	75	MUSIC IS MY LIFE	HELEN REDDY (Capitol 4312)	79	83	3
9	A FIFTH OF BEETHOVEN	WALTER MURPHY & THE BIG APPLE (Private Stock 45073)	10	12	15	43	TEDDY BEAR	RED SOVINE (Starday/Gusto 142)	44	45	9	76	HIGH FLY	JOHN MILES (London 20084)	78	85	5
10	KISS AND SAY GOODBYE	MANHATTANS (Columbia 3-10310)	7	6	19	44	I CAN'T HEAR YOU NO MORE	HELEN REDDY (Capitol 4312)	49	63	4	77	(AIN'T NO THIN' BUT A) HOUSE PARTY	J. GEILS BAND (Atlantic 3350)	83	74	5
11	GOT TO GET YOU INTO MY LIFE	BEATLES (Capitol 4274)	9	4	13	45	SPRINGTIME MAMA	HENRY GROSS (Lifesong 45008)	46	49	8	78	YOU TO ME ARE EVERYTHING	REAL THING (UA XW833-Y)	84	90	6
12	THIS MASQUERADE	GEORGE BENSON (WB 8209)	13	15	13	46	SUPERSTAR	PAUL DAVIS (Bang 726)	53	66	4	79	GET THE FUNK OUT OF MY FACE	BROTHERS JOHNSON (A&M 1851S)	86	93	3
13	HEAVEN MUST BE MISSING AN ANGEL	TAVARES (Capitol 4270)	16	18	13	47	WHO'D SHE COO	OHIO PLAYERS (Mercury 455)	54	60	8	80	IT'S O.K.	BEACH BOYS (Reprise/WB 1368)	—	—	1
14	DEVIL WOMAN	CLIFF RICHARD (Rocket/MCA 40574)	17	24	10	48	MAGIC MAN	HEART (Mushroom M7011)	61	75	8	81	FUNNY HOW TIME SLIPS AWAY	DOROTHY MOORE (Malaco/TK 1033)	88	92	3
15	LOWDOWN	BOZ SCAGGS (Columbia 3-10367)	25	27	9	49	TAKE THE MONEY AND RUN	STEVE MILLER (Capitol 4260)	43	40	17	82	SHOWDOWN	ELECTRIC LIGHT ORCHESTRA (UA XW842-Y)	87	—	2
16	BABY, I LOVE YOUR WAY	PETER FRAMPTON (A&M 1832)	18	20	11	50	DISCO DUCK (PART 1)	RICK DEES AND HIS CAST OF IDIOTS (RSO/Polydor RS 857)	70	88	3	83	CRAZY ON YOU	HEART (Mushroom 7021)	90	91	3
17	A LITTLE BIT MORE	DR. HOOK (Capitol 4280)	19	22	11	51	MORE, MORE, MORE	ANDREA TRUE CONNECTION (Buddah 515)	39	32	23	84	YOU ARE THE WOMAN	FIREFALL (Atlantic 3335)	95	97	3
18	SAY YOU LOVE ME	FLEETWOOD MAC (Reprise/WB 1356)	20	23	9	52	HARD WORK	JOHN HANDY (ABC/Impulse 31005)	55	59	11	85	NO NO JOE	SILVER CONVENTION (Midland Int'l./RCA MB 10722)	92	—	2
19	SUMMER	WAR (United Artists XW 834-Y)	21	26	8	53	SHOP AROUND	CAPTAIN & TENNILLE (A&M 1817)	47	41	19	86	FERNANDO	ABBA (Atlantic 3360)	—	—	1
20	WITH YOUR LOVE	JEFFERSON STARSHIP (Grunt/RCA 10746)	23	33	5	54	LAST CHILD	AEROSMITH (Columbia 3-10359)	48	39	13	87	DID YOU BOOGIE (WITH YOUR BABY)	FLASH CADILLAC & THE CONTINENTAL KIDS (Private Stock PS 45079)	93	96	7
21	I'M EASY	KEITH CARRADINE (ABC 12117)	12	10	17	55	ANOTHER RAINY DAY IN NEW YORK CITY	CHICAGO (Columbia 3-10360)	50	42	10	88	CAN YOU DO IT	GRAND FUNK RAILROAD (MCA 40590)	91	94	4
22	STILL THE ONE	ORLEANS (Asylum E45336)	28	35	6	56	DON'T STOP BELIEVIN'	OLIVIA NEWTON-JOHN (MCA 40600)	62	72	4	89	I GOT TO KNOW	STARBUCK (Private Stock PS 45104)	—	—	1
23	TURN THE BEAT AROUND	VICKI SUE ROBINSON (RCA PB 10562)	15	16	17	57	ONE LOVE IN MY LIFETIME	DIANA ROSS (Motown M 1398F)	64	68	5	90	HOWZAT	SHERBET (MCA 40610)	—	—	1
24	GET CLOSER	SEALS & CROFTS (Warner Bros. 8190)	14	7	21	58	SHOWER THE PEOPLE	JAMES TAYLOR (WB 8222)	66	69	5	91	GIVE IT UP (TURN IT LOOSE)	TYRONE DAVIS (Columbia 3-10388)	—	—	1
25	MOONLIGHT FEELS RIGHT	STARBUCK (Private Stock 45039)	22	13	20	59	SILLY LOVE SONGS	WINGS (Capitol P4256)	52	47	21	92	PARTY	VAN MCCOY (H&L 4670)	96	98	5
26	YOUNG HEARTS RUN FREE	CANDI STATON (Warner Bros. 8181)	26	25	5	60	ROCK'N ME	STEVE MILLER BAND (Capitol 4323)	69	86	3	93	HARVEST FOR THE WORLD	ISLEY BROTHERS (T-Neck/Epic 2261)	—	—	1
27	WHAM BAM	SILVER (Arista 0189)	33	38	10	61	I NEED TO BE IN LOVE	CARPENTERS (A&M 1828)	51	44	13	94	DETROIT ROCK CITY	KISS (Casablanca NB 863)	—	—	1
28	LET HER IN	JOHN TRAVOLTA (Midland Int'l./RCA 10623)	24	14	17	62	RAINBOW IN YOUR EYES	LEON RUSSELL & MARY RUSSELL (Paradise/WB PDS 8208)	63	68	10	95	ANYTHING YOU WANT	JOHN VALENTI (Ariola America/Capitol 7625)	98	99	3
29	IF YOU LEAVE ME NOW	CHICAGO (Columbia 3-10390)	38	55	4	63	THAT'LL BE THE DAY	LINDA RONSTADT (Asylum E43340)	81	—	2	96	THE PRINCESS AND THE PUNK	BARRY MANN (Arista AS 0194)	99	100	3
30	SHE'S GONE	HALL & OATES (Atlantic 45-3332)	45	58	7	64	THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME)	RONNIE DYSON (Columbia 3-10356)	67	71	7	97	ROXY ROLLER	SWEENEY TODD (London 240)	—	—	1
31	ROCK AND ROLL MUSIC	BEACH BOYS (Reprise/WB RPS 1354)	29	21	13	65	MARY HARTMAN, MARY HARTMAN	DEADLY NIGHTSHADE (Phantom/RCA HB 10709)	65	70	9	98	WE BOTH NEED EACH OTHER	NORMAN CONNORS (Buddah BDS 534)	100	—	2
32	LOVE IS ALIVE	GARY WRIGHT (Warner Bros. 8143)	30	27	20	66	SUNRISE	ERIC CARMEN (Arista AS 0200)	82	—	2	99	ROCKY MOUNTAIN MUSIC	EDDIE RABBITT (Elektra 45315)	94	95	4
33	YOU'RE MY BEST FRIEND	QUEEN (Elektra 45318)	27	19	14	67	ODE TO BILLY JOE	BOBBIE GENTRY (Capitol 4294)	68	73	7	100	LET'S ROCK	ELLISON CHASE (Big Tree/Atlantic 16072)	—	—	1

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Fifth Of Beethoven (RFT — BMI)	9	Hard Work (Hardwork — BMI)	52	Magic Man (Andorra — ASCAP)	48	Springtime Mama (Blendingwell — ASCAP)	45
Afternoon Delight (Cherry Lane — ASCAP)	7	Harvest For (Bovina — ASCAP)	93	Mama Mia (Countless — BMI)	42	Still The One (Siren — BMI)	22
Ain't Nothin' (Dandelion — BMI)	77	Heaven Must Be (Bull Pen/Perren Vibes — BMI/ASCAP)	13	Mary Hartman (Southern — ASCAP)	65	Street Singin' (Kamakazi/Angel Dust — BMI)	38
A Little Bit (By Gosh — ASCAP)	17	High Fly (Velvet/Rak — PRS)	76	Moonlight Feels Right (Bro. Bills — ASCAP)	25	Summer (Far Out — ASCAP)	19
Another Rainy Day (Big Elk/Laminations — ASCAP)	55	Hot Stuff (Promopub — ASCAP)	69	More, More, More (Buddah/Gee Diamond/MRI Music — ASCAP)	51	Sunrise (CAM USA — BMI)	19
Anything You Want (Minta — BMI)	95	Howzat (Leeds — ASCAP)	90	Music Is My (Koppelman/Bandier — BMI)	75	Superstar (Web IV — BMI)	66
Baby, I Love (Almo/Fram-Dee — ASCAP)	16	I Can't Hear (Screen Gems/Columbia — BMI)	44	No No Joe (Midland — ASCAP)	85	Take A Hand (Portul/Pocket Full Of Tunes — BMI)	74
Can You Do It (Jobete — ASCAP)	88	I'd Really Love To (Dawnbreaker — BMI)	6	Ode To Billy Joe (Larry Shayne — ASCAP)	67	Take The Money (Sailor — ASCAP)	49
Crazy On You (Andorra — ASCAP)	83	If You Know (Stonebridge — ASCAP)	34	One Love (Jobete — ASCAP)	57	Tear The Roof (Malbiz/Ricks — BMI)	36
Detroit (Cafe Americana/Kiss Songs — ASCAP)	94	If You Leave (Big Elk/Polish Prince — ASCAP)	29	Party (V. McCoy/Warner Tamerlane — BMI)	92	Teddy Bear (Cedarwood — BMI)	43
Devil Woman (Unichappell — BMI)	14	I Got To (Brother Bills — ASCAP)	89	Play That Funky (Bema/Blaze — ASCAP)	4	That'll Be (MPL Communications — BMI)	63
Did You Boogie (Goblet — BMI)	87	I'll Be Good (Kidada/Goulgris — BMI)	41	Popsicle Toes (Mississippi Mud — BMI)	71	The Boys Are Back (RSO — ASCAP)	39
Disco Duck (Stafree — BMI)	50	I'm Easy (Amer. B'casting/Lion's Gate/Easy — ASCAP)	21	Rainbow In (Teddy Jack — BMI)	62	The More You (Jay's Ent./Chappell — ASCAP)	64
Doctor Tarr (Fox-Fanfare/Woolfongs — BMI)	70	I Need To Be (Almo/Sweet Harmony/Hammer & Nails/Landers-Roberts — ASCAP)	61	Rock And Roll Music (Arc — BMI)	31	The Princess (Screen Gems-Col./Summer Hill Songs — BMI)	96
Don't Fear (B.O. Cult — ASCAP)	68	It's OK (Brother — BMI)	80	Rock'n Me (Sailor — ASCAP)	60	This Masquerade (Skyhill — BMI)	12
Don't Go Breaking (Big Pig/Leeds — ASCAP)	2	Kiss And Say Goodbye (Nattahnam/Blackwood — BMI)	10	Rocky Mountain (Briar Patch — BMI)	99	Turn The Beat (Sunbury/Dunbar — BMI)	23
Don't Stop Believin' (John Farrar — BMI)	56	Last Child (Daksel/Song & Dance/Vindaloo — BMI)	54	Roxy Roller (Beechwood — BMI)	97	We Both Need (Electra Chord — ASCAP)	98
Fernando (Art Work — ASCAP)	86	Let 'Em In (ATV — BMI)	1	Say You Love Me (Genton — BMI)	18	Wham Bam (Colgems — ASCAP)	27
Funny How Time (Tree — BMI)	81	Let Her In (Midson — ASCAP)	28	Shake Your (Sherlyn — BMI)	8	Who'd She Coo (Tight — BMI)	47
Getaway (Kalimba — ASCAP)	35	Let's Rock (Kaskat — BMI)	100	She's Gone (Unichappell — BMI)	30	With Your Love (Diamondback — BMI)	20
Get Closer (Dawnbreaker — BMI)	24	Listen To The Buddha (April — ASCAP)	72	Shop Around (Jobete — ASCAP)	53	You Are (Stephen Stills — BMI)	84
Get The Funk (Kidada/Goulgris — BMI)	79	Love Is Alive (Wb — ASCAP)	32	Showdown (UA/Jet/Chappell — ASCAP)	82	You'll Never Find (Mighty Three — BMI)	5
Get Up Offa (Dynatone/Belinda/Unichappell — BMI)	73	Lowdown (Boz Scaggs/Hudmar — ASCAP)	15	Shower The People (Country Road — BMI)	58	Young Hearts Run Free (DaAnn — ASCAP)	26
Give It Up (NY Times/Content/Little Bear's — BMI)	91			Silly Love Songs (ATV — BMI)	59	You're My Best (Island — BMI)	33
Got To Get You (Maclen — BMI)	11			Something He Can (Warner Tamerlane — BMI)	37	You Should (Casserole/Unichappell — BMI)	3
				Sophisticated Lady (Jay's Ent./Chappell — ASCAP/Cole-Arama — BMI)	40	You To Me (Colgems — ASCAP)	78





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## Heilicher Registers Gains On 14 LPs By Beach Boys

by Bob Speisman & Julian Shapiro

NEW YORK — The Beach Boys have been a recording and performing phenomenon for more than 15 years, and now they have become somewhat of a retailing phenomenon as well.

On July 17, "15 Big Ones," the band's first studio album since January 1973 ("Holland" was the last) entered the **Cash Box** "top 200 albums" chart at #97 (it is now #12.) Two weeks later, "Endless Summer," a 2-LP set released two years ago by Capitol, reentered the chart at #187 (it is now #88 with a bullet). Now, this week, "The Beach Boys In Concert," a 2-LP set released three years ago, has appeared on the chart at #190.

### More Chart Appearances?

There are indications that even more Beach Boys albums may reappear on the chart, as the band winds its way through the second half of a three month, 36 city tour. This week, Heilicher Bros./JL Marsh, the nation's largest rack jobbing operation and operator of 185 Musicland stores, reported major sales increases of 14 Beach Boys albums.

### Big August

"Endless Summer," which sold 1,100 copies during the week ending August 6, increased to 1,957 copies at the reporting branches of the Heilicher operation, which include all the Musicland stores and the entire rack jobbing operation. As a result, the album, which has sold 15,499 copies during the six months ending June 30 at Heilicher, moved from #17 to #7 on the company's list of top selling LPs, which is based exclusively on sales monitored within the various corporate branches.

"15 Big Ones" jumped from #20 to #11 on the Heilicher list as sales increased from 984 for the week ending August 6 to 1,649 the following week.

### Jumps

"Spirit Of America," released in April 1975 on Capitol reached #151 from #193 the previous week. Sales increased from 201 to 297. "20 Golden Greats," an import album on Capitol which is the #1 album on the current Melody Maker chart in London,

leapt to #170 from #490 with sales climbing from 186 units to 265 units. "The Beach Boys In Concert," released in December, 1973, is currently at #180, up from #362 as a result of sales for the week of 253, more than double the previous week's total of 114.

### 10-Year Old Greatest Hits

"Good Vibrations . . .," released in July, 1975 is currently the #209 best selling album at Heilicher, selling 218 copies for the week. Last week it was #284 with sales of 137 copies. "Best Of The Beach Boys — Vol. 1," released in June, 1966 on Capitol is at #260, having taken a substantial jump from #443. After a more than 10-year sales history, the album sold 177 copies for the week, which nearly doubled the 96 it sold

*continued on pg. 26*

## Disc-O-Mat's Low Profile Typifies NYC 'Price War'

by Julian Shapiro

### Pricing Policy

Disc-O-Mat's pricing policy is that all \$6.98 list albums are always \$3.69 or less. How less? Specials run as low as \$2.69 at certain times. And though Cohen maintains that he is staying out of newspapers for a while, a relatively recent ad in the Village Voice jazz supplement listed current \$6.98 list CTI and Blue Note specials for \$1.69 per LP. Two weeks ago, an in-store advertising campaign (signs on the windows) offered every album in the stores for \$2.99. The sale was supposed to run for three days, Thursday, Friday, and Saturday, but, according to Cohen it ended at about 2 p.m. on Saturday because the stores simply ran out of merchandise. "We disappointed some people, but we gave each one rain checks; we stand behind our operations."

### Explanation

Cohen explained, "We manage to operate on a very low overhead; we run tight, be we've proved that it can be done with our prices. There's no baloney, either. Every record that comes in here is on invoice, and we pay our bills promptly, usually within 10 days."

As to the sale of the downtown store, Cohen denied that it was a foreshadowing of financial trouble. "We sold the store because it was too small. We sold it to a competitor who's been in the area for a while and we got a nice price. In fact, currently, we're looking for bigger units to

*continued on pg. 56*

## CBS Promotes Smith, Martell



NEW YORK — Paul Smith has been appointed vice president of marketing for branch distribution for CBS Records. In the newly created position, Smith will direct marketing policies and procedures for all CBS labels serviced by branch distribution.

### Lundvall Comments

In announcing the promotion, CBS Records Division president Bruce Lundvall commented, "Paul Smith's appointment recognizes his total contribution in the

*continued on pg. 26*



NEW YORK — Tony Martell has been named vice president and general manager for the associated labels of CBS Records. He will be responsible for the development of marketing concepts on all associated label releases.

Epic Records and associated labels vice president Ron Alexenburg commented on the promotion, "Tony has achieved an incredible amount of success during the relatively short time he has been vice president of marketing for CBS Records, Nashville, and we are looking forward to even greater success with him here." During Martell's Nashville tenure, CBS Records has doubled its seven months sales forecast in country music.

### Background

Before joining CBS Records Nashville as vice president of marketing, Martell was vice president of east coast operations and special marketing for ABC Records. He began his record industry career as a salesman with Columbia Records, eventually rising to sales manager in New York City before leaving in 1968 to become director of marketing and later vice presi-

*continued on pg. 26*

## Sheppard, Motown Part; Bunky Reactivated

LOS ANGELES — Bunky Sheppard has resigned his position as national promotion director for Motown Record Corp., effective Sept. 1, and has announced plans to reactivate his own record label, Bunky Records, Inc.

Sheppard stated, "I have been very happy with Motown in every manner and form. I have a strong personal desire to own and operate my own company, and I am leaving for that reason alone."

Paul Johnson, vice president of promotion for Motown praised Sheppard's achievements, and commented, "Bunky's contribution to the success of Motown

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## Lieberman Sells Soul City One Stop To Black Store Mgr.

by Cookie Amerson

NEW YORK — Dave Lieberman, owner of Lieberman Enterprises, the fifth largest rack jobber in the country, has announced the sale of the Soul City One Stop in St. Louis to black businessman Jim Taylor, the store manager.

Lieberman purchased the store in July from Musical Isle of America, along with several other one-stops around the country. The one-stop in St. Louis, which deals largely with black product, has been managed by Taylor for seven years. Lieberman Enterprises, upon purchase, attempted to institute its controlled computer system, which it found inappropriate for its main customers, the small mom and pop stores. Being a mass merchandiser, Lieberman Enterprises must maintain stringent inventory control which is difficult at best, given a consumer profile more oriented to individual unit selection than mass purchasing.

### Fairness

Commenting on the sale of The Soul City One-stop to Taylor, Lieberman told **CB**, "My St. Louis store had been losing customers, and since I really had't intended to change my operating system, I felt it

would be fairer if Taylor purchased and operated the store the way he had operated it in the past. I felt it an ideal opportunity to allow a man who knows his business well to become an entrepreneur. I also feel I must mention this has nothing to do with tokenism — we made a business deal that benefited both of us."

### Black Community

Taylor, who takes over operation of The Soul City One-stop, effective September first, discussed his feeling about the purchase as well as his operational game plan: "We will be servicing the jukeboxes and the mom and pop stores with black and country product. We do plan to get into other related areas of the business. Skip Gorman will be handling the distribution end as we expand. My partners Chuck Fisher and Rick Elliot and I are delighted to have the opportunity to deal on a one to one basis with the black community, and look forward to continuing our relationship as we grow in the future. The St. Louis population is fifty percent black so naturally we sell a lot of black product and we recognize that it can in no way be marketed the same way

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## Cookie Amerson Joins Cash Box As R&B Editor

LOS ANGELES — Sharon 'Cookie' Amerson has been appointed R&B editor of **Cash Box** by president and publisher George Albert. Ms. Amerson will co-ordinate and direct all R&B radio research as well as contribute news and column features to the expanded CB R&B section. She joins Cash Box after having served as assistant R&B editor for Radio & Records magazine. Previously she worked for A&M Records in L.A., and WRC/WKYS, and WASH radio, both stations located in Washington, D.C. Ms. Amerson will be based in Cash Box's Los Angeles offices.



Cookie Amerson

## Herb Goldfarb Exits London

NEW YORK — **Cash Box** has learned that Herb Goldfarb is leaving his post as vice president of sales and marketing of London Records after a 25 year association with the label. Details about his exit and possible replacements were not available at press time.



# Summer



Tour starts for Neil in August and ends in September.



# Sunshine

From California to New York. From Michigan to Texas and many points in between, thousands will have seen Neil "live."



# and

Millions will be watching his NBC TV special "Steppin' Out" on September 17,



# Sedaka

His new single

# You Gotta Make Your Own Sunshine.

From his album:

NEIL SEDAKA STEPPIN' OUT



Produced by Robert Appère and Neil Sedaka  
Single: Rocket PIG-40614. Album: Rocket PIG-2195

MCA RECORDS





# Arista Signs Six Artists

by Phil DiMauro

NEW YORK — Arista Records has signed six new artists: Alan Parsons, Rick Danko of The Band, Don McLean, Mandrill and the Hudson Brothers, in addition to the previously announced signing of Randy Edelman. At the same time, Barry Manilow has renewed his recording agreement with the label. At a press conference called last Monday, Arista president Clive Davis explained that the signings were not akin to

those of new artists who had to be developed "from scratch," nor were they "major signings" of proven superstars. Rather, he placed them in a third category of artists who were "successful in varying degrees with other labels," and whose careers, in his estimation, "are very much ahead of them."

Davis stated that the signings were the result of a year's worth of discussions and negotiations, which had also led to the previously revealed acquisitions of the Kinks and Lou Reed. Davis emphasized the "selective" nature of these signings, and cautioned against the "wholesale" approach to talent acquisition.

### No 'Bought Contracts'

Davis was firm in his position that the artists were motivated to choose the label for non-economic reasons, and commented that there were no "bought contracts," nor were the signings a result of "outbidding battles with other labels." He commented in passing that both the Jefferson Starship and Fleetwood Mac were also under consideration at one point.

Asked if the expansion would lead to a

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## FRONT COVER



It's not too often that really important bands come into existence whose personnel is drawn from the roots of other important bands. David Crosby, who used to be in The Byrds, and Graham Nash, ex-member of The Hollies, are a good example. Both men early in their careers created a seminal body of work. Most musicians would be happy with just that.

Not Crosby & Nash. They continue to explore new sounds. Everything in their collective experience comes into play. They do not deny their roots; rather, they expand, grow, and incorporate everything they've learned.

Their ABC albums have attracted more than just a cult following — they are universally accepted. And they take full responsibility for that acceptance; they educate their vast audience on issues of social conscience, as in their recent involvement with the "Save The Whales" movement. The commitment is folded in with the art; in fact, Crosby & Nash are about to supply the music for a Jacques Costeau television special. And they just keep on going.

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## Schwartz Bros. Show Profit For 2nd Qtr.

WASHINGTON, D.C. — Schwartz Brothers, Inc. reported net income of \$12,319 on sales of \$5,305,037 for the second quarter ending June 1. These figures represent a recovery from the same period last year when the music merchandiser listed a loss of \$83,026 on sales of \$4,899,891.

James Schwartz, president of the Washington-based company, attributed the improved performance to a variety of factors including a 20% increase in the firm's 15-store Harmony Hut retail chain.

This represents the second consecutive quarter in which sales and earnings have been significantly higher than comparable periods a year earlier. As a result, for the six months ended June 30, Schwartz Brothers posted net income of \$31,148 on sales of \$10,536,529. Last year during that period the company declared a loss of \$86,332 on sales of \$9,582,976.

In addition to its retail chain, Schwartz Brothers owns wholesale distribution and rack merchandising operations, all from New Jersey to Virginia.

## Goody Reports Loss In First Half Of '76

NEW YORK — Sam Goody Inc., one of the area's two largest retailers of records and tapes, reported a loss in net income for the six month period ended June 30, 1976.

Net loss for the six month period was \$386,322 as against a profit of \$164,373 for the prior period. Sales for the six month period this year were approximately \$20,894,183 as against \$18,131,302 for the same period in 1975.

In the quarter ended June 30, 1976, sales were \$10,454,306 as against \$9,337,131 for

*continued on pg. 28*

## GRT Posts Record Sales, Income Totals

SUNNYVALE — GRT Corporation reported net income of \$322,000 on sales of \$9,649,000 for the first fiscal quarter ending June 30. Both figures represent record first quarter totals for the company (the income figure is reportedly a record for any quarter), and substantial improvements over performance levels during a comparable period last year. During that time, the company posted a net loss of \$216,000 on sales of \$7,292,000.

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# N.Y. Broadcasters Halt Proposed Telephone Tariff

by J.B. Carmicle

LOS ANGELES — The American Broadcasting Company, along with several New York radio stations, has filed a petition with the Public Service Commission in Albany, New York, to reject a telephone contest tariff proposal made by New York Telephone. The phone company's proposal calls for answering devices to be installed in radio stations that generate "increased network usage" when initiating call-in contests involving station listeners. The tariff would affect the customer directly; charging, him either a long distance or message unit rate when he successfully completed the call and received the recording telling him he was not a winner, to hang up, and not, try again. In the past, customers would only receive a busy signal. The extra lines provided by the phone company to the radio station will allow more customers to get through and be charged, thus the controversy. The radio stations contend that the phone company will create millions of dollars of additional revenue for itself and the phone company's rebuttal is that someone has to pay for the increased usage of their network lines.

### Stay

New York Telephone wanted the answering devices installed August 5, but a 30-day stay issued to ABC by the Public Service Commission postponed the action to September 5.

Rick Sklar is one of five New York broadcasters fighting the phone company proposal. The PD of WABC, New York, Sklar has been meeting weekly with representatives from WXLO, WHN, WWRL, and WNBC. "We want this tariff rejected and our petition (WABC's) calls for a hearing where alternate ideas could be discussed," exclaimed Sklar. "The phone company is going to make a lot more money on this than what it will actually cost them."

### Making Money

WWRL's general manager, Mark Olds, said the phone company would not provide a cost figure of the additional expense. "They say there are a lot of out-of-pocket expenses involved, but we can't get them to tell us how much. We're not asking how much they want to make, just how much it will cost. What they want is a whole new way of making money . . . and they are converting busy signals into a way to charge the customers by using these recording devices. We're going to fight it tooth and nail and perhaps get our own hearing."

Olds called the phone company a monopoly, saying, "They never like to be reminded of that. We are prepared to editorialize against them on the air because we think this practice will be unfair." He also mentioned that this could be the forerunner of a national campaign by the phone com-

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# 12 Albums Bow On Chart; Nine New Bullets Registered

by Steve Ostrow and Julian Shapiro

NEW YORK — Album chart activity has begun to accelerate once again with the debut of four LPs on the **Cash Box** top 100 chart, all with bullets. In addition, eight other LPs appeared on the list of the top 200 titles for the first time, five with bullets. The resulting total of nine new, bulleting LPs is the largest such total to be registered since July 3, when 11 albums entered the top 200 chart with bullets.

"Hasten Down The Wind" by Linda Ronstadt (Asylum) debuted this week at #57, which is the highest first week showing of any album since "Spitfire" by Jefferson Starship registered at #43 on July 17. "Spirit" by John Denver (RCA), the follow-up to "Windsong," which spent 44 weeks on the **Cash Box** chart, is at #85. It joins "John Denver's Greatest Hits" which is at #172 after an incredible 165 weeks.

### Three Kiss Albums Charted

"The Originals" by Kiss (Casablanca), a 3-LP repackaging of three earlier Kiss albums, appeared at #93, and thus becomes the third album by the band currently on the charts. "Kiss Alive," a 2-LP set, is at #74 after 47 weeks, and "Destroyer," their last studio effort, is at #126 after 22 weeks. "Waking And Dreaming" by Orleans (Asylum) is the fourth new entry into the top 100, bowing at #97.

Other albums receiving bullets their first week on the **Cash Box** top 200 chart are: "Bigger Than Both Of Us" by Hall & Oates (RCA) at #130; "American Flyer" (UA) at #143; "Disco Train" by Donny Osmond (Kolob/Polydor) at #174; "Get Up Offa That Thing" by James Brown at #177; and "We Can't Go On Meeting Like This" by Hummingbird (A&M) at #183. In addition, three albums appeared on the chart for the first week, but without bullets. They are: "Beach Boys In Concert" (Brother/Reprise) at #190 (see separate story on page 7); "Life On Mars" by Dexter Wansel (Phila. Int'l/Epic) at #193; and "Earl Klugh" (Blue Note/UA) at #194.

### Highest Top 100 Debuts In Month

Not since July 17 have as many as four LPs debuted in the top 100 (six debuted during that week). On July 24, no new additions to the chart appeared that high; the highest placed album that week was "Wild Cherry" at #139, which has since catapulted to #13 with a bullet this week. The following week, "Happiness Is Being With The Spinners" was the sole new entry into the top 100 at #95; it is currently #38 with a bullet. A week later, "Diana Ross' Greatest Hits" appeared at #79, climbing three weeks later to #26 with a bullet.

On August 14, two albums entered the top 100 upon release, the first time that occurred in a month: "Music, Music" by Helen Reddy at #89 and "Best Of B.T.O. (So Far)" at #97. The former has since risen to #49 with a bullet; the latter has reached #51 with a bullet this week. Last week, entry into the top 100 reverted to its once-a-week pattern with the lone emergence of "This One's For You" by Barry Manilow, at #67, which this week is #32 with a bullet (the large jump due in part to a debut of #12 at Heilicher Bros., the nation's largest rack jobbing operation).

### Chart Movement Foreseen

Further evidence of a more fluid chart situation is reflected in an examination of the top 10 albums. For the first time since July 31, there is a new member, as "Silk Degrees" by Boz Scaggs moved from #13 to #10 with a bullet, supplanting the Beatles' "Rock 'N' Roll Music." It has been on the chart for 25 weeks.

Though only one new album appeared in the top 20, reverting after one week to a more-than-one-month-old pattern ("Sparkle" by Aretha Franklin reentered that list at #25), there are indications that as many as six new entries into the top 20 may appear in the next two weeks.





**5 MILLION PLUS EQUALS MCA AND ELTON'S GREATEST HIT** — MCA Records vice president of eastern operations George Lee surprised Elton John during a party held in Elton's honor (August 14) at New York's Grand Cafe by presenting him with an award on behalf of MCA Records, commemorating the sale of over 5 million units of Elton John's "Greatest Hits" LP. The special award was designed by MCA vice president of creative services, George Osaki. Shown at the party, are (left to right) Tony King, vice president, Rocket Records; Lee; Elton John and Osaki.

## Delsener Plans To Re-Open Dormant New York Rock Hall

by Eric Rudolph

NEW YORK — Two parties are vying for the right to present rock concerts and other live entertainment at the Academy of Music, a 3,400 seat theater in Manhattan which was the site of regular rock concerts for four years until 1975 under the aegis of promoter Howard Stein.

Promoter Ron Delsener is planning to renovate the hall and present rock concerts there on a regular basis. Until recently, Delsener was promoting concerts regularly at the Beacon Theater, a 2,400 seat theater uptown. However, his agreement with the lessors of the Beacon, Steve Singer and Steve Metz, has ended. Singer and Metz now have plans to promote rock shows at the Beacon together with Stein and Phil Basile of Concerts East.

### Conflict Over Agreements

Singer and Metz also claim to have a written agreement with UA Theaters, owners of the Academy of Music, which entitles them to be the sole presenters of live entertainment at the facility. The agreement was reached last year, they said, but they have yet to produce a show at the hall. They now, however, have plans to present rock concerts at the Academy and said there would be "problems" if Delsener tried to run

shows there also. Delsener has at least one show planned for the Academy, a concert featuring the rock group The Band on September 18.

According to Joe Assef of UA Theaters, owners of the Academy, neither party has a written agreement with UA concerning use of the building for concerts. Assef said that Metz and Singer had an unwritten "commitment" from him that if they were to bring shows to the Academy, they would receive a percentage of the profits. He added that Delsener was only in the discussion stages as far as his presenting shows at the hall was concerned.

Singer and Metz, reacting to Assef's statements, again claimed to be the holders of a written agreement concerning sole presentation of live entertainment at the hall. They added that they would be preparing a lawsuit against UA Theaters for violation of that agreement.

Delsener said of the Academy that "we are very close to contract and we should be signing soon" with UA Theaters. He would give no further details except to say that in addition to renovations, the Academy of Music would probably undergo a name change as a result of his involvement.

## Washington Proposes 5% Entertainment Service Tax

by John Mankiewicz

OLYMPIA — The State of Washington needs money, and a subcommittee of the House Ways and Means committee has been considering a proposal that would create a 5% state sales tax on concerts and other forms of entertainment.

During the last session of the State Legislature (January-March 1976), the Ways and Means Committee looked at a number of bills that would tax services, and got close to passing a couple of them. When the session broke, a Subcommittee on Extension of Sales Tax on Services was formed in order to gather reaction from the people whose services would be taxed, and to then make a recommendation to the committee when the Legislature reconvened January 1977.

According to Scott Morgan, research

### CBS Earns 2 Gold Records

NEW YORK — Loggins and Messina's Columbia album "Native Sons" has been certified gold by the RIAA. Lou Rawls' debut single for Philadelphia International Records, "You'll Never Find Another Love Like Mine," has also been certified gold.

analyst for the committee, the proposal entails potential state taxes on service-oriented areas, including professional sports, movie theatre, and concert admissions.

"The purpose of this subcommittee," said Morgan, "was to get a feeling from CPA's, concert and sports promoters, and others who would be affected if a bill was passed."

Hearings were held, and concert promoters were vehement protesters, saying that the increase would hurt business, and cut into the money that the acts would receive.

Washington currently allows cities and municipalities to tax admissions at their own discretion, and there exists a 5% tax right now in Seattle and other major cities.

Cash Box learned that the John Bauer Concert Company in Bellvue, Washington, was one of the more vigorous foes of the potential bill; however, Bauer proved unavailable for comment at press time.

Morgan gave no indication of which way the sub-committee's recommendation

## Denver To Head Shows To Benefit Democrats

by Eric Rudolph

NEW YORK — John Denver will be performing at a number of benefit concerts for the Democratic National Committee, according to a source within that organization. Denver's manager Jerry Weintraub met recently with the Democratic presidential nominee Jimmy Carter in Plains,

Georgia. Upon returning to New York, Weintraub told **Cash Box** that he was "working for Jimmy Carter." Aside from saying that Denver would "probably" perform at fund raising concerts, he said that he "could not commit anybody; I can't speak for my artists." Weintraub also manages Frank Sinatra, Neil Diamond and the Carpenters.

## Lemongello And Triad Reach Agreement

by Eric Rudolph

NEW YORK — Triad Media Associates has reached a tentative agreement with Lemongello Enterprises, according to a source close to the situation. Lemongello Enterprises has been sued for non-payment by Triad (**Cash Box**, 8/21), the company which handled the television promotion and mail orders for the campaign to expose singer Peter Lemongello and sell his record album. According to the source, if the agreement is made official, it would result in an out of court settlement of the lawsuit.

### Unhappy About Press Coverage

The source continued that a meeting was held on September 18 between Triad and Lemongello Enterprises, including the original seven investors in the singer's career. Parties close to Lemongello had previously told **CB** that the singer was unhappy about the press coverage the matter was receiving. This was one of his main reasons for cooperating in the tentative agreement, according to our source. The meeting, which lasted five and a half hours, resulted in a tentative agreement which called for the payment of "all outstanding charges" incurred by Triad on behalf of Lemongello Enterprises. These charges include television advertising time, supplies of materials and post office charges, among others. One concession made by Triad was that a substantial portion of the agency commission would be forfeited by the media company.

In a related development, the office of the Attorney General of the State of New York last week obtained a commitment from Lemongello Enterprises to fill all outstanding mail orders for the record albums by August 20. Lemongello's lawyer, Sandor Frankel, said that because of the dispute with Triad, Lemongello Enterprises had been unable to obtain a list of the unfilled orders. The company has now obtained the list and has agreed to fill the orders.

According to the source in the DNC, there will be a series of approximately ten concerts across the country, featuring Denver as well as other artists. The appearance of artists who record for Capricorn Records, which is run by Phil Walden, an early Carter supporter, was "possible." Walden is reportedly helping to coordinate acts for the shows. The source continued that the DNC is still talking to Irving Azoff, manager of the Eagles, about the possibility of that and other Azoff-managed groups appearing. Azoff was a supporter of California Governor Jerry Brown in his bid for the Democratic nomination. A source at Capricorn indicated that there were several English groups interested in appearing, and that the shows will include "everybody that Jimmy wants, except perhaps Bob Dylan."

Azoff was reached in Los Angeles and said that there were no plans for his groups to perform in concerts which, for all intents and purposes, support the democratic

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## Kresge, Penny Gain In 2nd Qtr.

NEW YORK — Both the S.S. Kresge Company and the J.C. Penney Company reported increases in earnings for their second fiscal quarters ended July 28. Kresge had a 41.2% increase for the second quarter, which boosted the half year figure by 66.5%. Penney showed a gain of 17.3% in its 13 weeks to July 31 and a whopping 218.9% rise for the 26 week period.

Kresge's net income for the second quarter amounted to \$58 million, compared with \$41.1 million, for the quarter to July 31, 1975. Sales for the company were up 19.9% to \$1.99 billion. For the 26 weeks, Kresge's net income was \$100.9 million, up from \$60.6 million a year earlier. Sales advanced 22.1% to \$3.67 billion. During the first quarter, 65 K-Marts were opened, 35 more than a year ago, bringing the total for the year to 115 stores. Another 110 K-Marts are scheduled to open in the third quarter.

Penney's net income in the 13 weeks to July 31 totaled \$30.9 million. This contrasts with \$26.4 million a year ago. Sales were \$1.84 billion, up 7.5% from \$1.71 billion last year. This lifted the six-month volume by 11.5% to \$3.57 billion from \$3.2 billion. Net income for the 26 weeks climbed to \$60.8 million, from \$31.5 million a year earlier.

### Gimbels Income Drops

Gimbel Brothers, Inc. incurred a net income loss of \$718,000 in its fiscal third quarter ended July 3. That contrasts with earnings of \$955,000 in the same three months last year. Sales for the company were up 7.7% to \$229.4 million, which brought the volume for the nine months ended July 3 to \$752.1 million, up 11.2% from the year earlier period.

F.W. Woolworth reported that profits for its second fiscal quarter ended July 31 fell \$5.3 million from the year-ago period. Profit for this year's second quarter was \$16.119 million as compared to \$21.439 million in the same period of 1975. Federated Department Stores showed earnings of \$20.7 million for the second quarter ended July 31, as compared to \$27.6 million for the year-earlier period.

## Riverside LPs To Be Available In U.S.

LOS ANGELES — Fantasy/Prestige/Milestone will make available the original Riverside albums in the U.S. and Canada.

Victor Musical Industries, Inc., the Japanese licensee for Riverside, has issued 63 Riverside titles in Japan, all of which have been imported by Fantasy and are currently available from Fantasy distributors at \$6.98 list.

Titles include the recordings of Thelonious Monk, Sonny Rollins, Bill Evans, Kenny Drew, Wynton Kelly, Wes Montgomery, Cannonball Adderley, Philly Joe Jones, Bobby Timmons, Art Blakey's Jazz Messengers, Herbie Mann, Zoot Sims, Max Roach, Gerry Mulligan and Charlie Byrd.



# The Latest From The Greatest

## A Whole Lotta Things To Sing About

By Charley Pride

Charley Pride hits again with his new  
smash single "A Whole Lotta Things To  
Sing About"

PB-10757



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**RCA** Records





## EXECUTIVES ON THE MOVE



Pipolo

Fuhrman

Ebler

Doe

**Pipolo Joins UA** — Pat Pipolo has been appointed to the post of vice president of promotion at United Artists. Pipolo recently held the same position at Island Records and had also been associated with MCA Records for seven years. Headquartered at UA's Los Angeles office, Pipolo will report directly to Artie Mogull.

**Fuhrman At Lifesong** — Mel Fuhrman has been appointed director, sales and marketing for Lifesong Records where he will coordinate all national sales efforts. For the past six years he has headed up the east coast operations of A&M Records.

**Ebler Named General Manager At Elektra/Asylum** — Ralph Ebler has been named to the newly created position of general manager, east coast, for Elektra/Asylum/Nonesuch Records. He will serve as liaison between Elektra/Asylum's home office and the company's east coast operations based in New York and will continue in his capacity as east coast artist relations manager.

**Doe Appointed At Atlantic** — Simo Doe has been appointed director of press information for special markets for Atlantic/Atco Records coordinating publicity, press and promotion activities for specifically designated artists on the label. Prior to this appointment, Ms. Doe was publicity director for CTI Records in New York.

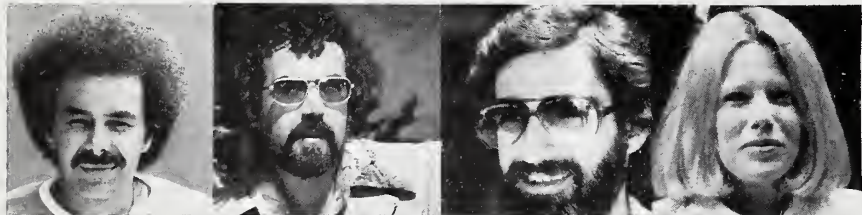
**Layton Joins Motown** — Joe Layton has been named vice president in charge of special projects for Motown Productions. One of his initial responsibilities is producing the first solo public appearance by Jermaine Jackson and he will also be in charge of the creative team assigned to a Diana Ross TV special scheduled for NBC.

**Warner To Mushroom** — Ian Warner has been appointed vice president of international affairs for Mushroom Records and will headquarter out of Mushroom's main offices in Vancouver. He will be responsible for setting up licensing agreements for Mushroom product and will also oversee publishing activities for the label in the United States as well as the rest of the world. Warner comes to Mushroom from Screen Gems-Columbia Music in London.

**Lane Added To Marsel** — Tim Lane has been appointed vice president and general manager of Marsel Records Inc., a division of Marsel Enterprises Inc. For the past two years he has been associated with Five Lane Productions. Lane's responsibilities will include overseeing A&R marketing and sales for Marsel.

**Klopper Upped At Theta** — Paul Klopper has been named as executive assistant to Terry Van Zerr, president of Theta Records and Musical Illusions Publishing Co. to where he will be adding his duties involving finance and law.

**Brown Joins Whitfield** — Lygia Brown, former R&B coordinator at Chelsea Records, has been appointed west coast regional R&B director for Whitfield Records and will work under Ms. Pat Bush, national promotion director.



Warner

Lane

Klopper

Siegel

**Moser Moves Up** — Stan Moser has been promoted to vice president of marketing, records and music for Word, Inc. Moser joined Word in 1970 and since January 1975 he has been sales manager, records and music. Moser will be responsible for all record and music sales on both the national and international levels and will oversee all related marketing and promotion activities.

**Key Execs Named at PKS** — Shelly Snow Siegel has been named general manager of the PKS group of companies. She was previously assistant A&R director of Polydor. Arlene Reckson-Cohen has been named director, A&R, of the companies. Prior to this appointment she was A&R director of ATV/Pye Records.

**Hitsville Taps Sullivan** — Buster Sullivan has been appointed director of southern regional promotion for Motown's Hitsville country label, and will be based in Nashville. His past associations include Capitol, RCA and Mega Records.

**Three Appointed At Con Brio** — Edie McCrosky has been appointed to the position of promotion assistant at Con Brio Records responsible for radio stations and Carol Marrero has been promoted to sales and finance coordinator where she will be working with Nationwide Sound Distributors. Diana Parker has been appointed as public relations coordinator, working with executive producer Bill Walker.

**Goldberg Forms PR Firm** — Danny Goldberg has announced the formation of Danny Goldberg Inc., a company which will be doing personal management and public relations. He is president and Fran Fiman is general manager. Ms. Fiman was formerly at Swan Song and at Solters and Roskin.

**Alan Goes To Gemini** — Mark Alan, formerly director of contemporary music for Sutton Artists, has been appointed to the staff of Gemini Artists.

**EFC Appoints Payne** — Sid Payne has been named general manager of Electric Factory Concerts where he will handle all phases of concert production in addition to managing the Tower Theatre in Philadelphia.

**Rudolf Exits H&L Records** — Steve Rudolf announced he would be leaving his position as national promotion manager for H&L Records (formerly Avco Records). He will be opening Steve Rudolf Promotions Inc., an independent promotion firm and can be reached at his home at (212) 722-0484.

## Women In Business:

# Barbara Skydel Of Premier: Femininity An Asset

by Eric Rudolph

NEW YORK — Barbara Skydel is the vice president of Premier Talent, one of the leading contemporary music booking agencies. As vice president, she is second in command only to Premier founder Frank Barsalona. She is the responsible agent for Earth, Wind & Fire, Emerson, Lake & Palmer, Peter Frampton, Jethro Tull, Roxy Music, Robin Trower, Yes, Steve Miller and Southside Johnny and the Asbury Jukes, among others. Ms. Skydel spoke with **Cash Box** recently about her experiences as a woman in the music business.

### Training Programs Closed

The biggest problem for women trying to become agents which she saw when she was starting out was the lack of women involved in the training programs run by the agencies. Young men would start by working in the mailroom and work their way up to full agent status, she said. However, "There were no women in the mailroom. I don't know if that is still true." She got her start through a relative who worked at what was then ITA. She stayed there through various mergers and then went to work arranging tours for Peter Nero. From there she went to CEA, the college entertainment buyer, and then to Premier. She joined the company as a "secretary/assistant" with the assurance that there was room to move up. "I was becoming more assertive, and after about nine months Frank Barsalona tapped me on the shoulder and asked me to be his assistant." She was made an agent shortly after that and four years later was made vice president. Of that rise to the top she said, "I just listened to Frank — we worked in the same office — and worked very, very hard. I feel that if someone is aggressive and wants something and works hard for it, everything is possible." She added that she tried to incorporate whatever job she was doing into her education as an agent. "If I was typing a contract, I made sure I understood what it meant." She added that "being a woman might've helped me — it was so offbeat for a promoter to talk to a woman agent. It shocked them; many of them said, 'You are the first woman agent I've ever talked to' and they were definitely pleased." There is one other woman agent at Premier, Jane

Geraghty, who has been there for about five years. Ms. Skydel was asked why there are so few women agents in contemporary music. "The whole contemporary music thing happened so fast, I guess that those who were on the spot were the ones to get in on it. Also, years ago women thought of themselves as secretaries — that's what the times dictated. If you didn't rise above that predestination, you didn't go anywhere. Also," she added, "it is a matter of evolution. Where do agents come from? From the ranks of managers and promoters and the like. How many women managers or promoters are there?" she asked.

### Men Not Seen As Enemy

"I am probably the opposite of the Ms. magazine idea of a woman in a man's business," she said, adding that she is wary of the women's movement. "It has been beneficial, it has helped out in many cases, but it can go to extremes. I'm all for it as far as fighting job discrimination and getting equal pay goes because women have been

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## Sill To Be Honored

LOS ANGELES — Lester Sill, president of Screen Gems-EMI Music, Inc. and Colgems-EMI Music, Inc., will be honored by the state of Israel at a tribute dinner to be held at the International Ballroom at the Beverly Hilton Hotel, November 1, when he will be awarded the Prime Minister's Medal by Abba Eban, who will fly in from Israel for the tribute.

Michael Stewart is Chairman for the event. Norman Weiser is Honorary Chairman and the co-chairmen include: George Albert, Ron Anton, Irving Azoff, David Begelman, Spence Berland, Don Burkheimer, Al Coury, Clive Davis, Don Ellis, Joel Friedman, Snuff Garrett, David Geffen, Robert Gordy, George Greif, Leo Jaffe, Chuck Kaye, Jay Lasker, Jerry Lieber, Mike Maitland, Larry Marks, Bhaskar Menon, Artie Mogull, Jerry Moss, Mo Ostin, Russ Regan, Buddy Robbins, Irwin Robinson, Jack Rosner, Jerry Rubinstein, Alan Salke, Irwin Schuster, Joel Sill, Stan Sirotnin, Joe Smith, Abe Somer, Howard Stark, Henry Stone, Mike Stoller, Joe Sutton, Bob Wilson, Lee Zhito and Don Zimmerman.

## 'Capitol Is EMI' — Petrone, Director, Int'l. Marketing

by Stephen Fuchs

LOS ANGELES — As we walked into his office, Joe Petrone's image was neatly obscured by hundreds of film slides stacked on his desk. Then a hand shot out from it all, then a grin. And all at once we were a captive audience. Capitol Records' director of international marketing had launched into his "silent salesman" pitch, extolling the necessities of the in-store merchandising campaign.

Having spent fourteen years working domestic sales, Petrone is naturally inclined to exercise his knowledge as it applies to the new position which he has occupied barely five months. At the moment, he's planning a merchandising talk which

he will deliver at an upcoming EMI Latin American conference in Rio. Aware of Petrone's background in sales and promotion, the address comes at the request of the affiliates who are looking for new ideas.

### Capitol Is EMI

"Capitol," explains Petrone, is EMI in the sense that we are one of many EMI affiliates in this country and around the world. So all our global counterparts have complete entry to our product. Our job, as I see it, is to enhance, embellish, support, promote, persuade. Because Motown is sold overseas, too. And Arista, and so on. In addition, these countries also have their own natural roster of domestic artists."

Thus, Petrone arranges his slide show and verbalizes his thoughts in preparation for the passing along of vital information — the impulse purchase . . . the extension of a common theme as opposed to numerous conflicting images which tend to confuse the consumer . . . the importance of

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## MCA Signs Buckacre

LOS ANGELES — Country rock group Buckacre has been signed to MCA Records. Buckacre's debut single, "Love Never Lasts Forever," was culled from their "Morning Comes" LP. Both are due for an early September release.



# EPIC AND ASSOCIATED LABELS: THE COMPANY NEW ARTISTS LIKE TO KEEP

Every smash act in the music business started out totally unheard-of. What we do at Epic and Associated Labels is to take unknown artists and turn them into ex-unknowns. We think our record speaks for itself.

Case in point: LABELLE. Everybody saw their possibilities; nobody could make them happen—not until they came to us. Now, they're legend—and they add to the legend this month with a new album called "Chameleon." Producer David Rubinson calls it a turning point for Labelle—we agree.

Then there's a real Cinderella story, NINO. Discovered by a CBS security guard, Nino proceeded to charm everybody from execs to programmers with a bilingual knockout, "We Made Love/Regresa A Mi." The single and album of the same name are pulling in airplay on country, MOR and Spanish stations—a definite trans-cultural hit!

And the even more trans-cultural success of GASOLIN! The biggest thing to come out of Denmark since Hamlet, Gasolin' has racked a catalogue of gold albums and is headed this way. They've remixed (in English!) all their top cuts, with Queen's producer Roy Thomas Baker presiding, and the result is "Gasolin'": in any language, an album of highest-octane rock. (They'll be touring this fall.)

At Epic, the success stories never seem to stop. Take STARCASTLE. Since they came to us, they've had an enormous debut album; saturation airplay; they've signed with Premier Talent; they've toured as "special guest stars" with Jethro Tull, Fleetwood Mac and other top-draw acts; and, they go into the studio next month (with Roy Thomas Baker) to cut their second album, "Fountain of Light."

The mark of a right-thinking record company is its ability to separate the genuinely innovative from the merely weird. We put BOSTON on the plus side of that line, as the most original new sound to come our way in a very, very long time. Created by Tom Scholz (who holds a Master's degree from MIT), Boston is "better music through science," and it has to be heard to be believed. Believe it: a LOT of people are going to hear this album. "Boston."

From the supremely technologic to the supremely melodic: JIM PETERIK. Songwriter, singer, and leader of the late great Ides of March, Jim's got a solid following in the Midwest, where he does a lot of touring. He's also got a

head full of beautiful songs, and some of them appear on his new album, "Don't Fight the Feeling." Toxey French produced.

Ladies and gentlemen, the other winning candidate from Georgia—MOTHER'S FINEST. Five solid years of intense touring made them the hottest stage attraction south of the Mason-Dixon Line. We thought it was



high time the rest of the country got Atlanta-ized. Pure, high-intensity rock and roll with a kick-like white lightning—on stage or on their current LP, "Mother's Finest," this is the music being heard in every state of the Union.

An Epic and its associated labels, we

ask a lot and we give a lot. And it isn't Drop City if a new artist doesn't instantaneously exceed our hopes. We believe in everybody we sign (if we didn't, they wouldn't be on the label). We give them the time they need to fill out and we back them up all along with about 1000% of our best efforts. With that kind of support, nobody stays an underachiever around here for long.

Prime example of the care we take: MINNIE RIPERTON. Her first album did conspicuously well, but what we were after was "colossal," and we knew we could get it. We released a single, and another and another, and then it clicked and "Lovin' You" made that very big breakthrough. And neither Minnie nor anybody else around here let up for a minute. She's in the studio again right now—so look for another dazzler later on this fall.

Somebody else who benefits from this kind of attention is JIMMIE SPHEERIS. His previous albums broke very big in some very important markets that he's been building every time out, and we're all set to take him over the top with his upcoming album. Add KINKY FRIEDMAN, another established, steady seller. The mad Texan's about to be ropin' them in with "Lasso from El Paso." Two artists with two very different targets: we make sure the aim's dead on.

The name of the game: Potential and what to do with it when you find it. Somebody who knows exactly what Epic can do is TED NUGENT, the Prime Manipulator himself. Young Ted came to us last year with twelve albums under his guitar strap, a career that stretched back a decade or so, and more potential than any other company could stand. We worked very closely with Ted (who is that rare creature, a true pro) and with his management, to the intense gratification of all of us and millions of rock fans besides. Ted's Epic LP has since sold more than all 12 of his previous ones combined. In September: A new one, "Free-For-All."

Talk about potential: RICHARD SUPA is it. He's a gifted songwriter (Tom Jones, Gladys Knight), a singer, a musician, and a member of the Leber-Krebs fold. He's also recorded a brilliant first effort called "Life Lines." All the elements, in short, for some very significant success—we take it from there.

If anyone had a line on the best company to go with, you'd figure it'd be



# EPIC AND ASSOCIATED LABELS:

somebody who's really been around—a session man, say, now recording his first album for himself. Somebody like HERB PEDERSEN, a premier studio musician from L.A. who's played on more hit albums for more superstars than probably anyone else around. We told him it was time to step out from behind those other people. One debut album, coming up.

A new album called "Close-Up" brings BONNIE KOLOC into sharp focus. The lady from Chicago has a lean, clean sound, mixing pop with jazz and rock with scat and coming up with something very special. Definitely a grand lady of rock in the making.

Which brings us to the hottest new act anyone has going at the moment, WILD CHERRY. Their production company Sweet City was the one that came to us. They'd heard we were the best around for sales and distribution. We broke them first on black radio, spread them to top-40—and ended up with bullets in all three trades, sales figures nobody can believe, and a guaranteed top-five tune that's looking hard at the #1 spot. Their first album is outselling every single on the street except one: their own.

The trend for white music making it on black stations is skyrocketing—the only place we'd ever consider being is out front, setting the pace.

## GILT BY ASSOCIATION

Epic doesn't have a monopoly on impressive success stories, though. The method that works so well for the parent company—and for the artists—carries right on through to our associated labels.

At BLUE SKY RECORDS, the word is new directions. JOHNNY and EDGAR WINTER, than whom few people are more together, are even more together than usual for their first joint effort. The brothers Winter share star billing, musical and production chores for an album that has to be a standout in two particularly lustrous careers. It's called "Together," of course...EDGAR WINTER's partners for his next solo album are perhaps even more intriguing: GAMBLE & HUFF. This album is still in the studio/songwriting stage, but get ready for it.

The man for whom the term "white blues" was invented will be producing the first Blue Sky album by the man who practically invented the blues in the beginning. JOHNNY WINTER producing MUDDY WATERS—Muddy's

just signed to Blue Sky. (New artists aren't the only ones who feel better with us behind them.)

"Images" is DAN HARTMAN's first Blue Sky effort, but he's no novice. Lead vocalist/songwriter for The Edgar Winter Group, composer of "Free Ride," co-producer with Edgar of "Jasmine Nightdreams," Dan's a master of melody—strong singles expected here.

And the DERRINGER gang closes it out, with the loud, tight, bright, young, raucous, irrepressible spirit of rock and roll. "Derringer" is the new album by the hottest new band on the road this year.

Britannia still rules the air-waves, at least if VIRGIN RECORDS has anything to say about it. MIKE OLDFIELD reminds everyone just how talented he really is with the release on Virgin of his magnificent first album, "Tubular Bells." (That's the music that did so much for a little film called "The Exorcist.") Mike outdid even himself on the follow-up album, "Ommadawn"; every time you play it, you hear something new.

Any band coming out of Liverpool deserves particular attention, but SUPERCHARGE would catch interest if they came out of nowhere. And they're very far indeed from nowhere. They play R&B with a sense of "humour," and if they keep on going the way they're going, they just might end up even bigger than the...well, fill it in for yourselves; the Liverpoolians already did. Album is "Supercharge"—d, too.

And BOXER, the band that's knocking everybody out for the count, first in their native England, now here in the States. The big one-two punch: Boxer's first album "Below The Belt," followed by their just-completed "Bloodletting"—heavyweight music from a championship act.

The big news at CARIBOU RECORDS is a Very Important S DENNIS WILSON, of America's most legendary band, could have gone anywhere for his first solo project. He came to us because we don't rubber-stamp our acts—and because we can make it happen for an artist whether he's an international superstar or somebody just starting out.

New on Caribou: JAMES VINCENT. There are a lot of people who have been called "virtuoso guitarists," but James redefines the words. His first album for us is "Space Traveler"—he was signed and nurtured by James William Guercio and Larry Fitzgerald, and they should know.

In the studio again: L.A. EXPRESS. You loved them on their triumphant tour with Joni Mitchell, and you loved them even more on their previous Caribou album—whatever happened to all those people who didn't think they liked jazz?

Some of our biggest success stories ever are called PHILADELPHIA INTERNATIONAL, TSOP, T-NECK and INVICTUS RECORDS. New acts off to flying starts, established acts re-energized and hotter than ever, and an audience that's widened to include just about everybody—it's all here.

Before they brought T-NECK to us, for instance, the fabulous ISLEY BROTHERS were a musical byword—but they hadn't sold more than a quarter-million albums total in their long career. Now they average five times as many albums, every time out—and there's another LP on the way that'll up the averages even more.





# THE COMPANY NEW ARTISTS LIKE TO KEEP

Over at INVICTUS RECORDS, the CHAIRMEN OF THE BOARD tell the same story: A well-known black group who found that we could put them in front of a whole new audience without losing their regular following. And they came up with a huge hit single, "You've Got Extra Added Power in Your Love." That kind of thing happens all the time around here...

The PHILADELPHIA INTERNATIONAL Story features ARCHIE BELL & THE DRELLS, on TSOP, who came into the PIR organization, looked around and took off into the charts with "Let's Groove," "The Soul City Walk," a string of other smashes and a brand-new career.

What the whole PIR success story is about is an act like the O'JAYS, the hottest black act going. This is where expertise comes into it—the O'Jays have been a smash ever since they joined PIR. Right now they're coming off with "Family Reunion," a million-and-a-half seller, and heading straight into a new single, "Message in Our Music." September album is "Message in The Music."

PIR's choice was PEOPLE'S CHOICE—and enough people chose the Choice to make their disco hit "Do It Any Way You Wanna" the first gold single for the TSOP label. Two big albums, more to come.

Promote from within—GAMBLE & HUFF have the imagination and the people to bring it off. DEXTER WANSEL was a staff musician, playing keyboards for the inimitable MFSB. Word got around; now Dexter's own debut album, "Life on Mars," is building up sales, airplay and underground support from here to the Red Planet.

And BUNNY SIGLER has to be the PIR in-house Renaissance man. He produces, arranges, writes songs (O'Jays, Spinners, Harold Melvin, Archie Bell), and has a list of credits a mile long. He also has a new album, "My Music," his second for Philly. An artist as involved in the music business as Bunny needs a record company as involved in the art as we are.

Which brings us to KIRSHNER RECORDS. The story here: KANSAS, the band that's sold over three quarter million albums between the Rocky Mountains and the Appalachians. A band that tours is a band that sells records—and Kansas is on the road forever...when they're not in the studio working on their next big one, "Leftoverture."

When DON KIRSHNER and JEFF BARRY get together, things happen.

Big things, like The Monkees, The Archies... This time they've discovered LISA HARTMAN, the lady from Houston with the strong, sweet, straightforward voice. The album: "Lisa Hartman." The new single: "Kentucky Rainbows." The future: very, very bright.

That's our success story, past, present, future. It's the reason our established artists stay with us and the best new talent heads for us first: Because we put the same effort into maintaining our successes as we do into making them.



Another music-biz veteran who appreciates what we do: ELLIOT RANDALL, one of the most sought-after—and versatile—guitarists around, having played with: Steely Dan, Sha Na Na, Ramsey Lewis, Frankie Valli, the Rochester Philharmonic, the Alvin Ailey Dance Theatre...well, you get the idea. Elliot's first Kirshner album will be out in September.

And another Kirshner-Barry TV/music parlay: THE KIDS FROM C.A.P.E.R. Four young men, a weekly live-action TV series aimed at top-40 listeners, an album called "The Kids from C.A.P.E.R." featuring songs performed on the show by the Kids themselves—the phenomenal success of the Monkees and the Archies is about to repeat itself. Only more so. The biggest thing in kid-vid this fall looks to be the biggest thing on top-40, too—and it's all ours.

**EPIC, BLUE SKY, CARIBOU, INVICTUS, KIRSHNER, PHILADELPHIA INTERNATIONAL, T-NECK, TSOP AND VIRGIN RECORDS AND TAPES.**



# FTC's Warranty Guidelines Incomplete; Magnuson-Moss Act Rules Provide Snag

by Rebecca Moore  
Limited Application

WASHINGTON, D.C. — Although rule-making hearings were cancelled two weeks ago, the Federal Trade Commission (FTC) is moving ahead in its implementation of the Magnuson-Moss Warranty Act.

Manufacturers of stereos, radios and tape recorders, as well as buyers of those products, will have to wait a little longer for all the new warranty guidelines to be out. The FTC has already adopted rules governing disclosure of warranty terms and conditions, pre-sale availability of written warranty terms, and mechanisms for informal dispute settlement. These standards go into effect December 31.

## Rule Definitions

Still to be decided are rules defining portability of products, designating warranty terms in advertisements, and calculating depreciation deductions for refunded products.

The Magnuson-Moss Warranty Act, enacted January 1975, requires manufacturers providing "full warranties" to meet certain federal standards. The Act defines "limited warranties" as those that do not meet federal standards. The Act also authorizes the FTC to set guidelines for manufacturers and consumers in order to help them meet the federal criteria.

Hearings on proposed depreciation deduction rules were cancelled because of minimal comment. "There were very few comments on this rule," observed FTC attorney Dierdre Shanahan, who drafted the rule. "It is complicated."

## MCA Sets 'Twofer's'

LOS ANGELES — MCA Records will release fourteen double LP sets at the end of August as a part of the company's "twofer" catalog. The new "two for the price of one" release features "The Best Of" such artists as The Andrews Sisters, The Castilians, Pete Fountain, Earl Grant, Dick Haymes, Al Hibbler, Billie Holiday & Ella Fitzgerald, Bert Kaempfert, Ted Lewis, Rafael Mendez, Lawrence Welk, Andy Kirk, Roger Williams, and Chick Webb with Ella Fitzgerald.

MCA established the \$7.98 retail list priced "twofer" series over two years ago. The current release of 14 new albums brings the total number of titles in the series to 88. Among the other artists included are Buddy Holly, the Mills Brothers, Lenny Dee, Bill Haley & His Comets, Alfred Apaka, The Four Aces, Judy Garland, Louis Armstrong, Peggy Lee, Rick Nelson, Benny Goodman, The Ink Spots, Brenda Lee, Patsy Cline, Liberace, Woody Herman, Tommy Dorsey, Jimmy Dorsey, Artie Shaw, Les Brown, and Lionel Hampton.

The proposed rule provides a mathematical formula by which manufacturers can calculate a deduction based on depreciation of the article if they have to refund a customer's purchase in cash. Since refunds are required only if a manufacturer cannot repair or replace the item, the deduction has a limited application.

While the rule is not controversial according to Shanahan, it does get into the sticky area of defining the "useful life" of a product. Insurance company figures provided by the FTC give stereos, radios, and tape recorders a useful life of 10 years, and a depreciation in value of 10% each year.

"Manufacturers don't want to get into the area of useful life," says Shanahan, "because there is an implied warranty in the useful life figure." If a manufacturer says a

## Transfer, Dan & Coley Lead Atlantic Release

NEW YORK — Manhattan Transfer's second album for Atlantic Records, "Coming Out," leads off the label's August release, along with England Dan and John Ford Coley's first album for Big Tree Records, "Nights Are Forever," featuring this week's #6 bullet **Cash Box** single, "I'd Really Love To See You Tonight." The original cast recording of "Selma," an effort led by Tommy Butler, headlines Cotillion Records' release, which also contains Willis Jackson's debut on the label, "Plays With Feeling."

"Dee Dee Bridgewater" is the debut solo album of the Tony award-winner from Broadway's "The Wiz," while "Not A Word On It" represents the debut of Muscle Shoals guitarist Pete Carr. "E-Man Groovin'" is the fourth Atlantic album for the Jimmy Castor Bunch featuring the Everything Man, while WMOT's Blue Magic begin their association with producer Bobby Eli on "Mystic Dragons," and several familiar singles are brought together on "Greatest Hits" by Abba. Hot Chocolate's Mickie Most-produced "Man To Man" will be released on Big Tree, while Bryan Ferry of Roxy Music will offer single sides previously unavailable in the U.S. on "Let's Stick Together," and Stanley Clarke's Nempor release entitled "School Days," composed, arranged and conducted by the artist. Completing the release is the original soundtrack of "Mahoney's Last Stand," the work of Ron Wood and Ronnie Lane, with guests including the other Faces, as well as Pete Townshend and Rick Grech, along with Les McCann's "River High, River Low."

stereo has a useful life of ten years, then a consumer may feel the stereo should last that long, even though the useful life figure is just an average.

"It's difficult to measure useful life . . . You have to figure out an energy-efficiency cycle. It's complicated," said Shanahan.

## Returned Products

Rules on portability are still in the developmental stages and hearings are "quite a ways off," according to another FTC attorney, Gary Laden. Laden's office is trying to determine what are reasonable and unreasonable conditions imposed on a consumer when returning products under warranty.

Senator Magnuson pinpointed the problem of portability when he noted: "Consumer anger is expected when purchasers of consumer products discover that their warranty may cover a 25-cent part but not the \$100 labor charge or that there is full coverage on a piano so long as it is shipped at the purchaser's expense to the factory . . ."

Laden said that his office is waiting for a National Bureau of Standards study on portability. "Once we get the official results we'll decide where we want to go." Laden added they have consulted with a number of people in the scientific community.

## Warranty Designation

The FTC is about midway through its proceedings on rules for advertising of warranties. The Commission is currently looking at ads and talking to advertisers as well as with consumers and marketing experts, reported Rachel Miller, the FTC attorney working on warranty designation.

Present guides against deceptive ads on warranties, adopted in 1960, require that the major terms of the warranty have to be disclosed. "The big problem we've had is that they require a great deal of information," claimed Miller. "Advertisers either ignore them or run complex ads. We're looking for a middle ground," she said.

Consumers and manufacturers will be able to breathe a sigh of relief when the FTC does find that middle ground. The new rules should prevent rip-offs by both parties.

# Major Dept. Store Chains Release July Sales Data

NEW YORK — The nation's major retail chains showed mixed growth in July. The pattern suggests that shoppers are now more prudent than they were at the beginning of the economic recovery. Many chain results trailed those posted in June and in the first half ended in July.

Sears Roebuck & Co. reported sales in the four week period ended July 31 rose 5.5% from July 1975 to \$1.18 billion. This compared to a 7.3% June gain and 8.4% in the 26 week period.

S.S. Kresge had a July gain of 24.3% with sales of \$576,982,000, compared to an advance of 21.7% in June and a first half gain of 22%.

J.C. Penney reported record July sales of \$562 million, but the advance of 6.1% trailed the June advance of 7.1% and the first half 10.4% gain. F.W. Woolworth had peak July sales of \$311.1 million, up 13.5%. This compared to a 10.2% rise the previous month and 12.6% gain in the first half.

Montgomery Ward & Co. reported a 0.7% decline for July with sales of \$270.5 million. The company showed a 4.4% rise in June and a 5.7% gain in the 26 week period.

May Department Stores reported a gain of 8% vs. 7.3% in June and 8.4% for the first half; Zayre Corp. down 1.5% vs. a rise of 10.1% in June and 5.3% in the half, and Vornado Inc. minus 4.2% compared to an 8.5% June rise and a 5% gain for the half.

## Collins Leads E/A Release

LOS ANGELES — Judy Collins' album "Bread And Roses" leads Elektra/Asylum Records mid-August release. Other LPs included are David Blue's "Cupid's Arrow" and Archie Campbell's "Archie Campbell."

Merchandising support includes oversize four-color posters utilizing album graphics, in-store displays, trade and consumer print ads and radio ads.

## Manilow Goes Gold

NEW YORK — Barry Manilow's latest Arista album "This One's For You" has been certified gold by the RIAA.

# Richard Kerr: Songwriter With A New Goal: Performing

by J.B. Carmicle

LOS ANGELES — English songwriter Richard Kerr, who co-wrote "Mandy," the million selling single recorded by Barry Manilow, has a new ambition. He wants to perform songs as well as write them. Kerr saw his goal become a reality two months ago with the release of his first album for Epic Records, "Richard Kerr." The songwriter-turned-performer recently commented on the album's release to **Cash Box**, noting that he has relocated to Los Angeles and will continue his close association with Irving-Almo, his publishing company.

## Biggest Break

In his nine years as a songwriter, Kerr described his biggest break in the business as "Mandy." In England, he and co-writer Scott English originally penned the tune and called it "Brandy," but had to change the name to "Mandy" because the title conflicted with an already existing song. The record sold in excess of four and a half million copies and was a number one record on U.S. charts. Helen Reddy recorded another Kerr tune, "Somewhere In The Night" and although there were five cover versions of the song, including Kerr's own, Reddy's version went to #14.

Kerr related why Irving-Almo is the company he decided to write for. "I had been with Columbia/Screen Gems in England for two years as a staff writer," he explained. "I got the feeling that I was working for a big corporation on a nine-to-five schedule. I have never been able to effectively construct a song while at work in a building . . . I have to dream it. I was trying to write my music while housed in a building and it wasn't working well," Kerr told **Cash Box**.

## Looser Atmosphere

"Derek Greene, who headed the Rondor Company (Irving-Almo in England) approached me at the time about writing for his company. I needed a looser atmosphere and since I had a family feeling for Irving-Almo anyway, I agreed."

Kerr remarked that he has chosen America as his new home because the opportunities for writers are better. "There are so many artists available to listen to my songs now and I'm closer to the parent firm that I write for," he noted. "Once I get a bit more settled here I think I'll really be able to write . . . I like the atmosphere here and I don't feel like I'm 6000 miles away from my publishing company."

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**IAN INKED** — Janis Ian has re-signed with Columbia Records. Seen at a party following her recent appearance at the Schaefer Music Festival are Mickey Eicher, vice president of east coast a&r for Columbia Records; M. Richard Asher, president of CBS Records International; Ms. Ian; Bruce Lundvall, president of the CBS Records division; Walter Yetnikoff, president of the CBS Records group; and Jack Craig, vice president and general manager of marketing for CBS Records.



# MORE BRASS FACTS:

- Brass Construction's debut album (certified gold just weeks after release) now is closing fast on platinum!
- Their first single, "Movin'" (UA-XW775-Y), immediately became a giant crossover smash hit.
- And now: The new single: "**Changin'**" (UA-XW837-Y) added first week out at KKDA, KYOK and WYLD.
- Get ready for the next Brass Construction crossover hit.



**"Changin'" from the biggest first album of the year "Brass Construction." On United Artists Records & Tapes.**

Produced by Jeff Lane

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## picks of the week

### FOUR TOPS (ABC-12214)

**Catfish** (3:50) (ABC/Dunhill, Ral — BMI) (L. Payton, F. Bridges, M. Farrow)

"Catfish was her name, dancin' was her claim to fame," goes the song, and it's true — this is a great dancing song. The legendary vocals are in full force, the tune has a crisp feel to it. There's a good story line in the lyric, so this should get some heavy adds at R&B outlets.

### JERMAINE JACKSON (Motown M1401F)

**Let's Be Young Tonight** (3:48) (Jobete — ASCAP/Stone Diamond — BMI) (M.L. Smith, D. Daniels)

The arrangement on this disco-funk cut is enough to make it stick in your head; the excellent vocal is a bonus. Jermaine sings this with a lot of flair; exhorting the girl to "be young tonight." The strings and guitar work blend well with the track. Reputation should get this immediate adds; quality will keep it going.

### WET WILLIE (Capricorn CPS 0260)

**Baby Fat** (3:30) (No Exit — BMI) (R. Hirsch, J. Hall, M. Duke)

Jimmy Hall sings his heart out on this boogie-disco number. Well edited from its original length, this song is filled with funky, hard-edged licks that are infested with a natural rhythm. Should be a big hit on discos, and should pick up a surprising number of R&B adds as well as pop.

### SALSOU ORCHESTRA (Salsoul SZ-2011)

**Nice 'n' Nasty** (3:09) (Lucky Three/Amatom — BMI) (V. Montana, Jr.)

A jumpy, exciting disco cut, with smooth vocals and an infectious rhythm. This is class all the way through, and should, if taste is any indication, be a big hit in the discos and on R&B radio.

### NORMAN CONNORS (Buddah BDA 542)

**You Are My Starship** (3:20) (Electrocord — ASCAP) (M. Henderson)

Featuring Michael Henderson (the writer of the tune), the song starts off with an eerie synthesizer, and then breaks into solid ballad form. Henderson sings well, and the playing is outstanding. A certain add for progressive and jazz radio.

### JOSE FELICIANO (PS 45,103)

**Why** (3:24) (Colgems Music/J&H — ASCAP) (J. Feliciano, J.M. Feliciano)

This one will make it big in AM circles because it has a terrific hook. The lyrics have been constructed with a natural rhythm in mind, and Feliciano plays it to the hilt. A substantial tune, this has (of course) good guitar playing, and a full pop sound.

### MARLENA SHAW (Blue Note/UA BN-XW 844Y)

**Love Has Gone Away** (3:08) (Mighty Three — BMI) (C. Simmons, J. B. Jefferson)

An upbeat, Philly-sounding cut from Marlena Shaw that should get picked up immediately by every R&B outlet across the board. A perfect vehicle for Marlena's tightly-styled vocal, the melody has a natural rhythmic counterpoint. Excellent arrangement by Bert DeCoteaux.

### JOE COCKER (A&M 1855)

**I Broke Down** (3:26) (Skyhill — BMI) (M. Moore)

Cocker is in fine form here, growling out the lyrics, but completely in control. A nice little rock tune, this has a good melody line that's perfect for Cocker's voice. He handles the bridge nicely, building it into a good hook. Well-produced by Rob Fraboni.

### DAVID T. WALKER (Ode/A&M ODE-66125)

**I Wish You Love** (4:17) (Leeds — ASCAP) (A. Beach, C. Trenet)

Respected studio and touring guitarist David T. Walker has come up with an interesting MOR-jazz version of a modern classic. His guitar phrasing is intelligent and to the point. He embellishes the melody for effect, but never is he affected.

### FREE BEER (RCA JH-10763)

**Walking The Floor** (3:24) (Unichappell/Lorber/Scheer — BMI) (J.S. Leis)

From the "Highway Robbery" LP, this is a lovely ballad that's centered around a good lead vocal and primarily acoustic guitar backing. Excellent steel solo, fine backing vocals lend a touch of class. This soft rocker will hit big on AOR radio.



### CARPENTERS (A&M 1859)

**Goofus** (3:09) (Leo Feist — ASCAP) (W. King, W. Harold, G. Kahn)

An inspired choice for a single from this duo. The two take this old song and make it their own. The harmonies are outstanding, and Karen Carpenter has never sung better. A fun song, this will get a lot of MOR play, and should get a lot of pop adds too. Slick sax solo.



### AVERAGE WHITE BAND (Atlantic 45-3354)

**Queen Of My Soul** (3:59) (Average Music — ASCAP) (Stuart)

AWB has slowed down its usual fast pace and everything works. A mellow ballad, this one will get a lot of progressive play in coming months. The chorus, "music, sweet music, you're the queen of my soul," rings true in this case. A smart add for any R&B programmer.



### NATALIE COLE (Capitol P-4328)

**Mr. Melody** (3:07) (Jay's Enterprises, Chappell & Co. — ASCAP) (C. Jackson, Yancy)

Natalie Cole has a distinctive voice, and if you couple that with a good Jackson-Yancy tune what happens is tremendous sales. Natalie steps out a little on this one, scatting like someone who's been doing it all her life. This will hit big in discos, and will hit the pop charts strong. A natural!



### COMMODORES (Motown M1402F)

**Just To Be Close To You** (3:28) (Jobete/Commodores — ASCAP) (L. Richie Commodores)

This one's going to be a huge hit! There's a terrific spoken introduction, packed with soul, that gives way to a truly beautiful ballad. This record is going straight to the top — look for heavy pop and R&B charting.

### THIN LIZZY (Mercury 73841)

**Cowboy Song** (3:17) (R.S.O. — ASCAP) (Lynott, Downey)

From the popular "Jailbreak" LP, this is a good followup to "The Boys Are Back In Town." The singer has one of the best rock voices around. Again, this one is slightly reminiscent of Bruce Springsteen's work. The melody is tight, the guitar work is super. Should get a ton of progressive adds.

### BARBI BENTON (Playboy P6078-A)

**Staying Power** (2:53) (Don Kirshner — BMI) (H. Greenfield, N. Sedaka)

Sedaka and Greenfield look like they've come up with another hit. To Benton's credit, she handles the song in a fairly straightforward fashion, and her vocal abilities do, indeed, have staying power. The backing vocals lend a real commercial touch. Should be heard constantly on AM radio.

### MOTHER'S FINEST (Epic 8-50269)

**Fire** (3:43) (Tisra-Til — ASCAP) (S. Daniel, J. Seay, J. Kennedy, G. Murdock, G. Moore, M. Keck)

This is one of the best things we've heard in some time. The music is crisp, the vocals high-energy. The tune is extremely hot, and should make immediate impact on R&B radio outlets. A sure bet to cross pop, this is an exciting record. The band is real tight, and we're sure to hear from them for quite some time.

### THE CURTIS BROTHERS (Polydor PD 14340)

**Love Is Gonna Make You Strong** (3:23) (Silver Gang — BMI) (M. Curtis, R. Dew-Curtis)

A medium tempo rocker from The Curtis Brothers that reminds one of Hall and Oates — it has that kind of sharpness. The harmonies are outstanding, and the playing is right on the mark, especially the piano work. Should be a quick add on FM progressives, then across to AM waves.

### BOSTON (Epic 8-50266)

**More Than A Feeling** (3:25) (Pure Songs — BMI) (T. Scholz)

This new group has come up with a good progressive single. It's a hard-rock offering, but has a sophisticated melody that makes good use of minor chords. Some unison guitar work is attractive, and the vocals are pure power. Should get some quick adds on FM outlets.

### GARY TOMS (P.I.P. P6524)

**Stand Up And Shout** (2:43) (Bambar/Happy Endings — ASCAP) (Toms, Bleiweiss, Stahl)

A fine disco track from Gary Toms this time out. The first few bars set the rhythm well, and the vocals serve as good punctuation. Interestingly, the tune is available commercially on a twelve inch disc, which, through sheer novelty, should spur considerable sales. A nice key modulation contributes to a sense of excitement.

### CAMOUFLAGE (Roulette R-7197)

**You've Got The Power** (3:22) (Planetary — ASCAP) (J. Heider, C. Heilburg)

Exotic drumming gives this disco tune a special flavor. The singing is powerful, and the melody hypnotically repetitive. The song builds to a certain tension. An important element, as in all disco numbers, is the rhythm track, and this one really pulls through. Could get a few R&B spins.

### WAYNE MIRAN & RUSH RELEASE (Roulette R-7196)

**I Can't Get It On** (3:55) (Pocket Full of Tunes/Green Hat/Common Good — ASCAP) (M. McGinnis, W. Farrell)

Some very cool synthesizer work kicks this funk-blues cut off to an excellent start. The instrumentation is held back on the verses in order to let the power of the vocals come through; the breaks are full of horns. An excellent add for R&B radio outlets.

### BILLY PERRY AND RAMMIT (Fantasy F-773 A&M)

**Funky Like A Donkey** (3:14) (Cherish — ASCAP)

This one really flows. While the lyrics are a trifle banal, say, if you were reading them, it all works within the tune. Perry has a controlled vocal, and there's a nice instrumental break. Should get some serious R&B play, if only because the melody is so infectious.

### SHAWN ELLIOTT SANTIAGO (Amherst AM-715)

**Nice And Slow** (3:29) (Red Bus — BMI) (K. Gibson)

This one is slated for dance-club play, and has an interesting arrangement. The smooth vocals are played off an answering flute phrase that provides some needed symmetry. The vocals themselves are traded off, with a couple of good voices. Should get pulled onto more than a couple R&B playlists.

### PAUL DELICATO (Artists of America AOA-127)

**I Take A Lot Of Pride In What I Am** (2:55) (Bluebook — BMI) (M. Haggard)

This was a good hit for Merle Haggard, actually one of his best songs, and Delicato handles it with his own personal style. A good add for country and MOR radio, this has some great lines like "I've never been nobody's idol, but at least I got a title."

### SVEN LIBAEK ORCHESTRA (Morningstar MST-524)

**The Masterpiece** (Olympic Song) (2:29) (September Music — ASCAP) (P. Barnes, J.J. Mouret)

The theme from PBS's Masterpiece Theatre, this was also used as background for recent Olympic coverage. The stately melody has been jazzed up with a sophisticated rhythm track, and has a lot of appeal. A certain add for MOR stations. A well-arranged song, this features some fine brass work.

### ERSEL HICKEY (Rameses II RA-2003A)

**Waltin' For Baby** (1:52) (King Gold — BMI) (E. Hickey, Zorka)

This one has an original sound to it — a country melody is carefully laid over a disco-backing. So it's a record that you can dance to and sing, and should get some serious pop adds across the board. Check it out!

### CURTIS & WARGO (Farr FR 005)

**Turntable Lady** (2:52) (E.J. Gurren/Intersong-USA — ASCAP) (L.C. Lynum, T.A. Wargo)

This new duo has come up with a pleasing pop ballad about a famous turntable lady — Joni Mitchell. The theme is fairly subtle, the woman's name isn't really mentioned, just snatches of some of her tunes, and the whole thing is done up in the right spirit. A good song for the teenage pop market as this is really a song about loneliness. Well produced by Eddie Gurren, this has a good melody and strong two-part harmony.



# Breakout!

**"If You Can't Beat 'Em, Join 'Em."**  
**The explosive debut single by**  
**Mark Radice**

that's jumpin' onto major market  
and secondary station playlists  
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**"If You Can't Beat 'Em, Join 'Em"** UAXW 840-Y.

**From Mark Radice's exciting new album**

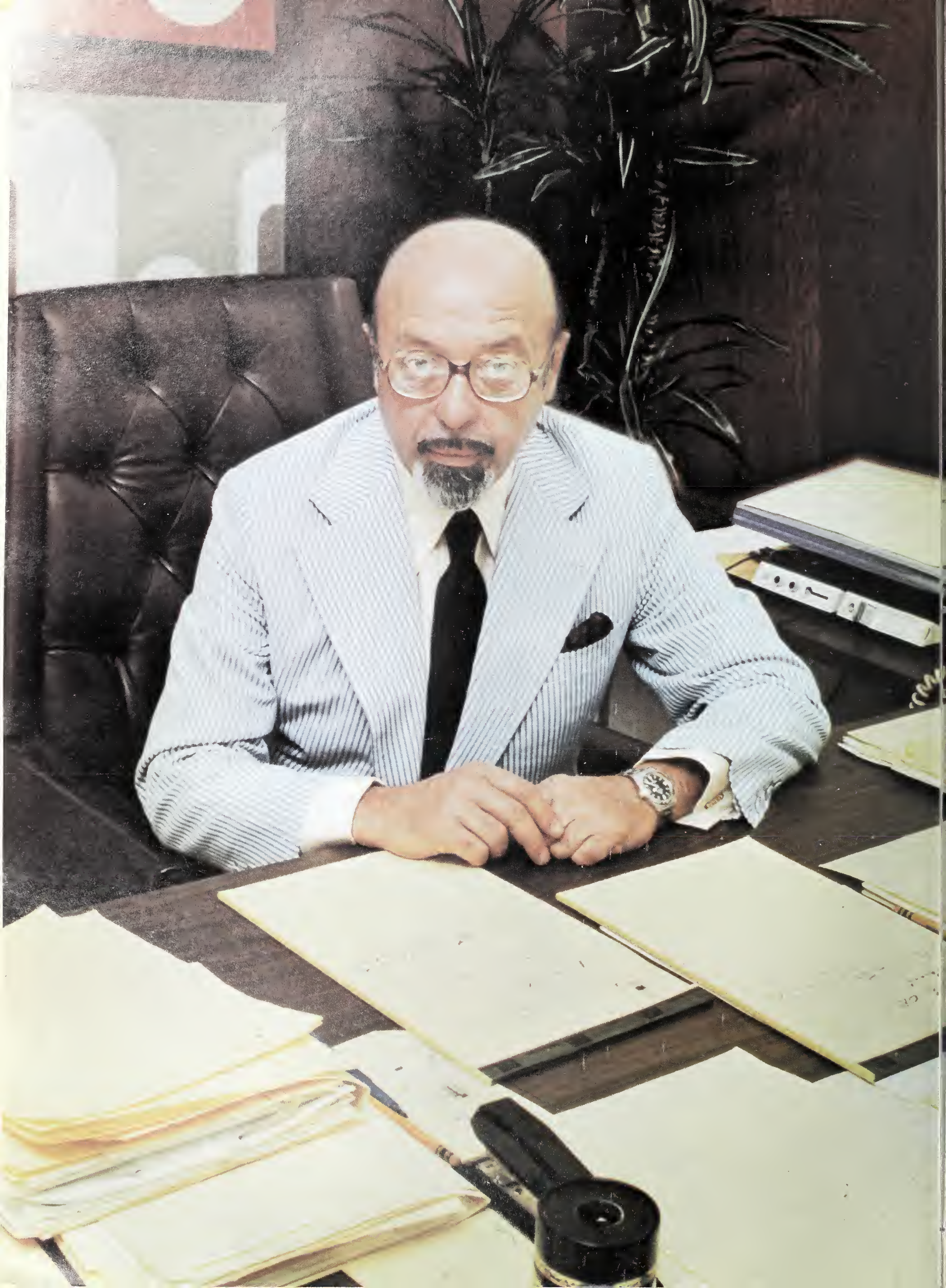
**"Ain't Nothin' But A Party"** UALA 629-G.

**On United Artists Records & Tapes.**

The Team Behind Mark Radice:  
Sid Maurer & Fred Frank, Produced by Jeff Lane,  
Public Relations: Richard Gersh Associates









# Why Ahmet Ertegun Can Sell More Records Than Anyone Else In America

When Ahmet Ertegun, head of Atlantic Records, wants a record—wants it in the stores, on the radio, up the charts, and over the counter—he has what it takes:



A hot line to the Warner/Elektra/Atlantic distribution machine.

Ahmet's Sales Army last year delivered 55 gold records in 52 weeks for W/E/A, for a new American (and, we presume, world) record.

Not only do Ahmet's records go gold, *they also go platinum*. So far this year, Ahmet's Army has conquered the *platinum plateau* for four Atlantic-distributed acts: The Rolling Stones, Led Zeppelin, Bad Company and The Bee Gees.

And industry statistics *prove* that **Warner/Elektra/Atlantic's distribution sells more records, and charts more albums, than any other.**

(For the first half of this year, Warner/Elektra/Atlantic ranks Number One, with a commanding 24.3% of *Billboard's* singles and album charts. Closest runner up was 7.5% behind.)

## Reasons Why W/E/A Sell More Records

For starters, the Warner/Elektra/Atlantic distribution machine has hit albums to work with. The Machine has had *more chart records* in the past six months (198) than any other.

These hits are started not by one but by *three*

high-powered Promotion Departments, plus the WEA Group's 79 eager young promotion men, many of them in almost continual heat.

Another reason: Each branch has a Singles Action Specialist. His job: when a record goes on the radio, he rushes stock out in the market. Faster than anybody.

(It was WEA's idea. Others are just catching on. In the meantime, the Warner/Elektra/Atlantic group is **Number One in the singles charts this year, too, with a 25.4% share.** Nearest competitor: 10.2%.)

## Some Secrets of WEA's Album Sales, Too

- Seven full stock warehouses in the U.S. Sales offices in 11 other cities.
- A total of 92 salesmen, plus another 77 support sales troops, plus Atlantic's own eight home office musclemen.

They're but a hint of the power produced when Ahmet Ertegun or Mo Ostin (Warners) or Joe Smith (Elektra) push the record business' Biggest Button.

WEA can prove it:

*Billboard* says that a stunning **23.9% share of the album charts** comes from Elektra and Warners and, of course, Atlantic Records.

Developers of The Biggest Button in the business.



# ALBUM REVIEWS

**THE BEST OF THE BAND — The Band — Capitol ST-11553 — Producers: The Band — List 6.98**

It's somewhat superfluous to write a review of a "best of" album utilizing every superlative in the book — obviously the songs are good or they wouldn't be termed "The Best." Such is the case with this release from The Band. It includes many great cuts like "The Weight," "Up On Cripple Creek," "The Night They Drove Old Dixie Down" and "Stage Fright." The added bonus in this collection is the tune "Twilight" which is The Band's current single presently being showcased on their tour. A very heavy marketing tool — display this one right up front.

**THE TEMPTATIONS DO THE TEMPATIONS — The Temptations — Gordy/Motown G6-97551 — Producers: Various — List 6.98**

Who can do The Temps better than The Temps? No one, that's who. This LP is a dynamic collection of The Temps at their very best — the vocals are clean, the harmonies beyond compare. The musical foundation upon which the group builds its castle is firmly constructed of a tight rhythm section that features great strings and horns and some neat synthesizer riffs. An easy add on the R&B airwaves, The Temps doin' The Temps is sure to find some heavy pop play as well.

**I HOPE WE GET TO LOVE IN TIME — Marilyn McCoo & Billy Davis, Jr. — ABC ABCD-952 — Producer: Don Davis — List 6.98.**

Marilyn McCoo and Billy Davis, Jr. make beautiful music together. On this outing, the pair slide through a collection of tunes that showcase their superbly complementary vocals. Very tasty orchestration and some bright horn work coupled with the very clean production chops of Don Davis augur well in this melodic LP. The emotional tenor of the album is far reaching: it runs the gamut from the up-tempo movers like "You Don't Have To Be A Star (To Be In My Show)" and "You Can't Change My Heart" to the heart-rending balladry of "Your Love" and the title track. A very pleasing effort.

**A FIFTH OF BEETHOVEN — The Walter Murphy Band — Private Stock PS 2015 — Producer: Thomas J. Valentino — List 6.98**

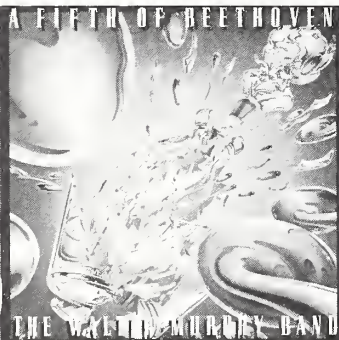
After having scored with the title tune from this LP, Walter Murphy is bound to receive much attention for many of his other pieces. Murphy is very adept at "contemporizing" a classical piece — "Russian Dressing" is a good example — it's a very clean disco tune whose melody line is derived from Tchaikovsky's Piano concerto No. 1 in B flat Minor. Of course, Murphy gives credit where credit due, but his own arranging and directing abilities cannot go unnoticed and Murphy is sure to be rewarded with much airplay.

**BEAUTIES IN THE NIGHT — Lady Flash — RSO RS-1-3002 — Producers: Barry Manilow, Ron Dante — List 6.98**

These three dynamic ladies are indeed "Beauties In The Night." Their vocal capabilities are high and powerful, excellently underscored by the arrangements of Frank Owens and Gerald Alters. The smooth strings lend an air of excitement to the overall feel of this LP, which is bound to be well-received in the R&B, pop and FM progressive markets. Some fine cuts include "The Thunderbolt" and "Street Singin'."

**MOVING TARGETS — Flo & Eddie — Columbia PC34262 — Producers: Various — List 6.98**

Flo & Eddie, aka Mark Volman and Howard Kaylan, manage to come up with some pretty incredible albums — and "Moving Targets" is certainly no exception to this rule of thumb. The topics of discussion on this LP range in depth and intensity from the pure and melodic love-song strains of "The Love You Gave Away" to the satirical jab at organized violence called "Guns." The backing unit is made up of some fine session men which includes a guest spot by Jeff "Skunk" Baxter. All in all, this album is well thought out and meticulously executed providing much material for FM progressive programmers and AM/pop programmers who dare to be different.



**SECRETS — Herbie Hancock — Columbia PC34280 — Producers: David Rubinson, Herbie Hancock — List 6.98**

The sounds on this LP represent a very unique and eclectic collection of instruments all blended together with the Hancock touch to create some interesting tunes. Various synthesizers and guitar sound effects augur well with the chant-like vocals and some wah-bag vocals. Truly a fine offering that is well-suited for the jazz and FM progressive markets equally. Tasty cuts include the mellow and spacey feeling of "People Music" and the funky chops of "Doin' It."

**BIGGER THAN BOTH OF US — Daryl Hall & John Oates — RCA APLI-1467 — Producer: Christopher Bond — List 6.98**

Hall & Oates have proven time and time again that they are masters within the growing musical genre called blue-eyed soul. On this outing, the duo displays their characteristic good taste and dynamite song-writing capabilities on tasty tunes like "Back Together Again" and "Rich Girl." Producer Christopher Bond's string arrangements lend the perfect edge to the funky rhythms that have come to be associated with the Hall & Oates sound. Many tunes on this offering are destined to become the recipients of extensive play in the AM, FM and R&B markets.

**ON THE ROAD AGAIN — D. J. Rogers — RCA APLI-1697 — Producer: D.J. Rogers — List 6.98**

This exemplary effort by D. J. Rogers is subtly funky and bears a very strong undercurrent that moves forcefully along via the tight rhythm section which is ably backed by some fine vocals. The tunes cover a wide range of subject matter from the weariness of a musician on the road to sensitive odes to life. Dramatic use of special effects and orchestration make this LP a rewarding experience for those listeners who wouldn't normally pick up on an R&B album. The title cut and the two-part "Let My Life Shine" stand out as excellent examples of the musical artistry of this LP.

**MY NAME IS JERMAINE — Jermaine Jackson — Motown M6-842S1 — Producers: Various — List 6.98**

On this, his initial solo outing, Jermaine Jackson shows good form as an independent solo artist. The tunes are very together, featuring a highly professional sound, which is to be expected from one of the Jackson clan. Jackson's vocals are right up front, with some fine background vocals and tasteful orchestration providing the remaining ingredients needed to create a full and satisfying sound. R&B and pop markets will both grab for this one, with "Let's Be Young Tonight" and "Look Past My Life" standing out as leading cuts.

**THE WHOLE WORLD'S GOIN' CRAZY — April Wine — London PS 675 — Producer: Myles Goodwyn — List 6.98**

A very tasty debut effort by this Canadian group. The musical concepts included in this LP seem to revolve around one main character — Myles Goodwyn. Goodwyn assumes the role of lead vocalist, guitarist and keyboard player — not to mention the fact that he produced and wrote or co-wrote all of the tunes on the LP! FM progressive programmers will find much to be pleased with on this album, with outstanding cuts like "Wings Of Love" and "Gimme Love" providing an excellent showcase for Goodwyn's varied talents. "Like A Lover, Like A Song" shows April Wine to be adept with a ballad as well.

**SOLITAIRE — Neil Sedaka — RCA APLI-1790 — Producer: Neil Sedaka — List 6.98**

This re-issue is a significant addition to the growing Sedaka catalog. Culled from master tapes recorded by Sedaka in England in 1972, this collection includes such notable tunes as "That's When The Music Takes Me." The sound is a bit hollow, the production quite flat, sounding not unlike a studio demo that's been beefed up with some over-dubs. Aside from these minor flaws, Sedaka's energetic brilliance shines forth with great intensity making this an LP which is sure to be welcomed by Sedaka fans everywhere.



NOW IN ONE GREAT ALBUM!

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*The Night They Drove  
Old Dixie Down*

*The Weight*

*Ophelia*

*Life Is A Carnival*

*It Makes No Difference*

*Twilight*

*The Shape I'm In Don't Do It*

Includes The Never Before Available Song "Twilight"—Now Released As A Single (4316)



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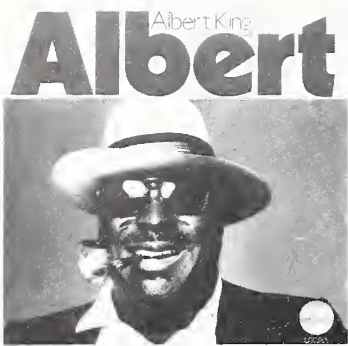
**MOTOWN DISC-O-TECH #4 — Various Artists — Motown M5-872V1 — Producers: Various — List 6.98**

This collection of disco-magic is bound to be an instantaneous smash in the disco circles — a programmer's dream. It contains 11 big disco cuts by such outstanding artists as Diana Ross ("Surrender"), Smokey Robinson ("Wanna Know My Mind"), The Four Tops ("Don't Bring Back Memories") and The Commodores ("Machine Gun"). Eye-catching graphics will also make this LP a hot item in the racks.



**ALBERT — Albert King — Utopia/RCA BULI-1731 — Producer: Bert de Coteaux — List 6.98**

Bluesman Albert King lays down some of the finest tracks ever on this outing. Though the tunes are all great movers, King's scorching guitar licks stand out as the most impressive single element in the overall sound. The band is tight, the horns clean — background vocals are quite effective without being overbearing. Tunes like "I'm Ready" and "Running Out Of Steam" will find King getting much exposure on radio stations across the boards.



**TWIGGY — Twigg — Mercury SRM-1-1093 — Producer: Tony Eyers — List 6.98**

For a lady who's only in her mid-twenties, Twigg has certainly accomplished quite a bit. The little stick-person that made headlines as a fashion model in the sixties has blossomed out into a beautiful woman who renders a sensitive song. Her tremulous vocal posturings work very well as an integral element of the tunes which have a definite European pop sound. Pop programmers should pick up on "Vannill Olay" and "Pieces of April," both strong cuts that clearly define Twigg's new direction — and she takes a very direct course.



**KATHE GREEN — Kathe Green — Prodigal/Motown P6-10011S1 — Producer: Frank Wilson — List 6.98**

Kathe Green is an exciting new artist whose initial offering shows much promise. Kathe's vocals are very energetic and unique — a powerful statement of her undeniable ability as a singer whose self-accompaniment on piano is exquisite. Kathe also demonstrates a high degree of professional ability as a songwriter having written all of the tunes on the LP save one. Pop programmers will enjoy "Color World" and "Alone Again And Free" — Kathe Green is definitely wet and wild.



**TWO OF US — Irene Reid — Gides/TK 7506 — Producer: Buddy Scott — List 6.98**

Irene Reid's rich and sensuous vocals make an aural offer that you can't afford to refuse. The tunes are all basically low-keyed in approach, yet Ms. Reid's potent energy stands out like a bolt of lightning across a blackened sky. She is tightly backed by a full orchestra that features some very nice arrangements — particularly in the string section. Cuts that will appeal to R&B and MOR/easy listening programmers include "Treat Me Good" and the title track.



**SLUMBER PARTY '57 — Original Soundtrack — Mercury SRM-1-1097 — Producers: Various — List 6.98**

This is an album that will be accepted with open arms in the nostalgia quarter. It's the original soundtrack of a movie that harkens back to the wild fifties when the predominating sounds were those of Jerry Lee Lewis ("Great Balls Of Fire") and "Breathless") and the Big Bopper ("Chantilly Lace"). Rack jobbers take notice! This LP is bound to sell like hotcakes in the racks.



**EAST COASTINGS** — Seven Years After: Atlantic Records' New York promotion man Steve Leeds hosted a seventh anniversary screening of the film "Woodstock" at the company's offices last week, replete with sounds of the outdoors for a pastoral atmosphere and catering by Nathan's. Among the people in attendance were New York radio personalities Dave Herman and Vin Scelsa of WNEW-FM, WPLJ-FM's John Zacherle, Neil McIntyre and Maryanne McCarthy of WPIX-FM, Larry Kleinman of WLIR-FM, Bob Marrone and Donald J. Barnett of WRNW-FM, and Masami Tanaka of Radio Tokyo, Japan. Also present were Scott Sklar, Danny Neer (who presently is heard over the air through WAER-FM, Syracuse), Joan Karpinski and Messrs. Shapiro, DiMauro, Lowell and Cohen of Cash Box.

**AMIGOS PART COMPANY** — Santana has dissolved, with the exception of Carlos Santana's longtime composing and arranging cohort, keyboardist Tom Coster, forcing cancellation of the group's scheduled Schaefer Music Festival dates. Arnold Pustilnik, who works with the group through Bill Graham Management, reports the breakup left members on good terms, and was "a positive move for all involved." Drummer Mdugu, who probably could have remained with the group if he had wished, will pursue solo projects and production, while conga master Armando Perazza, now in his fifties, has been finding the road (6-8 months per year) a little too tough of late, but will continue to work with Santana in the studio. Greg Walker and Byron Miller had found themselves at odds with the goals Santana had set for the group, and decided splitting up was preferable to further attempts at compromise. Santana has begun working with a few undiscovered musicians from the San Francisco area, and a new album is due in the fall.

**TURNTABLE GO-ROUND** — Ringo "tuzz" Starr's first album for Atlantic Records in the U.S., produced by Arif Mardin in Los Angeles, will be released here Sept. 16. Entitled "Ringo's Rotogravure" (a color printing process), the album's cast of "session musicians" is worth its weight in gold: Jesse Ed Davis, Dr. John, Harry Nilsson, Eric Clapton, Melissa Manchester, Peter Frampton, John Lennon, Paul & Linda McCartney, Klaus Voorman, Sneaky Pete and Danny Kootch. All the former Beatles plus Clapton and Clifford T. Ward are contributing songwriters. . . . Upcoming from Elektra-Asylum are a new Joni Mitchell album in October or November, a new Tom Waits for September, one from John Fogerty and Jackson Browne's "Pretender," produced by Jon Landau. . . . The Eagles are currently at the Record Plant in L.A. recording "California Hotel," while rumors are afoot that a CBS solo contract is in store for their guitarist Joe Walsh. . . . Jackie Lomax is back with Capitol. . . . Bassist John Wetton has left Uriah Heep, while Chris Spedding's group in Britain has been disbanded. Both musicians have been helping Roxy Music's Bryan Ferry with his solo material lately. . . . Z.Z. Top's manager Bill Ham reports that after nine weeks of touring the group has played before one-half million people and grossed close to \$4 million.

**BETTER WAGES, BETTER DAYS** — The Jefferson Starship and Fleetwood Mac were sudden impossibilities for inclusion on the Arista artist roster (or that of any of the other labels that were seeking them) when each broke with a hit single on top 40 radio, according to Clive Davis, who spoke to the press here last week. When the hidden potential that made them lucrative as marginal acquisitions was realized, they automatically were priced out of the running. . . . Returns getting a bit cumbersome? Executives may be interested in 3,000 55-ton, 50-foot rebuilt boxcars being offered for sale by the Pittsburgh and Lake Erie Railroad Co. of McKees Rocks, Pa. The cars have a capacity of 4,885 cubic feet and can take a maximum load of 121,000 lbs, which is a lot of 45s no matter how you stack them. Suitable for storage or shipment to the far reaches of the hemisphere.

**ITEMIZE** — July 7 marked Natalie Cole's first anniversary as a recording artist — she has won two Grammys, two gold album awards, and has been named Cash Box's #1 female vocalist of the year. . . . Janis Ian reportedly sold out L.A.'s Universal Amphitheatre two nights, August 3-4, headlining with Billy Joel on the bill, for a total gross of 71,000, selling out 22,000 seats with Eric Anderson at the Circle Star Theatre in San Carlos the following night. . . . Michael Kamen, formerly associated with the New York Rock Ensemble, has been signed to compose the score for "The Next Man," a political intrigue thriller starring Sean Connery and Cornelia Sharpe. . . . ELO has embarked on a five-week American tour, consisting of 27 concerts and covering 21 cities, which began in L.A. Aug. 9 and will end in Toronto Sept. 14. **Widowmaker** will open on all dates. . . . August 9 was declared Roy Ayers Day in Atlanta by mayor Maynard Jackson. . . . Stephanie Mills, the 17-year-old star of the Wiz, will bring the production she showcased at the Roxy to N.Y.'s Edison Theatre when her Motown album is released. . . . The Society of Theatre, Art and Music People (STAMP) has been formed in New York. . . . Pyramid Records will be distributed by Quality Records in Canada. . . . The Band will be play the Spectrum in Philadelphia, Sept. 17 for the first time in two years, supported by the Chris Hillman Band. . . . Andre Kostalanetz's "Dance With Me," recently completed at CBS Studios here with producer Teo Macero, features dancing songs new and old, and is set for Oct. 12 release. . . . John and Dee Davies became the proud parents of a baby girl, Marilyn, on Saturday, Aug. 14. . . . A Family Music Fair will be held Aug. 22 from 12 noon to 6 p.m. for the benefit of the Monmouth County unit of the American Cancer Society. The event will take place in Wall Township, N.J., where recording artists will perform, while their labels, Private Stock, DeLite, Pickwick Int'l. and Midland Int'l. will donate LPs to be raffled for fund raising purposes. . . . The New York chapter of the Recording Academy (NARAS) has elected WEA's Bob Rolontz to its board and RCA's Tom Shepard as its assistant treasurer. . . . Barbara Leslie, wife of Pickwick Int'l. board chairman Cy Leslie, has been appointed a non-governmental observer to the United Nations.

**TUNES ON THE TUBE** — Tavares will play the Merv Griffin show to be aired nationally on syndicated networks Aug. 25. . . . Max Morath has a one-man, one piano special with "The Ragtime Years" to be shown at midnight, Saturday Aug. 28 on WNET channel 13. . . . To air Aug. 28 over WNEW-TV network, Don Kirshner's Rock Concert presents Ike & Tina, Queen, C.W. McCall, Lisa Hartman and Coke & Vida. . . . The Bay City Rollers tape the Bill Cosby show Aug. 20.

phill dimauro

**POINTS WEST** When is R. Marley not Robert Marley? Why, when she's Rita, of course. So says Evan R. Medow, an administrator at Irving & Almo Music Publishing, the company that apparently controls at least one of the "two entirely different companies" which "control the rights to Rita Marley and Bob Marley" (their musical rights, we assume). Although we haven't been able to ascertain whether R&B are related in any other way, we do know that Tuff Gong Music and Cayman Music aren't. And that's the way it is in Hollywood. . . . **SO YOU WANT TO BE A STAR? DEPT.** — If you've written a tune that you think's hot but you don't know what to do with it, pay attention. The Alternative Chorus Songwriters Showcase is the place for you. The ACSS is a non-profit organization that's funded by Broadcast Music, Inc. (BMI). The purpose of the ACSS is to provide amateur songwriters a vehicle and avenue whereby they can showcase their material. The organization selects about a half dozen songwriters (through a process of auditions) to be showcased once a week. The catch is that there is no catch — regardless of the outcome of the aspiring writer's showcase, he doesn't owe the ACSS or BMI anything — except, perhaps, a little gratitude. More info. can be obtained by calling (213) 655-7780. . . . A new showcase-type

continued on pg 53



The annual parade of LPs recorded at the Montreux Festival begins shortly when Fantasy will bring out one by **Bill Evans** and Milestone will have one by **Flora Purim**.

Arista has signed vibist **Mike Manieri**. Mainieri originally came to prominence with **Buddy Rich** some fifteen years ago. He had previous LPs on Cadet and Solid State.

**Cash Box** talked recently with **Martha Glaser**, longtime manager of **Erroll Garner**. Ms. Glaser reports that rumors of declining health for the master pianist are "so much hokey." Garner lost a lot of weight last year but has regained most of it and is quite ok. He begins a number of television appearances shortly.

**Irv Kratka** of Music Minus One/Inner City/Classic Jazz reminds **Cash Box** that his French pianist's name was misspelled in

learn that **Jimmy Reed** has signed with **The Roots**, distributed by T.K. Productions

**Ron Carter's** latest CTI just hit the street. LP is titled "Yellow and Green" and has a small band with **Billy Cobham** and **Hugh McCracken** on board for most of it.

**Roger Glenn**, flute playing son of ex-Duke Ellington star **Tyree Glenn**, will have his debut LP on Prestige shortly.

**Harvey Mason's** next Arista LP will arrive shortly after Labor Day. Milestone will have the next **Johnny Hammond** LP in its late August release.

Jazz has really arrived when this department doesn't even see the latest **Freddie Hubbard** album. The pop department grabbed "Windjammer" as an immediate pop pick!

Veteran trumpet man **Russell Jacquet** is



**CTI INVESTS IN NEW TALENT** — "Seawind," a seven-member band from Hawaii, has just been signed to an exclusive recording contract by CTI Records. Seen here, collectively endorsing the idea, are, from l. to r., Larry Williams, Ken Wild, Pauline Wilson, Bob Wilson; Harvey Mason, who produced the group's first album; Peter Paul, CTI's VP/business affairs; Bud Nuanes, Kim Hutchcroft, and Jerry Hey. Release of the album has tentatively been set for mid-September.

a recent column. The name to watch for is **Jean P. Mas!**

The Blues are in bloom! Not only do we have a continuing flow of excellent Chess reissues and a smash LP by **BB King** and **Bobby Bland** but Utopia has arrived with a new **Albert King**. The album is distributed by RCA and is titled "Albert." Delmark's latest "Blister-string" by **Jimmy Dawkins** was considered strong enough fare to receive a pop pick in this magazine. Now we

running JRC Records, that thus far has two fine LPs featuring his tenor sax star brother **Illinois Jacquet**. The first is a live session done at Town Hall and features **Milt Buckner**, **Panama Francis** and special guest **Arnett Cobb!** The second LP was done in Japan during one of **George Wein's** tours. This is an all-star date with **Gerry Mulligan**, **James Moody**, **Art Farmer** and **Kenny Burrell** among the supporting cast.

continued on pg. 56

## TOP 40 JAZZ ALBUMS

	Weeks On Chart		Weeks On Chart
1	8	21	6
2	8	22	8
3	8	23	8
4	8	24	7
5	3	25	3
6	8	26	3
7	8	27	8
8	8	28	8
9	8	29	3
10	8	30	2
11	8	31	5
12	8	32	1
13	7	33	8
14	8	34	1
15	8	35	2
16	8	36	2
17	8	37	2
18	5	38	4
19	8	39	8
20	8	40	1

## Jazz Album Picks

**MY SHIP** — George Shearing — MPS/BASF G22369 — Producer: Hans Georg Brunner-Schwer — List: 6.98

Shearing has always been a magnificent pianist although his individual talent was sometimes obscured by the famous quintet that he led for twenty-odd years. This album recorded in Germany two years ago contains ample evidence of his keyboard mastery. The album is solo piano in the grand tradition. It is hard to choose the best of the outstanding performances but certainly "The Entertainer" with its Garner impressions and "Send In The Clowns," which Shearing sings, are among them. An outstanding effort and one that makes one wonder why it took two years to be issued.



**LITTLE MILTON** — Chess Blues Masters 2ACMB 204 — List: 7.98

If Little Milton was the last of the great Memphis bluesmen to gain fame that does not mean that he is any less powerful than Bobby Bland and B.B. King. On the contrary he is perhaps more versatile than either man. This set is an amalgam in that much of it appeared in earlier Checker LPs but the last side is all new and done live in Chicago. In addition there are no fewer than eight titles issued only on singles. A super value package for blues collectors, this album will have strong R&B crossover potential behind Milton's hit on Glades.



**LOWELL FULSON** — Chess Blues Masters 2ACMB 205 — List: 7.98

This is another exceptional compilation in this great series and no fewer than twenty-four titles are being issued on the LP for the first time. Fulson is a remarkably durable bluesman who has managed to transcend all the stylistic changes in the blues and remain at the top. As a guitarist and singer he gets across consistently. There has been a lot of talk recently about slumping blues sales but check out Albert King, B.B. King, Bobby Bland, Little Milton and Fulson himself. The blues ain't dead yet!

**METAMORPHOSIS** — Wade Marcus — Impulse ASD 9318 — Producer: Esmond Edwards — List: 6.98

Marcus is a veteran arranger whose credits cover virtually every major label and a long list of artists. It has been some time since he has had an album of his own but this will go a long way in bringing his abilities as a leader down front. This is an orchestral LP heavy on the strings but with strong solo work from a number of L.A. pros including Lee Ritenour, Joe Sample and Jerome Richardson. The music is an easy blend of originals and well-known tunes ("Feelings" and "Daniel"). There should be good crossover potential here for both R&B and MOR.





## Radio Unites On Tariff <sup>tr9</sup>

pany, if the New York proposal was approved and enacted.

New York Telephone marketing manager Ray Baxter explained the phone company's proposal. "The answering device will help to reduce the volume of calls our network will have to carry," he noted. "The recording will tell the caller that he did not win and to not call back."

### Reimbursement

According to Baxter, one way to assure that listeners do not call back to jam the lines even more is to charge for all calls to the recorded message. "It reimburses us for use of the network. Something had to be done," Baxter related. "People picked up telephones while these contests were being run and couldn't even get dial tones. We're just trying to avoid needless calls."

Baxter said the New York network phone lines were never set up to handle the sudden impact usage resulting from radio station call-in contests. "Ten thousand calls may be generated at one time," according to Baxter, "but the broadcaster will only be responsible for paying for ten lines. We'll furnish the additional lines, but someone has to share in the cost."

### Experiments

Experiments were conducted using the answering devices at some radio stations last year. "WXLO was very cooperative, along with other stations," he explained. "We did two tests. The first trial proved the equipment worked. The second provided us with the methodology to make broadcasters look like their telephone use was just like an ordinary business's use because we provided the extra lines to handle the increased usage in a normal manner. In other words, the broadcaster was not incurring a cost unequal to other businesses." Baxter said that the cost of providing the service will bring down the amount of revenue made from charging the public.

Charles Herndad, an information supervisor in public relations for New York Telephone, added, "Everybody should be able to make and receive the calls they want to. When people couldn't get through to hospitals and other places because they couldn't get a dial tone, something had to be done."

### Misinterpretation

Both Baxter and Herndad reiterated that

no customer would ever be charged for a busy signal. "This was a misinterpretation picked up by the media but it's not true," said Baxter.

Cash Box contacted other radio stations who were also protesting the proposal. WHN's program director Ed Salamon commented, "We're unhappy with it, obviously. It doesn't seem to be an equitable means of sharing the cost."

WNBC's general manager, Perry Bascom, noted, "We have joined with WABC in filing a petition before the Public Service Commission. We are taking the same stand as WABC and are requesting relief from this proposal."

### More Revenue

Bascom also mentioned that the phone company has the option to allow long distance calls, rather than message unit calls, to sweep through the answering devices, creating even more revenue for itself. "It's also going to affect our public affairs programming. Should customers who call in on those shows be charged as if they were playing a contest?" questioned Bascom.

WXLO general manager Rick Devlin said his station has filed a separate petition against the proposal, also. "We're definitely gonna fight it," said Devlin.

Public Service Commission spokesman Francis Rivett told Cash Box that the filings by the radio station were "in hand." He noted that the Commission hadn't had time to act on it yet because "our staff is still analyzing the proposal itself and the radio station petitions. The staff will either accept the phone company proposal and submit it to the Commission, turn it back to the phone company for revision, or order a hearing before the full Commission," said Rivett.

### Time Needed

The enactment date for the phone company proposal is September 5. But, according to Rivett, another postponement seemed likely because the tariff and rate division of the Public Service Commission would need time to decide what course to take.

As New York Telephone battled for enactment of the proposal and New York radio stations petitioned against it, the fight continued. The outcome won't be clear until September 5.

## Heilicher <sup>tr7</sup>

the previous week. The companion album, "Best Of The Beach Boys — Vol. 2," released in July, 1967, also on Capitol, generated equally impressive figures, moving to #304 from #449. Sales for the current week totalled 154, up from 95. "The Beach Boys In Concert," released in December, 1973 on Capitol reentered the Heilicher list at #485 with sales for the week at 100 units.

### Budget Albums Sell

In addition, five budget albums of Beach Boys material have generated substantially increased sales as reflected by Heilicher. "Highwaters," a \$4.98 list album on Pickwick, released in April, 1973, nearly doubled its sales from last week. For the week ending August 13, Heilicher noted 751 copies sold as compared to 387 the week before. The album, as a result, is at #44, up from #89 on the Heilicher list. "The Beach Boys Great Concert," a \$2.49 list album, released in September, 1972, also on Pickwick, climbed to #95 from #160. Sales for the current week were 422 in contrast to 240 a week earlier.

### Four Pickwick Albums Appear

"Vibrations," another \$2.49 list album on Pickwick, released in October, 1974, achieved the #202 position, 51 places higher than the previous week. Sales climbed from 156 to 225. "Surfer Girl," released in September, 1973, is the fourth Pickwick album to register substantial sales movement, jumping from #389 to #229. Sales increased from 136 to 206. "The Beach Boys," released in February, 1970 on Springboard (\$2.98 list), reflected similar sales strength as sales increased from 94 to 148 and list position increased to #322 from #452.

### Six-Month Sales Totals

Six-month sales totals at the Heilicher operation for each album are: "Endless Summer" 15,499; "Highwaters" 7,180; "The Beach Boys Great Concert" 4,542; "Spirit Of America" 3,801; "Surfer Girl" 2,795; "Vibrations" 2,600; "Good Vibrations" 2,232; "In Concert" 1,823; "The Beach Boys" 1,570; "Best Of The Beach Boys — Vol. 2" 1,355; "Best Of The Beach Boys — Vol. 1" 1,176; "The Beach Boys In Concert" 562. Both "15 Big Ones" and "20 Golden Greats" were both released during the six-month period, and thus have no six month sales history. The six months embrace the recently completed mid-year inventory period from January 1 to June 30.

Why this sudden surge of retail activity for so many albums by the Beach Boys? According to Bill Swearinger, LP and 45s buyer for the Heilicher division, there are two key factors. "First is the tour; and also they're getting a second generation audience." (The band played its first public performance on New Year's Eve, 1961). "It's a real summer sound," Swearinger added, "that's becoming popular again."

## Smith <sup>tr7</sup>

planning and execution functions of the labels distributed through CBS Records distribution, and we are confident that this move strengthens the already powerful CBS branch distribution network."

Prior to this appointment, Smith had been vice president of sales and branch distribution for CBS Records, previously having been named vice president of sales and distribution for Columbia Records in November, 1974. He joined CBS Records in 1958, moving up to sales manager of the Columbia Records New York branch in 1970, subsequently being promoted to regional sales director in 1972.

## Martell <sup>tr7</sup>

dent of marketing for MCA Records. In 1971 he became president of Famous Music, which distributed labels including Paramount, Dot and Blue Thumb Records.

## looking ahead to the top 100

- 101 **STRUTTIN' MY STUFF**  
(Crabshaw Music — ASCAP)  
ELVIN BISHOP (Capricorn/WB CPS 0256)
- 102 **KID CHARLEMAGNE**  
(ABC/Dunhill — BMI)  
STEELY DAN (ABC 12195)
- 103 **IT AIN'T THE REAL THING**  
(Meadow Ridge — ASCAP)  
BOBBY BLAND (ABC 12189)
- 104 **CHERRY BOMB**  
(Bad Boys — BMI)  
RUNAWAYS (Mercury 73819)
- 105 **FREE SPIRIT**  
(Low-Sal — BMI)  
ATLANTA RHYTHM SECTION  
(Polydor PD 14339)
- 106 **LOVE ON DELIVERY**  
(Black Sheep/Heath Levy — BMI)  
BILLY OCEAN  
(Ariola America/Capitol P-7630)
- 107 **THE BEST DISCO IN TOWN**  
(Can't Stop Music — BMI)  
THE RITCHIE FAMILY (Marlin/TK 3306)
- 108 **RESCUE ME**  
(Chezis — BMI)  
MELISSA MANCHESTER (Arista AS 1096)
- 109 **NITTY GRITTY ROCK AND ROLL**  
(Stansell — BMI)  
COYOTE McCLOUD  
(Midland Int'l./RCA MB 10722)
- 110 **THE MORE I SEE YOU**  
(Bregman, Vocco and Conn — ASCAP)  
PETER ALLEN (A&M 1813)
- 111 **THE END IS NOT IN SIGHT**  
(Fourth Floor — ASCAP)  
AMAZING RHYTHM ACES  
(ABC/Dot ABC 12202)
- 112 **SING YOUR OWN SONG**  
(Anheuser — ASCAP)  
MARK LINDSAY (Greedy G-106-AS)
- 113 **I NEED IT**  
(Vir-Jon — BMI)  
JOHNNY "GUITAR" WATSON  
(DJM/Amherst)
- 114 **YELLOW VAN**  
(Don Kirshner — BMI)  
RONNIE & THE DIRT RIDERS (RCA PB 10651)
- 115 **BRAND NEW LOVE AFFAIR**  
(Coral Rock/American Dream/Beisize — ASCAP)  
JIGSAW (Chelsea CH 3043)
- 116 **BETTER THAN AVERAGE**  
(Foxborough Jr./Intersong USA — ASCAP)  
BRIAN GARI (Vanguard VSD 35192)
- 117 **STRANGER**  
(Resaca — BMI)  
JOHNNY DUNCAN (Columbia 3-10302)
- 118 **HEART ON MY SLEEVE**  
(Irving — BMI)  
GALLAGHER & LYLE (A&M 1850)
- 119 **SOLITARY MAN**  
(Tallyrand — BMI)  
T.G. SHEPPARD (Hitsville H6032F)
- 120 **NADIA'S THEME**  
(Screen Gems/Col. — BMI)  
BARRY DeVORZON & PERRY BOTKINS  
(A&M 1856)



**TWO REASONS TO SMILE** — Recording duo Dunn & Rubini were recently joined by a trio of executives to help them celebrate both their signing to Prodigal Records and the release of their first LP, "Diggin' It." Pictured standing are (from left): Don Dunn, Michael Rubini, and Ray Ruff, Prodigal's creative director. Shown seated are (from left): Barney Ales, Motown Records co-president and executive VP; and Suzanne de Passe, VP, Motown creative division.



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## Elton John

MADISON SQUARE GARDEN, NYC — For nearly three hours the Elton John extravaganza and traveling circus show transfixed a delirious crowd. Multiply that scene times seven sold-out performances over eight nights and you have an inkling of the experience that laid siege to rock 'n' roll's premiere showcase during its longest continuous occupancy by any musical attraction.

The stage show itself was remarkably subordinated to the music, which is rare for a Garden show and even rarer for John, considering the fact that incessant showmanship has paralleled his meteoric rise to megastardom. As a result, the audience was afforded faithful recreations of a range of John-Taupin songs (mostly from "Honky Chateau" and subsequent LPs) by a superbly paced septet of musicians.

Still, sufficient elements of the pomp and glitter that have invariably surrounded this group remained to satisfy those who remembered previous tours. The stage was adorned in a series of flashing multi-colored lights that resembled an oversized jukebox. As the house lights dimmed, John appeared in his highly publicized "Statue of Liberty" robes, which he shed quickly (his only costume change until the encores),

bouncing over to a glass-topped multi-lighted piano to strike up the opening chords of "Grow Some Funk Of Your Own."

From that moment, he remained at the piano for all but three numbers: the opener a frenetic 15 minute version of "Hercules" highlighted by a fine guitar solo by Caleb Quaye; and the title track of his first LP, "Empty Sky," during which he leapt on top of his piano to pose, to the delight of a cheering crowd.

Whereas most concerts are constructed to achieve a carefully conceived crescendo, John was seemingly able to create moods instantaneously, through each song in his immediately recognizable repertoire. Amidst the din created by "Benny And The Jets," "Saturday Night's All Right For Fighting" and the Who's "Pinball Wizard" were interspersed such affecting songs as "Someone Saved My Life Tonight," Leslie Duncan's exquisite "Love Song" and a beautiful solo piano version of his first major hit, "Bordor Song."

An additional high point of the evening, as if one were needed, was the appearance of Kiki Dee, who performed their recent #1 single "Don't Go Breaking My Heart" with John.

j.s.



**TEXAS (AND NEW YORK) COMES TO L.A.** — ZZ Top was given a party at the Beverly Hills Hotel by London Records when their Texas Tour came to Anaheim Stadium recently. Shown above (l to r), are Billy Gibbons of ZZ Top; Donna Sheets of London's creative services department; and Gary Cohen, east coast editor of *Cash Box*.

## Industry Women fr 12

discriminated against in those areas." She said that in many cases, however, she feels that being a woman is used as a cop out by people who do not want to advance themselves in their work. "I was just oblivious to it all, I never thought of myself as a woman being kept under the thumb of a male boss. I just thought of myself as a person doing a job. I didn't see men as the enemy." Ms. Skydel offered that she relates better to men, and that most of her best friends are men.

Ms. Skydel said that certain artists and managers do tend to relate to her as they would a sister or a mother. "I have good relationships with everyone; I'm a very warm person and I tend to be very supportive in those situations." She added that men and women tend to treat her the same, with the exception of some women who will not work for other women. She related the experience of trying to hire a new assistant recently. Several women, when told by the personnel office that they would be working for a woman, simply would not consider it. She could not really say why they felt that way, except to offer the idea that the stereotype of women bosses as being harder to work for might still be very much alive. "Also," she added, "working for a successful woman might be an unpleasant reminder to a woman that she doesn't have to be a secretary." She said, "I think I am pretty good to work for," and added, "I think women make good agents."

## Denver Shows fr 10

ticket. "We're doing some voter registration things with Jerry Brown, but there are no plans to do any Carter concerts."

No firm dates have yet been set for the shows featuring Denver, but there is a show tentatively set for mid-September in Philadelphia to promote voter registration. Also planned is an October 4 show at the Grand Ole Opry in Nashville, Tennessee, which would be for the benefit of senatorial and congressional candidates. Carter will reportedly speak at this show, and events will be scheduled concurrently in each candidate's locality in hotel ballrooms.

## GRT Qtr. fr 9

Last year's loss was attributable to operating losses and non-recurring expenses in the record division which then included Chess and Janus records. Chess was closed in June, 1975 and sold in August of that year to All-Platinum, an independent record company in New Jersey. As a result, the record division, which ran at what Alan J. Bayley, president of GRT, described as "a substantial loss" a year ago, "made a modest profit contribution during the first quarter this year."

j.m.

## Farr Signs Silver Platinum and Gold

LOS ANGELES — Silver, Platinum & Gold, a trio composed of Edna Richardson, Renee King, and Flo King, have been signed to a recording contract with Farr Records with plans to release a debut single and album in late Sept. The trio will be produced by Huby Heard.

## New AWB LP Is Gold

NEW YORK — The Average White Band's Atlantic album "Soul Searching" has been certified gold by the RIAA. This is their third gold LP for the label.

## Richard Kerr fr 16

### Another Album

Although his Epic LP is the first to be released in the United States, Kerr had another album prior to that. "I made an album for Warner/Elektra/Atlantic over in England about three years ago, but it was never released in America. I had a friend at WEA, but just as the album was released he left the company and the promises went right out the window. I didn't get along with his replacement... I was really disillusioned and I decided I didn't want to have anything to do with another record company."

Commenting on his Epic signing, Kerr reflected, "I hadn't had too much contact with America at the time, but Epic approached me with such enthusiasm. They told me I would be a lasting artist and that they were interested in more than just a single shot effort. But I'm disappointed that the album didn't come out until two months ago. It should have been out before Christmas... the material in it is relatively old now and I want to get on with something new."

### Total Agreement

Nashville producer Norbert Putnam collaborated with Kerr on the production of the LP. "Although Norbert and I were in

*continued on pg 51*

## Arista Signings fr 9

diffusion of the "small company" image that might have drawn the artists to the label in the first place, Davis expressed assurance that the company would be able to handle the artists from both a marketing and promotion point of view, with the company's recent additions in staff and office space.

Davis stated that all the contracts were worldwide, except for McLean's, which is for the U.S. and Canada only, and Edelman's, which excludes England. Under the new contracts, Alan Parsons will produce no artist other than himself, and Lambert and Potter will produce the Hudson Brothers, but no final decisions on producers for the other artists have been made at this time. The first Lou Reed album on Arista is expected in October, while the Kinks' first product on the label should be released before the end of the year.

## Goody Loss fr 9

the same period in 1975. There was a net loss for the period of \$215,464 as compared to a net income of \$70,574 for the three month period ended June 30, 1975.

George Levy, president of Sam Goody, attributed the loss to the "state of the New York market today. It is a reflection of the market condition, the price war has affected profitability somewhat." Asked what percentage of the loss he would attribute directly to the price war, Levy said, "All of it." He added that the company had changed their advertising somewhat, relying more on radio and dropping the stipulation that a customer must have a copy of a print ad to obtain the sale price. "Opening up the ads gives everyone a chance to buy, not just someone who saw the ad." Levy concluded, saying, "We are starting to see a slight turnaround."

## Commodores/Norman Connors/Rhythm Heritage

GREEK THEATRE, L.A. — Complete with lighting effects that made their set resemble a railroad crossing, the Commodores express roared into the Greek Theatre last week, picking up passengers for a night of total entertainment. The Commodores have noticeably been improving their stage show since the days of "I Feel Sanctified" and "Machine Gun." Although choreography was held to a minimum, the energetic lead vocalist strutted over the entire stage area, constantly wooing females on key lyric lines. Commodores vocals, whether singular or collective, are extremely expressive and they lend that sincerity that allows audiences, without reservation, to interact with the funky action on stage. The group's three newest releases, "High On Sunshine," "Close To You" and "Sweet Love" (a song the group dedicated to Dr. Martin Luther King, Jr.), sparked the audience to stand and sing along on familiar verses. "Fancy Dancer," spotlighting the brass as one of the group's strongest sections, had people in the aisles adding bumps and sways to the Commodores' rhythmic and vocal excellence. Four bazooka-like barrels placed at the edge of the stage spewed confetti over the audience for one tune; later, the group tossed fan club imprinted frisbees to the audience, causing near-pandemonium.

The Commodores were brought back for an encore, clearly demonstrating that the love affair between Los Angeles and the Commodores will last a long, long time.

Norman Connors was less impressive. Jean Carn began the show with a familiar Stylistics tune, "Betcha By Golly Wow," and vocally acknowledged (with group vocalist Craig Derry) that love's a two-way affair on "We Both Need Each Other." Connors performed "You Are My Starship" from his latest album and when the lights brightened, he introduced his band, thanked the crowd, and the group left the stage. There was no communication with the audience; stage presence for the show was virtually nil. The brief set was highlighted, however, by excellent individual instrumentation on a lengthy opening tune with no vocals.

Rhythm Heritage is just what the name implies — rhythm. The group that made "Theme From S.W.A.T." a radio success brought the tune to life before a full house at the Greek. The group's brass section is totally in tune with what makes people move. The excitement this group generates, along with the type of cohesion a show must exhibit to be a success, provided an opening set that proved Rhythm Heritage is here to stay.

j.b.c.

## Barry Manilow/Lady Flash

UNIVERSAL AMPHITHEATRE, L.A. — Despite a bad cold, Barry Manilow managed to deliver a professional and exciting show last week at the Universal Amphitheatre.

Manilow ran the gamut of his many talents. He sang all of his hits (one was surprised by the long string), threw in his commercial successes (real commercials — Pepsi, MacDonald's), and introduced his backing group Lady Flash to an ecstatic audience.

The show was paced wisely. Manilow came out dressed in a suit that was obviously the product of some rock designer's imaginative daydream. He immediately set up a good rapport with the audience, and his fine ear for arranging and production had dictated a smooth-working orchestral backup unit. The strings were never overbearing; they truly enhanced the music.

"Mandy" was certainly a highlight of Manilow's lengthy concert. The reading of the tune was intimate; the singer displayed unusual concentration for a pop artist.

The second half of the show saw Manilow suited up more casually, in a successful attempt to recreate the New Jersey bar scene. (The plastic swordfish hanging on the piano was a good touch.) Manilow is a surprisingly good keyboard player and he controlled the timbre of his voice so that it melted well with the spare backing.

The real surprise of the evening, however, was Lady Flash. This superb female vocal trio handled the backup chores well, but it was eminently clear that Manilow will soon have to engage in some serious talent scouting. Considering its two solo numbers — "Street Singin'" and the Holland-Dozier-Holland tune "Nowhere To Run" — Lady Flash will no longer be able to accept second billing. The theatrical background of the three is well-known: they project well, and with tremendous energy. One wonders what might have happened if they were permitted to do more than just those two numbers. They might have stolen the show.

j.m.



# REGIONAL ALBUM ACTION

## NORTH CENTRAL

(Minnesota, Iowa, Nebraska, Kansas, N. & S. Dakota)

1. BEACH BOYS ("Endless Summer")
2. BEACH BOYS ("15 Big Ones")
3. KISS
4. GORDON LIGHTFOOT
5. MONKEES
6. HALL & OATES ("Abandoned Luncheonette")
7. DONNY OSMOND
8. DR. HOOK
9. POINT BLANK
10. CLIFF RICHARD

## WEST

(California, Seattle, Portland)

1. GORDON LIGHTFOOT
2. TED NUGENT
3. WAYLON JENNINGS
4. DONALD BYRD
5. RICHIE FURAY
6. PLEASURE
7. NEW BIRTH
8. FATBACK BAND
9. EARTHQUAKE
10. JOHNNY 'GUITAR' WATSON

## MIDWEST

(Cleveland, Detroit, Chicago, St. Louis, Indiana, Milwaukee, Pittsburgh, Kansas City)

1. BOB SEGER
2. ROXY MUSIC
3. DWIGHT TWILLEY
4. BLUE OYSTER CULT
5. RICHIE FURAY
6. AMERICAN FLYER
7. NORMAN CONNORS
8. ASBURY JUKES
9. LEON REDBONE
10. GRAND FUNK RAILROAD
11. B.B. KING/BOBBY BLAND
12. DAVID SANBORN
13. BRIGOTI
14. EARTHQUAKE
15. IAN MATTHEWS

## NORTHEAST

(Metro N.Y., Upstate N.Y., Boston, Connecticut, Philadelphia)

1. SAVANNAH BAND
2. TAVARES
3. RITCHIE FAMILY
4. NORMAN CONNORS
5. GRAND FUNK RAILROAD
6. CHRISTINE McVIE
7. BOB JAMES
8. DOUBLE EXPOSURE
9. MONKEES
10. GLORIA GAYNOR
11. JOHN MILES
12. AMERICAN FLYER
13. EARL KLUGH
14. FATBACK BAND
15. FANIA ALL-STARS

## NATIONAL BREAKOUTS

- |                  |                   |                 |
|------------------|-------------------|-----------------|
| 1. LOU RAWLS     | 6. SPINNERS       | 11. GO          |
| 2. COMMODORES    | 7. HELEN REDDY    | 12. ROY AYERS   |
| 3. DIANA ROSS    | 8. BTO            | 13. JOHN DENVER |
| 4. HEART         | 9. LINDA RONSTADT | 14. KISS        |
| 5. BARRY MANILOW | 10. GINO VANNELLI | 15. ORLEANS     |

## BALTIMORE/WASHINGTON

- |                  |                     |
|------------------|---------------------|
| 1. SAVANNAH BAND | 9. HUMMINGBIRD      |
| 2. L.T.D.        | 10. NEW BIRTH       |
| 3. BOB JAMES     | 11. EMOTIONS        |
| 4. HALL & OATES  | 12. DOUBLE EXPOSURE |
| 5. TAVARES       | 13. FATBACK BAND    |
| 6. DEXTER WANSEL | 14. JAMES BROWN     |
| 7. PLEASURE      | 15. NINTH CREATION  |
| 8. POINT BLANK   |                     |

## DENVER/PHOENIX

1. KEITH CARRADINE
2. CHRISTINE McVIE
3. GRAND FUNK RAILROAD
4. AMERICAN FLYER
5. COUNTRY JOE McDONALD
6. JERRY JEFF WALKER
7. JAN HAMMER
8. PARIS
9. MICHAEL DINNER
10. FELIX PAPALARDI

## SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. WAYLON JENNINGS
2. HALL & OATES
3. CURTIS MAYFIELD
4. MARK-ALMOND
5. FIREFALL
6. ASLEEP AT THE WHEEL
7. JOHN HANDY
8. L.T.D.
9. BYRON BERLINE
10. GRAND FUNK RAILROAD

## SOUTHEAST

(Atlanta, Memphis, Nashville, Charlotte, Richmond, Florida)

1. HALL & OATES
2. FIREFALL
3. B.B. KING/BOBBY BLAND
4. HUMMINGBIRD
5. L.T.D.
6. NORMAN CONNORS
7. CURTIS MAYFIELD
8. MOTHER'S FINEST
9. JOHN HANDY
10. M.F.S.B.

Albums listed as regional breakouts are consensus choices of the accounts listed below. These accounts assess hit potential of new LP releases based on regional sales, overall sales potential and personal predictions. Albums listed as national breakouts have been reported by a minimum of 75% of outlets listed below and have appeared in a minimum of six markets.

REGIONAL ALBUM ACTIVITY is compiled from sales information from the following national, regional and local wholesalers and retailers: **NATIONAL ACCOUNTS:** ABC Record & Tape Sales, Disc Records, Korvettes, Lieberman Enterprises, J.L. Marsh/Musicland & Record Bar. **REGIONAL AND LOCAL ACCOUNTS:** Alexander's/N.Y., Alwilk/N.J., Ambat/Cincinnati, Angott/Detroit, Apex-Martin/N.J., Aravox/N.Y., Bee Gee/Albany, Bovis Two/Providence, Brass Ear/Seattle, Bromo/Dallas-Houston-Okla. City, Buffalo One Stop/Buffalo, Cactus/Houston, Capers Corner/Kansas City, Cassells/L.A., Central/Hartford, Central South/Nashville, Circles/Phoenix, Commercial/Portland, Consolidated/Detroit, Norman Cooper/Phila., Cutlers/New Haven, Dan Jay/Denver, Dick's/Boston, Disco/Boston, Discomat/N.Y., D.J.'s/Seattle, Double B/Long Island, Ernie's/Chicago, 1812 Overture/Milwaukee, El Roy-TSS-Record World/Long Island, Everybody's Records/Seattle, Evolution/Phoenix, E-Z One Stop/Boston, Father's & Sun's/Indianapolis, For The Record/Baltimore, Franklin/Atlanta, Gaigano/Chicago, Gardner's/Chicago, Gary's/Richmond, Giant/Virginia, Handleman/Detroit, Harmony House/Detroit, Harmony House/N.J., Harvard Coop/Boston, Inner Sanctum/Austin, Interstate/Miami, J&J-Record Museum/Phila., Jerry's/Phila., King Karol/N.Y., Knox/Knoxville, L.A. City One Stop/L.A., Licorice Pizza/L.A., M.J.S./Miami, Record Factory/S.F., Mile High/Denver,

Modern/Milwaukee, Mushroom/New Orleans, Music City/Nashville, Music Menu/S.F., Music Millennium/Portland, Music Plus/L.A., Music Scene/Atlanta, Music Street/Seattle, Musical Isle/St. Louis and S.F., National Record Mart/Midwest, New England Music City/Boston, Northern Records/Cleveland, Odyssey/Southwest, Peaches/Atlanta, Cleveland, Denver, Ft. Lauderdale, L.A., & St. Louis, Peter's/Boston, Potomac/Washington, D.C., Prospect/Cleveland, Radio Doctors/Milwaukee, Rapid Sales/Madison, Record & Tape Collectors/Baltimore, Record Cove/Monterey, Record Dept. Merch./Memphis, Record Masters/Baltimore, Record Revolution/Cleveland, Record Shack/N.Y. & Atlanta, Record Theatre/Cleveland-Akron, Recordland/Midwest, Richman Bros./Phila., Rose/Chicago, Sam Goody/N.Y. & Phila., Schwartz Bros.-Harmony Huts/D.C., Sieberts/Little Rock, Shulman-Listening Booth/N.J.-Phila., Soul Shack/D.C., Sound Town/Dallas, Sound Unlimited/Chicago, Sound Wherehouse/Houston-Dallas, Southern/Miami, Spec's/Miami, Stark-Camelot/Midwest, Strawberrys/Boston, Streetside/St. Louis, Swallens/Cincinnati, Tape City/New Orleans, Tosh's One Stop/Seattle, Tower/L.A., Sacramento & S.F., Town Hall/N.Y., Trans World/Albany, Two Guys/East Coast, United/Miami, Waxie Maxie/D.C., West Coast Music Sales/L.A., Western Merchandisers/Southwest, Wilcox/Okla. City, Win One Stop/N.Y.

## Petrone fr 12

product placement near the check-out counter. Moving into specifics, Petrone points out Capitol's desire to develop artists around the world. Currently, the label has a number one LP in France with Kraftwerk, and two singles (by Dr. Hook and Tavares) high on the British charts.

### Overseas Momentum

"We're moving," Petrone enthuses. "The Best of Helen Reddy" has gone gold almost everywhere in the world and now we're involved in a vast campaign for her newest album. Our overseas label managers have laid out a whole program. From television to mass-merchandising. We try to keep the momentum going by supporting them with film clips, advertising and promotion as they need it."

One label manager Petrone deals with is Maxine Schmidt, who handles the Capitol line in France through Pathe-Marconi. Schmidt spends about half his day listening to music — especially back-catalog —

from which he picks and chooses for French release compilation albums, such as "Rock 'n' Roll By The Capitol Tower" or the re-release of an old Gene Vincent series, albums still in their original jackets.

The bulk of Schmidt's concern is "breaking the record." Two promotion men from Pathe-Marconi work the radio stations, freeing Schmidt to know his record stores inside-out. Although T-shirts and promotional plans are often supplied from the U.S., Schmidt spends a good deal of his time brainstorming and tailoring merchandising displays to his particular market. Schmidt's high-hurdle is the import stigma.

### The Import Stigma

There are five major record stores in France. Three are part of the F.N.A.C. chain, a low-price LP outlet fashioned loosely after Tower Records. The other two stores — Lido Music and Champs Disque — are "very expensive," offers Schmidt. These two stores owe their high-price structure to the fact that they offer imported

American LPs as early as two days after Stateside release, often making it difficult for a French pressing to compete. According to Schmidt, imports are popular both because of the snob factor and the feeling by some that American pressings are of higher quality. Once the product is on the import racks, contends Schmidt, French consumers will swoop down, purchasing as many as 2,000 rock albums in a three-day span.

But why the competition with import records?

"We're more interested in having a hit record around the world pressed by each different country," answers Petrone. "Then it becomes *their* hit — they manufacture Capitol product and make it *their* hit. Also, if a record is imported, it doesn't count as a sale, which reflects on the charts. In other words, if you import a record into the United States and it gets picked up by the FM stations, the trades will enter it on the charts. Unfortunately, in most of the other countries — particularly in England — an import

does not count for the movement of an LP. So what we want is our American artists pressed there, sold there, counted there, charted there, becoming a hit there."

### Communication, Coordination

In daily touch through Telex, then, and once-a-week by telephone, Petrone tries to coordinate release schedules for the best possible results for domestic artist releases in foreign markets. In return, Petrone is supplied with material and information from overseas acts which are scoring with the American market, acts such as Sweet, Status Quo, BeBop Deluxe and Steve Harley. The function of the international department, maintains Petrone, is to present artists throughout the world — and that works both ways.

"I think," philosophizes Petrone, "that anytime you have a language barrier, you have a challenge. Of course, one of the prime themes that keeps all countries tied together somehow is music. But even beyond that, it's finding the *right* music."

*continued on pg 54*



# WAR

# GREATEST HITS

UA LA 648-G-A

US 1 XTAL



SIDE 2  
STEREO  
UA-LA648-G  
© 1973  
© 1975  
© 1976  
Far Out  
Productions,  
All Rights Reserved



## ● Greatest Hits

- §\*1. ME AND BABY BROTHER • 3:30
- \*2. SOUTHERN PART OF TEXAS • 3:55
- †\*\*3. WHY CAN'T WE BE FRIENDS? • 3:49
- †\*\*4. LOW RIDER • 3:11
- †5. SUMMER • 6:38

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Produced by Jerry Goldstein in association with Lonnie Jordan & Howard Scott for Far Out Productions  
Written by S. Allen/H. Brown/M. Dickerson/J. Goldstein/  
L. Jordan/C. Miller/L. Oskar/H. Scott  
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L. Jordan/C. Miller/L. Oskar/H. Scott  
Published by Far Out Music, Inc. ASCAP  
Engineer: Chris Huston  
†Engineer: Ed Barton



# WAR

# GREATEST HITS



15 1 XIAL

**UA**  
UNITED ARTISTS RECORDS

**WAR** ● **Greatest Hits**

SIDE 1  
STEREO  
UA-LA648-G  
© 1972  
© 1973  
© 1976  
Far Out  
Productions  
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† 1. ALL DAY MUSIC • 3:59  
†§\*\* 2. SLIPPIN' INTO DARKNESS • 3:47  
§\*3. THE WORLD IS A GHETTO • 3:59  
§\*4. THE CISCO KID • 3:47  
§\*\*5. GYPSY MAN • 5:23

Produced by Jerry Goldstein in association with Lonnie Jordan & Howard Scott for Far Out Productions  
\*Produced by Jerry Goldstein for War Productions, Inc.  
Written by S. Allen H. Brown, M. Dickerson, J. Goldstein,  
L. Jordan, C. Miller, L. Oskar, H. Scott  
†Written by S. Allen H. Brown, M. Dickerson, L. Jordan,  
C. Miller, L. Oskar, H. Scott  
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Engineer: Chris Huston

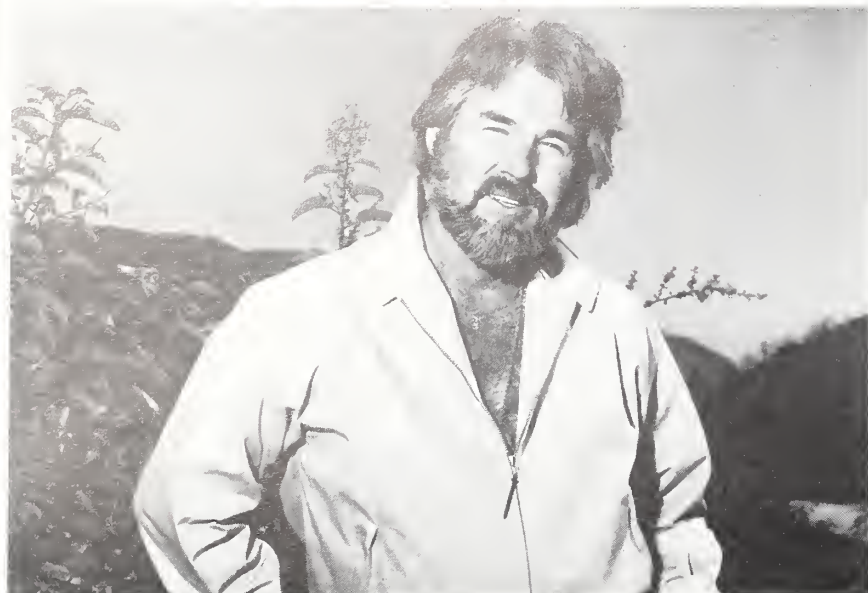
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# CASH BOX COUNTRY

## COUNTRY ARTIST OF THE WEEK

### Kenny Rogers



For the first time in his career, which began as a choir boy in Texas, Kenny Rogers is on his own. No more groups.

Rogers' first UA single, "Love Lifted Me," soared up the country charts, and it's also the title of his new album on United Artists Records. His current single, "While The Feeling's Good," is #25 on the **Cash Box** country chart this week.

Kenny Rogers' roots are firmly planted in the soil. As one of eight children, the family ritual of singing in the choir on Sundays sparked Kenny's discovery of the enjoyment of music.

By the time Kenny reached high school, he had decided that singing would be an integral part of his life, so he formed a group comprised of school chums called "The Scholars." Kenny realized that in order for the group to be self-contained each member had to play an instrument, and he decided on bass. "The Scholars" won a recording contract and their first single, "Crazy Feeling," became a million-selling hit. After graduation, Kenny joined the Bobby Doyle Trio and traveled the country in nightclub and concert appearances, often with the Kirby Stone Four.

Kenny joined the New Christie Minstrels in 1966, and, after a year of working with Mike Settle and Terry Williams, left with them to form The First Edition.

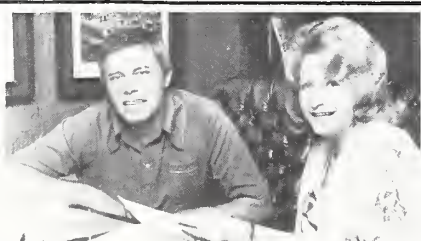
Shortly after The First Edition was formed, Reprise Records signed them to a contract. From their first album came the hit single, "Just Dropped In To See What Condition My Condition Was In." Seven more major hit records, including "But You Know I Love You," "Ruby," "Tell It All Brother," "Heed The Call," "Reuben James," "Someone Who Cares" and "Something's Burnin'," made the group chart-toppers on a regular basis.

The First Edition also became top concert and television personalities, appearing on over 70 television shows. This was followed by their own television series, "Rollin'."

Kenny's on his own now and exploring his roots, getting back to the people.

### Paragon Acquires Hamblin Music Co.

NASHVILLE — Hamblin Music Company, the owner of most of the songs written by Stuart Hamblin, is moving from Hollywood to Nashville effective immediately. Hamblin Music's catalog of hundreds of songs, including such standards as "This Ole House," "Known Only To Him," "Until Then," "His Hands," "Open Up Your Heart And Let The Sunshine In," and many others, will become part of Paragon Associates — the Nashville publishing/recording/media organization headed by Bob Mackenzie. Other Hamblin songs are represented in Nashville by Hill & Range (Unichappell) and Leeds Music (MCA).



**TWO BOSSES AT TOM T.'S OFFICE** — Shortly after naming Lyn Phillips as the new General Operations Manager for all Tom T. Hall business enterprises, Hall gets his first briefing from her.

### Mac Music Publishes Mel Tillis Songbook

NEW YORK — Mac Music, a division of Macmillan Performing Arts Inc., will publish the first songbook to feature the work of Mel Tillis, which will be distributed by G. Schirmer, sole selling agent. Tillis has written hits for such artists as Bobby Bare and Kenny Rogers & The First Edition, as well as himself.

Contained in the new songbook will be such country classics as "Ruby Don't Take Your Love To Town," "Detroit City," "I Ain't Never," "Stomp Them Grapes" and Tillis' current hit record on the MCA label, "Love Revival."

The Mel Tillis Songbook, which will have 72 pages and sell for \$4.95, will have a September 1 release date.



**GIFT FROM DOWN UNDER** — On behalf of Garden State Music of Australia, Andy King presents Gene Ferguson, associate director, artist development, CBS Records with the first and only Maton guitar to arrive in Nashville. The hand-made SS 300/6 retails at \$1,000. The instrument is to be on display at CBS for Columbia and Epic artists to examine and play.

### Cash And Clark To Co-Host CMA Awards

NASHVILLE — The Tenth Annual Country Music Association Awards will take place on Monday night, October 11, from 8:30 to 10:00 pm Central Daylight Time. Sponsored by Kraft Foods Corp., the 1½ hour show will be broadcast live on CBS-TV from the stage of the Grand Ole Opry House and co-hosted by Johnny Cash and Roy Clark.

There will be awards presented in ten categories of achievement: entertainer of the year, single of the year, album of the year, song of the year, female vocalist of the year, male vocalist of the year, vocal group of the year, vocal duo of the year, instrumental group or band of the year and instrumentalist of the year. The awards are determined by vote of the CMA membership, with the certified public accounting firm of Haskins & Sells responsible for all tallies.

The show will also be highlighted by the announcement of the newest members elected to the Country Music Hall of Fame. This year there will be winners in two categories — living and deceased. Finalists in the categories are: Living — Johnny Cash, Grandpa Jones, Vito Pelletieri, Hank Snow, Merle Travis and Kitty Wells; Deceased — Rod Brasfield, Paul Cohen, Cowboy Copas, Vernon Dalhart and the Delmore Brothers.

Admission to the awards show is free to CMA members who have purchased tickets to the CMA Anniversary Banquet and Show to be held Thursday, October 14. "Black tie" is requested with coat and tie mandatory.

Robert Precht will produce the show. CMA's awards show chairman is Irving Waugh.



**JAMES AND UNITED TALENT "UNITE"** — Sonny James has signed with United Talent, Inc., for representation. Shown at the signing, left to right: Reggie Mac, Sonny James, James' manager Luther Wood, and United Talent general manager Jimmy Jay.

### Zodiac Nashville Division Opens

LOS ANGELES — California-based Zodiac Records Inc. has opened new offices in Nashville and Ed Hamilton has been named vice president and general manager of the operation in Music City. Also joining the Nashville operation are George Cooper III as director of marketing/promotion, Don Reeder as treasurer and personnel director and Buck Stapleton as west coast operations manager. Artists presently signed to the label include Billy Mize, whose current single is "Heaven For The Weekend" and who now has in production his own syndicated TV show, "The Billy Mize Music Hall," which should be ready for showing this fall; Janie Brannon, a member of the Sound Seventies, one of the top studio vocal groups in Nashville and also regulars on the "Good Ole Nashville Music" TV show; Ray Pennington, who will also double as an independent producer for the label; Dave Kirby, award-winning writer of Charley Pride's "Anybody Goin' To San Antonio" and Merle Haggard's "Sidewalks Of

Chicago"; and Curtis Potter, a former member of the Hank Thompson show.

New product will be released from both the Nashville and the California offices. Current releases on Sammi Smith and Marilyn Sellars are from masters acquired when Zodiac gained control of the assets of Mega Records and Tapes. Other masters from that acquisition include product from Bill Black's Combo, Don Ho, Benny Goodman, Phil Harris and others.

M. David Bell, Zodiac president, emphasized that he was trying to keep the artist roster as small and select as possible so the company can maintain an "open door" policy toward new acts and available masters. All new masters should be submitted through Hamilton at the Nashville office.

The home office of Zodiac is located in Morro Bay, California, and the new offices are located at 21 Music Circle East in Nashville. The phone number is (615) 244-5544.



**GILLEY'S REVIVAL** — Mickey Gilley shows Dinah Shore and Betty White how he learned to sing down home in Ferriday, La. The show will air August 31.





**The Games  
That Daddies  
Play. Conway's  
New Single.  
It's Hot!**

MCA-40601

**Mr. Twitty  
Is Steamin'!**

Produced by Owen Bradley

MCA RECORDS



# COUNTRY ROUNDUP

Don Williams could find himself with a new nickname . . . The Mad Hatter. His trademark rolled-brim cowboy hat was recently stolen and only through a reward offer did it finally reappear. The people at Stetson Hat found out about Don's predicament and generously offered to recreate the scuffy, worn topper which some say he must even wear to bed! Don was escorted through Stetson's world headquarters in St. Joseph, Mo. by company president Gary Rosenthal and by Stetson vp Steve Pittluck, where workers stopped production to hand-mold the natty new hat. Williams oversaw each meticulous step and even tried his luck on one of the felt-brushers along the assembly line. At the end of the process, which set a world record for a hand-crafted Stetson at under 60 minutes, Don said that but for "a little dirt here and there on the original" he couldn't tell the two apart. Don's wife Joy added a postscript when she commented that "I guess we'd just have to bury Don if anything ever happened to that hat."

Tom Bresh has become a regular guest on Dinah! and the Merv Griffin show, and has appeared three times on each of the nationally syndicated shows. Bresh made his debut in April with Dinah! His deft impersonations of Charley Pride, Johnny Cash, Paul Lynde singing "I'm Not Lisa," and Truman Capote doing "Rhinstone Cowboy" made a lasting impression. Charley Pride was on that first show and watched as Bresh sang "Kiss An Angel Good Morning." The six appearances have enabled him to showcase his first two releases from Farr Records, "Homemade Love" and "Sad Country Love Song."

"Teddy Bear's Last Ride" by Diana Williams on Capitol is the follow-up to Red Sovine's number-one smash, "Teddy Bear." A touching close to the emotion-packed story of truckers and their concern for Teddy Bear, a little crippled boy they met via CB radio, "Teddy Bear's Last Ride" was penned by the same Cedarwood songwriting team of Dale (The Storyteller) Royal and Billy Joe Burnette that wrote "Teddy Bear."

When "Red Sails In The Sunset" hit the charts, GRT recording artist Johnny Lee sailed out on the road with Mickey Gilley for personal appearances through Illinois, Iowa, Kentucky, Missouri and Georgia. This is the second chart song for Lee this year. The first record was "Sometimes" which was released on ABC Dot.

Thursday evening, August 12, at the Carousel in Nashville's Printer's Alley, Ronnie Prophet (RCA, Canada) was specially honored by the Middle Tennessee Heart Association, the Country Music Association, the office of Nashville Mayor Richard Fulton and by Nashville Sheriff Fate Thomas. The awards sprang from Ronnie's quick action during Easter of 1975 after his having aided a man in distress. The incident occurred as Dan Mauro, of Brooklyn, N.Y. and his wife were passing through Nashville. The pair stopped for gas on Briley Parkway, at which point Mr. Mauro suffered a massive stroke. Ronnie just happened to be at the same gas station and observed Mauro's condition. Unhesitatingly, he drove the Mauros, in their own car, to Donelson Hospital. As a consequence, Mauro's life was saved. Ronnie has just completed a three-week tour with Perry Como in the east, and guested on the Mike Douglas show, which will be aired August 26. Appearing on the show with Ronnie was Janis Ian.

Asleep at the Wheel has a new drummer — 20-year-old Chris York, who joined the group in Texas and appeared with them for

continued on pg. 53

## Triple Stingere from the SCORPION!

ROY DRUSKY

"Last Call For Alcohol"  
Plug Side

"Deep In The Heart  
Of Dixie"

SC-0515

A Side

ROBB REDMOND

"Lunch Time Lovers"  
SC-0516

PETE RAY

"Ode  
To The Georgia Farmer"  
(Eatin' Goober Peas)

SC-0517

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for information  
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## SCORPION RECORDS

Suite 107  
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Nashville, Tennessee 37203  
(615) 255-2543



# TOP 50 COUNTRY ALBUMS

	Weeks On 8/14 Chart		Weeks On 8/14 Chart
1		UNITED TALENT LORETTA LYNN & CONWAY TWITTY (MCA 2209)	
2	2 9	ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	
3	1 8	TEDDY BEAR RED SOVINE (Starday SD 968X)	
4	5 7	CHARLIE RICH GREATEST HITS (Epic PE 34240)	
5	7 9	CONWAY TWITTY NOW AND THEN (MCA 2206)	
6	3 13	20-20 VISION RONNIE MILSAP (RCA APL 11666)	
7	4 14	THE WINNER AND OTHER LOSERS BOBBY BARE (RCA APL 1-1786)	
8	9 8	THE BEST OF JOHNNY DUNCAN (Columbia KC 34243)	
9	10 6	MY LOVE AFFAIR WITH TRAINS MERLE HAGGARD (Capitol ST 11544)	
10	17 5	ALL THESE THINGS JOE STAMPLEY (ABC/Dot D0SD 2059)	
11	14 7	ONE PIECE AT A TIME JOHNNY CASH (Columbia KC 34193)	
12	8 13	LIVE AT THE GRAND OLE OPRY HANK WILLIAMS, SR. (MGM MG 1-5019)	
13	13 9	IN CONCERT ROY CLARK (ABC/Dot D0SD 2054)	
14	16 7	LONE STAR BEER AND BOB WILLS MUSIC RED STEAGALL (ABC/Dot D0SD 2055)	
15	15 10	ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE (RCA APL 1-1508)	
16	6 11	ROCKY MOUNTAIN MUSIC EDDIE RABBITT (Elektra 7E-1065)	
17	11 10	DIAMOND IN THE ROUGH JESSI COLTER (Capitol ST 11543)	
18	36 2	WHAT I'VE GOT IN MIND BILLIE JO SPEARS (United Artists UA LA 608G)	
19	12 8	HARMONY DON WILLIAMS (ABC/Dot D0SD 2049)	
20	19 17	IT'S A GOOD NIGHT FOR SINGIN' JERRY JEFF WALKER (MCA 2202)	
21	20 6	MERCY AIN'T LOVE GOOD JEAN SHEPPARD (United Artists UA LA 609G)	
22	22 6	SADDLE TRAMP CHARLIE DANIELS BAND (Epic PE 34150)	
23	21 15	LONG HARD RIDE MARSHALL TUCKER BAND (Capricorn CP 0170)	
24	18 6	BLOODLINE GLEN CAMPBELL (Capitol SW 11516)	
25	24 18	LOVE REVIVAL MEL TILLIS (MCA 2204)	
26	23 8	BUCK 'EM BUCK OWENS (Warner Bros. BS 2952)	28 5
27		THE SOUND IN YOUR MIND WILLIE NELSON (Lone Star/ Columbia KC 34092)	26 22
28		WILLIE NELSON LIVE (RCA APL 1-1487)	27 17
29		BECAUSE YOU BELIEVED IN ME GENE WATSON (Capitol P ST 11529)	33 10
30		SONG BIRD MARGO SMITH (Warner Bros. BS 2955)	37 3
31		THE BEST OF MEL TILLIS (MGM 1-5021)	39 4
32		WHEELIN' AND DEALIN' ASLEEP AT THE WHEEL (Capitol ST 11546)	43 2
33		TOO STUFFED TO JUMP AMAZING RHYTHM ACES (ABC/Dot D0SD 940)	25 10
34		I.O.U. JIMMY DEAN (GRT 8014)	34 5
35		GILLEY'S GREATEST HITS MICKEY GILLEY (Playboy PB 409)	30 20
36		CRYSTAL CRYSTAL GAYLE (United Artists UA LA 614G)	— 1
37		THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	32 31
38		FOURTEEN GREATEST HITS HANK WILLIAMS, JR. (MGM MG 1-5020)	— 1
39		THE GREATEST HITS OF JOHNNY RODRIGUEZ (Mercury SRM 1-1078)	35 20
40		A BUTTERFLY FOR BUCKY BOBBY GOLDSBORO (United Artists UA LA 639G)	41 3
41		GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	— 1
42		REMEMBERING THE GREATEST HITS OF BOB WILLS (Columbia KC 34108)	40 8
43		RAY PRICE RAINBOWS AND TEARS (ABC/Dot D0SD 2053)	38 5
44		THE SUN SESSIONS ELVIS PRESLEY (RCA APM 1-1675)	29 19
45		RAGIN' CAJUN DOUG KERSHAW (Warner Bros. BS 2910)	— 1
46		HAROLD, LEW, PHIL & DON STATLER BROTHERS (Mercury SRM 1-1077)	42 19
47		ELITE HOTEL EMMYLOU HARRIS (Reprise MS 2236)	46 31
48		RENEGADE PICKER STEVE YOUNG (RCA APL 1-1759)	— 1
49		THE AMBASSADOR OF GOODWILL JERRY CLOWER (MCA 2205)	31 6
50		A LITTLE BIT MORE DR. HOOK (Capitol ST 11522)	49 18

## LOOKING AHEAD TO COUNTRY TOP 100

### Road Song

Charlie Rich (Epic)

### I Thought I Heard You Calling My Name

Jessi Colter (Capitol)

### That's All She Ever Said Except Goodbye

Nat Stuckey (MCA)

### I'm Easy

Keith Carradine (ABC)

### I've Been There Too

Kenny Serratt (Hitsville)

### You're The Reason I'm Living

Price Mitchell (GRT)

### That'll Be The Day

Linda Ronstadt (Asylum)

### Lonely Eyes

Randy Barlow (Gazelle)

### Take Me As I Am

Mack White (Commercial)

### I Should Have Watched That First Step

Wayne Kemp (UA)

### Kiss And Say Goodbye

Billy Larkin (Casino)

### Her Name Is

George Jones (Epic)

### Long Hard Ride

Marshall Tucker Band (Capricorn)

### 9,999,999 Tears

Dickey Lee (RCA)

### Waitin' For Love To Begin

Flying Burrito Brothers (Columbia)

### I Love Us

Skeeter Davis (Mercury)

### Satin Sheets

Bellamy Brothers (WB)

### Shopping

The Wailors (RCA)

### Lonesome Cup Of Coffee

Alexander Harvey (Buddah)

### Here Comes That Rainy Day Feelin'

Connie Cato (Capitol)

### Take Me To Heaven

Sami Jo (Polydor)

### The Way I Loved Her

Rick Smith (Cin-Kay)

### Brother Shelton

Brenda Lee (MCA)

### For Your Love

Bobby Lewis (RPA)

### If It's Your Song You Sing It

Linda Cassidy (Cin-Kay)



# CASH BOX TOP 100 COUNTRY

August 28, 1976

		Weeks On Chart			Weeks On Chart			Weeks On Chart			
		8/21			8/21			8/21			
<b>1</b>	<b>ROCKY MOUNTAIN MUSIC/DO YOU RIGHT TONIGHT</b> EDDIE RABBITT (Elektra E45315A)	2	11	<b>34</b>	<b>THE NIGHT TIME AND MY BABY</b> JOE STAMPLEY (ABC/Dot DOA 17642)	39	6	<b>68</b>	<b>COME ON IN</b> SONNY JAMES (Columbia 3-10392)	—	1
<b>2</b>	<b>ONE OF THESE DAYS</b> EMMYLOU HARRIS (Reprise/WB RPS 1353)	3	13	<b>35</b>	<b>TEXAS WOMAN</b> PAT BOONE (Hitsville/Motown H6037F)	43	6	<b>69</b>	<b>I'LL NEVER SEE HIM AGAIN</b> SUE RICHARDS (ABC/Dot DOA 17645)	75	2
<b>3</b>	<b>BRING IT ON HOME TO ME</b> MICKEY GILLEY (Playboy P6075)	4	10	<b>36</b>	<b>SUNDAY SCHOOL TO BROADWAY</b> SAMMI SMITH (Elektra E45334)	47	6	<b>70</b>	<b>YOU ARE MY SPECIAL ANGEL</b> BOBBY G. RICE (GRT 061)	72	6
<b>4</b>	<b>(I'M A) STAND BY MY WOMAN MAN</b> RONNIE MILSAP (RCA JH 10724)	5	8	<b>37</b>	<b>GOLDEN RING</b> GEORGE JONES & TAMMY WYNETTE (Epic 8-50235)	16	13	<b>71</b>	<b>SAD COUNTRY LOVE SONGS</b> TOM BRESH (Farr FR 009)	79	2
<b>5</b>	<b>MISTY BLUE</b> BILLIE JO SPEARS (United Artists UA XW 813Y)	6	10	<b>38</b>	<b>MISSISSIPPI</b> BARBARA FAIRCHILD (Columbia 3-10378)	42	5	<b>72</b>	<b>THAT LOOK IN HER EYES</b> FREDDIE HART & THE HEARTBEATS (Capitol P4313)	84	2
<b>6</b>	<b>COWBOY</b> EDDY ARNOLD (RCA JH 10701)	7	10	<b>39</b>	<b>AFTER THE STORM</b> WYNN STEWART (Playboy 6080)	48	4	<b>73</b>	<b>THE BEST I'VE EVER HAD</b> JEANNIE C. RILEY (Warner Bros. WBS 8226)	78	4
<b>7</b>	<b>I WONDER IF I EVER SAID GOODBYE</b> JOHNNY RODRIGUEZ (Mercury 73815)	13	7	<b>40</b>	<b>FROG KISSIN'</b> CHET ATKINS (RCA JH 10616)	22	11	<b>74</b>	<b>AMONG MY SOUVENIRS</b> MARTY ROBBINS (Columbia 3-10396)	—	1
<b>8</b>	<b>YOU RUBBED IT IN ALL WRONG</b> BILLY "CRASH" CRADDOCK (ABC/Dot DOA 17635)	10	9	<b>41</b>	<b>11 MONTHS AND 29 DAYS</b> JOHNNY PAYCHECK (Epic 8-50249)	49	4	<b>75</b>	<b>I DON'T WANNA TALK IT OVER ANYMORE</b> CONNIE SMITH (Columbia 3-10393)	—	1
<b>9</b>	<b>HERE COMES THAT GIRL AGAIN</b> TOMMY OVERSTREET (ABC/Dot DOA 17630)	9	12	<b>42</b>	<b>TEDDY BEAR</b> RED SOVINE (Starday SD 142)	29	10	<b>76</b>	<b>A WHOLE LOTTA THINGS TO SING ABOUT</b> CHARLEY PRIDE (RCA JH 10757)	91	2
<b>10</b>	<b>THE LETTER</b> CONWAY TWITTY & LORETTA LYNN (MCA 40572)	1	11	<b>43</b>	<b>LET'S PUT IT BACK TOGETHER AGAIN</b> JERRY LEE LEWIS (Mercury 73822)	50	5	<b>77</b>	<b>IT'S DIFFERENT WITH YOU</b> MARY LOU TURNER (MCA 40566)	34	11
<b>11</b>	<b>AFTERNOON DELIGHT</b> JOHNNY CARVER (ABC/Dot DOA 17640)	21	7	<b>44</b>	<b>WHEN A MAN LOVES A WOMAN</b> JOHN WESLEY RYLES (Music Mill IRDA 240)	44	5	<b>78</b>	<b>A COUPLE MORE YEARS</b> DR. HOOK (Capitol P4280)	33	12
<b>12</b>	<b>I DON'T WANT TO HAVE TO MARRY YOU</b> JIM ED BROWN & HELEN CORNELIUS (RCA PB 10711)	17	8	<b>45</b>	<b>BECAUSE YOU BELIEVED IN ME</b> GENE WATSON (Capitol P4279)	12	11	<b>79</b>	<b>THEY DON'T MAKE 'EM LIKE THAT ANYMORE</b> BOBBY BORCHERS (Playboy P6083)	—	1
<b>13</b>	<b>REDNECK! (THE REDNECK NATIONAL ANTHEM)</b> VERNON OXFORD (RCA JH 10693)	14	13	<b>46</b>	<b>HONEY HUNGRY</b> MIKE LUNSFORD (Starday SD 143)	54	4	<b>80</b>	<b>VIRGIL AND THE \$300 VACATION</b> CLELUS MAGGARD (Mercury 73823)	—	1
<b>14</b>	<b>HERE I AM DRUNK AGAIN</b> MOE BANDY (Columbia 3-10361)	15	10	<b>47</b>	<b>MY PRAYER</b> NARVEL FELTS (ABC/Dot DOA 17643)	61	4	<b>81</b>	<b>IN SOME ROOM ABOVE THE STREET</b> GARY STEWART (RCA JH 10680)	58	15
<b>15</b>	<b>IF YOU'VE GOT THE MONEY I'VE GOT THE TIME</b> WILLIE NELSON (Columbia 3-10383)	24	6	<b>48</b>	<b>THE END IS NOT IN SIGHT</b> AMAZING RHYTHM ACES (ABC/Dot ABC 12202)	67	3	<b>82</b>	<b>GATOR</b> JERRY REED (RCA PB 10717)	46	9
<b>16</b>	<b>I MET A FRIEND OF YOURS TODAY</b> MEL STREET (GRT 057)	11	11	<b>49</b>	<b>TEARDROPS IN MY HEART</b> REX ALLEN, JR. (Warner Bros. 8236)	74	3	<b>83</b>	<b>WHISPERS AND GRINS</b> DAVID ROGERS (Republic R256 IRDA)	—	1
<b>17</b>	<b>TRUCK DRIVIN' MAN</b> RED STEAGALL (ABC/Dot DOA 17634)	18	10	<b>50</b>	<b>WHISKEY TALKIN'</b> JOE STAMPLEY (Epic 8-50259)	62	3	<b>84</b>	<b>LOVE YOU ALL TO PIECES</b> BILLY WALKER (RCA PB 10729)	56	5
<b>18</b>	<b>I'VE LOVED YOU ALL OF THE WAY</b> DONNA FARGO (Warner Bros. WBS 8227)	28	7	<b>51</b>	<b>JUST YOU 'N' ME</b> SAMMI SMITH (Zodiac ZS 1005)	53	5	<b>85</b>	<b>THAT'S WHAT I GET</b> RAY GRIFF (Capitol P4320)	—	1
<b>19</b>	<b>SEE YOU ON SUNDAY</b> GLEN CAMPBELL (Capitol P4288)	23	8	<b>52</b>	<b>"A" MY NAME IS ALICE</b> MARIE OSMOND (Polydor PD 14333)	52	8	<b>86</b>	<b>SUITCASE LIFE</b> SIDE OF THE ROAD GANG (Capitol 4298)	86	4
<b>20</b>	<b>WICHITA JAIL</b> CHARLIE DANIELS BAND (Epic 8-50243)	20	9	<b>53</b>	<b>DON'T STOP BELIEVIN'</b> OLIVIA NEWTON-JOHN (MCA 40600)	68	3	<b>87</b>	<b>TEDDY BEAR'S LAST RIDE</b> DIANA WILLIAMS (Capitol P4317)	—	1
<b>21</b>	<b>ALL I CAN DO</b> DOLLY PARTON (RCA JH 10730)	35	5	<b>54</b>	<b>SUNDAY AFTERNOON BOATRIDE IN THE PARK ON THE LAKE</b> R.W. BLACKWOOD & THE BLACKWOOD SINGERS (Capitol P4302)	80	2	<b>88</b>	<b>I NEVER MET A GIRL I DIDN'T LIKE</b> JIM MUNDY (ABC/Dot DOA 17638)	89	3
<b>22</b>	<b>PUT A LITTLE LOVIN' ON ME</b> BOBBY BARE (RCA PB 10718)	32	9	<b>55</b>	<b>TEARDROPS WILL KISS THE MORNING DEW</b> DEL REEVES & BILLIE JO SPEARS (United Artists UA XW 832Y)	66	4	<b>89</b>	<b>THE GREAT AMERICAN CLASSIC COWBOY</b> PENNY DEHAVEN (Starcrest GRT 066)	90	3
<b>23</b>	<b>SOLD OUT OF FLAGPOLES</b> JOHNNY CASH (Columbia 3-10381)	40	6	<b>56</b>	<b>PEANUTS AND DIAMONDS</b> BILL ANDERSON (MCA 40595)	70	3	<b>90</b>	<b>I NEVER SAID IT WOULD BE EASY</b> JACKY WARD (Mercury 73826)	—	1
<b>24</b>	<b>CAN'T YOU SEE</b> WAYLON JENNINGS (RCA JH 10721)	31	6	<b>57</b>	<b>ONE MORE TIME</b> CRYSTAL GAYLE (United Artists UA XW 838Y)	71	3	<b>91</b>	<b>SUMMERTIME LOVIN'</b> LAYNG MARTINEZ, JR. (Playboy P6081)	92	3
<b>25</b>	<b>WHILE THE FEELING'S GOOD</b> KENNY ROGERS (United Artists 812)	25	9	<b>58</b>	<b>LOVE IS THIN ICE</b> BARBARA MANDRELL (ABC/Dot DOA 17644)	73	2	<b>92</b>	<b>ROUTE 66</b> ASLEEP AT THE WHEEL (Capitol P4319)	—	1
<b>26</b>	<b>HONKY TONK WOMEN LOVE REDNECK MEN</b> JERRY JAYE (Hi 2922)	26	8	<b>59</b>	<b>SAVE YOUR KISSES FOR ME</b> MARGO SMITH (Warner Bros. WBS 8213)	19	14	<b>93</b>	<b>EMMYLOU</b> BRUSH ARBOR (Monument ZS 8-8702)	94	2
<b>27</b>	<b>CRISPY CRITTERS</b> C.W. McCALL (Polydor PD 14331)	27	9	<b>60</b>	<b>BABY LOVE</b> JONI LEE (MCA 40592)	63	5	<b>94</b>	<b>BEWARE THE WOMAN</b> RUBY FALLS (Fifty States FS 43)	55	6
<b>28</b>	<b>SAY IT AGAIN</b> DON WILLIAMS (ABC/Dot DOA 17631)	8	12	<b>61</b>	<b>THE GAMES THAT DADDIES PLAY</b> CONWAY TWITTY (MCA 40601)	87	2	<b>95</b>	<b>IS FOREVER LONGER THAN ALWAYS</b> PORTER WAGONER & DOLLY PARTON (RCA PB 10652)	59	16
<b>29</b>	<b>HALF AS MUCH</b> SHEILA TILTON (Con Brio CBK 110)	41	8	<b>62</b>	<b>HOLLYWOOD WALTZ</b> BUCK OWENS (Warner Bros. WBS 8223)	30	10	<b>96</b>	<b>THE CURSE OF A WOMAN</b> EDDY RAVEN (ABC/Dot DOA 17646)	—	1
<b>30</b>	<b>WE'RE GETTING THERE/TO MAKE A LONG STORY SHORT</b> RAY PRICE (ABC/Dot DOA 17637)	38	2	<b>63</b>	<b>RED SAILS IN THE SUNSET</b> JOHNNY LEE (GRT 065)	82	6	<b>97</b>	<b>SOLITARY MAN</b> T.G. SHEPPARD (Hitsville/Motown H6032F)	97	14
<b>31</b>	<b>HERE'S SOME LOVE</b> TANYA TUCKER (MCA 40598)	45	4	<b>64</b>	<b>TRY A LITTLE TENDERNESS</b> BILLY THUNDERKLOUD & THE CHIEFTONES (Polydor PD 14338)	76	5	<b>98</b>	<b>HOW DO YOU START OVER</b> BOB LUMAN (Epic 8-50247)	85	7
<b>32</b>	<b>AIN'T LOVE GOOD</b> JEAN SHEPPARD (United Artists 818)	36	9	<b>65</b>	<b>YOU AND ME</b> TAMMY WYNETTE (Epic 8-50264)	88	2	<b>99</b>	<b>THE DOOR IS ALWAYS OPEN</b> DAVE & SUGAR (RCA JH 10625)	93	20
<b>33</b>	<b>LIQUOR, LOVE AND LIFE</b> FREDDY WELLER (Columbia 3-10352)	37	8	<b>66</b>	<b>HONKY TONK WALTZ</b> RAY STEVENS (Warner Bros. WBS 8237)	83	2	<b>100</b>	<b>VAYA CON DIOS</b> FREDDY FENDER (ABC/Dot DOA 17627)	96	15

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

"A" (Caseyem/Twentieth Century/Osmusic — BMI/ASCAP) . . . . .	52	Here Comes That Girl (Chappell — ASCAP) . . . . .	9	Mississippi (Al Gallico/Algee — BMI) . . . . .	38	That Look (Ben Peters — BMI) . . . . .	72
A Couple (Evil Eye/Horse Hairs — BMI) . . . . .	78	Here I Am (Cedarwood — BMI) . . . . .	14	Misty Blue (Talmont — BMI) . . . . .	5	That's What I (Blue Echo — ASCAP) . . . . .	85
Afternoon Delight (Cherry Lane — ASCAP) . . . . .	11	Here's Some (Screen Gems — BMI) . . . . .	31	My Prayer (Skidmore — ASCAP) . . . . .	47	The Best (Jeannie C. Riley — BMI) . . . . .	73
After The (Proud Bird — BMI) . . . . .	39	Hollywood Waltz (WB/Kicking Bear — ASCAP) . . . . .	62	One More (Morning — ASCAP) . . . . .	57	The Curse Of (Tree Pub. Co. — BMI) . . . . .	96
Ain't Love (Prize/Open Wide — ASCAP) . . . . .	32	Honey Hungry (Power Play — BMI) . . . . .	46	One Of These Days (Altam — BMI) . . . . .	2	The Door Is Always Open (Jack — BMI) . . . . .	99
All I Can (Owepar — BMI) . . . . .	21	Honky Tonk (Partner — BMI/Bill Black — ASCAP) . . . . .	26	Peanuts And Diamonds (Tree — BMI) . . . . .	56	The End Is (Fourth Floor — ASCAP) . . . . .	48
Among My (Chappell & Co. — ASCAP) . . . . .	74	Honky Tonk Waltz (Ahab — BMI) . . . . .	66	Put A Little (Hall Clements — BMI) . . . . .	22	The Games That (Twitty Bird — BMI) . . . . .	61
A Whole Lotta (Pi-Gem — BMI) . . . . .	76	How Do You (Acuff-Rose — BMI) . . . . .	98	Redneck! (Velour — BMI) . . . . .	13	The Great American (Starburst — ASCAP) . . . . .	89
Baby Love (Stone Agate — BMI) . . . . .	60	I Don't Wanna (Milene — ASCAP) . . . . .	75	Red Sails (Shapiro & Bernstein — ASCAP) . . . . .	63	The Letter (Twitty Bird — BMI) . . . . .	10
Because You Believed (Belinda — BMI) . . . . .	45	I Don't Want To Have (Blackwood/Inusic — BMI) . . . . .	12	Rocky Mountain (Briar Patch — BMI) . . . . .	1	The Night Time (Al Gallico/Algee — BMI) . . . . .	35
Beware (Don Wayne/Stars & Stripes/Hit-Kit — BMI) . . . . .	94	If You've Got (Peer Int'l. — BMI) . . . . .	15	Route 66 (Londontown — ASCAP) . . . . .	92	They Don't Make (Chappell — ASCAP) . . . . .	79
Bring It On Home (Kags — BMI) . . . . .	3	I'll Never (Unart/United Artists — ASCAP) . . . . .	69	Sad Country (Screen Gems/Columbia — BMI) . . . . .	71	To Make (Fullness — BMI) . . . . .	38
Can't You See (No Exit — BMI) . . . . .	24	I'll Stand By (Pi-Gem — BMI) . . . . .	4	Save Your Kisses (Easy Listening — ASCAP) . . . . .	59	Truck Drivin' Man (Belinda/Elvis Presley — BMI) . . . . .	17
Come On In (Marson Inc. — BMI) . . . . .	68	I Met (Hall-Clement/Maple Hill — BMI) . . . . .	16	Say It Again (Hall-Clement — BMI) . . . . .	28	Try A Little (Robbins — ASCAP) . . . . .	64
Cowboy (Welbeck — ASCAP/Sweco — BMI) . . . . .	6	I Never Met (Chappell — ASCAP) . . . . .	88	See You (ABC/Dunhill/One of a Kind — BMI) . . . . .	19	Vaya Con Dios (Morley — ASCAP) . . . . .	100
Crispy Critters (American Gramophone — BMI) . . . . .	27	I Never Said (Jack & Bill — ASCAP) . . . . .	90	Sold Out (House of Cash — BMI) . . . . .	23	Virgil And (Unichappell — BMI) . . . . .	80
Don't Stop (John Farrar — BMI) . . . . .	53	In Some Room (Tree — BMI) . . . . .	81	Solitary Man (Tallyrand — BMI) . . . . .	97	When A Man (Pronto Quinny — BMI) . . . . .	44
11 Months (Algee — BMI) . . . . .	41	Is Forever Longer (Owepar — BMI) . . . . .	95	Suitcase (Colgems/Glory — ASCAP) . . . . .	86	While The Feeling's (Brougham Hall/Hartline — BMI) . . . . .	25
Emmylou (Buxx Cason Pub. — ASCAP) . . . . .	93	It's Different (Stallion — BMI) . . . . .	77	Summertime (Ahab — BMI) . . . . .	91	Whiskey (Al Gallico/Algee — BMI) . . . . .	56
Fire At First (Beechwood/Window — BMI) . . . . .	67	I've Loved You (Prima Donna — BMI) . . . . .	18	Sunday Afternoon (Gary S. Paxton/Acoustic — BMI) . . . . .	54	Whispers Golden West Melodies/Singletree — BMI) . . . . .	63
Frog Kissin' (Ahab — BMI) . . . . .	40	I Wonder If (Acuff-Rose — BMI) . . . . .	7	Sunday School (Mandy — ASCAP) . . . . .	36	Wichita Jail (Night Time — BMI) . . . . .	20
Gator (Unart/Vector — BMI) . . . . .	82	Just You (Moose & Big Elk — ASCAP) . . . . .	51	Teardrops In My (Southern — ASCAP) . . . . .	55	You And Me (Algee — BMI) . . . . .	65
Golden Ring (Tree — BMI) . . . . .	37	Let's Put It Back (Jack & Bill — ASCAP) . . . . .	43	Teardrops Will (Rocky Top — BMI) . . . . .	49	You Are My (Tamerlane — BMI) . . . . .	70
Half As Much (Fred Rose — BMI) . . . . .	29	Liquor, Love (Young World — BMI) . . . . .	33	Teddy Bear (Cedarwood — BMI) . . . . .	42	You Rubbed It (Pick-A-Hit — BMI) . . . . .	8
		Love Is (Pi-Gem/Cumberland — BMI) . . . . .	58	Teddy Bear's Last (Cedarwood Pub. — BMI) . . . . .	87		
		Love You All (Tree/Joe Allen — BMI) . . . . .	84	Texas Woman (Mandina — BMI) . . . . .	34		



# ADDITIONS TO COUNTRY PLAYLISTS

## KCKN — KANSAS CITY

Teddy Bear's Last Ride — Diana Williams — Capitol  
That's What I Get — Ray Griff — Capitol  
Route 66 — Asleep At The Wheel — Capitol  
Come On In — Sonny James — Columbia  
A Whole Lotta Things To Sing About — Charley Pride — RCA  
Shopping — Waylors — RCA  
Forgive Me — Hank Thompson — ABC/Dot  
Satin Sheets — Bellamy Brothers — WB  
You're The Reason I'm Living — Price Mitchell — GRT  
Kiss And Say Goodbye — Billy Larkin — Casino  
That'll Be The Day — Linda Ronstadt — Asylum  
Here's Some Love — Tanya Tucker — MCA  
I Don't Wanna Talk It Over Anymore — Connie Smith — Columbia

Among My Souvenirs — Marty Robbins — Columbia  
WVOJ — JACKSONVILLE  
You And Me — Tammy Wynette — Epic  
Games Daddies Play — Conway Twitty — MCA  
One More Time — Crystal Gayle — UA  
Kiss And Say Goodbye — Billy Larkin — Casino  
KFOX — LONG BEACH  
They Don't Make 'Em Like That Anymore — Bobby  
Borchers — Playboy  
Mississippi — Barbara Fairchild — Columbia  
A Whole Lotta Things To Sing About — Charley Pride — RCA

## WCMI — COLUMBUS

Teardrops In My Heart — Rex Allen, Jr. — WB  
I've Loved You All Of The Way — Donna Fargo — WB  
Love Is Thin Ice — Barbara Mandrell — ABC/Dot  
One More Time — Crystal Gayle — UA  
Sad Country Love Songs — Tom Bresh — Farr  
Red Sails In The Sunset — Johnny Lee — GRT  
Lonely Eyes — Randy Barlow — Gazelle  
That's What I Get — Ray Griff — Capitol  
WKDA — NASHVILLE  
Road Song — Charlie Rich — Epic  
Come On In — Sonny James — Columbia  
I Love Us — Skeeter Davis — Mercury

## WWOK — MIAMI

Half As Much — Sheila Tilton — Con Brio  
I Never Said It Would Be Easy — Jacky Ward — Mercury  
I've Loved You All Of The Way — Donna Fargo — WB  
Among My Souvenirs — Marty Robbins — Columbia  
A Whole Lotta Things To Sing About — Charley Pride — RCA

## WXCL — PEORIA

Come On In — Sonny James — Columbia  
Among My Souvenirs — Marty Robbins — Columbia  
Long Hard Ride — Marshall Tucker Band — Capricorn  
I Thought I Heard You Calling My Name — Jessi Colter — Capitol

That's What I Get — Ray Griff — Capitol

## WMC — MEMPHIS

Red Sails In The Sunset — Johnny Lee — GRT  
That Look In Her Eyes — Freddie Hart — Capitol  
A Whole Lotta Things To Sing About — Charley Pride — RCA

## WSLR — AKRON

Games Daddies Play — Conway Twitty — MCA  
Summertime Lovin' — Lang Martine Jr. — Playboy  
Stop The World — Donny King — WB  
I Don't Want To Talk It Over Anymore — Connie Smith — Columbia  
That's What I Get — Ray Griff — Capitol  
Among My Souvenirs — Marty Robbins — Columbia  
You're The Reason I'm Living — Price Mitchell — GRT

## KDJW — AMARILLO

That's What I Get — Ray Griff — Capitol  
9,999,999 Tears — Dickey Lee — RCA  
That's All She Ever Said Except Goodbye — Nat Stuckey — MCA  
I Don't Want To Talk It Over Anymore — Connie Smith — Columbia

## WUBE — CINCINNATI

That Look In Her Eyes — Freddie Hart — Capitol  
You And Me — Tammy Wynette — Epic  
After The Storm — Wynn Stewart — Playboy  
Sad Country Love Song — Tom Bresh — Farr  
A Whole Lotta Things To Sing About — Charley Pride — RCA

## WIRE — INDIANAPOLIS

I Thought I Heard You Calling My Name — Jessi Colter — Capitol  
Teardrops Will Kiss The Morning Dew — Del Reeves & Billie Jo Spears — UA  
Road Song — Charlie Rich — Epic  
Among My Souvenirs — Marty Robbins — Columbia  
Whispers & Grins — David Rogers — Republic  
Long Hard Ride — Marshall Tucker Band — Capricorn  
Take Me As I Am — Mack White — Commercial  
I Don't Want To Talk It Over Anymore — Connie Smith — Columbia

## KKCC — SAN BERNARDINO

I Don't Want To Have To Marry You — Jim Ed Brown & Helen Cornelius — RCA  
A Whole Lotta Things To Sing About — Charley Pride — RCA  
Her Name Is — George Jones — Epic  
That's All She Ever Said Except Goodbye — Nat Stuckey — MCA

## KLAK — DENVER

Almost Persuaded — Sherri King — UA  
Can't You See — Waylon Jennings — RCA  
Her Name Is — George Jones — Epic

## KLAC — LOS ANGELES

Let's Put It Back Together Again — Jerry Lee Lewis — Mercury  
Whiskey Talkin' — Joe Stampley — Epic

Peanuts And Diamonds — Bill Anderson — MCA

Games Daddies Play — Conway Twitty — MCA

You And Me — Tammy Wynette — Epic

That Look In Her Eyes — Freddie Hart — Capitol

WJNN — LOUISVILLE

I Should Have Watched That First Step — Wayne Kemp — UA

Don't Stop Believin' — Olivia Newton-John — MCA

Can't You See — Waylon Jennings — RCA

WJJD — CHICAGO

Don't Stop Believin' — Olivia Newton-John — MCA

WHK — CLEVELAND

A Whole Lotta Things To Sing About — Charley Pride — RCA

That'll Be The Day — Linda Ronstadt — Asylum

Among My Souvenirs — Marty Robbins — Columbia

One More Time — Crystal Gayle — UA

I Don't Want To Have To Marry You — Jim Ed Brown & Helen Cornelius — RCA

That's All She Ever Said Except Goodbye — Nat Stuckey — MCA

KRAK — SACRAMENTO

Route 66 — Asleep At The Wheel — Capitol

Have A Dream On Me — Mel McDaniel — Capitol

Peanuts And Diamonds — Bill Anderson — MCA

Virgil And The \$300 Vacation — Cledus Maggard — Mercury

I Never Met A Girl Like You — Jim Mundy — ABC/Dot

Games Daddies Play — Conway Twitty — MCA

Let's Put It Back Together Again — Jerry Lee Lewis — Mercury

WONE — DAYTON

Can't You See — Waylon Jennings — RCA

Let's Put It Back Together Again — Jerry Lee Lewis — Mercury

Games Daddies Play — Conway Twitty — MCA

Teardrops Will Kiss The Morning Dew — Del Reeves & Billie Jo Spears — UA

Red Sails In The Sunset — Johnny Lee — GRT

You And Me — Tammy Wynette — Epic

Take Me As I Am — Mack White — Commercial

## country radio active most added singles

Listed below are new releases that were most added to key country radio stations around the U.S. This is not a sales chart.

1. A Whole Lotta Things To Sing About — Charley Pride — RCA
2. Among My Souvenirs — Marty Robbins — Columbia
3. Games Daddies Play — Conway Twitty — MCA
4. Come On In — Sonny James — Columbia
5. That's What I Get — Ray Griff — Capitol
6. Let's Put It Back Together Again — Jerry Lee Lewis — Mercury
7. One More Time — Crystal Gayle — UA
8. I Don't Want To Talk It Over Anymore — Connie Smith — Columbia
9. Route 66 — Asleep At The Wheel — Capitol
10. That Look In Her Eyes — Freddie Hart — Capitol

## most active singles

Listed below are singles being played on key country radio stations around the U.S. and have shown the biggest radio movement and listener response. This is not a sales chart.

1. I'm A Stand By My Woman Man — Ronnie Millsap — RCA
2. Bring It On Home — Mickey Gilley — Playboy
3. All I Can Do — Dolly Parton — RCA
4. Sold Out Of Flagpoles — Johnny Cash — Columbia
5. Can't You See — Waylon Jennings — RCA
6. I Wonder If I Ever Said Goodbye — Johnny Rodriguez — Mercury
7. Afternoon Delight — Johnny Carver — ABC/Dot
8. Here's Some Love — Tanya Tucker — MCA
9. The End Is Not In Sight — Amazing Rhythm Aces — ABC/Dot
10. Sunday Afternoon Boatripe — R.W. Blackwood & Singers — Capitol

## KFDI — WICHITA

Come On In — Sonny James — Columbia  
Waltz Across Texas — Maurey Finney — Soundwaves  
A Whole Lotta Things To Sing About — Charley Pride — RCA  
If It's Your Song You Sing It — Linda Cassidy — Cin-Kay

## WHOO — ORLANDO

I Never Said It Would Be Easy — Jacky Ward — Mercury  
Among My Souvenirs — Marty Robbins — Columbia  
One More Time — Crystal Gayle — United Artists  
Waitin' For Love To Begin — Flying Burrito Brothers — Columbia



**TRACY IN DALLAS** — This may look like a "police line-up" but actually the photo was taken during a recent promotional trip to Dallas, Texas by MCA recording artist, Tracy Nelson. Pictured with her are, from left, Jack Parker, vice president A&R, Nashville; Ed Spacek, MCA promotion, Dallas; Tracy; Chuck Dunaway, KAFM program director; and Bob Shannon, KAFM music director. Tracy's second album on MCA Records was released recently.

## ABC Hosts Barbeque

HOUSTON, TEX. — ABC Records hosted a huge Texas-style barbeque in Houston on Friday, July 30 to honor the presence of ABC and ABC/Dot artists in that city. On that single weekend Jimmy Buffett and his Coral Reefer Band were playing at the Texas Opry House, and Sir Doug Sahm and his Texas Tornados, whose new ABC album is entitled "Texas Rock for Country Rollers," were appearing at Liberty Hall along with another ABC artist, Delbert McClinton, also with a just released album, "Genuine Cowhide." Terry Reid, in the midst of a national tour in support of his first ABC album, "Seed of Memory," was at the Million Dollar City Dump; Roy Head was

performing at Club Savaggio; and the Amazing Rhythm Aces played for a lively full house at Gilley's.

In attendance at the party in addition to the above-mentioned artists and their managers and the local ABC promotion and sales people were Larry Baunach, vice president and head of promotion for ABC/Dot Nashville, Jerry Flowers, Nashville publicity, and a large contingent from the ABC home office in Los Angeles. These included Don England, vice president of sales and distribution; Bob Kirsch, product manager, ABC/Dot and ABC country; Elaine Corlett, international director of artist development; Jane Alsbrook, national director of publicity; and Diane Bluck, artist relations manager.

## 'Family Reunion' Set For Combine Music

NASHVILLE — A songwriter's showcase, featuring the talents of artists associated with the Combine music group has been scheduled for the Exit/In on August 31.

The show will be taped for a three-hour broadcast on WSM's Tony Lyons show, and will feature performances by more than a dozen acts affiliated with the Nashville-based publishing company, including Billy Swan, Larry Gatlin, Tony Joe White, Larry Jon Wilson, Arthur Alexander, Chris Gantry, Mel McDaniel, Rob Galbraith, Dennis Linde, Michael Bacon, Thomas Cain and Bob Morrison.

Most of the acts will be accompanied by the Rats Rhythm Wranglers — Combine's studio band which features Alan Rush, Dennis Linde and Chip Young on guitars, Bobby Ogdin on keyboards and Randy Cullers on drums.

## Playboy Records Plays Its Cards

NASHVILLE — Playboy Records has selected approximately 500 radio stations across the country to receive the label's version of baseball trading cards, as part of a current promotional campaign on its artists.

Designed to depict the Playboy roster in full uniform, all cards feature a 4-color photo on one side, with the second side offering a "mini" bio on each (player) performer.

Assembled together in six-pack kits, the cards are being presented in a wrapper that is clearly identified as the Collectors Series for 1976, and will be made available on a limited basis.

The unique promotion was created by Playboy's national promotion director in Nashville, Nick Hunter.



**N.Y. CHEERS PAYCHECK** — Backstage at The Other End in New York, guests toasted John Austin Paycheck's performance, his latest single, "11 Months And 29 Days," and his soon-to-be-released album of the same title. Pictured left to right are Dan Beck, director, press & public information, Epic Records & Associated Labels; Ray Free, local promotion manager, New York, Epic Records & Associated Labels; John Austin Paycheck; Pam Green, music director, WHN, and WHN disc jockey, Lee Arnold.



# COUNTRY SINGLES REVIEWS / ALBUM REVIEWS

**MERLE HAGGARD** (Capitol P4326)

**Cherokee Maiden** (2:56) (Chappell & Co. — ASCAP) (Cindy Walker)

The Cindy Walker tune made famous by Bob Wills is done up in a new package—Texas swing style with Indian flavor. Best bet for #1 slot.

**JESSI COLTER** (Capitol P4325)

**I Thought I Heard You Calling My Name** (3:55) (Golden West Melodies — BMI) (Lee Emerson)

A plaintive progressive ballad pulled from the "Diamond In The Rough" LP. Produced by Ken Mansfield and Waylon Jennings, set for MOR listening.

**CHARLIE RICH** (Epic 8-50268)

**Road Song** (3:13) (Double R. Music — ASCAP) (P.D. Clements)

From the simple sound of raindrops building into a large production by Billy Sherrill, there's much pop and a little country, making for top MOR listening.

**LA COSTA** (Capitol P4327)

**What'll I Do** (2:42) (Duchess Music Corp. — BMI) (J. Crutchfield, H. Cornelius)

Country disco swinging in rock-a-billy style, with production by Jerry Crutchfield. Pulled from the "Lovin' Somebody" LP.

**GEORGE JONES** (Epic 8-50271)

**Her Name Is** (2:17) (Tree Pub. Co. — BMI) (B. Braddock)

From the "Alone Again" LP comes this semi-novelty produced by Billy Sherrill. The instrumental track makes for plus listening.

**DICKEY LEE** (RCA JH 10764)

**9,999,999 Tears** (3:00) (Lowery Music — BMI) (Razzy Bailey)

All 9,999,999 tears flow fast, pulled from the "Angels, Roses and Rain" LP. Already receiving heavy airplay; production by Roy Dea and Dickey Lee.

**ANNE MURRAY** (Capitol P4329)

**Things** (2:46) (Bobby Darin) (The Hudson Bay Music Co. — BMI)

Anne Murray's special touch on the familiar Bobby Darin tune, pulled from the LP "Keeping In Touch," is a good crossover bet produced by Tom Catalano.

**CARMOL TAYLOR** (Elektra E45342)

**That Little Difference** (2:43) (Algee Music Corp./Al Gallico Music BMI) (Carmol Taylor, Monroe Fields)

Pulled from the "Carmol Taylor, Songwriter" LP, this "Little Difference" is beamed direct at the box market. Produced by Norro Wilson.

**CRAIG DONALDSON** (Great American Music Machine IRDA 281)

**I Believe He's Gonna Drive That Rig To Glory** (3:00) (Ralph Harrison Gramm Publishing Co. — ASCAP) (T. Shumacher)

Dave Dudley he's not — progressive 18-wheeler — he is. Produced by Ralph Harrison.

**KATHY BARNES** (Republic IRDA R 293)

**Someday Soon** (3:10) (W.B. Music ASCAP) (Ian Tyson)

A past pop hit done up country makes a light happy package produced by Dave Burgess.

**JEFF RAYMOND** (Record Productions Of America RPA 7607)

**Hillbilly In The White House** (2:43) (ABC/Dunhill Music — BMI) (Jeff Raymond, Alan Ray)

Ain't country — 'tis hillbilly. A cute novelty already getting heavy play and much comment. Produced by Blake Mevis.

**MARILYN SELLARS** (Zodiac ZS 1008)

**When He Loved Me** (2:48) (Buckhorn Music — BMI) (Kris Kristofferson)

Reaching far into the pop bag, Marilyn adds her distinctive touch to this Kristofferson love song, produced by Clarence Selman.

**BILLY PARKER** (SCR SC 133)

**It's Bad When You're Caught (With The Goods)** (2:31) (Tommy Overstreet Music — SESAC) (Tommy Overstreet, Dale Vest)

Billy tells it like it is, set to a Texas two-stomp. Great box material produced by The General and Tommy Overstreet.

**LINDA CASSIDY** (CinKay 111)

**If It's Your Song You Sing It** (2:58) (Door Knob Pub. — BMI) (Linda Cassidy)

Good advice, delivered in the distinctive Linda Cassidy style. A good bet for action, produced by Gene Kennedy.

**MAURY FINNEY** (Soundwaves SW 4536)

**Waltz Across Texas** (2:05) (Ernest Tubb Music — BMI) Billy T. Tubb)

Joe Gibson has produced a smooth and easy instrumental waltz. Terrific mood music for FM plays.

**ROY DRUSKY** (Scorpion SC 0515)

**Deep In The Heart Of Dixie** (3:30) (Brim Music — SESAC) (Ronnie McDowell — Ray Hughes)

Solid country up-tempo delivered in smooth Drusky style makes for best bet action on his first for Scorpion, produced by Slim Williamson.

**LARRY HOSFORD** (Shelter SR 62001)

**Wishing I Could** (3:14) (His And Hers Music/On Fire Music — BMI) (L. Hosford)

An unusual production featuring the sound of the musical saw, with back up vocals by Leon Russell and George Harrison. "Regressive" country, perhaps?

**RED SIMPSON** (Portland Records 45046)

**Truck Driver's Heaven** (3:06) (Singletree Music — SESAC) (H. Southern — E. Dean)

"Hillbilly Heaven" has been replaced by new lyrics — "Truck Driver's Heaven." Red Simpson delivers for predicted good box action. Produced by Gene Breeden.

**TAYLOR AND STONE** (Door Knob DK 6-013)

**Catchin' The Morning Train** (2:59) (Chip 'n' Dale Music — ASCAP) (Jim Taylor)

Progressive country rolling on down the line with a good bet for up the charts. Produced by Gene Kennedy.

**THE COWBOY & THE INDIAN** (Music Man IRDA 288)

**Don't Ever Think I Don't Love You** (2:49) (New Light Pub. — ASCAP) (F. Robinson)

A love ballad reaching far into MOR with a flavor of Mexico for spice. Produced by J. Turner and F. Robinson.

**VAN HORN** (Player International Records — IRDA 279)

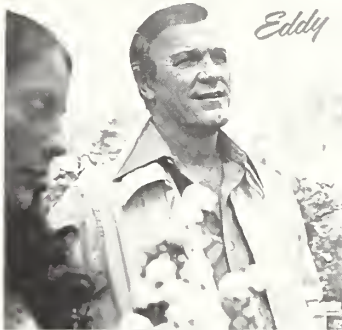
**What A Way To Go** (2:48) (Horsecreek Music — BMI/Have A Tune Music — ASCAP) (B. David — J. Rushing)

A bottle song with a bog country sound produced by John Fisher.



**ALL I CAN DO** — Dolly Parton — RCA APL1-1665

Making a positive move into the progressive sound, Dolly makes her current single the theme of the total offering. Other self-penned selections are "The Fire That Keeps You Warm," "When The Sun Goes Down Tomorrow," "I'm A Drifter," "Falling Out Of Love With Me," "Shattered Image," Preacher Tom" and "Hey, Lucky Lady." Also included are "Life's Like Poetry" (Merle Haggard) and "Boulder to Birmingham" (Emmylou Harris/Bill Danoff). A Dolly Parton/Porter Wagoner production.



**EDDY** — Eddy Arnold — RCA APL1-1817

On his first album since returning to RCA, Eddy delivers in his usual smooth ballad style. Featuring his current hit "Cowboy," this LP also includes the selections "My Woman's Eyes," "Goodnight Irene," "Freedom Ain't The Same As Being Free," "Remember The Good," "Put Me Back Into Your World," "Don't Let The Good Times Roll Away," "I Wouldn't Be So Sad (If We Hadn't Been So Happy)," "She's Just An Old Love Turned Memory," and "We Found It In Each Other's Arms." Produced by Owen Bradley.



**DAVE & SUGAR** — RCA APL-1-1818

A musical love affair with outstanding harmonizing, by country music's newest trio. This Charley Pride/Jerry Bradley production features the hit singles "Queen Of The Silver Dollar" and "The Door Is Always Open." Other selections include "I'm Gonna Love You," "Can't Help But Wonder," "A Whole Lotta Things To Sing About," "I've Been So Wrong, For So Long," "Fools," "Late Nite Country Lovin' Music," "I'm Leavin' The Leavin' To You," and "Queen Of My Heart."



**VALDY AND THE HOMETOWN BAND** — A&M SP 4592

Progressive folk with added rock spice makes for top FM listening, with excellent production by Claire Lawrence, plus outstanding instrumental track. Selections include "Peter And Lou," "Every One Of Them Has Known The Sea," "Blister," "Hometown Band," "Sometimes I Can't Believe," "Allons Mon Canada," "Come On My Canada," "Yes I Can (Anyway You Want Me)," "Cold Water Castle," "Old Home Place," "Me And Martin Growin' Old" and "Weathered Hands."



**BY REQUEST** — DEL AND BILLIE JO — Del Reeves And Billie Joe Spears — United Artists UA-LA 649-G

Approaching their first LP with a solid country delivery, Billie Jo And Del included their hot charting single, "On The Rebound" and current "Teardrops Will Kiss The Morning Dew." Produced by Milton Blackford, other selections include "Nothing Seems To Work Anymore," "Let Your Love Flow," "Baby, Ride Easy," "We're The Greatest Lovers In The World," "Let's Do It Right," "Suspicious Minds," "Hot Sunday Morning" and "We've Got Some Feeling To Do."



**WE CAN FEEL LOVE** — R. W. Blackwood & The Blackwood Singers — Capitol ST 11563

Making the transition from gospel to country, with the added spice of progressive, the group has included their current hit single "Sunday Afternoon Boatride" along with other selections "We Make Beautiful Music Together," "Monkey See, Monkey Do," "He Was There All The Time," "We Mighta Come Over In Different Ships," "I Can Feel Love," "Freedom Lives In A Country Song," "Memory Go Round," "Lord, You Are My Morning Sun," "Looking At The World Through The Eyes Of Love." Produced by Gary S. Paxton.



## Murphy Miffs Local Va. Officials; Chips Away At 'Smiley Radio'

by J.B. Carmicle

LOS ANGELES — Pat Murphy, better known to his WEEL, Fairfax, Virginia audience as "Murphy In The Morning," wakes his listeners with more than just a happy smile and friendly chatter. He calls local politicians "stupid" and causes phones to ring in county government offices by suggesting that his listeners should call about matters they think are unfair. Murphy researches listeners' needs and problems, talks about them on the air, directs comments at everything from utility companies to the city council, and has become the most controversial air personality in the market, which covers greater Washington, D.C.

### Not Doing The Job

"WEEL's license says we are to be involved in the community," Murphy noted, "and that's what I'm doing in this market. . . getting involved. Radio has not been doing the job it's supposed to do. The communication of ideas on the air is not just an announcer wishing good morning to his listeners and providing them with the time and temperature."

Murphy called that approach "smiley" radio. "I've got audience participation. When people begin to find out there's someone on the air who cares about them and their problems, they respond. I feel my job is to help right some wrongs and to do that people have to get as involved as I am."

### Priorities

Two recent issues, both exposed on the air by Murphy, resulted in warming some local collars. The morning host confronted a supervisor from the Fairfax Fire Department about its understaffed crew. Pointing out that the city had too many city arbiters and not enough firemen, Murphy asked the supervisor what his priorities were. "He had a sense of humor and a temper," noted Murphy, "which made for a great show. All I did was merely point out the deficiencies in the system and we succeeded in getting more firemen, although the city budget said no more could be afforded."

### Heat Purposes

"Lights are left on in the Massey Building (a county government building) all night. Government bigwigs who occupied it told me the lights are left on for heat purposes. I asked a lighting engineer, who had designed a similar building in Arlington, to come on my show. He explained that the building in Arlington had gone bankrupt,

partly because lights had been left on continuously. That caused some phones to ring," continued Murphy.

### Explanation

If Murphy gets an irate telephone customer on the line complaining about his phone bill, he's apt to call the phone company on the air asking for an explanation. "Radio has shielded people from the very essence of surviving because we're all afraid to get involved. I look at my job as a lifestyle of helping people, not just a job. You get out of it what you put into it."

Murphy claimed WEEL's management was responsible for a great part of his "free reign." "Anything I've said, they've backed me up because they know I've researched it. They wanted someone involved with the community and I've given them that." Station advertisers don't stand on middle ground, they either hate or love Murphy. "For every sponsor that has cancelled, we've had ten more that specifically requested to be on Murphy's show," remarked Greg Pearson, WEEL general manager. "The sponsors feel that people tune in to hear what Murphy has to say. The reasoning is that listeners will pay close attention to their advertising messages since Murphy's already gotten their attention."

### Rebuttal

Pearson noted that the power companies had refused to buy any time on the station since Murphy had held the morning slot. "They've also turned down offers to come on the show and rebut his points," Pearson continued. "There have been a few other sponsors who have cancelled, but the station's gross sales are up 83 percent in the first six months of this year as compared to the same time period in 1975, and Murphy's certainly a big part of that increase."

"He has the ability and candor to get on target with satire," echoed Jack Casey, WEEL's program director.

### Assistant

Pat Murphy now has an assistant who helps him research material to back up what he says on the air. "We have to spend every minute looking up things that I talk about but I don't say it unless I can prove it. You might even classify me as a politician on the air. People vote for me by listening to

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**EAGLES IN BIG APPLE** — During a rare break between recording sessions for their forthcoming Asylum album and concert appearances on their current tour, the Eagles stopped in New York where Don Felder and newest Eagle Joe Walsh visited WNEW-FM. Pictured from left are: (front row) Ric Aliberte, regional promotion manager, east, Elektra/Asylum; Don Felder; Joe Walsh; Scott Muni, program director, WNEW-FM; (back row) Dave Herman, morning disc jockey for WNEW-FM; and Mitch Kanner, promotion representative, New York, for Elektra/Asylum.

## New FM Action LPs

### Most Added LPs

1. American Flyer — UA
2. Bigger Than Both Of Us — Hall & Oates — RCA
3. Waking And Dreaming — Orleans — Asylum
4. Hasten Down The Wind — Linda Ronstadt — Asylum
5. Best Of The Band — Capitol
6. Joan Armatrading — A&M
7. The Gist Of The Gemini — Gino Vannelli — A&M
8. Blg Towne 2061 — Paris — Capltol
9. Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
10. A Banquet In Blues — John Mayall — ABC
11. Good Singin' Good Playin' — Grand Funk — MCA
12. Love Is A Fire — Country Joe McDonald — Fantasy
13. Ask Anyone — I Don't Care Band — Kama Sutra
14. Mother's Finest — Epic

### Most Requested Cuts

1. Waking And Dreaming (entire LP) /What I Need/Still The One/If I Don't Have You — Orleans — Asylum
2. A Night On The Town (entire LP)/1st Cut Is The Deepest/Pretty Flamingo — Rod Stewart — WB
3. Fly Like An Eagle (entire LP)/Rock'n Me/Window — Steve Miller Band — Capitol
4. (Don't Fear) The Reaper — Blue Oyster Cult — Columbia

### Predictions

1. Hasten Down The Wind (entire LP)/Lose Again/ Try Me Again — Linda Ronstadt — Asylum
2. American Flyer (entire LP)/Call Me Tell Me — UA.

## station breaks

**John Christl** new program director at **KUPD**, Phoenix. **Scottl Brink** exits the station.

**Rick Hansen** is the new program director of **KTAC**, Tacoma. Hansen comes to the station from **KJR**, Seattle.

**Don Langford** named operations director of **KLAC**, Los Angeles country outlet. Langford replaces **Hai Smith**, who has been promoted to vice president-general manager of **KNEW**, Oakland-San Francisco.

**Bud Schweska** named music director of **WNEW-AM**, **Metromedia's** flagship station in New York City. Schweska succeeds **Carolyn Parinello**, who has resigned. Schweska comes to WNEW from **WPAT-FM**, where he worked as music director.

**Ellen Darst** in as music coordinator of **WBCN**, Boston. Darst comes to WBCN from the Boston branch of **Warner/Elektra/Atlantic Corporation**, where she was marketing coordinator for the New England area.

**Paul Wells** returns to **KSJO**, San Jose, California as air personality and music director. Wells has been with **KOME**, also San Jose, up to this job, and before that worked at **WCCR**, New York City.

**John Andrews**, middays at **WEAQ**, Eau Claire, has been promoted to creative director. **Phil Conrad**, from **WLOF**, Orlando replaces Andrews on the air.

**Tom Eshbaugh** named director of advertising and promotion for **KGBS AM/FM**, Los Angeles. Eshbaugh worked last at **WABC**, New York, where he was assistant director of creative services.

**Kevin Keating** named **KSFO**, San Francisco public relations consultant. Keating will be responsible for station's overall public relations, publicity, and promotional activities.

New jocks at **KCBQ**, San Diego are **Larry Maddox** from **WHBQ** Memphis, and **Dean Goss** from **KROY**, Sacramento. **Ron Leonard** does weekends for the station.

**WJDX**, Jackson will lose **Bob Grey**, who exits the station to work at **WHBQ**, Memphis. **Dennis John Bailey** also leaves to return to school. **Dave Kimbro** will take over the 10 pm-2 am slot. Kimbro is from **WQNZ-FM**, Natchez. **John Weeks**, from **WSSO**, Starkville, Mississippi, will do the midday shift at **WJDX**.

**Bobby Hatfield** leaves **WIFI**, Philly to join staff at **WLEE**, Richmond.

**Sandy Fagin** working part time and fill in shifts at **WBAB**, Babylon, New York.

New music assistants at **KSLS**, San Luis

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**STARZ OVER DETROIT** — Starz, Capitol's hardrocking band from New York, stopped by radio station **WABX** to meet various executives and air personalities as well as to chat "on the air." Pictured seated is **Bruce Ravid**, Capitol's midwest AOR (album oriented rock) promotion coordinator; and standing (l to r) are bandmembers **Joe X. Dube**, **Peter Sweval**, **Richie Ranno** and **Brendon Harkin**; **Bob Burch**, national program director for Century Broadcasting (**WABX**, **KSHE** and **KWST**); bandmember **Michael Lee Smith**; **Craig Lambert**, Capitol's Detroit promotion manager; and **Alan Miller**, director of promotion, Aucoin Management (which handles Starz.)



## WNEW-FM — NEW YORK — Vin Scelsa

- Honor Among Thieves — Artful Dodger — Columbia
- Lost In The Wilderness — Brigati — Elektra
- Ask Anyone — I Don't Care Band — Kama Sutra
- Bigger Than Both Of Us — Hall & Oates — RCA
- Spirit — John Denver — RCA
- Delicate And Jumpy — Fania All Stars — Columbia

## WRNW-FM — WESTCHESTER COUNTY, N.Y. — Bob Marrone

- Like The River — La Seine — Ariola
- Gist Of The Gemini — Gino Vannelli — A&M
- Spirit — John Denver — RCA
- Best Of The Band — Capitol
- Bigger Than Both Of Us — Hall & Oates — RCA
- Ask Anyone — I Don't Care Band — Kama Sutra
- Gasolin' — Epic
- Facade — John Reid — Columbia
- Crosswords — Larry Hosford — Shelter/ABC
- Lost In The Wilderness — Brigati — Elektra
- What I Need — Orleans — Asylum
- Down So Low — Linda Ronstadt — Asylum
- † Kiss Of Light — Be Bop Deluxe — Capitol

## WLIR-FM — LONG ISLAND — Denis McNamara

- Sibling Rivalry — Rowans — Asylum
- Bigger Than Both Of Us — Hall & Oates — RCA
- Honor Among Thieves — Artful Dodger — Columbia
- CBGB Volume 1 — CBGB Records
- Shake Some Action — Flamin' Groovies — Sire
- Ask Anyone — I Don't Care Band — Kama Sutra
- Within Reach — O — UA (Imp)
- This Is Niccy — Denise Williams — Columbia
- It's Only Love — ZZ Top — London
- Waking And Dreaming — Orleans — Asylum
- Takin' It To The Streets — Doobie Brothers — WB
- Spitfire — Jefferson Starship — Grunt/RCA
- American Flyer — UA

## WBAB-FM — LONG ISLAND — Bernie Bernard

- Hasten Down The Wind — Linda Ronstadt — Asylum
- Waking And Dreaming — Orleans — Asylum
- Best Of The Band — Capitol
- If I Were Britannia I'd Waive The Rules — Budgie — A&M
- Sibling Rivalry — Rowans — Asylum
- The Gist Of The Gemini — Gino Vannelli — A&M
- Beauties In The Night — Lady Flash — RSO
- Bigger Than Both Of Us — Hall & Oates — RCA
- Birth Of A Legend — Bob Marley/Wailers — Calla
- Whole World's Goin' Crazy — April Wine — London
- I Don't Want To Go Home — Southside Johnny & The Asbury Jukes — Epic
- † Slow Burning Love — James Taylor — WB

## WPLJ-FM — NEW YORK — Corinne Baldaasano

- Summer — War — UA
- Waking And Dreaming — Orleans — Asylum
- Frampton Comes Alive — Peter Frampton — A&M
- Speed Of Sound — Wings — Capitol
- Spitfire — Jefferson Starship — Grunt/RCA
- Fleetwood Mac — WB

## KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

- B'ven — Epic
- Waking And Dreaming — Orleans — Asylum
- Bigger Than Both Of Us — Hall & Oates — RCA

## KWST-FM — LOS ANGELES — Mark Cooper

- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- Bigger Than Both Of Us — Hall & Oates — RCA
- Cheata' — HUB — Capitol
- A Night On The Town — Rod Stewart — WB
- Love Is A Fire (title) — Country Joe McDonald — Fantasy
- Starz — Capitol
- Like The River — La Seine — Ariola
- Waking And Dreaming — Orleans — Asylum

## KMET-FM — LOS ANGELES — Billy Jugs

- Dance With The Dragon — Jefferson Starship — Grunt/RCA
- Rock'n Me — Steve Miller Band — Capitol
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia

## KEZY-FM — ANAHEIM — Ron Burnstein

- Klaatu — Capitol
- Love Is A Fire — Country Joe McDonald — Fantasy
- Tom Thumb The Dreamer — Michael Dinner — Fantasy
- A Banquet In Blues — John Mayall — ABC
- Summertime Dream — Gordon Lightfoot — WB
- Whole World's Going Crazy — April Wine — London
- Child In Time — Ian Gillan — Oyster/Polydor
- Red Tape — Atlanta Rhythm Section — Polydor
- Rainbow Rising — Blackmore's Rainbow — Oyster/Polydor
- Changes One Bowie — David Bowie — RCA
- Olias Of Sunhollow — Jon Anderson — Atlantic
- Frampton Comes Alive — Peter Frampton — A&M
- Ted Nugent — Epic
- † Subrosa Subway — Klaatu — Capitol

## WSDM-FM — CHICAGO — Russ James

- Best Of The Band — Capitol
- She's Gone — Hall & Oates — Atlantic
- American Flyer — UA
- Love Is A Fire — Country Joe McDonald — Fantasy
- Long May You Run — Stills & Young — Reprise/WB
- Spotlight — Crosby/Nash — ABC
- Love Your Own — Average White Band — Atlantic
- Still The One/If I Don't Have You — Orleans — Asylum

## WXRT-FM — CHICAGO — John Platt

- Hasten Down The Wind — Linda Ronstadt — Asylum
- Sibling Rivalry — Rowans — Asylum
- Big Towne 2061 — Paris — Capitol
- Klaatu — Capitol
- Mother's Finest — Epic
- American Flyer — UA
- Sanborn — David Sanborn — WB
- Byron Berline & Sundance — MCA

## WMMR-FM — PHILADELPHIA — Paul Fuhr

- American Flyer — UA
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Waking And Dreaming — Orleans — Asylum
- Joan Armatrading — A&M
- Backstreet Crawler — Atco
- Shouting And Pointing — Mott — Columbia
- Twilight — The Band — Capitol
- NYC State Of Mind/Return To The City/Trade Winds — Mark-Almond — ABC
- Winner/Loser — GO — Island
- Both Ends Burning — Roxy Music — Atco
- † Going Home/Queen Of My Soul — Average White Band — Atlantic
- † It's OK — Beach Boys — Brother/WB

## WYSP-FM — PHILADELPHIA — Sonny Fox

- GO — Island
- Big Towne 2061 — Paris — Capitol
- Wild Cherry — Epic
- Bigger Than Both Of Us — Hall & Oates — RCA
- American Flyer — UA
- Good Singin' Good Playin' — Grand Funk Railroad — MCA
- Leave The Kids Alone — Widowmaker — UA
- Old Loves Die Hard — Triumphvirat — Capitol
- Lowdown — Boz Scaggs — Columbia
- All Things In Time — Lou Rawls — Phila. Int'l.
- Spirit — Michael Franks — WB

## WABX-FM — DETROIT — Ken Calvert

- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- Bigger Than Both Of Us — Hall & Oates — RCA
- Cheata' — HUB — Capitol
- Mother's Finest — Epic
- Automatic Man — Island
- Good Singin' Good Playin' — Grand Funk — MCA
- Vival Roxy Music — Roxy Music — Atco
- Point Blank — Arista
- Waking And Dreaming — Orleans — Asylum
- † Could Be Love — Dwight Twilley Band — Shelter/ABC

## WWWW-FM — DETROIT — Karen Savelly

- Automatic Man — Island
- Shake Some Action — Flamin' Groovies — Sire/ABC
- Bigger Than Both Of Us — Hall & Oates — RCA
- Peter Ivers — WB
- A Banquet In Blues — John Mayall — ABC
- Mother's Finest — Epic
- Big Towne 2061 — Paris — Capitol
- American Flyer — UA
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
- Queen Of My Soul — Average White Band — Atlantic
- † Automatic Man (entire LP) — Island
- † It's Only Love — ZZ Top — London

## KSAN-FM — SAN FRANCISCO — Don Potoczak

- Al Chicano — Shady Brook
- Albert — Albert King — Utopia
- Temptations — Gordy
- Chameleon — LaBelle — Epic
- Secrets — Herbie Hancock — Columbia
- It's Only Love — ZZ Top — London
- Hey Bulldog — Boxer — Virgin
- Twilight — Best Of The Band — Capitol
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Peter Ivers — WB
- Big Towne 2061 — Paris — Capitol
- Waking And Dreaming — Orleans — Asylum
- Trick Bag — The Meters — WB
- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- Good Singin' Good Playin' — Grand Funk — MCA
- Joan Armatrading — A&M
- American Flyer — UA

## KSJO-FM — SAN JOSE — Paul Wells

- Man In The Hills — Burning Spear — Island
- Like The River — La Seine — Ariola
- Bigger Than Both Of Us — Hall & Oates — RCA
- Waking And Dreaming — Orleans — Asylum
- The Gist Of The Gemini — Gino Vannelli — A&M
- Mike Finnegan — WB
- Ask Anyone — I Don't Care Band — Kama Sutra
- Boogie Man — HUB — Capitol

## KOME-FM — SAN JOSE — Dana Jang

- Hasten Down The Wind — Linda Ronstadt — Asylum
- Waking And Dreaming — Orleans — Asylum
- Southern Tracks & Fantasies — Paul Davis — Bang
- Ponti & Grippelli — Inner City
- Tom Thumb The Dreamer — Michael Dinner — Fantasy
- The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
- Shake Some Action — Flamin' Groovies — Sire/ABC
- Bigger Than Both Of Us — Hall & Oates — RCA
- The Wreck Of The Edmond Fitzgerald — Gordon Lightfoot — WB
- Window — Steve Miller Band — Capitol
- 1st Cut Is The Deepest — Rod Stewart — WB
- With Your Love — Jefferson Starship — Grunt/RCA
- † Westward Wind — England Dan & Coley — Big Tree/Atlantic
- † Lose Again — Linda Ronstadt — Asylum
- † Ain't That A Bitch (title) — Johnny Guitar Watson — DJM/Amherst

## WHFS-FM — WASHINGTON, D.C. — David Elnatein

- Man In The Hills — Burning Spear — Island
- Byron Berline & Sundance — MCA
- Bigger Than Both Of Us — Hall & Oates — RCA
- American Flyer — UA
- Love Is A Fire — Country Joe McDonald — Fantasy
- Gist Of The Gemini — Gino Vannelli — A&M
- People Moving — Azar Lawrence — Prestige
- Gerry Mulligan Meets Enrico Intra — Fantasy
- Hasten Down The Wind — Linda Ronstadt — Asylum
- † Hasten Down The Wind (entire LP) — Linda Ronstadt — Asylum

## WCOZ-FM — BOSTON — Beverly Mlre

- This Is Niccy — Denise Williams — Columbia
- American Flyer — UA
- I Only Want My Love — Strawbs — Oyster
- Twilight — Best Of The Band — Capitol
- More Than A Feeling/Smokin' — Boston — Epic
- Georgia — Boz Scaggs — Columbia
- Pretty Flamingo — Rod Stewart — WB
- More Than A Feeling — Boston — Epic

## WBCN-FM — BOSTON — Ellen Darst

- American Flyer — UA
- Joan Armatrading — A&M
- Mike Finnegan — WB
- Love Is A Fire — Country Joe McDonald — Fantasy
- Choir — RCA
- Wait For Night — Rick Springfield — Chelsea
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Peter Ivers — WB
- Soul Searching — Average White Band — Atlantic
- Red Tape — Atlanta Rhythm Section — Polydor
- Agents Of Fortune — Blue Oyster Cult — Columbia
- Good Singin' Good Playin' — Grand Funk — MCA
- Go For Broke — Ian Mathews — Columbia
- The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
- Fly Like An Eagle — Steve Miller Band — Capitol
- Waking And Dreaming — Orleans — Asylum
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Royal Scam — Steely Dan — ABC

## KFWD-FM — DALLAS — Tim Spencer

- Bigger Than Both Of Us — Hall & Oates — RCA
- Sanborn — David Sanborn — WB

## KSHE-FM — ST. LOUIS — Ron Stevens

- Cheata' — HUB — Capitol
- Mother's Finest — Epic
- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- Honor Among Thieves — Artful Dodger — Columbia
- American Flyer — UA
- Waking And Dreaming — Orleans — Asylum
- If I Were Britannia I'd Waive The Rules — Budgie — A&M
- Good Singin' Good Playin' — Grand Funk — MCA
- † Like The River (entire LP) — La Seine — Ariola

## WDVE-FM — PITTSBURGH — Steve Hansen

- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- Twilight — The Best Of The Band — Capitol
- It's Only Love — ZZ Top — London
- American Flyer — UA
- Good Night And Good Morning — Jim Capaldi — Island
- We Can't Go On Meeting Like This — Hummingbird — A&M
- Bigger Than Both Of Us — Hall & Oates — RCA
- Spirit — John Denver — RCA
- Big Towne 2061 — Paris — Capitol
- Crazy On You/Magic Man — Heart — Mushroom
- Gist Of The Gemini — Gino Vannelli — A&M
- † Sincerely/I'm On Fire — Dwight Twilley — Shelter/ABC
- † Bigger Than Both Of Us (entire LP) — Hall & Oates — RCA
- † Sunrise — Eric Carmen — Arista

## WYDD-FM — PITTSBURGH — Steve Downea

- Big Towne 2061 — Paris — Capitol
- Love Is A Fire — Country Joe McDonald — Fantasy
- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- A Banquet In Blues — John Mayall — ABC
- American Flyer — UA
- Automatic Man — Island
- The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
- Rocky — Aerosmith — Columbia
- Fly Like An Eagle — Steve Miller Band — Capitol
- † Call Me Tell Me — American Flyer — UA
- † Automatic Man (title)/My Pearl — Automatic Man — Island

## KPFT-FM — HOUSTON — Larry Foster

- Don't Ask Me — I Don't Care Band — Buddah
- Bigger Than Both Of Us — Hall & Oates — RCA
- The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
- A Banquet In Blues — John Mayall — ABC
- Angela — Jose Feliciano — Private Stock
- Man In The Hills — Burning Spear — Island
- Best Of The Band — Capitol
- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- Joan Armatrading — A&M
- † Wait For Night — Rick Springfield — Chelsea
- † Don't Ask Me — I Don't Care Band — Buddah

## M-105-FM — CLEVELAND — Eric Stevens

- American Flyer — UA
- Bigger Than Both Of Us — Hall & Oates — RCA
- Gist Of The Gemini — Gino Vannelli — A&M
- It's OK — Beach Boys — Brother/WB
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia

## WRAS-FM — ATLANTA — Bob Bailey

- Waking And Dreaming — Orleans — Asylum
- Greg Kihn — Beserkley
- Sibling Rivalry — Rowans — Asylum
- Mother's Finest — Epic
- American Flyer — UA
- Sky Street — Kenny Burrell — Fantasy
- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- Joan Armatrading — A&M
- Mike Finnegan — WB
- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- Bisterstring — Jerry Dawkins — Delmark
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Wired — Jeff Beck — Epic
- (Don't Fear) The Reaper — Blue Oyster Cult — Columbia

## WAL-FM — BINGHAMPTON, N.Y. — Steve Becker

- Cheata' — HUB — Capitol
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Waking And Dreaming — Orleans — Asylum
- Good Playin' — Grand Funk — MCA
- American Flyer — UA
- Starz — Capitol
- Joan Armatrading — A&M
- Best Of BTO — BTO — Mercury
- I Only Want My Love To Grow In You — Strawbs — Oyster
- Superstar — Paul Davis — Bang
- I'd Rather Go Blind — Christine McVie — Sire/ABC
- Rock'n Me — Steve Miller — Capitol
- Long May You Run — Stills/Young — Reprise/WB
- † Lose Again — Linda Ronstadt — Asylum
- † What I Need — Orleans — Asylum
- † Boys In Action — Starz — Capitol
- † Someone Who Loves You — Joan Armatrading — A&M

## KGB-FM — SAN DIEGO — Steve Capan

- GO — Island
- Sincerely — Dwight Twilley Band — Shelter/ABC
- Three — Bob James — CTI
- I've Got A Reason — Richie Furay Band — Asylum
- City Boy — Mercury
- Wait For Night — Rick Springfield — Chelsea
- Joan Armatrading — A&M
- Warren Zevon — Asylum
- Glow — Al Jarreau — WB
- † Popsicle Toes — Michael Franks — WB

## WCMF-FM — ROCHESTER, N.Y. — Bernie Kimble

- The Gist Of The Gemini — Gino Vannelli — A&M
- Ain't That A Bitch — Johnny Guitar Watson — DJM/Amherst
- If I Were Britannia I'd Waive The Rules — Budgie — A&M
- American Flyer — UA
- Bigger Than Both Of Us — Hall & Oates — RCA
- Keep Your Hat On — Jess Roden Band — Island
- Midnight Mirage — Mike Green — Mercury
- Shake Some Action — Flamin' Groovies — Sire/ABC
- Mother's Finest — Epic
- Big Towne 2061 — Paris — Capitol
- GO — Island
- Over Brooklyn — Band With No Name — Casablanca
- GO — Island
- Ain't That A Bitch — Johnny Guitar Watson — A&M

## WQDR-FM — RALEIGH, N.C. — Bill Hard

- Joan Armatrading — A&M
- Hasten Down The Wind — Linda Ronstadt — Asylum
- American Flyer — UA
- Waking And Dreaming — Orleans — Asylum
- Frampton Comes Alive — Peter Frampton — A&M
- Silk Degrees — Boz Scaggs — Columbia
- In The Pocket — James Taylor — WB
- Breazin' — George Benson — WB
- Fleetwood Mac — WB
- Wired — Jeff Beck — Epic
- A Night On The Town — Rod Stewart — WB
- Fly Like An Eagle — Steve Miller Band — Capitol
- † Somebody Loves You — Joan Armatrading — A&M
- † 1st Cut Is The Deepest — Rod Stewart — WB

## WORJ-FM — ORLANDO — Bill McGarthy

- Buzzard Bait — Back Pocket — Joyce
- Good Singin' Good Playin' — Grand Funk — MCA
- Love Is A Fire — Country Joe McDonald — Fantasy
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Nights Are Forever — England Dan & Coley — Big Tree/Atlantic
- A Banquet In Blues — John Mayall — ABC
- Live And On The Move — James Cotton Band — Buddah
- Waking And Dreaming — Orleans — Asylum
- American Flyer — UA
- Twilight — Best Of The Band — Capitol
- It's Only Love — ZZ Top — London
- In The Pocket — James Taylor — WB
- Long Hard Ride — Marshall Tucker Band — Capricorn/WB
- † Nights Are Forever (entire LP) — England Dan & Coley — Big Tree/Atlantic
- † American Flyer (entire LP) — UA

## KEXL-FM — SAN ANTONIO — Ken Crowley

- Trapeze — WB
- Good Singin' Good Playin' — Grand Funk — MCA
- Wait For Night — Rick Springfield — Chelsea
- The Gist Of The Gemini — Gino Vannelli — A&M
- Farther Along — Spirit — Mercury
- Widowmaker — UA
- Olias Of Sunhollow — Jon Anderson — Atlantic
- I've Got A Reason — Richie Furay — Asylum
- Big Towne 2061 — Paris — Capitol
- To The Heart — Mark-Almond — ABC
- A Banquet In Blues — John Mayall — ABC
- Do You Feel — Peter Frampton — A&M
- † Take A Hand — Rick Springfield — Chelsea
- † You Are On My Mind — Chicago — Columbia
- † Cowboy Song — Thin Lizzy — Mercury

## KSML-FM — LAKE TAHOE — Todd Tolkes

- Bigger Than Both Of Us — Hall & Oates — RCA
- American Flyer — UA
- To The Heart — Mark-Almond — ABC
- Waking And Dreaming — Orleans — Asylum
- Joan Armatrading — A&M
- Sibling Rivalry — Rowans — Asylum
- † Windjammer — Freddie Hubbard — Columbia
- GO — Island
- A Banquet In Blues — John Mayall — ABC
- Windjammer — Freddie Hubbard — Columbia
- Dreamboat Annie — Heart — Mushroom
- Bigger Than Both Of Us — Hall & Oates — RCA
- † The Legendary Christine Perfect Album (entire LP) — Christine McVie — Sire/ABC

## KMYR-FM — ALBUQUERQUE — Steve Suplin

- American Flyer — UA
- Mike Finnegan — WB
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Tom Thumb The Dreamer — Michael Dinner — Fantasy
- Byron Berline & Sundance — MCA
- Ask Anyone — I Don't Care Band — Kama Sutra
- Sanborn — David Sanborn — WB
- Wired — Jeff Beck — Epic
- A Night On The Town — Rod Stewart — WB
- Spitfire — Jefferson Starship — Grunt/RCA
- † We Can't Go On Meeting Like This — Hummingbird — A&M

## KFIG-FM — FRESNO — John McCorkle

- American Flyer — UA
- Lady's Choice — Bonnie Bramlett — Capricorn/WB
- Moon Over Brooklyn — Band With No Name — Casablanca
- Like The River — La Seine — Ariola
- The Legendary Christine Perfect Album — Christine McVie — Sire/ABC
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Sanborn — David Sanborn — WB
- Ocean Song/Solid Space — Jon Anderson — Atlantic
- GO — Island
- Rocky — Aerosmith — Columbia
- † Try Me Again — Linda Ronstadt — Asylum
- † The Legendary Christine Perfect Album (entire LP) — Christine McVie — Sire/ABC
- † American Flyer — UA

## KYYS-FM — KANSAS CITY — Max Floyd

- Waking And Dreaming — Orleans — Asylum
- Good Singin' Good Playin' — Grand Funk — MCA
- Point Blank — Arista
- Are You Ready For The Country — Waylon Jennings — RCA
- Hasten Down The Wind — Linda Ronstadt — Asylum
- Little River Band — Harvest/Capitol
- Tom Snow — Capitol
- Night On The Train — Rod Stewart — WB
- She's Gone — Hall & Oates — RCA
- The Raven — Alan Parsons — 20th Century
- † The Raven — Alan Parsons — 20th Century
- † Cinderella — Firefall — Atlantic
- † I Believe — Triumphvirat — Capitol

• ALBUMS ADDED

• MOST REQUESTED LP CUT(S)

† P.D./M.D. PREDICTED HITS



# ADDITIONS TO THE POP PLAYLISTS

NUMBERED OR PART TIME PLAY

## EZY — ANAHEIM

- #1 — Elton John & Kiki Dee
- 21 To 24 — Shake Your Booty — KC & Sunshine Band
- 27 To 21 — With Your Love — Jefferson Starship
- 22 To 16 — Summer — War
- 16 To 7 — Play That Funky Music — Wild Cherry
- 13 To 6 — Lowdown — Boz Scaggs
- 10 To 5 — I'd Really Love — England Dan & Coley
- Ex To 32 — Heaven Must Be — Tavares
- Ex To 33 — If You Leave — Chicago
- Ex To 34 — Magic Man — Heart
- Ex To 35 — Springtime Mama — Henry Gross
- Z-93 — ATLANTA
- #1 — Elton John & Kiki Dee
- Who'd She Coo — Ohio Players — Mercury
- Getaway — EW&F — Columbia
- \*Superstar — Paul Davis — Bang
- \*That'll Be The Day — Linda Ronstadt — Asylum
- 20 To 14 — Still The One — Orleans
- 25 To 18 — Summer — War
- 27 To 21 — Disco Duck — Rick Dees
- 28 To 20 — If You Leave — Chicago
- Ex To 23 — Lowdown — Boz Scaggs
- WQXI — ATLANTA
- #1 — Wild Cherry
- Devil Woman — Cliff Richard — Rocket
- With Your Love — Jefferson Starship — Grunt
- 12 To 5 — You'll Never Find — Lou Rawls
- 14 To 8 — I'd Really Love — England Dan & Coley
- 21 To 14 — Heaven Must Be — Tavares

## WBBQ — AUGUSTA

- #1 — Wild Cherry
- Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
- \*Sunrise — Eric Carmen — Arista
- \*You Are The Woman — Firefall — Atlantic
- 11 To 6 — Baby, I Love — Peter Frampton
- 20 To 12 — Disco Duck — Rick Dees
- 22 To 17 — Heaven Must Be — Tavares
- 23 To 18 — Devil Woman — Cliff Richard
- 26 To 21 — You'll Never Find — Lou Rawls
- 27 To 22 — She's Gone — Hall & Oates
- 29 To 23 — With Your Love — Jefferson Starship
- 30 To 25 — Magic Man — Heart
- Ex To 27 — Lowdown — Boz Scaggs
- Ex To 28 — Rock'n Me — Steve Miller
- Ex To 29 — Street Singin' — Lady Flash

## KERN — BAKERSFIELD

- #1 — Chicago
- \*It's Okay — Beach Boys — Reprise
- \*Magic Man — Heart — Mushroom
- \*Julie Ann — Ginger
- 17 To 8 — Still The One — Orleans
- 19 To 11 — Play That Funky — Wild Cherry
- 23 To 12 — Rock'n Me — Steve Miller
- 25 To 19 — Street Singin' — Lady Flash
- 26 To 20 — Rose Of Cimarron — Poco
- 27 To 22 — Princess And The Punk — Barry Mann
- Ex To 25 — You Are The Woman — Firefall
- Ex To 26 — Take A Hand — Rick Springfield
- Ex To 27 — Long May You Run — Stills/Young

## KAFY — BAKERSFIELD

- #1 — Elton John & Kiki Dee
- \*That'll Be The Day — Linda Ronstadt — Asylum
- \*Disco Duck — Rick Dees — RSO/Polydor
- 15 To 7 — Shake Your Booty — KC & The Sunshine Band
- 20 To 12 — Still The One — Orleans

## WCAO — BALTIMORE

- #1 — Wings
- \*Who'd She Coo — Ohio Players — Mercury
- \*Can You Do It — Grand Funk — MCA
- \*Shower The People — James Taylor — WB
- 20 To 13 — Still The One — Orleans
- 23 To 19 — A Little Bit More — Dr. Hook
- Ex To 29 — Superstar — Paul Davis

## WERC — BIRMINGHAM

- #1 — Elton John & Kiki Dee
- Magic Man — Heart — Mushroom
- \*Goofus — Carpenters — A&M
- \*Did You Boogie — Flash Cadillac — Private Stock
- 17 To 13 — Say You Love Me — Fleetwood Mac
- 27 To 18 — Popsicle Toes — Michael Franks
- 30 To 23 — Lowdown — Boz Scaggs

## WSGN — BIRMINGHAM

- #1 — Peter Frampton
- \*You'll Never Find — Lou Rawls — Phila. Int'l.
- \*Take A Hand — Rick Springfield — Chelsea
- \*Magic Man — Heart — Mushroom
- \*Who'd She Coo — Ohio Players — Mercury
- 10 To 5 — Still The One — Orleans
- 17 To 11 — She's Gone — Hall & Oates
- 21 To 15 — With Your Love — Jefferson Starship
- 22 To 17 — If You Leave — Chicago

## WRKO — BOSTON

- #1 — Bee Gees
- Still The One — Orleans — Asylum
- Say You Love Me — Fleetwood Mac — Reprise
- Beth — Kiss — Casablanca
- 12 To 8 — Play That Funky — Wild Cherry
- 14 To 12 — Shake Your Booty — KC & Sunshine Band
- 18 To 16 — This Masquerade — George Benson
- 29 To 19 — Lowdown — Boz Scaggs
- 30 To 26 — Howzat — Sherbet

## WKBW — BUFFALO

- #1 — Vicki Sue Robinson
- Elton John & Kiki Dee
- Lou Rawls
- With Your Love — Jefferson Starship — Grunt
- The Reaper — Blue Oyster Cult — Columbia
- Popsicle Toes — Michael Franks — Reprise
- \*Lowdown — Boz Scaggs — Columbia
- 22 To 13 — Say You Love Me — Fleetwood Mac
- 24 To 18 — I Can't Hear You — Helen Reddy
- 26 To 7 — Still The One — Orleans
- 28 To 20 — Devil Woman — Cliff Richard

## WBT — CHARLOTTE

- #1 — Elton John & Kiki Dee
- No new additions
- 28 To 21 — Don't Stop Believin' — Olivia Newton-John
- 29 To 22 — If You Leave — Chicago

## WAYS — CHARLOTTE

- #1 — Elton John & Kiki Dee
- Lowdown — Boz Scaggs — Columbia
- \*She's Gone — Hall & Oates — Atlantic

## WLS — CHICAGO

- #1 — Elton John & Kiki Dee
- Baby, I Love — Peter Frampton — A&M
- Magic Man — Heart — Mushroom
- 6 To 2 — Let 'Em In — Wings
- 8 To 6 — I'd Really Love — England Dan & Coley
- 11 To 7 — You Should Be Dancing — Bee Gees
- 13 To 10 — Shake Your Booty — KC & Sunshine Band
- 17 To 13 — Summer — War
- 23 To 14 — Play That Funky — Wild Cherry
- 29 To 20 — With Your Love — Jefferson Starship
- 43 To 16 — If You Leave — Chicago

## WDHF — CHICAGO

- #1 — Elton John & Kiki Dee
- With Your Love — Jefferson Starship — Grunt
- She's Gone — Hall & Oates — Atlantic
- Fernando — Abba — Atlantic
- 10 To 5 — You Should Be Dancing — Bee Gees

## Q-102 — CINCINNATI

- #1 — Wild Cherry
- Disco Duck — Rick Dees — RSO
- She's Gone — Hall & Oates — Atlantic
- 20 To 10 — You'll Never Find — Lou Rawls
- 22 To 15 — This Masquerade — George Benson
- 27 To 22 — Rock'n Me — Steve Miller
- 28 To 17 — Shake Your Booty — KC & Sunshine Band
- Ex To 25 — Still The One — Orleans

## WSAI — CINCINNATI

- #1 — Wild Cherry
- With Your Love — Jefferson Starship — Grunt
- Fifth Of Beethoven — Walter Murphy — Private Stock
- Rock'n Me — Steve Miller — Capitol
- \*That'll Be The Day — Linda Ronstadt — Asylum
- 24 To 17 — If You Leave — Chicago
- 25 To 13 — I'd Really Love — England Dan & Coley
- 27 To 21 — Devil Woman — Cliff Richard

## WGCL — CLEVELAND

- #1 — Elton John & Kiki Dee
- Wham Bam — Silver — Arista
- \*Devil Woman — Cliff Richard — Rocket
- 7 To 3 — Roxy Roller — Sweeney Todd
- 14 To 9 — Shake Your Booty — KC & Sunshine Band
- 20 To 14 — She's Gone — Hall & Oates
- 24 To 15 — Lowdown — Boz Scaggs

## WCOL — COLUMBUS

- Superstar — Paul Davis — Bang
- Sunrise — Eric Carmen — Arista
- Rock'n Me — Steve Miller — Capitol
- Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
- 20 To 10 — Wham Bam — Silver
- 23 To 14 — Popsicle Toes — Michael Franks
- 30 To 23 — With Your Love — Jefferson Starship

## WNCI — COLUMBUS

- #1 — Elton John & Kiki Dee
- Magic Man — Heart — Mushroom
- 13 To 7 — A Little Bit More — Dr. Hook
- 19 To 11 — Shake Your Booty — KC & Sunshine Band

## KLIF — DALLAS

- #1 — Elton John & Kiki Dee
- \*Shower The People — James Taylor — WB
- \*Wham Bam — Silver — Arista
- \*That'll Be The Day — Linda Ronstadt — Asylum
- 13 To 5 — Shake Your Booty — KC & Sunshine Band
- 14 To 9 — She's Gone — Hall & Oates
- 19 To 14 — With Your Love — Jefferson Starship
- 22 To 17 — If You Leave — Chicago
- Ex To 20 — Lowdown — Boz Scaggs
- Ex To 21 — Still The One — Orleans
- Ex To 23 — Summer — War
- Ex To 24 — I Can't Hear You — Helen Reddy

## WING — DAYTON

- #1 — Peter Frampton
- It's O.K. — Beach Boys — Reprise
- Disco Duck — Rick Dees — RSO
- Amber Cascades — America — WB
- That'll Be The Day — Linda Ronstadt — Asylum
- Can You Do It — Grand Funk — MCA
- 21 To 13 — Still The One — Orleans — Asylum
- 22 To 15 — Shower The People — James Taylor
- 30 To 26 — Who'd She Coo — Ohio Players

## KTLK — DENVER

- #1 — Wings
- It's O.K. — Beach Boys — Reprise
- Devil Woman — Cliff Richard — Rocket
- Lowdown — Boz Scaggs — Columbia
- This Masquerade — George Benson — WB
- 27 To 15 — If You Leave — Chicago
- 34 To 14 — Disco Duck — Rick Dees
- 37 To 27 — You'll Never Find — Lou Rawls

## KIOA — DES MOINES

- #1 — Elton John & Kiki Dee
- Ode To Billy Joe — Bobbi Gentry — Capitol
- Shake Your Booty — KC & Sunshine Band — TK
- Play That Funky — Wild Cherry — Epic
- Summer — War — UA
- This Masquerade — George Benson — WB
- She's Gone — Hall & Oates — Atlantic
- Struttin' My Stuff — Elvin Bishop — Capricorn
- 12 To 4 — Devil Woman — Cliff Richard

## CKLW — DETROIT

- #1 — Wild Cherry
- \*Roxanne — Peter Dinklage — Polydor
- \*Love Of My Life — Gino Vannelli — A&M
- \*Fernando — Abba — Atlantic
- \*Still The One — Orleans — Asylum
- 24 To 14 — Fifth Of Beethoven — Walter Murphy
- 25 To 16 — Who'd She Coo — Ohio Players
- 27 To 19 — Lowdown — Boz Scaggs

## WXYZ — DETROIT

- #1 — Elton John & Kiki Dee
- Say You Love Me — Fleetwood Mac — Reprise
- Getaway — EW&F — Columbia
- Lowdown — Boz Scaggs — Columbia
- If You Leave — Chicago — Columbia
- Summer — War — UA

## WDRQ — DETROIT

- #1 — Wild Cherry
- Who'd She Coo — Ohio Players — Mercury
- Fifth Of Beethoven — Walter Murphy — Private Stock
- Disco Duck — Rick Dees — RSO
- Best Disco In Town — Ritchie Family — Marlin
- 10 To 5 — Shake Your Booty — KC & Sunshine Band
- 19 To 13 — You Are My Starship — Norman Connors
- 32 To 23 — Love Of My Own — AWB

## WVBF — FRAMINGHAM

- #1 — Bee Gees
- If You Leave — Chicago — Columbia
- I Can't Hear You — Helen Reddy — Capitol
- Getaway — EW&F — Columbia

## WDRG — HARTFORD

- #1 — Elton John & Kiki Dee
- \*Summer — War — UA
- \*Popsicle Toes — Michael Franks — Reprise
- \*Getaway — EW&F — Columbia
- 11 To 4 — You Should Be Dancing — Bee Gees
- 20 To 14 — Heaven Must Be — Tavares

## KRBE — HOUSTON

- #1 — Elton John & Kiki Dee
- Still The One — Orleans — Asylum
- If You Know — Neil Diamond — Columbia
- Only You Babe — Curtis Mayfield — Curton
- \*It's Only Love — Z. Z. Top — London
- \*That'll Be The Day — Linda Ronstadt — Asylum
- \*Magic Man — Heart — Mushroom
- 25 To 20 — Shake Your Booty — KC & Sunshine Band

## WNDE — INDIANAPOLIS

- #1 — Elton John & Kiki Dee
- Devil Woman — Cliff Richard — Rocket
- Disco Duck — Rick Dees — RSO
- \*Born To Love — American Tears — Columbia
- 20 To 7 — Shake Your Booty — KC & Sunshine Band

## WAPE — JACKSONVILLE

- #1 — George Benson
- No new additions
- 24 To 15 — If You Leave — Chicago
- 23 To 17 — Summer — War
- 30 To 20 — Heaven Must Be — Tavares

## KBEQ — KANSAS CITY

- #1 — Elton John & Kiki Dee

- You Should Be Dancing — Bee Gees — RSO
- Lowdown — Boz Scaggs — Columbia
- Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
- 13 To 5 — I'd Really Love — England Dan & Coley
- 19 To 11 — You'll Never Find — Lou Rawls
- 26 To 15 — Did You Boogie — Flash Cadillac
- 28 To 17 — Shake Your Booty — KC & Sunshine Band

## KHJ — LOS ANGELES

- #1 — Elton John & Kiki Dee
- Don't Think, Feel — Neil Diamond — Columbia
- Still The One — Orleans — Asylum
- 11 To 9 — Play That Funky — Wild Cherry
- 12 To 8 — You'll Never Find — Lou Rawls
- 13 To 7 — Heaven Must Be — Tavares
- 14 To 10 — Fifth Of Beethoven — Walter Murphy
- 5 To 12 — Lowdown — Boz Scaggs
- 18 To 14 — I'm Easy — Keith Carradine
- 22 To 18 — Don't Stop Believin' — Olivia Newton-John
- 24 To 17 — Summer — War
- 26 To 19 — Devil Woman — Cliff Richard
- 29 To 21 — Young Hearts Run Free — Candi Staton
- 30 To 26 — A Little Bit More — Dr. Hook
- Ex To 23 — Shake Your Booty — KC & Sunshine Band

## WAKY — LOUISVILLE

- #1 — Elton John & Kiki Dee
- \*You Are The Woman — Firefall — Atlantic
- \*Let's Rock — Ellison Chase — Big Tree
- \*Popsicle Toes — Michael Franks — Reprise
- 14 To 5 — Baby, I Love You — Peter Frampton
- 16 To 10 — Still The One — Orleans

## WKLO — LOUISVILLE

- #1 — Elton John & Kiki Dee
- \*Magic Man — Heart — Mushroom
- \*Highly — John Miles — London
- \*Fernando — Abba — Atlantic
- \*Everything's Gonna Be — England Dan & Coley — Big Tree
- \*St. Charles — Jefferson Starship — Grunt
- 13 To 6 — Shake Your Booty — KC & Sunshine Band
- 15 To 10 — Baby, I Love — Peter Frampton
- Ex To 16 — Getaway — EW&F

## WMPS — MEMPHIS

- #1 — Elton John & Kiki Dee
- That'll Be The Day — Linda Ronstadt — Asylum
- I Can't Hear You — Helen Reddy — Capitol
- Getaway — EW&F — Columbia
- One Love — Diana Ross — Motown
- 10 To 5 — Play That Funky — Wild Cherry
- 12 To 8 — Shake Your Booty — KC & Sunshine Band
- 14 To 10 — Say You Love Me — Fleetwood Mac
- 15 To 11 — Devil Woman — Cliff Richard
- 18 To 14 — Heaven Must Be — Tavares
- 25 To 10 — Springtime Mama — Henry Gross
- 30 To 18 — Don't Stop Believin' — Olivia Newton-John — MCA

## WHBQ — MEMPHIS

- #1 — Wild Cherry
- Summer — War — UA
- Lowdown — Boz Scaggs — Columbia
- Wham Bam — Silver — Arista
- 11 To 9 — You'll Never Find — Lou Rawls
- 17 To 10 — Heaven Must Be — Tavares
- 19 To 14 — A Little Bit More — Dr. Hook
- 22 To 19 — Say You Love Me — Fleetwood Mac
- 24 To 21 — Shower The People — James Taylor
- 26 To 17 — Devil Woman — Cliff Richard
- 27 To 22 — Still The One — Orleans
- 28 To 24 — You Are The Woman — Firefall
- 29 To 25 — With Your Love — Jefferson Starship
- 30 To 26 — If You Leave — Chicago

## Y-100 — MIAMI

- #1 — Elton John & Kiki Dee
- Disco Duck — Rick Dees — RSO
- 13 To 9 — If You Leave — Chicago
- 16 To 11 — Summer — War
- 17 To 12 — Heaven Must Be — Tavares

## WQAM — MIAMI

- #1 — KC & Sunshine Band
- Disco Duck — Rick Dees — RSO
- Lowdown — Boz Scaggs — Columbia
- A Little Bit More — Dr. Hook — Capitol
- 11 To 2 — Play That Funky — Wild Cherry
- 19 To 6 — Fifth Of Beethoven — Walter Murphy

## 96X — MIAMI

- #1 — Rick Dees
- If You Leave — Chicago — Columbia
- Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
- 16 To 1 — Disco Duck — Rick Dees
- 19 To 11 — You'll Never Find — Lou Rawls
- 21 To 14 — Fifth Of Beethoven — Walter Murphy
- 20 To 16 — This Masquerade — George Benson
- 26 To 17 — Baby I Love — Peter Frampton

## WOKY — MILWAUKEE

- #1 — Walter Murphy
- Still The One — Orleans — Asylum
- I Got To Know — Starbuck — Private Stock
- Rock'n Me — Steve Miller — Capitol
- Street Singin' — Lady Flash — RSO
- \*Fernando — Abba — Atlantic
- 17 To 11 — Play That Funky — Wild Cherry
- 21 To 16 — Devil Woman — Cliff Richard
- 23 To 18 — Wham Bam — Silver
- 27 To 22 — If You Leave — Chicago
- 34 To 25 — With Your Love — Jefferson Starship
- 35 To 23 — Shake Your Booty — KC & Sunshine Band

## KDWB — MINNEAPOLIS

- #1 — Elton John & Kiki Dee
- \*Shake Your Booty — KC & Sunshine Band — TK
- \*Say You Love Me — Fleetwood Mac — Reprise
- 21 To 13 — Devil Woman — Cliff Richard
- 24 To 16 — Fifth Of Beethoven — Walter Murphy

## WDGY — MINNEAPOLIS

- #1 — Elton John & Kiki Dee
- \*Play That Funky — Wild Cherry — Epic
- \*Heaven Must Be — Tavares — Capitol

## KSTP — MINNEAPOLIS

- #1 — England Dan & Coley
- Fifth Of Beethoven — Walter Murphy — Private Stock
- A Little Bit More — Dr. Hook — Capitol
- Magic Man — Heart — Mushroom
- It's O.K. — Beach Boys — Reprise
- 12 To 6 — Still The One — Orleans
- 20 To 12 — You'll Never Find — Lou Rawls
- 24 To 17 — If You Leave — Chicago
- 28 To 23 — She's Gone — Hall & Oates

## WHYY — MONTGOMERY

- #1 — Wild Cherry
- \*Lowdown — Boz Scaggs — Columbia
- \*Nadia's Theme — Perry Botkin Jr. & A&M
- \*Shower The People — James Taylor — WB
- \*Getaway — EW&F — Columbia
- 12 To 8 — Superstar — Paul Davis
- 15 To 6 — Still The One — Orleans
- 16 To 7 — If You Leave — Chicago
- 18 To 11 — Can You Do It — Grand Funk
- Ex To 13 — Disco Duck — Rick Dees
- Ex To 20 — She's Gone — Hall & Oates
- Ex To 23 — Get The Funk Out — Brothers Johnson
- Ex To 24 — The Reaper — Blue Oyster Cult

## WLAC — NASHVILLE

- #1 — Wild Cherry
- \*It's O.K. — Beach Boys — Reprise
- \*She's Gone — Hall & Oates — Atlantic
- \*Magic Man — Heart — Mushroom
- 6 To 2 — Don't Go Breaking — Elton John & Kiki Dee
- 25 To 20 — Still The One — Orleans
- Ex To 21 — Lowdown — Boz Scaggs
- Ex To 22 — Fifth Of Beethoven — Walter Murphy

## WMAK — NASHVILLE

- #1 — Elton John & Kiki Dee
- Lowdown — Boz Scaggs — Columbia
- If You Leave — Chicago — Columbia
- I Can't Hear You — Helen Reddy — Capitol
- 15 To 9 — Play That Funky — Wild Cherry
- 24 To 19 — A Little Bit More — Dr. Hook
- 27 To 21 — Devil Woman — Cliff Richard

## WAVZ — NEW HAVEN

- #1 — Lou Rawls
- Take A Hand — Rick Springfield — Chelsea
- It's O.K. — Beach Boys — Reprise
- \*The Reaper — Blue Oyster Cult — Columbia

## WNOE — NEW ORLEANS

- #1 — Seals & Crofts
- Disco Duck — Rick Dees — RSO
- Play That Funky — Wild Cherry — Epic
- Fifth Of Beethoven — Walter Murphy — Private Stock
- 11 To 7 — Let 'Em In — Wings
- 18 To 14 — Let Her In — John Travolta
- 21 To 16 — Last Child — Aerosmith

## WTIX — NEW ORLEANS

- #1 — Elton John & Kiki Dee
- \*If You Leave — Chicago — Columbia
- \*I Can't Hear You — Helen Reddy — Capitol
- 12 To 8 — I'd Really Love — England Dan & Coley

## WABC — NEW YORK

- #1 — Lou Rawls
- Summer — War — UA
- Lowdown — Boz Scaggs — Columbia
- 7 To 4 — Let 'Em In — Wings
- 14 To 9 — Fifth Of Beethoven — Walter Murphy
- 16 To 12 — Shake Your Booty — KC & Sunshine Band
- 18 To 13 — This Masquerade — George Benson
- 30 To 17 — I'd Really Love — England Dan & Coley

## WPIX — NEW YORK

- #1 — Elton John & Kiki Dee
- Best Disco In Town — Ritchie Family — TK
- Hard Work — John Handy — ABC
- Lowdown — Boz Scaggs — Columbia
- Sunrise — Eric Carmen — Arista
- \*She's Gone — Hall & Oates
- 18 To 10 — Shake Your Booty — KC & Sunshine Band
- 20 To 12 — Play That Funky — Wild Cherry
- 27 To 20 — You'll Never Find — Lou Rawls

## 99X — NEW YORK

- #1 — Lou Rawls
- One Love — Diana Ross — Motown
- With Your Love — Jefferson Starship — Grunt
- If You Leave — Chicago — Columbia
- 12 To 9 — Lowdown — Boz Scaggs
- 12 To 11 — I'm Easy — Keith Carradine
- 25 To 18 — Play That Funky — Wild Cherry
- 30 To 17 — I'd Really Love — England Dan & Coley

## WGH — NORFOLK

- #1 — Elton John & Kiki Dee
- That'll Be The Day — Linda Ronstadt — Asylum
- Rock'n Me — Steve Miller — Capitol
- Take A Hand — Rick Springfield — Chelsea
- \*I Can't Hear You — Helen Reddy — Capitol
- \*Wham Bam — Silver — Arista
- \*Don't Stop Believin' — Olivia Newton-John — MCA
- \*Superstar — Paul Davis — Bang
- \*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century
- 15 To 8 — This Masquerade — George Benson
- 25 To 19 — Turn The Beat — Vicki Sue Robinson
- 26 To 20 — Lowdown — Boz Scaggs

## KOMA — OKLAHOMA CITY

- #1 — Elton John & Kiki Dee
- Devil Woman — Cliff Richard — Rocket
- Play That Funky — Wild Cherry — Epic
- With Your Love — Jefferson Starship — Grunt
- Lowdown — Boz Scaggs — Columbia
- Summer — War — UA
- 12 To 3 — Let 'Em In — Wings
- 15 To 5 — I'd Really Love — England Dan & Coley
- 11 To 7 — Baby I Love — Peter Frampton
- 23 To 11 — Fifth Of Beethoven — Walter Murphy

## WOW — OMAHA

- #1 — Elton John & Kiki Dee
- \*Lowdown — Boz Scaggs — Columbia
- \*She's Gone — Hall & Oates — Atlantic
- 16 To 9 — Shake Your Booty — KC & Sunshine Band
- 20 To 10 — Devil Woman — Cliff Richard

## WFIL — PHILADELPHIA

- #1 — Elton John & Kiki Dee
- If You Leave — Chicago — Columbia
- \*Say You Love Me — Fleetwood Mac — Reprise
- \*Disco Duck — Rick Dees — RSO
- 20 To 15 — Lowdown — Boz Scaggs
- 23 To 17 — Fifth Of Beethoven — Walter Murphy

## WIFI — PHILADELPHIA

- #1 — Elton John & Kiki Dee
- Disco Duck — Rick Dees — RSO
- Shower The People — James Taylor — WB
- Fernando — Abba — Atlantic
- \*That'll Be The Day — Linda Ronstadt
- \*Sunrise — Eric Carmen — Arista
- 15 To 12 — Lowdown — Boz Scaggs
- 16 To 11 — Baby, I Love — Peter Frampton
- 18 To 13 — Still The One — Orleans
- 27 To 16 — Fifth Of Beethoven — Walter Murphy
- 26 To 21 — A Little Bit More — Dr. Hook

## WPEZ — PITTSBURG



- #1 WINGS** — #1 at WCAO, WJET, KGW. Top 5 rotation at 31% of our reporting stations including KSTP-5, WLEE-2, KEEL-4, KIOA-3, WAKY-2, WSGA-4, WDGY-3, WABC-4, WAYS-4, WIRL-4, KCPX-4, WGH-5, KJRB-3, WLS-2, WTIK-2, KRBE-2, KIMN-2, KILT-3, CKLW-3, WKBW-3, WGCL-4, WKBW-3, WGCL-4, WMPS-3, KXOK-3. Key jumps at WABC 7-4, WLS 6-2, WZUU 15-10, 13Q 15-10. Top 5 selling single at 43% of our accounts including #1 at Central/Hartford, Transworld/Albany, Disco/Boston, Waxie Maxie/D.C., West. Merch./Amarillo. Top 5 sales at Soul City/L.A., Norman Cooper/Phila., Peaches/Denver/Cleve./Delwood/Atl., Bee Gee/Albany, Licorice Pizza/L.A., Double B/L.I., Potomac/Wash., Prospect/Cleve., Aravox/N.Y., Consolidated/Det., Southern/Miami, Stark/Cleve., Harmony House/Det.
- #3 BEE GEES** — Major jumps at WLS 11-7, WDRC 11-4, KFRC 16-12, KNDE 20-16, KJR 13-9. Added at KBEQ. Top 5 airplay at KSTP-2, WFIL-3, KEEL-5, Z-93-5, WCAO-2, WIFI-2, WABC-3, WDRG-4, WJET-4, KERN-3, WORC-2, WSAI-4, WLAC-5, KCPX-3, Q-102-5, WGH-4, WZUU-4, KTAC-5, WAPE-3. #1 sales at Peaches/L.A., Peters/Boston, King Karol/N.Y., Radio Doctor/Milw., N.E. Music City/Boston. Top 5 at Tower/S.F., Soul City/L.A., Peaches/Denver/Atl., Central/Hartford, Rec. & Tape/Balt., Double B/L.I., Licorice Pizza/L.A., Potomac/Wash., Aravox/N.Y., Ronny Martin/Miami, Town Hall/N.Y., Consolidated/Det., Interstate/Miami. (#20 bullet on R&B singles)
- #4 WILD CHERRY** — #5 most active single with 16 big jumps including KERN 19-11, KEEL 18-8, WQAM 11-2, WLEE 11-6, WLS 23-14, KLEO 11-4, WMPS 10-5, KXOK 13-7, WBGW 28-20, WRKO 12-8, WOKY 17-11, WPIX 20-12, 99X 25-18, KILT 7-2, WMAK 15-9, KGW 7-2. Added at WDGY, KIOA. Top 5 rotation at 33% of our reporting stations. #1 play at WBBQ, 13Q, WSAI, WLAC, KCPX, WQXI, Z-96, WHHY. Top 5 at WSGN-4, WFIL-2, WCOL-3, WQAM-2, WKY-5, Z93-2, WSGA-2, WNCI-5, WCAO-5, WIFI-3, WAYS-5, WGH-2, KNDE-2, WAPE-2, KJRB-5, Y100-4. #1 sales at Musicland/S.F., Rec. & Tapes, Moreys/Balt., Central South/Nashville. #5 sales at Tower/S.F., Toshs/Seattle, Peaches/Ft. Laud./L.A./Denver/Cleve./St. Louis, Bee Gee/Albany, Central/Hartford, Richman Bros./Phila., Potomac/Wash., Prospect/Cleve., Consolidated/Det., West. Merch./Amarillo, Franklin/Atl., Natl. Rec. Mart/Pitt., Stark/Cleve., Harmony House/Det. (#1 R&B single)
- #5 LOU RAWLS** — 12 prime movers include WBBQ 26-21, KSTP 20-12, WQXI 12-5, Q102 20-10, KCPX ex-20, WBGW ex-30, WPIX 27-20, KBEQ 19-11, KING 19-13, KGW 26-21, KJR ex-25, KHJ 12-8. Added at WSGN. Top 5 rotation at WABC-1, WFIL-4, KEEL-5, WQAM-4, WNCI-4, WIFI-5, WDGY-4, 13Q-3, WPRO-3, WOW-5, WNDE-4, WLS-4, WQXI-5. Top 5 sales at Peaches/Ft. Laud./L.A./Denver, Bee Gee/Albany, Central/Hartford, Rec. & Tape/Balt., Double B/L.I., Aravox/N.Y., N.E. Music City/Boston, Ronny Martin/Miami, Prospect/Cleve., Natl. Rec. Mart/Pitt., Central South/Nashville. (#5 R&B single)
- #6 ENGLAND DAN** — Big jumps at WABC 30-17, WSGA 14-10, WQXI 14-8, WSAI 23-13, WLS 8-6, KSLQ 21-10, WBEQ 13-5, 99X 30-17, KFRC 18-15, KNDE 23-15, KCBQ 7-3, WMAK 7-5, WTIK 12-8, KNUS 14-6. Power rotation at KSTP-1, WBBQ-5, WLEE-3, WAKY-2, KEEL-3, WKY-4, WCAO-3, WBBF-3, WDGY-5, WDRG-5, WAYS-2, WPRO-5, WOW-2, WIRL-2, WZUU-2, KTAC-3, WAPE-4, Z96-5, KLIF-3. Top 10 sales at Licorice Pizza/L.A., Peaches/Cleve., Central/Hartford, Double B/L.I., Aravox/N.Y., N.E. Music City/Boston, Soul City/L.A., Ronny Martin/Miami, Prospect/Cleve., Natl. Rec. Mart/Pitt., Central South/Nashville.
- #8 K.C. AND THE SUNSHINE BAND** — #1 most active single with 27 big jumps including WABC 16-12, WKY 10-3, WOW 16-9, KEEL 14-7, KRBE 22-15, Q102 28-17, WMPS 12-8, WBGW 21-10, KSLQ 19-9, WOKY 35-23, WPIX 18-10, WBEQ 28-17, WGCL 14-9, WLS 13-10, Z96 28-9, WNDE 20-7, WNCI 19-11, KGW 16-8, KRBE 25-20, KAKC 29-20, WKLO 13-6, KILT 29-17, WRKO 14-12, KHJ ex-28. Added at KIOA. Top 5 rotation at WSGN-2, WQAM-1, WKY-3, WSGA-3, WERC-4, WIFI-4, WORC-5, WLAC-3, KTAC-1, WAPE-5, WQXI-3, KLIF-5, Y100-2, WHHY-2. Top 10 selling single at Musicland, Tower/S.F., Toshs/Seattle, Peaches/Ft. Laud./L.A., Denver/St. Louis/Atl., Rec. & Tape/Balt., Potomac/Wash., Town Hall/N.Y., Stark/Cleve., Natl. Rec. Mart/Pitt., Southern/Miami, Central South/Nash., West. Merch./Amarillo. (#4 bullet on R&B singles)
- #9 WALTER MURPHY** — Adds at WSAI, KSTP, KCBQ. 14 prime movers including WABC 14-9, WLAC ex-22, WQAM 19-6, WIFI 27-16, WZUU 14-9, WLEE 9-4, WFIL 23-17, 13Q 24-16, KXOK 16-8, KHJ 14-10, WPEZ 24-14, KJR 10-6, CKLW 24-14, KNUS ex-10. Top 5 airplay at WLEE-4, KIOA-2, Z93-4, WERC-3, WJET-3, WAYS-4, WPRO-4, WOW-4, WIRL-3, WGH-3, KJRB-4, WQXI-4, Y100-5. Top 10 sales at Tower/S.F., Licorice Pizza/L.A., Peaches/Ft. Laud./Delwood/Denver, Bee Gee/Albany, Peters/Boston, Richman Bros./Phila., Buffalo One Stop, Potomac/Wash., Town Hall/N.Y., Interstate/Miami, Prospect/Cleve., Consolidated/Det., Stark/Cleve., Natl. Rec. Mart/Pitt., Franklin/Atl.
- #13 TAVARES** — Added at WPEZ, KFRC, KILT, WDGY. 12 prime movers including WDRC 20-14, WBBQ 22-17, Y200 17-12, WQXI 21-14, KJRB ex-28, WAPE 30-20, WMPS 18-14, KXOK 19-17, KJR 26-20, KHJ 13-7, WHBQ 17-10. Top 5 rotation at WAKY-3, WCAO-4, WJET-2. Top 10 sales at Soul City/L.A., Toshs/Seattle, Peaches/Ft. Laud., Central/Hartford, Norman Cooper/Phila., Transworld/Albany, Richman Bros./Phila., Double B/L.I., King Karol/N.Y., Interstate/Miami, Town Hall/N.Y. (#7 R&B single)
- #14 CLIFF RICHARD** — #4 most active single with 20 prime movers including KXOK 22-15, WOW 20-10, WBGW 23-17, KIOA 12-4, WOKY 21-16, WSGA 11-5, WBBQ 23-18, WHBQ 26-17, KHJ 26-19, KILT 17-11, KCBQ 29-22, WMAK 27-21, WMPS 15-11, KLEO 5-1, WSAI 27-21, KBW 28-20. Added at WPEZ, WQXI, WGCL, 13Q, Z96, WNDE. Top 5 airplay at WCOL-4, KIOA-4, WSGA-5, KERN-5, WORC-4, KTAC-2, KJRB-2, KLIF-4. Strong sales at Licorice Pizza/L.A., Toshs/Seattle, King Karol/N.Y., Potomac/Wash., Aravox/N.Y., Natl. Rec. Mart/Pitt., Franklin, Peaches/Atl.
- #15 BOZ SCAGGS** — #1 most added single with 18 new stations including WABC, WQAM, KXOK, WPIX, KSLQ, WPEZ, KNUS, WOW, WAYS, WHHY, KLEO, KBW, WHBQ, KAKC, WMAK. #3 most active single with 20 big jumps including WORC 25-20, WBBQ ex-27, KLIF ex-20, WLAC ex-21, WGH 26-20, WPGC 24-18, WERC 30-23, WGCL 24-15, 99X 12-9, KFRC 14-11, KHJ 15-12, WRKO 29-19, KILT 40-22, WFIL 20-15, WLEE 29-22, CKLW 27-19, KGW ex-27. Strongest sales at Tower/S.F., Soul City/L.A., Peaches/L.A., Rec. & Tape/Balt., Richman Bros./Phila., Double B/L.I., King Karol/N.Y., Potomac/Wash., Licorice Pizza/L.A., Town Hall/N.Y. Consolidated/Det., Central South/Nash. (#13 bullet on R&B singles)
- #16 PETER FRAMPTON** — Added at WLS, WPGC, 13Q. Jumps at WIRL 13-8, WIFI 16-11, WAKY 14-5, WLEE 17-8, WBBQ 11-6, KLEO 16-12, WPEZ 25-15, WKLO 15-10. Top 5 radio at WBBF-5, WERC-5, KERN-4, WLAC-4. Best sales at Toshs/Seattle, Central/Hartford, Peters/Boston, Soul City/L.A., Bee Gee/Albany, Peaches/Denver, Double B/L.I., Buffalo One Stop, King Karol/N.Y., Interstate/Miami, Stark/Cleve., Galgano/Chi., West. Merch./Amarillo, Central South/Nash.
- #17 DR. HOOK** — Added at WQAM, KFRC, KSTP. 12 jumps at WORC 20-14, WNCI 13-7, WCAO 23-19, WIFI 26-21, WLEE 22-14, WPRO ex-19, WHBQ 19-14, KHJ 30-26, WMAK 24-19, KAKC 19-12, KIMN 21-16. Top 5 airplay at WBBF-5, WERC-5, KERN-4, WLAC-4. Strong sales at Toshs/Seattle, Central/Hartford, Peters/Boston, King Karol/N.Y., Interstate/Miami, Harmony House/Det., Stark/Cleve., Galgano/Chi., Central South/Nash., West. Merch./Amarillo.
- #18 FLEETWOOD MAC** — Added at WRKO, WPEZ, WFIL, WXYZ, KDWB. Jumps at WBBF 23-13, WERC 17-13, WLEE 21-13, WMPS 14-10, KBW 22-13, KIMN 18-11. Top 5 rotation at WSGN-3, WAKY-4. Strongest sales at Peaches/St. Louis, Central/Hartford, Rec. & Tape/Balt., Double B/L.I., King Karol/N.Y., Schwartz Bros./D.C., Ronny Martin/Miami, Stark/Cleve., Central South/Nash., Aravox/N.Y.
- #19 WAR** — Key adds at WABC, WHBQ, WPGC, WDRC. Jumps at Z93 25-18, KLIF ex-23, Y100 16-11, WLS 17-13, WAPE 23-17, KLEO 28-24, KHJ 24-17, KJR ex-24, KILT 20-16, KGW 19-14. Strong sales at Tower/S.F., Licorice Pizza/L.A., Peaches/Denver, Norman Cooper/Phila., Rec. & Tape/Balt., Double B/L.I., Buffalo One Stop, King Karol/N.Y., Ronny Martin/Miami, Radio Doctor/Milw., Southern/Miami, Central South/Nash. (#8 R&B singles)
- #20 JEFFERSON STARSHIP** — #9 most added single with 9 new stations including WSAI, 99X, WQXI, KNUS, KBW, WBGW, WZUU, WIRL. Jumps at WCOL 30-23, WSGN 21-15, WBBQ 29-23, WPRO ex-24, KLIF 19-14, WLS 29-20, WOKY 34-25, WHBQ 29-25, KILT 30-23, KAKC 26-21. Strong sales at Tower/S.F., Music Plus/L.A., Peaches/Delwood, Bee Gee/Albany, Central/Hartford, Peters/Boston, King Karol, Aravox/N.Y., Interstate/Miami, Schwartz Bros./D.C., Galgano/Chi.
- #22 ORLEANS** — #2 most active single with 24 big jumps including WAKY 16-10, WLAC 25-20, Z93 20-14, WSGA 20-11, WCAO 20-13, WIFI 18-13, KSTP 12-6, WPRO 18-12, WHHY 15-6, KLIF ex-21, KSLQ 29-24, KXOK 21-16. #7 most added single with 10 new stations including WRKO, KJR, KNUS, KRBE, KAKC, CKLW, KNDE, WOKY, KLEO. Strong sales at Bee Gee/Albany, Central/Hartford, Norman Cooper/Phila., Rec. & Tape/Balt., Richman Bros./Phila., Double B/L.I., Buffalo One Stop, King Karol/N.Y., Potomac/Wash., Schwartz Bros./D.C., Central South/Nash.
- #27 SILVER** — Added at WGCL, KXOK, KLIF, WGH, WHBQ. Jumps: WIRL 24-19, WCOL 20-10, WOKY 23-18, WPGC ex-25, U100 13-9, KGW 28-16. Sales at Peters/Boston, Richman Bros./Phila., Potomac/Wash., Interstate, Southern/Miami, Stark/Cleve., Central South/Nash., West. Merch./Amarillo.
- #29 CHICAGO** — #5 most active single with 19 prime movers including WKY 21-13, WSGN 22-17, KSTP 24-17, WHHY 16-7, Y100 13-9, KLIF 22-17, WSAI 24-17, WLS 43-16, WAPE 15-11, 13Q 25-20, WPGC 18-11, KFRC 9-6, KJR 23-18, KILT 31-27. #6 most added single with 12 new stations including 99X, KXOK, WFIL, KING, WTIK, WMAK, WVBF, KIOA, WBBF, WLEE. Strong sales at Toshs/Seattle, Peaches/Denver, Transworld/Albany, Schwartz Bros./D.C., Rec. Theater/Cleve., Consolidated/Det., Franklin/Atl., Central South/Nash.
- #30 HALL & OATES** — #4 most added single with 14 new stations including WPIX, KFRC, KAKC, Q102, 13Q, WAYS, KEEL, KIOA, WOW, WLAC, WKY. Jumps at WBBF 22-15, WSGN 17-11, WBBQ 27-22, KSTP 28-23, WHHY ex-20, KLIF 14-9, WGCL 29-14, KILT ex-39. Strong sales at Peaches/Ft. Laud./Denver/St. Louis, Rec. & Tape/Balt., Transworld/Albany, Interstate/Miami, Rec. Theater/Cleve., Consolidated/Det., Natl. Rec. Mart/Pitt., Singer/Chi.
- #35 EARTH, WIND & FIRE** — #10 most added single with 9 new stations including WMPS, WPGC, WVBF, KAKC, KNDE, WHHY, Z93, WDRG. Jumps at WKLO ex-16, KJOY 20-15. Strong sales at Soul City/L.A., Peaches/Ft. Laud./L.A./Delwood/St. Louis/Atl., Rec & Tape/Balt., Transworld/Albany, Double B/L.I., King Karol/N.Y., Potomac/Wash., Town Hall/N.Y., Ronny Martin/Miami, Stark, Rec. Theater/Cleve., Natl. Rec. Mart/Pitt., Franklin/Atl. (#2 bullet on R&B singles)
- #38 LADY FLASH** — Added at KCBQ, WOKY. Last week added at WGCL, WPGC, WKLO, WMAK, WBBQ. Jumped at KERN 25-19, WBBQ ex-29, KGW ex-29. Good sales at Mile High/Denver, Licorice Pizza/L.A., Rec. & Tape/Balt., Interstate/Miami.
- #44 HELEN REDDY** — Added at WMPS, KXOK, WTIK, WMAK, WVBF, WGH. Jumped at WBBF 24-18, KLIF ex-24, KCPX ex-28, WKBW 24-18. Sales at Soul City/L.A., Double B/L.I., Potomac/Wash., Interstate/Miami, Stark/Cleve., Central South/Nash.
- #46 PAUL DAVIS** — Added at WGH, KJRB, WBBQ, WCOL, Z93, WKY. Jumps at WCAO ex-29, WHHY 12-8. Sales at Licorice Pizza/L.A., Peaches/Delwood/Atl., Interstate/Miami, Rec. Theater/Cleve.
- #47 OHIO PLAYERS** — Added at WCAO, Z93, Z96, WSGN, WDRG. Last week added at WMPS. Jumped at CKLW 25-16, WING 22-15. Strong sales at Soul City/L.A., Music Plus/L.A., Peaches/Ft. Laud./Delwood/St. Louis, Peters/Boston, Transworld/Albany, Potomac/Wash., Town Hall/N.Y., Ronny Martin, Southern/Miami, Franklin/Atl., West. Merch./Amarillo (#3 R&B single)
- #48 HEART** — #2 most added single with 15 new stations including KJR, WGCL, WLS, KRBE, WKLO, KCPX, KSTP, WSGN, WERC, WNCI, KSLG, WLAC. Jumps at WBBQ 30-25, Z96 29-13, KJRB ex-24, KLEO 26-22, WILT ex-37, U100 ex-22, KGW 30-20. Sales at Toshs/Seattle, Peaches/Delwood, Aravox/N.Y., Consolidated/Det., Galgano/Chi., Radio Doctors/Milw.
- #50 RICK DEES** — #3 most added single with 15 new stations including WPGC Y100, WFIL, WIFI, WQAM, KEEL, WSGA, WNDE, KJRB, Q102, WBGW, WING. Jumps at WORC ex-30, Z93 27-21, WBBQ ex-28, WPRO ex-21, WHHY ex-13, KCPX 25-9, KING ex-21.
- #56 OLIVIA NEWTON-JOHN** — Added at KNOE, WGH, KTAC, WLEE, WJET. Last week added at WPIX, KJOY, KAFY. Jumps at KCPX 30-25, WMPS 30-18, KHJ 22-18, WBT 28-21. Sales at Tower/S.F., Soul City/L.A., Aravox/N.Y., Interstate/Miami, Rec. Theater/Cleve.
- #57 DIANA ROSS** — Added at 99X, WMPS. Last week added at WGCL, WTIK, WLEE. Sales at Double B/L.I., King Karol/N.Y., Rec. Theater/Cleve.
- #58 JAMES TAYLOR** — Added at KLIF, WHHY, WIFI, WCAO. Jumped at WING 22-15, KAKC 22-17. Sales at Peaches/Denver, Buffalo One Stop, Interstate/Miami, Consolidated/Det., Stark/Cleve.
- #60 STEVE MILLER** — Added at KGW, WOKY, WGH, WSAI, WCOL, WKY, WORC. Jumps at KERN 23-12, WSGA 30-25, WBBQ ex-28, Q102 27-22, KING ex-30. Sales at Double B/L.I., Ronny Martin/Miami.
- #63 LINDA RONSTADT** — #8 most added single with 10 new stations including WGCL, WMPS, WSAI, KLIF, WIFI, Z93, WLEE, WGH, WING, KRBE. Jumps at WORC 28-21, WPRO ex-22, KJOY 28-11. Sales at Double B/L.I., Harmony House/Det., Peaches/Atl., Central South/Nash.
- #66 ERIC CARMEN** — Added at WPIX, WIFI, WBBQ, WCOL, WSGN. Jumped at U100 25-20. Sales at Central South/Nash., Rec. Theater/Cleve., Potomac/Wash., Moreys/Balt., Buffalo One Stop, Double B/L.I.
- #70 ALAN PARSONS** — Added at KBEQ, WGH, WBBQ, WCOL, WJET. Last week added at KSLQ, KRIZ, WTIK.
- #71 MICHAEL FRANKS** — Added at KGW, WKBW, KCPX, WAKY, WDRG. Jumped at WERC 27-18, WCOL 23-14.
- #74 RICK SPRINGFIELD** — Added at WAVZ, WGH, WSGN. Last week added at U100, KCBQ, KJR, KAFY, WCOL. Jumped at KERN ex-26, U100 ex-24.
- #80 BEACH BOYS** — Added at KING, KILT, WAVZ, WING, 13Q, KJRB, KSTP, WLAC. KERN. Jumped at KCPX ex-29, KSLQ 24-15.
- #84 FIREBALL** — Added at KIMN, WGCL, WBBQ, WAKY. Jumped at KERN ex-29, WHBQ 28-24.
- #86 ABBA** — Added at WDHF, CKLW, WKLO, WOKY, WIFI.
- #89 STARBUCK** — Added at WGCL, WOKY. Last week added at WERC.



# ADDITIONS TO SECONDARY MARKET PLAYLISTS

## WJOL — WJOL

#1 — Elton John & Kiki Dee  
\*That'll Be The Day — Linda Ronstadt — Asylum  
\*Disco Duck — Rick Dees — RSO  
\*You Are The Woman — Firefall — Atlantic  
\*Don't Stop Believin' — Olivia Newton-John — MCA  
10 To 3 — I'd Really Love — England Dan & Coley  
17 To 10 — You Should Be Dancing — Bee Gees  
19 To 11 — Shake Your Booty — KC & Sunshine Band  
22 To 14 — With Your Love — Jefferson Starship  
25 To 15 — Say You Love Me — Fleetwood Mac  
28 To 17 — The Reaper — Blue Oyster Cult  
27 To 20 — Still The One — Orleans  
32 To 24 — Getaway — EW&F  
35 To 29 — She's Gone — Hall & Oates  
Ex To 37 — Rock'n Me — Steve Miller  
Ex To 38 — Sunrise — Eric Carmen  
Ex To 39 — Take A Hand — Rick Springfield  
Ex To 40 — Sweet City Music — Altitudes

## WPTR — ALBANY

#1 — Wings  
Amber Cascades — America — WB  
The Reaper — Blue Oyster Cult — Columbia  
Sunrise — Eric Carmen — Arista  
20 To 15 — Say You Love Me — Fleetwood Mac  
14 To 9 — Play That Funky Music — Wild Cherry  
31 To 23 — With Your Love — Jefferson Starship  
35 To 25 — Still The One — Orleans

## KRKE — ALBUQUERQUE

#1 — Elton John & Kiki Dee  
\*Summer — War — UA  
\*She's Gone — Hall & Oates  
13 To 9 — You Should Be Dancing — Bee Gees  
11 To 6 — Fifth Of Beethoven — Walter Murphy  
14 To 8 — I'd Really Love — England Dan & Coley  
19 To 15 — If You Leave — Chicago  
Ex To 24 — You'll Never Find — Lou Rawls  
Ex To 29 — This Masquerade — George Benson

## WRFC — ATHENS

#1 — Wild Cherry  
\*She's Gone — Hall & Oates — Atlantic  
\*Free Spirit — Atlanta Rhythm Section — Polydor  
\*Showdown — ELO — UA  
29 To 23 — Fifth Of Beethoven — Walter Murphy  
30 To 25 — Magic Man — Heart

## WHNN — BAY CITY

#1 — Gordon Lightfoot  
\*You Are The Woman — Firefall — Atlantic  
\*With Your Love — Jefferson Starship — Grunt  
23 To 14 — If You Leave — Chicago  
28 To 21 — Popsicle Toes — Michael Franks  
Ex To 28 — Fifth Of Beethoven — Walter Murphy  
Ex To 29 — Don't Stop Believin' — Olivia Newton-John  
Ex To 30 — That'll Be The Day — Linda Ronstadt  
Ex To 37 — Still The One — Orleans

## WJGN — BOWLING GREEN

#1 — Walter Murphy  
It's A Long Way — Little River Band — Harvest  
\*Lowdown — Boz Scaggs — Columbia  
\*If You Leave — Chicago — Columbia  
\*With Your Love — Jefferson Starship — Grunt  
\*Disco Duck — Rick Dees — RSO  
21 To 10 — Shake Your Booty — KC & Sunshine Band  
29 To 16 — This Masquerade — George Benson  
28 To 20 — Play That Funky Music — Wild Cherry  
23 To 17 — Devil Woman — Cliff Richard  
Ex To 28 — Heaven Must Be — Tavares  
Ex To 30 — You'll Never Find — Lou Rawls  
Ex To 29 — Shelter Me — Fingertips

## WICC — BRIDGEPORT

#1 — Dr. Hook  
\*Amber Cascades — America — WB  
\*Sunrise — Eric Carmen — Arista  
\*Showdown — ELO — UA  
7 To 3 — Don't Go Breaking — Elton John & Kiki Dee  
15 To 9 — Baby I Love — Peter Frampton  
23 To 16 — Heaven Must Be — Tavares  
27 To 22 — With Your Love — Jefferson Starship  
33 To 28 — Summer — War  
Ex To 35 — That'll Be The Day — Linda Ronstadt  
Ex To 36 — Wham Bam — Silver  
Ex To 34 — Still The One — Orleans

## WFLI — CHATTANOOGA

#1 — Wild Cherry  
Popsicle Toes — Michael Franks — Reprise  
Who'd She Coo — Ohio Players — Mercury  
Rock'n Me — Steve Miller — Capitol  
11 To 7 — Stranger — Johnny Duncan  
17 To 11 — Still The One — Orleans  
20 To 15 — Magic Man — Heart  
23 To 17 — With Your Love — Jefferson Starship  
26 To 19 — You'll Never Find — Lou Rawls  
28 To 21 — If You Leave — Chicago  
27 To 23 — Lowdown — Boz Scaggs  
29 To 25 — Show The People — James Taylor  
Ex To 26 — Wham Bam — Silver  
Ex To 28 — Springtime Mama — Henry Gross  
Ex To 30 — Take A Hand — Rick Springfield

## WGOW — CHATTANOOGA

#1 — Wild Cherry  
\*That'll Be The Day — Linda Ronstadt — Asylum  
\*Fire — Mother's Finest — Epic  
\*Princess And The Punk — Barry Mann — Arista  
12 To 2 — Fifth Of Beethoven — Walter Murphy  
14 To 5 — Say You Love — Fleetwood Mac  
Ex To 11 — Disco Duck — Rick Dees  
Ex To 24 — Superstar — Paul Davis  
Ex To 22 — Don't Stop Believin' — Olivia Newton-John

## WMFJ — DAYTONA BEACH

#1 — Elton John & Kiki Dee  
\*Julie Anne — Ginger  
\*Get The Funk — Brothers Johnson — A&M  
\*Disco Duck — Rick Dees — RSO  
\*Popsicle Toes — Michael Franks — Reprise  
\*The Reaper — Blue Oyster Cult — Columbia  
\*You Are The Woman — Firefall — Atlantic  
\*Don't Stop Believin' — Olivia Newton-John  
\*Showdown — ELO — UA  
\*Superstar — Paul Davis — Bang  
21 To 13 — Who'd She Coo — Ohio Players  
20 To 16 — Still The One — Orleans  
22 To 18 — Springtime Mama — Henry Gross  
23 To 19 — Wham Bam — Silver  
24 To 20 — I Can't Hear You — Helen Reddy  
25 To 21 — Lowdown — Boz Scaggs  
26 To 22 — If You Leave — Chicago  
27 To 23 — Rock'n Me — Steve Miller  
28 To 24 — Dr. Tarr & Prof. Fether — Alan Parsons  
30 To 26 — Magic Man — Heart  
31 To 27 — Satin Sheets — Bellamy Brothers  
Ex To 29 — Sunrise — Eric Carmen  
Ex To 28 — She's Gone — Hall & Oates  
Ex To 30 — Shower The People — James Taylor

## WDBQ — DUBUQUE

#1 — Elton John & Kiki Dee  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*Can't Hear You — Helen Reddy — Capitol  
\*Superstar — Paul Davis — Bang  
\*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century  
9 To 5 — You Should Be Dancing — Bee Gees

## 23 To 7 — Say You Love Me — Fleetwood Mac

17 To 8 — You'll Never Find — Lou Rawls  
23 To 11 — Heaven Must Be — Tavares  
18 To 12 — Another Rainy Day — Chicago  
19 To 14 — Summer — War  
28 To 22 — Yellow Van — Ronnie & Dirt Riders  
Ex To 19 — Shake Your Booty — KC & Sunshine Band  
Ex To 29 — With Your Love — Jefferson Starship  
Ex To 28 — Still The One — Orleans  
Ex To 30 — You Are The Woman — Firefall

## WEAO — EAU CLAIRE

#1 — Elton John & Kiki Dee  
She's Gone — Hall & Oates — Atlantic  
Let's Rock — Ellison Chase — Big Tree  
Magic Man — Heart — Mushroom  
15 To 9 — Baby I Love — Peter Frampton  
19 To 6 — Little Bit More — Dr. Hook  
23 To 17 — Still The One — Orleans  
26 To 21 — Listen To The Buddha — Ozo

## KINT — EL PASO

#1 — Peter Frampton  
\*Lowdown — Boz Scaggs — Columbia  
\*Summer — War — UA  
15 To 11 — Play That Funky Music — Wild Cherry  
Ex To 16 — If You Leave — Chicago

## WJET — ERIE

#1 — Wings  
Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century  
\*Don't Stop Believin' — Olivia Newton-John — MCA  
25 To 18 — Still The One — Orleans  
29 To 20 — Lowdown — Boz Scaggs

## KRKO — EVERETT

#1 — Elton John & Kiki Dee  
\*Getaway — EW&F — Columbia  
\*Anything You Want — John Valenti — Ariola  
15 To 11 — If You Leave — Chicago  
16 To 12 — Magic Man — Heart  
18 To 14 — This Masquerade — George Benson  
19 To 15 — Say You Love Me — Fleetwood Mac  
21 To 16 — Fifth Of Beethoven — Walter Murphy  
27 To 20 — Still The One — Orleans  
29 To 21 — I Can't Hear You — Helen Reddy  
Ex To 30 — Wreck Of The Edmond — Gordon Lightfoot

## KQWB — FARGO

#1 — Elton John & Kiki Dee  
She's Gone — Hall & Oates — Atlantic  
\*Lowdown — Boz Scaggs — Columbia  
\*If You Leave — Chicago — Columbia  
\*I Can't Hear You — Helen Reddy — Capitol  
12 To 5 — Devil Woman — Cliff Richard  
11 To 6 — Yellow Van — Ronnie & Dirt Riders  
13 To 9 — Springtime Mama — Henry Gross  
15 To 10 — Little Bit More — Dr. Hook  
26 To 21 — Magic Man — Heart  
28 To 22 — Summer — War

## WFLB — FAYETTEVILLE

#1 — Elton John & Kiki Dee  
Rock'n Me — Steve Miller — Capitol  
Queen Of My Soul — A&W — Atlantic  
Did You Boogie — Flash Cadillac — Private Stock  
\*Baby I'm Amazed — Ruby Starr — Capitol  
\*It's Only Love — ZZ Top — London  
\*Julie Anne — Ginger  
\*Free Spirit — Atlanta Rhythm Section — Polydor  
\*Springtime Mama — Henry Gross — Lifesong  
\*Can You Do It — Grand Funk — MCA  
\*Baby Love — Group With No Name — Casablanca  
21 To 16 — Fifth Of Beethoven — Walter Murphy  
27 To 18 — Devil Woman — Cliff Richard  
29 To 21 — If You Leave — Chicago  
Ex To 27 — With Your Love — Jefferson Starship  
Ex To 29 — The Reaper — Blue Oyster Cult  
Ex To 30 — Rainbow — Leon & Mary Russell

## KFJZ — FORT WORTH

\*Getaway — EW&F — Columbia  
\*Love Of My Life — Gino Vannelli — A&M  
\*Rainbow — Leon & Mary Russell — Paradise  
18 To 10 — I'd Really Love — England Dan & Coley  
22 To 12 — If You Leave — Chicago  
Ex To 26 — Devil Woman — Cliff Richard  
Ex To 29 — Shower The People — James Taylor  
Ex To 30 — She's Gone — Hall & Oates

## KYNO — FRESNO

#1 — Peter Frampton  
\*Getaway — EW&F — Columbia  
\*I Can't Hear You — Helen Reddy — Capitol  
\*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century  
25 To 21 — She's Gone — Hall & Oates  
28 To 23 — Little Bit More — Dr. Hook  
27 To 22 — Wham Bam — Silver  
Ex To 28 — Magic Man — Heart  
Ex To 27 — Springtime Mama — Henry Gross  
Ex To 29 — I'd Really Love — England Dan & Coley  
Ex To 30 — Shower The People — James Taylor

## WLAV — GRAND RAPIDS

#1 — England Dan & John Ford Coley  
\*Sunrise — Eric Carmen — Arista  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*I Can't Hear You — Helen Reddy — Capitol  
\*Take A Hand — Rick Springfield — Chelsea  
17 To 12 — She's Gone — Hall & Oates  
19 To 9 — Fifth Of Beethoven — Walter Murphy  
15 To 8 — Shake Your Booty — KC & Sunshine Band  
7 To 3 — Play That Funky Music — Wild Cherry  
Ex To 15 — Getaway — EW&F  
Ex To 16 — Magic Man — Heart

## Z-96 — GRAND RAPIDS

#1 — Wild Cherry  
Who'd She Coo — Ohio Players — Mercury  
Rainbow — Leon & Mary Russell — Paradise  
Devil Woman — Cliff Richard — Rocket  
28 To 9 — Shake Your Booty — KC & Sunshine Band  
29 To 13 — Magic Man — Heart

**KEIN — GREAT FALLS**  
#1 — Elton John & Kiki Dee  
\*Sunrise — Eric Carmen — Arista  
\*It's A Long Way — Little River Band — Harvest  
\*Princess & The Punk — Barry Mann — Arista  
\*Lowdown — Boz Scaggs — Columbia  
16 To 11 — Wham Bam — Silver  
24 To 19 — Still The One — Orleans  
27 To 20 — If You Leave — Chicago  
21 To 14 — Play That Funky Music — Wild Cherry  
Ex To 24 — Dr. Tarr & Prof. Fether — Alan Parsons  
Ex To 28 — Rock'n Me — Steve Miller

**WJDX — JACKSON**  
#1 — Elton John & Kiki Dee  
Lowdown — Boz Scaggs — Columbia  
She's Gone — Hall & Oates — Atlantic  
Brand New Love Affair — Jigsaw — Chelsea  
Sunrise — Eric Carmen — Arista  
20 To 15 — If You Leave — Chicago

## WCRO — JOHNSTOWN

#1 — Wild Cherry  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*Rock'n Me — Steve Miller — Capitol  
\*Getaway — EW&F — Columbia  
\*Sunrise — Eric Carmen — Arista  
\*It's O.K. — Beach Boys — Reprise

**WQPD — LAKELAND**  
#1 — KC & Sunshine Band  
Made To Love You — Gary Wright — WB

## It's A Long Way Love — Little River Band

\*Can You Do It — Grand Funk — MCA  
\*That'll Be The Day — Linda Ronstadt — Asylum  
\*Goofus — Carpenters — A&M  
\*Sing Your Own Song — Mark Lindsay — Greedy  
\*You Don't Have To — Marilyn McCoo & Billy Davis — ABC  
26 To 9 — Lowdown — Boz Scaggs  
35 To 13 — If You Leave — Chicago  
28 To 15 — She's Gone — Hall & Oates  
30 To 23 — Wham Bam — Silver  
33 To 25 — Hard Work — John Handy  
36 To 26 — Get The Funk — Brothers Johnson  
38 To 27 — Young Hearts — Candi Staton  
39 To 34 — Wheels Of Fortune — Doobie Brothers  
Ex To 36 — Disco Duck — Rick Dees  
Ex To 37 — What I Did For Love — Eydie Gorme  
Ex To 38 — Street Singin' — Lady Flash

## WVIC — LANSING

#1 — England Dan & John Ford Coley  
\*Devil Woman — Cliff Richard — Rocket  
\*Magic Man — Heart — Mushroom  
\*That'll Be The Day — Linda Ronstadt — Asylum  
\*Hard Work — John Handy — ABC  
\*Popsicle Toes — Michael Franks — Reprise  
28 To 17 — Lowdown — Boz Scaggs  
19 To 12 — Still The One — Orleans  
18 To 4 — Shake Your Booty — KC & Sunshine Band  
Ex To 21 — Wreck Of The Edmond — Gordon Lightfoot  
Ex To 28 — Weekend In New England — Barry Manilow  
Ex To 30 — Getaway — EW&F

## KENO — LAS VEGAS

#1 — Elton John & Kiki Dee  
Devil Woman — Cliff Richard — Rocket  
Little Bit More — Dr. Hook — Capitol  
She's Gone — Hall & Oates — Atlantic  
\*Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century  
35 To 25 — Disco Duck — Rick Dees  
22 To 11 — Play That Funky Music — Wild Cherry  
Ex To 34 — I Can't Hear You — Helen Reddy

## WBLI — LONG ISLAND

#1 — Elton John & Kiki Dee  
\*Fifth Of Beethoven — Walter Murphy — Private Stock  
\*That'll Be The Day — Linda Ronstadt — Asylum  
\*Still The One — Orleans — Asylum  
\*Hard Work — John Handy — ABC  
Ex To 10 — Turn The Beat — Vicki Sue Robinson  
Ex To 5 — Heaven Must Be — Tavares

## WISM — MADISON

#1 — Elton John & Kiki Dee  
\*She's Gone — Hall & Oates — Atlantic  
\*Don't Stop Believin' — Olivia Newton-John — MCA  
\*Brand New Love Affair — Jigsaw — Chelsea  
14 To 8 — You'll Never Find — Lou Rawls  
29 To 20 — Fifth Of Beethoven — Walter Murphy  
28 To 23 — If You Leave — Chicago  
Ex To 28 — Let's Rock — Ellison Chase  
Ex To 30 — Lowdown — Boz Scaggs  
Ex To 29 — Play That Funky Music — Wild Cherry

## WFOU — MARIETTA

#1 — Wild Cherry  
\*You'll Never Find — Lou Rawls — Phila. Int'l.  
\*Like A Bad Song — John Denver — RCA  
\*Take A Hand — Rick Springfield — Chelsea  
6 To 2 — Shake Your Booty — KC & Sunshine Band  
13 To 6 — Disco Duck — Rick Dees  
15 To 7 — Still The One — Orleans  
17 To 10 — Devil Woman — Cliff Richard  
16 To 12 — Wham Bam — Silver  
18 To 14 — Street Singin' — Lady Flash  
23 To 18 — With Your Love — Jefferson Starship  
25 To 21 — I Can't Hear You — Helen Reddy  
29 To 23 — Lowdown — Boz Scaggs  
30 To 26 — Sunrise — Eric Carmen  
Ex To 24 — That'll Be The Day — Linda Ronstadt  
Ex To 25 — I Got To Know — Starbuck  
Ex To 28 — She's Gone — Hall & Oates  
Ex To 30 — Rock'n Me — Steve Miller

## KRIB — MASON CITY

#1 — Elton John & Kiki Dee  
\*The Reaper — Blue Oyster Cult — Columbia  
\*Can You Do It — Grand Funk — MCA  
\*Street Singin' — Lady Flash — RSO  
\*Sunrise — Eric Carmen — Arista  
\*Satin Sheets — Bellamy Brothers — WB  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*Superstar — Paul Davis — Bang  
\*I Got To Know — Starbuck — Private Stock  
16 To 11 — Summer — War  
22 To 14 — Showdown — ELO  
24 To 15 — If You Leave — Chicago  
27 To 17 — She's Gone — Hall & Oates  
29 To 19 — Shake Your Booty — KC & Sunshine Band  
26 To 20 — Dr. Tarr & Prof. Fether — Alan Parsons  
Ex To 24 — With Your Love — Jefferson Starship  
Ex To 26 — Magic Man — Heart  
Ex To 29 — Did You Boogie — Flash Cadillac  
Ex To 30 — Don't Stop Believin' — Olivia Newton-John

## KNOE — MONROE

#1 — Elton John & Kiki Dee  
Disco Duck — Rick Dees — RSO  
That'll Be The Day — Linda Ronstadt — Asylum  
Take A Hand — Rick Springfield — Chelsea  
Street Singin' — Lady Flash — RSO  
9 To 2 — Shake Your Booty — KC & Sunshine Band  
15 To 8 — Fifth Of Beethoven — Walter Murphy  
18 To 10 — Play That Funky Music — Wild Cherry  
32 To 26 — Dr. Tarr & Prof. Fether — Alan Parsons  
Ex To 37 — Magic Man — Heart

## KVOX — MOORHEAD

#1 — Elton John & Kiki Dee  
\*Shake Your Booty — KC & Sunshine Band — TK  
\*Long Hard Ride — Marshall Tucker Band — Capricorn  
\*It's O.K. — Beach Boys — Reprise  
\*Brand New Love Affair — Jigsaw — Chelsea  
26 To 22 — Wreck Of The Edmond — Gordon Lightfoot  
19 To 13 — With Your Love — Jefferson Starship  
Ex To 29 — Rock'n Me — Steve Miller  
Ex To 25 — Sunrise — Eric Carmen

## WLOF — ORLANDO

#1 — KC & Sunshine Band  
\*Devil Woman — Cliff Richard — Rocket  
\*Magic Man — Heart — Mushroom  
\*Harvest For The World — Isley Brothers — T-Neck  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*Message In Our Music — O'Jays — Phila. Int'l.  
17 To 10 — Fifth Of Beethoven — Walter Murphy  
Ex To 27 — Disco Duck — Rick Dees  
Ex To 28 — Wham Bam — Silver  
Ex To 30 — One Love — Diana Ross

## KACY — OXNARD

#1 — Bee Gees  
Play That Funky Music — Wild Cherry — Epic  
She's Gone — Hall & Oates — Atlantic  
Street Singin' — Lady Flash — RSO  
That'll Be The Day — Linda Ronstadt — Asylum  
Did You Boogie — Flash Cadillac — Private Stock  
Tell Me — Airlift — Quality  
Do You Feel — Peter Frampton — A&M  
31 To 27 — This One's For You — Barry Manilow

## WBSR — PENSACOLA

#1 — Elton John & Kiki Dee  
\*Rock'n Me — Steve Miller — Capitol

## \*Brand New Love Affair — Jigsaw — Chelsea

\*Queen Of My Soul — A&W — Atlantic  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*Disco Duck — Rick Dees — RSO  
5 To 1 — Dont' Go Breaking — Elton John & Kiki Dee  
15 To 6 — You'll Never Find — Lou Rawls  
13 To 8 — Summer — War  
18 To 11 — Say You Love Me — Fleetwood Mac  
17 To 12 — Shake Your Booty — KC & Sunshine Band  
20 To 14 — Play That Funky Music — Wild Cherry  
22 To 17 — Little Bit More — Dr. Hook  
26 To 20 — Springtime Mama — Henry Gross  
28 To 23 — Wham Bam — Silver  
31 To 24 — Shower The People — James Taylor  
30 To 25 — Still The One — Orleans  
34 To 26 — Don't Stop Believin' — Olivia Newton-John  
33 To 27 — Street Singin' — Lady Flash  
32 To 28 — Dr. Tarr & Prof. Fether — Alan Parsons  
35 To 29 — With Your Love — Jefferson Starship  
Ex To 31 — Getaway — EW&F  
Ex To 34 — I Can't Hear You — Helen Reddy

## WKIX — RALEIGH

#1 — Wild Cherry  
\*Who'd She Coo — Ohio Players — Mercury  
\*The Reaper — Blue Oyster Cult — Columbia  
\*Take A Hand — Rick Springfield — Chelsea  
24 To 17 — She's Gone — Hall & Oates  
11 To 4 — Little Bit More — Dr. Hook  
16 To 9 — Let 'Em In — Wings  
Ex To 14 — Fifth Of Beethoven — Walter Murphy

## KKLS — RAPID CITY

#1 — Elton John & Kiki Dee  
Popsicle Toes — Michael Franks — Reprise  
Brand New Love Affair — Jigsaw — Chelsea  
Don't Stop Believin' — Olivia Newton-John  
\*Brown Eyed Girl — Ian Mathews — Columbia  
11 To 7 — Magic Man — Heart  
18 To 14 — Wreck Of The Edmond — Gordon Lightfoot  
26 To 21 — Shake Your Booty — KC & Sunshine Band

## WJON — ST. CLOUD

#1 — Elton John & Kiki Dee  
\*Did You Boogie — Flash Cadillac — Private Stock  
\*Brand New Love Affair — Jigsaw — Chelsea  
\*You Are The Woman — Firefall — Atlantic  
19 To 8 — Wreck Of The Edmond — Gordon Lightfoot  
11 To 7 — Wham Bam — Silver  
Ex To 16 — She's Gone — Hall & Oates  
Ex To 19 — Summer — War  
Ex To 20 — This Masquerade — George Benson  
Ex To 21 — Little Bit More — Dr. Hook

## KTSA — SAN ANTONIO

#1 — Elton John & Kiki Dee  
Play That Funky Music — Wild Cherry — Sweet City  
Fifth Of Beethoven — Walter Murphy — Private Stock  
27 To 19 — You'll Never Find — Lou Rawls  
23 To 17 — If You Leave — Chicago  
20 To 14 — I'm Easy — Keith Carradine

## KLIV — SAN JOSE

#1 — Walter Murphy  
\*Did You Boogie — Flash Cadillac — Private Stock  
\*Magic Man — Heart — Mushroom  
\*Take A Hand — Rick Springfield — Chelsea  
\*Rockin' Me — Steve Miller — Capitol  
Ex To 9 — Heaven Must Be — Tavares  
Ex To 7 — If You Leave — Chicago

## KSly — SAN LUIS OBISPO

#1 — Elton John & Kiki Dee  
\*Getaway — EW&F — Columbia  
\*Get The Funk — Brothers Johnson — A&M  
\*With Your Love — Jefferson Starship — Grunt  
\*It's A Long Way There — Little River Band — Harvest  
9 To 4 — Play That Funky Music — Wild Cherry  
10 To 5 — You'll Never Find — Lou Rawls  
17 To 10 — Still The One — Orleans  
Ex To 27 — It's O.K. — Beach Boys  
Ex To 28 — Did You Boogie — Flash Cadillac  
Ex To 30 — That'll Be The Day — Linda Ronstadt  
Ex To 31 — Slip Kid — Who

## WORD — SPARTANBURG

#1 — Wild Cherry  
\*It's Only Love — ZZ Top  
\*Take A Hand — Rick Springfield — Chelsea  
\*Let's Rock — Ellison Chase — Big Tree  
\*Popsicle Toes — Michael Franks — Reprise  
\*Say You Love Me — Fleetwood Mac — Reprise  
\*It's A Long Way There — Little River Band — Harvest  
16 To 5 — Get It Up — Tyrone Davis  
18 To 10 — Easy Lovin' — Bo Kirkland & Ruth Davis  
Ex To 20 — She's Gone — Hall & Oates

## WSPT — STEVENS POINT

#1 — Elton John & Kiki Dee  
\*With Your Love — Jefferson Starship — Grunt  
\*High Fly — John Miles — London  
\*Sunrise — Eric Carmen — Arista  
\*Turn Table Lady — Curtis & Wargo  
19 To 10 — Wreck Of The Edmond — Gordon Lightfoot  
22 To 13 — Play That Funky Music — Wild Cherry  
24 To 15 — Still The One — Orleans  
25 To 19 — Fifth Of Beethoven — Walter Murphy  
29 To 20 — Wham Bam — Silver  
Ex To 24 — Roxy Roller — Sweeney Todd  
Ex To 27 — Little Bit More — Dr. Hook  
Ex To 29 — Shake Your Booty — KC & Sunshine Band  
Ex To 30 — If You Leave — Chicago

## WOLF — SYRACUSE

#1 — Elton John & Kiki Dee  
Wham Bam — Silver — Arista  
You Are The Woman — Firefall — Atlantic  
\*One Love — Diana Ross — Motown  
16 To 8 — Shake Your Booty — KC & Sunshine Band  
17 To 9 — You'll Never Find — Lou Rawls  
Ex To 30 — Lowdown — Boz Scaggs

## WNDR — SYRACUSE

#1 — Elton John & Kiki Dee  
\*You Are The Woman — Firefall — Atlantic  
\*Rock'n Me — Steve Miller — Capitol  
\*Getaway — EW&F — Columbia  
27 To 15 — Play That Funky Music — Wild Cherry  
Ex To 27 — If You Leave — Chicago

## WLCY — TAMPA

#1 — Elton John & Kiki Dee  
Disco Duck — Rick Dees — RSO  
Street Singin' — Lady Flash — RSO  
Born To Love — American Tears — Columbia  
6 To 2 — Play That Funky Music — Wild Cherry  
6 To 2 — Play That Funky Music — Wild Cherry  
15 To 11 — Baby I Love — Peter Frampton  
25 To 21 — Heaven Must Be — Tavares  
29 To 23 — If You Leave — Chicago

## KEWI — TOPEKA

#1 — Elton John & Kiki Dee  
\*Wreck Of The Edmond — Gordon Lightfoot — Reprise  
\*Take A Hand — Rick Springfield — Chelsea  
\*I Can't Hear You — Helen Reddy — Capitol  
10 To 3 — Shake Your Booty — KC & Sunshine Band  
14 To 6 — You Should Be Dancing — Bee Gees  
15 To 8 — Baby I Love — Peter Frampton  
20 To 9 — I'd Really Love — England Dan & Coley  
25 To 18 — Heaven Must Be — Tavares  
32 To 23 — Devil Woman — Cliff Richard  
30 To 24 — Lowdown — Boz Scaggs

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# THE CASH BOX POP RADIO ANALYSIS

<i>most added records</i>	This Week	To Date	<i>station adds this week</i>
1. Lowdown — Boz Scaggs — Columbia	20%	65%	WABC, WOW, WQAM, WAYS, WHHY, KLEO, KXOK, WBG, KSLQ, WPIX, WKBW, KBEQ, WPEZ, WHBQ, KAKC, WMAK, KNUS, KTLK.
2. Magic Man — Heart — Mushroom	16%	43%	WLS, KJR, WGCL, WKLO, KCBQ, KRBE, WGCL, KCPX, WGH, KSTP, WSGN, WERC, WNCI, WSGA, WLAC, KERN.
3. Disco Duck — Rick Dees — RSO	16%	35%	WFIL, WIFI, Y-100, KJRB, Q102, WBCN, WING, WPGC, KGW, B-100, WDRQ, WNDE, WSGA, WQAM, KEEL.
4. She's Gone — Hall & Oates — Atlantic	15%	51%	KFRC, WDFH, KGW, KAKC, KCFX, WPIX, Q102, 13Q, WAYS, KEEL, KIOA, WOW, WLAC, WKY.
5. If You Leave Me Now — Chicago — Columbia	13%	67%	WFIL, KXOK, WLEE, WBBF, KIOA, WBG, 99x, WVBF, WMAK, WTI, KING, WXYZ, B-100.
6. Still The One — Orleans — Asylum	11%	76%	WRKO, KHJ, KJR, KNDE, CKLW, KAKC, KNUS, KRBE, WOKY, KLEO.
7. That'll Be The Day — Linda Ronstadt — Asylum	11%	17%	Z-93, WIFI, WLEE, KLIF, WSAI, WGH, WMPS, WING, WGCL, KRBE.
8. With Your Love — Jefferson Starship — Grunt	10%	75%	WDFH, KNUS, 99X, WKBW, WBG, WSAI, WQXI, WZUU, WIRL.
9. Getaway — EW&F — Columbia	10%	38%	WVBF, KAKC, KNDE, WPGC, WMPS, WHHY, Z-93, WDR.
10. It's O.K. — Beach Boys — Reprise	10%	19%	KTLK, KING, KILT, WAVZ, WING, 13Q, KJRB, KSTP, WLAC, KERN.
11. Rock'n Me — Steve Miller — Capitol	8%	24%	WORC, WKY, WCOL, WSAI, WGH, WOKY, KGW.
12. Devil Woman — Cliff Richard — Rocket	7%	76%	WGCL, WPEZ, KTLK, 13Q, WQXI, Z-96, WNDE.
13. I Can't Hear You No More — Helen Reddy — Capitol	7%	41%	WMPS, KXOK, WVBF, WMAK, WTI, WGH.
14. Superstar — Paul Davis — Bang	7%	25%	Z-93, WCOL, WBBQ, KJRB, WGH, WKY.
15. Summer — War — UA	6%	83%	WABC, WDR, KIOA, WPGC, WHBQ.

## radio active singles

- Shake Your Booty — K.C. & The Sunshine Band — TK  
KHJ ex-23, WRKO 14-12, KIMN 15-7, KILT 29-17, WKLO 13-6, KAKC 29-20, KRBE 25-20, KGW 16-8, WLS 13-10, Z-96 28-9, KLIF 13-5, WLEE 28-17, WNOE 20-7, WNCI 19-11, KEEL 14-7, WOW 16-9, WKY 10-3, WABC 16-12, KJRB 22-15, Q102 28-17, WMPS 12-8, WBG 21-10, KSLQ 19-9, WOKY 35-23, WPIX 18-10, KBEQ 28-17, WGCL 14-9.
- Still The One — Orleans — Asylum  
WCAO 20-13, WIFI 18-13, KSLQ 29-24, KXOK 21-16, KLIF ex-21, Q102 ex-25, WBBF 30-19, WSGN 10-5, WING 21-13, WSGA 20-11, Z-93 20-14, WLAC 25-20, WJET 25-18, KERN 17-8, WAKY 16-10, KSTP 12-6, WPRO 18-12, WHHY 15-6.
- Lowdown — Boz Scaggs — Columbia  
WFIL 20-15, KILT 40-22, WRKO 29-19, KHJ 15-12, KFRC 14-11, 99x 12-9, WGCL 24-15, WPGC 18-11, CKLW 27-19, KGW ex-27, WORC 25-20, WJET 29-20, WLAC ex-21, WERC 30-23, WIFI 15-12, WLEE 29-22, Z-93 ex-23, WGH 26-20, KLIF ex-20, WBBQ ex-27.
- Devil Woman — Cliff Richard — Rocket  
KHJ 26-19, KILT 17-11, KCBQ 29-22, WMAK 27-21, KDWB 21-13, WMPS 15-11, KLEO 5-1, KJRB 9-2, WSAI 27-21, WPRO 20-15, WBBQ 23-18, WSGA 11-5, KIOA 12-4, WOW 20-10, WKY 19-10, KXOK 22-15, WBG 23-17, WHBQ 26-17, WKBW 28-20, WOKY 21-16, WBG 23-17, KXOK 22-15.
- If You Leave Me Now — Chicago — Columbia  
WLS 43-16, WSAI 24-17, KLIF 22-17, Y-100 13-9, WHHY 16-7, KSTP 24-17, WSGN 22-17, Z-93 28-20, WKY 21-13, KILT 31-27, KJR 23-18, KFRC 9-6, WHBQ 39-26, WPGC 18-11, WOKY 27-22, KCPX 13-8, 13Q 25-20, KGW 24-15, WBT 29-22, KTLK 27-15.
- Play That Funky Music — Wild Cherry — Epic  
WRKO 12-8, WOKY 17-11, WBG 28-20, KXOK 13-7, WMPS 10-5, KLEO 11-4, WLS 23-14, WLEE 11-6, WQAM 11-2, KEEL 18-8, KERN 19-11, WPIX 20-12, 99x 25-18, KILT 7-2.

## secondary radio active

- Rock'n Me — Steve Miller — Capitol  
Adds: WIFE, WTRY, WFLB, WKWK, WFLI, WRVQ, WNDR, WBSR, KLIV, WAUG, WCRO; Jumps: KROY Ex-30, WCUE Ex-37, WMFJ Ex-23, WFOM Ex-30, KREM Ex-30, KVOX Ex-29, KEIN Ex-28.
- That'll Be The Day — Linda Ronstadt — Asylum  
Adds: WQPD, WYSL, KNOE, KELI, KACY, WCUE, WGNG, WVIC, WGOW, WBLI, KPAM; Jumps: WFOM Ex-24, WRVQ Ex-28, KSLY Ex-30, WHNN Ex-30, WICC Ex-35.
- Sunrise — Eric Carmen — Arista  
Adds: WSPT, WJDX, KELI, WICC, KRIB, WPTR, WKWK, KPAM, KEIN, WHOT, WCRO; Jumps: WFOM 30-26, KVOX Ex-25, WMFJ Ex-29, WCUE Ex-38.
- Doctor Tarr & Professor Fether — Alan Parsons Project — 20th Century  
Adds: WDBQ, KENO, KROY, KELI, KYNO, WGNG, 96X, WHOT, WFBR; Jumps: KRIB 26-20, KNOE 32-26, WMFJ 8-24, WBSR 32-28, KUPD Ex-30, KEIN Ex-24.
- Take A Hand — Rick Springfield — Chelsea  
Adds: WLAV, KEWI, KNOE, KELI, WKIX, WORD, WFOM, WRVQ, KPAM, KLIV; Jumps: 98Q 34-29, WAIR Ex-25, WFLI Ex-30, WCUE Ex-39.
- Wreck Of The Edmond Fitzgerald — Gordon Lightfoot — Reprise/WB  
Adds: WDBQ, WLAV, KEWI, KRIB, WLOF, WBSR, WCRO; Jumps: WJON 19-8, KKLS 18-12, KVOX 26-22, WVIC Ex-21, KRKO Ex-30.
- You Are The Woman — Firefall — Atlantic  
Adds: WFBR, WHNN, WNDR, WJON, WMFJ, WCUE, WOLF, 98Q, WDBQ; Jumps: WAEB 20-15.
- Did You Boogie — Flash Cadillac & Continental Kids — Private Stock  
Adds: KELI, 98Q, KACY, WFLB, WGNG, WJON, KLIV; Jumps: KREM ex-27, KSLY Ex-28, KRIB Ex-29.
- Don't Stop Believin' — Olivia Newton-John — MCA  
Adds: KKLS, WISM, KELI, WCUE, WMFJ; Jumps: WBSR 34-26, KEWI 40-33, WGOW Ex-22, WHNN Ex-29.



## Programmers Claim LP Only Black Radio Airplay Increasing

by Cookie Amerson

LOS ANGELES — Over the past few years, black AM radio has been including more album cuts in its programming, to go with its steady diet of singles. Albums are now playing more of a major role, to the point that in some black AM radio stations they are the dominant factor. This change might be attributed to the fact that black audiences are becoming more sophisticated, due to the influence of black radio. Because of the economics involved, the audience/consumer has learned the money-saving advantages of purchasing one album that he knows will possibly contain up to three singles. For whatever reason, the fact remains that the black audience has changed somewhat in its listening habits. Since the black AM radio station wishes to increase and maintain its audience, it continuously re-vamps its format accordingly. Several black stations are in the process of making these changes.

### The Switch

Keith Adams, program director of KDIA in San Francisco, recently made the switch to all album programming. Adams feels that this change in programming gives him the flexibility and versatility he needs to maintain his station's audience. Since the 18 to 34 demographics are KDIA's primary consideration and constitute the major portion of the album buying population, the station began exploring the possibility of increased LP programming some time ago. Even though the station has changed to all album programming, the change is not as drastic as it sounds. Adams lists approximately 35 to 40 albums, with a special category for 'meaningful' singles without album backup. Basically maintaining the same sound, Adams told **CB** this change was just a matter of re-defining the source of the selection. The album, as opposed to the single, is now the source of the selection. Based on the fact that albums outsell singles as much as 14 to 1 in the San Francisco market in many cases, Adams felt these changes in programming a must.

In his quest to keep abreast of current programming trends, Jerry Walker, program director of WTMP in Tampa maintains a list of approximately 25 albums. Walker feels that while his station is leaning very heavily in the direction of albums, the single is very instrumental in drawing attention to the LP. His primary concern is to play the best music for his audience, consequently he would never ignore a 'good single.' Walker told **CB** that singles alone are incapable of maintaining his audience, and has caused him to cut back on his singles list in favor of more album cuts. To make his audience more aware of product, he identifies album product as such, and

spotlights singles in the hopes of increasing LP sales.

### Top Twenty

In his quest for the sophisticated black audience, Frank Barrow, program director of WAOK in Atlanta, programs approximately 20 albums in addition to his singles list. His philosophy is brief and to the point. Barrow says he has been playing album cuts for years, so the LP trend in black radio is nothing new to him. Barrow said, "A program director should simply play the best music for his market whether it be an album or a single."

Sonny Taylor, program director of WWRL in New York, was also emphatic in his brevity: "Unless the audience notices a lot of unfamiliar product, they won't know you are playing album cuts until you tell them. I feel a program director must be extremely careful in making such a decision, because my basic duty is to play what my audience demands." Taylor maintains a list of approximately 26 album cuts in addition to his singles list.

### Manufacturers

From the manufacturers point of view, the trend towards increased LP programming in black radio is a veritable blessing. The possibility of increased exposure of new talent as well as burgeoning sales of established artists was looked upon with anticipation by several key record executives.

Harold Childs, vice-president of promo-

tion of A&M Records, feels all album programming is the best thing that could happen in black radio. Childs feels that black and white consumer buying habits are now more sophisticated because the consumer is aware of the value of purchasing one album with ten cuts over one single. Unfortunately, due to a stringent singles programming format at many of the nation's top 40 stations, their lists don't reflect album sales in the manner that black radio does. Because black radio exposes more cuts from a hit LP than top 40, Childs feels they are becoming more important to the manufacturer than ever before.

Otis Smith, vice-president of R&B promotion of ABC Records, said he is very much in favor of the change to all album programming. Smith feels the artist gets more exposure on black radio, hence greater career development. In the past, record companies rarely released albums by black artists, sticking almost exclusively to the singles approach. Obviously, this provided for very little career development for the black artist. As this situation is changing, more and better album product is being released on the black artist, and since radio is constantly hungry for "good" product, of course they are playing more albums.

### Marketing Tool

Tom Draper, vice-president of marketing for black product with Warner Brothers, calls the single an "extremely important

marketing tool." The single/album combination is an extremely important one in obtaining maximum artist exposure and album sales. Even though the album is the greater money-maker, rather than the single, both are of equal importance." Draper feels the trend to all album programming is simply due to the more sophisticated listening/buying habits of today's black consumer.

Jerry Griffith, west coast regional promotion manager of Columbia Records, said he feels very positive towards the stations that are making the move toward all album programming. Griffith remarked "Columbia Records is an album oriented company, so stations that make the move to all album programming can only mean good things for his company." Griffith feels one of the major reason stations are playing more

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## Platters Win In Trademark Case

BALTIMORE — The Five Platters Inc. won a decision in federal court here concerning infringement and unfair competition resulting from the use of their registered trademark, "The Platters," by the New Century Platters, a group formed by drummer Bernard Purdie and others. The case was tried before a six-man jury and Judge Stanley Blair, who ruled that the "substantial similarity" of the two names constituted probable deception of the consuming public.

## Industry Witnessing New Approaches Marketing Black Artists In 1976

by Denise Rudolph

LOS ANGELES — The record industry is currently generating gross sales in excess of 2.3 billion dollars, according to the RIAA, or close to 4 billion if you read Fortune financial magazine. The black artist accounts for approximately one third of this figure, which does not include revenue from performances.

The industry has come a long way since the days when the term "race record" was applied to any product by a black artist.

In a survey of over twenty-five industry personnel **CB** sought to examine the lot of the black artist in 1976 in the areas of: label support, radio, promotion, booking and management.

We encountered two distinct points of view among the label executives, managers, promotion people and promoters we spoke to. Some felt the industry had come very far indeed. Others thought there were still inroads to be made.

### Negotiations Based On Talent

Most of the label executives questioned expressed the opinion that discriminatory policies did not affect their decision to sign an artist or influence the particulars of contract offers in any way. Consensus was that negotiations for all artists, regardless of color or market, are based on the same artistic and business considerations. Talent is the decisive issue.

"Show business may be the one industry where there are absolutely no color lines," said Neil Bogart, president of Casablanca Records. "There is no such thing as black or white when you talk about a record. It's the quality of the product," Bogart added.

Lorne Saifer, current director of artist acquisition at Columbia Records who will be joining the new west coast CBS label this fall as vice-president of A&R, agreed. "We place a great deal of emphasis on the uniqueness of an artist, not their color. Our negotiations are based on the strength of the particular artist," commented Saifer.

"And let's face it," Otis Smith, vice-

president of ABC Records remarked earnestly, "record companies do not want unhappy artists. If a successful artist feels he has been treated unfairly, the label runs the risk of losing a money-maker they've spent corporate dollars on and worked hard to build." Smith placed responsibility for a good record deal on the artist's manager and attorney. Their knowledge of the business is of prime importance. Many represent more than one type of client and know what deals are being made for their white artists and "would not tolerate inequitable ones for their black clients."

### Contrasting Thoughts

Those who've sat on the other side of the negotiation table had contrasting thoughts on the subject. Certain managers spoke very highly of the labels they have worked with and had never encountered any difficulties they felt were of a discriminatory nature.

Steve Allen, vice-president of Buddy Allen Management, The Spinners' management company, has found Atlantic accessible and supportive of the group. "They have been one thousand percent behind us all the way. I believe their approach is to develop and expose "talent," regardless of ethnic labeling. We work very closely together," Allen commented.

But James L. Tolbert, Lou Rawls' attorney and a manager who has represented black clients for over thirty years, feels that a double standard still exists. "This inequity may not affect a group as established as the Spinners are at this point in their careers, however the difficulties of negotiations at any label are compounded for an unknown group if they are black."

### Double Standard

"There is a subtle, psychological level of double standards at many black as well as white run labels," observed Tolbert. "When an unknown black group, let's say from

southern Los Angeles, is given what I believe to be a poorer contract than the one offered an equally stashed white act, they are under more sociological pressure to accept it, even if their gut feelings and advisors' words tell them it is inequitable.

"Black companies, who are even more aware of this pressure, often use it more so for their own gains. It calls for a more astute approach to negotiations.

"There is also a tendency," continued Tolbert, "for these groups to rely on inexperienced, neighborhood advisors in their initial negotiations. By the time they realize what's happened the deal has been signed. At that point no one can help."

Manager J.W. Alexander, who has represented artists from Willie Hutch to the late Sam Cooke, has also encountered the problem of double standards and has found it necessary to represent his black clients more convincingly to a label. He uses what he laughingly calls "subterfuge" to get around it. Alexander's attitude

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## Bunky Sheppard tr 7

Records has been magnanimous. He will be missed greatly, and after 20 years of friendship, I can only wish him the best."

Sheppard will serve as president of Bunky Records, which will operate in association with Ju-Par Records. Ju-Par is headed by John "Juney" Garrett, chairman of the board, and Richard Parker, vice president of creative division and artist relations. Headquarters for the label will be temporarily located in Detroit, but will eventually relocate in New York. The label is expected to be acquiring a list of new artists, and will be independently distributed.

Sheppard first formed Bunky Records in 1967 and the label had two big hits, "Get On Up" and "Get On Up And Away" by the Esquires. It was distributed by Sceptor-Wand Records, and then in 1969, Sheppard ceased his association with Sceptor-Wand, and since that time the label has remained dormant.

## Soul City tr 7

as white product."

### Analysis

The move by Lieberman highlights a basic axiom of the music business, quite simply 'different strokes for different folks.' Rather than seeking to impose his sophisticated computerized system on a business incapable of absorbing it, Lieberman chose to allow the business to flourish in its natural habitat. The nature of Lieberman Enterprises and Jim Taylor's Soul City One-Stop are in diametric opposition. Whereas Lieberman can afford to wait until top 40 product can become nationally recognized, Taylor and other black one-stop owners like him cannot afford the luxury of national chart certification before ordering product. In this case at least a meeting of the minds has been attempted.



# Industry Viewing Variety Of Of Black Mktg. Techniques fr 44

seemed to epitomize the theme of unmitigated determination **Cash Box** found evident in many of the black professionals we spoke to.

## Separate Departments

One sore spot that many representatives encountered was pointed out by John Levy, an attorney and manager who currently represents Nancy Wilson: "Every label seems to have separate promotional departments for R&B and pop artists. Black artists usually fall into the R&B heading, no matter what their musical direction. I always found it curious," remarked Levy, "that an artist like Nancy Wilson was placed in this category."

A few of the managers **CB** spoke to felt that black artists are getting an even better deal than white acts. Ron Strassner, manager of Parliament, Bootsy's Rubber Band and New Birth, thinks there's a new trend in music: "Record companies are recognizing that black music is experienc-

ing an exciting and big change, expanding into what I call "black rock," said Strassner with conviction. "The impact upon the industry is similar to that made by 'Woodstock' years ago. The labels are anxious to strengthen their black rosters to be part of it. There are so many different types of black music and audience tastes that it's getting harder for those who used to lump all black artists together to ignore it. As a manager, I've noticed a lot of things changing the last two years. Black music is a vital and growing market."

Audiences are leading this trend towards declassification, in the opinion of Joyce Bogart, Donna Summer's manager. "Even though Casablanca, Donna's label, has always been aware of the broad scope and appeal of black artists, some industry personnel were not. Audience demand and buying tastes are turning those heads around."

Al Ross, manager of the Sylvers, thought

certain labels were slower than others in recognizing this change. "I'm new to the record industry," Ross noted, "but it seems to me that some labels are more supportive of equally or less stated white acts. Some people think the 'English invasion' is still where it's at and respond accordingly when it comes to sponsoring press receptions and promotional ventures."

## Same Contract

Lee Young Jr., general counsel of ABC Records, informed us that ABC uses the same contract forms for pop, country and R&B acts. Contracts may follow the same form but percentages, advances and promotional budgets are negotiable. **CB** found that much controversy exists around the promotion of product by black artists. Radio, always the industry's prime road-to-gold, is still a powerful vehicle for exposure and sales.

Most of the individuals **CB** spoke to placed great value on "crossing-over." Aside from selling more records, "cross-overs" make it possible to achieve a wider audience, and thereby build an artist's strength and longevity. The latter is, of course, a universal industry goal.

Nikki Randall of Capitol Records market research division recently compiled statistics on R&B/pop "cross-overs." Her research showed that of the top ten records that appeared on the R&B charts in 1975, only one did not cross-over. Of the total of two hundred and twenty-four records that appeared, only twenty-eight percent did not cross-over to the pop charts. "Those that didn't make it," said Ms. Randall, "were largely regional R&B hits and were low ranking on the R&B chart list."

It seems to be common practice among pop stations to wait until a "black sound" record has reached a certain position on the R&B charts before going on it. Consensus is that labels have accepted this and promote their black artists first on R&B stations.

## Saifer Disagrees

Columbia's Lorne Saifer disagrees with this approach. "It's not the color of the artist that determines how we promote a record at CBS, it's the sound. We must also realize that R&B is a big, important market in itself. Many white artists, like Boz Scaggs, AWB, David Bowie and Elton John have looked to cross over into it, and done so successfully. Some records just have a certain feel to them," Saifer noted.

Otis Smith mentioned that pictures of the artist are not sent out with ABC's DJ records. Smith felt that programmers listen to the music. They know that many white listeners tune into KDAY and KGfJ (two black L.A. stations) because they like music and want to attract these listeners as well.

But Sid Maurer, manager of Brass Construction and B.T. Express thought that industry logic deems it necessary for a black artist to prove himself strongly on the R&B

charts before being broken in other areas.

## Limited Playlist

And Al Ross wonders why quality, across the board product has to wait 8-10 weeks to break R&B before being properly promoted on pop stations. "I've gotten the impression that certain stations have limited playlist space allotted to each performer. We recently had a situation where the new Sylvers' single 'Cotton Candy,' was not put on pop stations because 'Boogie Fever' was still on rotation and getting heavy requests. But when an artist like McCartney or the Doobie Brothers is hot, the singles flow one after another. The Sylvers are a bunch of really hard working kids. They appeal to all markets and deserve a chance to develop that potential," remarked Ross with emotion.

Scott Shannon, vice-president of promotion and media at Casablanca Records and a former Atlanta DJ and programmer, explains that many pop stations only add one or two black records a week. He said the reasoning is that pop stations, from the term "popular," deal with a wide format and audience and don't wish to oversaturate their listeners with too much of any one sound. Diana Ross or the Fifth Dimension are not considered "black sound" artists. He also added that the black market has a more solid buying base and so there are many less turnable hits than in the pop market.

## Reorganization

Recently Motown Records, a primarily black rostered label, initiated a special pop promotion reorganization to break artists on a broader level. And in an effort to concentrate maximum promotional efforts, some new companies are experimenting with a method whereby a record is promoted on all stations in a region as soon as it hits R&B locally.

Many of the managers and promotion persons felt that even though quality and

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## TOP 50 R&B ALBUMS

	Weeks On Chart		Weeks On Chart
1 ALL THINGS IN TIME LOU RAWLS (Phila. Int'l./Epic PZ 33957)	2 13	26 GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curtom/WB CU 5007)	21 9
2 HOT ON THE TRACKS COMMODORES (Motown M6-86751)	4 10	27 STRETCHING OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (WB BS 2920)	27 12
3 SPARKLE ARETHA FRANKLIN (Atlantic SD 18176)	1 11	28 JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC 953)	26 6
4 WILD CHERRY (Epic 34195)	8 6	29 I WANT YOU MARVIN GAYE (Motown T634251)	22 22
5 SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)	7 8	30 FLOWERS EMOTIONS (Columbia PC 34163)	39 6
6 CONTRADICTION OHIO PLAYERS (Mercury SRM 1-1088)	5 12	31 SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	35 6
7 HARVEST FOR THE WORLD ISLEY BROTHERS (Epic PZ 33809)	6 13	32 MOTHERSHIP CONNECTION PARLIAMENT/Casablanca NBLP 7022)	24 31
8 BREEZIN' GEORGE BENSON (WB 2919)	3 21	33 SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	34 9
9 TOGETHER AGAIN... LIVE BOBBY BLAND & B.B. KING (ABC ASD 9317)	10 7	34 THOSE SOUTHERN KNIGHTS CRUSADERS (Blue Thumb/ABC BTSD 6024)	32 14
10 MIRROR GRAHAM CENTRAL STATION (WB BS 2937)	9 9	35 GET UP OFFA THAT THING JAMES BROWN (Polydor PD 1-6071)	41 3
11 LOOK OUT FOR #1 BROTHERS JOHNSON (A&M 4567)	12 9	36 LOVE TALK JIM GILSTRAP (Roxbury RLX 105)	38 3
12 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	13 8	37 NIGHT FEVER FATBACK BAND (Spring/Polydor SP 1-6711)	43 2
13 NATALIE NATALIE COLE (Capitol ST 11517)	11 14	38 YOUNG HEARTS RUN FREE CANDI STATON (Warner Bros. BS 2948)	29 14
14 SKY HIGH TAVARES (Capitol ST 11533)	14 11	39 LIFE ON MARS DEXTER WANSEL (Phila. Int'l./Epic PZ 34079)	47 2
15 THREE BOB JAMES (CTI 6063)	17 10	40 DR. BUZZARD'S ORIGINAL SAVANNAH BAND THE SAVANNAH BAND (RCA APL 1-1504)	— 1
16 HAPPINESS IS BEING WITH THE SPINNERS SPINNERS (Atlantic SD 18181)	20 5	41 WE GOT RHYTHM PEOPLE'S CHOICE (TSOP/Epic PZ 34124)	45 2
17 MANHATTANS (Columbia PC 33820)	16 18	42 I'VE GOT YOU GLORIA GAYNOR (Polydor PD 1-6063)	— 1
18 HARD WORK JOHN HANDY (ABC/Impulse ASD 9314)	15 12	43 LET YOUR MIND BE FREE BROTHER TO BROTHER (All Platinum 7015)	48 14
19 FEVER RONNIE LAWS (Blue Note/UA BNLA 628G)	18 13	44 LOVE TO THE WORLD LTD (A&M 4589)	49 3
20 AIN'T THAT A BITCH JOHNNY GUITAR WATSON (Amherst DJM/Amherst DJLPA-3)	25 5	45 COLLECTOR'S ITEM HAROLD MELVIN & THE BLUENOTES (Phila. Int'l./Epic PZ 34232)	33 9
21 LOVE POTION NEW BIRTH (WB BS 2953)	23 6	46 THE WHISPERS (Soul Train/RCA BVL 1-1450)	— 1
22 GOOD KING BAD GEORGE BENSON (CTI 6062)	19 9	47 ENERGY TO BURN B.T. EXPRESS (Columbia PC 34178)	36 14
23 DIANA ROSS' GREATEST HITS (Motown M6-86951)	28 3	48 AIN'T NOTHIN' BUT A PARTY MARK RADICE (UA LA 629G)	— 1
24 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	30 3	49 MISTY BLUE DOROTHY MOORE (Malaco/TK 6351)	50 14
25 ARABIAN KNIGHTS RITCHIE FAMILY (Marlin/TK 2201)	31 4	50 BRASS CONSTRUCTION (United Artists UA LA 545G)	46 31

## Black Radio Notes

During this week there have been several changes in the radio end of our industry, which henceforth will be the main topic of this column. **CB** will deal specifically with black radio news, personnel changes and promotions that are happening in black radio. This column will also take an interest in meaningful events that affect the music industry as it relates to the black community.

Calvin Booker, formerly the music director of WENZ in Richmond, will be leaving to do morning drive at WEAM, the Virginia station that recently changed to a black format. Willie Jay will also be leaving to do afternoon drive at WEAM. The new line-up at WENZ is: 6-10 Al Scott, 10-3 Bill Black, 3-7 Mickey Arnold, 7-Midnight J. Michael McKay. Al Scott will also be handling the music.

MarC Christian has been hired to do summer fill, in at WVON in Chicago.

Chico Brown is the new music director at KATZ in St. Louis.

KDAY in Los Angeles has hired Jewel McGolwen to do weekends. Jewel has six years in the business, and comes to them from KAUM in Houston. Jack Patterson who formerly handled the eight to midnight shift will now be doing morning drive, Don Mack will be in the eight to Midnight slot starting the end of the month. Jean Tillman, director of community affairs at KDAY, has been presented the Council of Inner City Student Leaders Appreciation Award. Marvin Knight, former morning man at WILD in Boston, is now doing morning drive at KDIA in San Francisco. The new lineup is as follows: Knight is now Marvin Roberts from 6-10, Bob Jones 10-3, Johnny Morris 3-7, KJay Sweet 7-12, Doug Cass 12-5, Al Moreland 5-6.

## LP Cut Increase fr 45

albums is the fact that the album product has so greatly improved in the last few years, a trend which he sees continuing.

In summary, there has not really been a drastic change in black programming, simply a gradual evolution to more sophisticated attitudes. Record companies are naturally interested in making money, and the sale of album product does exactly that. Consequently, the more exposure album product gets on the air, the more sales can be generated. Development of an artist's career and the life of the album is dependent upon the single, so by no means is the single on its way out. Yet with the increased LP cut exposure artists are now receiving much greater enthusiasm for new product is being generated at the all-important consumer level.



# ADDITIONS TO R&B PLAYLISTS

## ATLANTA

11 — Get Away — Earth, Wind and Fire — Columbia  
 11 — You Are My Starship — Norman Connors  
 12 — Come Get To This — Joe Simon  
 22 — Super Disco — Rimshots  
 25 — Fifth Of Beethoven — Walter Murphy — Private Stock  
 Lean On Me — Melba Moore — Buddah  
 #1 LP — Brick  
 New LPs — Dexter Wansel, Whole Darn Family

## BALTIMORE

#1 — Play That Funky Music — Wild Cherry  
 Love Ballad — LTD — A&M  
 You Don't Have To Be A Star — McCoo & Davis — ABC  
 Message In Our Music — O'Jays — Phila. Intl.  
 Harvest For The World — Isley Brothers — T-Neck  
 Making Love Is Fun — Ebonys — Buddah  
 Chargin' — Brass Construction  
 I Luv Myself — Bill Cosby — Capitol  
 Lowdown — Boz Scaggs — Columbia  
 Juicy Fruit — Isaac Hayes — ABC  
 29 To 8 — Brother To Brother  
 19 To 11 — Feelings — Willis Jackson  
 #1 LP — Commodores  
 New LPs — Peabo Bryson, Fatback Band, Gloria Gaynor,  
 Temptations

## BOSTON

#1 — Getaway — EWF  
 You Should Be Dancin' — Bee Gees — RSO  
 M.A.S.H. Theme — New Markets — Farr  
 No No Joe — Silver Convention — Midl. Intl.  
 Give A Broken Heart A Chance — Impact — Atco  
 Get The Funk — Brothers Johnson — A&M  
 Only You Babe — Curtis Mayfield — Curton  
 Nice & Slow — Shawn Elliott Santiago — Amherst  
 I Need It — Johnny 'Guitar' Watson — Amherst  
 18 To 11 — One For The Money — Whispers  
 26 To 12 — You Don't Have To Go — Chi-Lites  
 22 To 16 — The More You Do It — Ronnie Dyson

## BUFFALO

#1 — Getaway — EWF  
 Get The Funk — Brothers Johnson  
 Give A Broken Heart A Chance — Impact — Cotillion  
 35 To 15 — Lowdown — Boz Scaggs  
 40 To 29 — Hardwork — John Handy  
 39 To 25 — Porcupine — Nature Zone  
 #1 LP — AWB  
 New LPs — James Brown

## CHARLOTTE

#1 — Love On Delivery — Billy Ocean  
 Jive Talkin' — Rufus — ABC  
 Just To Be Close — Commodores — Motown  
 Can't Stop Groovin' — BT Express — Columbia  
 Message In Our Music — O'Jays — Phila. Intl.  
 Parliament — Casablanca  
 Give A Broken Heart A Chance — Impact — Atco  
 22 To 1 — Love On Delivery — Billy Ocean  
 37 To 2 — Anything You Want — John Valenti  
 36 To 10 — Love Ballad — LTD  
 3 To 15 — After The Dance — Marvin Gaye  
 #1 LP — MFSB  
 New LPs — Pleasure, Margie Joseph, Rufus, Attitudes,  
 Hold Dan Family, Gary Toms, Brass Construction

## CHICAGO

If I Ever Do Wrong — Betty Wright — Alston  
 One Love In My Life — Diana Ross — Motown  
 #1 LP — Johnny 'Guitar' Watson  
 New LPs — Rudy Love

## CHICAGO

#1 — Breezin' — George Benson  
 Bless My Soul — Skip Mahoney — Abet  
 Fifth Of Beethoven — Walter Murphy — Private Stock  
 Rock Creek Park — Blackbyrds — Fantasy  
 Anything You Want — John Valenti — Ariola  
 Making Love Is Fun — Ebonys — Buddah  
 10 To 5 — Who She Coo — Ohio Players  
 15 To 10 — Getaway — EWF  
 25 To 20 — You Should Be Dancin' — Bee Gees — RSO  
 #1 LP — Johnny 'Guitar' Watson

## CHICAGO

#1 — Who She Coo — Ohio Players  
 You Are My Starship — Norman Connors — Buddah  
 Feel Like Makin' Love — Millie Jackson — Spring/Polydor  
 Cotton Candy — Sylvers — Capitol  
 Ex To 15 — Flowers — Emotions  
 #1 LP — Boots Collins  
 New LPs — Luther, AWB, B.T. Express, Double Exposure

## CINCINNATI

#1 — Getaway — EWF  
 Just To Be Close — Commodores — Motown  
 Love Ballad — LTD — A&M  
 Sweet Summer Music — Attitudes — Dark Horse (A&M)  
 16 To 6 — After The Dance — Marvin Gaye  
 17 To 7 — Let The Good Times — BB King/Bobby Bland  
 20 To 15 — If I Ever — Betty Wright  
 19 To 10 — Jive Talkin' — Rufus  
 #1 LP — Commodores  
 New LPs — Gene Harris, Freddie Hubbard

## COLUMBUS

#1 — Getaway — EWF  
 You Don't Have To Be A Star — McCoo & Davis — ABC  
 Police Woman Theme — Bazuka — A&M  
 Discotified — Rhythm Heritage — ABC  
 Ghettos Of My Mind — Pleasure — Fantasy  
 Only You Babe — Curtis Mayfield — Curton  
 Good Guys — Ray Crumly — Amherst

## DALLAS/FORT WORTH

#1 — Shake Your Booty — K.C. & Sunshine Band  
 High Rhythm — O.V. Wright — Hi  
 That's The Way To Go — Bottom Line — Greedy  
 Message In Our Music — O'Jays — Phila. Intl.  
 Underground Music — Peabo Bryson — Bullet  
 Starchild — Parliament — Casablanca  
 Juicy Fruit — Isaac Hayes — ABC  
 Face To Face — Dee Irwin — Roxbury  
 39 To 13 — Chance With You — Brother To Brother  
 40 To 12 — I'd Rather Be With You — Boots Collins  
 33 To 23 — Shake Your Rump To The Bump — The Bar-  
 Keys  
 #1 LP — Commodores  
 New LP — Double Exposure

## DAYTON

#1 — Getaway — EWF  
 Harvest For The World — Isley Brothers — T-Neck  
 I'd Rather Be With You — Boots Collins — WB  
 Queen Of My Soul — AWB — Atlantic  
 Message In Our Music — O'Jays — Phila. Intl.  
 Starchild — Parliament — Casablanca  
 17 To 8 — Shake Your Booty — K.C. & Sunshine Band  
 31 To 19 — Get The Funk — Brothers Johnson  
 25 To 14 — Entrow — Graham Central Station  
 #1 LP — AWB  
 New LPs — Peabo Bryson

## DENVER

#1 — Play That Funky Music — Wild Cherry  
 Chance With You — Brother To Brother — Turbo  
 Detroit Rock — Kiss — Casablanca  
 After The Dance — Marvin Gaye — Tamla  
 Give A Broken Heart A Chance — Impact — Cotillion

Harvest For The World — Isley Brothers — T-Neck  
 I Broke Down — Joe Cocker — A&M  
 Come Get To This — Joe Simon — Spring  
 Find Fool Forget — Dobie Gray — Capricorn  
 20 To 16 — Lean On Me — Melba Moore  
 11 To 3 — Shake Your Booty — K.C. & Sunshine Band  
 #1 LP — Boz Scaggs  
 New LPs — Double Exposure, Barabus, Mark Allman,  
 Faith, Hope & Charity, The Whole Darn Family

## DETROIT

#1 — Shake Your Booty — K.C. & Sunshine Band  
 #1 LP — Commodores

## LITTLE ROCK

#1 — Play That Funky Music — Wild Cherry  
 You + Me = Love — Undisputed Truth — Whitfield  
 Give Me All Your Sweet Love — Chuck Anderson — R&R  
 Get The Funk — Brothers Johnson — A&M  
 Entrow — Graham Central Station — WB  
 Laugh — Jacksonians — Hi  
 21 To 9 — Lowdown — Boz Scaggs  
 Ex To 26 — Supremes — Let My Heart Do The Walkin'  
 Ex To 11 — Shake Your Booty — K.C. & Sunshine Band

## LOS ANGELES

#1 — Play That Funky Music  
 Mr. Melody — Natalie Cole — Capitol  
 13 To 3 — The More You Do It — Ronnie Dyson

## R&B Singles To Watch

Singles listed below are receiving strong R&B radio support from key stations around the country.

1. Message In Our Music — O'Jays — Phila. Intl.
2. Just To Be Close To You — Commodores — Motown
3. Love Ballad — LTD — A&M
4. Harvest For The World — Isley Bros. — T. Neck
5. Give A Broken Heart A Break — Impact — Atco
6. Give It Up — Tyrone Davis — Columbia
7. Starchild — Parliament — Casablanca
8. Anything You Want — John Valenti — Ariola
9. Queen Of My Soul — AWB — Atlantic
10. You Are My Starship — Norman Connors — Buddah
11. I'd Rather Be With You — Boots Collins — Warner Bros.
12. Best Disco In Town — Ritchie Family — Marlin

## HOUSTON

Columbia  
 #1 — Play That Funky Music — Wild Cherry  
 Ritchie Family — Best Disco In Town — Marlin  
 Bill Cosby — I Luv Myself — Capitol  
 Impact — Give A Broken Heart A Chance — Cotillion  
 Give It Up — Tyrone — Columbia  
 You + Me = Love — Undisputed Truth — Whitfield  
 Baby Hold On To Me — John Edwards — Cotillion  
 Disco Is The Thing — Meters — Reprise  
 Chance With You — Brother To Brother — Turbo  
 Come Get To This — Joe Simon — Spring  
 Ain't Nothing But A Party — Mark Radice — UA  
 Anything You Want — John Valenti — Ariola  
 People Want Music — Controllers — Juana  
 Dancin' Kid — Disco Tex — Chelsea  
 Chargin' — Brass Construction — UA  
 New LPs — Carmen McRae, Rudy Love, Faith, Hope &  
 Charity, Peabo Bryson

## HOUSTON

Columbia  
 22 To 12 — Just To Be Close To You — Motown  
 #1 LP — Commodores  
 New LPs — Herbie Hancock, Jermaine Jackson, Freddie  
 Hubbard, Denise Williams, The Ritchie Family

KGfJ — LOS ANGELES  
 Shake Your Booty — K.C. Sunshine Band  
 Message In Our Music — O'Jays — Phila. Intl.  
 Just To Be Close To You — Commodores — Motown  
 Mr. Melody — Natalie Cole — Capitol  
 Starchild — Parliament — Casablanca  
 You Are My Starship — Norman Connors — Buddah  
 8 To 4 — Play That Funky Music — Wild Cherry  
 25 To 16 — The More You Do It — Ronnie Dyson —  
 29 To 20 — If You Can't Beat Em — Mark Radice  
 21 To 10 — Rock Creek Park — Byrds  
 #1 LP — New Birth

## Most Programmed New LPs

1. Peabo — Peabo Bryson — Bullet/Bang
2. The Gist Of The Gemini — Gino Vannelli — A&M
3. 10 Percent — Double Exposure — Salsoul
4. Has Arrived — Whole Darn Family — Soul Int.
5. Street People — Street People — Vigor
6. Rudy Love & The Love Family — Rudy Love & Love Family —  
 ATV/Pye
7. Luther — Luther — Atlantic
8. Ain't That A Bitch — Johnny 'Guitar' Watson — DJM/Amherst
9. My Name Is Jermaine — Jermaine Jackson — Motown
10. Ain't Nothing But A Party — Mark Radice — United Artists

## INDIANAPOLIS

#1 — Play That Funky — Wild Cherry  
 Harvest For The World — Isley Brothers — T-Neck (Epic)  
 The Best Disco In Town — Ritchie Family — TK  
 Disco Duck — Rick Dees — RSO  
 You're My Peace — Faith Hope & Charity — RCA  
 22 To 14 — Baby Hold On To Me — John Edwards  
 20 To 9 — Give It Up — Tyrone Davis  
 18 To 12 — After The Dance

## JACKSON

#1 — Wake Up Susan — Spinners — Atlantic  
 Message In Our Music — O'Jays — Phila. Intl.

## R&B Crossing To Top 40

1. Who'd She Coo — Ohio Players — Mercury
2. Harvest For The World — Isley Bros. — T. Neck/Epic
3. Get The Funk — Brothers Johnson — A&M
4. Give It Up — Tyrone Davis — Columbia
5. Ain't It Funny — Dorothy Moore — Malaco
6. Life On Mars — Dexter Wansel — Phila Intl.

## Top 40 Crossing To R&B

1. Disco Duck — Rick Dees — RSO
2. She's Gone — Hall & Oates — Atlantic
3. Queen Of My Soul — AWB — Atlantic
4. If You Can't Beat 'Em — Mark Radice — UA

Sweet Summer Music — Attitudes — Dark Horse  
 Underground Music — Peabo Bryson — Bullet  
 Can't Get Off — Lamont Dozier — WB  
 Harvest For The World — Isley Brothers — T-Neck  
 Try Me — Donna Summer — Oasis  
 Love Talk — Jim Gilstrap — Roxbury  
 30 To 20 — I Luv Myself — Bill Cosby  
 17 To 6 — Only You Babe — Curtis Mayfield  
 28 To 18 — Baby Hold On To Me — John Edwards —  
 Cotillion/Atlantic  
 #1 LP — Bobby Bland/B.B. King  
 New LPs — Lalo Schifrin, G.C. Cameron

## MEMPHIS

#1 — Shake Your Booty — K.C. & Sunshine Band  
 Lean On Me — Melba Moore — Buddah  
 Kill That Roach — Miami — Drive  
 Harvest For The World — Isley Brothers — T-Neck  
 Message In Our Music — O'Jays — Phila. Intl.  
 She's Gone — Hall & Oates — Atlantic  
 Best Disco In Town — Ritchie Family — Marlin  
 Starchild — Parliament — Casablanca  
 I'd Rather Be With You — Boots Collins — WB  
 18 To 2 — Play That Funky Music — Wild Cherry  
 14 To 3 — Get The Funk — Brothers Johnson  
 20 To 7 — Rock Creek Park — Blackbyrds

25 To 8 — The More You Do It — Ronnie Dyson  
 #1 LP — Commodores  
 New LPs — Peabo Bryson, LTD, Boz Scaggs

## MILWAUKEE

#1 — Heaven Must Be Missing An Angel — Tavares  
 Election Day I'm Going Fishing — John Fox — Capitol  
 Lets Be Young Tonight — Jermaine Jackson — Motown  
 Nice & Nasty — Salsoul Orchestra — Salsoul  
 Queen Of My Soul — AWB — Atlantic  
 Chargin' — Brass Construction — UA  
 Anything You Want — John Valenti — Arista  
 Touch Of Lightning — Gloria Gaynor — Polydor  
 Ex To 30 — You + Me = Love — Undisputed Truth —  
 Whitfield

30 To 22 — Shake Your Booty — K.C. & Sunshine Band  
 #1 LP — John Handy  
 New LPs — Gloria Gaynor, Gino Vannelli, Hummingbird,  
 David T. Walker

## NASHVILLE

#1 — Who'd She Coo — Ohio Players  
 Starchild — Parliament — Casablanca  
 Love Ballad — LTD — A&M  
 Message In Our Music — O'Jays — Phila. Intl.  
 20 To 15 — Get The Funk — Brothers Johnson  
 27 To 20 — Flowers — Emotions  
 28 To 19 — After The Dance — Marvin Gaye  
 30 To 24 — Funny How Time Slips Away — Dorothy Moore  
 #1 — Commodores  
 New LPs — Walter Murphy

## NEW ORLEANS

#1 — Get The Funk — Brothers Johnson  
 Love Ballad — LTD — A&M  
 Lean On Me — Melba Moore — Buddah  
 Only You Babe — Curtis Mayfield — Curton  
 Disco Lady (instr.) — James River — JB Records  
 Just To Be Close — Commodores — Motown  
 29 To 10 — Give It Up — Tyrone Davis  
 27 To 16 — Flowers — Emotions  
 28 To 17 — Come Get This — Joe Simon  
 #1 LP — LTD  
 New LPs — Street People, Hummingbird, Gino Vannelli,  
 Meters, War, Spinners, Impact, Luther

## NEW YORK

#1 — The Best Disco — Ritchie Family  
 Nice 'N Nasty — Salsoul Orchestra — Salsoul  
 After The Dance — Marvin Gaye — Tamla/Motown  
 Just To Be Close — Commodores — Motown  
 Wake Up Susan — Spinners — Atlantic  
 Message In Our Music — O'Jays — Phila. Intl.  
 33 To 13 — If I Ever — Betty Wright  
 21 To 14 — The More You Do It — Ronnie Dyson  
 #1 LP — Jim Gilstrap  
 New LPs — Joe Simon, Isaac Hayes, Street People

## OAKLAND

#1 — Shake Your Booty — K.C. & Sunshine Band  
 Give It Up — Tyrone Davis — Columbia  
 Message In Our Music — O'Jays — Phila. Intl.  
 #1 LP — Lou Rawls  
 New LPs — Joe Simon, Marc Radice

## PHILADELPHIA

#1 — Play That Funky Music — Wild Cherry — Sweet City  
 Ex To 28 — The Message In Our Music — O'Jays  
 Ex To 19 — You Are My Starship — Norman Connors  
 Ex To 20 — Just To Be Close To You — Commodores  
 38 To 29 — The More You Do It — Ronnie Dyson  
 17 To 12 — Give A Broken Heart — Impact  
 Love Ballad — LTD — A&M  
 #1 LP — Commodores

## PITTSBURGH

#1 — Get Away — Earth Wind and Fire — Columbia  
 7 To 2 — Play That Funky Music — Wil- Cherry  
 24 To 9 — The More You Do It — Ronnie Dyson  
 25 To 8 — Lean On Me — Melba Moore  
 28 To 23 — Theme From M.A.S.H. — New Markets  
 Only You Babe — Curtis Mayfield — Curton  
 No, No, Joe — Silver Convention — Midland Intl.  
 Give A Broken Heart — Impact — Cotillion  
 Nice 'N Slow — Shawn Elliott Santiago — Amherst  
 #1 LP — Norman Connors, Johnny Guitar Watson

## RICHMOND

#1 — Getaway — EWF  
 I Dare You — Temprees — Epic  
 Give It Up — Tyrone Davis — Columbia  
 13 To 7 — Shake Your Booty — K.C. & Sunshine Band  
 #1 LP — Wild Cherry  
 New LPs — Jim Gilstrap

## SAN DIEGO

#1 — Who'd She Coo — Ohio Players  
 Message In Our Music — O'Jays Phila. Intl.  
 Get The Funk — Brothers Johnson — A&M  
 Queen Of My Soul — AWB — Atlantic  
 Love Ballad — LTD — A&M  
 11 To 5 — Lowdown — Boz Scaggs  
 14 To 6 — We Both Need Each Other — Norman Connors  
 #1 LP — Norman Connors  
 New LPs — Gino Vannelli, LTD

## SEATTLE

#1 — Getaway — EWF  
 Queen Of My Soul — AWB — Atlantic  
 Turn The Beat Around — Vicki Sue Robinson — RCA  
 Fifth Of Beethoven — Walter Murphy — Private Stock  
 One Love In My Life — Diana Ross — Motown  
 After The Dance — Marvin Gaye — Tamla  
 Give It Up — Tyrone Davis — Columbia  
 #1 LP — Commodores

## SEATTLE

#1 — Play That Funky Music — Wild Cherry  
 Starchild — Parliament — Casablanca  
 Message In Our Music — O'Jays — Phila. Intl.  
 Queen Of My Soul — AWB — Atlantic  
 I'd Rather Be With You — Boots Collins — WB  
 Jive Talkin' — Rufus — ABC  
 Anything You Want — John Valenti — Ariola  
 Sweet Summer Music — Attitudes — Dark Horse

## TAMPA

#1 — Play That Funky Music — Wild Cherry  
 Find Fool & Forget — Dobie Gray — Capricorn  
 Give A Broken Heart A Chance — Impact — Atco/Atlantic  
 Harvest For The World — Isley Brothers — T-Neck  
 Feel Like Makin' Love — Millie Jackson — Spring/Polydor  
 Disco Duck — Rick Dees — RSO  
 Just To Be Close To You — Commodores — Motown  
 All The Time — Ronnie Laws — UA  
 #1 LP — Commodores  
 New LP — Wild Cherry

## WASHINGTON D.C.

#1 — Shake Your Booty — K.C. & Sunshine Band  
 Energy To Burn — B.T. Express — Columbia  
 Me And My Gemini — First Class — All Platinum  
 Catfish — Four Tops — ABC  
 Because I Love You Girl — Stylistics — Avco  
 Come Back With Your Love — Special Delivery —  
 Mainstream  
 16 To 12 — After The Dance — Marvin Gaye  
 #1 LP — Commodores  
 New LPs — Rudy Love, Jimmie Castor, Luther, Jermaine  
 Jackson, Skip Mahoney, Labelle



# CASH BOX TOP 100 R&B

August 28, 1976

		Weeks On Chart			Weeks On Chart			Weeks On Chart			
		8/21			8/21			8/21			
<b>1</b>	<b>PLAY THAT FUNKY MUSIC</b> WILD CHERRY (Epic 8-50225)	1	<b>11</b>	<b>33</b>	<b>ONE LOVE IN MY LIFETIME</b> DIANA ROSS (Motown M1398F)	40	<b>5</b>	<b>67</b>	<b>CHANCE WITH YOU</b> BROTHER TO BROTHER (Turbo/All Platinum TU 048)	70	<b>3</b>
<b>2</b>	<b>GETAWAY</b> EARTH, WIND & FIRE (Columbia 1-10373)	4	<b>8</b>	<b>34</b>	<b>PARTY</b> VAN McCOY (H&L 4670)	33	<b>10</b>	<b>68</b>	<b>YOU + ME = LOVE</b> UNDISPUTED TRUTH (Whitfield/WB 8231)	78	<b>4</b>
<b>3</b>	<b>WHO'D SHE COO</b> OHIO PLAYERS (Mercury 455)	3	<b>10</b>	<b>35</b>	<b>AFTER THE DANCE</b> MARVIN GAYE (Tamla/Motown 54273)	45	<b>4</b>	<b>69</b>	<b>GIVE A BROKEN HEART A BREAK</b> IMPACT (Atco/WMOT/Atlantic 45-7056)	77	<b>3</b>
<b>4</b>	<b>(SHAKE, SHAKE, SHAKE) SHAKE YOUR BOOTY</b> K.C. AND THE SUNSHINE BAND (TK 1019)	5	<b>8</b>	<b>36</b>	<b>BABY, WE BETTER TRY TO GET IT TOGETHER</b> BARRY WHITE (20th Century TC 2298)	34	<b>9</b>	<b>70</b>	<b>CHANGIN'</b> BRASS CONSTRUCTION (UA XW 837-Y)	83	<b>2</b>
<b>5</b>	<b>YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE</b> LOU RAWLS (Phila. Int'l./Epic ZS 8-3592)	2	<b>16</b>	<b>37</b>	<b>AIN'T GOOD FOR NOTHING</b> LUTHER INGRAM (Koko KODJ 721)	38	<b>8</b>	<b>71</b>	<b>MESSAGE IN OUR MUSIC</b> THE O'JAYS (Phila. Int'l. ZS 8 3601)	—	<b>1</b>
<b>6</b>	<b>SOMETHING HE CAN FEEL</b> ARETHA FRANKLIN (Atlantic 45-3326)	6	<b>15</b>	<b>38</b>	<b>TEAR THE ROOF OFF THE SUCKER</b> PARLIAMENT (Casablanca NB 856)	25	<b>19</b>	<b>72</b>	<b>SHE'S GONE</b> HALL & OATES (Atlantic 3332)	86	<b>2</b>
<b>7</b>	<b>HEAVEN MUST BE MISSING AN ANGEL</b> TAVARES (Capitol P4270)	7	<b>15</b>	<b>39</b>	<b>CAUGHT IN THE ACT</b> FACTS OF LIFE (Kayvette 5126)	31	<b>15</b>	<b>73</b>	<b>SLOW MOTION</b> DELLS (Mercury 73807)	76	<b>8</b>
<b>8</b>	<b>SUMMER</b> WAR (UA XW 834-Y)	9	<b>8</b>	<b>40</b>	<b>HEAR THE WORDS, FEEL THE FEELING</b> MARGIE JOSEPH (Cotillion/Atlantic 45-44201)	36	<b>15</b>	<b>74</b>	<b>THE GOLDEN ROD</b> ROY AYERS UBIQUITY (Polydor PD 14337)	84	<b>2</b>
<b>9</b>	<b>GET UP OFFA THAT THING</b> JAMES BROWN (Polydor PD 14326)	8	<b>15</b>	<b>41</b>	<b>COME GET TO THIS</b> JOE SIMON (Spring/Polydor SP 166)	61	<b>3</b>	<b>75</b>	<b>JUST LET ME HOLD YOU FOR A NIGHT</b> CHOICE 4 (RCA 10714)	80	<b>6</b>
<b>10</b>	<b>THIS MASQUERADE</b> GEORGE BENSON (WB WBS 8209)	10	<b>14</b>	<b>42</b>	<b>ROCK CREEK PARK</b> BLACKBYRDS (Fantasy F771A)	43	<b>8</b>	<b>76</b>	<b>KILL THAT ROACH</b> MIAMI (Drive/TK 6251)	81	<b>5</b>
<b>11</b>	<b>HARD WORK</b> JOHN HANDY (ABC/Impulse IMP 31005)	13	<b>14</b>	<b>43</b>	<b>LEAN ON ME</b> MELBA MOORE (Buddah 535)	54	<b>6</b>	<b>77</b>	<b>SHAKE YOUR RUMP TO THE FUNK</b> THE BAR KAYS (Mercury 462)	87	<b>2</b>
<b>12</b>	<b>SOPHISTICATED LADY (SHE'S A DIFFERENT LADY)</b> NATALIE COLE (Capitol P 4559)	11	<b>17</b>	<b>44</b>	<b>BABY, I WANT YOUR BODY</b> AL WILSON (Playboy P6076)	35	<b>10</b>	<b>78</b>	<b>ANYTHING YOU WANT</b> JOHN VALENTI (Ariola America/Capitol 7625)	89	<b>4</b>
<b>13</b>	<b>LOWDOWN</b> BOZ SCAGGS (Columbia 3-10367)	27	<b>8</b>	<b>45</b>	<b>ONLY YOU BABE</b> CURTIS MAYFIELD (Curton/WB CMS 0118)	59	<b>4</b>	<b>79</b>	<b>TEN PERCENT</b> DOUBLE EXPOSURE (Salsoul 2008)	68	<b>11</b>
<b>14</b>	<b>THE MORE YOU DO IT (THE MORE I LIKE IT DONE TO ME)</b> RONNIE DYSON (Columbia 3-10356)	20	<b>10</b>	<b>46</b>	<b>LET THE GOOD TIMES ROLL</b> BOBBY BLAND & B.B. KING (Impulse/ABC IMP 31006)	52	<b>5</b>	<b>80</b>	<b>YOU ARE MY STARSHIP</b> NORMAN CONNORS (Buddah BDA 542)	—	<b>1</b>
<b>15</b>	<b>FUNNY HOW TIME SLIPS AWAY</b> DOROTHY MOORE (Malaco/TK M1033)	21	<b>7</b>	<b>47</b>	<b>I NEED IT</b> JOHNNY GUITAR WATSON (Dick James/Amerst DJM 1013)	50	<b>7</b>	<b>81</b>	<b>LITTLE GIRL BLUE</b> LITTLE BEAVER (Cat/TK 2003)	85	<b>9</b>
<b>16</b>	<b>ONE FOR THE MONEY (PART 1)</b> THE WHISPERS (Soultrain/RCA 10700)	17	<b>10</b>	<b>48</b>	<b>JIVE TALKIN'</b> RUFUS (ABC 12197)	51	<b>5</b>	<b>82</b>	<b>I AIN'T GONNA TELL NOBODY (ABOUT YOU)</b> CARL CARLTON (ABC 12166)	—	<b>1</b>
<b>17</b>	<b>IT AIN'T THE REAL THING</b> BOBBY BLAND (ABC 12189)	15	<b>15</b>	<b>49</b>	<b>A FIFTH OF BEETHOVEN</b> WALTER MURPHY AND THE BIG APPLE BAND (Private Stock 45073)	58	<b>9</b>	<b>83</b>	<b>I'D RATHER BE WITH YOU</b> BOOTSY COLLINS (WB S8246)	—	<b>1</b>
<b>18</b>	<b>SOMEBODY'S GETTIN' IT</b> JOHNNIE TAYLOR (Columbia 3-10334)	12	<b>14</b>	<b>50</b>	<b>ROOTS, ROCK, REGGAE</b> BOB MARLEY (Island IS 060)	37	<b>12</b>	<b>84</b>	<b>MOVIN' IN ALL DIRECTIONS</b> PEOPLE'S CHOICE (TSOP ZS8 4782)	—	<b>1</b>
<b>19</b>	<b>KISS AND SAY GOODBYE</b> MANHATTANS (Columbia 3-10310)	14	<b>23</b>	<b>51</b>	<b>NO NO JOE</b> SILVER CONVENTION (Midland Int'l./RCA 10723)	56	<b>4</b>	<b>85</b>	<b>FREE</b> NATURAL 4 (Curton/WB 0119)	90	<b>5</b>
<b>20</b>	<b>YOU SHOULD BE DANCING</b> BEE GEES (RSO/Polydor RS 853)	29	<b>7</b>	<b>52</b>	<b>COTTON CANDY</b> SYLVERS (Capitol 4255)	41	<b>10</b>	<b>86</b>	<b>BABY HOLD ON TO ME</b> JONATHAN EDWARDS (Cotillion/Atl. 44203)	91	<b>4</b>
<b>21</b>	<b>WAKE UP SUSAN</b> SPINNERS (Atlantic 45-3341)	18	<b>10</b>	<b>53</b>	<b>SARA SMILE</b> DARYL HALL & JOHN OATES (RCA JH 10530)	49	<b>23</b>	<b>87</b>	<b>SAVING MY LOVE FOR YOU</b> TYRONE DAVIS (Dakar/Brunswick DK 4558)	93	<b>3</b>
<b>22</b>	<b>GET THE FUNK OUT OF MY FACE</b> BROTHERS JOHNSON (A&M 8379)	39	<b>4</b>	<b>54</b>	<b>SUPER DISCO</b> RIMSHOTS (Stang/All Platinum)	57	<b>11</b>	<b>88</b>	<b>SNAP IT</b> PHIL MEDLEY & M.V.B. ORCHESTRA (Pyramid P8003)	94	<b>6</b>
<b>23</b>	<b>I'M GONNA LET MY HEART DO THE WALKING</b> SUPREMES (Motown M1391F)	16	<b>14</b>	<b>55</b>	<b>GIVE IT UP (TURN IT LOOSE)</b> TYRONE DAVIS (Columbia 3-10388)	75	<b>3</b>	<b>89</b>	<b>IT'S SUMMERTIME</b> NAZTY (Mankind/Nashboro M 12024)	97	<b>2</b>
<b>24</b>	<b>YOUNG HEARTS RUN FREE</b> CANDI STATON (Warner Bros. WBS 8181)	23	<b>23</b>	<b>56</b>	<b>WE THE PEOPLE</b> GENERAL JOHNSON (Arista AS 0192)	44	<b>9</b>	<b>90</b>	<b>NICE 'N' NASTY</b> SAL SOUL ORCHESTRA (Sal Soul Records)	—	<b>1</b>
<b>25</b>	<b>CAN'T STOP GROOVIN' NOW WANNA DO IT SOME MORE</b> B.T. EXPRESS (Columbia 3-10346)	19	<b>15</b>	<b>57</b>	<b>KEEP THAT SAME OLD FEELING</b> CRUSADERS (ABC/Blue Thumb BTA 269)	46	<b>19</b>	<b>91</b>	<b>LOVE BALLAD</b> LTD (A&M 1847)	—	<b>1</b>
<b>26</b>	<b>STRETCHIN' OUT (IN A RUBBER BAND)</b> BOOTSY COLLINS (Warner Bros. WBS 8215)	22	<b>11</b>	<b>58</b>	<b>ALWAYS THERE</b> SIDE EFFECT (Fantasy 769)	64	<b>11</b>	<b>92</b>	<b>MAKING LOVE AIN'T NO FUN (WITHOUT THE ONE YOU LOVE)</b> EBONYS (Buddah 537)	—	<b>1</b>
<b>27</b>	<b>I'LL BE GOOD TO YOU</b> THE BROTHERS JOHNSON (A&M 1806-S)	26	<b>20</b>	<b>59</b>	<b>L.O.D. (LOVE ON DELIVERY)</b> BILLY OCEAN (Ariola America/Capitol P7630)	69	<b>4</b>	<b>93</b>	<b>YOU'RE MY PEACE OF MIND</b> FAITH HOPE AND CHARITY (RCA BP 10749)	—	<b>1</b>
<b>28</b>	<b>YOU TO ME ARE EVERYTHING</b> THE REAL THING (UA XW 833-Y)	30	<b>7</b>	<b>60</b>	<b>IF I EVER DO WRONG</b> BETTY WRIGHT (Alston/TK 3722)	63	<b>5</b>	<b>94</b>	<b>LIFE ON MARS (PART 1)</b> DEXTER WANSEL (Phila. Int'l./Epic ZS 8-3599)	100	<b>2</b>
<b>29</b>	<b>THERE YOU ARE</b> MILLIE JACKSON (Polydor/Spring 164)	24	<b>12</b>	<b>61</b>	<b>ENTROW (PART 1)</b> GRAHAM CENTRAL STATION (Warner Bros. WBS 8235)	72	<b>3</b>	<b>95</b>	<b>FALLING IN LOVE</b> 9TH CREATION (PYE 71069)	—	<b>1</b>
<b>30</b>	<b>WE BOTH NEED EACH OTHER</b> NORMAN CONNORS (Buddah BDA 534)	32	<b>7</b>	<b>62</b>	<b>OPEN UP YOUR HEART</b> MUSCLE SHOALS HORNS (Bang 725)	62	<b>5</b>	<b>96</b>	<b>GET DOWN HAPPY PEOPLE</b> JIMMY DOCKETT (Flo-Feel FFR 10,000)	98	<b>2</b>
<b>31</b>	<b>FLOWERS</b> EMOTIONS (Columbia 3-10347)	42	<b>7</b>	<b>63</b>	<b>PORCUPINE</b> NATURE ZONE (London 5N235)	67	<b>4</b>	<b>97</b>	<b>WHAT DID YOU DO WITH MY LOVE?</b> LLOYD PRICE (LPG 111)	99	<b>2</b>
<b>32</b>	<b>EVERYTHING'S COMING UP LOVE</b> DAVID RUFFIN (Motown M1393F)	28	<b>13</b>	<b>64</b>	<b>IF YOU CAN'T BEAT 'EM JOIN 'EM</b> MARK RADICE (UA XW 840-Y)	71	<b>3</b>	<b>98</b>	<b>SWEET SUMMER MUSIC</b> ATTITUDES (Dark Horse/A&M DH 10011)	—	<b>1</b>
				<b>65</b>	<b>THE BEST DISCO IN TOWN</b> THE RITCHIE FAMILY (Marlin/TK 3306)	82	<b>2</b>	<b>99</b>	<b>COME BACK WITH YOUR LOVE</b> SPECIAL DELIVERY (Mainstream MRL 5584)	—	<b>1</b>
				<b>66</b>	<b>HARVEST FOR THE WORLD</b> ISLEY BROS. (T-Neck/Columbia/Epic 2261)	—	<b>1</b>	<b>100</b>	<b>PARTY LINE</b> ANDREA TRUE (Buddah 538)	—	<b>1</b>

## ALPHABETIZED TOP 100 R&B SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Dance (Jobete — ASCAP) .....	35	Give A Broken (WIMOT/Friday's Child — BMI) .....	69	Lowdown (Boz Scaggs/Mudmar — ASCAP) .....	13	Something He Can (Warner Tamerlane — BMI) .....	6
Ain't Good For (Klondike — BMI) .....	37	Give It (NY Times/Content/Little Bear's — BMI) .....	55	Making Love (Kama Sutra/Six Strings — BMI) .....	92	Sophisticated Lady (Jay's Ent./Chappell —	12
Always There (Fizz/At Home — ASCAP) .....	58	Hard Work (Hard Work — BMI) .....	11	Message In Our (Mighty Three — BMI) .....	71	ASCAP/Cole-Arama — BMI) .....	12
Anything You Want (Menta — BMI) .....	78	Harvest For The (Bovina — ASCAP) .....	66	Movin' In All (Mighty Three — BMI) .....	84	Stretchin' Out (Backstage — BMI) .....	26
Baby Hold On (Robosac — BMI) .....	86	Hear The Words (Dozier — BMI) .....	40	Nice 'N' Nasty (Lucky Three/Anatom — BMI) .....	90	Summer (Far Out — ASCAP) .....	8
Baby I Want (Caesars Music Library/ BMI/ASCAP) .....	44	Heaven Must Be (Bull Pen/Perren-Vibes — BMI/ASCAP) .....	7	No No Joe (Midsong — ASCAP) .....	51	Super Disco (Gambi — BMI) .....	54
Baby, We Better (Savette/January — BMI) .....	36	I Ain't Gonna Tell (Blackwood — BMI) .....	82	One For The Money (Golden Fleece/Hip Trip Music Writers — BMI) .....	16	Sweet Summer (Ganga B.V./Jungle City — ASCAP/Hardwood — BMI) .....	98
Can't Stop Groovin' (Blackwood — BMI) .....	25	I'd Rather Be (Backstage — BMI) .....	83	One Love (Jobete — ASCAP) .....	32	Tear The Roof Off (Malbiz & Ricks — BMI) .....	38
Caught In The Act (Irving — BMI) .....	39	If You Can't (Desert Rain — ASCAP) .....	64	Only You Babe (Mayfield — BMI) .....	45	Ten Percent (Lucky Three/Golden Fleece/ Mighty Three — BMI) .....	79
Chance With (Gambi — BMI) .....	67	I'll Be Good (Kidada/Goulgris — BMI) .....	27	Open Up Your (Muscle Shoals/Gets — BMI) .....	62	The Best (Can't Stop — BMI) .....	65
Changin' (Desert Moon/Jeffmar — BMI) .....	70	I'm Gonna Let My (Holland-Dozier-Holland/ Jobete — BMI/ASCAP) .....	23	Party (V. McCoy/Warner Tamerlane — BMI) .....	34	The Golden (Roy Ayers Ubiquity — ASCAP) .....	74
Come Back With (SPD/Brent — BMI) .....	99	I Need It (Viv-Jon — BMI) .....	47	Party Line (Buddah/Geo. Diamond/ MRI — ASCAP) .....	100	The More You (Jay's Ent./Chappell — ASCAP) .....	14
Come Get To (Pee Wee — BMI) .....	41	It Ain't The Real (Meadow Ridge — ASCAP) .....	17	Play That (Bema/Biaze — ASCAP) .....	1	There You Are (Muscle Shoals — BMI) .....	29
Cotton Candy (Perren-Vibes/Bull Pen — ASCAP) .....	52	If I Ever (Sherlyn — BMI) .....	60	Porcupine (Musical Development — BMI/ Tom Dawes — ASCAP) .....	63	This Masquerade (Skyhill — BMI) .....	10
Entrow (Nineteen Eighty Foe — BMI) .....	61	It's Summertime (Excellorec — BMI) .....	89	Rock Creek Park (Blackbyrd — BMI) .....	42	Wake Up (Mighty Three — BMI) .....	21
Everything's Coming (Warner Tamerlane/ V. McCoy/Ocean Blue — BMI) .....	32	Jive Talkin' (Casserole/Flamm — BMI) .....	48	Roots, Rock, Reggae (Tuff Going — ASCAP) .....	50	We Both Need (Electrocord — ASCAP) .....	30
Falling In (Ana-Ross/ATV — BMI) .....	95	Just Let Me (Charles Kippis — BMI) .....	75	Sara Smite (Unichappell — BMI) .....	53	We The People (Music In General — BMI) .....	56
Fifth Of Beethoven (RFT — BMI) .....	49	Keep That Same (Four Knights — BMI) .....	57	Save My Love (Lion Pub. — BMI) .....	87	What Did You (Lorijoy — BMI) .....	97
Flowers (Sagfire — BMI/Kalimba — ASCAP) .....	31	Kill That Roach (Sherlyn — BMI) .....	76	Shake, Shake (Sherlyn — BMI) .....	4	Who'd She Coo (Tight — BMI) .....	5
Free (Jays Ent./Chappell — ASCAP) .....	85	Kiss And Say (Nattaham/Blackwood — BMI) .....	19	Shake Your Rump (Barkay — BMI) .....	77	You + Me (Stone Diamond — BMI) .....	68
Funny How Time (Tree — BMI) .....	15	Lean On Me (Van McCoy/Warner Tamerlane — BMI) .....	43	She's Gone (Unichappell — BMI) .....	72	You're My (Electrocord — ASCAP) .....	80
Get Away (Kalimba — ASCAP) .....	2	Let The Good (Warock — ASCAP) .....	46	Slow Motion (Probe II/Lasgo Rand/ Gambi — BMI) .....	73	You'll Never Find (Mighty Three — BMI) .....	5
Get Down Happy (Botanical — BMI) .....	96	Life On Mars (Mighty Three — BMI) .....	94	Snap It (Big Sevennatasha/New Regime — BMI) .....	88	Young Hearts Run (DaAnn — ASCAP) .....	24
Get The Funk (Kidada — BMI) .....	22	Little Girl Blue (Sherlyn — BMI) .....	81	Somebody's Getting It (Groovesville — BMI/ Conquistador — ASCAP) .....	18	You're My (V. McCoy/Warner Tamerlane — BMI) .....	93
Get Up Offa That (Dynatone/Tub/ Belinda/Unichappell — BMI) .....	9	L.O.D. (Black Sheep/Amer. Dream — BMI) .....	59			You Should (Casserole/Unichappell — BMI) .....	20
		Love Ballad (Unichappell — BMI) .....	91			You To Me (Colgems — ASCAP) .....	28



# CASH BOX COIN MACHINE

## PROFILE: Leoma Ballard, West Virginia Operator

In 1975 Leoma W. Ballard became a vice president of Music Operators of America, distinguishing herself as the first woman to hold the office. She is pictured in the accompanying photo, following the official announcement of her office at MOA Expo '75, accepting a bouquet of roses presented by colleague James Stevens of Grafton, West Virginia, himself a vice president of the association.

Leoma Ballard has been an operator since about 1947 when she entered into the business with her husband, establishing the firm now known as Belle Amusement Company, located at 1701 West DuPont Avenue in Belle, West Virginia. Upon her



husband's death, a short time after the firm was organized, Ms. Ballard continued in the operating business "of necessity," as she said, to earn her living, but just as importantly because she happens to love the business.

It is immediately apparent in her attitude and conversation that being a woman has neither been a handicap nor a particular advantage in her work. She is an operator ("with no gender attached to the term") who works very hard at maintaining an efficient, smooth-running route.

The size of the Belle Amusement route has diminished somewhat as a result of urban renewal and interstate. "We went from 120 stops to 75, with the loss of about 45 in the city of Charleston alone," Leoma said, "however, this has not manifested itself in reduced revenues for our operation. I'm happy to say our income has not suffered."

Leoma adheres to the 50/50 location split, and when **Cash Box** asked if this arrangement was sufficient to offset expenses her reply was, "Maybe not, but I don't know what to do about it since a location's economic problems are often similar to those of an operator. It is true the current cost of equipment is higher than it was and our total operating expenses have increased, but taking into consideration the fact that many locations are faced with the same dilemma, I don't believe I'll alter the 50/50 split at the present time."

The pricing on her route is predominantly 2 for 25¢ and the equipment line consists largely of coin-operated amusement machines; with the phonograph being the

"backbone" as Leoma is quick to stress. "I have a jukebox in almost every one of my locations and its earning capacity is as good today as it was when I first started out. It is especially effective in some of the smaller locations where there's space for maybe one or two pieces of equipment, and one of those pieces must be a jukebox." She compared the merchandising of music with that of most other consumer products, stressing the fact that to sell it she makes certain the jukebox is clean, in good appearance and top working condition. Also that it is programmed properly with the kind of recorded product location patrons want to hear. She changes records every other week, averaging about four new records per week on each phonograph, which brings her weekly record purchases to around 300. Selection guides include one-stop recommendations, trade charts and location requests.

Pool tables are also very profitable items, she said, with exceptionally good earning power. "My locations fall into three categories," she said, "taverns, teenage places and private clubs. If I were to single out the two most popular, big earning pieces on the route, they'd have to be jukeboxes and pool tables." **Cash Box** asked if the current tournament craze was in evidence at Belle Amusement and Leoma indicated that her personal experience with tournaments was rather limited with the exception of a few small location events, but nothing too widespread at the present time.

She believes very strongly in replacing equipment and considers the practice to be a key factor in maintaining a profitable route. "Buying new equipment is part of our policy of putting a good portion of our profits back into the business, which I feel is very important. Although we don't buy indiscriminantly," she added, "we do feel we must replace when it becomes necessary; only we are very selective in our buying habits. As long as we're talking about new equipment I'd like to express a personal gripe about some of the new pieces we get which sometimes require several hours of service work by our own personnel to correct faulty wiring and such before placement on location. A lot of time could be saved if new equipment reached us in perfect working order."

Referring to the recent MOA survey revelations about the need for more service programs in the industry, Leoma said she didn't feel the responsibility for instituting such programs should rest entirely with MOA. "I think it should be a joint venture," she said, "shared by all levels of the industry. The factories and distributors are to be commended for the fine service schools which have been held on a regular basis. I've attended many of them myself and learned a great deal from them. Maybe the present program hasn't provided total coverage but it is most assuredly a step in the right direction and, as operators, we should take full advantage of what is available to us."

Her concluding remarks centered on the importance of industry associations and her personal endorsement of them, on both the national and state levels. She has been a member of MOA since she started in the business and has also served in several capacities (secretary-treasurer at present with her local group, the West Virginia Music & Vending Association).

Leoma Ballard is a hard working operator, admittedly very "determined" and "dedicated" in her efforts, who believes very strongly in her industry and unhesitatingly contributes in time and service to its betterment.

## Nine Games In 'Olympic 9' New Upright From Gametech

SANTA CLARA, CA. — Nine different games may be played on the new "Olympic 9" video upright amusement game currently being produced by Gametech. Firm is a recently established west coast-based amusement machines manufacturer whose previous coin-operated products include "Chucker" and "Casino Royale."

Olympic 9 offers two types of play: the familiar straight ball or Gametech's exclusive Crazy Ball action. Game choices include Zap, a single player game with pinball sounds and extended play; Double Zap, for 2 or 4 players; Tennis, a 2 or 4 player standard paddle game with sound; Soccer, a 2 player game where both players have 3 paddles (with each hit the ball speed increases); and Lowball, a 2 or 4 player game available only in Crazyball.

Each machine comes complete with a parts list, a full set of schematics and repair instructions to facilitate service and minimize down time, according to company officials, thus eliminating the necessity of returning parts to the factory.

Further information may be obtained by contacting the firm at 701 Aldo Avenue in Santa Clara, Calif. 95050.



## Belam Campaigns To Save Caribbean Pool

NEW YORK — R.H. Belam Co., Inc., leading exporters of commercial pool tables, recently launched a campaign in the Caribbean area to reverse the current wave of negativism in the press towards pool tables.

In recent months, several articles calling for a ban on pool tables have appeared in Caribbean newspapers and magazines, most notably in the areas of Barbados and Trinidad; and it is in these two countries Belam has concentrated its defense efforts.

In Barbados particularly, pool tables were compared to gambling devices in articles published in the major local newspaper, the Advocate News. Taking exception to the "unfair linkage" of the terms Belam's vice president Robert Haim issued a strong rebuttal which was published in the paper. "We must strongly object to the nature of the editorial which does not give specific complaints against pool tables," he wrote, "other than stating they 'have been attracting large sections of the unemployed.' Pool is a sport and recognized as such throughout the world with official tournaments, rules, etc.," adding that it "is an extremely inexpensive sport to participate in and, therefore, will be enjoyed by all different kinds of people."

This past June, Mr. Haim and U.S. Billiards sales manager Len Schneller held an exhibition in the Trinidad capital, Port of Spain, and got first hand knowledge at that time of proposed legislation to prohibit the importation of pool tables into Trinidad. Shortly thereafter, the campaign was launched.

"The situation in both Trinidad and Barbados is expected to be resolved in the coming weeks," Haim said. "Local distributors are most pleased with the influence Belam's campaign has had on the situation and all are optimistic for the future of pool tables in the Caribbean."

## World Wide Video Intros 'Six-Pac'

LOS ANGELES — World Wide Video announced the release of its latest cocktail table video game called "Six-Pac." The game features six action games and ten different sound effects which are shown on a



23" Motorola monitor with full color display.

"Six-Pac" is contained in genuine formica and sturdy plywood cabinet with tempered glass for extra safety and durability. A hinged top makes for easy access to the screen and all controls. The monitor and logic board are both under warranty for one full year.

"Six-Pac" is a 1-2-3-4 player game with two live-action attract modes featuring real

robot images playing different games. Games include Tennis, Catch, Soccer, Tennis Robot, Catch Robot and Soccer Robot. Robots on the screen are capable of running, kicking, catching and throwing just to mention a few. A very unique feature is that "Six-Pac" offers three ways to win free games. Scoring is operator adjustable.

For preview showing of "Six-Pac" contact any of World Wide Video's local distributors.

## Boxer Boone Kirkman To Tournament Soccer

SEATTLE — Professional boxer Boone Kirkman, former contender for the heavyweight boxing crown, will be in charge of media coordination for special projects at Tournament Soccer, as recently announced by the firm.

He will be channeling his competitive drive into the sport of table soccer, as Tournament Soccer indicated, by making personal appearances at various prime tournament events.

Kirkman was present at the \$25,000 Portland Tournament and is scheduled to be at the upcoming \$125,000 World Championships in Minneapolis, Minnesota over Labor Day weekend. He will also "take on all challengers at table soccer" during his attendance at the Music Operators of America convention in Chicago November

continued on pg. 51

Meet Nakamura Seisakusho Co., Ltd. And call us by our familiar initials "NAMCO"

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**IN REVIEW:** Following is a photographic lineup of some of the new amusement machines recently introduced by the various games manufacturers and dated according to their exposure in **Cash Box**.



**ATARI 'BREAKOUT.'** 1 or 2-player video upright. Players try to "break out" of "jail" with the aid of high speed capacity balls and a paddle which decreases in size to add challenge. (6/19/76).



**ATARI 'FLYBALL.'** 2-player video baseball game. America's favorite sport is realistically portrayed with animation and displays plus the roar of the crowd and the calling of balls and strikes as in "the real thing" (7/24/76).



**ATARI 'COPS 'N' ROBBERS.'** A hi-speed car chase and gun battle reminiscent of the nostalgic gangster era, with such obstacles as a beer truck getting in the way to add challenge. Many unusual visual effects. (7/31/76).



**BALLY 'CAPT. FANTASTIC.'** 4-player pin-game. One of the industry's most ambitious promotion campaigns heralded the release of this model, named for internationally famous Elton John. Will be Bally's biggest seller since 'Wizard' (7/24/76).



**CAN-AM 'GRAND SLAM IV.'** 4-game video cocktail table. Featured games are Tennis Pong, Hockey Pong, Knockout I and Knockout II. Unique joystick control allows horizontal and angular as well as vertical paddle control. (8/14/76).



**CHICAGO 'SOUND STAGE'** 2-player pinball machine. "Pinwheel Spinner" built into playfield is a special feature. A 6-hit target feature adds to the playfield excitement along with numerous other options to make one. (6/26/76).



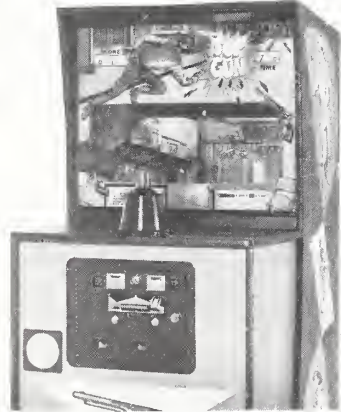
**GOTTLIEB 'BUCCANEER'** 1-player pinball machine. Pirates and ships dominate backglass and playfield graphics. Eleven number sequence, in flashy display of lights going on and off, is an attention getter on this model. (7/10/76).



**GOTTLIEB 'CARD WIZ'** 2 player pinball machine. Among playfield attractions are drop targets bearing the familiar card game symbols: A, K, Q, J, 10. Many exciting scoring features to capture player interest. (8/14/76).



**MEADOWS 'COBRA GUNSHIP'** video upright. Exciting air combat game with special TV overlay graphics, flying yoke with built-in firing button, realistic targets and flight sounds. Many challenging scoring features. (7/3/76).



**MIDWAY 'TOP GUN.'** Numerous attractive visual features including new 'Hologram' target, plus the thrills of an old west shootout: 'top gun' versus gunslingers and bushwhackers! Outstanding interior design and cabinet graphics. (7/10/76).



**MIDWAY 'TORNADO BASEBALL'** 2-player video upright. Double plays, errors, strikeouts and walks, plus complete outfielder control and a pitching capacity for fast or slow balls, curves and slides make for a realistic game of baseball! (7/31/76).



**MIRCO '21'** video cocktail table. One to four persons can play. The theme is blackjack and players try to beat the machine which performs the traditional dealer functions (shuffling, dealing, etc.). Operator options. (8/21/76).



**PSE 'KNIGHTS IN ARMOR.'** A classic jousting match between two knights on horseback. Hand grip controls the lance, a "T" handle controls the shield. Points are scored when one player knocks the other off his horse. (6/26/76).



**RAMTEK 'HIT ME'** video cocktail table. Unique design has the monitor in an upright position. 1, 2, 3 or 4 can play and the theme is the popular '21' card game. Model has all of the features of the successful 'Hit Me' upright piece. (7/31/76).



**UNIVERSE 'NEW WORLD'** 4-player pingame, produced by Playmatic of Spain. Bicentennial illustrations adorn the cabinet, backglass and playfield in bold color. Many scoring features for player appeal. Single player version is 'Conquest 200.' (7/17/76).



**WILLIAMS (UNITED) 'EMERALD'** 6-player shuffle. Elegantly designed and offering a choice of five ways to play. 'One Shot' feature allows each player one shot per frame with decreasing strike values. Superb cabinet design. (6/26/76).



## CHICAGO CHATTER

Tournament Soccer has scheduled a fall table soccer tournament for October 15-17 in the Grand Ballroom of the Playboy Towers. A total prize purse of \$10,000 will be awarded. As a special service for local operators who'd like to drop by and observe the proceedings, the famed Hefner Suite will be provided as a hospitality accommodation and TS president **Lee Peppard** will be on hand to answer questions and explain tournament specifics.

**CATCH THE SPIRIT OF '76 AT MOA EXPO '76!** Promotion stickers bearing this phrase and the time and place of the 1976 convention have been distributed to all MOA exhibitors for use on company mailings, etc., to promote the show. They're free for the asking, by the way. Although present indications are that this year's show will no doubt be a record breaker — it doesn't hurt to spread the word anyhow!

**THE RECENT 2-DAY "flea market" sale at Empire Dist. was a resounding success — "far beyond our expectations,"** according to **Ben Rochetti**. As a matter of fact, they did so well they'll most likely schedule another in the near future. This past week Empire received its initial shipment of the new Garlando Convertible football table, which arrived from Italy and is now ready for delivery. Newly received samples out there include Atari's "Le Mans," which is being widely approved by visiting ops (Ben said Atari is very heavily back-ordered on this new piece); Meadows' "Cobra Gunship," and the Sega "Road Race."

**DATeline LANSING:** Nearly a hundred players from throughout the state of Michigan participated in the first statewide 8-ball pool tournament sponsored by the Music Operators of Michigan and more than 300 spectators were on hand to cheer 'em on! In addition to a first prize award of \$1,000 numerous other cash awards were given. MOM plans to make the tournament an annual event.

**SAM KOLBER** of Atlas Music Co. said the distrib's games department is really jumpin' as a result of heavy activity on Allied Leisure's "Daytona 500" and "Rock On" 4-player solid state pinball machine. No complaints about music sales either, with Rowe phonos still selling big!

**DUE TO HURRICANE BELLE,** CDI's **Bob Sherwood** and **Jerry Marcus** were unable to attend the Rowe Trimount annual golf outing — but you can't say they didn't try. Both departed for the airport on time (8/9), but were delayed at O'Hare for more than an hour; finally took off but were fogged in over Boston, and delay followed delay until five and a half hours late they finally made it to the Country Club site of the outing only to discover that the whole thing had been cancelled, due to Hurricane Belle! . . . Meanwhile, back at the factory, the "Sound Stage" pingame continues to reign supreme! Bob Sherwood, by the way, is currently mapping out an itinerary for his impending business trip to Europe, tentatively scheduled for early September.

**ON THE SINGLES SCENE:** **Chet Kajeski** of Martin & Snyder One Stop in Detroit gave us the lowdown on some heavy operator singles in his area, categorically listed as follows: (pop) "Wreck Of The Edmond Fitzgerald" by **Gordon Lightfoot** (Reprise), "Roxy Roller" by **Sweeney Todd** (London), "Shake Your Rump To The Funk" by **The Barksay** (Mercury); (country) "Here's Some Love" by **Tanya Tucker** (MCA), "Honey Hungry" by **Mike Lunsford** (Starday), "If You Got The Money" by **Willie Nelson** (Columbia), "Let's Put It Back Together Again" by **Jerry Lee Lewis** (Mercury); (r&b) "Shake Shake Shake Your Booty" by **K.C. & The Sunshine Band** (T.K.), "The Best Disco In Town" by **The Richle Family** (Marlin) and "Get The Funk Out Of My Face" by **Brothers Johnson** (A&M).

## HOUSTON HAPPENINGS

Record of past experience indicates that **Robert A. Helphenstine** is well qualified for his new position as Sales Representative for Rowe International, Inc., Distributor Operations, Houston. Experience includes: Route mgr. in Kan. for Sutherland Distb. Co. in 1965; transferred to Austin, Tex. as route mgr. in 1968; was promoted to supervisor of route operations in Tex. in 1972; transferred in 1973 to Distribution in San Antonio and Harlington for the Sutherland Co; resigned from Sutherland Co. July 1976 and accepted present position with Rowe International . . . **Sonny Hosek**, route man for Gulf Coast Distb. Co., Houston (Wurlitzer) back from vacation . . . **Freddie Troy** and charming, vivacious wife, **Mary**, met their talented daughter, **Linda Troy**, in San Antonio for a family gathering vacation celebration. Son, **Marc Troy**, in third year as medical major at Tulane University, was unable to attend. Freddie said he gained maybe 10 lbs. from sumptuous festivities. Troy is owner of Marc Amusement Co., long established operating firm here . . . **Janet Caston**, office force, Big State Vending Co. (6201 Gulf Frwy., Houston) enjoyed vacation visiting her parents in Marshall, Tex. . . Enjoyed regular pleasant (and newswise profitable) weekly vist with **Hans Von Reydt**, sales and public relations, H.A. Franz & Co., in his office, Franz Bldg., Houston. Hans has not had his annual vacation as yet. Probably hoping for cooler weather. He is an outdoor fancier, especially concerning boats. Mentioned Hans as news source because he knows as much about coinmatics as the next one; and he willingly passes info., even if good for the competition. Something not too often done in such competitive biz as coinmatics. . . **Jerry Johnston**, Seeburg salesman for H.A. Franz & Co. back from vacation, outwardly fortified with sultan and inwardly with extra vim and vigor enough to bear down a shade harder on those ole sales efforts . . . **Guy Barnett**, owner Coast Amusement Co., Freeport, Tex., reportedly continues as a frequent business visitor in Houston . . . 95 to 100 degree temp, is more than just hot weather in this city. Not exactly conducive to making things happen, and definitely not favorable for traveling hither and yon, in quest of who, when, what, where, why and how about said happenings. Anyone who regards the above statement as a slim excuse for a below par written column is about right!

## CALIFORNIA CLIPPINGS

Everyone awaiting 'Capt. Fantastic' . . . speaking with **Lila Zinter**, marketing director at Meadows. Lila couldn't help but emphasize how successful 'Cobra Gunship' has been on test locations and she noted that Gunship is now immediately available for delivery. In case you haven't seen it yet, 'Cobra Gunship' is truly one of the most handsome games on the market. A great eye catcher.

**Chris Loumakes** back in town after a short trip in Las Vegas. Chris said Williams' 'Space Odyssey' is still his hot seller in this area . . . **Jerry Schubert** now with Nutting Associates.

A very special service seminar is being held at the Atari facilities this week (Monday and Tuesday) concerned primarily with micro processors. Everyone will be pitching in with this two day session, and among those offering their knowledge and tips are customer service technicians **Rich Paddock** and **Bernie Barranger**, and **Don Smith**, customer service manager. One of the busiest men at Atari is **Frank Ballouz**, national sales manager who seems to spend most of his time on the road taking care of business. Frank was extremely pleased with backorders on 'Breakout,' a game which showed immediate acceptance first in Europe, 'Le Mans,' 'Indy 4,' and 'Flyball.'

## EASTERN FLASHES

Felicitations to **Al Kress** who is celebrating the first anniversary of his Coin Machine Distributors, Inc. establishment in Peekskill. To herald the occasion he'll be unveiling a newly redecorated and completely remodeled showroom. What's more, in the past twelve months he's experienced a steady growth pattern which he's confident will continue — and present business is "fantastic!" . . . **Jack DeMarco** of Ebsco Amusements (Red Bank) tells us, as a result of the success of the firm's "Vulcan" tournaments, a number of distribri outside the eastern area are climbing aboard the bandwagon and hosting territorial tournaments of their own. Ebsco, meanwhile, will continue its efforts in the east . . . Vending equipment is definitely in the fore at Robert Jones International (Syracuse) — and "picking up every day," according to **Jack Shawcross**. Gameswise, among newly arrived samples is the Midway "Tornado Baseball," which is attracting much attention in the showroom. "Sea Wolf," of course, has been (and is) an "unbelievable seller" out there. A little personal note: the influence of his children has made Jack quite a rock fan so he was on hand in Buffalo for the recent **Elton John** concert at Rich Stadium (enjoyed it very much, by the way) and the WKBW radio promotion which was climaxed by the presentation of a "Capt. Fantastic" pinball machine, donated jointly by Bally and RJI. Lucky recipient was a 13 year old girl. . . **ON THE SINGLES SCENE:** **Frank DIMarslco** of Program One Stop (Union, N.J.), back from a much needed and much enjoyed vacation, gave us a list of some of the most requested operator singles in his area, like "Nice & Nasty" by **The Salsoul Orchestra** (Salsoul), "I'll Play The Fool" by **Dr. Buzzard** (RCA), "Bless My Soul" by **Skip Mahoney** (Abet), "Street Singin'" by **Lady Flash** (RSO), "Wham Bam Shang A Lang" by **Sylver** (Arista) and last but not least "Ode To Billy Joe" by **Bobbie Gentry** (Capitol). Latter undoubtedly spurred by the movie of the same title. The Dr. Buzzard "I'll Play The Fool" single, as Frank pointed out, is a nostalgia type disco piece reminiscent of the Glen Miller sound.

## State Association Calendar 1976

August 27-29; No. Carolina Coin Ops. Assn., annual conv., Sheraton Motel, Charlotte  
September 10-12; Florida Amusement Merch. Assn., annual conv., Deauville Hotel, Miami Beach  
September 16-18; Music Operators of Virginia, annual conv., Hyatt House, Richmond

October 2-3; Coin Operated Industries of Nebraska, meeting, Ramada Inn, Omaha  
October 2-3; Wisconsin Music Merchants Assn., annual conv., Holiday Inn, Wausau  
October 14-16; West Virginia Music & Vending Assn., annual conv., Sheraton Inn, Clarksburg

## New Products

**BLOOMFIELD HILLS, MICH.** — Soundtrap, a unique pocket-paging alarm system, is currently being marketed by Elcon Industries as a protective device against property and auto theft. The unit is geared for home and office use and can be effectively utilized in vending machines, vaults, and cash registers, and in monitoring of



such equipment as pumps, generators, and computers.

As explained by Andre Dubel of Elcon,

the unit is especially effective on vehicles. Soundtrap has a transmitter which can be installed in a car, truck or other vehicle, and a receiver which clips to a belt or slips into a pocket, purse or briefcase. When the doors or hood of a vehicle are opened by an intruder, the Soundtrap immediately sends out an electronic signal to the receiver which, in turn, emits an intermittent bleep until it is manually reset. Rather than scaring off the intruder with an immediate blaring sound as in most conventional devices, Soundtrap will instead signal the owner that a theft is in progress, allowing valuable time to report it and thus prevent it.

The transmitter has a compact, all transistorized power input of 75 milliwatts and a 6" antenna. The receiver weighs 5 ounces with batteries and has 160,000 different tone codes to avoid conflict with other transmitters. Range is from 2,000 to 2,500 feet.

Further information may be obtained by contacting Elcon at P.O. Box 441, Bloomfield Hills, Michigan 48013.

## Boxer Boone Tourn. fr 48

12-14.

Although he is still in training, Kirkman stated that his quest for the heavyweight crown "has been redirected to the 1977 World Championships, Tournament Soccer style!"

## Richard Kerr fr 28

total agreement at the time the album was recorded, I feel now it was a little lush in arrangement. On reflection, I would like to have used other instruments than strings for instance. If a song demands strings, that's fine. But sometimes they can detract from an artist's presentation of his songs."

Kerr described the album as more aggressive than Andy Williams, but certainly not rock. "I don't like to think of it as MOR, but it's not bubblegum either . . . it's basically all love songs." According to Steve Slutzah, with Epic merchandising in Los Angeles, the album was serviced in early June to progressive, pop and MOR radio stations. "Epic has a strong belief in Richard Kerr as a major singer-songwriter," Slutzah said.

### Creating A Song

"It's difficult for a singer-songwriter to

make it these days," Kerr observed. "You want to hold back songs for yourself and until you have a hit you need money to live on too. But giving up songs is difficult for me. I love the idea of creating a song and singing it myself."

Kerr has had over four hundred recordings of his songs, and has established a name for himself in English and American songwriting circles. Asked if he would use other writers' songs on future albums, Kerr noted, "I'm just not very interested in singing other people's songs. I want to continue writing and performing my own material."

### American Response

Richard Kerr, the songwriter-turned-performer, now begins to try to make his mark on the American music scene as a singer. His vocal style has been compared by some to that of early McCartney. He awaits the American response to his initial Epic LP, but hopes that he will be accepted as a singer, not just a writer. Epic Records' "strong belief" in Kerr, and the songwriter's approach to turning lyrics into his own musical interpretation of the words he writes, will both be determining factors into his successful acceptance in this country.



## COIN MACHINES WANTED

WANT — all makes new and used phonographs wall boxes, TV games, Air Hockey, pool tables, bumper pool tables, electronic baseball games, electronic games, Kee games, floor models, ST THOMAS COIN SALES INC. 669 Talbot St. St. Thomas, Ontario, Canada N5P 1C9. Canada's oldest established distributor since 1927. Phone Vince Barrie (519) 631-9550. Mail current price list if equipment now available.

WANT — Seeburg AY160, DS160, LPC-1, LPC-480, Electra, Fleetwood, SS160, LS-1, LS-2. We pay cash and pick up our truck unpacked Pan American Amusements, Inc. 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-5540.

## COIN MACHINES FOR SALE

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI 1520 Missouri, Oceanside, Ca 92054.

FOR SALE: Bingos for export only. County Fairs \$800. Roller Derby \$800. Silver Sails \$800. Border Beautys \$800. Can Can \$800. Big Wheels \$700. Magic Rings \$900. Sega Gran National \$600. Chicago Rifle Gallery \$750. Super Shifters \$700. Gran Trak 10s \$900. Sega Moto Champ \$700. Key Twin Racers \$1250. TV Basketball \$700. D&P MUSIC 1237 Mt. Rose Ave. P.O. Box 243 York Pa 17403. Phone (717) 848-1846.

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15 each. CENTRAL MUSIC CO. P.O. Box 284 407 E. Ave. D. Killeen, Texas 76541.

FLIPPERS — At all times more than 400 late model Gottlieb, Bally, Williams, Chicago Spanish Mfg. available, immediate delivery. Call for lists Pan American Amusements, 1211 Liberty Avenue Hillside, New Jersey. (201) 353-5540.

FOR SALE: Write or call — 200 asst. used TV games — 300 asst. arcade pieces — late model pins — ROBERT JONES INTERNATIONAL INC., 880 Providence Hwy. Dedham, Mass. 02026 — (617) 329-4880 or ROBERT JONES INTERNATIONAL INC., 601 Thompson Rd. N. Syracuse, N.Y. — (315) 463-6251.

SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295. Tennis Tourney 200, Electro Dart 100, BROWSER 2009 Mott Ave. Far Rockaway N.Y.

NEED EQUIPMENT? We have it. New & used pins, guns, driving games, TVs, shufflers. Over 75 in showroom. COIN MACHINE DISTRIBUTORS, INC. 213 Division St. Peekskill, N.Y. 10566 (914) 737-5050.

## CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$128 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Ca. 90028

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR I National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295 crating extra Arcade equipment Motor Cycle Funland, Pennant, Sami, Sea Raider and Dune Buggy pool tables pinballs and many other items VATHIS VENDORS Call (214) 792-2806. 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT: Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin Ramtek Allied Natting Phonographs (large selection): Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending Cigarettes, candy, cold drink National, Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS INC. 389 Webster Ave., Rochester, N.Y. 14609 (716) 654-8020. Ask for Joe Grillo.

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper Jumbos and late used Gottlieb flippers. These games are completely shopped. CALL WASSICK NOVELTY (304) 292-3791 Morgantown, W. Va.

FOR SALE: Allied F 114; Speed King; Drag Races; Sport A Balls; Rifle Gallery; Flying Carpet Gun; Hi Lo Ace; Swinger; Odds 'N' Evens; Hi Hand; Flying Carpet; Sea Ray; Brunswick Air Hockeys; Pong; Paddle Battle; PMC Aztec Cocktail tables. D&L Distr. Co. Inc. Box 6007, Harrisburg, Pa 17112. (717) 545-4264.

FOR SALE: Fast Draw \$800; "300"s \$850; Magnotron \$685; Jumping Jack \$465; King Pin \$495; Little Chief \$795; Triple Strike \$675; Hokus Pokus \$785; Air Aces \$725; Flip Flops \$875; Delta Queen \$485; Bow And Arrow \$885; Wizards \$850; Champ \$535; Olympics \$565; Blue Max \$865; Cinema \$875; Twin Skeet Shoot Rifle \$475; Speed King \$495; Prestige \$325; Panzer Attack \$645; Chopper \$575; Goal Tender \$375; Sea Devil \$195; Super Shifter \$725; Monte Carlo \$350; Chopper \$725; Tank \$965; Tank II \$995; Steeplechase \$1175; Sharks Jaws \$775; Goal 4 \$625; Jet Fighter \$875; Film Flam II \$595; Drop Zone 4 \$580; Ball Parks \$725; Winner \$195; Bi Plane \$995; Rally \$135; Paddle Ball \$175; Pace Race \$495; Dynamos rosewood model \$395; Dynamo \$145; Garlando Football \$225; Bio-Rhythm \$565; Flying Ace with seat \$395; Kiss-A-Scope \$250; Air Hockey \$395; Twin Jokers brand new \$465; KING ROCK, New Orleans Novelty Co., 1055 Dryades St., New Orleans, La. 70113. Tel. (504) 529-7321, Cable: NONOVCO.

FOR SALE — One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS INC., 213 N. Division St. Peekskill, N.Y. 10566 Westchester Co.; (914) 737-5050.

FOR SALE — All issues of Cash Box from May 4, 1968 to date. Make offer (714) 865-3857 or write Ray Lausch, Jonestown #2, Pa. 17038.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each. 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact Jack Baker (213) 240-6290.

FOR SALE: MIDWAY Bulls Eye Golf Champ ESP Electro Dart Wall Games \$150. D&L DISTRIBUTING CO. 6691 Allentown Blvd. Harrisburg Pa (717) 545-4264.

FOR SALE: ROCK-OLA 504 WALLBOX \$100; Rock-Ola Receivers, 1725-8-2, 1765 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic 21300 Chenove France telex 350018.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido Roller Derby, Circus Queen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three backglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md 21061 (301) 768-3400.

SPECIAL — nostalgic games — collector's items. Make offer for entire lot: Chicago Coin Basketball, Exhibit Mauser Pistol, Bally Big Inning, Chicago Coin Goalee, Scientific Batting Practice, Exhibit Penny Barrels, International Microscope Atomic Bomber, International Microscope Skill Jump. NEW ORLEANS NOVELTY CO., 1055 Dryades St., New Orleans, La. Tel: (504) 529-7321. Cable: NONOVCO.

FOR SALE — Captain Card \$495, Stratoflite (4 pl) \$695, Super Flite (2 pl) \$645, WANT: Backglass Wms. Bulls-Eye, Triple Strike \$595. No crating. Call Ogden Whitbeck (518) 377-2162. MOHAWK SKILL GAMES CO., 67 Swaggertown Rd. Scotia, N.Y. 12302.

FOR SALE: COMPLETELY RECONDITIONED — Bally Twin Win (2 pl) \$595, Gottlieb "300" (4 pl) \$845, Midway Ball Park \$695, Playtime \$445, Leader Upright \$445, Leader Lo-Boy \$445, Winner IV \$395, Winner I \$195, Dart Champ \$95. MICKEY ANDERSON, INC., P.O. Box 6369, Erie Pa. 16512. Phone (814) 452-3207.

## EMPLOYMENT SERVICE

SERVICE SCHOOL FOR GAMES AND MUSIC: Ten week night course teaches practical, theory, schematics. \$575 full price. COMMIT, 2115 Beverly Blvd. Los Angeles, Ca 90057 (213) 483-0300.

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write CK Aspinwall of 652 Azalea Drive in LaGrange, Ga 30240.

BUSINESS OPPORTUNITY — Sell reconditioned flipper games, guns and arcade equipment, video games and kiddie rides to operators in your area. Weekly list of available equipment and current prices furnished. Call or write for application. CENTRAL DISTRIBUTORS INC. 2315 Olive Street, St. Louis, Missouri 63103 (314) 3511.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records Inc. needs investors and stockholders to re-open music business — Write BAR-JO at 83-45 Vietor Ave. Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

## SERVICES COIN MACHINE

SCHOOL FOR GAMES & MUSIC: One to two week courses. Phonos, flippers, bingos with schematics. CAL'S COIN COLLEGE, P.O. Box 810, Nicoma Park, Okla 73066 (405) 769-5343.

ACE LOCKS KEYS ALIKE. SEND LOCKS AND THE key you want them mastered to. \$1.00 each. RANDEL LOCK SERVICE, 61 Rockaway Avenue, Valley Stream, N.Y. 11580. Tel: (516) VA 5-6216. Our 35th year in vending.

LOGIC REPAIRS — \$10 plus parts 24 hour turnaround, 60 day guarantee. ASC DIST. SALES, 32 Franklin St., Quincy, Mass. 02169. (617) 773-1804.

## HUMOR

DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio: only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 2786-C West Roberts, Fresno, CA 93711.

## RECORDS-MUSIC

FREE 1976 LP's. Record raters needed. No experience necessary. Receive nationally released LP's monthly to review. Pay nothing for LP's, only small membership fee to cover shipping and handling. New World Enterprises, Box 21, Dept. WR, Hollywood, CA 90028.

RARE RECORD SHOPS AND FINDERS: List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St. Houma, La 70360.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also the largest selection of old rock 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog \$1.25. HOUSE OF OLDIES, 267 Bleeker St. N.Y. N.Y. 10014 (212) 243-0500.

FOR EXPORT: ALL LABELS OF PHONOGRAPH RECORDS, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS LTD. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPODARO NEW YORK.

WANT RECORDS & TAPES: 45s AND LPs surplus returns overstock cut-outs etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO. 453 McLean Ave. Yonkers, New York 10705 (914) GR 6-7778.

FOUR TRACK STEREO CARTRIDGES for sale. App. 3,000 pieces — 40 to 50 different artists — plus app. 600 blanks for sale. \$1,700.00 takes this lot. HANSA MYN-TAUTOMATER AB, P.O. Box 300 41, S-400 43 GÖTEBORG/Sweden.

INTERNATIONAL RADIO STATIONS MUSIC PUBLISHERS: discoteques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835 Amityville, New York 11701.

OPERATORS — We buy used records not over 1 year old — 10 cents each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave. Garden Grove, Calif. 92644 (714) 537-5939.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

FOR SALE: Approx. 20,000 45's from 1966 through 1975. Take all 5 each plus ISC postage. Charles Zierer, P.O. Box 482 Tarpon Springs, Fla 33589.

OPERATORS — We buy used records right off your jukeboxes on a steady basis. We pay fast. Call Mr. Andrews (516) 822-3733.

## CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Cal. 90028

Make sure your check is enclosed



## Station Breaks fr 38

Obispo are **Jay Haydock**, **Steve Lamar**, and **Kelly Kible**.

**Jane Ligums** promoted from executive secretary to the general manager to account executive at **WROR**, Boston.

**Kris Karavitis** joins sales staff of **K-EARTH**, Los Angeles, as account executive. Ms. Karavitis was a part of sales staffs of **KATZ Television** and **KCOP-TV**, Los Angeles prior to the K-EARTH position.

**Norman Berk** joins **KFAC**, Los Angeles as account executive. Berk will work on retail, as well as agency level.

**KKLS**, Rapid City needs morning deejay with production expertise. Send tapes to **Tom Franklin**, **KKLS Radio**, Box 460, Rapid City, S.D. 57701.

**j.b. carmicle**

## Secondary Adds fr 42

33 To 25 — Summer — War  
35 To 29 — Little Bit More — Dr. Hook  
40 To 33 — Don't Stop Believin' — Olivia Newton-John  
Ex To 38 — With Your Love — Jefferson Starship  
Ex To 39 — Still The One — Orleans  
Ex To 40 — Bring It On Home — Mickey Gilley

### WTRY — TROY

#1 — Wings  
\*It's O.K. — Beach Boys — Brothers/WB  
\*Rock'n Me — Steve Miller — Capitol  
28 To 12 — With Your Love — Jefferson Starship  
27 To 16 — Devil Woman — Cliff Richard  
Ex To 35 — No No Joe — Silver Convention  
Ex To 34 — Popsicle Toes — Michael Franks  
Ex To 29 — If You Leave — Chicago  
Ex To 23 — Lowdown — Boz Scaggs

### 980 — VIDALIA

#1 — KC & Sunshine Band  
\*Did You Boogie — Flash Cadillac — Private Stock  
\*You Are The Woman — Firefall — Atlantic  
\*Disco Duck — Rick Dees — RSO  
\*Struttin' My Stuff — Elvin Bishop — Capricorn/WB  
\*Getaway — EW&F — Columbia  
7 To 2 — Play That Funky Music — Wild Cherry  
11 To 7 — You'll Never Find — Lou Rawls  
16 To 8 — Devil Woman — Cliff Richard  
20 To 14 — Still The One — Orleans  
22 To 17 — If You Leave — Chicago  
29 To 22 — Springtime Mama — Henry Gross  
31 To 23 — With Your Love — Jefferson Starship  
34 To 29 — Take A Hand — Rick Springfield  
Ex To 20 — Who'd She Coo — Ohio Players  
Ex To 28 — Wham Bam — Silver

### WKWK — WHEELING

#1 — Elton John & Kiki Dee  
\*Sunrise — Eric Carmen — Arista  
\*Rock'n Me — Steve Miller — Capitol  
\*Magic Man — Heart — Mushroom  
28 To 23 — Lowdown — Boz Scaggs

## New Adds To Pop Playlists fr 40

\*Brand New Love Affair — Jigsaw — Chelsea  
\*Wanna Make Love — Sun — Capitol  
\*Disco Duck — Rick Dees — RSO  
17 To 5 — This Masquerade — George Benson  
26 To 15 — Rock'n Me — Steve Miller

### WBBF — ROCHESTER

#1 — Elton John & Kiki Dee  
\*If You Leave — Chicago — Columbia  
23 To 13 — Say You Love Me — Fleetwood Mac  
22 To 15 — She's Gone — Hall & Oates  
24 To 18 — I Can't Hear You — Helen Reddy  
30 To 19 — Still The One — Orleans

### KNDE — SACRAMENTO

#1 — Elton John & Kiki Dee  
\*Don't Stop Believin' — Olivia Newton-John — MCA  
\*Still The One — Orleans — Asylum  
\*Getaway — EW&F — Columbia  
17 To 11 — Turn The Beat — Vicki Sue Robinson  
20 To 12 — You Should Be Dancing — Bee Gees  
23 To 15 — I'd Really Love — England Dan & Coley

### KROY — SACRAMENTO

#1 — Elton John & Kiki Dee  
Disco Duck — Rick Dees — RSO  
Party Time — Andrea True — Buddah  
Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century  
9 To 5 — Shake Your Booty — KC & Sunshine Band  
14 To 6 — Turn The Beat — Vicki Sue Robinson  
17 To 8 — Lowdown — Boz Scaggs  
19 To 13 — Say You Love Me — Fleetwood Mac  
24 To 14 — Fifth Of Beethoven — Walter Murphy  
25 To 19 — If You Leave — Chicago  
30 To 20 — You'll Never Find — Lou Rawls  
Ex To 30 — Rock'n Me — Steve Miller

### KRSP — SALT LAKE CITY

#1 — Cliff Richard  
\*It's O.K. — Beach Boys — Brother/WB  
\*Magic Man — Heart — Mushroom  
\*Sunrise — Eric Carmen — Arista  
14 To 8 — Baby I Love Your Way — Frampton  
18 To 14 — (Don't Fear) The Reaper — Blue Oyster Cult  
21 To 6 — If You Leave Me — Chicago  
22 To 7 — Still The One — Orleans  
23 To 19 — Amber Cascades — America  
27 To 22 — The Princess & The Punk — Barry Mann  
Ex To 18 — Disco Duck — Rick Dees

### B-100 — SAN DIEGO

#1 — Wild Cherry  
\*If You Leave — Chicago — Columbia  
\*Can You Do It — Grand Funk — MCA  
\*Still The One — Orleans — Asylum  
\*Disco Duck — Rick Dees — RSO  
5 To 1 — Play That Funky — Wild Cherry  
20 To 15 — Fifth Of Beethoven — Walter Murphy

### KCBQ — SAN DIEGO

#1 — Elton John & Kiki Dee  
Fifth Of Beethoven — Walter Murphy — Private Stock  
\*Magic Man — Heart — Mushroom  
\*Street Singin' — Lady Flash — RSO  
7 To 3 — I'd Really Love — England Dan & Coley  
19 To 9 — Heaven Must Be — Tavares  
29 To 22 — Devil Woman — Cliff Richard  
**KFRC — SAN FRANCISCO**  
#1 — Elton John & Kiki Dee

## Murphy Miiffs Officials fr 38

Murphy closed by telling **Cash Box** that he respected WEEL's management for letting him take a stand on issues. "That's what's wrong with a lot of radio stations. Management doesn't have the guts to let guys like me on the air because they don't want to get involved. I never began as a crusader but I believe I'm on the air for more than just time and temperature. I think I'm just fulfilling the requirements of our license . . . to be involved with the community, and if helping people is a part of that, then I consider it my job."

## Country Roundup fr 34

the first time at the Willie Nelson picnic. Having played for some time in the Leon Rausch Band, Chris has played a variety of swing, jazz and boogie tunes as well as the Texas swing and country styles. The group recently played to SRO audiences for one night at North Hollywood's Palomino Club. **Merle Travis** was one of many on hand to view the group, whose latest Capitol single is, "Route 66," from the LP "Wheelin' And Dealin'."

29 To 22 — If You Leave — Chicago  
16 To 12 — Summer — War

### WAIR — WINSTON/SALEM

#1 — Wild Cherry  
\*Shower The People — James Taylor — WB  
\*Fire — Mother's Finest — Epic  
\*Let's Rock — Ellison Chase — Big Tree/Atlantic  
\*Baby Love — Group With No Name — Casablanca  
\*Free Spirit — Atlanta Rhythm Section — Polydor  
\*Nitty Gritty — Coyote McCloud — Midland  
\*Detroit Rock City — Kiss — Casablanca  
16 To 11 — Lowdown — Boz Scaggs  
18 To 13 — Devil Woman — Cliff Richard  
22 To 15 — Fifth Of Beethoven — Walter Murphy  
26 To 21 — Get The Funk — Brothers Johnson  
Ex To 25 — Take A Hand — Rick Springfield  
Ex To 24 — Still The One — Orleans  
Ex To 23 — Magic Man — Heart  
Ex To 19 — If You Leave — Chicago

### WHOT — YOUNGSTOWN

#1 — Walter Murphy  
Sunrise — Eric Carmen — Arista  
It's O.K. — Beach Boys — Brothers/WB — Brother/WB  
Dr. Tarr & Prof. Fether — Alan Parsons — 20th Century  
6 To 1 — Fifth Of Beethoven — Walter Murphy  
15 To 10 — Heaven Must Be — Tavares  
18 To 11 — Still The One — Orleans  
17 To 12 — Devil Woman — Cliff Richard

Heaven Must Be — Tavares — Capitol  
She's Gone — Hall & Oates — Atlantic  
A Little Bit More — Dr. Hook — Capitol  
\*Do You Feel — Peter Frampton — A&M  
9 To 6 — If You Leave — Chicago  
14 To 11 — Lowdown — Boz Scaggs  
15 To 13 — Say You Love Me — Fleetwood Mac  
16 To 12 — You Should Be Dancing — Bee Gees  
18 To 15 — Getaway — EW&F  
20 To 16 — It's O.K. — Beach Boys  
22 To 17 — Shake Your Booty — KC & Sunshine Band

### WWSA — SAVANNAH

#1 — Elton John & Kiki Dee  
Disco Duck — Rick Dees — RSO  
Magic Man — Heart — Mushroom  
11 To 5 — Devil Woman — Cliff Richard  
14 To 10 — I'd Really Love — England Dan & Coley  
20 To 11 — Still The One — Orleans  
30 To 25 — Rock'n Me — Steve Miller

### KJR — SEATTLE

#1 — Elton John & Kiki Dee  
\*Still The One — Orleans — Asylum  
\*Magic Man — Heart — Mushroom  
10 To 6 — Fifth Of Beethoven — Walter Murphy  
13 To 9 — You Should Be Dancing — Bee Gees  
17 To 13 — Play That Funky Music — Wild Cherry  
19 To 15 — Tear The Roof Off — Parliament  
20 To 16 — Wham Bam — Silver  
23 To 18 — If You Leave Me — Chicago  
25 To 20 — Heaven Must Be — Tavares  
Ex To 21 — This Masquerade — George Benson  
Ex To 24 — Summer — War  
Ex To 25 — You'll Never Find — Lou Rawls

### KING — SEATTLE

#1 — Elton John & Kiki Dee  
If You Leave — Chicago — Columbia  
\*It's O.K. — Beach Boys — Brother/WB  
17 To 10 — Fifth Of Beethoven — Walter Murphy  
19 To 13 — You'll Never Find — Lou Rawls  
20 To 9 — Shake Your Booty — KC & Sunshine Band  
Ex To 21 — Disco Duck — Rick Dees  
Ex To 22 — This Masquerade — George Benson  
Ex To 27 — Still The One — Orleans  
Ex To 30 — Rock'n Me — Steve Miller

### KEEL — SHREVEPORT

#1 — Elton John & Kiki Dee  
She's Gone — Hall & Oates — Atlantic  
Wanna Make Love — Sun — Capitol  
\*Disco Duck — Rick Dees — RSO  
\*Baby Love — Group With No Name  
\*Anything You Want — John Valenti — Ariola  
14 To 7 — Shake Your Booty — KC & Sunshine Band  
18 To 8 — Play That Funky — Wild Cherry

### KREM — SPOKANE

#1 — Wild Cherry  
Sunrise — Eric Carmen — Arista  
\*Rocky Mountain Music — Eddie Rabbitt — Elektra  
\*Made To Love You — Gary Wright — WB  
\*That'll Be The Day — Linda Ronstadt — Asylum  
\*You To Me — Real Thing — UA  
11 To 7 — Heaven Must Be — Tavares  
15 To 10 — Shake Your Booty — KC & Sunshine Band  
27 To 18 — If You Leave — Chicago  
23 To 19 — Magic Man — Heart

## Industry Eyes Black Marketing Strategy fr 45

sound are a true criteria for promoting any record, black artists still find a readier acceptance at R&B stations. The DJ's and programmers are more accessible to new product by black artists.

Bernie Gross, Al Wilson's manager respects the labels right to break a record as it sees fit. "That's their business and they know the field. I guess R&B is where the door is open first to a black artist," Gross acknowledged.

However many black stations are narrowing their playlists. Mike Lipton, owner of In-Tune Distributors and former senior vice-president of United Artists Records, opined that this will make it even more difficult for new black artists to break R&B, and therefore exceedingly rough to get that "cross-over" pop exposure.

Ron Strassner expressed a rare opinion on promotion of his black artists product. His theory is to concentrate building an ar-

list on black stations. "If a cross-over comes, that's fine," ventured Strassner, "But I don't go out looking for it. There's a tremendous black audience out there to appeal to."

### Discos Important

Discos have become an increasingly important area of development for the promotion of black artist. Saifer gives them credit for making it easier to break an R&B record at this particular time.

As does Ms. Bogart who enthusiastically said, "Discos have made an incredible impact on the industry. Donna's first hit, 'Love To Love You, Baby,' broke first in the discos as an unusually long cut, and then spread across radio nationally. Discos are bringing all kinds of people together to dance and have fun. They've contributed to making audiences more aware of music."

## For The Record fr 24

club has opened its doors out in the Valley (Encino, to be exact). It's called the **Cafe Concert** and it's open to all types of acts — rock, country, comedy — whatever. Call (213) 996-6620 for details . . . **WORK TO MAKE IT WORK** — Three local Los Angeles rock groups decided that it was high time that L.A. provided some sort of exposure for unknown acts. Therefore, members of the groups called **Pop!**, **The Dogs** and **The Motels** have joined forces to produce their own concert. The event, which the novice producers have dubbed **Radio Free Hollywood**, will be held at **Troopers Hall** on Tuesday the 24th. Don't let the name of the event fool you — the boys do intend to charge admission . . . and while we're on the subject of off-beat concerts — **Elton John's** recent appearance at **Madison Square Garden** erupted in chaos when several members of the piano man's business team pranced on stage clad in costumes depicting various fruits, vegetables and assorted goodies such as a banana, a strawberry, a carrot and an ice cream cone. Sources report that the rather comical visual interlude was not anticipated by John, whose shows are generally very tightly choreographed. Throw in a cameo appearance by **Kiki Dee** and you've got a pretty tantalizing banana split! . . . **HIT THE ROAD, JACK** — Harvest recording artists **Be-Bop Deluxe**, currently touring the Continent with **Jethro Tull**, are soon to return to the States — in person and on disc. The group's third domestic LP, "**Modern Music**," will be released Sept. 13, to be followed by the American tour in October, November and December . . . Canadian music-makers **Heart** are also slated for concerts throughout the month of October, including a four-nighter with **Loggins and Messina** at the **Universal Amphitheater** in L.A. Other acts that Heart will be paired with on the tour include **Jeff Beck** and **The Beach Boys** . . . With a performing record that spans half a century to his credit, **Rudy Vallee** debuted at the **Playboy Club** in Century City for a five-night engagement . . . **CH . . CH . . CH . . CH . . CHANGES** — The new **Eric Clapton** album on RSO, "**No Reason To Cry**," which was scheduled for September release, has been delayed til Oct. 1 so it will coincide with Clapton's scheduled tour of the U.S. The LP features some harmony vocals by **Bob Dylan** . . . **THE REEL THING** — **Sunset Sound** is playing host to **Rita Coolidge** and **Jackson Browne** — both are finishing up LPs . . . **The Village Recorder** reported that **Columbia** artists **S.S. Fools** are putting the finishing touches on a new single while **The Band** polishes off a segment for the **King Biscuit Flower Hour** . . . **Erstwhile Doors** guitarist, **Robbie Krieger**, has signed with **Blue Note** and is currently laying tracks for his debut solo effort for the label at **Devonshire Studios** . . . **Island's** blue-eyed soul man, **Robert Palmer**, is currently working on his forthcoming album, "**Some People Can Do What They Like**," with producer **Steve Smith**. The LP is slated for a mid-October release . . . **Al Stewart** has just emerged from the studio after having completed his new LP, "**Year Of The Cat**," for **Janus**. The LP, which is scheduled for a mid-September release, was produced by **Alan Parsons** . . . **Frankie Valli** has just put a top on his **Private Stock** single, "**Boomerang**," with **Bob Gaudio** at the controls . . . TV composer **Dana Kaproff** (**Ellery Queen**) is presently laying some jazz-rock tracks at **Dirk Dalton Records**.

**nlick nichols**

28 To 23 — Springtime Mama — Henry Gross  
Ex To 24 — Still The One — Orleans  
Ex To 27 — Did You Boogie — Flash Cadillac  
Ex To 29 — With Your Love — Jefferson Starship  
Ex To 30 — Rock'n Me — Steve Miller

### KSLO — ST. LOUIS

#1 — Wild Cherry  
Lowdown — Boz Scaggs — Columbia  
Do You Feel — Peter Frampton — A&M  
19 To 9 — Shake Your Booty — KC & Sunshine Band  
21 To 10 — I'd Really Love — England Dan & Coley  
29 To 24 — Still The One — Orleans

### KXOK — ST. LOUIS

#1 — Elton John & Kiki Dee  
If You Leave — Chicago — Columbia  
I Can't Hear You — Helen Reddy — Capitol  
Lowdown — Boz Scaggs — Columbia  
Wham Bam — Silver — Arista  
13 To 7 — Play That Funky — Wild Cherry  
16 To 8 — Fifth Of Beethoven — Walter Murphy  
19 To 17 — Heaven Must Be — Tavares  
21 To 16 — Still The One — Orleans  
22 To 15 — Devil Woman — Cliff Richard

### KJOY — STOCKTON

#1 — Jefferson Starship  
\*Willow Man — Willow Band  
\*Julie Ann — Ginger  
\*Let's Rock — Ellison Chase — Big Tree/Atlantic  
\*Grasshopper — Spin — Ariola  
\*Queen Of My Soul — AWB — Atlantic  
\*Haymaking Time — City Boy — Mercury  
\*We Both Need — Norman Connors — Buddah  
20 To 15 — Getaway — EW&F  
28 To 11 — That'll Be The Day — Linda Ronstadt

### KTAC — TACOMA

#1 — Dr. Hook  
\*Don't Stop Believin' — Olivia Newton-John — MCA  
**KAKC — TULSA**  
#1 — Walter Murphy

Lowdown — Boz Scaggs — Columbia  
Still The One — Orleans — Asylum  
She's Gone — Hall & Oates — Atlantic  
Getaway — EW&F — Columbia  
\*Do You Feel — Peter Frampton — A&M  
19 To 12 — A Little Bit More — Dr. Hook  
22 To 17 — Shower The People — James Taylor  
26 To 21 — With Your Love — Jefferson Starship  
27 To 22 — Heart On My Sleeve — Gallagher & Lyle  
29 To 20 — Shake Your Booty — KC & Sunshine Band

### WPGC — WASHINGTON

#1 — Elton John & Kiki Dee  
Disco Duck — Rick Dees — RSO  
Baby, I Love — Peter Frampton — A&M  
Summer — War — UA  
Getaway — EW&F — Columbia  
18 To 11 — If You Leave — Chicago  
24 To 18 — Lowdown — Boz Scaggs  
Ex To 25 — Wham Bam — Silver

### KLEO — WICHITA

#1 — Cliff Richard  
Lowdown — Boz Scaggs — Columbia  
Still The One — Orleans — Asylum  
5 To 1 — Devil Woman — Cliff Richard  
11 To 4 — Play That Funky — Wild Cherry  
16 To 12 — Baby, I Love — Peter Frampton  
23 To 12 — Ode To Billy Joe — Bobbi Gentry  
26 To 22 — Magic Man — Heart  
28 To 24 — Summer — War

### WORC — WORCESTER

#1 — Elton John & Kiki Dee  
\*Rock'n Me — Steve Miller — Capitol  
\*Slip Kid — Who — MCA  
\*Midnight Love Affair — Carol Douglas — Midland  
14 To 7 — Ode To Billy Joe — Bobbi Gentry  
20 To 14 — A Little Bit More — Dr. Hook  
25 To 20 — Lowdown — Boz Scaggs  
28 To 21 — That'll Be The Day — Linda Ronstadt  
Ex To 25 — Julie Ann — Ginger  
Ex To 30 — Disco Duck — Rick Dees



## Capitol/EMI, Team Effort Creates Strong Bonds fr 29

Take Kraftwerk. They're an electronic band signed to Capitol on a world-wide basis. They're from Germany, yet something in their sound appeals to the French even more than to the Germans. Again, Dr. Hook is on the charts now in Holland. Though the public there may not understand the lyrics totally, they go for the sound — they know what it is. We all look alike at a rock concert.

### Non-English Acts?

What about importation of non-English-speaking acts, such as the recent showcase of Japan's Shigeru Izumiya at the Troubadour in L.A.?

"From an import standpoint those records — pertinent hits from particular countries — even though aimed at a peculiar market like the Japanese population of Southern California, can be part of the process. The business is becoming universal. On my last trip to Europe I saw acts in Holland, Germany and France that are strong possibilities to 'make it' here.

Perhaps not in a separate language entirely, but mixed with English, yes."

### Much The Same

Except for the fact that he's been exposed to some new terminology and new personalities, Petrone sees his relatively new international position as something quite similar to his former domestic duties.

"I think the same things happen," sums up the director. "I think it's letting them know you're there and telling them 'you're right.' I think it's assuring them, 'yes, this record should be released . . . should be promoted.' If we can enjoy the same kind of charts around the world that we enjoy at home, our international situation will be incredible. It's growing now, but this is a huge market. In effect, ours is a separate record company within the confines of Capitol Records. The thing you have to remember is that the United States is half the record industry. The rest of the world out there is the other half."

## JPRA Statistics For Six Months

TOKYO — Japan Phonograph Record Association (JPRA) has announced record and music-tape output for the first six months (Jan. to June 1976) of this year, revealing a positive increase indicative of a recovering economy.

Records sold 99,254,000 copies, revealing a 24% gain over the output of the same months of the previous year, 80,187,000 units. Singles sold 23% more than the same term of the last year, and LPs saw an increase of 24%. These sales brought in 75,970,000,000 yen (\$253,633,333) — 29% more than the same term of the previous year. At the same time, tape sold 14,659,000 units, a 24% stronger performance than the same period of the previous year.

Tapes accounted for 25,012,000,000 yen (\$83,373,333), a 20% increase from the same period of the previous year (20,784,000,000 yen). Increase in cassette sales was outstanding — 40% more in volume and a 65% increase in dollar value respectively over the same months of the previous year.

## Chelsea Parts With Polydor Int'l.

LOS ANGELES — Chelsea Records will terminate its three-year, world-wide (with the exception of the U.S. and Canada) distribution contract with Polydor International October 1, according to Wes Farrell, president of the Wes Farrell Organization and Chelsea Records.

Chelsea's parting with Polydor is by mutual agreement; Chelsea will now set up new licensing arrangements with various companies throughout the world, negotiations to be handled by Farrell and Steve Bedell, president of the Wes Farrell Music Group.

Chelsea's three-year deal with Polydor has been successful for both companies. During 1974 and '75, Chelsea had seven artists in the top 15 on the U.K. music charts, several of these artists reaching top 5 status in other countries. Chelsea also ranked number 10 in single sales in the U.K. during those years.

Chelsea artists include Lulu, New York City, William DeVaughn, Linda Carr, Dee Clark, Jim Gilstrap and Disco Tex and the Sex-O-Lettes.

## Caras, AQPDP Slate Awards

TORONTO — The Canadian Academy of Recording Arts and Sciences announced that an agreement has been reached with the Association Quebecoise de Producteurs de Disque (AQPDP) for the Montreal based association to stage a French language awards show later this year.

The show, entitled "Le Grand Prix du Disque Quebecois," will be organized and administered by the AQPDP under the direction of its president Yvan Dufresne, who is a member of the advisory board of CARAS. A number of the French language award winners will be showcased on the Juno Awards show to be televised on the CBC television network in March 1977.

Following the decision to recognize French language product and talent in a separate show, only English language product will be eligible for the 1977 Juno Awards.

## Australian Industry Proclaims January Country Music Month

SYDNEY — Following a recent meeting of music and media industry representatives, January has been proclaimed Country Music Month in Australia. The committee, which grew out of the annual industry seminar at the Wrangler Australasian Country Music Awards last January, is planning an annual campaign to promote country music on a national basis.

Members of the initial committee are Max Ellis (2TM), chairman; Nick Erby (2CC), vice-chairman; Kevin Knapp (2TM), secretary/treasurer; Ron Hurst (M7 Records); Joy McKean; Eric Scott (Hadley Records); Peter Harding (RCA); Wayne Atkinson (CBS Instruments); David Douglas (D. Douglas & Associates); and Terry Howard (EMI).

January was selected Country Music Month for a number of reasons, one of the most important being the fact that the Wrangler Australasian Awards are a natural climax of the 31 days of country music activity. The committee is preparing detailed plans for several promotional activities during January to involve all aspects of the industry. The first meeting of the committee met with strong backing from the music industry which augurs well for the future of country music in Australia.

## Australian Chart Highlights

Beginning this week, Cash Box International will reproduce portions of the Kent Music Report. Here are the highlights of the Australian charts for the week of August 9.

### Hit Single of the Week:

Afternoon Delight — Starland Vocal Band — RCA (Fifth week on the chart — up to #24)

### New Single of the Week:

Dancing Queen — Abba — RCA

### Fastest Moving Singles of the Week:

1. Don't Go Breaking My Heart — Elton John/Kiki Dee — Rocket (20 to 8)
2. Afternoon Delight — Starland Vocal Band — RCA (32 to 24)
3. Boogie Fever — Sylvers — Capitol (46 to 36)
4. Fooled Around And Fell In Love — Elvin Bishop — Capricorn (45 to 37)

### Hit Album of the Week:

Fleetwood Mac — Fleetwood Mac — Reprise (A sleeper for nine months; now bulletted at No. 27 in its fifth week on the chart)

### New Album of the Week:

Really Really Love You — Renee Geyer Band — RCA

### Fastest Moving Albums of the Week:

1. We Do It — R&J Stone — RCA (20 to 15)
2. Rock Follies — Island (26 to 18)
3. Fleetwood Mac — Fleetwood Mac — Reprise (61 to 27)
4. Viva! Roxy Music — Roxy Music — Island (53 to 36)
5. Chicago X — Chicago — CBS (83 to 45)
6. Rebel — John Miles — Decca (66 to 46)

## Currency Exchange Rates

This information is applicable to independent trading on a low-volume basis; accelerated volume (over one million dollars) will enjoy decreased rates. These figures compare against the U.S. dollar as quoted by Bank of America

### Currency

Pound Sterling (Britain)  
Dollar (Australia)  
Dollar (Canada)  
Mark (Germany)  
Guilder (Holland)  
Franc (France)  
Lire (Italy)  
Yen (Japan)  
Cruseiro (Brazil)  
Peso (Mexico)  
Peso (Argentina)

### Value

\$1.7833  
\$1.2504  
\$1.01475  
\$ .39865  
\$ .3734  
\$ .20075  
\$ 001198  
\$ 003469  
\$ 0925  
\$ 08  
140 per dollar

## EMI Conference Set For Rio

LOS ANGELES — EMI's first Latin American and Caribbean label managers' meeting to be held in Rio de Janeiro this week.

The reunion will mark the beginning of a new phase in EMI's development of the area, according to Hans P. Beugger, EMI's regional director. Delegates from the U.S., Europe and all corners of the Latin American continent will be attending the conference.

In all there will be some 40 participants of top management level at the conference which will itself last four working days.

This conference also will serve as preparation for the Latin American managing directors' meeting to be held in Acapulco at the end of September.

## Customs Post

"Customs Post" is a regular feature providing a calendar whereby the industry can keep abreast of which executives are in and out of the U.S. on international business. Listings are alphabetical. Deadline for listings is noon, Thursday.

Phil Alexander, assistant to the president, ABC International — Returned to L.A. from GRT sales convention in Toronto.

Mr. Aoki, Japanese journalist — Visiting L.A. Contact United Artists International.

Elaine Corlett, director, artist development, ABC International — Returned to L.A. from GRT sales convention in Toronto.

Gary Van Egmond, concert promoter, Australia/New Zealand — In New York, L.A. Aug. 13 through Sept. 5 on a buying trip.

Bernie Von Ficht, radio promotion, Ariola, Germany — Visiting A&M Records in L.A.

Rolland Kluger, United European Publishers — At New York Hilton.

Tosh Konno, Japanese journalist — Visiting L.A. Contact United Artists International.

Joe Little, manager, international operations and administration, Capitol Records — To Brazil Aug. 23-27 for EMI Latin American marketing conference.

Susanne Logan, assistant international director, Twentieth Century Records — Returned to L.A. from GRT sales convention in Toronto.

Marie Mehls, artist development coordinator, ABC International — Returned to L.A. from GRT sales convention in Toronto.

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# INTERNATIONAL BEST SELLERS

## Japan

- 1 Yokosuka Story — Momoe Yamaguchi — CBS-Sony
- 2 Akayi High Heel — Hiromi Ohta — CBS-Sony
- 3 Soul Dracula — Hot Blood — Overseas/Teichiku
- 4 Ganpekino Haha — Yuriko Futaba — King
- 5 Beautiful Sunday — Daniel Boone — Discomate
- 6 Yamaguchisanchino Tsutomukun — Kozue Saito — Philips/Phonogram
- 7 Koylbito Shiken — Chieko Matsumoto — Canyon
- 8 Kitano Yadokara — Harumi Miyako — Columbia
- 9 Kirameki — Goro Noguchi — Polydor
- 10 Wakatte Kudasayi — Akira Inaba — Discomate
- 11 Natsu Ni Goyoojin — Junko Sakurada — Victor
- 12 Anata Dakewo — Teruhiko Aoyi — Teichiku
- 13 Sexy Bus Stop — Yuuko Asano — RCA/RVC
- 14 Oh Marlyana — Seyiji Tanaka — Victor
- 15 Yamaguchisanchi No Tsutomukun — Hiroshi Kawahashi — Columbia
- 16 Bongaweri — Masatoshi Nakamura — Columbia
- 17 Sasayakana Kono Jinseyi — Kaze — Panamu/Crown
- 18 Wakare — Akira Inaba — Discomate
- 19 Mr. Melody — Natalie Cole — Capitol/Toshiba
- 20 Tokyo Sabaku — Hiroshi Uchiyamada & Cool Five — RCA/RVC

### TOP TEN LPs

- 1 YumIn Brand — Yumi Arayi — Toshiba
- 2 Masatoshi Nakamura — Omoide No Kakera — Columbia
- 3 Nanika Yiyiwasuretayooode — Akira Inaba — Discomate
- 4 Michikusa — Keyi Ogura — Polydor
- 5 Good Vibration — Mr. Kohsetsu in Budokan — Koosetsu Minami — Crown
- 7 Sannenzaka — Grape Live — Warner-Pioneer
- 8 There's A Kind Of Hush — The Carpenters — 7th Collection/King
- 9 Hikoosen — Hiromi Iwazaki — Victor
- 10 Tezukuri No Gashu — Hiromi Ohta — CBS-Sony

## Argentina

- 1 Quiero — Julio Iglesias — CBS
- 2 Solo Tu — Camilo Sesto — RCA
- 3 Serenata Para Dos Amores — Jean Claude Borelli — Music Hall
- 4 Llamada De Amor Indio — Ray Stevens — Microfon
- 5 Dicen Que No Tiene Novlo — Raul Padovani — EMI
- 6 Historia Triste De Una Muchacha — Quique Villanueva — RCA
- 7 Amor Sentimental — Juan Eduardo — RCA
- 8 Otra Mujer — I Cugini di Campagna — Music Hall
- 9 Adios John, Paul, George & Ringo — Los Barbaros — EMI
- 10 Tema De Mahogany — Diana Ross — Microfon
- 11 Let's Twist Again — Chubby Checker — EMI
- 12 Yo Vi Llorar A Dlos — Cuarteto Nuestro Tiempo — Polydor
- 13 Zamba Para Oivdarte — Daniel Toro — Microfon
- 14 La Ultima Nieve De Primavera — Franco Micalizzi — RCA
- 15 Vete Vete — Los Blue Caps — Philips
- 16 Sabes Bien Como Te Quiero — Alamo y Los Fulces — TK
- 17 Me Gusta Amar — Tina Charles — CBS
- 18 Hay Una Especle De Silencio — Carpenters — EMI
- 19 Mi Amante Y MI Companera — Daniel Blanco — Music Hall
- 20 Dama De Azul — Joe Dolan — Music Hall

### TOP TEN LPs

- 1 El Amor — Julio Iglesias — CBS
- 2 Flecha Juventud — Selection — RCA
- 3 Oldies But Goldies — Beatles — EMI
- 4 Muslca Para Ballar 'En Jeans' — Selection — EMI
- 5 Cronica — Creedence Clearwater Revival — RCA
- 6 Domingos Estudiantiles — Selection — Music Hall
- 7 Valses Criollos — Ariel Ramirez — Philips
- 8 A Un Semejante — Susana Rinaldi — Trova
- 9 Top Bolche's Muslc 3 — Selection — CBS
- 10 Contata De Dos Orlllas — Luis Landriscina — Philips

## Italy

- 1 Non Si Puo' Morlre Dentro — Gianni Bella — Derby
- 2 Europa — Santana — CBS
- 3 Dolce Amore Mio — Santo California — Yep
- 4 Ramaja' — Afric Simone — Barclay
- 5 Fernando — Abba — Dig/It
- 6 Linda Bella Linda — Daniel Sentacruz — EMI
- 7 La Prima Volta — Andre & Nicole — EMI
- 8 Amore Mio Perdonami — Juli & Julie — Yep
- 9 I'm Easy — Keith Carradine — ABC
- 10 Tu E Cosi' Sla — Franco Simone — Rifi

### TOP TEN LPs

- 1 Amigos — Santana — CBS
- 2 Deslre — Bob Dylan — CBS
- 3 XXII Raccolta — Fausto Papetti — Durium
- 4 Buffalo Bil — Francesco De Gregori — RCA
- 5 Via Paolo Fabbri 43 — Francesco Guccini — Columbia
- 6 La Batteria E Il Contrabbasso — Lucio Battisti — Numero 1
- 7 La Voglia, La Pazzla — Ornella Vanoni — Vanilla
- 8 At The Speed Of Sound — Wings — EMI
- 9 Diana Ross — Diana Ross — Motown
- 10 A Love Trllogy — Donna Summer — Durum

## Brazil

### TOP TEN LPs

- 1 Anjo Mau Internacional — Various — Som Livre
- 2 Pecado Capital Internacional — Various — Som Livre
- 3 Saramandla — Various — Som Livre
- 4 Val Ficar Na Saudade — Benito De Paula — Copacabana
- 5 Seleccion De Ouro — Various — Copacabana
- 6 Alem Do Horizonte — Roberto Carlos — CBS
- 7 Dynamite — Original Hits — K-Tel
- 8 Jovem Guarda — Various — Som Livre
- 9 Alucinacao — Belchior — Philips
- 10 Falso Brillhante — Elis Regina — Philips

## Great Britain

- 1 Don't Go Breaking My Heart — Elton John & Kiki Dee — Rocket
- 2 A Little Bit More — Dr. Hook — Capitol
- 3 Jeans On — David Dundas — Air
- 4 Kiss & Say Goodbye — Manhattans — CBS
- 5 The Roussos Phenomenon — Demis Roussos — Philips
- 6 Heaven Must Be Missing An Angel — Tavares — Capitol
- 7 Misty Blue — Dorothy Moore — Contempo
- 8 It Only Takes A Minute — 100 Tons & A Feather — UK
- 9 Now Is The Time — Jimmy James & The Vagabonds — Pye
- 10 You Are My Love — Liverpool Express — Warner Bros.
- 11 Young Hearts Run Free — Candi Staton — Warner Bros.
- 12 Mystery Songs — Status Quo — Vertigo
- 13 You're My Best Friend — Queen — EMI
- 14 Man To Man — Hot Chocolate — Rak
- 15 I Recall A Gypsy Woman — Don Williams — ABC
- 16 You Should Be Dancing — Bee Gees — RSO
- 17 Harvest For The World — Isley Brothers — Epic
- 18 Dr. Kiss Kiss — 5000 Volts — Philips
- 19 In Zalre — Johnny Wakelin — Pye
- 20 Let's Stick Together — Bryan Ferry — Island

### TOP TWENTY LPs

- 1 20 Golden Greats — Beach Boys — Capitol
- 2 Forever & Ever — Demis Roussos — Philips
- 3 Changesonebowle — David Bowie — RCA
- 4 A Night On The Town — Rod Stewart — Riva
- 5 Abba's Greatest Hits — Epic
- 6 Laughter And Tears — Neil Sedaka — Polydor
- 7 Wings At The Speed Of Sound — Capitol
- 8 A Little Bit More — Dr. Hook — Capitol
- 9 Passport — Nana Mouskouri — Philips
- 10 Beautiful Noise — Neil Diamond — CBS

## Australia

- 1 S-S-S-Single Bed — Fox — GTO
- 2 Howzat — Sherbet — Infinity
- 3 Fernando — Abba — RCA
- 4 We Do It — R&J Stone — RCA
- 5 Moviestar — Harpo — EMI
- 6 Love Really Hurts Without You — Billy Ocean — GTO
- 7 Happy Days — Silver Studs — Philips
- 8 Don't Go Breaking My Heart — Elton John & Kiki Dee — Rocket
- 9 Rock And Roll Love Letter — Bay City Rollers — Arista
- 10 Tonight's The Night — Rod Stewart — Warner Bros.
- 11 Misty Blue — Dorothy Moore — RCA
- 12 Jailbreak — AC/DC — Albert
- 13 Only Sixteen — Dr. Hook — Capitol
- 14 Gotta Be The One — Maxine Nightingale — United Artists
- 15 Save Your Kisses For Me — Brotherhood Of Man — Astor
- 16 Never Gonna Fall In Love Again — Mark Holden — EMI
- 17 Rock Me — Abba — RCA
- 18 I Like It Both Ways — Supernaut — Polydor
- 19 On The Prowl/This Little Girl — Ol' 55 — Mushroom
- 20 Crazy — Ted Mulry Gang — Albert

### TOP TWENTY LPs

- 1 Howzat — Sherbet — Sherbet
- 2 Beautiful Noise — Neil Diamond — CBS
- 3 A Night On The Town — Rod Stewart — Warner Bros.
- 4 Rock 'N' Roll Music — The Beatles — Parlophone
- 5 The Best Of Abba — Abba — RCA
- 6 Take It Greasy Ol' 55 — Mushroom
- 7 Alice Cooper Goes To Hell — Alice Cooper — Warner Bros.
- 8 Wings At The Speed Of Sound — Wings — Capitol
- 9 Changesonebowle — David Bowie — RCA
- 10 After Hours — Little River Band — EMI

## Holland

- 1 Kiss And Say Goodbye — Manhattans — CBS
- 2 Nice 'N Slow — Jesse Green — Red Bus
- 3 Standing On The Inside — Fullhouse — CBS
- 4 Don't Go Breaking My Heart — Elton John & Kiki Dee — Rocket
- 5 You To Me Are Everything — Real Thing — Pye
- 6 Wild Blrd — George Baker Selection — Negram
- 7 Dancing Queen — Abba — Polydor
- 8 Show Me The Way — Peter Frampton — A&M
- 9 Let's Stick Together — Bryan Ferry — Island
- 10 You're My Best Friend — Queen — Bovema

### TOP TEN LPs

- 1 Beautiful Noise — Neil Diamond — CBS
- 2 Frampton Comes Alive — Peter Frampton — Ariola
- 3 Once Upon A Time In The West — Ennio Morricone — Inelco
- 4 The Gist Of The Gemini — Gino Vannelli — Ariola
- 5 Viva! Roxy Muslc — Roxy Music — Ariola
- 6 It's Raining In My Heart — Lee Towers — Ariola
- 7 Deslre — Bob Dylan — CBS
- 8 Sweet Memories — Tumbleweeds — BSAF
- 9 Life In London — John Denver — Inelco
- 10 Manhattans — Manhattans — CBS



## Disc-O-Mat's Low Profile Typifies NYC 'Price War'

expand our operation."

### Area Competition

Meanwhile, Cohen's competitors were holding the line on their respective sale prices, choosing to continue the "wait and see" posture that has recently characterized the retail picture in the New York metropolitan area. Sam Goody, in fact, raised the price of its 10 "Picks of the Week" by 10¢ to \$3.69 each. Among the albums offered were: "Misty Blue" by Dorothy Moore; Diana Ross' "Greatest Hits"; "Changesone" by David Bowie; "Rocks" by Aerosmith; and "Natalie" by Natalie Cole.

### 'Super Specials'

Korvettes, in the midst of an all-label sale at the now familiar price of \$3.97, continued to offer five "super specials" at \$2.99 each in its Sunday New York Times ad. They were: "Music, Music" by Helen Reddy; "More, More, More" by the Andrea True Connection; "You Are My Starship" by Norman Connors; "This Is It" by Melba Moore; and "All Things In Time" by Lou Rawls. Consistent with previous offerings of this nature, a limit of one of each per customer was imposed, although no stated restrictions on store quantities were posted. Four days later, the 30-store area chain advertised another four such specials, at \$2.99 each, in the August 19 edition of the Daily

News. They were: "Night Fever" by the Fatback Band; "Get Up Offa That Thing" by James Brown; "I've Got You" by Gloria Gaynor; and "Super Harp Live & On The Moon," a 2-LP set, by The James Cotton Band. In that same ad appeared the same albums by Norman Connors, Melba Moore, and the Andrea True Connection that were advertised on Sunday.

### Jimmy's Expands To 10 Stores

Jimmy's Music World, another main character in the "price war" scenario, advertised 20 recent releases for \$2.99 each, in conjunction with the announcement that the chain was expanding from nine to 10 outlets. Among the albums offered were: "Music, Music" by Helen Reddy; "Wings At The Speed Of Sound"; "Beautiful Noise" by Neil Diamond; Diana Ross's "Greatest Hits"; and "Love Trilogy" by Donna Summer. Alexander's, meanwhile, continued its established policy of \$3.64 for sale items.

### Other National Trends

In other developments in the national retailing situation, as reflected in the **Cash Box** survey, Barry Manilow's newest release, "This One's For You," continued to be the most advertised album of the week. The Arista campaign, now in its second week, was evidenced in 12 of the 19 major markets surveyed: Atlanta, at the Record

Bar; Baltimore, Boston, Chicago, and Minnesota at Musicland stores; Cleveland, at Record Rendezvous; Denver, at Record City; Miami, at Gold Triangle; New Orleans, at Holmes stores; Philadelphia, at Listening Booth stores; St. Louis, at Rounder Records; and San Francisco, at Banana Records.

Variable regional pricing within national chains continued to be apparent with an examination, this week, of Musicland store ads in the four aforementioned markets. In each ad, the same 14 recent releases are listed as part of a "Back To School Sale." They include "Ole ELO"; "Fleetwood Mac"; "In The Pocket" by James Taylor; "Music, Music" by Helen Reddy; "Reflections Of Love" by Roger Whittaker "John Travolta"; "Silk Degrees" by Boz Scaggs; "This One's For You" by Barry Manilow; and, Diana Ross's "Greatest Hits." In Baltimore, they were sold for \$4.44/\$5.99 tape. In Boston, for \$3.99/\$5.99 tape. In Chicago, for \$4.67/\$5.99 tape. And in Minneapolis the price was \$4.87/\$5.99 tape.

### Cream Dist. By GRT

LOS ANGELES — Cream Records has signed a U.S. tape distribution agreement with GRT Music Tapes. The first album release to be marketed by GRT for Cream is Don Nix's "Gone Too Long."

## Customs Post

**Joe Petrone**, director, international marketing, Capitol Records — To Brazil Aug. 23-27 for EMI Latin American marketing conference.

**Helen Pine**, marketing director, ABC International — Returned to L.A. from GRT sales convention in Toronto.

**Miss Suzuki**, Japanese journalist — Visiting L.A. Contact United Artists International.

**Michio Yanla**, King Records, Japan — Visiting L.A. Contact United Artists International.

### On Jazz

**Cash Box** has had the opportunity to hear tapes coming soon on Spring Records by **George Dalto**. This is the most creative multi-keyboard artist to come along in some time. Dalto is from Argentina and up until recently was working with **George Benson**.

Everybody at Chess is flipping over the new **Jack McDuff** LP due next month. The label also has a new band, **Wood, Brass and Steel**, set for future release.

One to look forward to in the next Pablo release: **Dizzy Gillespie** with **Machito's** orchestra, arranged by **Chico O'Farrell**. This is certainly a timely reunion since both men were pioneers of the Afro-Cuban sounds of the late 1940s.

bob porter

## Retail LP Selling Prices

**Atlanta:** At Franklin Music (3 locations), debut release by Mother's Finest (Epic) for \$3.99/\$4.99 tape. At Record Bar (3), newest release by Barry Manilow for \$3.99/\$4.99 tape. (*Sunday Atlanta Journal and Constitution*).

**Baltimore:** At Korvettes (4 locations), all-label sale at \$3.97/\$5.74 tape with the following distinct features at these prices: "ABC Week at Korvettes" highlighting newest releases by Crosby/Nash, Isaac Hayes, and John Handy; newest LPs by Alice Cooper, Rod Stewart, James Taylor, and George Benson; newest LPs by England Dan/John Ford Coley, Jon Anderson, and Andy Pratt; newest LPs by Keith Carradine, Richie Furay, and P.F.M. (all Elektra/Asylum); newest LPs by Melba Moore and Andrea True Connection; and two most recent LPs by Liberace (AVI). In addition (at Korvettes the official soundtrack LP of the Montreal '76 Olympics, an import, for \$4.67 (\$7.98 list). At Musicland (4), "Back To School Sale" offering 14 recent releases, including "Ole ELO," "Fleetwood Mac," "In The Pocket" by James Taylor, "Music, Music" by Helen Reddy, "Reflections Of Love" by Roger Whittaker (RCA), "John Travolta" (Midland/RCA), "Silk Degrees" by Boz Scaggs, "This One's For You" by Barry Manilow, and Diana Ross's "Greatest Hits," all for \$4.44/\$5.99 tape. At Woolworth stores, assorted But-out LPs and tapes for \$1.99 each (advertising supplement). (*Sunday Baltimore Sun*).

**Boston:** At Musicland (5 locations), "Back To School Sale" offering the same 14 releases as in Baltimore for \$3.99/\$5.99 tape. (*Sunday Boston Globe*).

**Chicago:** At Korvettes stores, the official soundtrack LP of the Montreal '76 Olympics, an import, for \$4.67 (\$7.98 list). At Goldblatt stores, "top 40" 45s, regularly 99¢, for 77¢ each. At Musicland (7 locations), "Back To School Sale" offering the same 14 releases as in Baltimore and Boston, for \$4.67/\$5.99 tape. (*Sunday Chicago Tribune*).

**Cleveland:** At Record Rendezvous (4 locations), newest release by Barry Manilow for \$3.99/\$5.99 tape. At Gold Circle (7), assorted \$5.98 list LPs and assorted budget LPs and tapes for \$2.79 each. (*Cleveland Plain Dealer*, August 13).

**Dallas:** At Tom Thumb Page Food and Drug Centers (11 locations), eight recently released LPs from RCA and affiliated labels, including "Spitfire" by Jefferson Starship, "Starland Vocal Band," "John Travolta," "Are You Ready For The Country" by Waylon Jennings, "From Elvis Presley . . ." each for \$3.99. (*Sunday Dallas Morning News and Sunday Dallas Times Herald*).

**Denver:** At Record City stores (4 locations), newest LP by Barry Manilow for \$3.99. (*Sunday Denver Post*).

**Detroit:** At Korvettes (5 locations), all-label sale at \$3.97/\$5.74 tape with the identical features that appeared in Baltimore, including the official soundtrack LP of the Montreal '76 Olympics (an import) for \$4.67 (\$7.98 list) but not including the Liberace offering, and the ABC feature only highlights the newest Crosby/Nash release. At Woolworth stores, assorted cut-out LPs and tapes for \$1.99 each (advertising supplement). (*Sunday Detroit News*).

**Los Angeles:** At Tower Records (3 locations), David Bowie catalog for \$3.88 per LP ("David Live," 2-LP set, for \$6.88) in conjunction with in-store promotion of free poster giveaway and mention of Bowie's movie, "The Man Who Fell To Earth." At The Warehouse (36), the following features over four pages: two-page Capitol Records ad featuring full-page on Bob Seger's newest release, "Live Bullet," for \$4.88/\$5.58 tape (2-LP set) with secondary mention of his previous release "Beautiful Loser" for \$3.88/\$4.88, tied to upcoming area concert appearance, all LPs on Capitol and affiliated labels for \$3.88/\$4.88, tied to upcoming area concert appearance, all LPs on Capitol and affiliated labels for \$3.88/\$4.88 tape (Beatles' "Rock 'N' Roll Music," 2-LP set, for \$6.58/\$7.98 tape), Seraphim classics LPs for \$2.22 (\$3.98 list), Angel classics LPs for \$3.88; full-page Columbia Records ad featuring Boz Scaggs catalog for \$3.88/\$4.88 tape (two earliest LPs for \$2.94 each); newest release by Barry Manilow for \$3.88/\$4.88 each. Full-page MCA Records ad promoting upcoming area concert appearance of Olivia Newton-John with mention of five most recent LPs and newest single (no store tie-ins). Half-page A&M Records ad promoting upcoming area concert appearance of Paul Williams with spotlight on his catalog, highlighting his newest single (no store tie-ins). (*Sunday Los Angeles Times Calendar section*).

**Miami:** At Gold Triangle (3 locations), newest LP by Barry Manilow for \$3.99. (*Sunday Miami Herald*).

**Minneapolis:** At Musicland (at 9 locations) and at Zayre stores, "Back To School Sale" offering the same 14 releases as in Baltimore, Boston, and Chicago, for \$4.87/\$5.99 tape. At Target stores, assorted cut-out LPs and tapes for \$1 each (advertising supplement). (*Sunday Minneapolis Tribune*).

**New Orleans:** At Holmes stores (5 locations), newest LP by Barry Manilow for \$5.69. (*Sunday New Orleans Times-Picayune*).

**New York:** At Sam Goody (27 locations), the following features: multi-label sale (including London, Capitol, Apple) for \$3.99/\$4.99 tape; three most recent releases by Neil Diamond, highlighting "Beautiful Noise," for \$3.69/\$4.99 tape; newest release by Grand Funk Railroad for \$3.69/\$4.99 tape; 10 recently released LPs including latest releases by Dorothy Moore, Diana Ross, David Bowie, Aerosmith and Natalie Cole for \$3.69 each. At Korvettes (30), all-label sale for \$3.97/\$5.74 tape with the following additional or distinct features newest LPs by Helen Reddy, Andrea True Connection, Norman Connors, Melba Moore, and Lou Rawls for \$2.99 each; Elton John catalog for \$3.64 per LP ("Goodbye Yellow Brick Road," 2-LP set, for \$6.59) tied to area concert appearance; newest release by Jose Feliciano (Private Stock) for \$3.97/\$5.74 tape. "ABC Week at Korvettes" featuring newest Crosby/Nash release for \$3.97/\$5.74 tape; debut release by Starbuck (Private Stock) for \$3.97/\$5.74 tape; 3-LP repackaging of first three Kiss LPS for \$7.94; newest release by BTO for \$3.64 per LP; newest releases by Roberta Kelly and Black Smoke for \$3.97 per LP. At Record Hunter (2), all-label sale for \$3.63/\$4.98 tape. (*Sunday New York Times*).

**Philadelphia:** At Sam Goody (10 locations), the following features: multi-label sale (including London, Capitol, Apple) for \$3.99/\$4.99 tape; 10 recently released LPs including latest releases by the Beach Boys, Linda Ronstadt, Carpenters, Steve Miller, Jefferson Starship, Boz Scaggs and the Average White Band for \$3.79 each; Aerosmith catalog for \$3.99/\$5.49 tape; debut release by Wild Cherry for \$3.99/\$5.49 tape. At Korvettes (5), all-label sale at \$3.97/\$5.74 tape with the identical features that appeared in Detroit (however, Buddah feature highlights latest releases by Andrea True Connection and Norman Connors). At Listening Booth stores, newest releases by Barry Manilow, Eric Carmen, "The Monkees' Greatest Hits" (all Arista) each for \$3.88/\$5.69 tape; also, "The World Of Tony Orlando/Dawn," 2-LP set for \$4.68. At Wall to Wall Sound stores, all LPs and tapes on ABC, Mercury, Polydor, Columbia, Epic, Atlantic, Warner Bros., and Capitol for \$3.88/\$4.99 tape (advertising supplement). At Woolworth stores, assorted cut-out LPs and tapes for \$1.99 each (advertising supplement). (*Sunday Philadelphia Inquirer*).

**Pittsburgh:** At Gee Bee stores (11 locations), newest LPs by David Bowie, Jefferson Starship, Neil Diamond and Chicago for \$3.99 (advertising supplement). At Woolworth stores, assorted cut-out LPs and tapes for \$1.99 each (advertising supplement). (*Sunday Pittsburgh Press*).

**St. Louis:** At Rounder Records, newest release by Barry Manilow for \$3.99/\$4.99 tape. (*Sunday St. Louis Post-Dispatch*).

**San Francisco:** At The Warehouse (24 locations), full-page Capitol Records ad offering all LPs on Capitol and affiliated labels for \$3.88/\$4.88 tape (Beatles' "Rock 'N' Roll Music," 2-LP set, for \$6.58/\$7.98 tape and Bob Seger's "Live Bullet," 2 LP set, for \$4.88/\$5.58 tape) also, Seraphim classics LPs for \$2.22 (\$3.98 list) and Angel classics LPs for \$3.88. At Banana Records (7), newest release by Barry Manilow for \$3.66/\$4.66 tape. Half-page A&M Records ad promoting newest release by Peter Allen, with no store tie-ins, in conjunction with upcoming area concert appearance. CTI/Kudu Records ad promoting upcoming area concert appearance of various label artists as part of CTI's "Summer Jazz" program. Tattoo/RCA Records tie-in of the original soundtrack to the motion picture "The Omen." (*Sunday San Francisco Examiner & Chronicle*, Date Book).

**Seattle:** At Wide World of Music and Music Street stores (3 locations), Pickwick and Camden sale with the following prices: \$1.99 per LP (\$2.49 list); \$3.49 per tape (\$4.98 list); \$3.49 per 2-LP set (\$4.98 list). (*Sunday Seattle Times*).

**Washington:** At Korvettes (5 locations), all-label sale at \$3.97/\$5.74 tape with the identical features that appeared in Baltimore. At Dart Drug stores, assorted cut-out tapes for \$1.99 each (advertising supplement). (*Sunday Washington Post*).

Note: All information in the above chart gathered from August 15 editions unless otherwise indicated.







# Cash Box Top Albums/101 to 200

August 28, 1976

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		8/21			8/21			8/21
101	I DON'T WANT TO GO HOME SOUTHSIDE JOHNNY & THE ASBURY JUKES (Epic PE 34180)	6.98	103	9	117	29	7.98	154
102	THE MONKEES GREATEST HITS (Arista 4089)	6.98	119	5	127	64	6.98	166
103	RESOLUTION ANDY PRATT (Nemperor/Atlantic NE 438)	6.98	104	11	125	8	6.98	170
104	I'VE GOT A REASON THE RICHIE FURAY BAND (Asylum 7E-1067)	6.98	115	5	123	23	6.98	178
105	MOONLIGHT FEELS RIGHT STARBUCK (Private Stock PS 2013)	6.98	105	9	113	23	6.98	179
106	BOBBY BLAND AND B.B. KING TOGETHER AGAIN... LIVE (ABC ASD 9317)	6.98	110	8	132	78	6.98	174
107	DARYL HALL & JOHN OATES (RCA APL 1-1144)	6.98	77	43	129	14	6.98	175
108	SINCERELY DWIGHT TWILLEY BAND (Shelter/ABC SRL 52001)	6.98	116	6	126	30	6.98	175
109	RAINBOW RISING BLACKMORE'S RAINBOW (Oyster/Polydor OY 1-1601)	6.98	88	14	125	8	6.98	178
110	TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	6.98	108	71	113	23	6.98	178
111	AMIGOS SANTANA (Columbia PC 33576)	6.98	89	20	129	14	6.98	182
112	GRATITUDE EARTH, WIND & FIRE (Columbia PG 33694)	7.98	112	39	126	30	6.98	182
113	DONNY & MARIE DONNY & MARIE OSMOND (Polydor PD 6068)	6.98	92	20	126	30	6.98	182
114	LOVE TRILOGY DONNA SUMMER (Oasis/Casablanca OC 5004)	6.98	106	23	126	30	6.98	182
115	JUICY FRUIT (DISCO FREAK) ISAAC HAYES (Hot Buttered Soul/ABC ABCD 953)	6.98	121	5	126	30	6.98	182
116	ABANDONED LUNCHEONETTE HALL & OATES (Atlantic SD 7269)	6.98	122	35	126	30	6.98	182
117	STEPPIN' OUT NEIL SEDAKA (Rocket/MCA PIG 2195)	6.98	95	18	126	30	6.98	182
118	MISTY BLUE DOROTHY MOORE (Malaco/TK 6351)	6.98	107	14	126	30	6.98	182
119	FROM ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE ELVIS PRESLEY (RCA APL 1-1506)	6.98	96	12	126	30	6.98	182
120	ROSE OF CIMARRON POCO (ABC ABCD 964)	6.98	120	15	126	30	6.98	182
121	LOVE TO THE WORLD LTD (A&M 4589)	6.98	142	4	126	30	6.98	182
122	RED TAPE ATLANTA RHYTHM SECTION (Polydor PD 1-6060)	6.98	109	14	126	30	6.98	182
123	SEALS & CROFTS' GREATEST HITS (Warner Bros. BS 2886)	6.98	118	43	126	30	6.98	182
124	WHERE THE HAPPY PEOPLE GO THE TRAMMPS (Atlantic SD 18172)	6.98	124	17	126	30	6.98	182
125	NEVER GONNA LET YOU GO VICKI SUE ROBINSON (RCA APL 1-1256)	6.98	111	24	126	30	6.98	182
126	DESTROYER KISS (Casablanca NBLP 7025)	6.98	90	22	126	30	6.98	182
127	MAIN COURSE BEE GEES (RSO/Atlantic SO 4807)	6.98	123	65	126	30	6.98	182
128	COME ON OVER OLIVIA NEWTON-JOHN (MCA 2186)	6.98	114	24	126	30	6.98	182
129	GOOD SINGIN' GOOD PLAYIN' GRAND FUNK RAILROAD (MCA 2216)	6.98	169	2	126	30	6.98	182
130	BIGGER THAN BOTH OF US HALL & OATES (RCA APL 1-1467)	6.98	—	1	126	30	6.98	182
131	SUMMERTIME MFSB (Phila. Int'l./Epic PZ 34238)	6.98	134	9	126	30	6.98	182
132	RUN WITH THE PACK BAD COMPANY (Swan Song/Atlantic SS 8415)	6.98	117	29	126	30	6.98	182
133	VENUS AND MARS WINGS (Capitol SMAS 11419)	6.98	127	64	126	30	6.98	182
134	REGGAE GOT SOUL TOOTS & THE MAYTALS (Island ILPS 9374)	6.98	125	8	126	30	6.98	182
135	LEE OSKAR (United Artists UA LA 594-G)	6.98	113	23	126	30	6.98	182
136	BEATLES (WHITE LP) BEATLES (Apple/Capitol SWBO 101)	12.98	132	78	126	30	6.98	182
137	POINT BLANK (Arista 4087)	6.98	149	5	126	30	6.98	182
138	SANBORN DAVID SANBORN (Warner Bros. BS 2957)	6.98	157	3	126	30	6.98	182
139	TO THE HEART MARK-ALMOND (ABC ABCD 945)	6.98	152	5	126	30	6.98	182
140	AEROSMITH (Columbia PC 32005)	6.98	133	32	126	30	6.98	182
141	THE LEGENDARY CHRISTINE PERFECT ALBUM CHRISTINE McVIE (Sire/ABC SASD 7522)	6.98	160	3	126	30	6.98	182
142	BRASS CONSTRUCTION (UA LA 545G)	6.98	126	30	126	30	6.98	182
143	AMERICAN FLYER (United Artists UA-LA 650-G)	6.98	—	1	126	30	6.98	182
144	AIN'T THAT A BITCH JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-3)	6.98	155	6	126	30	6.98	182
145	ACCEPT NO SUBSTITUTES PLEASURE (Fantasy F-9506)	6.98	153	10	126	30	6.98	182
146	THIS IS IT MELBA MOORE (Buddah 5657)	6.98	146	19	126	30	6.98	182
147	LED ZEPPELIN IV (Atlantic SD 7208)	6.98	145	205	126	30	6.98	182
148	HELEN REDDY'S GREATEST HITS (Capitol ST 11467)	6.98	144	39	126	30	6.98	182
149	TURNSTILES BILLY JOEL (Columbia PC 33848)	6.98	129	14	126	30	6.98	182
150	ENERGY TO BURN B.T. EXPRESS (Columbia PC 34178)	6.98	128	14	126	30	6.98	182
151	I'VE GOT YOU GLORIA GAYNOR (Polydor PD 1-6063)	6.98	164	3	126	30	6.98	182
152	EARGASM JOHNNIE TAYLOR (Columbia PC 33951)	6.98	130	25	126	30	6.98	182
153	OLD LOVES DIE HARD TRIUMVIRAT (Capitol ST 11551)	6.98	159	5	126	30	6.98	182
154	GREATEST STORIES — LIVE HARRY CHAPIN (Elektra 7E-2009)	7.98	138	18	126	30	6.98	182
155	GIVE, GET, TAKE AND HAVE CURTIS MAYFIELD (Curton/W.B. CU 5007)	6.98	158	8	126	30	6.98	182
156	MORE, MORE, MORE ANDREA TRUE CONNECTION (Buddah BDS 5670)	6.98	131	11	126	30	6.98	182
157	GLOW AL JARREAU (Warner Bros. MS 2248)	6.98	161	4	126	30	6.98	182
158	FOOL FOR THE CITY FOGHAT (Bearsville/WB BR 6959)	6.98	137	48	126	30	6.98	182
159	ON THE TRACK LEON REDBONE (Warner Bros. BS 2888)	6.98	162	8	126	30	6.98	182
160	EVERYBODY COME OUT STANLEY TURRENTINE (Fantasy F9506)	6.98	135	12	126	30	6.98	182
161	I'M NEARLY FAMOUS CLIFF RICHARD (Rocket/MCA PIG 2210)	6.98	171	2	126	30	6.98	182
162	THE BEATLES 1967-70 BEATLES (Apple/Capitol SKBO 3404)	10.98	163	51	126	30	6.98	182
163	SILVER CONVENTION (Midland Int'l./RCA BKL 1-1369)	6.98	143	22	126	30	6.98	182
164	NIGHTS ARE FOREVER ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic BT 89517)	6.98	176	2	126	30	6.98	182
165	YOU CAN'T ARGUE WITH A SICK MIND JOE WALSH (ABC ABCD 923)	6.98	136	21	126	30	6.98	182
166	A CIRCLE FILLED WITH LOVE THE SONS OF CHAMPLIN (Ariola America/Capitol ST 50007)	6.98	141	14	126	30	6.98	182
167	THE BEST OF ROD STEWART (Mercury SRM 2-7507)	7.98	154	15	126	30	6.98	182
168	I ONLY HAVE EYES FOR YOU JOHNNY MATHIS (Columbia PC 34117)	6.98	166	9	126	30	6.98	182
169	THE JACKSON 5 ANTHOLOGY JACKSON 5 (Motown M7-868R3)	7.98	170	4	126	30	6.98	182
170	LOVE POTION NEW BIRTH (Warner Bros. BS 2953)	6.98	178	4	126	30	6.98	182
171	TEDDY BEAR RED SOVINE (Starday/Gusto SD 968X)	6.98	179	2	126	30	6.98	182
172	JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374)	6.98	174	165	126	30	6.98	182
173	THE BEATLES 1962-66 (Apple/Capitol SKBO 3403)	10.98	175	38	126	30	6.98	182
174	DISCO TRAIN DONNY OSMOND (Kolob/Polydor CT-1-6067)	6.98	—	1	126	30	6.98	182
175	REBEL JOHN MILES (London PS 669)	6.98	182	3	126	30	6.98	182
176	BLOW YOUR FACE OUT J. GEILS BAND (Atlantic SD 2-507)	7.98	140	16	126	30	6.98	182
177	GET UP OFFA THAT THING JAMES BROWN (Polydor PD 1-6071)	6.98	—	1	126	30	6.98	182
178	NIGHT FEVER FATBACK BAND (Spring/Polydor SP 1-6711)	6.98	183	3	126	30	6.98	182
179	STARZ (Capitol ST 11539)	6.98	180	5	126	30	6.98	182
180	TEN PERCENT DOUBLE EXPOSURE (Salsoul SZS 5503)	6.98	192	3	126	30	6.98	182
181	CITY BOY (Mercury SRM 1-1098)	6.98	181	4	126	30	6.98	182
182	SURREAL THING KRIS KRISTOFFERSON (Monument/Columbia PZ 34254)	6.98	184	3	126	30	6.98	182
183	WE CAN'T GO ON MEETING LIKE THIS HUMMINGBIRD (A&M SP 4595)	6.98	—	1	126	30	6.98	182
184	FRAMPTON PETER FRAMPTON (A&M SP 4512)	6.98	186	2	126	30	6.98	182
185	DARK SIDE OF THE MOON PINK FLOYD (Capitol SMAS 11163)	6.98	172	179	126	30	6.98	182
186	STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON (Columbia PC 33540)	6.98	147	45	126	30	6.98	182
187	DIAMOND IN THE ROUGH JESSI COLTER (Capitol ST 11543)	6.98	189	2	126	30	6.98	182
188	BARRY MANILOW II (Arista AL 4007)	6.98	190	7	126	30	6.98	182
189	WE GOT A LIVE ONE HERE COMMANDER CODY & HIS LOST PLANET AIRMEN (Warner Brothers 2LS-2939)	7.98	156	6	126	30	6.98	182
190	BEACH BOYS IN CONCERT BEACH BOYS (Brother/Reprise 2RS 6484)	9.98	—	1	126	30	6.98	182
191	HOPES WISHES & DREAMS RAY THOMAS (Threshold/London THS 17)	6.98	195	2	126	30	6.98	182
192	CATHEDRALS D.C. LARUE (Pyramid/Roulette PY 9003)	6.98	193	3	126	30	6.98	182
193	LIFE ON MARS DEXTER WANSEL (Phila. Int'l./Epic PZ 34079)	6.98	—	1	126	30	6.98	182
194	EARL KLUGH (Blue Note/UA BN LA-596-G)	6.98	—	1	126	30	6.98	182
195	TAPESTRY CAROLE KING (Ode/A&M 77099)	6.98	187	282	126	30	6.98	182
196	ROLLIN' ON DUKE & THE DRIVERS (ABC ABCD 942)	6.98	197	3	126	30	6.98	182
197	SLIPPIN' AWAY CHRIS HILLMAN (Asylum 7E-1062)	6.98	148	11	126	30	6.98	182
198	WIDOWMAKER (United Artists UA LA 642-G)	6.98	198	2	126	30	6.98	182
199	CHOCOLATE KINGS P.F.M. (Asylum 7E-1071)	6.98	177	4	126	30	6.98	182
200	BYRON BERLINE AND SUNDANCE (MCA 2217)	6.98	200	2	126	30	6.98	182

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Aerosmith	8,110,140	Chicago	4,63	Grateful Dead	44	Marshall Tucker Band	41	Rawls, Lou	23	Starz	179
America	67,75	City Boy	181	Hall & Oates	107,116,130	Mathis, Johnny	168	Redbone, Leon	159	Steeley Dan	40
American Flyer	143	Cole, Natalie	34	Handy, John	84	Mayfield, Curtis	155	Reddy, Helen	49,148	Stewart, Rod	21,167
Anderson, Jon	50	Colter, Jessi	187	Hayes, Isaac	115	McVie, Christine	141	Renaissance	94	Summer, Donna	114
Atlanta Rhythm Section	122	Commander Cody	189	Heart	27	Melvin, Harold/Bluenotes	90	Richard, Cliff	161	Tavares	64
Average White Band	15	Commodores	25	Hillman, Chris	197	MFSB	131	Ritchie Family	95,104	Taylor, James	18
Ayers, Roy	79	Connors, Norman	81	Hummingbird	183	Miles, John	175	Taylor, Johnnie	125	152	152
Bachman-Turner Overdrive	51	Cooper, Alice	36	Isley Brothers	22	Miller, Steve	14	Rolling Stones	52	Thin Lizzy	48
Bad Company	132	Crosby/Nash	24	Jackson 5	169	Monkees	102	Ronstadt, Linda	57	Thomas, Ray	191
Beach Boys	12,88,190	Crusaders	82	James, Bob	60	Moore, Dorothy	118	Ross, Diana	26,54	Toots & The Maytals	134
Beatles	11,136,162,173	Daniels, Charlie	77	Jarreau, Al	157	Moore, Melba	146	Roxy Music			



# YOU'LL HAVE THE WORLD OF MUSIC IN THE PALM OF YOUR HAND



## SEPT. 7-11

## FAIRMONT HOTEL

## NEW ORLEANS

# INTERNATIONAL MUSEXPO '76

2nd Annual International Record and Music Industry Market in the USA

A partial list of 600 companies coming from around the world to meet you . . .

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|--|---|---|
| ASCAP (USA)  | GRUPO EDITORIAL ARMONICO-CLIPPER'S (Spain & Portugal)   | QUEBEC HOUSE (USA)  |
| ATV MUSIC GROUP (Gt. Britain & USA)                      | GUSTO RECORDS (USA)                                     | R&R RECORDS (USA)   |
| AWA RADIO NETWORK (Australia)                            | HARRISON MUSIC (USA)                                    | RCA LTD. (Australia)  |
| ACUFF-ROSE PUBLICATIONS INC. (USA)                       | HATAKLIT RECORDS (Israel)                               | RCA (Canada)  |
| AIR MUSIC SCANDINAVIA (Sweden)                           | HEATH LEVY MUSIC (Gt. Britain)                          | RCA (USA)   |
| ALARM RECORDS (USA)                                      | HOFFMAN INDUSTRIES (USA)                                | RADIO FREE JAZZ (USA)                                       |
| ALBATROSS MUSIC (Germany)                                | HOMEMADE MUSIC (Gt. Britain)                            | RAGE RECORDS (USA)  |
| ALLO MUSIC (France)                                      | HOUSE OF CHERISH (USA)                                  | RECORD-RAMA (USA)   |
| AMPHONIC MUSIC (Gt. Britain)                             | HOUSE OF GOLD MUSIC (USA)                               | RECORD TRADING AB (Sweden)                                  |
| ANGELA MUSIC (Gt. Britain)                               | HUSH MUSIC (Gt. Britain)                                | RECORD WEEK (Canada)  |
| ARCADE RECORDS (Gt. Britain)                             | IMAGE RECORDS (Australia)                               | RECORD WORLD (USA)  |
| ARTIE WAYNE ORGANIZATION (USA)                           | IMMEDIATE RECORDS (Gt. Britain)                         | RED BUS RECORDS (USA)                                       |
| ASHTREE MUSIC (Gt. Britain)                              | INTERSOUND/INTERLAG INT'L. (Germany)                    | ROEMER & NADLER (USA)                                       |
| Wm. ASHWOOD PRODUCTIONS (USA)                            | INTERGLOBAL MUSIC (Canada)                              | RONDOR MUSIC (USA)  |
| ASSOCIATED MUSIC (Australia)                             | EDITIONS INTRO. GEBR. MEISEL (Germany)                  | SAN JUAN RECORD & TAPE (USA)                                |
| AUSTRALIAN PERFORMING RIGHTS ASSN. (Australia)           | IRVING/ALMO (USA)                                       | SCORPIO MUSIC DISTRIBUTORS, INC. (USA)                      |
| AVEN MUSIC (USA)   | IS MUSIC INC. (USA)                                     | SEAL-O-MATIC CORP. (USA)                                    |
| BMI (USA)  | JANUS RECORDS (USA)                                     | SEECO RECORDS (USA)   |
| BEECHWOOD MUSIC CORP. (USA)                              | JAPAN CENTRAL MUSIC PUBLISHING CO. (Japan)              | SESAC, INC. (USA)   |
| BELSIZE MUSIC (Gt. Britain)                              | JET RECORDS (Gt. Britain)                               | SEPTEMBER MUSIC (USA)                                       |
| BLUE EYES EDITIONS (France)                              | JUPIER RECORDS (Germany)                                | SHANNON DISTRIBUTORS (Gt. Britain)                          |
| BLACK SHEEP MUSIC (Gt. Britain)                          | KEBEC SPEC (Canada)                                     | SHINKO MUSIC (Japan)  |
| LOUIS BRAILLE FOUNDATION (USA)                           | KENMAR MUSIC (Gt. Britain)                              | G. SHIRMER INC. (USA)                                       |
| BRASH HOLDINGS LTD. (Australia)                          | K-TEL INTERNATIONAL (USA)                               | SHOW (France)   |
| BRITISH BROADCASTING CORP. — BBC (Gt. Britain)           | LAUREL CANYON MUSIC LTD. (USA)                          | SIDET EDIZIONI (Italy)                                      |
| BROUGHAM HALL MUSIC (USA)                                | LEEDS MUSIC (CANADA) LTD. (Canada)                      | SIEGEL MUSIC (Germany)                                      |
| THE BURBANK STUDIOS (USA)                                | LIBERTY UNITED ARTISTS (France)                         | SKYHILL PUBLISHING (USA)                                    |
| C-J EMBASSY RECORD MART (USA)                            | THE LOWERY GROUP (USA)                                  | SLOANE & PAINTER (USA)                                      |
| CAN'T STOP PRODUCTIONS (USA)                             | M-7 RECORDS (Australia)                                 | SMITH ADVERTISING & PUBLIC RELATIONS (USA)                  |
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