

CASHBOX

November 13, 1976

NEWSPAPER

\$1.50



**LINDA RONSTADT/
DESTINY'S DARLING**

Karol Discusses List Prices;
Boston Competition Strong
'Blue Moves' Debuts At #7;
Major Seller at 27 Accounts
UPS Strike Still On In East;
May Reach Western States
Regan Dons Battle Fatigues
As WWII Package Explodes
Carter's Copyright Tribunal:
Experts Or Amateurs?
Where Have All The
Talents Gone? (Ed)



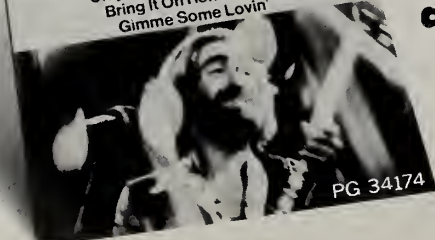
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CASH BOX

VOLUME XXXVIII — NUMBER 26 — November 13, 1976

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cash box editorial

Where Have All The Talents Gone?

We've previously editorialized on the high turnover rate in the industry in general (**Cash Box**, Nov. 6) and for promotion men in particular (**CB**, July 17). But there's still one more thought that deserves discussion: Where are the industry leaders of tomorrow?

Let's assume that tomorrow morning, with the right economic conditions, a fairly decent initial artist roster and a "reasonable" budget, company XYZ decides to enter the music industry. Where would the staff of that new company come from?

Ninety-nine times out of 100, the talent for that new label would come from other existing record companies. Maybe in one case out of 100 would that talent come from outside the industry, from a firm not directly involved in record manufacture and distribution.

It seems that other industries not only draw on their own competitors for executive management, but they draw from other industries where the executives held similar positions, in, say, marketing, sales or public relations. Yet in our business, that concept is considered heresy. Is our industry so different, so removed from the norm, so special, dealing with such a unique product, that talent from other industries just can't cut it in the record business? It certainly appears that way.

Isn't marketing, selling or promoting a record the same as marketing, selling or promoting something else? Are the business schools turning out MBAs whose degrees read "Master of Business Administration in every business except the record business?" Are the case histories of companies involved in the music industry — and they include the \$2 billion CBS Inc. and \$¾ billion Warner Communications Inc. — that different? So different, in fact, that qualified managerial talent "need not apply"? Can't MBAs catch that infectious "record fever" disease that so many of us have? Apparently not.

Yes, the industry is dealing with a "unique product," but maybe it's less unique than we care to believe. Conventional business wisdom, as taught in the business schools, is supposed to be applicable everywhere.

What is needed is a synthesis between music industry fever and straight business knowledge. Are there any MBAs who would sacrifice a little job security in exchange for not wearing a suit and tie, free concert tickets and other fringe benefits? We think so. It's just a question of attracting the right type of individual to the industry.



**NUMBER ONE
SINGLE OF THE WEEK**
THE WRECK OF THE
EDMUND FITZGERALD
GORDON LIGHTFOOT
Reprise RPS 1369
Writer: Gordon Lightfoot
Pub: Moose Music Limited/Capac



**NUMBER ONE
ALBUM OF THE WEEK**
SONGS IN THE KEY OF LIFE
STEVIE WONDER
TAMLA T13-34062

HERE'S AN ALBUM THAT'S GOT BULLETS WRITTEN ALL OVER IT.



20th CENTURY RECORDS
PRESENTS

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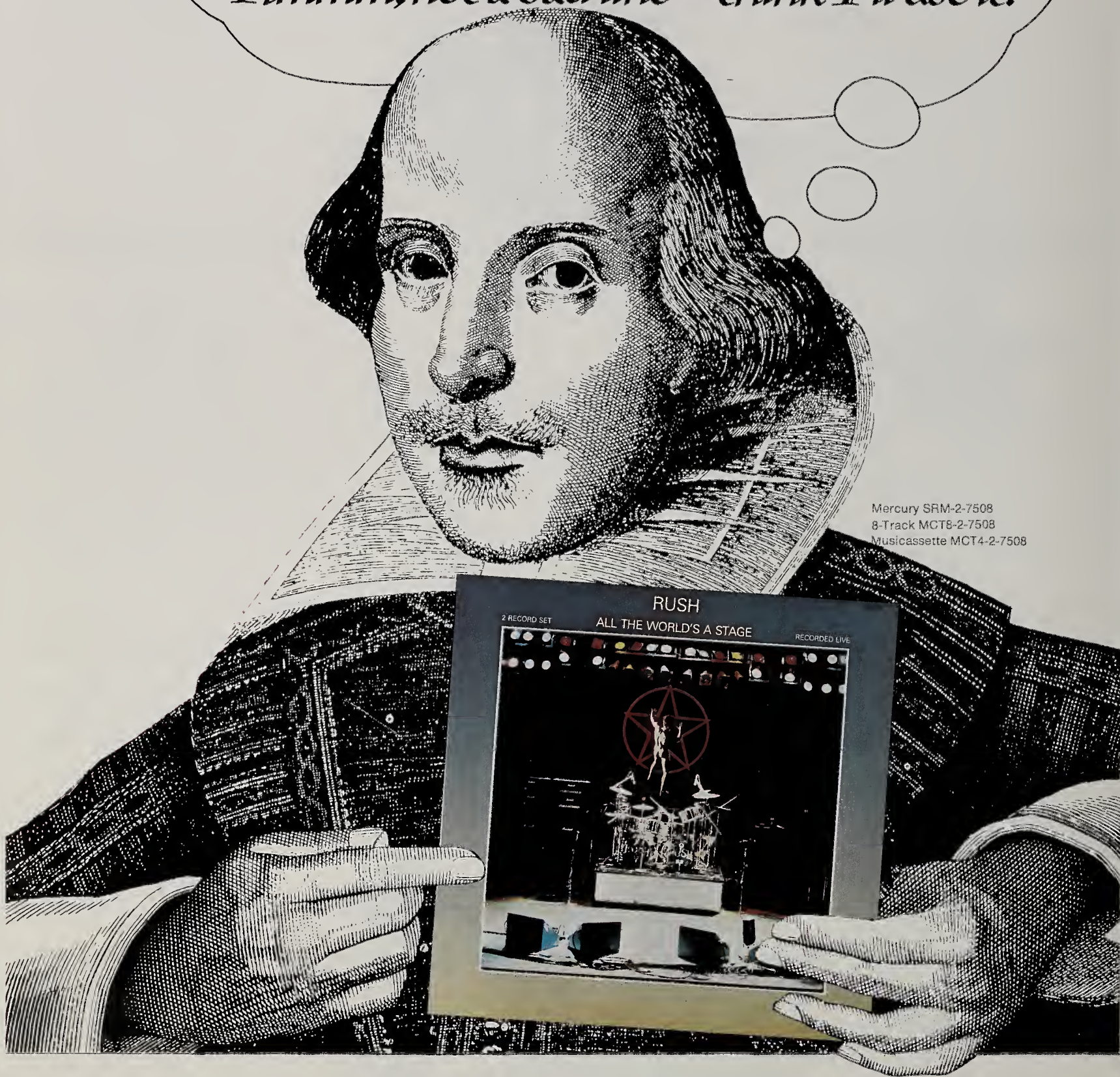


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TINA TURNER · WIL MALONE & LOU REIZNER
THE LONDON SYMPHONY ORCHESTRA

WORDS & MUSIC BY LENNON & McCARTNEY



Rush's new chart bustin' album is called "All The World's A Stage." Hmmm, not a bad line—think I'll use it.



Mercury SRM-2-7508
8-Track MCT8-2-7508
Musicassette MCT4-2-7508

A live, specially-priced, two-record set from Rush.

Cashbox (44)



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'Blue Moves' Debuts At #7; Major Seller At 27 Accounts

by Steve Ostrow & Julian Shapiro

NEW YORK — "Blue Moves," a 2-LP set by Elton John (Rocket/MCA), debuted on the **Cash Box** top 200 albums chart this week at #7 with a bullet, marking the second consecutive week that an album has entered that chart within the top ten. Last week, "The Song Remains The Same," the 2-LP soundtrack from the recently released film featuring Led Zeppelin, debuted at #5 with a bullet, moving this week to #3 with a bullet.

Elton John's latest release was reported as a top seven selling album by 27 major accounts reporting to **Cash Box**, including #1 mentions at Peaches in Atlanta, Norman Cooper One Stop in Philadelphia, Dick's One Stop in Boston and Tosh's in Seattle. The album was listed as the week's second best seller by J.L. Marsh in San Francisco, Odyssey Records in Santa Cruz, Wax Museum in Minneapolis, Peter's One Stop in Boston and Double B One Stop on Long Island. Retailers reporting it at #3 were Korvettes, Tower Records in San Francisco, Peaches in Denver, Record Revolution in Cleveland and Central Sales in Hartford.

Other accounts indicating that "Blue Moves" was among their top seven selling albums of the week were Music Plus and Licorice Pizza in Los Angeles, Tower Records in San Diego and Sacramento, Sam Goody in New York and Disc Records, a national chain of 34 stores based in Cleveland. Accounts also included Banana Records in San Francisco, Everybody's Records in Portland, Dan Jay Records in Denver, Peaches in Cleveland, Streetside Records in St. Louis, King Karol in New York and Apex-Martin in New Jersey.

Twelfth Gold Album

The album is expected to become Elton John's twelfth gold album (signifying sales in excess of 500,000 units) and eleventh platinum album (signifying sales in excess of one million units). Of his 14 releases in the U.S., only "Empty Sky" and "11-17-70" failed to achieve gold status, and of his gold albums, only "Here And There" failed to reach the platinum plateau.

Interestingly, "Here And There" was John's last release prior to "Blue Moves." It debuted on May 15 at #79 with a bullet,

vaulting two weeks later to #8 with a bullet. The album remained in the top 10 for seven weeks reaching an apex at #5 with a bullet on June 12.

'Gulf Winds'

"Gulf Winds" by Joan Baez (A&M) also debuted within the top 100 this week, appearing at #89 with a bullet. Her last album, "From Every Stage," a 2-LP live recording, also debuted within the top 100, first appearing on the chart at #97 with a bullet on February 7. The album climbed the chart for six weeks with bullets, finally peaking at #33 on March 27. "Gulf Winds" will be Baez's last recording for A&M. Her next album will be recorded on Portrait Records, the newest division of CBS Records.

Two other albums appeared on the chart for the first time with bullets, and both are compilations of greatest hits. "Gold" by the Ohio Players (Mercury) debuted at #109; it is the group's fifth album. "Gold/Volume One" by the Bee Gees (RSO/Polydor) debuted at #177. This collection chronicles the Bee Gees' music up to 1972.

UPS Strike Still On In East May Reach Western States

by Rob Patterson

NEW YORK — The seven-week old strike by employees of the United Parcel Service continues this week, as do the effects it is having on all aspects of the record business as the holiday season approaches (**Cash Box**, Nov. 6). As of press time there was no announcement of any progress towards a settlement between the striking Teamsters and UPS, although Teamsters president Frank Fitzsimmons had joined negotiations last week in an effort to bring talks to a conclusion. In addition, negotiations are underway between Teamsters locals, in Southern California and parts of Arizona and Nevada, and UPS. Their contracts expired on October 31, but as yet they have not decided to strike.

A good portion of the UPS parcel traffic has been diverted to the U.S. Postal Service. The volume of large, heavy packages

Karol Discusses List Prices: Boston Competition Strong

by Ken Terry

NEW YORK — In the Sunday, October 31 edition of the *New York Daily News*, King Karol, a retail record chain with six stores in New York, ran a full-page ad promoting nearly 200 CBS catalog albums at prices ranging from \$2.79 to \$7.98. The price at which King Karol advertised \$6.98 list items, \$3.99, is well within the range of sale prices in New York; but its price for \$5.98 discs, also \$3.99, is somewhat higher than the sale prices of King Karol's competitors for equivalent albums. Moreover, unlike King Karol in this ad, other area retailers maintain a dollar difference between the regular store prices of \$5.98 and \$6.98 list LPs.

"We try very hard never to allow ourselves to be influenced by what other retailers think or do," commented Ben Karol, owner of King Karol. "If we couldn't think on our own and not be influenced by any other kind of marketing philosophy, we'd be in big trouble. We're looking for every edge we can get."

Asked why he had chosen to disregard

the list prices set by the manufacturer, Karol replied, "What right does a manufacturer have to put a list price on a record? Who gave them the right to say this is \$7.98, this is \$6.98 and so on? I don't pay any attention to that. All I want is to do as much volume as I can by using every marketing gimmick — and that's what they are — to get people in here, to give them good value and to make a profit."

Karol added that he saw nothing wrong in selling albums listed at two different figures for the same price "because it's a different record; he (the customer) is still getting a good discount and I'm still making a profit."

When it was pointed out that a customer might be able to find a better discount on these items elsewhere, Karol responded, "There is nobody in the world that carries a better selection than we do. So automatically there are thousands and thousands of records which no one else in this area carries. So in that sense, we don't even compete (with other retailers). And if we want to sell a \$5.98 record for \$3.99, that's a helluva deal. We don't have to go to \$2.79 just because we're selling the \$6.98 (list items) for \$3.99 also."

Karol admitted that his cost for \$5.98 list albums was less than for those carrying a \$6.98 list. "But who said that on some items you can't work on a little bigger markup than on others? You got to average out, don't you? If you give something away at your cost, you can't do that on everything."

Gold Circle Lowers Prices

Two weeks ago, Uncle Bill's in Cleveland advertised an all-label sale for \$3.65/\$3.85 tape, the lowest record and tape prices which have been observed in Cleveland since the retail price survey began five months ago (see **Cash Box**, October 30). The second lowest price during that period appeared this week in an ad for the seven area stores of Gold Circle, which promoted 24 country releases for \$3.79/\$4.98 tape each.

In view of Uncle Bill's unusually low sales price and the highly competitive state of the Cleveland market, it would appear that

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continued on pg. 16

Carter's Copyright Tribunal: Experts Or Amateurs?

by Rebecca Moore

WASHINGTON, D.C. — How will the Jimmy Carter administration affect implementation of the new copyright law? **Cash Box** asked a number of music people that question. The consensus: no one can predict right now.

Carter's primary impact on copyright and the music industry will be felt in his selection of members for the five-person Copyright Royalty Tribunal. The new Tribunal will relieve Congress of most of its past copyright review functions and will provide a mechanism to resolve disputes between various royalty claimants.

With no statement on copyright, however, and no record on national issues for the peanut farmer from Plains, the membership of Carter's tribunal is a question mark. In a classic understatement, one industry attorney remarked, "Neither candidate made copyright a vital issue in his campaign."

Copyright Community

Tom Brennan, general counsel for the Senate Copyright Subcommittee, pointed out that Carter had "ties with the copyright community." Brennan was alluding to

Capricorn Records president Phil Walden's early support of Carter.

An industry executive felt "you'd be labeling Carter a whore right from the beginning," however, if you gave credence to the idea that Walden or other entertainment personalities could unduly influence Carter's appointments.

Carter has six months from the date of enactment of the new law, October 19, to make his decision. Since most presidential appointments are made on the basis of recommendations from advisors, the kinds of men and women Carter surrounds himself with may indicate the type of individuals he would choose for the tribunal. As one music exec asked, "Who will have the most intelligent advisors?"

Carter will be bringing in lots of new faces. "Nobody knows quite what they're going to be like," one man observed. "He's going to appoint a lot of surprises."

This same exec continued, "The effect on the music industry will depend on the effect on business in general. That's the underlying question. If Ford is good for business,

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being sent parcel post has risen 571 percent since September, while small third-class parcels have increased 146 percent in the strike-affected area. Consequently most users of the Postal Service have experienced delays of at least a week, and often longer, on the delivery of parcels.

The strike's effects are strongest on the small orders and promotional activities of branch distribution systems, and on the smaller retail stores. The larger record retailing chains in the affected areas have felt the impact least, due to their larger volume, which can more easily be shipped by truck.

Operations at the CBS Records Branch in Boston have been affected "very badly," according to branch manager George Ryan. "In order for us to get material out of Pitman to our smaller dealers they have to

Regan Dons Battle Fatigues As WWII Package Explodes

by J.B. Carmicle

LOS ANGELES — Russ Regan might not have been on the beach for the Normandy invasion of June 6, 1944, but if the dream of the president of 20th Century Records comes to pass, the soundtrack of his "All This And World War II" album may very well involve millions more people than the actual event of three decades ago. Regan's newest project for the label, "All This And World War II" is the direct result of an idea that germinated in a dream Regan experienced 2½ years ago. The idea, that the music of Lennon and McCartney could play a key thematic role in a cinematic documentary on World War II, might have seemed a bizarre combination to some, but for Regan the marriage between motion picture and recorded music, utilizing disharmonious subjects, was particularly fascinating. With the label's marketing and promotional campaigns already resulting in extensive airplay on the soundtrack by major FM stations across the country, and the movie's world premiere scheduled this Thursday (11) in Hollywood, Regan disclosed how his dream became reality, and also expressed confidence in the success

of the joint film/music project.

Precipitated The Project

Regan's vision of World War II scenes pitted against the Beatles' music actually precipitated the entire project. The image of a staunch Hitler juxtaposed with the Beatles singing "Fool On The Hill" was one of his prime recollections of the dream. He also remembered other scenes, such as Japanese aircraft leaving their carriers for Pearl Harbor to the audio accompaniment of "Here Comes The Sun." Regan had not

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Maitland To Toss MCA Hat Into R&B Ring?

NEW YORK — Mike Maitland, president of MCA Records, has called for a press conference on Monday, Nov. 8 to make what was termed "a major announcement." Industry sources expect Maitland to confirm longstanding rumors that MCA is entering the R&B area of the music business with the signing of Van McCoy.

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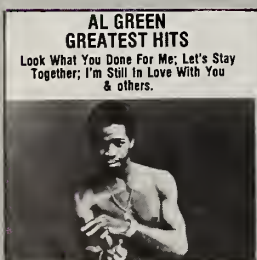
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Decca Limited Posts Increase In Profits, Sales For Fiscal Yr.

LONDON — Decca Limited, which manufactures and markets records and tapes in the U.S. as London Records, announced a profit from its international record operation of nearly \$9 million for the fiscal year ended March 31, up slightly more than \$4 million the previous year. This was significantly due to increased business in the U.S., particularly in the sale of classical music, according to Sir Edward Lewis, chairman of Decca, who released the figures last week.

In explaining the approximate 120% increase in record sales, before interest and taxes, Lewis cited the corporation's growth in popular music as a key factor. During the year, London released "Rolled Gold," a 2-LP set compiled from material recorded by the Rolling Stones when they were affiliated with the label, and a compilation album called "The Moody Blues." In addition, Lewis made mention of "Blue Jays" by

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FRONT COVER



It has been said that Linda Ronstadt "hits the notes you want to hear." It's certainly the truth, but there's a lot more to it than that. From her early recording days as a lead singer with The Stone Ponies, it was clear to audiences and record buyers alike that they were the lucky witnesses to a unique talent.

In the last few years, Ms. Ronstadt has emerged as possibly the greatest American female pop star. Her Asylum records hit the highest reaches of the charts on the first week of release. Her singles are practically the only thing you can hear on AM radio. Gold record awards, for her, are a matter of course.

Within the handful of superstars that can lay claim to such a large measure of success, there is none that has such broad appeal. Country audiences, MOR, pop — it doesn't matter. They all appreciate the special magic that belongs to Linda Ronstadt.

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Jazz Albums Attain 44% Success Rate 'Crossing Over' Onto Cash Box Pop Chart

by Bob Speisman and Julian Shapiro

NEW YORK — Jazz albums have enjoyed increasing success "crossing over" onto the pop chart in recent weeks. Of a total of 760 chart positions since the inception of the **Cash Box** jazz chart 19 weeks ago, 333 have made the transition or nearly 44% of the total.

Based on recent performance, it appears that the percentage could increase dramatically, due to the fact that the weekly total has not dropped below 50% since October 16. During the past month, the average has been 55%, ranging from a low of 52.5% on October 23 to a high of 57.5% last week. This week, the rate of "cross over" from the jazz chart to the pop chart is 50%.

That translates to 20 albums on the **Cash Box** jazz chart this week that simultaneously appear on the pop chart. Those albums, with their respective numbers on the jazz and pop charts, are: "Breezin'" by George Benson at #1 and #45; "I Heard That" by Quincy Jones at #3 and #47; "Barefoot Ballet" by John Klemmer at #4 and #52; "Secrets" by Herbie Hancock at #5 and #85; "Live On Tour" by The Billy Cobham-George Duke Band at #6 and #128; "Caliente" by Gato Barbieri at #7 and #147; "You Are My Starship" by Norman Connors at #8 and #54; "Benson & Farrell" at #9 and #169; and "Very Together" by Deodato at #10 and #145.

er" by Deodato at #10 and #145. Together" by Deodato at #10 and #145.

Also included on both **Cash Box** charts this week are: "Bob James Three" at #11 and #156; "Everybody Loves The Sunshine" by Roy Ayers Ubiquity at #12 and #120; "Romeo And Juliet" by Hubert Laws at #13 and #173; "Living Inside Your Love" by Earl Klugh at #15 and #182; "Sound Of A Drum" by Ralph MacDonald at #17 and #184; "Earth Mover" by Harvey Mason at #18 and #185; "It's Your World" by

Gil Scott-Heron and Brian Jackson at #20 and #176; "Stuff" at #23 and #171; "Solid" by Michael Henderson at #27 and #195; and "Ain't That A Bitch" by Johnny "Guitar" Watson at #39 and #91.

The Top 10

The percentage of jazz albums "crossing over" *continued on pg. 16*

**Starting This Week
Cash Box's R&B Chart
Increases Its Album
Listings To 75 Titles**

ABC Records Suffers 4th Quarter Loss; Corporate Income Soars

NEW YORK — The record division of American Broadcasting Companies, Inc. suffered a "moderate" loss in earnings during the third quarter of 1976. This loss represents an improvement over the "substantial losses" incurred by the domestic recorded music company in the third quarter of 1975. At the same time, ABC Records' sales for the quarter improved over those for the prior-year period. ABC's wholesale record distribution company had increased revenues, while its profits were even with last year's third quarter results; both volume and profits were up at the corporation's Word, Inc. subsidiary.

ABC, Inc. showed record third-quarter and nine-month earnings per share, net income and revenues. Third-quarter income climbed to \$16,950,000 from \$384,000 in the same period last year. Revenues rose 37 percent to \$321,316,000 from \$234,657,000 in the prior-year period, and earnings per share increased to 95¢ from 2¢ per share.

For the nine months ended October 2, ABC, Inc.'s net earnings grew to \$47,360,000 from \$21,049,000 in the 1975 nine-month period. Sales rose 28 percent to \$950,953,000 from \$742,896,000, and earnings per share advanced to \$2.69 from \$1.22.

Earnings for the 1976 nine-month period included capital gains of 2¢ per share, arising principally from the sale of theatres and other properties during the first quarter. Similar gains for the 1975 nine-month period amounted to 6¢ per share.

GRT & Playboy Look To Better 1977 Year

by Gary Cohen

NEW YORK — The GRT Corporation is proceeding with plans to diversify into non-music businesses after a money-losing year in 1976, while Playboy Corporation looks to turn a profit in its music division this year, according to financial information contained in both companies' annual reports, which were released last week.

GRT, which last year took a writeoff of \$2.4 million on their Chess Records sale,

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A&M Success Continues On Cash Box Chart

LOS ANGELES — A&M Records is hot on the **Cash Box** singles chart, with three bulleting records in the top 15 and a fourth at 40 with a bullet. Their Captain & Tennille single "Muskrat Love" is number two with a bullet this week and headed for the top chart slot, while DeVorzon & Botkin's "Nadia's Theme" is at number 13 with a bullet, up from 16 with a bullet. In addition, red-hot Peter Frampton's "Do You Feel" is number 14 with a bullet, up one point from 15 with a bullet.



RCA INTRODUCES TROY — RCA Records introduced newly-signed artist Roger Troy to the company recently at a party at their New York offices. Seen here with Troy (from left) are: Mel Ilberman, division vice president of commercial operations for RCA Records; Ken Glancy, president of RCA Records; Troy; Mike Berniker, division vice president of popular A&R for RCA Records; and Mike Lipskin, RCA staff producer.

20th Century Records Hit By 3rd Quarter Setback

BEVERLY HILLS, CALIF. — The record and music publishing division of Twentieth Century-Fox Film Corporation suffered losses in both its third quarter and the nine-month period ended September 25.

The division's third-quarter loss amounted to \$1,233,000, compared to a gain during the prior-year period of \$622,000. Sales for the third quarter declined to \$1,712,000 from \$4,240,000.

Over the nine-month period, the division lost \$3,843,000; it made a profit of \$301,000 during the nine-month period of 1975. Nine-month revenues fell to \$6,597,000 from \$12,774,000 last year.

Third-quarter earnings of Twentieth Century-Fox Film Corporation rose to \$7,641,000 from \$5,462,000 in the prior-year period. Revenues expanded to \$98,892,000 from \$90,965,000, and earnings per share increased to \$1.01 from 72¢.

Twentieth Century's income for the nine-month period, however, declined to \$5,098,000 from \$13,617,000 during the same period a year ago. While volume rose slightly to \$259,786,000 from \$259,150,000, earnings per share dipped sharply to 67¢ from \$1.80 for the first nine months of 1975.

Columbia To Issue \$8.98 List Pop LP

NEW YORK — Columbia Records will release the soundtrack to "A Star Is Born" starring Barbra Streisand and Kris Kristofferson, at the highest list price for any single popular album in the industry's history. The \$8.98 price will cover records and tapes and both should be available in stores on November 18.

'Matter Of Cost'

Reason for the increased price is "simply a matter of cost," according to Paul Smith, vice president of marketing for branch distribution for CBS, although he declined to pinpoint the areas that were responsible for the dollar increase over other highly priced popular albums. Speculation has naturally arisen that increased royalty rates paid to the two stars are a significant factor.

Extensive Marketing Plan

Though Smith maintained that this instance is "just part of the variable pricing concept" with which the marketplace is familiar, he conceded that the marketing plans for the album are extensive. "It's a massive undertaking," he said. "One of the biggest we've ever done."

In outlining details for the campaign, Smith explained, "We have a major radio blitz campaign. We will have print ads in all the major markets for the last five weeks of the year. We're tied in with Warner Bros. Pictures (distributors of the film). We'll have contests for radio people and for our people and for accounts."

Premiere

The film will have its premiere on December 18 in Los Angeles and will open nationwide on Christmas Day.

Paraphernalia And Records Intertwined In Many Stores

by Ken Terry

NEW YORK — A recent CBS-TV news report focused national attention on the phenomenal growth of the "head" paraphernalia industry, which now boasts its own trade journal and grosses an estimated \$300 million a year. But not much attention has yet been devoted to the close relationship between head gear and record retailing.

According to several paraphernalia distributors, a high percentage of stores which carry their products also stock records. For example, of the 3,000 nationwide accounts serviced by Oat Willey, an Austin, Texas-based distributor of head gear, about 75 percent sell records, and 40 percent are primarily record retailers. Stone-Bleu Distributors of Minneapolis reported that about three-quarters of its 350 paraphernalia accounts sell records, "mostly rock-pop, high-volume stuff." And 90 percent of the dealers across the country who buy paraphernalia from Electric Rainbow, based in Los Angeles, also carry a stock of records.

"Most of the stores we deal with are selling combinations of things," said a spokesman for Electric Rainbow. "If it's a clothing store, for instance, it'll have paraphernalia as a sideline, and some of the record stores also have head stuff. If it's a headshop, it might sell paraphernalia, records and clothing."

High Markup On Head Gear

Paraphernalia occupies positions of

varying importance among the different types of retailers who sell records. Positively Fourth Street in Minneapolis, for example, stocks 3-4,000 album titles, and record sales constitute 75 percent of the store's business. Therefore, a spokesman stated, "Positively Fourth Street can be termed a record store in terms of cash flow, but we make quite a bit of money on the paraphernalia. Records are our mainstay, but we consider ourselves a headshop." He added that the markup on records is "fairly low" compared to the markup on head gear.

The Crystal Ship, a large gift store in Decatur, Illinois, stocks about as many record titles as Positively Fourth Street does; it also sells paraphernalia. Because each of these lines accounts for only 20 percent of the store's total volume, however, the higher markup on head gear is of little consequence to the Crystal Ship's operation.

To Ron Kapp of Kappy's Record World in Manhattan, on the other hand, this factor is very important. As a result of the New York "price war," Kapp pointed out, "there's certainly no profit in records," therefore, although his store has a full-line record catalog, sales of head gear now provide its margin of survival. "We've always had a small amount of paraphernalia, but we've gone bigger (with it). I don't count on record sales to keep my head above water."

continued on pg. 30

Oklahoma Pirates Get Prison Terms

OKLAHOMA CITY, OKLA. — Three tape pirates, convicted in a jury trial last September on 18 counts of criminal copyright infringement and one count of conspiracy, have been sentenced to prison terms of varying lengths. Chief Judge Fred Dougherty of the federal court in the western district of Oklahoma sentenced Lee Randolph (Randy) Sherman to two years of imprisonment. Randy's father, Milton (Mickey) Sherman, received a term of 18 months, and co-conspirator Anthony Cerase was sentenced to one year in prison. All of the defendants filed appeals immediately, and each of them was freed on \$5,000 bond.

The successfully prosecuted case grew out of a raid last March by FBI agents on the Oklahoma City plant of SISUM, Inc., the tape pirates' company. During the raid, 50 tons of tape duplicating equipment and infringing tapes valued at \$230,000 were seized. The illegally duplicated tapes included hit recordings by such artists as John Denver, Glen Campbell, Fleetwood Mac and the Four Tops.

At SISUM's plant, the FBI agents also discovered a number of illegal tapes which had supposedly been destroyed three years ago. The court injunction ordering Randy Sherman to destroy these tapes stemmed from a landmark suit brought by several music publishers. In that case, the defendant was Colorado Magnetics, in which Randy Sherman was a principal. Doing business under the name "Sound Values," Colorado Magnetics operated out of the same building in which SISUM's plant was later located.

Sound Warehouse Promotions Have Great Responses

NEW YORK — Sound Warehouse in Oklahoma City celebrated Halloween with a special trick or treat this year — allowing a lucky customer who won "The Cat Carry-Off" to take a 100 second shopping spree in the main store of the six store chain. The promotion is only one of many events that the chain has run this year.

The Halloween contest was run in conjunction with radio station KJAK-FM, also known locally as FM 100 or "the Cat," and Warner Brothers Records. The promotion, which was the subject of an intensive radio ad campaign on the one-month-old KJAK, included three different features. First was a special sales and merchandising campaign on the Warners albums "Alice Cooper Goes To Hell" and "Technical Ecstasy" by Black Sabbath, which included displays on the two LPs in all six stores and a special sale price of \$3.77 for album, \$4.77 for tape on the \$6.98 list LPs. Throughout the week customers registered for the "Carry-off" contest in each store.

On October 30th, customers were invited to come to the chain's main store in costume, with the first 100 receiving a free album of their choice. The drawing was held and customer Tim Reagan took a 100 second run through the store, in which he netted 63 LPs with a retail value totalling \$448.70. According to Sound Warehouse public relations and advertising director Barbara Green, the response was "unbelievable," with an estimated 1,000 costumed customers attending.

A Tradition

The contest continues a Halloween tradition the chain started the previous year, when Dr. Demento visited their six stores and judged a costume competition whose winner received 100 free LPs. This year they also sponsored a "sneak preview" of the movie "Car Wash" in conjunction with radio station KFJL-AM, and a promotion for the Marshall Tucker Band's "Long Hard Ride" album with station WKY and Warner Brothers/Capricorn. The Tucker promotion was held at a local go-kart track, with customers riding free all day and competing in a go-kart race. The first prize winners will receive an all-expense-paid trip to see the opening concert of the Tucker Band's next tour, with a go-kart, \$100 cash and Marshall Tucker Band LPs offered to the runners-up.

Saturday, November 6 saw a visit to the store by Sly Stone, Bootsy's Rubber Band, and Parliament/Funkadelic for an autograph party before their concert that evening in Oklahoma City. For the event all the albums in each artist's catalog were offered at a sale price of \$3.77 for albums, \$4.77 tapes (\$6.98 list LPs).

"We really enjoy it," said Green, "and get a lot of response from our promotions. We're the only record store in town that does so many promotions, and we're always looking for new and different things that will excite people."

Stigwood, Anthony Set Motion Picture Pact

LOS ANGELES — Robert Stigwood, chairman of the Stigwood group of companies, and Dee Anthony, president of Bandana Enterprises, Ltd., have entered into an association whereby Dee Anthony will act as executive producer of Stigwood's forthcoming production, "Sergeant Pepper's Lonely Hearts Club Band."

Peter Frampton will make his film debut starring in the motion picture.

"Sergeant Pepper's Lonely Hearts Club Band" will begin principal photography on location in the USA in early 1977, with the release scheduled for Christmas of 1977. An original film soundtrack album will be released on RSO Records.

Tape City Picks Its Own Hit LPs

NEW YORK — Overlooked new releases are now receiving the benefits of "pick hit" status each week at Tape City, a record chain in the New Orleans metro market with five locations. Each week's pick is spotlighted in displays, through in-store play and in special newspaper and radio advertising.

A "pick hit" is in most cases a "relatively unknown new release, which at the time it is picked is not getting airplay of any consequence, yet which we consider to have potential," according to Don Anthony, advertising and marketing manager for the chain. Each week's pick is selected by Anthony, with input from store managers and the chain's LP buyer. Recent picks have been "Stuff" (Warner Brothers), "We Can't Go On Meeting Like This" by Hummingbird (A&M), "Hard Candy" by Ned Doheny (Columbia), "Good High" by Brick (Bang), "Somewhere I've Never Traveled" by Ambrosia (20th Century) and "Car Wash" (MCA). "Obscure releases are sometimes overshadowed by a monster," said Anthony, explaining the chain's recent picks of the new Elton John and Stills-Young LPs.

Merchandising the album includes a special display section in each store, an ad in the Figaro, a local weekly newspaper, a "blitz" of ten second radio spots on either WRNO-FM or WNOE-FM, and a \$3.98 sale price for the pick (\$6.98 list). "We usually bring the campaign to the attention of the record company, and if funds are available for co-op advertising we appreciate the assistance," said Anthony. However, Tape City selects and merchandises an album regardless of available advertising support from a respective record company.

In addition, Tape City features a top 20 section on sale, offering its 20 best sellers each week at \$3.98 per LP (\$6.98 list). "We're trying to show that someone out there is trying to get attention for unknowns in a medium other than radio," said Anthony. "We also hope the store can establish credibility on our picks with our customers."

Jem's 'Import' Label Offers Foreign Albums At U.S. Prices

NEW YORK — Aiming at an audience which it feels is not reached by any other American record company, Jem Records, the New Jersey-based wholesaler for imported phonograph records, has instituted a new label, Import Records. This new line of U.S.-manufactured albums will make available records that formerly were available for sale only as imports, if at all, to be list-priced at \$6.98.

Import Records' initial release, comprising six albums, includes "Mainhorse," featuring Yes keyboardist Patrick Moraz; "Music From The Body," by Ron Geesin and Pink Floyd's Roger Waters; "Tomorrow," which features an early performance by the present Yes guitarist, Steve Howe; "Mourner's Rhapsody," by Polish artist Nicmen; "Mass Media Stars" by Italian group Acqua Fragile; and "Morgan," featuring Morgan Fisher of Mott

The Hoople. All albums will be available as originally packaged.

Indy Network

Import Records will be handled by a network of independent distributors including Heilicher Bros., for Atlanta, Dallas, St. Louis and Minneapolis; Aquarius in Hartford, Connecticut; Transcontinent of Buffalo, New York; Pika in Cleveland; Universal in Philadelphia, and Apex-Martin in Hillside, New Jersey. The line will also be handled by the Jem Records main office in New Jersey and Jem West in Los Angeles.

5% Verve Discount

NEW YORK — Polydor will extend a five percent discount on orders for their 14-album Verve reissue series throughout November. The two-record sets have a suggested list price of \$7.98 for both records and tapes.



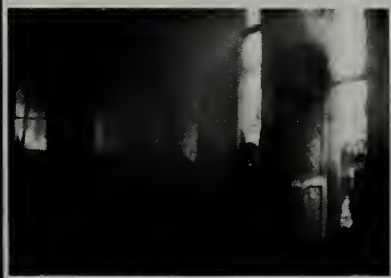
HALL, BLAIR & OATES — RCA recording artists Daryl Hall & John Oates recently played an SRO concert at the Santa Monica Civic Center. Pictured at a party after the date (from left) are: John Oates; actress Linda Blair; and Daryl Hall.

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You experienced its brilliant beginning when T-Bone Burnett, Steven Soles and David Mansfield added their magic to the Rolling Thunder Revue. With David Jackson and Matt Betton, they are now The Alpha Band, and they play rock & roll that will survive the warp of time and space.

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EXECUTIVES ON THE MOVE



Hynes Mooney Senkiewicz Granville

CBS Appoints Hynes — Ed Hynes has been appointed director of sales/artist development for CBS Records. He was most recently regional promotion marketing manager, northeast region for Columbia Records.

Seider Named At UA — Harold Seider has been appointed to the position of president of United Artists Music and Records Group, Inc., international division, and will be headquartered at the label's Los Angeles office. Prior to his new position, Seider served as vice president of business affairs for United Artists Music and Records Group, Inc.

Handleman Names Three Vice Presidents — Stuart R. Schaefer has been elected vice president-controller of Handleman Company, having served as the firm's controller for the past two years. James E. Lara was promoted to vice president from the position of assistant vice president-planning and procedures. In addition, James E. Ingalls was elected vice president-EDP, having formerly held the position of director of management information services for the company.

Arista Names Leon — Bonnie Leon has been named manager, A&R administration, for Arista Records.

Mooney Appointed At CBS — Frank Mooney has been appointed regional director of sales for the southwest region for CBS Records. Most recently he was a branch manager for the company in the Los Angeles market.

CBS International Appoints Senkiewicz — Joe Senkiewicz has been named director of promotion for CBS Records International. He was most recently a promotion manager for Columbia Records.

Casablanca Names Patterson — Worthy Patterson has been named to the post of eastern marketing manager for Casablanca Records. He comes to Casablanca from RCA Records, where he served as national promotion director.

Changes At Heilicher — Gloria Haneca has been appointed to the position of promotion manager for Heilicher Brothers in Minneapolis. John Wahl fills Haneca's vacated position of promotion representative. John Sullivan and Ben Watson have been appointed promotion managers for the Heilicher Brothers distribution center in Texas. Sullivan will be working out of the company's Houston office; Watson will cover Dallas/Ft. Worth.

Granville Named To CISAC Commission — Elizabeth Granville, executive director of publisher administration for BMI, has been named to the 23-member Juridical and Legislative Commission of the International Confederation of Societies of Authors and Composers for 1976-77.

Zysblat, Azrak Join Sir — William Zysblat has been appointed chief financial officer of Sir Productions, replacing Aaron Schechter, who has resigned. Zysblat was formerly accounting supervisor for Hurdman and Cranstoun, where he handled accounting matters for the touring activities of the Rolling Stones. Janice Azrak has joined Sir as publicity director, coming from the publicity and artist relations department of MCA Records. Selma Billheimer has taken on the coordination of travel and itinerary needs for all Sir artists and staff.

Rothman To Electric Lady — Arthur N. Rothman has been appointed financial director of Electric Lady Studios in New York.

C.J. Strauss Promotes Blackston — Gayle Blackston has been appointed account executive at C.J. Strauss & Co. She joined the firm a year ago as publicist, coming to Strauss from Arista Records, where she worked in the press department.

Goday To ATV Post — Happy Goday has been appointed to the newly created post of assistant to the president of ATV Music Group, where he will oversee forthcoming activities involving motion picture scores and songs for the firm.

Zapakin Joins Wax — Alan Zapakin has been named an associate at Morton D. Wax and Associates.

Apex-Martin Appoints Rosenberg — Roy Rosenberg has joined Apex-Martin Record Sales, Inc. to head the New York/New Jersey distributor's promotion staff. He comes to Apex-Martin from Audiofidelity/BASF Records, where he was director of promotion and publicity.

Promotions At CBS Records — Mary Ann McCready has been promoted to the position of director, press and public information, CBS Records, Nashville, and will be based there. She will report directly to Rick Blackburn. Most recently, she held the position of manager, press and public information, CBS Records. Jim Kemp is now manager, press information, CBS Records, Nashville. He joined CBS Records in 1975 as publicity assistant for CBS in Nashville, a post he has held until this promotion.

Davis Upped At UA Country — Steve Davis has been appointed to the post of director of operations, Nashville, for United Artists Records. He will also continue his functions as A&R manager for the country division.

Artman Named At Wolfgang — Zohn Artman has been named to the position of director of national publicity for the newly formed Wolfgang Productions. While Artman is working with Nick Clainos and Jerry Pompili (A&R chief) out of the Bill Graham office in San Francisco, he will continue to carry out the responsibilities of his post as director of press and public relations for the concert production arm of Bill Graham Presents and Bill Graham Management.



Blackston Goday McCready Kemp

Drayson Joins Malverne — Stan Drayson has joined Malverne Distributors in New York as sales manager.

Capitol's Little River Band In American Mainstream

by John Mankiewicz

LOS ANGELES — The fact that a group is one of the top acts in one country does not necessarily mean that it can carry the success to another. Little River Band, which has had records go double-gold in Australia, is currently beating the system in America; the single "It's A Long Way There," is currently #38; the album has moved up to #114.

Little River Band's debut American LP, self-titled, was released with little fanfare by Capitol Records in early April of this year. "We liked the record," explained Steve Meyer, director of national promotion for that company. "Unfortunately, we had a lot of other priorities at the time. We couldn't concentrate on Little River Band."

AOR Took Notice

However, AOR radio was paying a lot of attention to this new group, especially to an 8½ minute album cut called "It's A Long Way There." "The problem," declared Capitol's AOR manager Ray Tusken, "was that the tighter stations just couldn't program a track of that length." Tusken, with the considerable help of John "Mr. Snips" Palladino (of Capitol's A&R department), cut the track down to 4:16, which immediately proved to be a manageable length. According to Tusken, the record got strong reaction in markets that included Florida, New Orleans, Seattle, St. Louis and secondary stations in San Francisco and Detroit.

Mercury Claims Top Month For October

CHICAGO — A combination of new and recent hit albums resulted in October being named the biggest sales month in their 30-plus year history by Phonogram, Inc./Mercury Records. Product figuring in the October sales included LPs by Rush and Thin Lizzy, the Ohio Players "Gold" and "Best of B.T.O. (So Far)." Other product of note included new albums by the BarKays, The Chi-Lites, Graham Parker, Charles Earland, Gabor Szabo and Rod Stewart.

Ponty, Melanie Lead Atlantic Nov. Release

NEW YORK — "Imaginary Voyage" by Jean-Luc Ponty and "Photograph," Melanie's debut album on Atlantic, lead off the label's seven album release for early November.

Yuletide Cards

Also in the release are "Frannie Golde," "Take The Heat Off Me" by Boney M. and "Feel It" by Fat Larry's Band, which is on the WMOT label. Rounding out the package are "Funky Christmas" on Cotillion, which features a dozen yuletide carols performed by Lou Donaldson, John Edwards, the Impressions, Willis Jackson, Margie Joseph and Luther and "Face The Windmills, Turn Left" by composer/producer Ilhan Mimaroğlu on the Finnadar label, which features a new version of his classic electronic music "standards" of the 1960s.

In addition, "Chapel Of Love" by Laverne and Shirley, the first single from their upcoming "Laverne & Shirley Sing" album, has been released.

AFE Sets Deal

NEW YORK — Audiofidelity Enterprises, Inc. has entered into an agreement with Hidden Sign Records of Munich, Germany for distribution of the label.

Getaway Goes Gold

NEW YORK — Columbia recording artists Earth, Wind & Fire's latest single "Getaway" has been certified gold by the RIAA.

Edit In Half

"We tried to edit the record," Tusken explained, "so that we could keep the lyrical content along with the flow of music. The last half of the edited version was a collection of hooks that seemed to work well together in a shorter length."

The new version was then pressed on a 12" disk, backed by the original album cut, and serviced to all AOR outlets. "We decided then," remarked Meyer, "to hang back for awhile to see what would happen, give the record some time."

Went Top 40

What happened, according to all reports, is that the record just got stronger. So, four months after the release of the album, Capitol decided that it was time to go top 40 with the single. The marketing department got behind the venture, and soon after there were store displays, belt buckles and posters announcing the arrival of this hot new act.

The band, of course, had to do its part. Little River had a booking agent, Headquarters Talent, but there was no management setup in the United States. "Touring was very important," said Capitol's v.p. Dan Davis. "The company really thought this was a sensational piece of product, and we wanted to get behind it."

In-House Management

It made sense, therefore, for the band to come here and do some dates. Since there was no full-time management that could handle an American tour, Bruce Garfield, Capitol's director, press/public relations, became "almost an in-house manager. I had every promotion man in the field call my office, and then call Headquarters Talent, to say where they thought would be a good place for the band to gig. I spoke to Chuck Barnett at Headquarters every day; we worked out schedules, markets, really everything."

John Marx at Headquarters Talent offices agreed that this was an unusual tour. "I was in constant contact with Capitol reps in every city. Sometimes their opinions were different from mine about where the band should play and we'd work something out. Certainly I appreciate help, and it's great when the record label takes such an interest."

Tour

The first leg of the tour just wound up last week, with a total of ten dates in the last two weeks of October. "Virtually all of these," Marx related, "went clean. It was highly successful."

Little River has nineteen more dates in November, and ten in December. Then the group will take some time off so that they can work on their next LP for American release, which should hit the racks early next year.

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Osmond Xmas LP, Tillis, 4 Verve Sets From Polydor In Nov.

NEW YORK — "The Osmond Christmas Album," a two-record set on Polydor/Kolob, four Verve reissues and an album by Mel Tillis comprise Polydor's November release.

This particular reissue includes "The Cole Porter Songbook" by Ella Fitzgerald, "The Verve Years (1950-51)" by Charlie Parker, "The Small Group Recordings" of Wes Montgomery and "Masters of the Modern Piano" featuring Cecil Taylor, Bud Powell, Mary Lou Williams, Paul Bley, Bill Evans and Wynton Kelley.

"Welcome To Mel Tillis Country" by Mel Tillis and the Statesiders contains previously unreleased material.

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real moneymaker for Avco Embassy
Pictures"

"Knight could make it into the
star ranks at a time when a new
face is badly needed"

"She has charm and grit, with a
terrific singing voice to boot. Here
she doesn't sing on camera, but
performs eight high-caliber songs
on the soundtrack with The Pips,
adding another exploitable dimen-
sion to the film, whose appeal isn't
limited to black audiences"

—Variety



MOVIE SCHEDULE

10/31 Atlanta
11/3 Baltimore
11/4 Washington, D.C.
11/5 Philadelphia
11/10 Cleveland
11/9 Detroit
11/19 Chicago
11/19 Newport News, Va.
11/19 Norfolk

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sing...

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The Original Motion Picture Soundtrack
Performed by

Gladys Knight & the Pips



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ARMATRADING PLAYS NEW YORK — A&M recording artist Joan Armatrading recently kicked off her first major concert tour of the U.S. with a performance at The Palladium in New York. Congratulating her backstage after the show (from left) are: Michael Leon, N.Y. promotion for A&M Records; Rich Totian, national album promotion for A&M Records; Pete Mollica, national promotion for A&M Records, Joan Armatrading; Michael Stone, Armatrading's manager; and Jimmy Zisson, New York general manager for A&M Records.

UPS Strike Heading West ^{ir7}

get boxed carton lots, and it creates a big problem with them as far as ordering is concerned. It's either that or we have to pigeonhole the ones, twos and threes until we can build an order that's big enough for shipping by truck. My promotion men have been delivering many of their records by hand when they can." For small packages they have gone to parcel post, and are only using buses "in an emergency" said Ryan.

Howard McGrath, operations manager at the MCA pressing plant in Gloversville, N.Y., said, "We're still getting the orders out. I've lowered our requirements on bulk shipments to below 100 pounds, and asked our sales department to get bulk orders, which is not difficult at this time of year. I've used parcel post/special delivery for small shipments, and have had overnight service, but it's very costly. We're better off going by bulk shippers or general truckers, but service has deteriorated because of increased volume. We've been losing service and profit, but we've got to get our stuff into the marketplace."

Larger Chains OK

Eric Schwartz, LP buyer for the Harmony Hut chain, finds the strike "should be affecting us, but it's not. Right now it's not a terrible burden. I try and plan around it by ordering sooner and expecting shipments at least one day later."

At For The Record, a four-store Baltimore/Annapolis retail chain, shipments have been held up "just from small distributors, the one's you don't have 100 pounds a week from," said LP buyer Bill Blankenship. "It's a pain, but I just let orders build up and do a monthly order. I don't know what it'll be like for the Christmas season. We've had a problem with new releases, and it must be a real problem for smaller stores. I hope it ends soon, but it probably won't."

"The strike has really been no problem at all," said Tom Seamen, director of merchandising of records and tapes for the 10 Sam Goody stores in the Philadelphia area. "We are a fairly large operation, and most of our shipping is done by our own truck from our depot, so we haven't felt it."

Giant Music, a three-store chain in northern Virginia, has been affected "very little," according to album buyer Mike Head. "We order in sufficient quantities to receive truck shipments, so it's mainly singles and new releases that are held up. Mostly it has hurt our magazines that we sell, which at first were two weeks behind, but now are only a few days late. I can't say that for us it has made an awful lot of difference."

Small Retailers Gripe

The effects of the strike appear to have hurt the smaller retailers most. Fred Ne-Jame, owner of Hi-Fi Record and Tape Center in Johnson City, N.Y., claimed, "It's

killing us. Ninety-five percent of our stuff comes UPS, so any retailer that relies on UPS is hurting. I get shipments either by truck or parcel post, but you can forget parcel post because they're running up to 30 days behind. I've been turning away customers because I don't have what they want, so business has been down 33 percent some days. I think the President should invoke the Taft-Hartley Act to insure that the consumer market and economy will remain strong through the holiday season."

'Week's Delay'

"When it first started, most of our shipments had a week's delay," said Mark Heller, an employee of Record City in Bethlehem, Pa. "Luckily our owner lives in Philadelphia, so he brings shipments up by car from there at least twice a week. It's been a pain in the neck for us."

Paul Garvey, buyer for New Wave Records, which has two stores in the Pittsfield, Mass., area, pointed out that "it's more expensive, and it's a delay, which is the worst part. What took 24 to 48 hours before now takes a week. We're just not getting our shipments, what with all the ten zillion other things being shipped now. So we're buying heavier now, say 150 Stevie Wonders instead of just 50, in anticipation of the holiday business. We're not very happy with the situation at all."

'Hasten' Platinum

NEW YORK — "Hasten Down The Wind" by Linda Ronstadt has been certified platinum by the RIAA.

Playboy, GRT Banking On '77 ^{ir9}

had sales of \$35.5 million for the 1976 year ended March 31, compared to sales of \$33.1 million the year before. But the loss on the Chess sale led to an overall loss of \$614,619 for 1976, as compared to a pre-tax profit of \$1 million the year before. Regarding sales, GRT indicated they are "stated net of a 25% to 30% provision for product returns."

GRT has reorganized its music divisions into five major groups, according to the report. They are music tapes (for Arista, ABC, Private Stock, etc.), direct mail marketing (special packages similar to "22 Hits of the Lovin' Spoonful"), the record division (Janus and GRT Records), GRT of Canada, and custom products (custom tape duplication and record pressing). In addition, GRT reported they have "guaranteed minimum royalty payments for music licensees to duplicate records and sell prerecorded tapes. Guarantees to \$8,540,000 are payable through 1980, with \$3,572,000 being due in the fiscal year ending March 31, 1977."

Nonetheless, the company is planning to diversify; management of a southern California ski resort and the acquisition of an 80% interest is under active consideration. "The company also recognizes that," the report noted, "to achieve its desired growth rates, it must diversify outside the

Chrysalis Sets Promo

LOS ANGELES — Merchandising and sales attention at Chrysalis has been focused upon a strong "Phase II" merchandising campaign for the already released September product.

Included in Phase II will be special emphasis on the November and December cross-country tour dates of Chrysalis artists Robin Trower and Rory Gallagher.

Lapel Pins

In conjunction with Robin Trower's fall tour, copies of Trower's "Long Misty Days" LP, maple leaf lapel pins and Trower concert tickets will be distributed for national radio contests. Individualized promotion in each market has been planned for Rory Gallagher's "Calling Card" LP. Gallagher will be one of the first recording artists to make an appearance at Atlanta's new "Oz" record store.

The Ian Thomas Band's September Chrysalis release, "Goodnight Mrs. Calabash," will now be exposed to adult contemporary programming nationwide with a special promotional EP. The disk follows a similar "Calabash" EP distributed to AOR stations.

music segment of the recreation industry. External growth by acquisition has now become a practical and realistic avenue for development. . . Our general objective is to invest in businesses with long-term predictable growth patterns."

Playboy Year

Sales for the Playboy Enterprises record and music publishing division almost tripled from 1975 to 1976, for the year ended June 30, as sales rose from \$780,000 to \$2 million. The division, however, was still not profitable, as losses increased nearly a half million from \$1.2 million last year to \$1.8 million this year. Losses in the five year period for the music division of Playboy total \$7.6 million. Nonetheless, Playboy, after "a year of significant achievement" (earning its first gold record), will "improve its penetration of the most vital segments of the contemporary music market." The report also details the distribution arrangement with Beserkley Records and their successes with country product.

Playboy has also expanded their operations to Playtiques, the first of which opened mid-August 1976 in Chicago. In addition to Playboy accessories and sportswear, the Playtiques also feature record departments.

Crossovers Complicate Grammy Classifications

LOS ANGELES — More than two dozen members of the music and recording industry met Oct. 29 and 30 at NARAS' national offices here to screen entries for the 19th Annual Grammy Awards. After two days of talks, agreement was reached on at least one count: the increasing number of crossover records and the greater fusion of different musical styles have greatly complicated the task of categorizing artists and their recordings.

Since academy regulations prohibit entries from being listed in more than one performance category, screening committee members, representing many facets of the music industry, often found themselves in spirited discussions regarding precisely where many of the crossover and fusion LPs, as well as individual album tracks, belonged. Several hours were spent listening to recordings and many hand votes were taken as committee members attempted to reach consensus where questions were involved.

The two-day meeting, chaired by Eddie Lambert, NARAS national trustee and president of Haven Records, also focused attention on the current Grammy Awards' categories themselves. Several committee members urged that the national trustees consider the addition of new categories to cover artists and recordings which represent a fusion of musical styles.

The committee also reviewed release date information to ascertain whether recordings were released between Oct. 16, 1975 and Sept. 30, 1976, the academy's new cut-off date.

The next step in the Grammy procedure calls for the screening committee's recommendations to be reviewed by the boards of governors of the academy's seven chapters followed by the national board of governors, whose decisions will be final.

Academy voting members will receive pre-nomination lists along with their nominating ballots during the first week of December. Results of the balloting will determine the finalists, with winners to be announced in February during the Grammy Awards CBS-TV special.

UA Sets Dirt Band LP

LOS ANGELES — United Artists Records has set for release a new Nitty Gritty Dirt Band collection entitled "Dirt, Silver and Gold," a 3 LP package which will retail for \$11.98.



LONDON HOSTS HEILICHER — London Records recently held an official "Welcome To The Family" meeting for Heilicher Brothers of St. Louis, the label's recently appointed independent distributor for Missouri and Kansas. The meeting included a presentation of new albums on the London labels, along with a discussion of past and future merchandising programs. Pictured above (from left) are John Striker, London's vice president of finance; Eric Paulsen, general manager for Heilicher Brothers of St. Louis; Sy Warner, London's national sales manager; Don Wardell, director of creative services; John Harper, director of classical sales; and Bob Stubenrauch, midwest district manager. Seated is Marie Peros, London's national credit manager.

ONE MORE WEEK TO
ACT LIKE NOTHING'S WRONG...



looking ahead to the top 100

- 101 BABY, I'LL GIVE IT TO YOU**
(Dawnbreaker — BMI)
SEALS & CROFTS (WBS 8277)
- 102 DO IT TO MY MIND**
(Bushka — ASCAP)
JOHNNY BRISTOL (Atlantic 45-3360)
- 103 DUKE OF EARL**
(Conrad/ABA — BMI)
BERGEN WHITE (Private Stock PS 105)
- 104 SLOW DANCING**
(Jazzbird/Benchmark — ASCAP)
FUNKY KINGS (Arista 209)
- 105 OPEN SESAME**
(Delightful/Gang — BMI)
KOOL & THE GANG (DeLite 1586)
- 106 YOU'RE THE ONE**
(Lady Casey/Patca Man — BMI)
BLOOD, SWEAT & TEARS
(Columbia 3-10400)
- 107 SALTY TEARS**
(Razzle Dazzle — BMI)
THELMA JONES (Columbia 3-10403)
- 108 MAKE IT UP TO ME IN LOVE**
(Spanka — BMI)
ODIA COATES & PAUL ANKA
(Epic 8-50298)
- 109 LONG LONG TIME**
(MCA — ASCAP)
LARRY SANTOS (Casablanca NB 869)
- 110 SOMEDAY**
(Blendingwell — ASCAP)
HENRY GROSS (Lifesong 45014)

Rocket, MCA Plan Cliff Richard Promo

LOS ANGELES — Rocket Records and MCA Records are embarking on a major marketing program in behalf of Cliff Richard's debut Rocket LP, "I'm Nearly Famous," at the time of the release of a new single, "I Can't Ask For Anymore Than You," from the LP.

As part of the new promotion campaign, the album cover of "I'm Nearly Famous" has been redesigned and new promotional material is being distributed throughout the United States and Canada.

Cult's Latest LP Gold

NEW YORK — "Agents Of Fortune," the latest album by Columbia's Blue Oyster Cult, has been certified gold by the RIAA.



BUFFETT MEETS TWILLEY — ABC recording artist Jimmy Buffett greeted ABC/Shelter artists The Dwight Twilley Band backstage after his recent engagement at The Bottom Line in New York. The Twilley Band were in town for a surprise show at the Lower Manhattan Ocean Club. Pictured (from left) are: Mickey Wallach, ABC promotion in New York; Dwight Twilley; Jimmy Buffett; Phil Seymour of the Twilley Band; and Mark Meyerson, director of east coast operations and head of east coast A&R for ABC Records.

Ben Karol Candidly Appraises List Prices fr 7

Gold Circle's ad was a response to the competition. But at press time, the only authorized spokesman for Gold Circle was unavailable for comment.

In Boston, another very competitive market, Strawberries, celebrated the opening of a new store, its third, with an ad promoting the latest releases by "all artists" for \$3.75. Harry Safter, general manager of Strawberries, agreed that this 2,000-foot, full-line outlet in a prime location will cause "more pressure on everybody else." However, when asked if he thought that Strawberries' expansion would lead to lowered record prices in Boston, Safter replied, "I don't know. That's up to the competition."

A spokesman for another major Boston retailer said that he is not worried about the opening of Strawberries' new store, "as long as they (Strawberries) don't go crazy with the prices. I don't know how anyone's making money with these (current) prices anyway." The spokesman added that, in his opinion, Strawberries had provided the impetus for the present lowering of prices in Boston. "A year ago at this time, no one had anything near the amount of merchandise on sale that they have right now."

No Prices At Peaches

Adopting a tactic which appeared to be similar to Strawberries' in the case of the new Stevie Wonder album (see **Cash Box**, Nov. 8), the Peaches chain of "super-stores" advertised a number of CBS releases without a price in four markets: Atlanta, Dallas, Denver and St. Louis.

"We don't ever advertise price," stated a spokesman for Peaches. "We are trying to emphasize the fact that price is not the only factor that's involved in selling product." He added that "when you advertise the price,

you tend to get into price wars, which we don't want to do. We don't have to sell product for a low, low price. We can maintain a good profit margin and not give the stuff away."

Based on these comments, it might seem that Peaches, like K mart (see **Cash Box**, Nov. 8), is selling its front-line product at prices above those charged by the competition. A check of Peaches stores located in the markets where the ads appeared, however, revealed that they are selling the advertised releases at the going prices in those areas.

Peaches rarely runs print ads in any of the eight markets where its stores are situated. Most of its advertising budget is used to buy radio time, and when the chain does run a print ad, it is usually for blank tapes or classical albums.

Coincidental CBS Ads

In addition to the four markets where Peaches ran ads, newspaper ads devoted solely to CBS product appeared in Cleveland, Portland, San Francisco and Seattle. However, according to Ron McCarrell, director of merchandising at Columbia Records, this was not part of any national marketing campaign. "Most of those ads are done locally by our branch managers in connection with their customers in their individual markets. So when eight of them happen to hit on the same Sunday, a good deal of that is coincidence."

It was no coincidence, though, that soundtrack tie-ins appeared in only two of the five markets (Dallas, Atlanta, Chicago, San Francisco and Los Angeles) where Led Zeppelin's movie, "The Song Remains The Same," was advertised. When the film was initially released (see **Cash Box**, October 30), Dave Glew, senior vice president of marketing for Atlantic Records, said that the soundtrack would be tied to all ads for the movie which were co-sponsored by Atlantic and Warner Bros. Pictures. However, most of these ads are being held back until next week, according to Glew. Therefore, he said, the ads which ran last week without a soundtrack tie-in "must have been placed by the local theatres."

A rather unusual campaign for a soundtrack album was recently launched by Buddah Records. To prepare the way for Gladys Knight and the Pips' soundtrack to the film "Pipe Dreams," Buddah issued a single from the album one week before the film was released. Titled "So Sad The Song," the single was tied, along with the soundtrack, to ads for the movie this week in Washington and Philadelphia.

For the fourth week in a row, MCA's "Car Wash" album was more widely advertised than any other current soundtrack. This week it was tied to ads for the movie in a total of 10 markets: Boston, Chicago, Dallas, Detroit, Houston, Los Angeles, Minneapolis, Pittsburgh, St. Louis and San

Jazz Migration fr 9

over" onto the pop chart leaps to nearly 96% when dealing with albums that have only appeared in the top 10 on the jazz chart. In the 19-week-duration of the **Cash Box** jazz chart, which encompasses 190 possible top 10 positions, only eight albums have failed to appear on the pop chart the same week they were top 10 on the jazz chart. In fact, the number of albums that have simultaneously appeared in the top 10 on the jazz chart and on the pop chart for an entire month has never dipped below five out of a possible 10; at the other pole, the number has reached as high as eight.

That number, eight, was registered in July, and again in August. The eight albums appearing in July were: "Breezin'" "Those Southern Knights;" "Fever;" "Salongo" by Ramsey Lewis; "Bob James Three;" "Everybody Come On Out;" "Fly With The Wind;" and "Good King Bad" by George

continued on pg. 42

Francisco.

'Blue Moves' Prices

A week after its release, Elton John's new album, "Blue Moves" (\$12.98 list) was advertised in only three of the markets monitored: at Strawberries in Boston for \$7.98; at Sam Goody in New York for \$7.49/\$9.49 tape; and at Sam Goody in Philadelphia for \$7.99.

Meanwhile, Columbia continued its strong campaign to promote the latest EWF release. Ads for the album appeared this week in nine markets: at Peaches in Atlanta with price not included; at Super-X Drug stores in Cincinnati for \$3.95/\$4.95 tape; at Uncle Bill's in Cleveland for \$3.95/\$4.95 tape; at Gold Circle in Cleveland for \$3.99 and at Recordland in Cleveland for \$3.99/\$5.99 tape; at Peaches in Dallas with price not included, and at Woolco in Dallas for \$3.99/\$5.33 tape; at Peaches in Denver with price not included; at Sears in Milwaukee for \$3.99/\$4.99 tape; at Jimmy's Music World in New York for \$3.99/\$4.99 tape; at Sam Goody in Philadelphia for \$3.99; and at Wide World of Music and Music Street in Seattle for \$3.99/\$4.99 tape.

Ads for the A&M version of "Nadia's Theme," which is bulleting at #170 on the **CB** pop album chart (the single is at #13 with a bullet), appeared in six markets this week: at Korvettes in Baltimore and Washington for \$3.47; at Lechmere in Boston for \$3.28/\$4.56; at The Warehouse in Los Angeles for \$3.88; at Korvettes in New York for \$3.46/\$4.94 tape; and at Korvettes in Philadelphia for \$3.46.

The low prices for this album across the US would seem to indicate that retailers were offered some kind of special deal on it. And if there were a special deal involved, it might have been designed to counter Arista's bid for the same market with its solo Barry DeVorzon album, also titled "Nadia's Theme." At press time, however, **CB** was unable to obtain a comment from A&M about its promotion of "Nadia's Theme."

**For Complete LP Selling
Prices See Page 36**

Decca Sales fr 9

Justin Haywood and John Lodge and "The Snow Goose" by Camel as contributing to the label's success, and John Miles, whom he referred to as "an outstanding talent who has a dazzling future."

Decca also operates divisions involved in the manufacture of television and navigational hardware. The corporation posted a profit before interest of \$26.5 million on total sales of \$255.8 million. After deducting taxation, amounts attributable to minority holders and special items, the net profit attributable to Decca was nearly \$8.4 million, up from approximately \$7.5 million the previous year.



JAMMING WITH SCOTT — Bobby Scott, recently signed to Columbia Records, was the guest of honor at a party the label held to celebrate the release of his album, "From Eden To Canaan." The party's climax was a jam session featuring Scott and other artists. Shown at the gala occasion (from left) are: Bruce Lundvall, president of CBS Records Division; Mary Scott, Bobby Scott's executive assistant; Bobby Scott; Annette Dempsey; Shirley Eichner; Mickey Eichner, vice president of A&R, east coast for Columbia Records; Helen Humes; and Don Dempsey, vice president of marketing for Columbia Records.

BILLY PRESTON



BILLY PRESTON



BILLY PRESTON



BILLY PRESTON STEPS OUT!

THE ILLUMINATING FORCE
OF THE REAL BILLY PRESTON
IN THE MOST ENTERTAINING
MUSICAL WORK
OF HIS ALREADY ILLUSTRIOUS
CAREER. A GREAT NEW
ALBUM THAT COULD ONLY
BE CALLED "BILLY PRESTON!"

**"BILLY PRESTON"
NEW
ON A&M RECORDS
& TAPES**



Produced by Billy Preston and Robert Margouleff

CASH BOX RADIO

Keystone Seeks FCC Action On Satellite Ownership By Networks

NEW YORK — The Keystone Broadcasting System has filed a petition with the Federal Communications Commission seeking the immediate commencement of a proceeding to prohibit commercial TV or radio network companies from owning or controlling communications satellites, according to company president Nicholas Gordon.

Keystone, in an earlier pleading submitted to the Commission (see CB, Sept. 18), has pointed out the dangers of network-satellite crossownership. Today's action seeks expedited commission action to correct what Keystone finds to be a serious omission in the rules.

"In acting on behalf of all small city broadcasters," Gordon noted, "we are attempting to assure that the competitive balance between the broadcasting and

common carrier industries is maintained." The Keystone petition points out that the adoption of a rule prohibiting broadcast network companies from expanding into common carrier services would parallel an early Justice Department basic policy, which prohibited telephone company ownership of broadcast operations.

Gordon noted that the absence of the proposed rule would lead to the danger of anticompetitive complications where one network organization would be forced to purchase common carrier facilities from another network company.

1977 IBS Meet Set

NEW YORK — The 1977 Intercollegiate Broadcasting System (IBS) National Convention will be held April 1-3 at the Hyatt Regency Hotel in Washington, D.C.

Radio Arts Debuts New Country Format

LOS ANGELES — Radio Arts Inc., Burbank based programming service has initiated a new major country programming service titled "Easy Country."

The entry into the country field marks Radio Arts' second complete programming service for automated and non-automated radio stations. The firm's initial format, "The Entertainers" was developed last year and has been contracted by 55 stations across the country.

An "Easy Country" demo is available on reel-to-reel or cassette from Radio Arts Inc., Suite 104, 210 North Pass Avenue, Burbank, California 91505.

S.E. Secondary Radio Stations Set Meeting

LOS ANGELES — The first Southeast Secondary Radio Conference will be held at the Birmingham, Alabama Hyatt House on January 14-15, 1977. The conference will bring together southern radio, trade and record industry representatives for an exchange of ideas on the topics of AOR radio, music, engineering, management and programming. A combined radio and record meeting and a national trade meeting are also planned for the conference. Gary Cohen, east coast editor of *Cash Box*, will be a featured panelist at the trade meeting.

Jordan Exits WRKO

LOS ANGELES — J.J. Jordan, program director at WRKO, Boston, for the last 1½ years, has left the station to join the staff of *Radio and Records* magazine in Los Angeles, according to WRKO station manager Jack Hobbs. Hobbs also confirmed to *Cash Box* that Jordan left the station of his own accord and that no new program director has yet been named.

Jordan, contacted in Boston, told CB, "I was offered the position as top 40 editor and I'm really excited about coming to Los Angeles." Jordan said he and his family would make the move sometime this week or next. WRKO is an RKO General radio station.

Arbitron TV Samples Expand In November

NEW YORK — Arbitron Television will include unlisted telephone households in television samples beginning with the November 1976 survey. Arbitron studies of the characteristics of unlisted households show them to be younger, larger, more likely to be black or Spanish and to view different types of television programs than the general population.

Arbitron has spent three years and \$750,000 on Expanded Sample Frame (ESF) development. In 1973, Arbitron Re-

continued on pg. 74

Daredevils '\$1 Concerts' Get A&M Support

LOS ANGELES — At least ten radio stations have tied in with the Ozark Mountain Daredevils' "dollar series" of concerts, according to A&M Records, which is lending heavy promotional support to the concert tour. Joan Armatrading is special guest act.

The country-rock group is playing a series of shows in major cities and charging only one dollar admission in order to get the group better acquainted with concert audiences in those markets.

The dollar show idea was successful at Cowtown Ballroom in Kansas when Stan Plesser, whose Good Karma Productions of Kansas City manages the Daredevils, brought the show to town.

Except for a couple of dates, all the Daredevils' concerts are being co-sponsored by radio stations, even though not every show is a dollar concert.

The radio tie-in began Nov. 4 with KSHE in St. Louis, who sponsored a "radio birthday party." Other stations include WXRT, Chicago, CHUM, Toronto, WGRO, Buffalo, WPLR, New Haven (where the group will do a live simulcast), WSAN, Allentown, WYSP, Raleigh, WKLS, Atlanta, WAIV, Jacksonville, and KNOE, New Orleans.

The concert tour ends Nov. 25 in Beaumont, although no outlet has been named there yet.



WAR ON KJLH-FM — War's Lonnie Jordan and Lee Oskar dropped by KJLH-FM, Compton, Calif., to deliver War's new album, "War/Greatest Hits," as well as their own individual records, Jordan's single, "Grey Rainy Days" and Oskar's album, "Lee Oskar," all on United Artists Records. From left: Ted Terry, deejay; (sitting) Rod McGrew, program director for KJLH-FM; Jordan; Tony Valdez, deejay; Oskar; Steve Epstein, Far Out Productions, War's management and production organization.

NEW FM ACTION LPs

MOST ADDED LPs

1. **Flowing Free Forever** — Michael Murphey — Epic
2. **All This & World War II** — Various Artists — 20th Century
3. **Hometown Boy Makes Good** — Elvin Bishop — Capricorn/WB
4. **Nightshift** — Foghat — WB
5. **Zoot Allures** — Frank Zappa — DiscReet/WB
6. **A New World Record** — ELO — UA
7. **Heat Treatment** — Graham Parker — Mercury
8. **Ports Of The Heart** — Jimmie Spheeris — Epic
9. **Hoppkorv** — Hot Tuna — Grunt/RCA
10. **Dance** — Pure Prairie League — RCA
11. **Night Moves** — Bob Seger — Capitol
12. **Leftoverture** — Kansas — Kirshner/CBS
13. **Billy Preston** — A&M
14. **Certified Live** — Dave Mason — Columbia

MOST REQUESTED CUTS

1. **Stairway To Heaven/Rain Song/Rock 'N' Roll/Whole Lotta Love** Led Zeppelin — Swan Song/Atlantic
2. **Sir Duke/As/If It's Magic/Isn't She Lovely** — Stevie Wonder Tamla/Motown
3. **More Than A Feeling/Foreplay** — Boston — Epic

PREDICTIONS

1. **Johnny The Fox (entire LP)/Rocky/Sweet Marie** — Thin Lizzy — Mercury
2. **Night Moves (entire LP)** — Bob Seger — Capitol

STATION BREAKS

Sheila Camt is new MD at **WERC**, Birmingham.

Greg Brown is 6-10 am man at **WDHF**, Chicago. Brown comes from **WBBM-FM**, also Chicago and replaces **Gary Price** who continues as PD.

Gary Peters named PD at **WICC**, Bridgeport. Peters previously worked at **WDRG**, Hartford where he was known as **Pete Ross**. **Jerry Knight**, former PD and operations manager is open to all offers. He

can be reached at 203-374-7079.

John Reed enters **WGOW**, Chattanooga as morning drive personality. Reed comes from **WDXB**, also Chattanooga.

Don McGuire has been added to **KTAC**, Tacoma lineup as weekend personality.

Michael Kjar in as MD at **KKLS**, Rapid City. Kjar, formerly with **KOIL**, Omaha replaces **Dave Hohn** who exits station. **T.J. Barker** is new air man from **KVOX**, Moorhead.

Changes at **WAVZ**, New Haven: **Chuck Martin**, former PD leaves. **John E. Walker** named chief announcer. **Bill Patrick** becomes operations manager while continuing as PD at sister station **WKCI-FM**. **Lee Roberts**, 2-6 am jock replaces **Lise** who exits station.

Jeff Geber in as 9-1 pm jock at **WGCL**, Cleveland. Geber previously worked at **WBBF**, Rochester.

Gary Jensen is the new MD at **WVBF**, Framingham.

WVIC, Lansing names **Bob Grossfeld** news director. He previously worked as a reporter for the station.

Mark Hanes, former news director at **WPRO**, Providence departs station to join

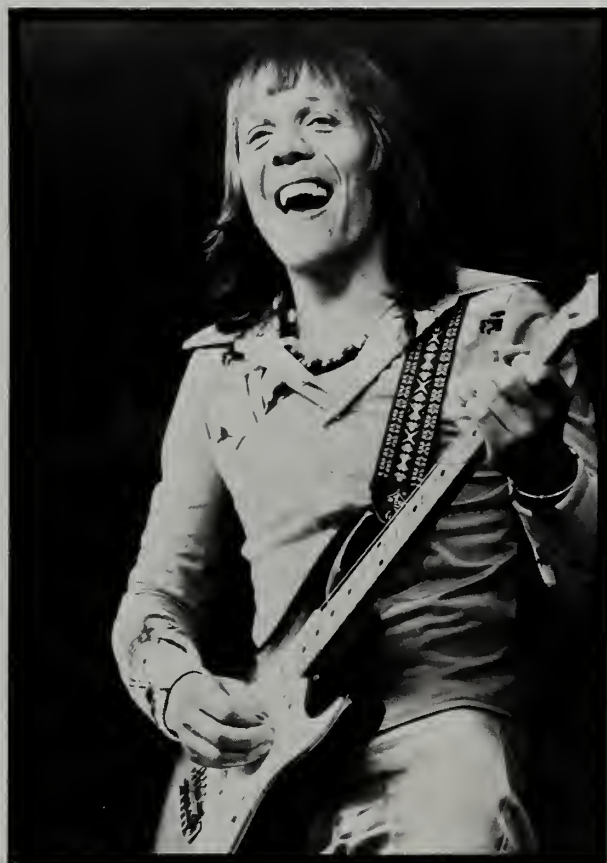
continued on pg. 74

'Super Country' Jingle Package Available

DALLAS — Century 21 Productions and Programming, Inc. of Dallas has completed pilot production of "Century Super Country," an extensive jingle series for modern country stations. **Blends**

Century Super Country features 80 cuts, including station IDs, production aids and a custom country song. The package also blends many country music styles, which are performed by a 34-piece orchestra.

WE'RE PLEASED
TO ANNOUNCE
THE RELEASE OF
ROBIN TROWER'S



CALEDONIA

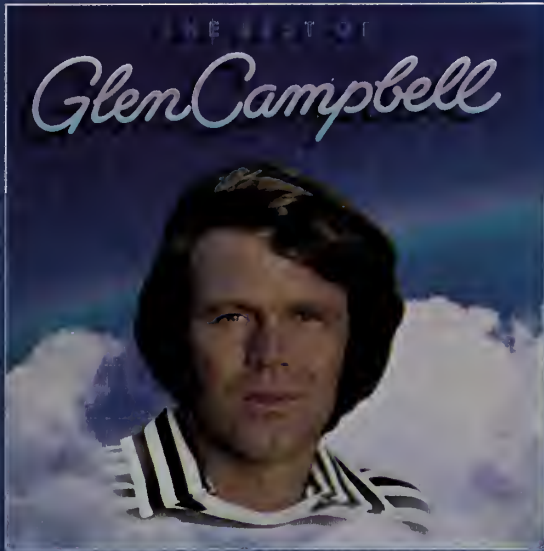
THE NEW SINGLE FROM
HIS HIT ALBUM
"LONG MISTY DAYS"
CASHBOX, IN THEIR
"PICKS OF THE WEEK,"
WROTE THAT "CALEDONIA"
IS "A PERFECT ITEM
FOR AM PLAYLISTS."
WE COULDN'T AGREE MORE.
HIS  NEW SINGLE ON

ChrysalisTM
The sound reason

CHS 2122

THEIR BEST!

THE BEST OF GLEN CAMPBELL

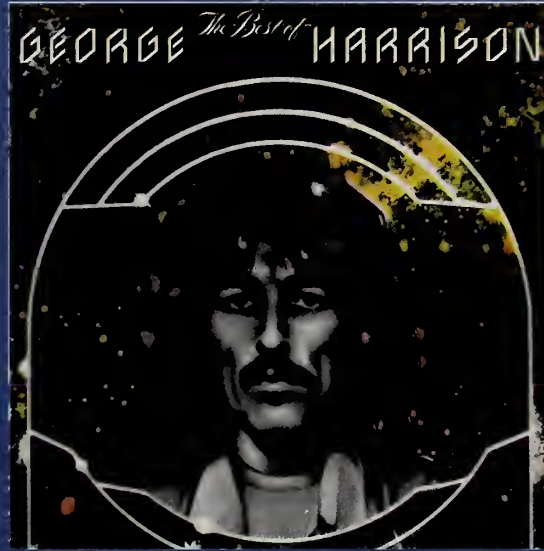


Now In One Album!

- Rhinestone Cowboy
- Gentle On My Mind
- Wichita Linemon
- Galveston
- Houston (I'm Comin' To See You)
- Country Boy (You Got Your Feet In L.A.)
- By The Time I Get To Phoenix
- The Last Time I Saw Her
- Try A Little Kindness
- It's Only Make Believe
- I Knew Jesus (Before He Was A Star)
- The Moon Is A Harsh Mistress

ST-11577

THE BEST OF GEORGE HARRISON



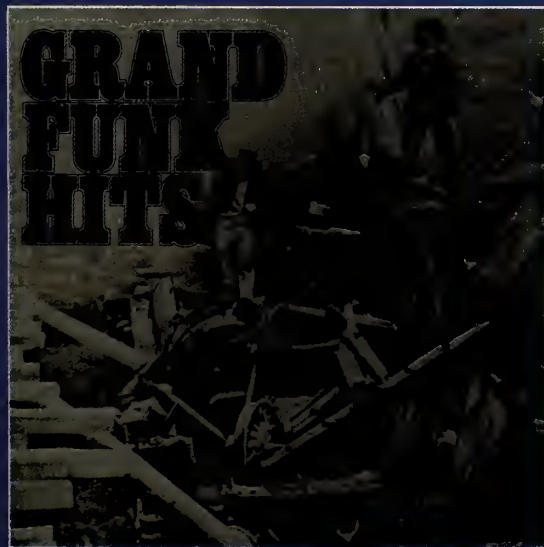
Now In One Album!

- My Sweet Lord
- Give Me Love (Give Me Peace On Earth)
- Something
- If I Needed Someone
- You
- Bangla-Desh
- Dork Horse
- What Is Life
- Here Comes The Sun
- Taxman
- Think For Yourself
- For You Blue
- While My Guitar Gently Weeps

Available Mid-November

ST-11578

GRAND FUNK HITS



Now In One Album!

- Rock & Roll Soul
- We're An American Band
- Walk Like A Man (You Can Call Me Your Man)
- Bad Time
- Some Kind Of Wonderful
- The Loco-Motion
- Shinin' On
- Sally
- Toke Me
- To Get Back In

ST-11579

LEO KOTTKE 1971-1976



Did You Hear Me?

- Morning Is The Long Way Home
- June Bug
- When Shrimps Learn To Whistle
- Room 8
- Cripple Creek
- Pomela Brown
- Standing On The Outside
- Grim To The Brim
- Power Failure
- You Tell Me Why
- Why Ask Why?
- Open Country Joy (Constant Traveler)
- All Through The Night
- The Scarlatti Rip-Off

ST-11576

ON CAPITOL RECORDS AND TAPES!



CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date
1. Sorry Seems To Be The Hardest — Elton John — Rocket-MCA	28%	64%
2. You Don't Have To Be A Star — McCoo & Davis — ABC	20%	65%
3. Livin' Thing — ELO — UA	14%	44%
4. Nights Are Forever Without You — England Dan & Coley — Big Tree	13%	72%
5. Hot Line — Sylvers — Capitol	13%	27%
6. Rubber Band Man — Spinners — Atlantic	10%	84%
7. Free Bird (LP cut) — Lynyrd Skynyrd — MCA	9%	14%
8. Tonight's The Night — Rod Stewart — WB	7%	98%
9. After The Lovin' — Engelbert Humperdinck — Epic	7%	40%
10. Love Ballad — LTD — A&M	7%	36%
11. You Make Me Feel — Leo Sayer — WB	6%	66%
12. Isn't She Lovely (LP cut) — Stevie Wonder — Tamla	6%	22%
13. Love So Right — Bee Gees — RSO	5%	85%
14. I Never Cry — Alice Cooper — WB	5%	78%
15. Love Me — Yvonne Elliman — RSO	5%	40%
16. Dazz — Brick — Bang	5%	27%
17. Mademoiselle — Styx — A&M	5%	9%

STATION ADDS THIS WEEK

WABC, Z-93, WKBW, WNCI, KTLK, KJOY, KILT, WIFI, WFIL, Z-96, WLEE, 94Q, WBBQ, B-100, KIMN, KIOA, WDRC, WKY, WJET, WERC, WORC, WBG, WDG, WPRO, WOKY, KBEQ,
KPAM, KGW, KCBQ, KLEO, KYA, KJOY, WFIL, WQXI, WLEE, Q94, WBBF, B-100, WJET, WISM, Z-93, WAPE, KJRB, WZUU, KAKC, WAVZ
WRKO, KGW, WAVZ, KNDE, KJRB, WVBF, WCOL, WISM, WXYZ, WMAK, WLEE, WBBF, WLAC, WJET.
KILT, KEZY, KFRC, 13Q, KNDE, CKLW, KBEQ, KXOK, WLS, WMAK, Y-100, WSGA, WOW.
KTLK, WKLO, WPGC, WFOM, WPRO, KTAC, WCOL, WSGN, WISM, WSGA, Z-96, WJET, WERC.
WLS, WAPE, Z-93, WLAC, KJRB, KTAC, KJR, KING, WGH, KNUS.
KILT, KLEO, WAVZ, WDHF, Z-96, B-100, WHHY, WDRC, WORC.
KHJ, WRKO, KFRC, 99X, WHBQ, KXCK, WXYZ.
WGCL, KYA, KTAC, WZUU, WVBF, KEEL, WJET.
KJR, KJOY, WBG, WAPE, WSGN, WLAC, WERC.
WPIX, WNDE, KIOA, WIRL, KBEQ, WXYZ.
KILT, WKBW, WQXI, Q-94, KIMN, WOW.
WLS, WSAI, WAYS, WQXI, WBBF.
13Q, WHBQ, KLIF, KLEO, KIOA.
WMPS, WKY, WISM, WSGN, WIRL.
KRBE, WAYS, WAPE, WCAO, WBBQ.
KGW, KJOY, WGCL, WING, WBBQ.

RADIO ACTIVE SINGLES

- Tonight's The Night — Rod Stewart — WB
WPEZ 8-1, WPGC 7-1, WNCI 10-5, WLS 12-4, WPIX 12-6, WAPE 18-8, KJRB 12-6, WBG 28-13, KTAC 17-11, WOKY 11-3, WIRL 19-14, KBEQ 19-8, CKLW 20-7, KNDE 14-9, WAVZ 11-7, KING 22-5, WDRQ 22-19, KLEO 13-6, WTI 14-10, KCBQ 17-2, KGW 9-2, KPAM 10-3, KLIF ex-14, WMPS 9-4, WDRC 11-5, WKY 6-2, KIOA 27-15, B-100 6-2, KDWB 29-14, WQAM 19-8, WCAO 15-10, WLEE 15-7, Z-96 13-5, WQXI 20-5, WSGA 5-1, WFIL 15-5, Y-100 14-7, WMAK 19-11, WNDE 14-6, WISM 17-11, Q-102 6-2, WCOL 10-3, Z-93 7-1, WVBF 17-9, WDHF 9-2.
- More Than A Feeling — Boston — Epic
KTLK 14-10, WTI 19-15, KRBE 9-6, WKLO 24-20, WPGC 11-7, WOKY 23-14, KBEQ 10-5, CKLW 22-17, KNDE 21-16, WAVZ 10-2, 13Q 22-15, KHJ 18-12, KNUS 24-17, KYA 19-15, WAYS 18-9, KLIF 23-18, KFRC 16-12, WNOE 21-15, WLAC 20-14, KIOA 23-10, KIMN 15-9, B-100 5-1, WBBQ 16-11, WIFI 12-7, Q-94 15-10, WQXI 17-9, WFIL 21-17, WMAK 25-21, WISM 26-18, Q-102 16-11, Z-93 13-8, WAPE 17-6, WLS 15-9, KJRB 14-7, WBG 29-25, KJR 20-16, WKBW 12-9, WPIX 20-17, WIRL 13-7, WFOM 19-11.
- You Make Me Feel Like Dancing — Leo Sayer — WB
CKLW 27-22, WAVZ 22-17, WAYS 24-20, WHBQ 25-17, WRKO 20-13, KING 17-14, KJOY 11-5, KLEO 27-21, KCBQ 22-18, WKBW 18-15, WPRO 25-18, WFOM 25-18, KAKC 25-18, WING 33-25, WOKY 27-18, WGCL 28-18, WNOE 28-23, WERC 17-11, WMPS 17-11, WJET 29-23, WHHY ex-20, WLAC ex-18, KIMN 25-20, WBBQ 23-17, Q-94 22-17, WCAO 28-23, WLEE 23-16, Z-96 30-25, WSGA 20-16, WMAK 27-18, WISM ex-30, WSGN 15-8, KEEL 22-15, Z-93 ex-25, WVBF ex-18, WLS 45-33, KTAC 21-16, KJR 17-13.
- Rubber Band Man — Spinners — Atlantic
WNOE 35-24, KTLK 39-29, 99X 16-9, WKLO 17-6, WTI 21-16, KPAM 29-20, KSLQ 20-16, WERC 25-19, WKY ex-19, WOW ex-12, B-100 26-20, WQAM 27-18, WIFI 18-12, WSGA 24-19, WFIL 25-18, WSGN ex-22, WVBF 25-14, KXOK 22-13, WABC 14-11, WPIX 9-5, WPRO 15-10, WFOM 27-20, WNCI 14-10, WOKY 29-23, WGCL 7-2, KREB 30-25, KNDE 26-21, 13Q 16-11, WAYS 21-16.
- Stand Tall — Burton Cummings — Portrait
WAYS 23-19, KING 21-16, KLEO 18-9, KGW 19-15, WERC 18-12, WMPS 21-15, WJET 23-19, WHHY 10-6, WLAC ex-30, KIOA 30-16, B-100 ex-29, WBBQ 17-13, WBBF 29-9, Q-94 24-19, WMAK ex-24, WISM 29-23, WSGN 16-10, WCOL 28-21, Z-93 23-18, KJRB ex-21, WKBW 20-7, KAKC 17-8, WING 21-14, WGCL 24-17, WAVZ 27-23.
- Sorry Seems To Be The Hardest Word — Elton John — Rocket-MCA
WNOE 32-20, WTI 24-20, KPAM 30-24, WMPS 25-16, WHHY ex-18, WLAC ex-11, WQAM 24-19, WCAO 29-24, Y-100 23-18, WMAK ex-29, WISM ex-24, WSGN ex-23, WVBF ex-22, KJRB ex-28, KXOK ex-19, WZUU ex-20, KJR ex-25, WSAI 25-15, WFOM ex-29, WING ex-34, WGCL ex-22, KSTP 22-18, KFRC 25-18, WNOE 39-34.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary market stations.

- I Wish — Stevie Wonder — Tamia (LP cut)
Adds: WAIR, KNOE, WRFC, WSPT, KINT, KREM, WAVZ, KEWI; Jumps: WHOT 26-12, WIFE 20-16, WCUE 36-29, KELL ex-30.
- Isn't She Lovely — Stevie Wonder — Tamia (LP cut)
Adds: WAIR, KYNO, WRFC, KENO, G55, KREM, WOW, WICC; Jumps: KACY 28-21, 96X 25-21, KRSP Ex-26, KSLY ex-28.
- Mademoiselle — Styx — A&M
Adds: KRIB, KELL, WQPD, WLAV, KRSP, WHOT, WING, WAVZ; Jumps: WSPT ex-27, WKWK ex-30, WCUE ex-37.
- Free Bird — Lynyrd Skynyrd — MCA (LP cut)
Adds: KACY, WQPD, WORD, KQWB, KENO, WAVZ, WIFE; Jumps: 98Q 27-20, KERN ex-19, WCUE 40-35.
- Hello Old Friend — Eric Clapton — RSO
Adds: WDBQ, WAIR, WMFJ, KREM, WFOM; Jumps: KELL 17-7, WQPD 31-24, WCUE ex-38.
- Ob La Di, Ob La Da — Beatles — Capitol
Adds: KACY, WPTR, WTRY, WQFD, KSLY, KRSP, WICC.
- Filght '76 — Walter Murphy — Private Stock
Adds: 98Q, WPTR, WDBQ, WQPD, WKWK, WHOT; Jumps: KRIB ex-27.
- I Like Dreaming — Kenny Nolan — 20th Century
Adds: KRIB, WCUE, KRSP, WCRO; Jumps: WSPT 14-9, KCPX ex-27, WQPD ex-37.
- Slow Dancing — Funky Kings — Arista
Adds: WAVZ, KFJR, WCRO; Jumps: KSLY 28-24, WISM ex-28, KVOX ex-29, WQFD ex-35.
- Whenever I'm Away From You — John Travolta — Midland
Adds: WLCY, WFLB, WMFJ; Jumps: WCRO 15-10, KCPX 27-21, KQWB 23-19.

O l i v i a N e w t o n - F
Don't Stop Believin'



CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date	STATION ADDS THIS WEEK
1. Sorry Seems To Be The Hardest — Elton John — Rocket-MCA	28%	64%	WABC, Z-93, WKBW, WNCI, KTLK, KJOY, KILT, WIFI, WFIL, Z-96, WLEE, 94Q, WBBQ, B-100, KIMN, KIOA, WDRC, WKY, WJET, WERC, WORC, WBG, WDG, WPRO, WOKY, KBEQ,
2. You Don't Have To Be A Star — McCoo & Davis — ABC	20%	65%	KPAM, KGW, KCBQ, KLEO, KYA, KJOY, WFIL, WQXI, WLEE, Q94, WBBF, B-100, WJET, WISM, Z-93, WAPE, KJRB, WZUU, KAKC, WAVZ
3. Livin' Thing — ELO — UA	14%	44%	WRKO, KGW, WAVZ, KNDE, KJRB, WVBF, WCOL, WISM, WXYZ, WMAK, WLEE, WBBF, WLAC, WJET.
4. Nights Are Forever Without You — England Dan & Coley — Big Tree	13%	72%	KILT, KEZY, KFRC, 13Q, KNDE, CKLW, KBEQ, KXOK, WLS, WMAK, Y-100, WSGA, WOW.
5. Hot Line — Sylvers — Capitol	13%	27%	KTLK, WKLO, WPGC, WFOM, WPRO, KTAC, WCOL, WSGN, WISM, WSGA, Z-96, WJET, WERC.
6. Rubber Band Man — Spinners — Atlantic	10%	84%	WLS, WAPE, Z-93, WLAC, KJRB, KTAC, KJR, KING, WGH, KNUS.
7. Free Bird (LP cut) — Lynyrd Skynyrd — MCA	9%	14%	KILT, KLEO, WAVZ, WDF, Z-96, B-100, WHHY, WDRC, WORC.
8. Tonight's The Night — Rod Stewart — WB	7%	98%	KHJ, WRKO, KFRC, 99X, WHBQ, KXCK, WXYZ.
9. After The Lovin' — Engelbert Humperdinck — Epic	7%	40%	WGCL, KYA, KTAC, WZUU, WVBF, KEEL, WJET.
10. Love Ballad — LTD — A&M	7%	36%	KJR, KJOY, WBG, WAPE, WSGN, WLAC, WERC.
11. You Make Me Feel — Leo Sayer — WB	6%	66%	WPIX, WNDE, KIOA, WIRL, KBEQ, WXYZ.
12. Isn't She Lovely (LP cut) — Stevie Wonder — Tamla	6%	22%	KILT, WKBW, WQXI, Q-94, KIMN, WOW.
13. Love So Right — Bee Gees — RSO	5%	85%	WLS, WSAI, WAYS, WQXI, WBBF.
14. I Never Cry — Alice Cooper — WB	5%	78%	13Q, WHBQ, KLIF, KLEO, KIOA.
15. Love Me — Yvonne Elliman — RSO	5%	40%	WMPS, WKY, WISM, WSGN, WIRL.
16. Dazz — Brick — Bang	5%	27%	KRBE, WAYS, WAPE, WCAO, WBBQ.
17. Mademoiselle — Styx — A&M	5%	9%	KGW, KJOY, WGCL, WING, WBBQ.

RADIO ACTIVE SINGLES

- Tonight's The Night — Rod Stewart — WB
WPEZ 8-1, WPGC 7-1, WNCI 10-5, WLS 12-4, WPIX 12-6, WAPE 18-8, KJRB 12-6, WBG 28-13, KTAC 17-11, WOKY 11-3, WIRL 19-14, KBEQ 19-8, CKLW 20-7, KNDE 14-9, WAVZ 11-7, KING 22-5, WDRQ 22-19, KLEO 13-6, WTI 14-10, KCBQ 17-2, KGW 9-2, KPAM 10-3, KLIF ex-14, WMPS 9-4, WDRC 11-5, WKY 6-2, KIOA 27-15, B-100 6-2, KDWB 29-14, WQAM 19-8, WCAO 15-10, WLEE 15-7, Z-96 13-5, WQXI 20-5, WSGA 5-1, WFIL 15-5, Y-100 14-7, WMAK 19-11, WNDE 14-6, WISM 17-11, Q-102 6-2, WCOL 10-3, Z-93 7-1, WVBF 17-9, WDF 9-2.
- More Than A Feeling — Boston — Epic
KTLK 14-10, WTI 19-15, KRBE 9-6, WKLO 24-20, WPGC 11-7, WOKY 23-14, KBEQ 10-5, CKLW 22-17, KNDE 21-16, WAVZ 10-2, 13Q 22-15, KHJ 18-12, KNUS 24-17, KYA 19-15, WAYS 18-9, KLIF 23-18, KFRC 16-12, WNOE 21-15, WLAC 20-14, KIOA 23-10, KIMN 15-9, B-100 5-1, WBBQ 16-11, WIFI 12-7, Q-94 15-10, WQXI 17-9, WFIL 21-17, WMAK 25-21, WISM 26-18, Q-102 16-11, Z-93 13-8, WAPE 17-6, WLS 15-9, KJRB 14-7, WBG 29-25, KJR 20-16, WKBW 12-9, WPIX 20-17, WIRL 13-7, WFOM 19-11.
- You Make Me Feel Like Dancing — Leo Sayer — WB
CKLW 27-22, WAVZ 22-17, WAYS 24-20, WHBQ 25-17, WRKO 20-13, KING 17-14, KJOY 11-5, KLEO 27-21, KCBQ 22-18, WKBW 18-15, WPRO 25-18, WFOM 25-18, KAKC 25-18, WING 33-25, WOKY 27-18, WGCL 28-18, WNOE 28-23, WERC 17-11, WMPS 17-11, WJET 29-23, WHHY ex-20, WLAC ex-18, KIMN 25-20, WBBQ 23-17, Q-94 22-17, WCAO 28-23, WLEE 23-16, Z-96 30-25, WSGA 20-16, WMAK 27-18, WISM ex-30, WSGN 15-8, KEEL 22-15, Z-93 ex-25, WVBF ex-18, WLS 45-33, KTAC 21-16, KJR 17-13.
- Rubber Band Man — Spinners — Atlantic
WNOE 35-24, KTLK 39-29, 99X 16-9, WKLO 17-6, WTI 21-16, KPAM 29-20, KSLQ 20-16, WERC 25-19, WKY ex-19, WOW ex-12, B-100 26-20, WQAM 27-18, WIFI 18-12, WSGA 24-19, WFIL 25-18, WSGN ex-22, WVBF 25-14, KXOK 22-13, WABC 14-11, WPIX 9-5, WPRO 15-10, WFOM 27-20, WNCI 14-10, WOKY 29-23, WGCL 7-2, KREB 30-25, KNDE 26-21, 13Q 16-11, WAYS 21-16.
- Stand Tall — Burton Cummings — Portrait
WAYS 23-19, KING 21-16, KLEO 18-9, KGW 19-15, WERC 18-12, WMPS 21-15, WJET 23-19, WHHY 10-6, WLAC ex-30, KIOA 30-16, B-100 ex-29, WBBQ 17-13, WBBF 29-9, Q-94 24-19, WMAK ex-24, WISM 29-23, WSGN 16-10, WCOL 28-21, Z-93 23-18, KJRB ex-21, WKBW 20-7, KAKC 17-8, WING 21-14, WGCL 24-17, WAVZ 27-23.
- Sorry Seems To Be The Hardest Word — Elton John — Rocket-MCA
WNOE 32-20, WTI 24-20, KPAM 30-24, WMPS 25-16, WHHY ex-18, WLAC ex-11, WQAM 24-19, WCAO 29-24, Y-100 23-18, WMAK ex-29, WISM ex-24, WSGN ex-23, WVBF ex-22, KJRB ex-28, KXOK ex-19, WZUU ex-20, KJR ex-25, WSAI 25-15, WFOM ex-29, WING ex-34, WGCL ex-22, KSTP 22-18, KFRC 25-18, WNOE 39-34.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary market stations.

- I Wish — Stevie Wonder — Tamla (LP cut)
Adds: WAIR, KNOE, WRFC, WSPT, KINT, KREM, WAVZ, KEWI; Jumps: WHOT 26-12, WIFE 20-16, WCUE 36-29, KELI ex-30.
- Isn't She Lovely — Stevie Wonder — Tamla (LP cut)
Adds: WAIR, KYNO, WRFC, KENO, G55, KREM, WOW, WICC; Jumps: KACY 28-21, 96X 25-21, KRSP Ex-26, KSLY ex-28.
- Mademoiselle — Styx — A&M
Adds: KRIB, KELI, WQPD, WLAV, KRSP, WHOT, WING, WAVZ; Jumps: WSPT ex-27, WKWK ex-30, WCUE ex-37.
- Free Bird — Lynyrd Skynyrd — MCA (LP cut)
Adds: KACY, WQPD, WORD, KQWB, KENO, WAVZ, WIFE; Jumps: 98Q 27-20, KERN ex-19, WCUE 40-35.
- Hello Old Friend — Eric Clapton — RSO
Adds: WDBQ, WAIR, WMFJ, KREM, WFOM; Jumps: KELI 17-7, WQPD 31-24, WCUE ex-38.
- Ob La Di, Ob La Da — Beatles — Capitol
Adds: KACY, WPTR, WTRY, WQFD, KSLY, KRSP, WICC.
- Flight '76 — Walter Murphy — Private Stock
Adds: 98Q, WPTR, WDBQ, WQPD, WKWK, WHOT; Jumps: KRIB ex-27.
- I Like Dreaming — Kenny Nolan — 20th Century
Adds: KRIB, WCUE, KRSP, WCRO; Jumps: WSPT 14-9, KCPX ex-27, WQPD ex-37.
- Slow Dancing — Funky Kings — Arista
Adds: WAVZ, KFVR, WCRO; Jumps: KSLY 28-24, WISM ex-28, KVOX ex-29, WQFD ex-35.
- Whenever I'm Away From You — John Travolta — Midland
Adds: WLCY, WFLB, WMFJ; Jumps: WCRO 15-10, KCPX 27-21, KQWB 23-19.

Olivia Newton-John
Don't Stop Believin'



For The Record

EAST COASTINGS — **George Harrison's** first Dark Horse single, entitled "This Song," contains lyrics such as "This song has nothing tricky about it. . . Don't infringe on anyone's copyright, so. . . This song has nothing Bright about it. . . My expert tells me it's okay" and so on. The lyric alludes to the lawsuit against Harrison by the estate of songwriter **Ronald Mack** and his Bright Tunes Publishing, where it was decided that in writing "My Sweet Lord," Harrison had plagiarized the melody of Mack's sixties hit, "He's So Fine."

BUFFETT DELUXE — The **Thomas McGuane** film "Rancho Deluxe" was an ill-fated release that has only recently begun to gather a recognizable cult following. One victim of the film's original nosedive at the box office was **Jimmy Buffett**, who composed the excellent soundtrack. He's not giving up the cinema, however — Buffett, an old buddy of McGuane's, is presently collaborating on a new film, and he's working on the story as well as music. To be entitled "The Mango Opera," the film's scene is set down in the Florida Everglades, and the music will in most cases be played by some of the "local characters" who act in the production. Buffett stated that he would like to continue working in the film medium with McGuane, recalling that the two, both Catholics who've left the fold, had once considered forming the "Holy Mackerel Film Company." Before ending his visit with **Cash Box**, Buffett reminded us that his next ABC Records album, "Changes In Latitudes, Changes In Attitudes," will be ready for January. He's using his touring band on the LP sessions "for a sound as close to live performance as possible."

DISK FORECAST — A three record set, "Wings Over America," comprising 28 live-recorded songs by **McCartney & Wings**, will be released the week of December 3. The **Rolling Stones** live set will not be out till after next year. The release date on the new **David Bowie** album, recorded in collaboration with **Eno**, is in doubt as yet but it should be entirely ready shortly after Christmas at the latest. Rumors of a live **Beatles** set from EMI have been printed in England, but that would not be one to bet on.

EXTRA TEMPERMENTAL ARTISTES DEPT. — **Keith Emerson** was recently in town, with the indication that **Emerson, Lake & Palmer's** double album is — dare we say it — ready. Also, an anonymous source at Elektra/Asylum informs us that the forthcoming **Jackson Browne** LP was delayed one last time when the artist rejected an unsuitable run of shrink-wrap.

WATCH OUT, JOHN BELUSHI — **Brian Wilson** will host WNBC-TV's Saturday Night Live from New York, November 27.

A DOSE OF ROCK 'N' ROLL — Would have soothed your soul this past election day, whether you were disappointed in the networks' projected outcomes or just bored with the whole thing. From eight o'clock to 10, WNEW-TV in N.Y. broadcast "James Paul McCartney featuring Wings" followed by **Elton John** and **Bernie Taupin** "Say Goodbye To Norma Jean And Other Things." . . . The **Bee Gees** to contribute the proceeds of their upcoming appearance at Madison Square Garden, December 2, to the Police Athletic League. The group will be hosted by New York's **Mayor Beame** at Gracie Mansion prior to the beginning of their American tour. . . . **The Committee To Reunite The Beatles** is releasing an anthem for their cause on the independent Let It Be label. Disk jockeys around the world should be receiving advance copies shortly. . . . Recently married: **John McLaughlin**, also **Andy Pratt**. Congratulations! Actor **Nicol Williamson** told the Daily News that his wife of five years, now divorced, is presently living with "Alan Price, a singer." . . . **Ronnie and Krissie Wood** recently became parents of a newborn baby boy in Los Angeles. **Mick Jagger** was among the first to visit the Wood family's newest member. . . . When **Foghat** drummer **Roger Earle** hears the title of his group's new album, "Night Shift," he probably thinks "four on the floor." Earle recently ordered a new Lamborghini Muria 5 against expected income, adding to a collection of limited edition cars that includes another Lamborghini, a Jensen Interceptor and a special '67 Corvette. We trust he doesn't get his bass drum and accelerator pedals confused.

OFF & ON — **Led Zeppelin** reportedly planning a world tour to begin sometime in February. . . . **Bryan Ferry** forced to postpone his British tour due to illness. . . . **Dolly Parton**, who has cancelled concerts till the year's end, is recuperating from a serious throat condition. . . . Have you ever wished for your very own zebra? Warner Communications Inc. has confirmed the closing of Warner Bros. Jungle Habitat, the West Milford, New Jersey drive-through park where the public could see African animals on the loose from the safety of their own station wagons. The park, which will not reopen next spring, has been unprofitable due to steadily decreasing attendance. While the park's animals are now being sold, the future of the 1,000 acre site has yet to be determined. . . . **Al Jarreau** off to Europe for television and live appearances. . . . **Rolling Stone** has closed its Washington office. . . . Paving the way for **Santa Claus'** arrival is none other than **Johnny Marks**. . . . **Chip Monck** handling stage production for **Neil Young**. . . . Comedian **Franklyn Ajaye** signed to NBC-TV for a prospective series. . . . **Judith Cohen**, who has been on the New York nightclub circuit for over one year, said farewell at Reno Sweeney November 8. She is off to Hollywood to join the cast of a new **Norman Lear** musical-comedy series, entitled "A Year At The Top," which concerns three old vaudevillians who deal with the devil for a second chance at youth and success in the world of rock 'n' roll. . . . Vanguard Records has signed folksinger **Gary Smith**.

15 BIG ONES — **Mike Douglas**, the big band singer who found that talking was the way to really make a living, will celebrate the 15th anniversary of his television variety show in November. The four week commemoration will involve numerous guests associated with the record industry, including **Olivia Newton-John**, **Donny and Marie Osmond**, **Laverne and Shirley**, **Redd Foxx**, **Shirley MacLaine** and **John Travolta**. Recalling the guests on past Douglas shows, there will be flashbacks of airings featuring **Louis Armstrong**, **Pearl Bailey**, **Liza Minnelli**, **Marvin Hamlisch**, **Sammy Davis**, **Jack Benny** and **Jimmy Durante**. Douglas continues to entertain figures from the rock world, most recently **Dr. Hook**, **Steeleye Span** and even the infamous **Frank Zappa** (who played "Black Napkins" with the studio orchestra, so he claims) and many have attested to his graciousness as a host.

OCEAN DEEP, MOUNTAIN HIGH — **John Denver** to appear alongside the shark from "Jaws" on nationwide TV. Meanwhile, the biography of the

rarefied air singing champ born **Henry Deutschendorf, Jr.** has gone into its second printing. . . . **Gloria Gaynor** has re-signed with Polydor. . . . **Chappell Music** will have the privilege of contributing to the worldwide spread of mallardmania, having acquired the international subpublishing rights to "Disco Duck". . . . **Melissa Manchester** dates reportedly selling out. . . . **Andy Fraser and Stranger**, a new group formed by the ex-Free bassist, will have a new Polydor LP around December 15. . . . **Jeanne Napoli** will appear at the Fairmont Hotel in New Orleans, November 8-17. The **Vigor** (a subsidiary of DeLite) artist was recently profiled in a WABC-TV special, "Then And Now," which traced her career back to her days on the Copacabana chorus line. . . . **Chicago** at the Nassau Coliseum, November 22. The **Doobie Brothers** play Philadelphia's Spectrum, November 13, as will **John Denver**, 14-15, **Chicago**, 18, and **Robin Trower**, 20. . . . A&M's **Joan Armatrading** on tour till November 24, New Orleans. The **Ozark Mountain Daredevils** began following the road November 4 in St. Louis, ending in Beaumont, Texas on the 25th. . . . **Charlie Rich** and **Labelle** signed by the Aladdin Theatre in Las Vegas. . . . **Clydie King**, who led the Blackbyrds, female backing vocalists with **Humble Pie**, has been signed to the Entertainment Company. **Joe Long**, who completed the contract in California, is in the process of signing additional acts for the company, which is the entertainment arm of the Lefrak Organization. . . . **Rockbill, Inc.** is

continued on pg. 74

POINTS WEST — Is **UA Records** getting ready for a shake-up? That's what we hear. Last week, **Tom Williams**, head of creative services for that company, was dismissed. And, although **War's** contract is not up for at least a year, rumors have it that UA is about to sell the group. None of which, apparently, is affecting operations now. Last Thursday marked **Roderick Falconer Day** at all UA offices — employees wore Falconer buttons and only played Rod's record on office turntables. Work, it was reported, was totally devoted to Rod's career, in Los Angeles, Chicago and New York offices.

ALL THE PRESIDENT'S PICKERS — Well, **Dion** did ask for members of the audience to come up on stage with him at **Washington's Cellar Door**. He probably didn't expect **Carl Bernstein**, who, besides adding appropriate harmonies, picked up a guitar and played, reportedly, a "hot solo." Is Bernstein putting together a garage band or something? We don't know, but if you count to ten. . . . **GATO BARBIERI AT ROXY** — drew some famous fans. Actor **Robert DeNiro** was in the crowd, studying Gato's style, no doubt, to see if he got it right as a sax player in the upcoming film "New York, New York." **Herb Alpert** was there, probably studying Gato's style as well. **Gino Vannelli** was just enjoying the music, and **Marvin Gaye** was there (although Gato didn't know it) and had a song dedicated to him.

THAT'S NO COSTUME — Well, maybe it wasn't, but **The Savannah Band** got in half price at **Art Laboe's** because the doorman thought that their '40s style was in the Hollywood Halloween spirit. Savannah also dropped by **Studio One** on their current L.A. visit.

BACK TO BURNING RECORDS? — Maybe, in Saudi Arabia, where **King Khalid** is not happy with this **Beatles** phenomenon we've heard so much about. Apparently, the king has warned the local airlines to be on the lookout for "the growing of long hair, long sideburns, and long fingernails," he believes are symptomatic of Beatlemania. "Those who continue Beating," remarked the king, "should be subject to punishment." If you're driving around Saudi Arabia with eight tracks of **Abbey Road** and **Revolver**, well, maybe you should be carrying extra tanks of gas. . . . **STEVE MARTIN, RAMBLIN' GUY** — had a couple stars ramble into his Troubadour gig last week. **Karen and Richard Carpenter** attended, and so did **Martin Mull**, although the three did not share a table. . . . Producer **David Rubinson** (**Phoebe Snow**, **Pointer Sisters**, **Santana**) has moved into San Francisco offices recently vacated by **Francis Ford Coppola**. Does this mean that S.F. can soon expect monsoon weather? . . . **NATALIE HITS 42ND STREET** — when she makes her Broadway debut at **The Winter Garden** Nov. 23-28. . . . Some Ohio fans of **Pure Prairie League** sent the group a prairie dog, which would have been OK, except that these animals are illegal for private ownership. P.P.L. thoughtfully offered the dog to a California zoo, but they already had one, and turned down the deal. The pup, who's been christened "Cube," was shipped to the zoo that's near the group's Ohio River Valley hometown.

SWIFT RACK SALES — well, not really. A 1938 copy of **Fats Waller's** "Ain't Misbehavin'" was sold to an "unidentified account" for two fifty (\$2.50). The record originally listed for thirty-five cents (\$.35). **Dick Sherman**, vice-president, sales for Casablanca, said that special merchandising programs were put into effect immediately prior to the deal. Free goods, according to Sherman, included a thorough cleaning of the old record. . . . **Day Five Productions** moves into its new San Fernando offices this week. The complex will include a 24-track studio, a rehearsal hall, and two airplanes for Day Five acts (not in the building, outside). . . . **ORIGINAL DEGREES** — **Helen Scott**, an original member of **The Three Degrees** when it formed twelve years ago, has rejoined the band, replacing **Fayette Pinkney**.

GET WELL, EARL — **Earl Slick** is sick, with kidney problems, and had to postpone the remainder of his national tour, at least until Thanksgiving. As soon as he's well he'll hit the road. . . . **Graham Parker** is healthy and has started his second American tour backed by **The Rumour**, a group that has often been likened to **Springsteen's E Street Band** for its power and versatility. Parker'll play some shows with **Thin Lizzy**. . . . ABC's **Lyons and Clark**, a fine female duo, has hit the road. They're in the midwest with a full band that includes, on bass, **David White**, whose various session work is well-known. . . .

ON THE LOCAL SCENE — **The Motels** are cutting a demo for a major label at **Stronghold Studios** and are concurrently preparing for another **Radio Free Hollywood** concert. Lead singer **Martha Davis** says that she has lost her "clear Lucite wand," which she needs for her act. If anyone finds it, report whereabouts to this column. . . . **Kenny Rogers** is writing a book about forming rock 'n' roll bands in between guest shots on TV shows. The book's a collaboration with scribe **Len Epan** and will be published sometime next year. . . . **Robert Palmer** had added a date at Vegas' Aladdin Theatre (11/24) and recently taped Britain's "Top Of The Pops" show.

john mankiewicz

THE SINGLES BULLETS

- #1 GORDON LIGHTFOOT** — Top 5 airplay at 40% of our reporting stations including #1 at WERC, WMAK, WLEE. Top 5 rotation at WORC-5, WMPS-3, KTAC-3, KXOK-4, WBGD-5, WAPE-4, WVBF-2, Z-93-4, Q-102-3, WISM-2, WNDE-4, WQXI-3, WCAQ-5, WQAM-5, WBBQ-5, WHHY-2, WDRC-4, WJET-5, WNOE-5, WPIX-4, WIRL-3, WPRO-3, WAYS-4, KTLK-5, KNUS-5, KGW-3, KSLQ-5, WFOM-5. Prime movers at WMAK 7-1, WABC 27-9, WPIX 13-4, 99X 19-10, KNDE 17-10, WTI 11-6, KSLQ 9-5. Top 5 selling single at Tower/S.D., Assoc./Phoenix, Mile High/Denver, Bee Gee/Albany, Waxie Maxie/D.C., Double B/L.I., Potomac/Wash., Prospect/Cleve., Sound Unltd./Chi., Franklin, Peaches, Music Scene/Atl., Stark/Cleve.
- #2 CAPTAIN AND TENNILLE** — #1 airplay at 22% of our reporters including WMPS, WZUU, KJRB, WLS, Y-100, WQAM, KIMN, KIOA, WOW, WJET, WDG, KJR, KILT, KBEQ, WOKY, KING, KLEO, WGCL, KTLK. Top 5 rotation at KXOK-2, WFIL-3, WCAO-3, WFI-3, WKBW-3, WSAI-5, WPEZ-2, WSAI-5, KLIF-3, WING-5, 13Q-4, WNCI-3, WPGC-3. 16 prime movers this week including WPEZ 7-3, WABC 22-19, WKBW 6-3, WPIX 21-18, WGCL 12-1, CKLW 16-6, 99X 24-19, WLS 5-1, WDHF 16-8, Z-96 29-20. Top 5 sales at Tower/S.F., Mile High/Denver, Licorice Pizza/L.A., Tosh's/Seattle, Peaches/Ft. Laud./Delwood, Peters/Boston, El Roy/L.I., Potomac/Wash., Sound Unltd./Chi., Franklin/Atl.
- #5 ROD STEWART** — #1 most active single for the third week in a row. 43 prime movers include WMPS 9-4, WQAM 19-8, WCAO 15-10, WQXI 20-5, WFIL 15-5, Y-100 14-7, WMAK 19-11, Q-102 6-2, Z-93 7-1, WDHF 9-2, WLS 12-4, WPEZ 8-1, WPIX 16-8, CKLW 20-7, WPGC 7-1, WNCI 10-5. Re-added at WRKO, KHJ, KFRC, KLIF, WHBQ, 99X. Added at KXOK, WXYZ. #1 at 28% of our reporting stations: WORC, WAKY, Z-93, KEEL, WSGN, WSGA, 94Q, WBBF, WBBQ, WHHY, WLAC, WKY, WSAI, WPEZ, WFOM, KAKC, KNUS, KEZY, WAYS, KRBE, WKLO, KSTP, 13Q, WPRO, KJOY, WPGC. Top 5 rotation at WERC-2, WMPS-4, WZUU-2, WLS-4, WDHF-2, WCOL-3, Q-102-2, WFIL-5, WQXI-5, Z-96-5, B-100-2, KIMN-5, WDRC-5, WJET-4, WDG-2, WKBW-2, KJR-5, KILT-2, WOKY-3, WNOE-2, KCBQ-2, WNCI-5, WGCL-4. Sales are beginning to catch up to enormous airplay with top 5 reports at Tower/S.F./Sacramento, Mile High/Denver, Tosh's/Seattle, Peaches/Denver, Cavages/Bufalo, King Karol/N.Y., Dicks/Boston, Potomac/Wash., Radio Dr./Milw.
- #6 BOSTON** — #2 most active single with 41 prime movers including WFI 12-7, WQXI 17-9, WFIL 21-17, WMAK 25-21, Q-102 16-11, Z-93 13-8, WLS 15-9, KJR 20-16, WKBW 12-9, WPIX 20-7, WPGO 11-7, CKLW 22-17, 13Q 22-15, KJH 18-12, WAYS 18-9, KLIF 23-18, KFRC 16-12. Key adds at WABC, WSAI, WHBQ, KGW, KDWB. Top 5 airplay at WDHF-3, WVBF-4, WCOL-4, B-100-1, KBEQ-5, WAVZ-2, KJOY-3, KAKC-3. Top 10 sales at Cassells/L.A., Double B/L.I., King Karol/N.Y., New England Music City/Boston, Potomac/Wash., Galgano/Chi., Stark/Cleve., Franklin, Peaches/Atl., Central South/Nash.
- #7 KISS** — Heavy adds at WABC, KHJ. 11 prime movers include WFI 16-11, Z-96 15-6, WMAK 12-8, WSAI 7-4, WKBW 14-11, WOKY 22-17, WTI 12-9, KLEO 16-7, KSLQ 22-18. Top 5 airplay at WORC-2, WERC-5, WVBF-4, Z-93-3, Q-102-1, KEEL-2, WISM-3, WQXI-4, WBBF-4, B-100-5, KIMN-3, KIOA-4, WOW-4, WKY-5, WING-2, KSTP-2, WNOE-2, WIRL-4, KING-2, KLEO-5, KGW-5, KPAM-2. Top 10 sales at Tosh's/Seattle, Peters, New England Music City/Boston, Potomac/Wash., Singer/Chi., Stark/Cleve., Franklin, Peaches/Atl.
- #8 BEE GEES** — Key adds at WLS, WQXI, WAYS, WSAI, WBBF. 12 prime movers include WQAM 21-17, WLEE 21-10, KJR 14-10, WPIX 18-16, WGCL 15-5, WDRQ 16-12, KILT 16-11, KSLQ 28-22, WKY 13-6. Top 5 airplay at KTAC-5, KJRB-5, WAPE-1, KEEL-5, WSGN-5, WLAC-4, WJET-2, WING-4, KSTP-5, WGCL-5, WRKO-1, WTI 2-2, KPAM-5. Top 10 sales at Tower/S.F., Cassells/L.A., Shulman/N.J., Peters/Boston, Rec. & Tape/Balt., Double B, El Roy/L.I., King Karol/N.Y., Radio Dr./Milw., Music Scene/Atl., Central South/Nash.
- #11 FIREFALL** — #10 most active single with 21 prime movers including WCAO 20-10, WMAK 17-10, WLS 18-12, WSAI 26-18, KILT 18-14, KRBE 20-14, KTLK 25-15, WNOE 40-32, WPGC 22-18. Top 5 airplay at WERC-3, WNDE-1. Top 10 sales at Tower/S.D., Peaches/Delwood, Peters/Boston, Natl. Rec. Mart/Pitt., Radio Dr./Milw., Sound Unltd./Chi., Central South/Nash.
- #12 COMMODORES** — Added at WDHF, WPRO. 12 prime movers including WCAO 18-14, Y-100 10-6, WCOL 24-20, KXOK 18-12, WABC 17-8, WPIX 26-24, WOKY 31-27, KNDE 27-22, WBGD 30-24. Top 5 airplay at WAPE-5, WHBQ-5, WAVZ-3, WDRQ-3. Strong sales at Tower/S.F./Sacramento, Peaches/Ft. Laud./St. Louis, Double B, El Roy/L.I., Town Hall/N.Y., Prospect/Cleve., Sound Unltd./Chi., Franklin, Peaches, Music Scene/Atl. (#32 on CB R&B singles chart.)
- #13 DeVORZON AND BOTKIN** — 17 prime movers including WFIL 23-15, WKBW 26-19, WPGC 18-12, WGCL 20-12, WAYS 9-5, WNOE 15-11, KNUS 18-10, WNDE 24-6, WIRL 10-5. Added at WDHF, WQXI, KDWB. Top 5 airplay at WSGN-4, Z-96-4, 94Q-5, KJR-3, KLIF-1, KILT-3, KRBE-3, KBEQ-2, KHJ-5, WIRL-5, WPRO-5, KFRC-4, KING-3, KJOY-2, KLEO-2, WNCI-4, WAYS-5, WRKO-2, KGW-4, KYA-1. Strong sales at Tower/S.F., Cassells, Soul City/L.A., Tosh's/Seattle, Peaches/Delwood/Denver, Peters, Dicks, New England Music City/Boston, Potomac/Wash., Galgano/Chi., Stark/Cleve., Franklin/Atl.
- #14 PETER FRAMPTON** — Added at WABC, KBEQ. 10 big jumps include WQAM 13-9, WMAK 14-9, WTI 18-12, KIMN 19-10, WLAC 13-8. Top 5 airplay at WORC-3, WMPS-2, KTAC-1, KXOK-5, WCOL-1, WSGN-3, WCAO-2, 94Q-2, WBBF-3, WHHY-3, KJR-4, WING-1, WHBQ-4, KNDE-5, KING-4, WPGC-4, WNCI-1, KEZY-5, KSLQ-3. Strong sales at Tower/S.D., Cassells, Soul City/L.A., Peaches/Delwood, Peters/Boston, Cavages/Bufalo, Double B/L.I., Potomac/Wash., Singer, Sound Unltd., Central South/Nash.
- #15 SPINNERS** — Added at WLS, Z-93, WLAC, WAPE, KJRB, KTAC, KJR, KING, WGH, KNUS. #4 most active single with 30 prime movers including WQAM 27-13, WFI 18-12, WFIL 18-12, KXOK 22-13, WABC 14-11, WPIX 9-5, WNCI 14-11, 13Q 16-11, WAYS 21-16. #6 most added single with other additions at Z-93, WLS, WLAC, WAPE, KJRB, KTAC, KJR, KING, KNUS. Top 5 airplay at WBGD-2, WCOL-5, WHHY-5, WHBQ-3, WPIX-5, WPGC-2, WDRQ-2, CKLW-1, WXYZ-2. Strong sales at Tower/S.F., Peaches/Atl./Ft. Laud./St. Louis, Peters/Boston, Rec. & Tape/Balt., Richman Bros./Phila., El Roy/L.I., King Karol/N.Y., New England Music City/Boston, Potomac/Wash., Natl. Rec. Mart/Pitt., Prospect, Stark/Cleve., Harmony House/Det., Central South/Nash. (#3 bullet on CB R&B singles chart.)
- #18 ALICE COOPER** — #8 most active single with 24 prime movers including WMPS 18-13, WCOL 7-2, Z-93 26-20, WCAO 27-22, WSAI 16-13, WKBW ex-26, WFIL ex-23, WMAK 23-14, WKBW 26-6, WPIX 25-3. New adds at KLIF, WHBQ, 13Q, KLEO, KIOA. Top 5 airplay at WZUU-4, WBGD-4, WCOL-2, KEEL-4, WBBQ-4, WHHY-4, WKLO-3, WOKY-2, WNOE-1, WDRQ-4, CKLW-3, WXYZ-3. Strong sales at Tower/S.D., Cassells, Soul City, Licorice Pizza/L.A., Peaches/Denver, Cavages/Bufalo, Richman Bros./Phila., Dicks, New England Music City/Boston, Potomac/Wash., Galgano/Chi., Radio Dr./Milw., Prospect, Stark/Cleve., Central South/Nash.
- #20 LEO SAYER** — #3 most active single with 38 prime movers including WMPS 17-11, WCAO 28-23, WLEE 23-16, Z-96 30-25, WMAK 27-18, Z-93 ex-26, WLS 45-33, KJR 17-13, KEEL 26-13, WSGA 20-16. New additions at WPIX, WXYZ, KBEQ, WIRL, WNDE, KIOA. Strong sales at Tower/S.D./S.F., Tosh's/Seattle, Peaches/Delwood, Bee Gee/Albany, Dicks, New England Music City/Boston, Galgano/Chi., Radio Dr./Milw., Harmony House/Det., Central South/Nash.
- #21 ENGLAND DAN AND JOHN FORD COLEY** — #4 most added single with 13 new stations including Y-100, WMAK, WLS, KXOK, CKLW, 13Q, KILT, KEZY, KNDE, WSGA. 13 prime movers include WMPS 23-19, WFI 25-18, WFIL ex-24, WCOL 21-14, Z-93 23-17, WDHF 21-16, WPGC 25-19, WGCL 29-19, WAYS 20-10. Strong sales at Tower/S.F., Mile High/Denver, Norman Cooper/Phila., Bee Gee/Albany, Double B, El Roy/L.I., Potomac/Wash., Singer, Galgano/Chi., Stark/Cleve., Peaches/Atl., Central South/Nash.
- #22 BURTON CUMMINGS** — #6 most active single with 26 prime movers including WMPS 17-11, WMAK ex-24, WCOL 28-21, Z-93 23-18, WKBW 20-7, WGCL 24-17, WING 21-24. New adds at WNCI, WOKY, KNDE. Top 5 airplay at WAKY-2, KJOY-4, WFOM-4. Strong sales at Mile High/Denver, Soul City/L.A., Tosh's/Seattle, Peaches/St. Louis/Denver/Cleve., Peters, Dicks New England Music City/Boston, Cavages/Bufalo, Potomac/Wash., Natl. Rec. Mart/Pitt., Galgano/Chi., Radio Dr./Milw., Stark/Cleve., Franklin/Atl.
- #24 McCOO/DAVIS** — #2 most added single with 22 new stations including WQXI, WFIL, Z-93, WAYS, KGW, KPAM, KJOY, KYA, KLEO, KJRB. 14 prime movers include CKLW 8-4, WHBQ 14-9, WDRQ 11-8, WTI 22-19, WCAO 9-4, WCOL 34-24, WGCL 18-13. Top 5 airplay at WCAO-4, CKLW-4. Strong sales at Tower/S.F., Cassells, Soul City, Licorice Pizza/L.A., Rec. & Tape/Balt., Double B, El Roy/L.I., Dicks/Boston, King Karol/N.Y., Potomac/Wash., Peaches/L.A., Prospect/Cleve., Harmony House/Det., Music Scene/Atl. (#5 bullet on CB R&B singles chart.)
- #25 ENGELBERT HUMPERDINCK** — 7 new adds: WGCL, KYA, KTAC, WZUU, WVBF, KEEL, WJET. 16 prime movers include WMPS ex-16, WCAO 30-20, WFIL ex-21, WMAK ex-27, WPEZ 25-22, WPGC 28-24, WING 36-29. #1 at WKBW. Strong sales at Tower/S.F., Licorice Pizza/L.A., Cavages/Bufalo, Bee Gee/Albany, El Roy/L.I., King Karol/N.Y., New England Music City/Boston, Natl. Rec. Mart/Pitt., Prospect, Stark/Cleve., Harmony House/Det.
- #28 YVONNE ELLIMAN** — Added at WMPS, WKY, WISM, WSGA, WIRL. 12 jumps include WCAO ex-27, WMAK ex-28, KJR 22-18, WKBW 27-23, WGCL 30-25, KING 24-17, KJOY 15-7, KGW 30-26. Strong sales at Tower/S.F., Tosh's/Seattle, Richman Bros./Phila., New England Music City/Boston, Prospect, Stark/Cleve., Harmony House/Det.
- #33 ELTON JOHN** — #1 most added single with 26 new stations including WABC, Z-93, WKBW, WNCI, KTLK, KJOY, KILT, WFIL, WFI, WPRO, WOKY, Z-96, WLEE. #7 most active single with 24 big jumps including WNOE 31-20, WTI 24-20, WMPS 25-16, WQAM 24-15, Y-100 23-18, WMAK ex-29, KXOK ex-19, KJR ex-25, WSAI 25-15, WGCL ex-2. Early sales at Peaches/Ft. Laud., El Roy/L.I., King Karol, Town Hall/Wash., Harmony House/Det., Peaches/Atl.
- #37 ELO** — #3 most added single with 14 new stations including WRKO, KGW, WJET. 16 prime movers include WMPS 24-17, WCAO ex-28, KJOY 24-15, Q-94 ex-26, WSGN ex-24, Z-96 ex-29. Good sales at Peaches/Ft. Laud., Licorice Pizza/L.A., Rec. & Tape/Balt., Dicks, New England Music City/Boston, Galgano/Chi., Stark/Cleve., Central South/Nash.
- #40 LTD** — Added at KJOY, KJR, WBGD, WAPE, WSGN, WLAC, WERC. Jumps at WCAO ex-29, Z-93 29-24, WGCL ex-28, WDRQ 10-7, WKLO 18-10. Sales at Tower/S.F./S.D., Cassells, Soul City/L.A., Peaches/Ft. Laud./St. Louis, Stark, Prospect/Cleve., Harmony House/Det., Music Scene/Atl. (#1 bullet on CB single chart.)
- #41 SYLVERS** — #5 most added single with 13 new stations including KTLK, WPRO, KTAC, WSGN, WISM, WSGA, Z-96, WJET, WERC. 7 prime movers including WBBQ ex-25, WFI ex-29, WING 24-19, WGCL ex-26, KGW 25-20, KPAM 19-15. Strong sales at Tower/S.F./S.D., Cassells/L.A., Rec. & Tape/Balt., Cavages/Bufalo, Richman Bros./Phila., Dicks, New England Music City/Boston, Potomac/Wash., Prospect, Stark/Cleve. (#16 bullet on CB R&B singles chart.)
- #43 DAVID DUNDAS** — Added at KAKC, WCAO, WFI, WAKY. Last week added at Z-93, WBGD, WCOL. Jumps at WJET 27-21, WHHY 16-11, WISM 21-17, Z-93 ex-30, WING 35-28. Sales at Galgano/Chi., Radio Dr./Milw.
- #45 BRICK** — Added at KRBE, WAYS, WCAO, WAPE, WBBQ. 10 big jumps include WMPS 30-20, WQAM 25-15, WQXI 14-8, Y-100 21-17, Z-93 14-10, WKLO 22-13, WING 44-37, WFOM ex-24. Sales at Peaches/Ft. Laud., Cavages/Bufalo, Potomac/Wash., Prospect, Stark/Cleve. (#14 bullet on CB R&B singles chart.)
- #60 ERIC CLAPTON** — Added at WRKO, KPAM, WKLO, WFOM. Last week added at KJOY, WBBQ. Jumps at WBBQ ex-30, WING 28-22, KJOY 28-22. Sales at Tower/S.D., Peaches/Denver, Rec. & Tape/Balt.
- #75 WALTER MURPHY** — Adds at WMPS, WGCL. Last week added at WORC, WBGD, KCBQ. Good action on the secondary level with adds at Q98, WRTR, WDBQ, KWKW, WHOT. Strong sales at Tower/S.D., Peaches/Delwood, El Roy/L.I., Prospect, Stark/Cleve., Harmony House/Det.
- #82 BEATLES** — Added at WKBW, WING, KXOK, WORC. Strong action at the secondary level with adds at KACY, WPTR, WTRY, WQPD, KSLY, KRSP. Early sales at Music Plus/L.A., Sound Unltd./Chi.
- #83 DR. BUZZARD'S ORIGINAL SAVANNAH BAND** — Added at WPIX, WORC. Last week added at Y-100. Strong early sales at Stark/Cleve., Double B/L.I., Tower/S.F., King Karol, Town Hall/N.Y., Dicks/Boston. (#76 bullet on CB R&B singles chart.)
- #84 DICKY LEE** — Added at KFRC, WAKY. (#9 bullet on CB Country singles chart.)
- #87 KENNY NOLAN** — Added at WNOE, WGCL, WMPS, WERC. Strong secondary action with new adds at KRIB, WCUE, KRSP, WCRO.

For The Record

EAST COASTINGS — George Harrison's first Oark Horse single, entitled "This Song," contains lyrics such as "This song has nothing tricky about it... Oon't infringe on anyone's copyright, so... This song has nothing Bright about it... My expert tells me it's okay" and so on. The lyric alludes to the lawsuit against Harrison by the estate of songwriter **Ronald Mack** and his Bright Tunes Publishing, where it was decided that in writing "My Sweet Lord," Harrison had plagiarized the melody of Mack's sixties hit, "He's So Fine."

BUFFETT OELUXE — The **Thomas McGuane** film "Rancho Deluxe" was an ill-fated release that has only recently begun to gather a recognizable cult following. One victim of the film's original nosedive at the box office was **Jimmy Buffett**, who composed the excellent soundtrack. He's not giving up the cinema, however — Buffett, an old buddy of McGuane's, is presently collaborating on a new film, and he's working on the story as well as music. To be entitled "The Mango Opera," the film's scene is set down in the Florida Everglades, and the music will in most cases be played by some of the "local characters" who act in the production. Buffett stated that he would like to continue working in the film medium with McGuane, recalling that the two, both Catholics who've left the fold, had once considered forming the "Holy Mackerel Film Company." Before ending his visit with **Cash Box**, Buffett reminded us that his next ABC Records album, "Changes In Attitudes," will be ready for January. He's using his touring band on the LP sessions "for a sound as close to live performance as possible."

DISK FORECAST — A three record set, "Wings Over America," comprising 28 live-recorded songs by McCartney & Wings, will be released the week of December 3. The **Rolling Stones** live set will not be out till after next year. The release date on the new **David Bowie** album, recorded in collaboration with **Eno**, is in doubt as yet but it should be entirely ready shortly after Christmas at the latest. Rumors of a live **Beatles** set from EMI have been printed in England, but that would not be one to bet on.

EXTRA TEMPERMENTAL ARTISTES DEPT. — **Keith Emerson** was recently in town, with the indication that **Emerson, Lake & Palmer's** double album is — dare we say it — ready. Also, an anonymous source at Elektra/Asylum informs us that the forthcoming **Jackson Browne** LP was delayed one last time when the artist rejected an unsuitable run of shrink-wrap.

WATCH OUT, JOHN BELUSHI — **Brian Wilson** will host WNBC-TV's Saturday Night Live from New York, November 27.

A OOSE OF ROCK 'N' ROLL — Would have soothed your soul this past election day, whether you were disappointed in the networks' projected outcomes or just bored with the whole thing. From eight o'clock to 10, WNEW-TV in N.Y. broadcast "James Paul McCartney featuring Wings" followed by **Elton John** and **Bernie Taupin** "Say Goodbye To Norma Jean And Other Things." . . . The **Bee Gees** to contribute the proceeds of their upcoming appearance at Madison Square Garden, December 2, to the Police Athletic League. The group will be hosted by New York's Mayor Beame at Gracie Mansion prior to the beginning of their American tour. . . . **The Committee To Reunite The Beatles** is releasing an anthem for their cause on the independent Let It Be label. Oisk jockeys around the world should be receiving advance copies shortly. . . . Recently married: **John McLaughlin**, also **Andy Pratt**. Congratulations! Actor **Nicol Williamson** told the Daily News that his wife of five years, now divorced, is presently living with "Alan Price, a singer." . . . **Ronnie and Krissie Wood** recently became parents of a newborn baby boy in Los Angeles. **Mick Jagger** was among the first to visit the Wood family's newest member. . . . When **Foghat** drummer **Roger Earle** hears the title of his group's new album, "Night Shift," he probably thinks "four on the floor." Earle recently ordered a new Lamborghini Muria 5 against expected income, adding to a collection of limited edition cars that includes another Lamborghini, a Jensen Interceptor and a special '67 Corvette. We trust he doesn't get his bass drum and accelerator pedals confused.

OFF & ON — **Led Zeppelin** reportedly planning a world tour to begin sometime in February. . . . **Bryan Ferry** forced to postpone his British tour due to illness. . . . **Dolly Parton**, who has cancelled concerts till the year's end, is recuperating from a serious throat condition. . . . Have you ever wished for your very own zebra? Warner Communications Inc. has confirmed the closing of Warner Bros. Jungle Habitat, the West Millford, New Jersey drive-through park where the public could see African animals on the loose from the safety of their own station wagons. The park, which will not reopen next spring, has been unprofitable due to steadily decreasing attendance. While the park's animals are now being sold, the future of the 1,000 acre site has yet to be determined. . . . **Al Jarreau** off to Europe for television and live appearances. . . . **Rolling Stone** has closed its Washington office. . . . Paving the way for **Santa Claus'** arrival is none other than **Johnny Marks**. . . . **Chip Monck** handling stage production for **Neil Young**. . . . Comedian **Franklyn Ajaye** signed to NBC-TV for a prospective series. . . . **Judith Cohen**, who has been on the New York nightclub circuit for over one year, said farewell at Reno Sweeney November 8. She is off to Hollywood to join the cast of a new **Norman Lear** musical-comedy series, entitled "A Year At The Top," which concerns three old vaudevillians who deal with the devil for a second chance at youth and success in the world of rock 'n' roll. . . . Vanguard Records has signed folksinger **Gary Smith**.

15 BIG ONES — **Mike Oouglas**, the big band singer who found that talking was the way to really make a living, will celebrate the 15th anniversary of his television variety show in November. The four week commemoration will involve numerous guests associated with the record industry, including **Dlivia Newton-John**, **Donny and Marie Osmond**, **Laverne and Shirley**, **Redd Foxx**, **Shirley MacLaine** and **John Travolta**. Recalling the guests on past Oouglas shows, there will be flashbacks of airings featuring **Louis Armstrong**, **Pearl Bailey**, **Liza Minnelli**, **Marvin Hamllsch**, **Sammy Davis**, **Jack Benny** and **Jimmy Durante**. Douglas continues to entertain figures from the rock world, most recently **Or. Hook**, **Steeleye Span** and even the infamous **Frank Zappa** (who played "Black Napkins" with the studio orchestra, so he claims) and many have attested to his graciousness as a host.

OCEAN DEEP, MOUNTAIN HIGH — **John Denver** to appear alongside the shark from "Jaws" on nationwide TV. Meanwhile, the biography of the

rarefied air singing champ born **Henry Deutchendorf, Jr.** has gone into its second printing. . . . **Gloria Geynor** has re-signed with Polydor. . . . Cheppett Music will have the privilege of contributing to the worldwide spread of mallardmania, having acquired the international subpublishing rights to "Oisco Duck." . . . **Melisse Menchester** dates reportedly selling out. . . . **Andy Fraser and Stranger**, a new group formed by the ex-Free bassist, will have a new Polydor LP around December 15. . . . **Jeanne Napoli** will appear at the Fairmount Hotel in New Orleans, November 8-17. The Vigor (a subsidiary of OeLife) artist was recently profiled in a WABC-TV special, "Then And Now," which traced her career back to her days on the Copecabana chorus line. . . . **Chicago** at the Nassau Coliseum, November 13, as will **John Oenver**, 14-15, **Chicago**, Philadelphia's **Spectrum**, November 13, as will **John Oenver**, 14-15, **Chicago**, November 18, and **Robin Trower**, 20. . . . A&M's **Joan Armatrading** on tour till November 24, New Orleans. The **Ozark Mountain Daredevils** began following the road November 4 in St. Louis, ending in Beaumont, Texas on the 25th. . . . **Charlie Rich** and **Labelle** signed by the Aladdin Theatre in Las Vegas. . . . **Clyde King**, who led the Blackbyrds, female backing vocalists with **Humble Pie**, has been assigned to the Entertainment Company. **Joe Long**, who completed the contract in California, is in the process of signing additional acts for the company, which is the entertainment arm of the Lefrak Organization. . . . Rockbill, Inc. is

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POINTS WEST — Is **UA Records** getting ready for a shake-up? That's what we hear. Last week, **Tom Williams**, head of creative services for that company, was dismissed. And, although **War's** contract is not up for at least a year, rumors have it that UA is about to sell the group. None of which, apparently, is affecting operations now. Last Thursday marked **Roderick Falconer Day** at all UA offices — employees wore Falconer bullions and only played Rod's record on office turntables. Work, it was reported, was totally devoted to Rod's career, in Los Angeles, Chicago and New York offices.

ALL THE PRESIDENT'S PICKERS — Well, **Dion** did ask for members of the audience to come up on stage with him at **Washington's Cellar Door**. He probably didn't expect **Carl Bernstein**, who, besides adding appropriate harmonies, picked up a guitar and played, reportedly, a "hot solo." Is Bernstein pulling together a garage band or something? We don't know, but if you count to ten. . . . **GATO BARBIERI AT RDXY** — drew some famous fans. Actor **Robert DeNiro** was in the crowd, studying Gato's style, no doubt, to see if he got it right as a sax player in the upcoming film "New York, New York." **Herb Alpert** was there, probably studying Gato's style as well. **Gino Yanneli** was just enjoying the music, and **Marvin Gaye** was there (although Gato didn't know it) and had a song dedicated to him.

THAT'S NO COSTUME — Well, maybe it wasn't, but **The Savannah Band** got in half price at **Art Laboe's** because the doorman thought that their '40s style was in the Hollywood Halloween spirit. Savannah also dropped by **Studio One** on their current L.A. visit.

BACK TO BURNING RECORDS? — Maybe, in Saudi Arabia, where **King Khalid** is not happy with this **Beatles** phenomenon we've heard so much about. Apparently, the king has warned the local airlines to be on the lookout for "the growing of long hair, long sideburns, and long fingernails" he believes are symptomatic of Beatlemania. "Those who continue Beatling," remarked the king, "should be subject to punishment." If you're driving around Saudi Arabia with eight tracks of **Abbey Road** and **Revolver**, well, maybe you should be carrying extra tanks of gas. . . . **STEVE MARTIN, RAMBLIN' GUY** — had a couple stars ramble into his Troubadour gig last week. **Karen and Richard Carpenter** attended, and so did **Martin Mull**, although the three did not share a table. . . . Producer **Oavid Robinson** (**Phoebe Snow**, **Pointer Sisters**, **Santana**) has moved into San Francisco offices recently vacated by **Francis Ford Coppola**. Ooes this mean that S.F. can soon expect monsoon weather? . . . **NATALIE HITS 42ND STREET** — when she makes her Broadway debut at **The Winter Garden** Nov. 23-28. . . . Some Ohio fans of **Pure Prairie League** sent the group a prairie dog, which would have been OK, except that these animals are illegal for private ownership. P.P.L. thoughtfully offered the dog to a California zoo, but they already had one, and turned down the deal. The pup, who's been christened "Cube," was shipped to the zoo that's near the group's Ohio River Valley hometown.

SWIFTRACK SALES — well, not really. A 1938 copy of **Fats Waller's "Ain't Misbehavin'"** was sold to an "unidentified account" for two fifty (\$2.50). The record originally listed for thirty-five cents (\$.35). **Dick Sherman**, vice-president, sales for **Casablanca**, said that special merchandising programs were put into effect immediately prior to the deal. Free goods, according to Sherman, included a thorough cleaning of the old record. . . . **Day Five Productions** moves into its new San Fernando offices this week. The complex will include a 24-track studio, a rehearsal hall, and two airplanes for Day Five acts (not in the building, outside). . . . **ORIGINAL DEGREES** — **Helen Scott**, an original member of **The Three Degrees** when it formed twelve years ago, has rejoined the band, replacing **Fayette Pinkney**.

GET WELL, EARL — **Earl Slick** is sick, with kidney problems, and had to postpone the remainder of his national tour, at least until Thanksgiving. As soon as he's well he'll hit the road. . . . **Graham Parker** is healthy and has started his second American tour backed by **The Rumour**, a group that has often been likened to **Springsteen's E Street Band** for its power and versatility. Parker'll play some shows with **Thin Lizzy**. . . . ABC's **Lyons and Clark**, a fine female duo, has hit the road. They're in the midwest with a full band that includes, on bass, **David White**, whose various session work is well-known. . . . **ON THE LOCAL SCENE** — **The Motels** are cutting a demo for a major label at **Stronghold Studios** and are concurrently preparing for another **Radio Free Hollywood** concert. Lead singer **Martha Davis** says that she has lost her "clear Lucite wand," which she needs for her act. If anyone finds it, report whereabouts to this column. . . . **Kenny Rogers** is writing a book about forming rock 'n' roll bands in between guest spots on TV shows. The book's a collaboration with scribe **Len Epan** and will be published sometime next year. . . . **Robert Palmer** had added a date at Vegas' **Aladdin Theatre** (11/24) and recently taped Britain's "Top Of The Pops" show.

John mankiewicz

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her new
album
is filled
with
beautiful
songs, includes:

"Don't Stop
Believin"
and her
latest single
"Every Face
Tells A
Story"

all produced
by John Farrar.

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will be
seen by
millions
on her
ABC-TV
Special
November
17, 1976

MCA RECORDS

THE SINGLES BULLETS

- #1 GORDON LIGHTFOOT** — Top 5 airplay at 40% of our reporting stations including #1 at WERC, WMAK, WLEE. Top 5 rotation at WORC-5, WMPS-3, KTAC-3, KXOK-4, WBGH-5, WAPE-4, WVBF-2, Z-93-4, Q-102-3, WISM-2, WNDE-4, WQXI-3, WCAO-5, WQAM-5, WBBQ-5, WHHY-2, WDRG-4, WJET-5, WNOE-5, WPIX-4, WIRL-3, WPRO-3, WAYS-4, KTLK-5, KNUS-5, KGW-3, KSLQ-5, WFOM-5. Prime movers at WMAK 7-1, WABC 27-9, WPIX 13-4, 99X 19-10, KNDE 17-10, WTX 11-6, KSLQ 7-5. Top 5 selling single at Tower/S.D., Assoc./Phoenix, Mile High/Denver, Bee Gee/Albany, Waxie Maxie/D.C., Double B/L.I., Potomac/Wash., Prospect/Cleve., Sound Unltd./Chi., Franklin, Peaches, Music Scene/Atl., Stark/Cleve.
- #2 CAPTAIN AND TENNILLE** — #1 airplay at 22% of our reporters including WMPS, WZUU, KJRB, WLS, Y-100, WQAM, KIMN, KIOA, WOW, WJET, WDG, KJR, KILT, KBEQ, WOKY, KING, KLEO, WGCL, KTLK. Top 5 rotation at KXOK-2, WFIL-3, WCAO-3, WFI-3, WKBW-3, WSAI-5, WPEZ-2, WSAI-5, KLIF-3, WING-5, 13Q-4, WNCI-3, WPGC-3. 16 prime movers this week including WPEZ 7-3, WABC 22-19, WKBW 6-3, WPIX 21-18, WGCL 12-1, CKLW 16-6, 99X 24-19, WLS 5-1, WDFH 16-8, Z-96 29-20. Top 5 sales at Tower/S.F., Mile High/Denver, Licorice Pizza/L.A., Tosh's/Seattle, Peaches/Ft. Laud./Delwood, Peters/Boston, El Roy/L.I., Potomac/Wash., Sound Unltd./Chi., Franklin/Atl.
- #5 ROD STEWART** — #1 most active single for the third week in a row. 43 prime movers include WMPS 9-4, WQAM 19-8, WCAO 15-10, WQXI 20-5, WFIL 15-5, Y-100 14-7, WMAK 19-11, Q-102 6-2, Z-93 7-1, WDFH 9-2, WLS 12-4, WPEZ 8-1, WPIX 16-8, CKLW 20-7, WPGC 7-1, WNCI 10-5. Re-added at WRKO, KHJ, KFRC, KLIF, WHBQ, 99X. Added at KXOK, WXYZ. #1 at 28% of our reporting stations: WORC, WAKY, Z-93, KEEL, WSGN, WSGA, 94Q, WBBF, WBBQ, WHHY, WLAC, WKY, WSAI, WPEZ, WFOM, KAKC, KNUS, KEZY, WAYS, KRBE, WKLO, KSTP, 13Q, WPRO, KJOY, WPGC. Top 5 rotation at WERC-2, WMPS-4, WZUU-2, WLS-4, WDFH-2, WCOL-3, Q-102-2, WFIL-5, WQXI-5, Z-96-5, B-100-2, KIMN-5, WDRG-5, WJET-4, WDG-2, WKBW-2, KJR-5, KILT-2, WOKY-3, WNOE-2, KCBQ-2, WNCI-5, WGCL-4. Sales are beginning to catch up to enormous airplay with top 5 reports at Tower/S.F./Sacramento, Mile High/Denver, Tosh's/Seattle, Peaches/Denver, Cavages/Bufallo, King Karol/N.Y., Dicks/Boston, Potomac/Wash., Radio Dr./Milw.
- #6 BOSTON** — #2 most active single with 41 prime movers including WFI 12-7, WQXI 17-9, WFIL 21-17, WMAK 25-21, Q-102 16-11, Z-93 13-8, WLS 15-9, KJR 20-16, WKBW 12-9, WPIX 20-7, WPGC 11-7, CKLW 22-17, 13Q 22-15, KJH 18-12, WAYS 18-9, KLIF 23-18, KFRC 16-12. Key adds at WABC, WSAI, WHBQ, KGW, KDWB. Top 5 airplay at WDFH-3, WVBF-4, WCOL-4, B-100-1, KBEQ-5, WAVZ-2, KJOY-3, KAKC-3. Top 10 sales at Cassells/L.A., Double B/L.I., King Karol/N.Y., New England Music City/Boston, Potomac/Wash., Galgano/Chi., Stark/Cleve., Franklin, Peaches/Atl., Central South/Nash.
- #7 KISS** — Heavy adds at WABC, KHJ. 11 prime movers include WFI 16-11, Z-96 15-6, WMAK 12-8, WSAI 7-4, WKBW 14-11, WOKY 22-17, WTX 12-9, KLEO 16-7, KSLQ 22-18. Top 5 airplay at WORC-2, WERC-5, WVBF-4, Z-93-3, Q-102-1, KEEL-2, WISM-3, WQXI-4, WBBF-4, B-100-5, KIMN-3, KIOA-4, WOV-4, WKY-5, WING-2, KSTP-2, WNOE-3, WIRL-4, KING-2, KLEO-5, KGW-5, KPAM-2. Top 10 sales at Tosh's/Seattle, Peters, New England Music City/Boston, Potomac/Wash., Singer/Chi., Stark/Cleve., Franklin, Peaches/Atl.
- #8 BEE GEES** — Key adds at WLS, WQXI, WAYS, WSAI, WBBF. 12 prime movers include WQAM 21-17, WLEE 21-10, KJR 14-10, WPIX 18-16, WGCL 15-5, WDRQ 16-12, KILT 16-11, KSLQ 28-22, WKY 13-6. Top 5 airplay at KTAC-5, KJRB-5, WAPE-1, KEEL-5, WSGN-5, WLAC-4, WJET-2, WING-4, KSTP-5, WGCL-5, WRKO-1, WTX-2, KPAM-5. Top 10 sales at Tower/S.F., Cassells/L.A., Shulman/N.J., Peters/Boston, Rec. & Tape/Balt., Double B, El Roy/L.I., King Karol/N.Y., Radio Dr./Milw., Music Scene/Atl., Central South/Nash.
- #11 FIREFALL** — #10 most active single with 21 prime movers including WCAO 20-10, WMAK 17-10, WLS 18-12, WSAI 26-18, KILT 18-14, KRBE 20-14, KTLK 25-15, WNOE 40-32, WPGC 22-18. Top 5 airplay at WERC-3, WNDE-1. Top 10 sales at Tower/S.D., Peaches/Delwood, Peters/Boston, Natl. Rec. Mart/Pitt., Radio Dr./Milw., Sound Unltd./Chi., Central South/Nash.
- #12 COMMODORES** — Added at WDFH, WPRO. 12 prime movers including WCAO 18-14, Y-100 10-6, WCOL 24-20, KXOK 18-12, WABC 17-8, WPIX 26-24, WOKY 31-27, KNDE 27-22, WBGH 30-24. Top 5 airplay at WAPE-5, WHBQ-5, WAVZ-3, WDRQ-3. Strong sales at Tower/S.F./Sacramento, Peaches/Ft. Laud./St. Louis, Double B, El Roy/L.I., Town Hall/N.Y., Prospect/Cleve., Sound Unltd./Chi., Franklin, Peaches, Music Scene/Atl. (#32 on CB R&B singles chart.)
- #13 DeVORZON AND BOTKIN** — 17 prime movers including WFIL 23-15, WKBW 26-19, WPGC 18-12, WGCL 20-12, WAYS 9-5, WNOE 15-11, KNUS 18-10, WNDE 24-6, WIRL 10-5. Added at WDFH, WQXI, KDWB. Top 5 airplay at WSGN-4, Z-96-4, 94Q-5, KJR-3, KLIF-1, KILT-3, KRBE-3, KBEQ-2, KHJ-5, WIRL-5, WPRO-5, KFRC-4, KING-3, KJOY-2, KLEO-2, WNCI-4, WAYS-5, WRKO-2, KGW-4, KYA-1. Strong sales at Tower/S.F., Cassells, Soul City/L.A., Tosh's/Seattle, Peaches/Delwood/Denver, Peters, Dicks, New England Music City/Boston, Potomac/Wash., Galgano/Chi., Stark/Cleve., Franklin/Atl.
- #14 PETER FRAMPTON** — Added at WABC, KBEQ. 10 big jumps include WQAM 13-9, WMAK 14-9, WTX 18-12, KIMN 19-10, WLAC 13-8. Top 5 airplay at WORC-3, WMPS-2, KTAC-1, KXOK-5, WCOL-1, WSGN-3, WCAO-2, 94Q-2, WBBF-3, WHHY-3, KJR-4, WING-1, WHBQ-4, KNDE-5, KING-4, WPGC-4, WNCI-1, KEZY-5, KSLQ-3. Strong sales at Tower/S.D., Cassells, Soul City/L.A., Peaches/Delwood, Peters/Boston, Cavages/Bufallo, Double B/L.I., Potomac/Wash., Singer, Sound Unltd., Central South/Nash.
- #15 SPINNERS** — Added at WLS, Z-93, WLAC, WAPE, KJRB, KTAC, KJR, KING, WGH, KNUS. #4 most active single with 30 prime movers including WQAM 27-18, WFI 18-12, WFIL 18-12, KXOK 22-13, WABC 14-11, WPIX 9-11, 13Q 16-11, 13Q 16-11, WAYS 21-16. #6 most added single with other additions at Z-93, WLS, WLAC, WAPE, KJRB, KTAC, KJR, KING, KNUS. Top 5 airplay at WBGH-2, WCOL-5, WHHY-5, WHBQ-3, WPIX-5, WPGC-2, WDRQ-2, CKLW-1, WXYZ-2. Strong sales at Tower/S.F., Peaches/Atl./Ft. Laud./St. Louis, Peters/Boston, Rec. & Tape/Balt., Richman Bros./Phila., El Roy/L.I., King Karol/N.Y., New England Music City/Boston, Potomac/Wash., Natl. Rec. Mart/Pitt., Prospect, Stark/Cleve., Harmony House/Det., Central South/Nash. (#3 bullet on CB R&B singles chart.)
- #18 ALICE COOPER** — #8 most active single with 24 prime movers including WMPS 18-13, WCOL 7-2, Z-93 26-20, WCAO 27-22, WSAI 16-13, WKBW ex-26, WFIL ex-23, WMAK 23-14, WKBW 26-6, WPIX 25-3. New adds at KLIF, WHBQ, 13Q, KLEO, KIOA. Top 5 airplay at WZUU-4, WBGH-4, WCOL-2, KEEL-4, WBBQ-4, WHHY-4, WKLO-3, WOKY-2, WNOE-1, WDRQ-4, CKLW-3, WXYZ-3. Strong sales at Tower/S.D., Cassells, Soul City, Licorice Pizza/L.A., Peaches/Denver, Cavages/Bufallo, Richman Bros./Phila., Dicks, New England Music City/Boston, Potomac/Wash., Galgano/Chi., Radio Dr./Milw., Prospect, Stark/Cleve., Central South/Nash.
- #20 LEO SAYER** — #3 most active single with 38 prime movers including WMPS 17-11, WCAO 28-23, WLEE 23-16, Z-96 30-25, WMAK 27-18, Z-93 ex-26, WLS 45-33, KJR 17-13, KEEL 26-13, WSGA 20-16. New additions at WPIX, WXYZ, KBEQ, WIRL, WNDE, KIOA. Strong sales at Tower/S.D./S.F., Tosh's/Seattle, Peaches/Delwood, Bee Gee/Albany, Dicks, New England Music City/Boston, Galgano/Chi., Radio Dr./Milw., Harmony House/Det., Central South/Nash.
- #21 ENGLAND DAN AND JOHN FORD COLEY** — #4 most added single with 13 new stations including Y-100, WMAK, WLS, KXOK, CKLW, 13Q, KILT, KEZY, KNDE, WSGA. 13 prime movers include WMPS 23-19, WFI 25-18, WFIL ex-24, WCOL 21-14, Z-93 23-17, WDFH 21-16, WPGC 25-19, WGCL 29-19, WAYS 20-10. Strong sales at Tower/S.F., Mile High/Denver, Norman Cooper/Phila., Bee Gee/Albany, Double B, El Roy/L.I., Potomac/Wash., Singer, Galgano/Chi., Stark/Cleve., Peaches/Atl., Central South/Nash.
- #22 BURTON CUMMINGS** — #6 most active single with 26 prime movers including WMPS 17-11, WMAK ex-24, WCOL 28-21, Z-93 23-18, WKBW 20-7, WGCL 24-17, WING 21-24. New adds at WNCI, WOKY, KNDE. Top 5 airplay at WAKY-2, KJOY-4, WFOM-4. Strong sales at Mile High/Denver, Soul City/L.A., Tosh's/Seattle, Peaches/St. Louis/Denver/Cleve., Peters, Dicks New England Music City/Boston, Cavages/Bufallo, Potomac/Wash., Natl. Rec. Mart/Pitt., Galgano/Chi., Radio Dr./Milw., Stark/Cleve., Franklin/Atl.
- #24 McCOO/DAVIS** — #2 most added single with 22 new stations including WQXI, WFIL, Z-93, WAYS, KGW, KPAM, KJOY, KYA, KLEO, KJRB. 14 prime movers include CKLW 8-4, WHBQ 14-9, WDRQ 11-8, WTX 22-19, WCAO 9-4, WCOL 34-24, WGCL 18-13. Top 5 airplay at WCAO-4, CKLW-4. Strong sales at Tower/S.F., Cassells, Soul City, Licorice Pizza/L.A., Rec. & Tape/Balt., Double B, El Roy/L.I., Dicks/Boston, King Karol/N.Y., Potomac/Wash., Peaches/L.A., Prospect/Cleve., Harmony House/Det., Music Scene/Atl. (#5 bullet on CB R&B singles chart.)
- #25 ENGELBERT HUMPERDINCK** — 7 new adds: WGCL, KYA, KTAC, WZUU, WVBF, KEEL, WJET. 16 prime movers include WMPS ex-16, WCAO 30-20, WFIL ex-21, WMAK ex-27, WPEZ 25-22, WPGC 28-24, WING 36-29. #1 at WKBW. Strong sales at Tower/S.F., Licorice Pizza/L.A., Cavages/Bufallo, Bee Gee/Albany, El Roy/L.I., King Karol/N.Y., New England Music City/Boston, Natl. Rec. Mart/Pitt., Prospect, Stark/Cleve., Harmony House/Det.
- #28 YVONNE ELLIMAN** — Added at WMPS, WKY, WISM, WSGA, WIRL. 12 jumps include WCAO ex-27, WMAK ex-28, KJR 22-18, WKBW 27-23, WGCL 30-25, KING 24-17, KJOY 15-7, KGW 30-26. Strong sales at Tower/S.F., Tosh's/Seattle, Richman Bros./Phila., New England Music City/Boston, Prospect, Stark/Cleve., Harmony House/Det.
- #33 ELTON JOHN** — #1 most added single with 26 new stations including WABC, Z-93, WKBW, WNCI, KTLK, KJOY, KILT, WFIL, WFI, WPRO, WOKY, Z-96, WLEE. #7 most active single with 24 big jumps including WNOE 31-20, WTX 24-20, WMPS 25-16, WQAM 24-15, Y-100 23-18, WMAK ex-29, KXOK ex-19, KJR ex-25, WSAI 25-15, WGCL ex-2. Early sales at Peaches/Ft. Laud., El Roy/L.I., King Karol, Town Hall/Wash., Harmony House/Det., Peaches/Atl.
- #37 ELO** — #3 most added single with 14 new stations including WRKO, KGW, WJET. 16 prime movers include WMPS 24-17, WCAO ex-28, KJOY 24-15, Q-94 ex-26, WSGN ex-24, Z-96 ex-29. Good sales at Peaches/Ft. Laud., Licorice Pizza/L.A., Rec. & Tape/Balt., Dicks, New England Music City/Boston, Galgano/Chi., Stark/Cleve., Central South/Nash.
- #40 LTD** — Added at KJOY, KJR, WBGH, WAPE, WSGN, WLAC, WERC. Jumps at WCAO ex-29, Z-93 29-24, WGCL ex-28, WDRQ 10-7, WKLO 18-10. Sales at Tower/S.F./S.D., Cassells, Soul City/L.A., Peaches/Ft. Laud./St. Louis., Stark, Prospect/Cleve., Harmony House/Det., Music Scene/Atl. (#1 bullet on CB single chart.)
- #41 SYLVERS** — #5 most added single with 13 new stations including KTLK, WPRO, KTAC, WSGN, WISM, WSGA, Z-96, WJET, WERC. 7 prime movers including WBBQ ex-25, WFI ex-29, WING 24-19, WGCL ex-26, KGW 25-20, KPAM 19-15. Strong sales at Tower/S.F./S.D., Cassells/L.A., Rec. & Tape/Balt., Cavages/Bufallo, Richman Bros./Phila., Dicks, New England Music City/Boston, Potomac/Wash., Prospect, Stark/Cleve. (#16 bullet on CB R&B singles chart.)
- #43 DAVID DUNDAS** — Added at KAKC, WCAO, WFI, WAKY. Last week added at Z-93, WBGH, WCOL. Jumps at WJET 27-21, WHHY 16-11, WISM 21-17, Z-93 ex-30, WING 35-28. Sales at Galgano/Chi., Radio Dr./Milw.
- #45 BRICK** — Added at KRBE, WAYS, WCAO, WAPE, WBBQ. 10 big jumps include WMPS 30-20, WQAM 25-15, WQXI 14-8, Y-100 21-17, Z-93 14-10, WKLO 22-13, WING 44-37, WFOM ex-24. Sales at Peaches/Ft. Laud., Cavages/Bufallo, Potomac/Wash., Prospect, Stark/Cleve. (#14 bullet on CB R&B singles chart.)
- #60 ERIC CLAPTON** — Added at WRKO, KPAM, WKLO, WFOM. Last week added at KJOY, WBBQ. Jumps at WBBQ ex-30, WING 28-22, KJOY 28-22. Sales at Tower/S.D., Peaches/Denver, Rec. & Tape/Balt.
- #75 WALTER MURPHY** — Adds at WMPS, WGCL. Last week added at WORC, WBGH, KCBQ. Good action on the secondary level with adds at Q98, WRTR, WDBQ, KWVK, WHOT. Strong sales at Tower/S.D., Peaches/Delwood, El Roy/L.I., Prospect, Stark/Cleve., Harmony House/Det.
- #82 BEATLES** — Added at WKBW, WING, KXOK, WORC. Strong action at the secondary level with adds at KACY, WPTR, WTRY, WQPD, KSLY, KRSP. Early sales at Music Plus/L.A., Sound Unltd./Chi.
- #83 DR. BUZZARD'S ORIGINAL SAVANNAH BAND** — Added at WPIX, WORC. Last week added at Y-100. Strong early sales at Stark/Cleve., Double B/L.I., Tower/S.F., King Karol, Town Hall/N.Y., Dicks/Boston. (#76 bullet on CB R&B singles chart.)
- #84 DICKY LEE** — Added at KFRC, WAKY. (#9 bullet on CB Country singles chart.)
- #87 KENNY NOLAN** — Added at WNOE, WGCL, WMPS, WERC. Strong secondary action with new adds at KRIB, WCUE, KRSP, WCRO.

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Atlanta: At Peaches, full-page ad promoting 21 CBS releases, including the debut LPs by Boston and Wild Cherry and the newest releases by E,W & F, Chicago, Boz Scaggs, Neil Diamond, Aerosmith, Bob Dylan and Phoebe Snow, price not included. (*Sunday Atlanta Journal and Constitution*)

Baltimore: At Korvettes (4 locations), all-label sale with these features: all \$6.98 list releases for \$3.97/\$5.74 tape; the latest release by Stevie Wonder for \$7.94; the most recent albums by Lynyrd Skynyrd and Rush (both 2 LPs/\$7.98 list) for \$4.67 each; and "Nadia's Theme" by Barry DeVorzon and Perry Botkin, Jr. (A&M) for \$3.47. (*Sunday Baltimore Sun*)

Boston: At Lechmere (4 locations), "Nadia's Theme" (A&M) for \$3.28/\$4.56. At Strawberries (3), all-label sale with these features: the debut or latest albums by "all artists" for \$3.75; all other releases for \$3.99 per LP; the newest album by Elton John (\$12.98 list) for \$7.98; Elton John's "Greatest Hits" for \$3.75, and his "Goodbye Yellow Brick Road" (\$11.98 list) for \$6.95; the most recent album by Lynyrd Skynyrd and the soundtrack to "Car Wash" (both 2 LPs/\$7.98 list) for \$4.95 each; the newest albums by David Bromberg on Fantasy and by Don McLean on UA (both 2 LPs/\$7.98 list) for \$4.55 each; "Blue Note Live At The Roxy" (2 LPs/\$7.98 list) for \$5.95; the soundtrack to "Nashville" for \$3.75; a recording of the show "Chorus Line" (2 LPs), for \$4.99; another show album for \$2.99; and assorted budget releases and "overruns" for \$1.89-\$5.99. At Music City (3), multi-label sale (including A&M and Island) for \$3.99; and Led Zeppelin's "The Song Remains The Same" (\$11.98 list) for \$6.99. At Discount Records and Musicland stores, the latest release by the Bee Gees for \$3.99/\$4.99 tape. At the Harvard Coop (4), multi-label sale (including RCA, ABC, CBS, Capitol and Arista) without any specific prices mentioned; the latest release by Aztec Two-Step on RCA for \$3.99/\$5.59; the newest LP by Jimmie Speeris on Epic for \$3.77; and the most recent album by Arlo Guthrie on Warner Bros. for \$3.99. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Boston Sunday Globe and the Boston Phoenix*, November 2)

Chicago: MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Chicago Tribune*)

Cincinnati: At Super-X Drug stores, 12 releases, including the debut LPs by Boston and Dr. Buzzard's Original Savannah Band, and the newest releases by Bob Dylan, E,W&F, Boz Scaggs and Ringo Starr, for \$3.99/\$4.99 tape each. At Shillito's stores, seven children's LPs for \$1.49 each. (*Sunday Cincinnati Enquirer*)

Cleveland: At Uncle Bill's (11 locations), the "top 20 LPs," including the debut albums by Boston and Heart, and the most recent releases by E,W&F, Steve Miller, Chicago, Aerosmith, Bob Dylan and the Jefferson Starship, for \$3.95/\$4.95 tape each. At Gold Circles (7), ads over two pages with these features: 24 "hit c&w sounds," including the latest releases by Joe Stampley, George Jones/Tammy Wynette, Jones and Wynette separately, Willie Nelson and Rusty Wier, for \$3.79/\$4.98 tape each; 15 "super albums" including the newest LPs by Steve Miller, Orleans, E,W&F, Leon Russell and Eric Clapton, for \$3.99 each; either "Gratitude" by E,W&F or "All The World's A Stage" by Rush (both 2 LPs/\$7.98 list) for \$4.99; and three catalog disks by E,W&F for \$3.77 each. At Record Theatre (5), the "entire stock of jazz and soul" for \$3.99/\$4.99 tape. At Recordland (6), ad over two pages with these features: 17 CBS releases, including the debut LPs by Boston, Wild Cherry and Burton Cummings, and the most recent releases by Boz Scaggs, Chicago, Aerosmith, Bob Dylan and E,W&F, for \$3.99/\$5.99 tape each; and all Columbia classical albums for \$2.00 off the regular price of each LP. (*Cleveland Plain Dealer*, October 29 and 31)

Dallas: At Peaches, same ad with the identical features that appeared in Atlanta. At Woolco (5 locations), 30 CBS releases, including the debut LP by Wild Cherry and the latest releases by E,W&F, Chicago, Aerosmith, Bob Dylan and Neil Diamond, for \$3.99/\$5.33 tape each; and the newest release by Willie Nelson for \$3.87/\$4.99 tape. At Disc Records (3), "Porgy And Bess" on RCA (2 LPs/\$14.98 list) for \$9.99/\$11.99. (*Dallas Morning News*, October 29 and *Sunday Dallas Times Herald*)

Denver: At Peaches, same ad with the identical features that appeared in Atlanta and Dallas. Swan Song/Atlantic Records tie-in of the original soundtrack to the motion picture "The Song Remains The Same." MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Denver Post*)

Detroit: At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore, except that the latest albums by Lynyrd Skynyrd and Rush were not advertised, and five additional LPs, including the newest disk by Phoebe Snow and "greatest hits" albums by Mott the Hoople and New Riders of the Purple Sage, were for \$3.47 each. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Detroit News*)

Houston: Pablo/MCA Records logo tied to upcoming area concert appearances by Ella Fitzgerald, Joe Pass, Count Basie and Oscar Peterson. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Houston Chronicle*)

Los Angeles: At The Wherehouse (36 locations), full-page ad promoting seven releases on Island, including the newest LPs by Bob Marley and Robert Palmer and the debut releases by Yamashta/Winwood/Shrieve and Automatic Man, for \$3.88/\$4.88 tape each; a full-page ad promoting both of the Sylvers releases on Capitol for \$3.88/\$4.88 tape; and "Nadia's Theme" by Barry DeVorzon on Arista for \$3.88. At Tower Records (4), full-page ad promoting the most recent album by Chuck Mangione, tie-in with upcoming area concert appearance. At Music Plus (14), full-page ad promoting the newest release by Phoebe Snow for \$3.69/\$4.99 tape; the latest album by Gino Vannelli tied to upcoming area concert appearance; the most recent release by Robert Palmer for \$3.69/\$4.99 tape; and six albums on Pablo (\$7.98 list), including LPs by Count Basie, Milt Jackson and Dizzy Gillespie, for \$4.19 each. Ad promoting latest album by Gato Barbieri on A&M tied to upcoming area concert appearance, no specific store tie-ins. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." Swan Song/Atlantic Records tie-in of the original soundtrack to the motion picture "The Song Remains The Same." RSO Records tie-in of the original soundtrack to the motion picture "Bugsy Malone." (*Sunday Los Angeles Times Calendar* section)

Miami: Pablo/RCA Records logo tied to upcoming area concert appearances by Ella Fitzgerald, Count Basie, Oscar Peterson and Joe Pass. (*Sunday Miami Herald*)

Milwaukee: At Sears (13 locations), 14 releases, including the debut LP by Boston and the newest releases by E,W&F, Ringo Starr, Steve Miller, War, John Denver and Leon Russell, for \$3.99/\$4.99 tape each. (*Sunday Milwaukee Journal*)

Minneapolis: At Discount Records (2 locations), four classical albums by Alexis Weissenberg on Connoisseur Society for \$4.65 each. At Super Valu stores, Funk & Wagnalls Family Library of Great Music for \$2.69 per disk (first album in series for 69¢). MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." RSO Records tie-in of the original soundtrack to the motion picture "Bugsy Malone." (*Sunday Min-*

neapolis Tribune)

New Orleans: No ads in the *Sunday New Orleans Times-Picayune*.

New York: At Sam Goody (27 locations), these features over three pages: all WEA releases for \$4.29/\$5.79 tape; "Blue Moves" by Elton John (2 LPs/\$12.98 list) for \$7.49/\$9.49 tape; four "picks of the week," including the debut releases by Starland Vocal Band and Heart, for \$3.49/\$4.99 tape each; another "pick," "The Concert Of The Century" on Columbia (2 LPs/\$15.98 list) for \$7.97; four A&M releases, including the newest LPs by Richie Havens and Gino Vannelli, for \$4.29/\$5.79 tape each; either of the most recent releases by Quincy Jones and Peter Frampton for \$4.49/\$7.49 tape; either of the latest releases by Parliament and Donna Summer on Casablanca for \$3.99/\$4.99 tape; three Arista LPs, including the newest albums by Barry Manilow and Lou Reed, for \$3.99 each; the latest release by Stevie Wonder for \$7.99/\$9.99 tape; three other releases on Motown and Tamla, including the newest LPs by Diana Ross and the Commodores, for \$3.99/\$4.99 tape each; the debut release by Crack the Sky on Lifesong for \$4.29/\$5.79 tape; ten new Pablo releases (\$7.98 list), including albums by Milt Jackson, Ella Fitzgerald/Joe Pass, Count Basie and Dizzy Gillespie, for \$4.89/\$5.79 each; four Osmonds releases on Polydor, including the newest release by Donny & Marie Osmond, for \$3.99/\$5.79 tape each; the most recent release by Paul Anka for \$3.99/\$4.99 tape; 36 opera and operetta sets on London for \$4.29 per LP; the debut release by Thin Lizzy on Mercury for \$4.29/\$5.79 tape; the newest release by Rush (2 LPs/\$7.98 list) for \$4.89/\$7.49 tape; Wagner's "Rienzi" on Angel (5 LPs/\$35.98 list) for \$19.88; Delius' "Fennimore And Gerda" on Angel (2 LPs/\$14.98 list) for \$8.99; either of two other Angel recordings for \$3.99; and the soundtrack to "Bugsy Malone" on RSO for \$4.89/\$6.49 tape. At Korvettes (30), the following features: multi-label sale (including CBS, ABC, Buddah, Island and UA) for \$3.96/\$5.74; seven "super-specials," including "Dreamboat Annie" by Heart, "Free-For-All" by Ted Nugent, Jim Croce's "Greatest Hits," "Spitfire" by the Jefferson Starship, Boston's debut album, "Aquarian Dream" by Norman Connors and Helen Reddy's "Music, Music," for \$2.99 each; six RCA releases, including the latest albums by Hot Tuna, Pure Prairie League and Hall & Oates, for \$3.96 each; "Nadia's Theme" on A&M for \$3.46/\$4.94; the most recent albums by Eric Clapton and the Bee Gees on RSO for \$3.96 each; the newest disks by Norman Connors and Melba Moore on Buddha for \$3.64 each; four UA albums, including the latest LPs by ELO, Paul Anka and War, for \$3.64 each; four ABC releases, including the newest LPs by Leon Russell and the Climax Blues Band, for \$3.64 each; half-page ad promoting the most recent LP by Phoebe Snow for \$3.96; and a half-page ad promoting three releases by Robert Palmer (Island), including his newest album, for \$3.94/\$5.74 tape. At Jimmy's Music World (10), full-page ad with these features: 14 CBS releases, including the debut LPs by Boston and Wild Cherry and the latest releases by E,W&F, Bob Dylan, Chicago, Phoebe Snow and the Manhattan, for \$3.99/\$4.99 tape each; 13 "super-specials," including the most recent albums by Donna Summer, the Walter Murphy Band, Average White Band, Diana Ross, John Denver and Linda Ronstadt, for \$2.99 each; four releases on Capitol, including the newest releases by Steve Miller and Natalie Cole, for \$3.99/\$4.99 tape each; and assorted cutouts for \$1.00. Full-page ad promoting upcoming area concert appearance by Billy Joel tied to his most recent album on Columbia. MCA Records tie-in of the original soundtrack to the motion picture "The Slipper And The Rose." (*Sunday New York Times*)

Philadelphia: At Sam Goody (10 locations), all WEA releases for \$4.29/\$5.79 tape; eight "picks of the week," including the debut LP by Boston and the latest albums by E,W&F, Ringo Starr, Tom Waits, ELO and Rod Stewart, for \$3.99 each; "Blue Moves" by Elton John (another "pick") for \$7.99; "Born To Run" by Bruce Springsteen for \$4.29/\$5.79 tape; three CBS releases, including the most recent LPs by Phoebe Snow and Kansas, for \$3.99/\$5.49 tape; the newest disk by Lou Reed and "Nadia's Theme" by Barry DeVorzon (Arista) for \$3.99 each; two Angel classical albums for \$4.98, and one for \$4.19; a Seraphim LP containing Albinoni's "Adagio" (\$3.98 list) for \$2.49; Delius' "Fennimore And Gerda" on Angel (2 LPs/\$14.98 list) for \$9.38; and Wagner's "Rienzi" on Angel (5 LPs/\$35.98 list) for \$21.95. At Korvettes (5), same ad with the identical features and prices that appeared in Baltimore, except that the newest albums by Lynyrd Skynyrd were not advertised, releases by Phoebe Snow and Kansas were featured in place of LPs by E,W&F and Webster Lewis, and "Nadia's Theme" was for \$3.46 instead of \$3.47. Buddah Records tie-in of the single, "So Sad The Song," performed by Gladys Knight and the Pips, and the original soundtrack to the motion picture "Pipedreams." (*Sunday Philadelphia Inquirer*)

Pittsburgh: MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Pittsburgh Press*)

Portland: At G.I. Joe's (5 locations), seven releases on CBS, including the latest LPs by Willie Nelson, Joe Stampley, George Jones and Tammy Wynette, for \$4.29/\$5.29 tape each; and seven budget releases on CBS (\$4.98 list) for \$2.99/\$3.99 tape. At Longhair Music all Columbia classical releases for \$3.99/\$4.99 tape. (*Sunday Portland Oregonian*)

St. Louis: At Peaches (4 locations), same ad with the identical features that appeared in Atlanta, Dallas and Denver. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday St. Louis Post-Dispatch*)

San Francisco: At The Wherehouse (25 locations), all CBS releases for \$3.88/\$4 tape; "George Gershwin Plays Rhapsody In Blue" (no list price) for \$2.88; and all Columbia Odyssey classical LPs for \$2.22. At Discount Records (4), Shirley Bassey's catalog on UA for \$3.99. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*San Francisco Examiner Chronicle*, Datebook/This World)

Seattle: At Wide World of Music and Music Street (3 locations), CBS sale over two pages with these features: 18 releases, including the debut LPs by Boston and Wild Cherry and the latest releases by E,W&F, Bob Dylan, Aerosmith, Chicago, Lou Rawls and Herbie Hancock, for \$3.99/\$4.99 tape; the latest albums by Willie Nelson and Dan Fogelberg for \$3.47 each; 26 classical releases for \$3.99/\$5.29 tape each; six classical albums (2 LPs/\$7.98 list) for \$4.80 each; four classical sets (3 LPs/\$13.98 list) for \$8.40 each; "George Gershwin Plays Rhapsody In Blue" for \$2.99/\$4.99 tape; "The Concert Of The Century" (2 LPs) for \$4.80/\$5.99 tape; the Szell/Cleveland Orchestra recording of Beethoven's Nine Symphonies (7 LPs/\$27.98 list) for \$16.80; and all other releases for "40 percent off manufacturer's list." (*Sunday Seattle Times*)

Washington: At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore. At Waxie Maxie's (13), the latest releases by Donna Summer, Parliament, Michael Henderson and Norman Connors, and "Aquarian Dream" by Connors, for \$3.99/\$5.49 tape each. Buddah Records tie-in of the single, "So Sad The Song," performed by Gladys Knight and the Pips, and the original soundtrack to the motion picture "Pipe Dreams." (*Sunday Washington Post*)

Note: All information in the above list gathered from October 31 editions unless otherwise indicated.

BRASS CONS

The hottest new band of 1976.

As Brass Construction II ships out the door gold, the first Brass Construction album is going platinum.

That's a very good year.

Brass Construction II.
Produced by Jeff Lane.
Now available on
United Artists
Records and Tapes.



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Atlanta: At Peaches, full-page ad promoting 21 CBS releases, including the debut LPs by Boston and Wild Cherry and the newest releases by E,W & F, Chicago, Boz Scaggs, Neil Diamond, Aerosmith, Bob Dylan and Phoebe Snow, price not included. (*Sunday Atlanta Journal and Constitution*)

Baltimore: At Korvettes (4 locations), all-label sale with these features: all \$6.98 list releases for \$3.97/\$5.74 tape; the latest release by Stevie Wonder for \$7.94; the most recent albums by Lynyrd Skynyrd and Rush (both 2 LPs/\$7.98 list) for \$4.67 each; and "Nadia's Theme" by Barry DeVorzon and Perry Botkin, Jr. (A&M) for \$3.47. (*Sunday Baltimore Sun*)

Boston: At Lechmere (4 locations), "Nadia's Theme" (A&M) for \$3.28/\$4.56. At Strawberries (3), all-label sale with these features: the debut or latest albums by "all artists" for \$3.75; all other releases for \$3.99 per LP; the newest album by Elton John (\$12.98 list) for \$7.98; Elton John's "Greatest Hits" for \$3.75, and his "Goodbye Yellow Brick Road" (\$11.98 list) for \$6.95; the most recent album by Lynyrd Skynyrd and the soundtrack to "Car Wash" (both 2 LPs/\$7.98 list) for \$4.95 each; the newest albums by David Bromberg on Fantasy and by Don McLean on UA (both 2 LPs/\$7.98 list) for \$4.55 each; "Blue Note Live At The Roxy" (2 LPs/\$7.98 list) for \$5.95; the soundtrack to "Nashville" for \$3.75; a recording of the show "Chorus Line" (2 LPs), for \$4.99; another show album for \$2.99; and assorted budget releases and "overruns" for \$1.89-\$5.99. At Music City (3), multi-label sale (including A&M and Island) for \$3.99; and Led Zeppelin's "The Song Remains The Same" (\$11.98 list) for \$6.99. At Discount Records and Musicland stores, the latest release by the Bee Gees for \$3.99/\$4.99 tape. At the Harvard Coop (4), multi-label sale (including RCA, ABC, CBS, Capitol and Arista) without any specific prices mentioned; the latest release by Aztec Two-Step on RCA for \$3.99/\$5.59; the newest LP by Jimmie Speeris on Epic for \$3.77; and the most recent album by Arlo Guthrie on Warner Bros. for \$3.99. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Boston Sunday Globe* and the *Boston Phoenix*, November 2)

Chicago: MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Chicago Tribune*)

Cincinnati: At Super-X Drug stores, 12 releases, including the debut LPs by Boston and Dr. Buzzard's Original Savannah Band, and the newest releases by Bob Dylan, E,W&F, Boz Scaggs and Ringo Starr, for \$3.99/\$4.99 tape each. At Shillito's stores, seven children's LPs for \$1.49 each. (*Sunday Cincinnati Enquirer*)

Cleveland: At Uncle Bill's (11 locations), the "top 20 LPs," including the debut albums by Boston and Heart, and the most recent releases by E,W&F, Steve Miller, Chicago, Aerosmith, Bob Dylan and the Jefferson Starship, for \$3.95/\$4.95 tape each. At Gold Circles (7), ads over two pages with these features: 24 "hit c&w sounds," including the latest releases by Joe Stampley, George Jones/Tammy Wynette, Jones and Wynette separately, Willie Nelson and Rusty Wier, for \$3.79/\$4.98 tape each; 15 "super albums" including the newest LPs by Steve Miller, Orleans, E,W&F, Leon Russell and Eric Clapton, for \$3.99 each; either "Gratitude" by E,W&F or "All The World's A Stage" by Rush (both 2 LPs/\$7.98 list) for \$4.99; and three catalog disks by E,W&F for \$3.77 each. At Record Theatre (5), the "entire stock of jazz and soul" for \$3.99/\$4.99 tape. At Recordland (6), ad over two pages with these features: 17 CBS releases, including the debut LPs by Boston, Wild Cherry and Burton Cummings, and the most recent releases by Boz Scaggs, Chicago, Aerosmith, Bob Dylan and E,W&F, for \$3.99/\$5.99 tape each; and all Columbia classical albums for \$2.00 off the regular price of each LP. (*Cleveland Plain Dealer*, October 29 and 31)

Dallas: At Peaches, same ad with the identical features that appeared in Atlanta. At Woolco (5 locations), 30 CBS releases, including the debut LP by Wild Cherry and the latest releases by E,W&F, Chicago, Aerosmith, Bob Dylan and Neil Diamond, for \$3.99/\$5.33 tape each; and the newest release by Willie Nelson for \$3.87/\$4.99 tape. At Disc Records (3), "Porgy And Bess" on RCA (2 LPs/\$14.98 list) for \$9.99/\$11.99. (*Dallas Morning News*, October 29 and *Sunday Dallas Times Herald*)

Denver: At Peaches, same ad with the identical features that appeared in Atlanta and Dallas. Swan Song/Atlantic Records tie-in of the original soundtrack to the motion picture "The Song Remains The Same." MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Denver Post*)

Detroit: At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore, except that the latest albums by Lynyrd Skynyrd and Rush were not advertised, and five additional LPs, including the newest disk by Phoebe Snow and "greatest hits" albums by Mott the Hoople and New Riders of the Purple Sage, were for \$3.47 each. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Detroit News*)

Houston: Pablo/MCA Records logo tied to upcoming area concert appearances by Ella Fitzgerald, Joe Pass, Count Basie and Oscar Peterson. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Houston Chronicle*)

Los Angeles: At The Wherehouse (36 locations), full-page ad promoting seven releases on Island, including the newest LPs by Bob Marley and Robert Palmer and the debut releases by Yamashta/Winwood/Shrieve and Automatic Man, for \$3.88/\$4.88 tape each; a full-page ad promoting both of the Sylvers releases on Capitol for \$3.88/\$4.88 tape; and "Nadia's Theme" by Barry DeVorzon on Arista for \$3.88. At Tower Records (4), full-page ad promoting the most recent album by Chuck Mangione, tie-in with upcoming area concert appearance. At Music Plus (14), full-page ad promoting the newest release by Phoebe Snow for \$3.69/\$4.99 tape; the latest album by Gino Vannelli tied to upcoming area concert appearance; the most recent release by Robert Palmer for \$3.69/\$4.99 tape; and six albums on Pablo (\$7.98 list), including LPs by Count Basie, Milt Jackson and Dizzy Gillespie, for \$4.19 each. Ad promoting latest album by Gato Barbieri on A&M tied to upcoming area concert appearance, no specific store tie-ins. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." Swan Song/Atlantic Records tie-in of the original soundtrack to the motion picture "The Song Remains The Same." RSO Records tie-in of the original soundtrack to the motion picture "Bugsy Malone." (*Sunday Los Angeles Times Calendar* section)

Miami: Pablo/RCA Records logo tied to upcoming area concert appearances by Ella Fitzgerald, Count Basie, Oscar Peterson and Joe Pass. (*Sunday Miami Herald*)

Milwaukee: At Sears (13 locations), 14 releases, including the debut LP by Boston and the newest releases by E,W&F, Ringo Starr, Steve Miller, War, John Denver and Leon Russell, for \$3.99/\$4.99 tape each. (*Sunday Milwaukee Journal*)

Minneapolis: At Discount Records (2 locations), four classical albums by Alexis Weissenberg on Cornuissour Society for \$4.65 each. At Super Valu stores, Funk & Wagnalls Family Library of Great Music for \$2.69 per disk (first album in series for 69¢). MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." RSO Records tie-in of the original soundtrack to the motion picture "Bugsy Malone." (*Sunday Min-*

neapolis Tribune)

New Orleans: No ads in the *Sunday New Orleans Times-Picayune*.

New York: At Sam Goody (27 locations), these features over three pages: all WEA releases for \$4.29/\$5.79 tape; "Blue Moves" by Elton John (2 LPs/\$12.98 list) for \$7.49/\$9.49 tape; four "picks of the week," including the debut releases by Starland Vocal Band and Heart, for \$3.49/\$4.99 tape each; another "pick," "The Concert Of The Century" on Columbia (2 LPs/\$15.98 list) for \$7.97; four A&M releases, including the newest LPs by Richie Havens and Gino Vannelli, for \$4.29/\$5.79 tape each; either of the most recent releases by Quincy Jones and Peter Frampton for \$4.49/\$7.49 tape; either of the latest releases by Parliament and Donna Summer on Casablanca for \$3.99/\$4.99 tape; three Arista LPs, including the newest albums by Barry Manilow and Lou Reed, for \$3.99 each; the latest release by Stevie Wonder for \$7.99/\$9.99 tape; three other releases on Motown and Tamla, including the newest LPs by Diana Ross and the Commodores, for \$3.99/\$4.99 tape each; the debut release by Crack the Sky on Lifesong for \$4.29/\$5.79 tape; ten new Pablo releases (\$7.98 list), including albums by Milt Jackson, Ella Fitzgerald/Joe Pass, Count Basie and Dizzy Gillespie, for \$4.89/\$5.79 each; four Osmonds releases on Polydor, including the newest release by Donny & Marie Osmond, for \$3.99/\$5.79 tape each; the most recent release by Paul Anka for \$3.99/\$4.99 tape; 36 opera and operetta sets on London for \$4.29 per LP; the debut release by Thin Lizzy on Mercury for \$4.29/\$5.79 tape; the newest release by Rush (2 LPs/\$7.98 list) for \$4.89/\$7.49 tape; Wagner's "Rienzi" on Angel (5 LPs/\$35.98 list) for \$19.88; Delius' "Fennimore And Gerda" on Angel (2 LPs/\$14.98 list) for \$8.99; either of two other Angel recordings for \$3.99; and the soundtrack to "Bugsy Malone" on RSO for \$4.89/\$6.49 tape. At Korvettes (30), the following features: multi-label sale (including CBS, ABC, Buddah, Island and UA) for \$3.96/\$5.74; seven "super-specials," including "Dreamboat Annie" by Heart, "Free-For-All" by Ted Nugent, Jim Croce's "Greatest Hits," "Spitfire" by the Jefferson Starship, Boston's debut album, "Aquarian Dream" by Norman Connors and Helen Reddy's "Music, Music," for \$2.99 each; six RCA releases, including the latest albums by Hot Tuna, Pure Prairie League and Hall & Oates, for \$3.96 each; "Nadia's Theme" on A&M for \$3.46/\$4.94; the most recent albums by Eric Clapton and the Bee Gees on RSO for \$3.96 each; the newest disks by Norman Connors and Melba Moore on Buddah for \$3.64 each; four UA albums, including the latest LPs by ELO, Paul Anka and War, for \$3.64 each; four ABC releases, including the newest LPs by Leon Russell and the Climax Blues Band, for \$3.64 each; half-page ad promoting the most recent LP by Phoebe Snow for \$3.96; and a half-page ad promoting three releases by Robert Palmer (Island), including his newest album, for \$3.94/\$5.74 tape. At Jimmy's Music World (10), full-page ad with these features: 14 CBS releases, including the debut LPs by Boston and Wild Cherry and the latest releases by E,W&F, Bob Dylan, Chicago, Phoebe Snow and the Manhattans, for \$3.99/\$4.99 tape each; 13 "super-specials," including the most recent albums by Donna Summer, the Walter Murphy Band, Average White Band, Diana Ross, John Denver and Linda Ronstadt, for \$2.99 each; four releases on Capitol, including the newest releases by Steve Miller and Natalie Cole, for \$3.99/\$4.99 tape each; and assorted cutouts for \$1.00. Full-page ad promoting upcoming area concert appearance by Billy Joel tied to his most recent album on Columbia. MCA Records tie-in of the original soundtrack to the motion picture "The Slipper And The Rose." (*Sunday New York Times*)

Philadelphia: At Sam Goody (10 locations), all WEA releases for \$4.29/\$5.79 tape; eight "picks of the week," including the debut LP by Boston and the latest albums by E,W&F, Ringo Starr, Tom Waits, ELO and Rod Stewart, for \$3.99 each; "Blue Moves" by Elton John (another "pick") for \$7.99; "Born To Run" by Bruce Springsteen for \$4.29/\$5.79 tape; three CBS releases, including the most recent LPs by Phoebe Snow and Kansas, for \$3.99/\$5.49 tape; the newest disk by Lou Reed and "Nadia's Theme" by Barry DeVorzon (Arista) for \$3.99 each; two Angel classical albums for \$4.98, and one for \$4.19; a Seraphim LP containing Albinoni's "Adagio" (\$3.98 list) for \$2.49; Delius' "Fennimore And Gerda" on Angel (2 LPs/\$14.98 list) for \$9.38; and Wagner's "Rienzi" on Angel (5 LPs/\$35.98 list) for \$21.95. At Korvettes (5), same ad with the identical features and prices that appeared in Baltimore, except that the newest albums by Lynyrd Skynyrd were not advertised, releases by Phoebe Snow and Kansas were featured in place of LPs by E,W&F and Webster Lewis, and "Nadia's Theme" was for \$3.46 instead of \$3.47. Buddah Records tie-in of the single, "So Sad The Song," performed by Gladys Knight and the Pips, and the original soundtrack to the motion picture "Pipedreams." (*Sunday Philadelphia Inquirer*)

Pittsburgh: MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday Pittsburgh Press*)

Portland: At G.I. Joe's (5 locations), seven releases on CBS, including the latest LPs by Willie Nelson, Joe Stampley, George Jones and Tammy Wynette, for \$4.29/\$5.29 tape each; and seven budget releases on CBS (\$4.98 list) for \$2.99/\$3.99 tape. At Longhair Music all Columbia classical releases for \$3.99/\$4.99 tape. (*Sunday Portland Oregonian*)

St. Louis: At Peaches (4 locations), same ad with the identical features that appeared in Atlanta, Dallas and Denver. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*Sunday St. Louis Post-Dispatch*)

San Francisco: At The Wherehouse (25 locations), all CBS releases for \$3.88/\$4 tape; "George Gershwin Plays Rhapsody In Blue" (no list price) for \$2.88; and all Columbia Odyssey classical LPs for \$2.22. At Discount Records (4), Shirley Bassey's catalog on UA for \$3.99. MCA Records tie-in of the original soundtrack to the motion picture "Car Wash." (*San Francisco Examiner Chronicle*, Datebook/This World)

Seattle: At Wide World of Music and Music Street (3 locations), CBS sale over two pages with these features: 18 releases, including the debut LPs by Boston and Wild Cherry and the latest releases by E,W,&F, Bob Dylan, Aerosmith, Chicago, Lou Rawls and Herbie Hancock, for \$3.99/\$4.99 tape; the latest albums by Willie Nelson and Dan Fogelberg for \$3.47 each; 26 classical releases for \$3.99/\$5.29 tape each; six classical albums (2 LPs/\$7.98 list) for \$4.80 each; four classical sets (3 LPs/\$13.98 list) for \$8.40 each; "George Gershwin Plays Rhapsody In Blue" for \$2.99/\$4.99 tape; "The Concert Of The Century" (2 LPs) for \$4.80/\$5.99 tape; the Szell/Cleveland Orchestra recording of Beethoven's Nine Symphonies (7 LPs/\$27.98 list) for \$16.80; and all other releases for "40 percent off manufacturer's list." (*Sunday Seattle Times*)

Washington: At Korvettes (5 locations), same ad with the identical features and prices that appeared in Baltimore. At Waxie Maxie's (13), the latest releases by Donna Summer, Parliament, Michael Henderson and Norman Connors, and "Aquarian Dream" by Connors, for \$3.99/\$5.49 tape each. Buddah Records tie-in of the single, "So Sad The Song," performed by Gladys Knight and the Pips, and the original soundtrack to the motion picture "PipeDreams." (*Sunday Washington Post*)

Note: All information in the above list gathered from October 31 editions unless otherwise indicated.

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Elvin Bishop, Southside Hit L.A. Strongly

ROXY, L.A. — Against the backdrop of mid-1930s art deco Hollywood chic, the epitome of southern funk made its appearance in the presence of Elvin Bishop and proved once again that what appeals to the laid-back rural folk of Georgia is every bit as poignant to the urban sophisticate as sex or politics. Bishop has made the transition from anonymous sideman to budding superstar in a mere decade. The cherubic Bishop, once Mike Bloomfield's foil in the Paul Butterfield Blues Band of the mid-'60s, has blossomed into one of pop music's most articulate spokesmen. Though pop music audiences became exposed to Bishop through his top ten single of last summer, "Fooled Around And Fell In Love," last week's Roxy audience related as much to his rhythm and blues impromptu riffs as they did to the chart-topper.

Bishop's backup band, consisting of two female vocalists, four horns, a guitar, piano, drum and bass unit, was exceptionally tight and fueled the leader's vehicle with enough funky gas to carry him in style from Macon

to L.A. and back. Certainly the market for Bishop's progressive-type funk has grown tremendously the last few years, but no one to date seems to have perfected it as well as he. Dynamically, the Bishop set could have been an audio-textbook case history for any budding group whose live appearances showcase only the fact that they can play at volume 10 throughout their performances. Modulating both voices and instruments from seductive whispers to orgasmic yelps, Bishop maintained control of the audience as if he were Mandrake the Magician pulling the ace of hearts from his sleeve.

With the advent of Bruce Springsteen a year ago, the music scene once again opened up and several new quasi-stars peered from behind tattered amplifiers to make their presence felt. Perhaps most notable among this legion of newcomers is Southside Johnny & The Asbury Jukes. The band's ensemble (except for the lack of female vocalists) was a direct matchup to Bishop's band and the styles were com-

plementary. Make no mistake about it — Southside Johnny likes his music a little rougher than Elvin Bishop. Reminiscent of the Tina Turner line in "Proud Mary," Johnny and band presented a hauntingly familiar set of rhythmically funky riffs and chords that evoked memories of the great New York gang wars of the 1950s, and more recently, J. Geils and Springsteen. If Johnny has not yet topped the charts, it may well be that he has lacked the massive exposure of these two predecessors, but his time may soon be at hand. Though Johnny himself appeared slightly displeased with his first Roxy set, the audience adopted a contrary viewpoint. Several times during the performance members of the audience left their seats to stomp and cheer in the moist, crowded aisles. In the truest "get-down" tradition it can safely be said that Southside Johnny's best days are still ahead of him, and judging from the Roxy fans' appreciation, those days may be just around the corner.

d.b.

Pure Prairie League In L.A.; Plays Major League Music

ROXY, L.A. — Riding out from the Ohio River Valley, Pure Prairie League has captured the heartland of America with a foot-stomping, hand-clapping brand of American bluegrass, rockabilly, folk, country and rock 'n' roll music.

Pure Prairie's recent two-night engagement here marked its first local appearance in over a year and during that time the band's new-found reputation has spread like wildfire.

Strictly a touring band, Pure Prairie had been playing the club, college and bar circuit throughout the mid- and southwest, attracting a small but highly devoted following. However, records were not selling and they soon found themselves without a recording contract. Undaunted, the band continued to tour and attract new fans with a corresponding increase in album sales. Following the initial success of "Bustin' Out," the band's second LP which has since gone gold, RCA re-signed the boys and began to provide them with the kind of publicity and promotion they needed.

Concentrating on material from its

newly-released "Dance" album, Pure Prairie succeeded in touching all career phases with the Roxy crowd as it reached back to perform numbers from its first four LPs, including the hit singles "Amie" and "Two Lane Highway."

The departure of Craig Lee Fuller, one of the band's founding members and author of many of the group's more mellow sounds, to the American Flyer band has brought a harder-driving energy to the League's music. Onstage, Pure Prairie seemed to prefer cranking up its electric guitars to relaxing with acoustics, thus rendering even the most laid-back tunes urgent.

As any good country band should, Pure Prairie excelled in well-harmonized vocals, sharing the leads back and forth from number to number. Rhythm guitarist George Ed Powell, sporting a nice country twang, handled the rockabilly tunes; Mike Reilly, bassist, fronted the band on rock-oriented songs; while lead guitarist Larry Goshorn took the vocal spotlight on the softer numbers.

While all three are quite capable, even exciting guitarists, the evening's instrumental highlights were provided by John David Call with his pedal steel guitar on nearly every number and banjo on "Pickin' To Beat The Devil." Remaining League members include drummer Billy Hinds, whose excellent backing often got lost among the myriad of guitars, and honky-tonk piano player Michael O'Connor.

Although Pure Prairie League has been enthusiastically smothered in the motherly bosom of middle America, the band will require a great deal of coastal exposure if it ever hopes to expand its nationwide touring dates from clubs to concert arenas.

While certain charismatic country rock bands such as the Eagles and Poco are easily identified with a particular lifestyle and are idolized as much for that lifestyle as for their music, Pure Prairie League must rely solely upon its music for acceptance. If its Roxy engagement and the enthusiastic audience response are any indications, superstardom may be simply a short piece up the road.

r.r.

First U.S. ECM Gig Success; Jarrett Appears

EVERY FISHER HALL, NYC — ECM Records, the European jazz label distributed in the United States by Polydor, began its nationwide tour here with the intention of exposing its artists within the label's total identity. This engagement, slightly more extended than the shows that will appear around the country, began on a quiet note with the guitars of Ralph Towner, who plays the twelve-stringed acoustic and classical models, and John Abercrombie, who duetted with Towner on minimally amplified electric guitar. They built from free rhythmic interchange to more accessible melodies, much in the style of their recent release, "Sargasso Sea." Towner, who suspends melodies and arpeggios to the point where each string speaks a separate part, and Abercrombie, who displays a strong sense of solo construction in addition to a speed and fluidity equal to that of most modern electric guitarists, complement each other's styles very well. They were joined by Colin Walcott, who plays with Towner in Oregon as well as having his own ECM solo album, "Cloud Dance." He added accents with the Indian tablas and other percussion as well as contributing melodically on the sitar.

Following was Colors, led by the German bassist Eberhard Weber, who plays a six-stringed instrument of his own design. The group was highlighted by soprano saxo-

phonist Charlie Mariano, who has been living in Europe for the last few years as well as recording there, and is rarely heard in the U.S. This is unfortunate, since Mariano played very well in the modal, subtly rock-and-latin-influenced contemporary jazz style of the group, which approached the sound of the early Weather Report at its best moments. Those moments came as Mariano drew long, pure elegantly shaped notes from his horn in a way that recalled Wayne Shorter, backed by Weber's facile bass playing. In a set that lasted too long, however, Weber's drummer and keyboardist proved the weak points of the group, failing to maintain interest with resultant tedium.

By the time intermission had ended, the concert was already running behind schedule, demanding a program change that immediately brought out Gary Burton's quartet. The new, trimmer Burton group provides a clearer listening experience than his recent quintet. Bassist Steve Swallow and guitarist Pat Metheny are now writing most of the material used in the group's repertoire, and the new drummer, Dan Gottlieb, enmeshed himself into the ensemble with the proper feeling. Vibist Gary Burton, of course, is one of the most disciplined technicians of any instrument in jazz, and on that basis alone provides non-stop visual amazement. The scheduling problem cut Burton's time rather short.

The next, completely unscheduled (but heavily rumored) appearance was that of Keith Jarrett, the ECM artist who probably has made the largest impact in terms of record sales. Jarrett's style of completely impromptu solo piano improvisation has won him acclaim the world over, and his ever-expanding audience now extends far beyond the small circle of critics and fanatics usually associated with jazz artists. In fact, in the case of Jarrett and all the ECM musicians, the term "jazz" is almost a misnomer, since the music they play is a blend of jazz, classical, contemporary "serious" and international styles, and the artist roster offers an international cast of players. Joining in various combinations under the direction of producer Manfred Eicher, the musicians work in an atmosphere that supports interaction.

This is a healthy situation, one that could yield new styles of music in the future. Hopefully, the ECM Festival as it appears in other cities will feature fewer artists, and even sets, to give each a clearer chance to come across. This concert was marred by uneven scheduling, and Jack De Johnette (whose set at the Village Vanguard, recently reviewed in these pages, was well received) went on late, after Jarrett. As a result he faced the unhappy situation of playing before a tired and uninterested audience.

p.d.

Tommy Bolin

SANTA MONICA CIVIC — Brian Auger and his Oblivion Express opened the recent Tommy Bolin show with a mind-splattering exercise called "Brain Damage" which ravaged so much of the audience's collective consciousness that by the time Bolin arrived, those in attendance would probably have cheered a performer who came out and ran some very loud chainsaws for a few hours.

When Bolin did arrive, the audience, sufficiently manhandled by Auger, welcomed him boisterously; fortunately for the guitarist, there were enough Deep Purple fans in attendance to remind him of his legend.

Bolin carries plenty of style and glamor to be effective on stage. But although his musical credits and accomplishments are numerous, Sunday's show was wrought with problems, most of which were not Bolin's fault.

While opening with a rousing and infectious rocker that immediately stated the band's presence, Bolin found the sound system wanting, and repeated efforts to communicate to his stage hands that something was amiss proved distracting and disconcerting. After repeated efforts to try to make things sound right, Bolin apparently figured he had better get on with it and tried to make the most of it.

After approximately 45 minutes, Bolin was apparently satisfied that he had given the audience enough, joined his band arm-in-arm in a victorious bow, and said good night. When he and the band came right back and Bolin triumphantly announced that the set had been only the second time they had all played together, the reasons behind some of his problems became immediately clear. An obligatory but lengthy encore merely featured more of what was an excessive but highly successful experiment in loudness.

With more time together, Bolin and band will be able, hopefully, to supply (to a much greater degree) effective and aesthetically appealing musical communication. Bolin wasn't able to provide much of that last week, and instead gave the audience an abundance of tortured grimacing, naughty prancing, shrill sound effects, and high-visual guitar-waving. The crowd loved it.

d.b.

AWB/Solid Funk

HOLLYWOOD PALLADIUM — If the music of the Average White Band cannot be clearly defined as pop or R&B because of its acceptance at both levels, the group's success with albums and concert appearances have both shed a much clearer light on the devoted following this group has achieved since its first album in 1974.

AWB's appearance at the Palladium last week marked the second time the group has brought a Halloween disco party to Hollywood. Last October's soldout two night stand before 12,000 obviously appreciative fans at the Palladium showed the group's wide appeal to a mixed ethnic crowd. This year's performance was no exception.

Poised and confident onstage, the Average White Band brought to life three of its best known songs, "Pick Up the Pieces," "Cut The Cake" and the group's last single "Queen Of My Soul." Skillfully utilizing the same vocal qualities onstage that highlight the group's flawless sound on their LP, AWB proved it is as excellent a vocal as it is an instrumental band. Although AWB playing is flawless, especially on hits like "Pieces" or "Cake," the group's forte seems to be most evident in their newer material — material that allows them to establish a pervading, almost mystical mood with live vocals. Most exemplary of this mood were "Queen Of My Soul" and "Love Of Your Own," both from the new album.

j.b.

picks of the week



POINTER SISTERS (ABC Blue Thumb 271)
You Gotta Believe (2:44) (Duchess Music — BMI) (Whitfield)

When the Pointer Sisters open up with a kinky sound, you know something's going on. Taken from the forthcoming LP "Best Of The Pointer Sisters," the hook is contained in the catchy title refrain "You gotta believe in something, why not believe in me." With a rhythmic percussion the sisters counterattack with consistently strong and steamy vocals. A hot record for both R&B and AM charts.

JEFFERSON STARSHIP (Grunt 10791)
St. Charles (3:50) (Little Dragon Music/Diamond Music/Lunatunes — BMI) (Kantner, Balin, Barish, Chaquico & Thunderhawk)

Hot on the heels of the hit "With Your Love," the Starship's new single is contained within the recent "Spitfire" LP. Has a spacey opening reminiscent of some of the "Volunteers" material. The rock ballad tells of a girl in love "walking by the river." Effective group harmonies and a dynamic arrangement add up to another top 40 dead ringer. Already on FM Playlists.

ROBERT PALMER (Island 075)

Man Smart, Woman Smarter (2:35) (Chesdel Music — BMI) (Kleiber)

Here's the first single from the quickly rising LP "Some People Can Do What They Like." With an extremely infectious sound, Palmer grabs the listener immediately. His vocal is strong and right on cue, slightly reminiscent of the Rod Stewart style. Jamaican steel drums complement the calypso sound for a tight arrangement. Could easily sell a million, already on FM radio, for AM and R&B charts.

THE IMPRESSIONS (Cotillion 44211)

I Saw Mommy Kissing Santa Claus (4:42) (Regent Music — BMI) (Connor)

Here's the first of an expected avalanche of Xmas singles. Taken from a forthcoming LP "Funky Christmas." The singer speaks the introduction. The group dives into an energetic R&B version of a well-known song. The production is superb and incredibly tight. This record should go far on AM and R&B charts.

STANLEY CLARKE (Nemperor 009)

Hot Fun (2:50) (Clarke Music — BMI) (Clarke)

Clarke's latest offering is from his recent "School Days" LP. The repeated riff on this instrumental is shared by a snappy bass, guitar and horns. The arrangement is nothing short of brilliant. Watch this one take off quickly — FM, R&B and AM playlists.

LAVERNE & SHIRLEY (Atlantic 3367)

Chapel Of Love (3:15) (Trio, Mother Bertha — BMI) (Spector, Greenwich, Barry)

Here's the first single from the swinging TV duo from their forthcoming LP. Their cover version of the Dixie Cups hit is no match for the original. The arrangement includes a sparkling piano and bells. The vocals lack sufficient punch to pull this record off. For MOR and AM playlists.

EASY STREET (Capricorn 0265)

Feels Like Heaven (3:16) (No Exit Music — BMI) (Nichol, Marsh, Zorn)

From the recent "Easy Street" LP, it's the second single from that source. While reminiscent of a cross between the Doobie Brothers and the Eagles, the sound is fresh and original. The group highlights some clean and smooth harmonies. A quick rockin' organ is heavily used in the background. Expect instant adds on FM and AM playlists.

PARIS (Capitol 4356)

Big Towne, 2061 (3:30) (Glenwood Music/Parisian Music — ASCAP) (Welch)

Paris' title track from their recent LP "Big Towne, 2061," this song is already receiving strong disco play, which should come as no surprise. The group delivers some spacey metal with a sharp R&B edge. Group members used to be with Fleetwood Mac and Jethro Tull. Watch for definite adds all across the board.

L.A. JETS (RCA 10826)

Prisoner (Captured By Your Eyes) (3:57) (Koppleman-Bandier Music — BMI) (Lawrence, Desautels)

Featuring a Neil Young-like piano opening, Karen Lawrence performs a passionate and dynamic vocal. The production is strong and includes a resounding orchestration. Guitars drive home some well-placed riffs. Has the sure sound of hit material. For FM and AM playlists.

EARTH, WIND & FIRE (Columbia 10439)

Saturday Nite (3:42) (Sagfire Music — BMI) (White, McKay, Bailey)

Followup to the hit "Getaway," this new EWF single is also on the recent "Spirit" LP. Shouting 1,2,3,4 — horns come waiting in followed by a snappy R&B synthesizer. The vocals are full, the group utilizes a winning variety of vocal styles — funky and smooth. Sure to be another smash for the group, for R&B and AM charts.

BARRY MANILOW (Arista 2334)

Weekend In New England (3:38) (Unart Music/Piano Picker Music — BMI) (Edelman)

Manilow's new single is from his recent LP "This One's For You." Penned by Randy Edelman. A piano plays in the foreground, the vocal is strong and right to the point. The production is overflowing with horns and strings. This pop ballad will do very well on AM and MOR charts.

DARYL HALL & JOHN OATES (RCA 10808)

Do What You Want, Be What You Are (3:42) (Unichappell Music — BMI) (Hall & Oates)

Taken from the group's recent LP "Bigger Than The Both Of Us," this record is already on the charts. The familiar hitbound Hall & Oates sound permeates throughout. Echo is used effectively, the title "Be what you are" delivers a powerful right hook. Production by Christopher Bond is exceptional. Already on FM playlists and AM charts, could cross over to R&B.

BOZ SCAGGS (Columbia 10440)

What Can I Say (2:59) (Boz Scaggs Music/Hudmar — ASCAP) (Scaggs, Paich)

The LP "Silk Degrees" contains this single follow-up to Scaggs' hit "Lowdown." Sparkling with surefire energy, Scaggs returns with a hitbound sound which will place him high on the charts once again. With a bristling sax on the break and mellow R&B backup vocals, arranger David Paich brings it all together. Guaranteed instant adds on AM and R&B playlists.

O.C. SMITH (Caribou 8-9017)

Together (3:04) (Fox-Gimbel — BMI) (Fox, Gimbel)

Smith returns with a hot song that could easily give Lou Rawls some competition. The hook is extremely melodic, "Together we know." Flute plays background, with vibes in the distance. Toward the end Smith gets some assistance for a winning harmony. This item should do well on both R&B and AM charts.

CAMEO (Chocolate City 005)

Rigor Mortis (3:28) (Better Days Music — BMI) (Blackman, Leftanant, Leftanant)

An unusual disco tune, the lyrics are sung very close together. Group chanting behind a rhythmic background sounds encouragingly evil, even sounds like chains rattling. Horns come in for the break. Already on some R&B playlists, could easily cross over to AM.

AUTOMATIC MAN (Island 063)

My Pearl (2:32) (Island Music/Automatic Man — BMI) (Bayete, Shrieve, Thrall & Harvey)

This is the first single from the group's "Automatic Man" LP. The sound is spacey R&B metal. A Hendrix-styled guitar fills the background evenly. Vocals are smooth, catching every note. Could easily be danced to and has a good chance for some top 40 action; already on FM radio.

SMOKIE (RSO 860)

Living Next Door To Alice (3:28) (Chinnichap — BMI) (Chinn, Chapman)

Here's a tune that was #1 in England. Starts slowly telling a story of a kid's girlfriend who lives next door, but after 24 years a limousine comes to take her away. This pop/rock ballad just might make it on American charts as well; for AM playlists.

GINO VANNELLI (A&M 1879)

Summers Of My Life (3:28) (Almo Music/Giva Music — ASCAP) (Vannelli)

Edited down from the recent "Gist Of The Gemini" LP version, cosmic waves usher in Vannelli's opening lyrics. The single is co-produced by Geoff Emerick, who also produced the Beatles' "Abbey Road" LP. The vocal is convincing and effective, in an easy listening MOR style, with a striking backup chorus. For MOR and AM playlists.

TED NUGENT (Epic 50301)

Dog Eat Dog (3:21) (Magicaland Music — ASCAP) (Nugent)

Sliced from the recent "Free For All" LP, loud maniac guitars take off on a wild spree. The lead vocal is energetic and resonant. The editing from the longer LP cut was done professionally. For FM and AM playlists, with a good chance for some chart action.

ARCHIE BELL & THE DRELLS (Philadelphia International 8-3605)

Nothing Comes Easy (3:07) (Mighty Three Music — BMI) (Whitehead, McFadden, Carstarphen)

Removed from the group's current LP "Where Will You Go When The Party's Over," chunky rhythms tear across the vinyl. Horns prepare the shape of the hook. The backup chorus sings out "nothing" right before Bell overdubs on his vocal. Similar to James Brown — for R&B playlists.

STARBUCK (Private Stock 125)

Lucky Man (3:30) (Brother Bill's Music — ASCAP) (Blackman)

The third single from the recent "Moonlight Feels Right" LP, follow-up to "Can You Do It." Starbuck returns with a pedestrian pop/rock tune. A horn-like synthesizer jumps in on the break. The hook is contained in the title, "I'm a lucky man." Speeds up towards the song's end; for AM playlists.

KING FLOYD (Chimneyville 10212)

Body English (3:10) (Malaco Music — BMI) (Marchan)

King Floyd returns with a good rhythmic tune, evenly paced. "Body English" is the hook, with a hot backup chorus and chimes. The vocal and instrumental style is similar to that of James Brown, with a little dash of K.C. Ideal for R&B and AM programmers.

LITTLE MILTON (Glades 1738)

Baby It Ain't No Way (3:10) (Trice — BMI) (Campbell)

Contained in the recent "Little Milton" LP, the song takes off with a funky drum roll. A pleasant string arrangement complements Milton's R&B styled vocal. He sings, "You can take a horse to water." Finger poppin' horns come in on the break. Good for R&B and AM playlists.

DAVID HAYES (Tattoo 10817)

Margarita (3:35) (Almo Music — ASCAP) (Jans)

Hayes' first single on Tattoo will be included on a forthcoming LP. A Tom Jans composition, Hayes offers a compelling pop ballad. The mix is effective with strings and a female backup chorus. The record should find quick adds on AM playlists.

BOBBY VINTON (ABC 12229)

Nobody But Me (2:49) (Feather Music — BMI) (Vinton)

Begins with a whistle and piano. The vocal is convincing; but the backup chorus should've been amputated. Vinton achieves a good single with a tolerable MOR sound. A synthesizer plays some high notes. For easy listening MOR and AM playlists.

AQUARIAN DREAM (Buddah 546)

Guitar Talk (3:18) (Kama Sutra Music/Norman Connors Music/Valeta Music — BMI) (Bartee, Jones, Burvick)

This is a funky dance tune. The lead vocalist pulls all the right punches, the backup chorus is strongly reminiscent of Labelle. A chunky bass keeps a strong beat throughout the song. A sure bet for R&B playlists with possible AM crossover.

HENRY JEROME — BRAZEN BRASS '76 (Private Stock 120)

One (3:56) (Wren Music — BMI) (Hamlisch, Kleban)

Co-written by Marvin Hamlisch from his hit musical "A Chorus Line," the song has a true MOR instrumental sound. A piano and brushes are featured up front. The brass come on strong with a jazzy trumpet taking the spotlight. Primarily for MOR playlists, with possible AM crossover.

BILLY "CRASH" CRADDOCK (ABC 17659)

Broken Down In Tiny Pieces (3:00) (Pick-A-Hit Music — BMI) (Adrian)

Opens with an emotional violin; Craddock gives us a C&W ballad this time around. A soft female voice speaks the lyrics in the background. The full production is complemented by a steel guitar, strings and backup chorus. A good item for C&W and AM playlists.

Elvin Bishop, Southside Hit L.A. Strongly

ROXY, L.A. — Against the backdrop of mid-1930s art deco Hollywood chic, the epitome of southern funk made its appearance in the presence of Elvin Bishop and proved once again that what appeals to the laid-back rural folk of Georgia is every bit as poignant to the urban sophisticate as sex or politics. Bishop has made the transition from anonymous sideman to budding superstar in a mere decade. The cherubic Bishop, once Mike Bloomfield's foil in the Paul Butterfield Blues Band of the mid-'60s, has blossomed into one of pop music's most articulate spokesmen. Though pop music audiences became exposed to Bishop through his top ten single of last summer, "Fooled Around And Fell In Love," last week's Roxy audience related as much to his rhythm and blues impromptu riffs as they did to the chart-topper.

Bishop's backup band, consisting of two female vocalists, four horns, a guitar, piano, drum and bass unit, was exceptionally tight and fueled the leader's vehicle with enough funky gas to carry him in style from Macon

to L.A. and back. Certainly the market for Bishop's progressive-type funk has grown tremendously the last few years, but no one to date seems to have perfected it as well as he. Dynamically, the Bishop set could have been an audio-textbook case history for any budding group whose live appearances showcase only the fact that they can play at volume 10 throughout their performances. Modulating both voices and instruments from seductive whispers to orgasmic yelps, Bishop maintained control of the audience as if he were Mandrake the Magician pulling the ace of hearts from his sleeve.

With the advent of Bruce Springsteen a year ago, the music scene once again opened up and several new quasi-stars peered from behind tattered amplifiers to make their presence felt. Perhaps most notable among this legion of newcomers is Southside Johnny & The Asbury Jukes. The band's ensemble (except for the lack of female vocalists) was a direct matchup to Bishop's band and the styles were com-

plementary. Make no mistake about it — Southside Johnny likes his music a little rougher than Elvin Bishop. Reminiscent of the Tina Turner line in "Proud Mary," Johnny and band presented a hauntingly familiar set of rhythmically funky riffs and chords that evoked memories of the great New York gang wars of the 1950s, and more recently, J. Geils and Springsteen. If Johnny has not yet topped the charts, it may well be that he has lacked the massive exposure of these two predecessors, but his time may soon be at hand. Though Johnny himself appeared slightly displeased with his first Roxy set, the audience adopted a contrary viewpoint. Several times during the performance members of the audience left their seats to stomp and cheer in the moist, crowded aisles. In the truest "get-down" tradition it can safely be said that Southside Johnny's best days are still ahead of him, and judging from the Roxy fans' appreciation, those days may be just around the corner.

d.b.

Pure Prairie League In L.A.; Plays Major League Music

ROXY, L.A. — Riding out from the Ohio River Valley, Pure Prairie League has captured the heartland of America with a foot-stomping, hand-clapping brand of American bluegrass, rockabilly, folk, country and rock 'n' roll music.

Pure Prairie's recent two-night engagement here marked its first local appearance in over a year and during that time the band's new-found reputation has spread like wildfire.

Strictly a touring band, Pure Prairie had been playing the club, college and bar circuit throughout the mid- and southwest, attracting a small but highly devoted following. However, records were not selling and they soon found themselves without a recording contract. Undaunted, the band continued to tour and attract new fans with a corresponding increase in album sales. Following the initial success of "Bustin' Out," the band's second LP which has since gone gold, RCA re-signed the boys and began to provide them with the kind of publicity and promotion they needed.

Concentrating on material from its

newly-released "Dance" album, Pure Prairie succeeded in touching all career phases with the Roxy crowd as it reached back to perform numbers from its first four LPs, including the hit singles "Amie" and "Two Lane Highway."

The departure of Craig Lee Fuller, one of the band's founding members and author of many of the group's more mellow sounds, to the American Flyer band has brought a harder-driving energy to the League's music. Onstage, Pure Prairie seemed to prefer cranking up its electric guitars to relaxing with acoustics, thus rendering even the most laid-back tunes urgent.

As any good country band should, Pure Prairie excelled in well-harmonized vocals, sharing the leads back and forth from number to number. Rhythm guitarist George Ed Powell, sporting a nice country twang, handled the rockabilly tunes; Mike Reilly, bassist, fronted the band on rock-oriented songs; while lead guitarist Larry Goshorn took the vocal spotlight on the softer numbers.

White all three are quite capable, even exciting guitarists, the evening's instrumental highlights were provided by John David Call with his pedal steel guitar on nearly every number and banjo on "Pickin' To Beat The Devil." Remaining League members include drummer Billy Hinds, whose excellent backing often got lost among the myriad of guitars, and honky-tonk piano player Michael O'Connor.

Although Pure Prairie League has been enthusiastically smothered in the motherly bosom of middle America, the band will require a great deal of coastal exposure if it ever hopes to expand its nationwide touring dates from clubs to concert arenas.

While certain charismatic country rock bands such as the Eagles and Poco are easily identified with a particular lifestyle and are idolized as much for that lifestyle as for their music, Pure Prairie League must rely solely upon its music for acceptance. If its Roxy engagement and the enthusiastic audience response are any indications, superstardom may be simply a short piece up the road.

r.r.

First U.S. ECM Gig Success; Jarrett Appears

EVERY FISHER HALL, NYC — ECM Records, the European jazz label distributed in the United States by Polydor, began its nationwide tour here with the intention of exposing its artists within the label's total identity. This engagement, slightly more extended than the shows that will appear around the country, began on a quiet note with the guitars of Ralph Towner, who plays the twelve-stringed acoustic and classical models, and John Abercrombie, who duetted with Towner on minimally amplified electric guitar. They built from free rhythmic interchange to more accessible melodies, much in the style of their recent release, "Sargasso Sea." Towner, who suspends melodies and arpeggios to the point where each string speaks a separate part, and Abercrombie, who displays a strong sense of solo construction in addition to a speed and fluidity equal to that of most modern electric guitarists, complement each other's styles very well. They were joined by Colin Walcott, who plays with Towner in Oregon as well as having his own ECM solo album, "Cloud Dance." He added accents with the Indian tablas and other percussion as well as contributing melodically on the sifar.

Following was Colors, led by the German bassist Eberhard Weber, who plays a six-stringed instrument of his own design. The group was highlighted by soprano saxo-

phonist Charlie Mariano, who has been living in Europe for the last few years as well as recording there, and is rarely heard in the U.S. This is unfortunate, since Mariano played very well in the modal, subtly rock-and latin-influenced contemporary jazz style of the group, which approached the sound of the early Weather Report at its best moments. Those moments came as Mariano drew long, pure elegantly shaped notes from his horn in a way that recalled Wayne Shorter, backed by Weber's facile bass playing. In a set that lasted too long, however, Weber's drummer and keyboardist proved the weak points of the group, failing to maintain interest with resultant tedium.

By the time intermission had ended, the concert was already running behind schedule, demanding a program change that immediately brought out Gary Burton's quartet. The new, trimmer Burton group provides a clearer listening experience than his recent quintet. Bassist Steve Swallow and guitarist Pat Metheny are now writing most of the material used in the group's repertoire, and the new drummer, Dan Gottlieb, enmeshed himself into the ensemble with the proper feeling. Vibist Burton, of course, is one of the most disciplined technicians of any instrument in jazz, and on that basis alone provides non-stop visual amazement. The scheduling problem cut Burton's time rather short.

The next, completely unscheduled (but heavily rumored) appearance was that of Keith Jarrett, the ECM artist who probably has made the largest impact in terms of record sales. Jarrett's style of completely impromptu solo piano improvisation has won him acclaim the world over, and his ever-expanding audience now extends far beyond the small circle of critics and fanatics usually associated with jazz artists. In fact, in the case of Jarrett and all the ECM musicians, the term "jazz" is almost a misnomer, since the music they play is a blend of jazz, classical, contemporary "serious" and international styles, and the artist roster offers an international cast of players. Joining in various combinations under the direction of producer Manfred Eicher, the musicians work in an atmosphere that supports interaction.

This is a healthy situation, one that could yield new styles of music in the future. Hopefully, the ECM Festival as it appears in other cities will feature fewer artists, and even sets, to give each a clearer chance to come across. This concert was marred by uneven scheduling, and Jack De Johnette (whose set at the Village Vanguard, recently reviewed in these pages, was well received) went on late, after Jarrett. As a result he faced the unhappy situation of playing before a tired and uninterested audience.

p.d.

Tommy Bolin

SANTA MONICA CIVIC — Brian Auger and his Oblivion Express opened the recent Tommy Bolin show with a mind-splattering exercise called "Brain Damage" which ravaged so much of the audience's collective consciousness that by the time Bolin arrived, those in attendance would probably have cheered a performer who came out and ran some very loud chainsaws for a few hours.

When Bolin did arrive, the audience, sufficiently manhandled by Auger, welcomed him boisterously; fortunately for the guitarist, there were enough Deep Purple fans in attendance to remind him of his legend.

Bolin carries plenty of style and glamor to be effective on stage. But although his musical credits and accomplishments are numerous, Sunday's show was wrought with problems, most of which were not Bolin's fault.

While opening with a rousing and infectious rocker that immediately stated the band's presence, Bolin found the sound system waning, and repeated efforts to communicate to his stage hands that something was amiss proved distracting and disconcerting. After repeated efforts to try to make things sound right, Bolin apparently figured he had better get on with it and tried to make the most of it.

After approximately 45 minutes, Bolin was apparently satisfied that he had given the audience enough, joined his band arm-in-arm in a victorious bow, and said good night. When he and the band came right back and Bolin triumphantly announced that the set had been only the second time they had all played together, the reasons behind some of his problems became immediately clear. An obligatory but lengthy encore merely featured more of what was an excessive but highly successful experiment in loudness.

With more lime together, Bolin and band will be able, hopefully, to supply (to a much greater degree) effective and aesthetically appealing musical communication. Bolin wasn't able to provide much of that last week, and instead gave the audience an abundance of tortured grimacing, naughty prancing, shrill sound effects, and highly visual guitar-waving. The crowd loved it.

d.b.

AWB/Solid Funk

HOLLYWOOD PALLADIUM — If the music of the Average White Band cannot be clearly defined as pop or R&B because of its acceptance at both levels, the group's success with albums and concert appearances have both shed a much clearer light on the devoted following this group has achieved since its first album in 1974.

AWB's appearance at the Palladium last week marked the second time the group has brought a Halloween disco party to Hollywood. Last October's sold-out two-night stand before 12,000 obviously appreciative fans at the Palladium showed the group's wide appeal to a mixed ethnic crowd. This year's performance was no exception.

Poised and confident onstage, the Average White Band brought to life three of its best known songs, "Pick Up the Pieces," "Cuf The Cake" and the group's last single, "Queen Of My Soul." Skillfully utilizing the same vocal qualities onstage that highlight the group's flawless sound on their LPs, AWB proved it is as excellent a vocal as it is an instrumental band. Although AWB's playing is flawless, especially on hits like "Pieces" or "Cake," the group's forte seems to be most evident in their newer material — material that allows them to establish a pervading, almost mystical mood with live vocals. Most exemplary of that mood were "Queen Of My Soul" and "A Love Of Your Own," both from the newest album.

j.b.c.

The hottest new band of 1976.

As Brass Construction II ships out the door gold, the first Brass Construction album is going platinum.

That's a very good year.

Brass Construction II. Produced by Jeff Lane.

Now available on United Artists Records and Tapes.

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SINGLES REVIEWS

picks of the week



POINTER SISTERS (ABC Blue Thumb 271)

You Gotta Believe (2:44) (Duchess Music — BMI) (Whitfield)

When the Pointer Sisters open up with a kinky sound, you know something's going on. Taken from the forthcoming LP "Best Of The Pointer Sisters," the hook is contained in the catchy title refrain "You gotta believe in something, why not believe in me." With a rhythmic percussion the sisters counterattack with consistently strong and steamy vocals. A hot record for both R&B and AM charts.

JEFFERSON STARSHIP (Grunt 10791)

St. Charles (3:50) (Little Dragon Music/Diamond Music/Lunatunes — BMI) (Kantner, Balin, Barish, Chaquico & Thunderhawk)

Hot on the heels of the hit "With Your Love," the Starship's new single is contained within the recent "Spitfire" LP. Has a spacey opening reminiscent of some of the "Volunteers" material. The rock ballad tells of a girl in love "walking by the river." Effective group harmonies and a dynamic arrangement add up to another top 40 dead ringer. Already on FM Playlists.

ROBERT PALMER (Island 075)

Man Smart, Woman Smarter (2:35) (Chesdel Music — BMI) (Kleiber)

Here's the first single from the quickly rising LP "Some People Can Do What They Like." With an extremely infectious sound, Palmer grabs the listener immediately. His vocal is strong and right on cue, slightly reminiscent of the Rod Stewart style. Jamaican steel drums complement the calypso sound for a tight arrangement. Could easily sell a million, already on FM radio, for AM and R&B charts.

THE IMPRESSIONS (Cotillion 44211)

I Saw Mommy Kissing Santa Claus (4:42) (Regent Music — BMI) (Connor)

Here's the first of an expected avalanche of Xmas singles. Taken from a forthcoming LP "Funky Christmas." The singer speaks the introduction. The group dives into an energetic R&B version of a well-known song. The production is superb and incredibly tight. This record should go far on AM and R&B charts.

STANLEY CLARKE (Nemperor 009)

Hot Fun (2:50) (Clarkee Music — BMI) (Clarke)

Clarke's latest offering is from his recent "School Days" LP. The repeated riff on this instrumental is shared by a snappy bass, guitar and horns. The arrangement is nothing short of brilliant. Watch this one take off quickly — FM, R&B and AM playlists.

LAVERNE & SHIRLEY (Atlantic 3367)

Chapel Of Love (3:15) (Trio, Mother Bertha — BMI) (Spector, Greenwich, Barry)

Here's the first single from the swinging TV duo from their forthcoming LP. Their cover version of the Dixie Cups hit is no match for the original. The arrangement includes a sparkling piano and bells. The vocals lack sufficient punch to pull this record off. For MOR and AM playlists.

EASY STREET (Capricorn 0265)

Feels Like Heaven (3:16) (No Exit Music — BMI) (Nichol, Marsh, Zorn)

From the recent "Easy Street" LP, it's the second single from that source. While reminiscent of a cross between the Doobie Brothers and the Eagles, the sound is fresh and original. The group highlights some clean and smooth harmonies. A quick rockin' organ is heavily used in the background. Expect instant adds on FM and AM playlists.

PARIS (Capitol 4356)

Big Towne, 2061 (3:30) (Glenwood Music/Parisian Music — ASCAP) (Welch)

Paris' title track from their recent LP "Big Towne, 2061," this song is already receiving strong disco play, which should come as no surprise. The group delivers some spacey metal with a sharp R&B edge. Group members used to be with Fleetwood Mac and Jethro Tull. Watch for definite adds all across the board.

L.A. JETS (RCA 10826)

Prisoner (Captured By Your Eyes) (3:57) (Koppleman-Bandier Music — BMI) (Lawrence, Desautels)

Featuring a Neil Young-like piano opening, Karen Lawrence performs a passionate and dynamic vocal. The production is strong and includes a resounding orchestration. Guitars drive home some well-placed riffs. Has the sure sound of hit material. For FM and AM playlists.

EARTH, WIND & FIRE (Columbia 10439)

Saturday Nite (3:42) (Saggifire Music — BMI) (White, McKay, Bailey)

Followup to the hit "Getaway," this new EWF single is also on the recent "Spirit" LP. Shouting 1,2,3,4 — horns come wailing in followed by a snappy R&B synthesizer. The vocals are full, the group utilizes a winning variety of vocal styles — funky and smooth. Sure to be another smash for the group, for R&B and AM charts.

BARRY MANILOW (Arista 2334)

Weekend In New England (3:38) (Unart Music/Piano Picker Music — BMI) (Edelman)

Manilow's new single is from his recent LP "This One's For You." Penned by Randy Edelman. A piano plays in the foreground, the vocal is strong and right to the point. The production is overflowing with horns and strings. This pop ballad will do very well on AM and MOR charts.

DARYL HALL & JOHN OATES (RCA 10808)

Do What You Want, Be What You Are (3:42) (Unichappell Music — BMI) (Hall & Oates)

Taken from the group's recent LP "Bigger Than The Both Of Us," this record is already on the charts. The familiar hitbound Hall & Oates sound permeates throughout. Echo is used effectively, the title "Be what you are" delivers a powerful right hook. Production by Christopher Bond is exceptional. Already on FM playlists and AM charts, could cross over to R&B.

BOZ SCAGGS (Columbia 10440)

What Can I Say (2:59) (Boz Scaggs Music/Hudmar — ASCAP) (Scaggs, Paich)

The LP "Silk Degrees" contains this single follow-up to Scaggs' hit "Lowdown." Sparkling with surefire energy, Scaggs returns with a hitbound sound which will place him high on the charts once again. With a bristling sax on the break and mellow R&B backup vocals, arranger David Paich brings it all together. Guaranteed instant adds on AM and R&B playlists.

O.C. SMITH (Caribou 8-9017)

Together (3:04) (Fox-Gimbel — BMI) (Fox, Gimbel)

Smith returns with a hot song that could easily give Lou Rawls some competition. The hook is extremely melodic, "Together we know." Flute plays background, with vibes in the distance. Toward the end Smith gets some assistance for a winning harmony. This item should do well on both R&B and AM charts.

CAMEO (Chocolate City 005)

Rigor Mortis (3:28) (Better Days Music — BMI) (Blackman, Leftenant, Leftenant)

An unusual disco tune, the lyrics are sung very close together. Group chanting behind a rhythmic background sounds encouragingly evil, even sounds like chains rattling. Horns come in for the break. Already on some R&B playlists, could easily cross over to AM.

AUTOMATIC MAN (Island 063)

My Pearl (2:32) (Island Music/Automatic Man — BMI) (Bayete, Shrieve, Thrall & Harvey)

This is the first single from the group's "Automatic Man" LP. The sound is spacey R&B metal. A Hendrix-styled guitar fills the background evenly. Vocals are smooth, catching every note. Could easily be danced to and has a good chance for some top 40 action; already on FM radio.

SMOKIE (RSO 860)

Living Next Door To Alice (3:28) (Chinnichap — BMI) (Chinn, Chapman)

Here's a tune that was #1 in England. Starts slowly telling a story of a kid's girlfriend who lives next door, but after 24 years a limousine comes to take her away. This pop/rock ballad just might make it on American charts as well; for AM playlists.

GINO VANNELLI (A&M 1879)

Summers Of My Life (3:28) (Almo Music/Giva Music — ASCAP) (Vannelli)

Edited down from the recent "Gist Of The Gemini" LP version, cosmic waves usher in Vannelli's opening lyrics. The single is co-produced by Geoff Emerick, who also produced the Beatles' "Abbey Road" LP. The vocal is convincing and effective, in an easy listening MOR style, with a striking backup chorus. For MOR and AM playlists.

TED NUGENT (Epic 50301)

Dog Eat Dog (3:21) (Magicaland Music — ASCAP) (Nugent)

Sliced from the recent "Free For All" LP, loud maniac guitars take off on a wild spree. The lead vocal is energetic and resonant. The editing from the longer LP cut was done professionally. For FM and AM playlists, with a good chance for some chart action.

ARCHIE BELL & THE DRELLS (Philadelphia International 8-3605)

Nothing Comes Easy (3:07) (Mighty Three Music — BMI) (Whitehead, McFadden, Carstarphen)

Removed from the group's current LP "Where Will You Go When The Party's Over," chunky rhythms tear across the vinyl. Horns prepare the shape of the hook. The backup chorus sings out "nothing" right before Bell overdubs on his vocal. Similar to James Brown — for R&B playlists.

STARBUCK (Private Stock 125)

Lucky Man (3:30) (Brother Bill's Music — ASCAP) (Blackman)

The third single from the recent "Moonlight Feels Right" LP, follow-up to "Can You Do It." Starbuck returns with a pedestrian pop/rock tune. A horn-like synthesizer jumps in on the break. The hook is contained in the title, "I'm a lucky man." Speeds up towards the song's end; for AM playlists.

KING FLOYD (Chimneyville 10212)

Body English (3:10) (Mañaco Music — BMI) (Marchan)

King Floyd returns with a good rhythmic tune, evenly paced. "Body English" is the hook, with a hot backup chorus and chimes. The vocal and instrumental style is similar to that of James Brown, with a little dash of K.C. Ideal for R&B and AM programmers.

LITTLE MILTON (Glades 1738)

Baby It Ain't No Way (3:10) (Trice — BMI) (Campbell)

Contained in the recent "Little Milton" LP, the song takes off with a funky drum roll. A pleasant string arrangement complements Milton's R&B styled vocal. He sings, "You can take a horse to water." Finger poppin' horns come in on the break. Good for R&B and AM playlists.

DAVID HAYES (Tattoo 10817)

Margarita (3:35) (Almo Music — ASCAP) (Jans)

Hayes' first single on Tattoo will be included on a forthcoming LP. A Tom Jans composition, Hayes offers a compelling pop ballad. The mix is effective with strings and a female backup chorus. The record should find quick adds on AM playlists.

BOBBY VINTON (ABC 12229)

Nobody But Me (2:49) (Feather Music — BMI) (Vinton)

Begins with a whistle and piano. The vocal is convincing; but the backup chorus should've been amputated. Vinton achieves a good single with a tolerable MOR sound. A synthesizer plays some high notes. For easy listening MOR and AM playlists.

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Atlantic has announced a major move to a position of prominence in jazz. Among the projects upcoming is a two-CD album consisting of material featuring **Herbie Hancock, Chick Corea, Keith Jarrett** and **McCoy Tyner** (new material here). A double **Charles Mingus** LP is slated for January release and also for January will be a **Lennie White** album featuring **Jan Hammer** and **Jerry Goodman**. Hammer will also be aboard for a **Roy Buchanan** LP being produced by **Stanley Clarke**. Finally there are strong rumors of a reunion of the **Modern Jazz Quartet** for at least one Atlantic disk.

The Smithsonian Institution has released an album of vintage Ellingtonia. The album "**Duke Ellington-1938**" is culled from CBS sources and contains some rare, virtually unobtainable selections. **Gunther Schuller** selected and annotated the package. Alas, the set is only available by mail from Smithsonian Collection, Box 1641, Washington, D.C. 20013.

Adelphi Records has a new album by the legendary **Harmonica Frank Floyd**.

Jack Kleinsinger is at it again. His Nov. 17 show at NYU's Loeb Student Center is billed as a "Jazz Portrait of Hoagy Carmichael." Featured will be singer **Helen**

Merrill, pianist **Jimmy Rowles** and guitarist **Chuck Wayne**.

The **Woody Herman** revival continues! In addition to the fantastic concert scheduled for Nov. 20 at Carnegie Hall, PBS will present an hour and a half show Nov. 14. The tribute to Woody will feature shots of the band on the road as well as utilizing film clips from the bandleader's long and distinguished career.

A&M is hosting a big bash for **Jimmy Owens** at Storyville, honoring the release of his first Horizon album.

Lee Castle and the **Jimmy Dorsey Orchestra** will appear at Town Hall on Nov. 16.

Ralph McDonald's big production at Avery Fisher Hall featured **Randy Brecker, Grover Washington Jr.** and **Bob James** among the many guests.

Sweet Basil in New York continues to present fine jazz artists. Coming shortly are **Mike Nock** with **Dave Holland** and **Barry Altschul**, the **Mike Longo Quartet** and **Dave Liebman/Richie Beirach. Jack Wilkins & Friends** are at the club Mondays and Tuesdays through November.

The Pablo Jazz Festival played the Westchester Premier Theatre this past

continued on pg. 70

Survey Of Jazz Chart Reveals Exceptional Longevity Of Albums

by **Julian Shapiro & Bob Speisman**

NEW YORK — Ten of the 40 albums on the **Cash Box** jazz chart this week have been there for 19 weeks, which is significant considering that the chart itself is only 19 weeks old.

Leading that group of albums is "Breezin'" by **George Benson** (Warner Bros.) which has been #1 since the inception of the jazz chart, in addition to registering unprecedented success on both the pop and R&B charts. It has, further, enjoyed the rare distinction of being certified platinum, indicating that it has sold in excess of one million units. With such a history, "Breezin'" may well become the largest selling jazz release in the history of the recording industry.

Others At 19 Weeks

Nearly as impressive is "Bob James Three" on CTI, which has remained in the top 10 for 18 weeks, slipping to #11 this week. The other albums which have

remained on the chart for all 19 weeks are: "You Are My Starship" by **Norman Connors** (Buddah) at #8, a top 10 album for 15 weeks; "Fever" by **Ronnie Laws** (Blue Note/UA) at #24, a top 10 album for 14 weeks; and "Everybody Comes On Out" by **Stanley Turrentine** (Fantasy) at #26, a top 10 album for 10 weeks.

Also included are: "Those Southern Knights" by the **Crusaders** (Blue Thumb/ABC) at #30, top 10 for 11 weeks; "Fly With The Wind" by **McCoy Tyner** (Fantasy) at #27, top 10 for seven weeks; "Good King Bad" by **George Benson** (CTI) at #33, top 10 for 11 weeks; "Touch" by **John Klemmer** (ABC) at #35; and "Hard Work" by **John Handy** (ABC/Impulse) at #37.

9.25 Weeks Is Average

In total, the average number of weeks that each of the 40 albums has been on the chart is 9.25. By comparison, the top 40 albums on the pop chart (part of a total of 200 LPs) have each been on that chart for an average of 14.60 weeks. Taking into ac-

continued on pg. 70

TOP 40 JAZZ ALBUMS

	Weeks On 11/6 Chart		Weeks On 11/6 Chart
1 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	1 19	21 500 MILES HIGH FLORA PURIM (Milestone/Fantasy M9070)	21 6
2 I HEARD THAT QUINCY JONES (A&M SP 3705)	2 7	22 LIVE AT LAST TIM WEISBERG (A&M SP 4600)	13 6
3 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	3 8	23 STUFF (Warner Bros. BS 2968)	29 3
4 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	4 10	24 FEVER RONNIE LAWS (Blue Note/UA BNLA 628G)	16 19
5 SECRETS HERBIE HANCOCK (Columbia PC 34280)	5 10	25 DAVID SANBORN (Warner Bros. BS 2957)	17 14
6 "LIVE" ON TOUR IN EUROPE THE BILLY COBHAM-GEORGE DUKE BAND (Atlantic SD 18194)	6 5	26 EVERYBODY COMES ON OUT STANLEY TURRENTINE (Fantasy F9508)	26 19
7 CALIENTE GATO BARBIERI (A&M 4597)	7 7	27 SOLID MICHAEL HENDERSON (Buddah 5662)	28 4
8 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	9 19	28 LIBERATED FANTASIES GEORGE DUKE (MPS/BASF G22835)	32 3
9 BENSON & FARRELL GEORGE BENSON AND JOE FARRELL (CTI 6059)	14 4	29 THE GREAT PYRAMID CHARLES EARLAND (Mercury SRM 1-1113)	31 2
10 VERY TOGETHER DEODATO (MCA 2219)	11 7	30 THOSE SOUTHERN KNIGHTS CRUSADERS (Blue Thumb/ABC BTSD 6024)	22 19
11 BOB JAMES THREE (CTI 6063)	8 19	31 FLY WITH THE WIND McCOY TYNER (Milestone/Fantasy M9067)	27 19
12 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	12 14	32 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	36 2
13 ROMEO AND JULIET HUBERT LAWS (Columbia PC 34330)	25 2	33 GOOD KING BAD GEORGE BENSON (CTI 6062)	35 19
14 GLOW AL JARREAU (Warner Bros. MS 2248)	15 16	34 GAGKU & BEYOND HERBIE MANN (Atlantic SR 9014F)	38 4
15 LIVING INSIDE YOUR LOVE EARL KLUGH (Blue Note/UA BNLA 667G)	19 3	35 TOUCH JOHN KLEMMER (ABC ABCD 922)	34 19
16 WINDJAMMER FREDDIE HUBBARD (Columbia PC 34166)	10 11	36 SARGASSO SEA JOHN ABERCROMBIE/RALPH TOWNER (ECM/Polydor 1-1081)	39 2
17 SOUND OF A DRUM RALPH MacDONALD (Marlin/TK 2202)	18 8	37 HARD WORK JOHN HANDY (ABC/Impulse SD 9314)	30 19
18 EARTH MOVER HAVEY MASON (Arista AL 4096)	23 3	38 CALDERA (Capitol ST 11571)	— 1
19 BOBBI HUMPHREY'S BEST (Blue Note/UA BNLA 699G)	20 3	39 AIN'T THAT A BITCH JOHNNY "GUITAR" WATSON (DJM/Amherst DJBPA-3)	40 11
20 IT'S YOUR WORLD GIL SCOTT-HERON w/BRIAN JACKSON (Arista AL 5001)	24 3	40 PORGY & BESS RAY CHARLES & CLEO LAINE (RCA CPL 1-1831)	— 1

Jazz Album Picks

SOPHISTICATED FUNK — **Jack McDuff** — Chess 19004 — Producer: **Billy Jones** — List: 6.98

McDuff is a funk master and certainly one of the most versatile keyboard stylists on the current scene. While the personnel listing doesn't say what instruments the leader plays, we can hear no organ, just electric piano and synthesizer. The music shows off a more laid back Jack than we are accustomed to but there are certainly many fine listening moments. "Ju Ju" is likely best with a strong tenor solo from **Joe Farrell** who also contributes splendid work on flute and soprano as well. McDuff remakes his hit of a few years ago, "Electric Surfboard," and a comparison with the Blue Note version pretty well sums up the nature of the album at hand: less fire, more melody.

NOW IT'S MY TURN — **Betty Carter** — Roulette 5005 — Producer: **Fred Bailin** — List: 6.98

Betty Carter's long awaited Roulette album has arrived and as the cliché goes, there is good news and bad news. The good news is the performance, which is absolutely delightful. Ms. Carter is a creative singer who takes a lot of chances but generally lands on her feet in good shape. Her rendition of Cole Porter's "Most Gentlemen Don't Like Love" is delivered with exactly the right touch. Her juxtaposition of "Just Friends" and "Star Eyes" is another master stroke. The bad news is the fact that the disk is pressed off center. Marvelous music in spite of that.



FOREVER TAURUS — **Johnny Hammond** — Milestone 9068 — Producers: **Wade Marcus, Ralph Marcus** — List: 6.98

In contrast to the McDuff album also picked on this page, this is a mammoth production involving about fifty different musicians. Hammond is into a variety of different keyboards and the moods vary between aggressive jazz and laid back ballads ("My Ship"). Perhaps best is the Wade Marcus original "Wids Of Change" where Johnny trots out his organ over a swaggering orchestral arrangement. As with most of these contemporary keyboard albums there is strong R&B/MOR crossover potential.



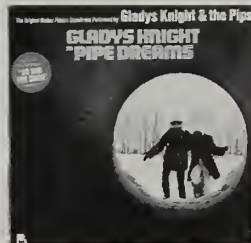
IN THE VERNACULAR — **John Handy** — Roulette 132 — Producer: **Teddy Reig** — List: 7.98

John Handy is the major reentry story of 1976 via his "Hard Work" impulse smash. This package makes available his first sessions as a leader and they are very good — standing up quite well after fifteen years. The quintet disc is excellent jazz with Roland Hanna, Richard Williams and Roy Haynes lending strong support. The original version of Handy's "Dance To The Lady" is here and the title track is super blues. Roulette has a long way to go in its production values, however, since this package is rife with conflicting information and incomplete credits. The music deserves better than what it gets here.

ALBUM REVIEWS

ALL THIS AND WORLD WAR II — Various Artists — 20th Century 2T-522 — Producer: Lou Reizner — List: 12.98

They're all here, singing some of our favorite Beatle songs, backed by the London Symphony Orchestra and the Royal Philharmonic Orchestra: Elton John, Keith Moon, The Four Seasons, the Brothers Johnson, Rod Stewart and more. (Probably these artists, with their own recordings, account for an astounding share of total chart action.) With symphonic backgrounds these tunes are striking, appealing all over again. With the tie-in to the movie of the same name, this just might outsell the "Tommy" LP of a few years back.



PIPE DREAMS — Gladys Knight And The Pips — Buddah BDS 5676 ST — Producers: Bubba Knight, Dominic Frontiere, Michael Masser — List: 6.98

The soundtrack from the movie of the same name, "Pipelines" presents an interesting side of Gladys Knight. There's the current single in here, "So Sad The Song," an aching ballad which is certainly not representative of Knight's career to date, yet works well to create a mood. Other cuts are more upbeat here. With the movie tie-in, this should be a serious seller — plus her many fans are eager for new product. This is quality that should satisfy.

SOMETHING SPECIAL — The Sylvers — Capitol ST 11580 — Producer: Freddie Perren — List: 6.98

This new Sylvers LP reflects considerable maturation in terms of recording: the arrangements (particularly the vocal parts) are crisper, and the sound, overall, has a certain confidence. The single "Hot Line" is part of this elaborate, folding package. Lead singer, young Foster Sylvers, has incredible control, and he never misses. "Shake 'Um Up" has a good chance to be the next single, and "Disco Showdown" will, no doubt, be just that. Always strong sellers, a retailer's only problem will be keeping this one in the stores. Pop and R&B play is assured.



BIG BEAT — Sparks — Columbia PC 34359 — Producer: Rupert Holmes — List: 6.98

Sparks is back with a solid and accessible LP. The pace is much less frantic; still, the sound is ultimately distinctive. The duo's vocals are more controlled. Tunes like "Everybody's Stupid" and "Screwed Up" should get serious progressive play, and there are more than a couple AM singles shots. Retail outlets should maximize this group's cult following and let consumers know that there's a new album available. And, while there's a calmer tone here, the spirit of rock 'n' roll cannot be denied.

CERTIFIED LIVE — Dave Mason — Columbia PG 3417 — Producer: Dave Mason — List: 7.98

A two-pocket set of recent live performances, this Dave Mason LP is sure to meet with strong reaction from retail and radio alike. While the tunes are certainly familiar (ones that have been a part of Mason's repertoire for some time), the fact of the crackling live versions, coupled with the "standard" qualities of virtually any one of these makes this package a crucial reference work. With the Christmas season coming up gift-givers will be sure to jump on this one, as it contains more than just the nucleus of Mason's considerable contributions to pop music.



GRAND FUNK HITS — Grand Funk Railroad — Capitol ST-11579 — Producers: Various — List: 6.98

Part of Capitol's fall program, "The Greatest Music Ever Sold," this is a valuable collection of Grand Funk's most popular songs. Many of these are gold singles by now, and there are what might be called rock classics, like "We're An American Band" and "Take Me." The appealing package includes a full-sized souvenir book. For Christmas, this is just the thing; Grand Funk fans won't know which particular album to buy, so they'll get this one. Retailers, though, should be aware that this will stimulate Railroad catalog.

BRASS CONSTRUCTION II — Brass Construction — UA LA677-G — Producer: Jeff Lane — List: 6.98

Brass Construction's first LP was perhaps one of the most striking success stories this year, what with the disk going platinum so quickly. This next is a further step in that funky horn tradition — the second LP, if possible, has even snappier Randy Muller arrangements. With an established reputation, this record should hit airwaves and stores with equally strong power. "Get To The Point" seems like a great R&B programming choice; "Ha Cha Cha" could get some AM pop action, as well as disco.



SLIPSTREAM — Sutherland Bros. & Quiver — Columbia PC 34376 — Producers: Ron Albert and Howard Albert — List: 6.98

The Sutherland Brothers & Quiver have turned out a well-realized LP that should appeal to many markets. The title cut (and some others) are infused with energy — the arrangement with the pressurized horn fills, is reminiscent of some of the best "city music" around, like Springsteen, et al. Other tracks show commendable versatility, and all are suited for tremendous FM progressive play. The playing is top-notch throughout. The writing is exceptional — cuts like "Saturday Night" will be covered, no doubt, by other artists. In-store play could break this one right open.

JOYFUL JUKEBOX MUSIC — The Jackson 5 — Motown M6-865S1 — Producers: Various — List: 6.98

A new album by the Jackson Five is usually considered to be an industry event, and this one will prove to be no exception. Featuring Michael Jackson, this is a collection of ten tunes that seem certain R&B and pop shots. The tracks were produced by different people, so there's good variety here — the record's full of surprises. Already picking up some fast adds, this album should get tremendous play in weeks to come.

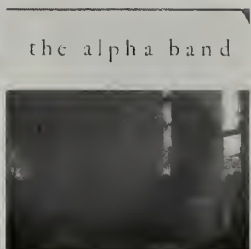


HOMETOWN BOY MAKES GOOD — Elvin Bishop — Capricorn CP 0176 — Producer: Allan Blazek — List: 6.98

With the success of his last LP and the single, "Fooled Around And Fell In Love," Bishop has obviously gained new confidence — it shows. There are some killer tracks on this disk: "Spend Some Time" sounds just as good as "Fooled Around," and "Sugar Dumplin'" is one of the best southern rock tunes we've heard in a long time. Progressive programmers could safely play any of these cuts, and there are some that could easily cross R&B.

MARY, SCHERRIE & SUSAYE — The Supremes — Motown M6-873S1 — Producer: Brian Holland — List: 6.98

Even with personnel changes, The Supremes, remarkably, have managed to maintain their unique sound. This new album was produced by Brian Holland, and he shares a songwriting credit on every tune. "You're My Driving Wheel" is a dynamite cut that's just right for all AM outlets (pop and R&B alike). With such stellar sessionmen as James Gadson and Ben Benay, the record can't help but be immediately included in The Supremes history of heavy-selling. Ballads are not neglected: "We Should Be Closer Together" will be a top request. Some good disco, too.

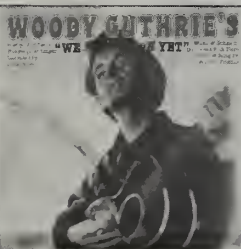


THE ALPHA BAND — The Alpha Band — Arista 4102 — Producer: Larry Hirsch — List: 6.98

The Alpha Band is comprised of three musicians who were prominent with The Rolling Thunder Revue, plus two friends on bass and drums. Perhaps it's because of the camaraderie that must have existed with RTR; anyway, this is an amazingly tight and satisfying record. The tunes are more rock 'n' roll than some of us expected; the record, because of the writing and production, will establish itself immediately. Cuts like "Wouldn't You Know" have strong AM and FM appeal, while "Interviews" will certainly become an underground classic in the early Lou Reed tradition.

WOODY GUTHRIE'S "WE AIN'T DOWN YET" — Jess Pearson — Cream CR-1002 — Producers: Don Gallese, Rodney Dillard — List: 6.98

This is a fascinating LP — narration by Jess Pearson is laid over top-notch versions of some of Woody's best tunes: "Dear Mrs. Roosevelt" and "Deportee" are among them. The players include Jack Elliot, Arlo Guthrie, Doug Dillard, Seals and Crofts, Will Geer — in short, either people who knew Guthrie or those whose own work reflects love and respect for one of America's greatest songwriters. With the movie "Bound For Glory" being readied for release, this album has a natural tie-in. Retailers: display prominently, play it in the store.



SILVER, PLATINUM AND GOLD — Silver, Platinum, and Gold — Farr FL-1001 — Producer: Hubert Heard — List: 6.98

Silver, Platinum and Gold is a charming female trio that really digs into some R&B styled material on this LP. Ballads are handled just as well as the upbeat disco-oriented numbers. The three women generally assign one lead vocal, and the other two provide experienced harmony work. "Never Seen A Guy Like You Before" could break big if it's released as a single; it has the same kind of potential as "Misty Blue." Well produced by Hubert Heard, who also handled the keyboard work as well as the string and horn arrangements.

TOO HOT TO STOP — Bar-Kays — Mercury SRM-1-1099 — Producer: Alien Jones — List: 6.98

This eight-piece funk group has a hot single "Shake Your Rump To The Funk," and it's wisely included on this solid R&B package. The three piece horn section drives many of the tunes, especially the title track, and "Whitehouseorgy." The vocals are often pleasingly in counterpoint to strong rhythm tracks; more than a few of these will get heavy disco spins as album cuts. The production values are high — there's some terrific synthesizer work that never gets in the way.



THE KIDS FROM C.A.P.E.R. — The Kids From C.A.P.E.R. — Kirshner/CBS PZ 34347 — Producers: Jay Siegel, Wally Gold — List: 6.98

C.A.P.E.R. stands for Civilian Authority For The Protection of Everybody Regardless, and this first album from the TV show of the same name stands for quick sales. The TV tie-in can't help but give a tremendous sales push, and this music here is really good. In the bubblegum style, these four actors run through eleven pop tunes, some of which are bound to wind up on AM lists. Retailers should display this one, especially in teen and pre-teen markets.

REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. CAPTAIN & TENNILLE (Song Of Joy)
2. GORDON LIGHTFOOT
3. BLUE OYSTER CULT
4. DR. HOOK
5. BLACK SABBATH
6. KC & SUNSHINE
7. LEON RUSSELL
8. HARRY CHAPIN
9. OLIVIA NEWTON-JOHN
10. STYX

MIDWEST

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

1. RUSH
2. ROBIN TROWER
3. BLUE OYSTER CULT
4. TED NUGENT
5. GORDON LIGHTFOOT
6. CAPTAIN & TENNILLE (Song Of Joy)
7. BURTON CUMMINGS
8. THIN LIZZY
9. HALL & OATES (RCA)
10. BOB SEGER
11. FIREFALL
12. LEON RUSSELL
13. BLACK SABBATH
14. LOU REED
15. TOM WAITS

NORTHEAST

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

1. SAVANNAH BAND
2. AL STEWART
3. ROBIN TROWER
4. HALL & OATES (RCA)
5. GORDON LIGHTFOOT
6. DONNA SUMMER
7. LOU REED
8. PARLIAMENT
9. KC & SUNSHINE
10. BLUE OYSTER CULT
11. LEON RUSSELL
12. RUSH
13. VICKI SUE ROBINSON
14. BOB MARLEY
15. HOT TUNA

WEST

(California, Seattle, Portland)

1. AL STEWART
2. TED NUGENT
3. LOU REED
4. GORDON LIGHTFOOT
5. THIN LIZZY
6. KC & SUNSHINE
7. BLACK SABBATH
8. RUSH
9. BOB MARLEY
10. TOM WAITS
11. DONNA SUMMER
12. LEON RUSSELL
13. BURTON CUMMINGS
14. LITTLE RIVER BAND
15. OLIVIA NEWTON-JOHN

NATIONAL BREAKOUTS

- | | |
|-----------------------------|-----------------|
| 1. ELTON JOHN | 5. JOAN BAEZ |
| 2. ELECTRIC LIGHT ORCHESTRA | 6. KANSAS |
| 3. ROBERT PALMER | 7. OHIO PLAYERS |
| 4. PHOEBE SNOW | |

BALTIMORE/WASHINGTON

1. KC & SUNSHINE
2. BRICK
3. PARLIAMENT
4. AL STEWART
5. DONNA SUMMER
6. CRACK THE SKY
7. JIMMY CASTOR
8. MCCOO & DAVIS
9. WALTER JACKSON
10. BARRY WHITE

DENVER/PHOENIX

1. AL STEWART
2. TED NUGENT
3. HALL & OATES (RCA)
4. FIREFALL
5. ROBIN TROWER
6. LEON RUSSELL
7. BLUE OYSTER CULT
8. BLACK SABBATH
9. STRAWBS
10. HARRY CHAPIN

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. BLUE OYSTER CULT
2. AL STEWART
3. DR. HOOK
4. JIMMY SPHEERIS
5. BURTON CUMMINGS
6. BRICK
7. HOT TUNA
8. J.J. CALE
9. DAVID BROMBERG
10. GATO BARBIERI

SOUTHEAST

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

1. ROBIN TROWER
2. GORDON LIGHTFOOT
3. HALL & OATES (RCA)
4. CAPTAIN & TENNILLE (Song Of Joy)
5. FIREFALL
6. BOB SEGER
7. GINO VANNELLI
8. PARLIAMENT
9. SAVANNAH BAND
10. RUSH
11. TED NUGENT
12. HARRY CHAPIN
13. STYX
14. PURE PRAIRIE LEAGUE
15. STUFF

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., All Records/Oakland, Alta/Phoenix, Alwilk/N.J., Ambat/Cincinnati, Angott/Detroit, Apex-Martin/N.J., Aravox/N.Y., Banana/S.F., 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., Cavages/Buffalo, Central/Hartford, Central South/Nashville, Circles/Phoenix, Commercial/Maine, Consolidated/Detroit, Norman Cooper/Phila., Cutlers/New Haven, Dan Jay/Denver, Dick's/Boston, Disco/Boston, D.J.'s/Seattle, Double B/Long Island, Ernie's/Chicago, 1812 Overture/Milwaukee, El Roy -TSS-Record World/Long Island, Everybody's Records/Portland, Evolution/Phoenix, Father's & Sun's/Indianapolis, For The Record/Baltimore, Franklin/Atlanta, Galgano/Chicago, Gardner's/Chicago, Gary's/Richmond, Giant/Virginia, Handleman/Detroit, Harmony House/Detroit, Harmony House/N.J., Harvard Coop/Boston, Independent/Denver, Inner Sanctum/Austin, Interstate/Miami, J&J-Record Museum/Phila., Jerry's/Phila., Jimmy's Music World/N.Y., King Carol/N.Y., Knox/Knoxville, Licorice Pizza/L.A., Lieberman One Stop/Minneapolis, M.J.S./Miami, Record Factory/S.F., Mile High/Denver,

Modern/Milwaukee, Morey's One Stop/Bait, Mushroom/New Orleans, Music City/Nashville, Music Menu/S.F., Music Millenium/Portland, Music Plus/L.A., Music Scene/Atlanta, Music Street/Seattle, National Record Mart/Midwest, New England Music City/Boston, Northern Records/Cleveland, Odyssey/Phoenix & Santa Cruz, Peaches/Atlanta, Cleveland, Delwood, Denver, Ft. Lauderdale, L.A., & St. Louis, Peter's/Boston, Poplar/Memphis, Potomac/Washington, D.C., Prospect/Cleveland, Radio Doctors/Milwaukee, Rapid Sales/Madison, Record & Tape Collectors/Baltimore, Record Cove/Monterey, Record Dept. Merch./Memphis, Record Hole/San Antonio, 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 City One Stop/L.A., Soul Shack/D.C., Sound Town/Dallas, Sound Unlimited/Chicago, Sound Warehouse/Houston-Dallas, Southern/Miami, Spec's/Miami, Stark-Camelot/Midwest, Strawberry/Boston, Streetside/St. Louis, Swallens/Cincinnati, Tape City/New Orleans, Tosh's One Stop/Seattle, Tower/L.A., Sacramento, S.F. & San Diego, Town Hall/N.Y., Trans World/Albany, Two Guys/East Coast, United/Miami, Wax Museum/Minneapolis, Waxie Maxie/D.C., West Coast Music Sales/L.A., Western Merchandisers/Southwest, Wilcox/Okla. City, Win One Stop/N.Y.

Paraphernalia fr 10 What Customers Want

Noble Bunson of Oat Willey has noticed a similar shift at many other record shops across the nation. "There's been a slow change over the past 2-3 years. In the old days, we sold about 90 percent to headshops, but our business has been slowly moving into record stores. We've still got the same clientele, though. Anyone who's listening to rock 'n' roll and buying records is also smoking dope and buying dope pipes."

While headshops are diversifying in order to stay in business, Bunson theorized, an increasing number of record stores are selling paraphernalia because their customers want it. "I think store owners are starting to realize that everybody who comes into their stores is into buying cigarette papers, anyway; and some customers also want pipes, carburetors, etc. Meanwhile, more musicians are becoming less hesitant about talking about

dope and even singing about it. So it more or less follows that, in order to give its clientele what they want and increase its profit margin, a record store's going to go into paraphernalia."

'What It Does Best'

Russ Solomon, president of Tower Records, the west coast chain of 'super stores,' strongly disagreed with Bunson. "A business has got to make money, of course; but it makes money by doing what it does best. And if you just think in terms of how much profit you can make on something simply because it's there and the public might buy it, that's a rotten reason (for selling it)."

Solomon's objection to stocking paraphernalia in record stores, he emphasized, is not based on any moral judgment related to the product. In fact, Tower Records sells a quantity of head gear, along with posters, candles, t-shirts and the like, through its "poster store" subsidiary. And although its paraphernalia sales comprise

only 3-5 percent of Tower's total volume, they do constitute a significant percentage of head gear sales in the region. "We are probably the biggest bong and glass pipe seller in northern California," Solomon stated.

Since this is the case, why not carry paraphernalia in Tower's record stores as well as in its poster outlets? "We don't have the space," Solomon replied, "and we don't want to divert our managers' and clerks' attention to fooling around with that stuff. It takes a lot more time to sell a glass pipe, roach clip, smoking stone or even a pack of papers than it does to sell a record."

In Solomon's opinion, record retailing is primarily a specialty business; therefore, there is no place in it for extraneous sidelines like paraphernalia. "This is not the business of a record store. A record store depreciates itself by having it (head gear)."

Solomon applied the same reasoning to the sale of albums in headshops, which he also viewed as specialty outlets. "It's a

parasite situation in both cases. With music stores, you're taking away the energy and the money that you should be devoting to the sale of records and music."

When it was pointed out that discount and department stores offer records as one among many items, Solomon declared, "Yeah, but they have rotten record departments." He admitted that Korvettes has good record departments "in a couple of places, but in the 50 stores they have, they're certainly not the best in all of them. As a general thing, department stores or multiple-product stores throughout the country have had record departments."

Regarding the dilemma of small retailers like Kappy's which must diversify to survive, Solomon commented, "He (Ron Kapp) is right. There isn't any argument about that. It's the reality of the marketplace. What I'm talking about is the epitome of what a good record store ought to be. It should not be diverted into other sideline products."

PC 34388

LOGGINS & MESSINA

THE BEST OF FRIENDS

THE BEST OF *Loggins & Messina* FRIENDS



COLUMBIA STEREO X698

THIS ALBUM CONTAINS PREVIOUSLY RELEASED MATERIAL.

Regan Fighting For WW II Ir 7



CASABLANCA SIGNS MEISBURG AND WALTERS — Casablanca Record and Filmworks has signed Meisburg and Walters to an exclusive recording contract. The duo's first album has already been recorded and has been scheduled for a January release. Pictured at the signing are, standing from left: Larry Harris, executive VP of Casablanca Record and Filmworks, Jim Phillips, the group's manager, and Mauri Lathower, VP, international operations. Seated are Steve Meisburg and John Walters.

WFOM Revives Past For 30th Anniversary

NEW YORK — An unusual celebration will mark the 30th anniversary of radio station WFOM in Marietta, Georgia this November 12. For the entire weekend the station will delve into its past, by bringing back former air personalities, using one of the station's old "music power" jingle packages, and programming music from the sixties.

The returning disk jockeys will man their old airshifts alongside the present air personalities. Jerry Crowe, now WFOM's station manager, will reappear for the morning drive, complete with cowbell and other gimmicks that made him popular. From nine until noon, Bill Huey, who went on to Atlanta's WQXI, will return to the air over WFOM. Huey is presently head of media for the United Presbyterian Church, involved in producing the syndicated radio interview feature, "What It's All About." From noon to four Pete Owen will take over an old shift of his, from which he went on to WAPE, Jacksonville, before taking his present advertising position in that city.

The four to seven shift will feature Big Hugh Baby, whose locations after WFOM, where he remained from 1965 to about 1968, include stations WLAC, Nashville, WPLO, Atlanta and character acting for films and television.

Mike Adams, who won't be able to leave his present position at Boston's WRKO during rating period, will be heard on his old airshift via a prerecorded program. Jack Jackson, now WFOM's chief engineer, will return to his old all-night haunt from ten till two in the morning.

WFOM's PD Paul Sebastian pointed out that this November also marked the station's fifteenth year with an all rock 'n' roll format, as well as the fifteenth year of 24-hour service. "All the credit for this longevity goes to the station owner, Jimmy Davenport," stated Sebastian. "He was the one who saw the need to be on the air all day, and when the time came, he wasn't afraid to say 'We're playing rock 'n' roll.'" He added that the suburban station had become a primary force in the Atlanta market in the mid-sixties, until that city began to undergo its present phase of rapid development.

Sebastian explained that because of the pressures of rating period, the special weekend programming would be fairly conservative in the extent to which music would be drawn from the past, probably concentrating on top 50 records from the years 1967 to 1971. "We hope this will help our older demographic in the ARB," he added, "but mostly it will just be fun."



PHOENIX DANCES TO "CAR WASH" — MCA Records completed a successful disco-oriented promotion in Phoenix last week in support of the original motion picture soundtrack to "Car Wash." Highlighting the promotion which managed to tie in the opening of the film "Car Wash" in Phoenix, the grand opening of World Records' fourth Phoenix retail outlet as well as local radio time buys and in-store displays, was a "Car Wash" dance contest at Giraffe Disco in which contestants created their own "Car Wash" dance. Among the judges were Scott Spears, owner and manager of World Records; Lee and Sherry Wiemer (Lee is general manager of Alta Distributing which supplies World Records); MCA local promotion manager, Wayne McManners; and MCA local salesman, Arthur Patterson. Above, the judges contemplating the action are (left to right); Scott Spears, Charlie Kulp (manager of The Giraffe Disco), Patterson, Sherry and Lee Wiemer and McManners.

forgotten the images when an old friend, Lou Reizner, phoned with a tape of the Bee Gees doing music of the Beatles. "He played them for me," Regan recalled, "and I said, 'Oh my God! This is my soundtrack... maybe this is the direction in which I should go.'" Reizner's previous accomplishments (among them the coordination of "Tommy's" adaptation to disk with A&M in 1972) was enough to spark Regan into action. After talking to 20th Century Fox Film Corporation chairman Dennis Stanfill about it, Regan eventually got the OK from Fox to become executive producer of the film, with Reizner coordinating the music. "Lou has a lot of friends in the industry and we sat down and hand picked a lot of different artists to do specific cuts for the soundtrack," said Regan. "We were very lucky because nobody really said no. It all worked and it all came together, although there were times, believe me, when we thought it wouldn't."

Well-Known Artists

Regan feels that one of the strongest selling points in the marketing of the just-released album will be the fact that there are a number of well-known artists (among them Elton John, The Bee Gees, and Helen Reddy) who perform their own interpretations of the 24 Beatles songs which are included in the LP set. One asset in securing the artists he wanted for the LP was his personal relationships with other record company presidents, Regan admitted. "But it also gave each artist we contacted a vehicle to do a Beatles song without putting it on one of his own albums," he added. Confident of the album's commercial success, Regan said that 20th intended to capitalize on the uniqueness of the album. "Anything that is *that* unique is going to attract attention, and when you analyze it, where else is someone going to buy a package like this?"

One of Regan's concerns throughout the project, though, had been the opinion of Beatles aficionados. Claiming that "when you do something with the music of Lennon and McCartney, you've got to do it with class," Regan affirmed that he and Reizner were extremely careful in selecting which artist would do which song. "We did it with class, it isn't schlock," he noted.

Back Seat

Although a soundtrack is usually forced to take a back seat in a movie because it often plays only a "background music" part, such is not the case with "All This And World War II." The soundtrack will almost take on a co-starring role, with rock performers like Ambrosia ("Magical Mystery Tour"), Rod Stewart ("Get Back"), Leo Sayer ("I Am The Walrus") and Tina Turner ("Come Together") providing the movie's essential "script" or "statement" through their own interpretations of the songs. That statement, coupled with the film's footage, "is a magical combination that really drains you," according to Regan. "It was the world's greatest war without a doubt. And they were the world's greatest rock group. They (Beatles) were the blitz of the 60s and the war was the blitz of the 40s and the marriage of the two is remarkable," he added.

Just as remarkable as that marriage is the effect on radio stations across the country, according to Regan. "WNEW-FM (New York) played forty minutes of it the other day, and KLOS-FM (L.A.) played eight cuts in a row and the reaction has been incredible. The Colony Record Store in New York took 300 units and sold out the first day." When asked to specify a particular demographic the marketing campaign might try to capture, Regan said that it was nearly impossible to zero in on any age group because the base of the album's popularity was so wide. He cited the "cross-reference" of the movie with the soundtrack as another key plan in 20th's marketing scheme. "Hopefully the film will

attract enough of an audience that people will go out and buy it after they see the film. It's going to work the other way around, where people who buy the album will be intrigued enough to go and see the film," Regan concluded.

32-Page Booklet

"All This And World War II's" packaging, consisting of a double record set plus a 32-page booklet depicting war scenarios and song lyrics, will help establish high visibility at the retail level, according to Regan. Even though radio airplay is expected to be quite heavy on the LP, the visibility through in-store display will certainly play a key role in the success or failure of the album's marketing campaign. Special promotion display packages, including three different posters, easelbacks, and banners were supplied to over 400 Musicland stores across the country, according to 20th national promotion director Jack Hakim, and an additional 40 stores in Los Angeles, including Tower Records and Peaches outlets, had set up in-store displays in prime locations. Hakim cited pre-publicity on the album as one reason for the LP's quick acceptance by FM programmers as well as the public. "There was already strong anticipation from the radio stations as to what this album was all about," Hakim noted. "We had done some trade ads and had received some consumer print. November 1 was D-Day for us. We had serviced the album coast to coast and by the time radio programmers received their copies, the retail outlets had gotten copies for in-store play."

The advance calls to radio stations by Hakim accounted for some of the programmer anticipation, to be sure, but followup calls helped to determine the exact radio figures. 60 percent of major FM stations were on the album by November 1, according to Hakim, and although the LP is primarily geared to those who grew up with and were intrigued by the Beatles, the album's acceptance by R&B and MOR stations is a direct result of its diverse artist roster. WWRL, a key black outlet in New York, had gone on the Tina Turner cut, "Come Together," Hakim said. And Helen Reddy and Frankie Laine would certainly receive the consideration of MOR formatted stations. Another marketing ploy Hakim cited as an important part of the promotion campaign was the album's radio spots. "We asked Kent Burkhart and Lee Abrams (of Burkhart & Associates) to voice and produce the spots... they're two of the best around," he concluded.

Further Solidify

In addition to the album's radio and retail store merchandising, Hakim feels the press screening and world premiere of the movie will help further solidify 20th's promotional campaign on the album. The label will hold a special screening for the press Nov. 10 and follow the next night with the movie's premiere at Hollywood's Cinerama Dome theatre. 20th's idea was to achieve a complete transmogrification, replete with a facsimile of a U.S.O. facility with Army-vested "volunteers" serving doughnuts and coffee to those attending, along with easelback posters portraying the album's availability.

Quite simply, Regan is savoring this project like no other he has ever undertaken. Initial feedback from radio and retailers across the country, though germinal at best, gives every indication that 20th has a very hot piece of property on its hands. Whether the LP becomes the atom bomb of Regan's dream is yet to be seen, but the package already seems to have a fascination for a large cross-section of the music industry. Regan predicts the movie's premiere will be the triggering device for the LP's success, but from a merchandising point of view the appeal of many of today's superstars singing Beatles material is undeniable.

COUNTRY ARTIST OF THE WEEK

Mary Kay Place



'Loretta' — Though Mary Kay Place is best known as an actress, singing comes naturally, and at the right time in her career.

Mary Kay Place, known as Loretta Haggars on the popular television series *Mary Hartman, Mary Hartman*, was born and raised in Tulsa, Oklahoma. She spent summers with grandparents in Rule and Port Arthur, Texas. Life in all three areas gave her a wide range of characters to draw from in later years.

Following her graduation from the University of Tulsa ("I spent a lot of time in speech classes trying to tone down my accent"), Mary Kay headed west. Feeling rightly that it would be somewhat easier to crash Hollywood behind the scenes than as one of the dozens of actresses who arrive every week, she became involved in various production capacities for local television stations, and later on the *Tim Conway*, *David Steinberg* and *Maude* series. In the meantime, she developed her skills as a writer and actress.

Her first Hollywood acting job was as Fleegle The Dog on a children's show. In the time following, she has appeared on programs including *All In The Family*, *Insight*, *M.A.S.H.* and the *Mary Tyler Moore* show. Film credits include the Woodie Guthrie biography, *Bound For Glory*, and Martin Scorsese's musical, *New York, New York*.

As a writer, Mary Kay has been quite prolific, considering that she was working on two other, parallel, careers at the time. She has written scripts of episodes of *Phyllis*, the *Paul Sand* show, *Paper Moon*, *Maude*, the *Mary Tyler Moore* show and *M.A.S.H.* (for which she and her partner received an Emmy nomination). She and her partner Linda Bloodworth have developed pilots for Warner Brothers Television, CBS, Playboy Productions and Norman Lear's T.A.T. Communications Company. They have written comedy material for the variety specials "The Shape Of Things" and "The 1975 Woman Of The Year" and for Lily Tomlin. Mary Kay is currently working on an original screenplay, and writes music and lyrics for Loretta Haggars to sing on *Mary Hartman, Mary Hartman*.

The first opportunity as a singing artist presented itself when Mary Kay and Patty Weaver sang a song that Mary Kay had written for kicks to producer Norman Lear. Lear put them on an episode of *All In The Family*, where they sang "If Communism Comes Knocking At Your Door, Don't Answer It."

Three years later, when Lear was casting *Mary Hartman, Mary Hartman*, Mary Kay came to audition for a part. She didn't care much for the role offered, instead falling in love with Loretta because "she was like so many people I knew back home."

Before long she was writing her own songs for the program as well, including "Baby Boy" and "Vitamin L."

Mary Kay finally signed with Columbia Records, with Brian Ahern handling recording productions.

Mary Kay Place's most recent adventure as a singer is well-timed. With her other careers firmly in control, she can pursue this one with assurance. She sings four numbers in the Scorsese film, one a duet with star Robert DiNiro. Mary Kay's current chart-climbing single "Baby Boy" is 36-bullet, with her LP "Tonight! At The Capri Lounge" 41-bullet on the **Cash Box** country charts.



UA SUNSHINE — Larry Butler, vice president country product, United Artists Records, is shown welcoming the "country sunshine" lady Dottie West to United Artists. Dottie's debut release for UA is "When It's Just You And Me," produced by Butler.

Dolly Sidelined By Sore Throat

NASHVILLE — On the advice of her physician, RCA recording artist Dolly Parton has been forced to cancel all concert appearances for the remainder of the year.

The physician said Ms. Parton is suffering from a severe throat condition. He has advised her that for the next two weeks she should talk only when necessary, and he has forbidden her to sing for the balance of the year.

Roy Clark Honored By Oklahoma

TULSA, OKLA. — Roy Clark will be honored as Oklahoma's ambassador of goodwill for 1976 at the Oklahoma Hall of Fame banquet Nov. 16 in the state's capital.

A bronze bust of Clark, commissioned by Oklahoma sculptor Leonard McMurry, will be permanently placed in Oklahoma's Heritage House Hall of Fame, along with other notables from the state.

Eight inductees to the Hall of Fame will also be honored, but Clark is the only person ever to be named "ambassador" by the Oklahoma Heritage Association who has not previously been elected to the state's Hall of Fame.

Roy will interrupt his current Las Vegas headlining stand at the Frontier Hotel to fly to Oklahoma City for his award. It will be conferred by Dr. Dolph Whitten, president of the Oklahoma City University.

Nearly 2,000 distinguished Oklahomans and nationally prominent guests will be present for the ceremonies. Among those presenting awards are CIA director George Bush, pianist Van Cliburn and astronaut major general Thomas P. Stafford.

Roy Clark has been a resident of Tulsa since January. He recently shared with Buck Trent the instrumental duo of the year award from the Country Music Association. Earlier this year the CMA also cited Clark as their international ambassador of friendship for 1976 in conjunction with his historic concert tour of the Soviet Union.

ABC/Dot List Price Drop To Help New Acts

by Linda Faye Cauthen

LOS ANGELES — In a move to make its presence felt more strongly in the marketplace, ABC/Dot Records recently lowered its LP prices from \$6.98 to \$5.98. The price cut applies to the ABC/Dot catalog as well as future product. Exempted from the price cut are the four albums in the ABC/Dot catalog by Freddy Fender.

Reason Behind The Cut

ABC/Dot president Jim Foglesong stated the reason behind the price cut: "The basic reason for this move is to get more exposure for our artists. We've done a great deal of research, and with artists who haven't made it, who are on the way up, it's important to get their product in the stores in great numbers or at least adequate numbers. Columbia stayed at \$5.98 when everyone else went up to \$6.98, and I feel that they benefited from it. The idea is to get more product out there, more exposure."

New Acts

Foglesong is very interested in the impact this move could have on the label's newer artists. "What we're concerned with here is not so much the superstar, but the artists who are not in the superstar category. These artists are getting records on the charts, but when we try to get space for them on the racks, they just aren't doing it."



YOU SHOULD BE IN THE MOVIES — While in Nashville recently Mercury Records artist Jacky Ward (c) took time out during a Mercury party to introduce guest Jerry Wallace (l) to Richard Newton, who is producing a made-for-TV movie in which Jacky has a major role. Newton interrupted shooting in Nashville of "Nashville 99" which will air on CBS early next year.



CBS Celebrates Success Of King's Island Country Promotion

CINCINNATI — CBS Records/Nashville and King's Island family entertainment center in Ohio recently collaborated on a unique artist development campaign centered around a double weekend of CBS country artists' concerts at Kings Island by Johnny Duncan, Sonny James, Tammy Wynette, Connie Smith, Billy Swan, Freddy Weller and Johnny Paycheck. The event was designed to increase CBS country albums sales in a four-state area and to increase park attendance at King's Island.

Utilizing the new CBS Records country music prepak, catalog product, national and local advertising dollars, point-of-purchase materials, and CBS artist appearances, country album sales in the CBS/Cincinnati branch's four-state territory rose significantly. Additionally, park attendance rose over double that of previous years. Other methods involved included King's Island discount coupons on park admission, dealer involvement from a four-state area, press conferences, over 100 radio stations involved in time-buys and album/park ticket giveaways, and a CBS-sponsored talent search campaign. Pictured at the V.I.P. cocktail party held in honor of the CBS participating artists, radio personalities, dealers, and media representatives, are, left to right: Bob Ewald, branch manager, Cincinnati, CBS Records; Larry B. of WUBE radio; Columbia's Sonny James, Epic's Tammy Wynette; and Cincinnati salesman Jack Lameier.

CASH BOX TOP 100 COUNTRY

November 13, 1976

Chart showing Top 100 Country Singles with columns for Rank, Song Title, Artist, Weeks on Chart, and additional chart info.

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Alphabetized list of Top 100 Country Singles with columns for Song Title, Artist, and Chart Position.

ADDITIONS TO R&B PLAYLISTS

ATLANTA — Frank Barrow
 10 To 7 — Shake Your Rump — Bar-Kays
 10 To 11 — To My Mind — Johnny Bristol — Atlantic
 11 To 12 — Bless My Soul — Skip Mahoney — Abet
 12 To 13 — Sylvester — Capitol
 13 To 14 — Saturday Night — EW&F
 14 To 15 — You Don't Have To Be A Star — McCoo/Davis
 15 To 16 — Rubber Band Man — Spinners
 16 To 17 — Baby Hold On — John Edwards
 17 To 18 — Car Wash — Rose Royce
 18 To 19 — A Love Of Your Own — AWB
 19 To 20 — EW&F
 New LPs — Brass Construction

BALTIMORE — Al Jefferson
 #1 — You Don't Have To Be A Star — McCoo & Davis
 Do That Stuff — Parliament — Casablanca
 We've Got You Singing — Rimshots — All Platinum
 Party Night — Curtis Mayfield — Curtom
 Rainbow In Your Eyes — Al Jarreau — Reprise
 Free & Single — Brothers Johnson — A&M
 Daylight — Vicki Sue Robinson — RCA
 Ain't Nothing But Something To Do — Whole Darn Family
 — Soul International
 There It Is — Black Smoke — Casablanca
 You Are The One I Love — Naked Truth — Sound Stage
 My Loneliness — Nancy Wilson — Capitol
 I Didn't Mean To Love You — Dionne Warwick — WB
 Love Me — Staples — WB

Old Fashioned Man — Smokey Robinson — Tamla
 23 To 8 — Car Wash — Rose Royce
 18 To 12 — Enjoy Yourself — The Jacksons
 22 To 13 — So Sad The Song — Gladys Knight
 25 To 19 — Get Up '76 — Esquires
 26 To 20 — Open Sesame — Kool & The Gang
 #1 LP — Stevie Wonder

New LPs — Fuzzy Haskins, Chi-Lites, Crown Heights
 Affair, Brass Construction, Barry White, Supremes,
 Dynamic Soothers, Bar-Kays, Donna Summer

WUFO — BUFFALO — Harold Lewis
 #1 — Dazz — Brick
 You're My Driving Wheel — Supremes — Motown
 Smile — David Sanborn — WB
 No Woman No Cry — Bob Marley — Island
 Old Fashioned Man — Smokey Robinson — Tamla
 Don't Take Away The Music — Tavares — Capitol
 33 To 25 — Down To Love Town — Originals
 37 To 30 — Run To Me — Candi Staton
 18 To 7 — Living Together In Sin — Whispers
 22 To 15 — Car Wash — Rose Royce
 #1 LP — Stevie Wonder
 New LPs — Donna Summer, Ralph McDonald, Stuff,
 Barry White, Bottomline

WIGO — CHARLOTTE — Manny Clark
 #1 — Dazz — Brick — Bang
 Enjoy Yourself — The Jacksons — Epic
 I Feel Love — Bo Kirkland & Ruth Davis — Claridge
 Party Night — Curtis Mayfield — Curtom

Body English — King Floyd — Chimneyville
 20 To 8 — Living Together In Sin — Whispers
 38 To 3 — Saturday Night — EW&F
 29 To 14 — Don't Take Away The Music — Tavares
 36 To 15 — Hideaway — Fantastic Four
 40 To 21 — Feelings — Walter Jackson
 #1 LP — Stevie Wonder

New LPs — Quincy Jones
WYON — CHICAGO — E. Rodney Jones
 #1 — Give It Up — Tyrone Davis
 When Love Is New — Arthur Prysock — Old Town
 Free — Deniece Williams — Columbia
 You Keep Me Cryin' — Al Green — Hi
 Bless My Soul — Skip Mahoney — Abet
 This Time — Impressions — Cotillion
 Greedy For Your Love — Donnie Gerrard — Greedy
 19 To 11 — Catfish — Four Tops
 #1 LP — Stevie Wonder

New LPs — Weapons Of Peace
WJPC — CHICAGO — Richard Steele
 #1 — Love Ballad — LTD
 Dazz — Brick — Bang
 Do That Stuff — Parliament — Casablanca
 This Time — Impressions — Cotillion
 8 To 2 — Shake Your Rump — Bar-Kays
 13 To 8 — You Don't Have To Be A Star — McCoo/Davis
 21 To 14 — I'd Rather Be With You — Bootsy Collins
 29 To 17 — Enjoy Yourself — The Jacksons
 25 To 20 — With You — Moments
 #1 LP — Stevie Wonder

New LPs — Michael Henderson
WBMX — CHICAGO — Ernest James
 Everything Is Beautiful — Jimmy Castor — Atlantic
 Do It To My Mind — Johnny Bristol — Atlantic
 Down To Love Town — Originals — Motown
 Home Is Where The Heart Is — Bobby Womack — Columbia
 Car Wash — Rose Royce — MCA
 New LPs — Hubert Laws

KDKO — DENVER — Bob Moore
 #1 — Love Ballad — LTD
 Saturday Night — EW&F — Columbia
 Party Night — Curtis Mayfield — Curtom
 You Gotta Believe — Pointer Sisters — ABC
 Just Friends — Silver, Platinum & Gold — Farr
 On & Off — David Ruffin — Motown
 25 To 20 — Don't Make Me Wait — Barry White
 26 To 21 — Do What You Wanna Do — Hall & Oates
 28 To 22 — Dazz — Brick
 19 To 13 — Rubber Band Man — Spinners
 7 To 1 — Love Ballad — LTD
 New LPs — Brass Construction, Car Wash, Supremes,
 Jackson Five, Jr. Walker, Billy Preston, Sylvers

WRBD — FT. LAUDERDALE — Joe Fisher
 #1 — Dazz — Brick
 Gloria's Theme — Anthony Renfro Orchestra — Renfro
 Don't Give It Up — Blood Hollins — S.T.
 Ain't Nothing But Something To Do — Whole Darn Family
 — Soul International
 I Feel Lovin' — Bo Kirkland & Ruth Davis — Claridge
 Rigor Mortis — Cameo — Casablanca
 17 To 8 — Superman Lover — Johnny Guitar Watson
 10 To 7 — I Don't Wanna Lose Your Love — Emotions
 #1 LP — Stevie Wonder/John Edwards

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 Abet 9466
 Skip Mahoaney
 45 *Billboard R&B*
 36 *Cash Box R&B*
 35 **Record World R&B*

Pop Up & Coming: (Record World) 130

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 #1 — Love Ballad
 Dazz — Brick — Bang
 Open Sesame — Kool & The Gang — DeLite
 Home Is Where The Heart Is — Bobby Womack — Columbia
 I Feel Love — Bo Kirkland & Ruth Davis — Claridge
 When Love Is New — Arthur Prysock — Old Town
 Ain't Nothing But Something To Do — Whole Darn Family
 — Soul International
 10 To 2 — You Keep Me Cryin' — Al Green
 24 To 3 — Car Wash — Rose Royce
 17 To 4 — Who Are You — Temptations
 23 To 18 — I Refuse To Lose — James Brown
 20 To 14 — With You — Moments
 27 To 20 — Midnight Soul Patrol — Quincy Jones
 #1 LP — Stevie Wonder

New LPs — Kool & The Gang, Brass Construction, Billy Preston

WJMO — CLEVELAND — Lyn Tolliver
 #1 — Love Ballad — LTD
 Finger Fever — Dramatics — ABC
 The Booty — Fatback — Spring
 I Don't Wanna Lose Your Love — Emotions — Columbia
 Darling, Darling — O'Jays — Phila. Int'l.
 Love Me — Staples — WB
 Ex To 5 — Do What You Wanna Do — Hall & Oates
 29 To 7 — Love So Right — Bee Gees
 23 To 9 — Living Together In Sin — Whispers
 24 To 12 — I Kinda Miss You — Manhattans
 27 To 15 — Who Are You — Temptations
 Ex To 16 — A Love Of Your Own — AWB
 #1 LP — Stevie Wonder

New LPs — Ohio Players
WILD — BOSTON — Charlene Watts
 #1 — Love Ballad — LTD
 Open Sesame — Kool & The Gang — DeLite
 New LPs — Bottomline

WVCO — COLUMBUS — Bill Moon
 #1 — Getaway — EW&F
 You Keep Me Cryin' — Al Green — Hi
 Be My Girl — Michael Henderson — Buddah
 I Don't Wanna Lose Your Love — Emotions — Columbia
 Free — Deniece Williams — Columbia
 Body English — King Floyd — Chimneyville
 12 To 19 — Superman Lover — Johnny Guitar Watson
 23 To 17 — Let's Be Young Tonight — Jermaine Jackson
 26 To 16 — Then There Was The Blues — Crusaders
 20 To 14 — Living Together In Sin — Whispers
 18 To 11 — Finger Fever — Dramatics
 15 To 7 — Just To Be Close To You — Commodores
 #1 LP — Stevie Wonder

New LPs — Earl Klugh, Donna Summer, Walter Hawkins

KKDA — DALLAS — Chuck Smith
 Let's Make A Deal — Gloria Gaynor — Polydor
 Who Are You — Temptations — Gordy
 Midnight Soul Patrol — Quincy Jones — A&M
 Open Sesame — Kool & The Gang — DeLite
 Don't Make Me Wait — Barry White — 20th Century
 29 To 3 — Far East Mississippi — Ohio Players
 24 To 19 — Can't Get By Without You — The Real Thing
 23 To 17 — Cornin' — Chocolate Milk
 35 To 30 — Love Me — Staples
 Ex To 35 — Dazz — Brick
 14 To 16 — Dazz — Brick
 #1 LP — Stevie Wonder

New LPs — Fuzzy Haskins
KNOW — DALLAS/FT. WORTH — Nat Jackson
 #1 — Love Ballad — LTD
 Love's Got Me Tired — Laura Lee — Ariola
 Fruit Song — Jeannie Reynolds — Casablanca
 Old Fashioned Man — Smokey Robinson — Tamla
 Ain't Nothing But Something To Do — Whole Darn Family
 — Soul International
 Nothing Comes Easy — Archie Bell — Columbia
 Gloria's Theme — Anthony Renfro Orchestra — Renfro
 Midnight Soul Patrol — Quincy Jones — A&M
 39 To 28 — Dazz — Brick
 29 To 21 — You Keep Me Cryin' — Al Green
 28 To 20 — Do It To My Mind — Johnny Bristol
 25 To 17 — Get You Somebody New — Labelle
 14 To 9 — Full Time Thing — Whirlwind
 #1 LP — Stevie Wonder

New LPs — Stuff, Sylvers, Ohio Players, K.C. & The
 Sunshine Band, Quincy Jones, Bar-Kays
WJLB — DETROIT — Al Perkins
 #1 — You Don't Have To Be A Star — McCoo/Davis
 Love's Got Me Tired — Laura Lee — Ariola
 Love Me — Staples — WB
 Ooh Cha — Soul Train Gang — Soul Train
 We're Having A Party — Disco Tex — Chelsea
 Find, Fool, Forget — Dobie Gray — Capricorn
 This Time — Impressions — Cotillion
 I Destroyed Your Love — Terry Huff
 29 To 15 — You Keep Me Cryin' — Al Green
 14 To 5 — Free — Deniece Williams
 32 To 23 — Dazz — Brick
 24 To 14 — I Got A Notion — Al Hutson
 27 To 20 — Midnight Soul Patrol — Quincy Jones
 #1 LP — Stevie Wonder

New LPs — Luther Ingram

WVLO — NASHVILLE — David Lombard
 #1 — Lean On Me — Melba Moore — Buddah
 Car Wash — Rose Royce — Buddah
 Living Together In Sin — Whispers — RCA
 You Keep Me Cryin' — Al Green — Hi
 20 To 13 — Dazz — Brick
 19 To 8 — Disco Duck — Rick Dees
 16 To 12 — Teach Me — Blue Magic
 #1 LP — Stevie Wonder

New LPs — Barry White
WBLS — NEW YORK — Frankie Crocker
 Ooh Cha — Soul Train Gang — Soul Train
 You Keep Me Cryin' — Al Green — Hi
 Ninety-Nine And A Half — Trampms — Atlantic
 Grey Rainy Days — Lonnie Jordan — UA
WVRL — NEW YORK — Sonny Taylor
 #1 — Cherchez La Femme — Savannah Band
 I Don't Wanna Lose Your Love — Emotions — Cclumbia
 Groovy People — Lou Rawls — Phila. Int'l.
 When Love Is New — Arthur Prysock — Old Town
 Catfish — Four Tops — ABC
 Hooked On A Feeling — Aretha Franklin — Atlantic
 Car Wash — Rose Royce — MCA
 #1 LP — Stevie Wonder

New LPs — Brass Construction, Tymes
WORL — ORLANDO — Steve Crumbley
 #1 — Dazz — Brick
 Guitar Talk — Aquarian Dream — Buddah
 Love Me — Staples — WB
 Home Is Where The Heart Is — Bobby Womack — Columbia
 Don't Make Me Wait — Barry White — 20th Century
 If You Ain't Man Enough — Tommy Tate — Coco
 Gloria's Theme — Anthony Renfro Orchestra — Renfro
 Together — O.C. Smith — Epic
 Old Time Sake — Dorothy Moore — Malaco
 32 To 24 — Do That Stuff — Parliament
 28 To 14 — Car Wash — Rose Royce

continued on pg. 41

With the uncovering of diary tampering in the Memphis area (see **CB**, Nov. 6, pg. 28), it has been discovered that WDIA beat WHBQ by a much larger margin than was initially shown, with total persons at WDIA up from 17.1 to 18.1 and WDBQ down from 11.8 to 6.3.

R&B Playlist fr 40

Ex To 33 — On And Off — David Ruffin
#1 LP — EW&F, Stevie Wonder
New LPs — Denise Williams, Barry White, Bar Kays, Leor Haywood, Luther Ingram, Michael Henderson, Tony Sylvester, Sylvers, Leroy Hutson, The Jacksons
WAMO — PITTSBURGH — Mat Leadbetter
#1 — Dazz — Brick
Hotline — Sylvers — Capitol
Who Are You — Temptations — Gordy
Happy Being Lonely — Chi-Lites — Mercury
Rainbow In Your Eyes — Al Jarreau — Reprise
You Make Me Feel Like Dancing — Leo Sayer — WB
Cherchez La Femme — Savannah Band — RCA
9 To 4 — You Don't Have To Be A Star — McCoo & Davis
20 To 10 — With You — Moments
34 To 19 — Don't Take Away The Music — Tavares
#1 LP — Stevie Wonder
New LPs — Billy Preston, Karma
WENZ — RICHMOND — Al Scott
#1 — Shake Your Rump — Bar-Kays
Do You Feel Like We Do — Frampton — A&M
Free — Denise Williams — Columbia
I Kinda Miss You — Manhattans — Columbia
Midnight Sou! Patrol — Quincy Jones — A&M
Ex To 14 — Down To Love Town — Originals
Ex To 13 — Dazz — Brick
13 To 9 — That's The Way To Go — Bottomline
#1 LP — Stevie Wonder
New LPs — Car Wash (re-add), Ralph McDonald, Brass Construction

KATZ — ST. LOUIS — Chico Brown
#1 — Rubber Band Man — Spinners
Disco Body — Jackie Moore — Kayvette
Car Wash — Rose Royce — MCA
Groovy People — Lou Rawls — Phila. Int'l.
The Booty — Fatback Band — Spring
You Keep Me Cryin' — Al Green — Hi
#1 LP — Stevie Wonder
New LPs — Dramatics, Four Tops, Denise Williams

XEAZ — SAN DIEGO — Bruce Ley
#1 — Love Ballad
Just A Matter Of Time — Peabo Bryson — Bang
Everything Is Beautiful — Jimmy Castor — Atlantic
Saturday Night — EW&F — Columbia
21 To 13 — Get You Somebody New — Labelle
#1 LP — Stevie Wonder
New LPs — Enchantment, Sylvers, Brass Construction

KYAC — SEATTLE — Robert L. Scott
#1 — Mr. Melody — Natalie Cole
Party Thing — Curtis Mayfield — Curtom
Don't Take Away The Music — Tavares — Capitol
#1 LP — Stevie Wonder
New LPs — Mass Production, Chi-Lites, Bar-Kays

WSOK — SAVANNAH — Elliot Nealy
#1 — Dazz — Brick
Let Me Be The One — Willie Hutch — Motown
Home Is Where The Heart Is — Bobby Womack — Columbia
You'll Never Find — Stanley Turrentine — Fantasy
Hell Fire Loving — Denise Lasalle — WB
Love Me — Staples — WB
Gloria's Theme — Anthony Renfro's Orchestra — Renfro
Let's Make A Deal — Gloria Gaynor — Polydor
29 To 23 — Who Are You — Temptations
19 To 14 — I Don't Wanna Lose Your Love — Emotions
14 To 9 — Falling In Love — New Birth
#1 LP — Stevie Wonder
New LPs — Ohio Players, Chi-Lites, Crown Heights Affair, Bar-Kays

WTMP — TAMPA — Jerry Walker
#1 — Dazz — Brick
Who Are You — Temptations — Gordy
I Don't Wanna Lose Your Love — Emotions — Columbia
On And Off — David Ruffin — Motown
Love Me — Staples — WB
Superman Lover — Johnny Guitar Watson — DJM
Bogey Man — Avalanche — Boblo
Dazz — Brick
Rubber Band Man — Spinners
I Kinda Miss You — Manhattans
Groovy People — Lou Rawls
#1 LP — Stevie Wonder
New LPs — Luther Ingram

WOL — WASHINGTON-D.C. — Cortez Thompson
#1 — Car Wash — Rose Royce
Tried, Tested — Ashford & Simpson — WB
Catfish — Four Tops — ABC
Worn Out Broken Heart — Loleatta Holloway — Goldmine
A Little Bit Of Something — Robert Parker — Island
We've Got You Singing — Rimshots — Stang
Far East Mississippi — Ohio Players — Mercury
Cherchez La Femme — Savannah Band — RCA
Ride A Wild Horse — Disco Tex — Chelsea
That's Enough — Sonny & Diane — Epic
Ooh Cha — Soul Train Gang — Soul Train
You're My Driving Wheel — Supremes — Motown
8 To 5 — I Don't Wanna Lose Your Love — Emotions
10 To 7 — Peter Gunn — Deodato
7 To 4 — Disco Duck — Rick Dees
#1 LP — Stevie Wonder
New LPs — Lonnie Smith, Brass Construction, Mass Production, O'Jays

Numbers fr 38

enthusiastic attempts by radio stations to compile extensive market research sheets. The trend could very well swerve away from numbered playlists in the near future if radio has its way. Dropping the numbers, radio contends, would allow more time for the more important task of selecting titles for a playlist. Because of the emphasis manufacturers place upon high numbers, however, the numerical playlists may die hard, despite their apparent relative uselessness.

Reflections 'N Black

IT&T and **Steve Metz** (owner of the Beacon Theatre) are jointly sponsoring **Melba Moore** at the Metropolitan Opera House December 12. In preparing for the event, Ms. Moore will draw upon her past Broadway performances, concerts and club acts in organizing her one-woman show. Her new single entitled "Good Loving" will be released next week, with her new LP entitled "Melba" coming shortly thereafter.

Buddah Records has changed the single to be released from the **Michael Henderson** LP from "Time" to "Be My Girl."

Leon Ware has just finished producing a new LP on **Syretta Wright** that should be released just after the first of the year.

Lonnie Jordan's LP (on which he played all instruments) will be entitled "Many Moods Of Me," and is scheduled to be released in January.

RADIO — Procedures have been finalized for the **Sonderling** Corporation in its acquisition of **WRVR** in New York, with the corporation agreeing to maintain the present jazz format. The jazz format has been losing money, so **CB** talked to **Egmont Sonderling**, owner of the chain, who stated, "We will be evaluating the station for the next six weeks to formalize plans to increase its audience, but the basic format will remain jazz."

cookle amerson



DRAMATICS VISIT CASH BOX — The Dramatics recently visited the **Cash Box** Los Angeles office to present their current album "Joy Ride" to **R&B** editor **Cookie Amerson**. (L-r) **Willie Ford**, **Ron Banks**, **Cookie Amerson**, **Lenny Mays** and **L.J. Reynolds**.

R&B Singles To Watch

1. **Love Me** — Staples — WB
2. **Party Night** — Curtis Mayfield — Curtom
3. **Home Is Where The Heart Is** — Bobby Womack — Columbia
4. **This Time** — Impressions — Cotillion
5. **Gloria's Theme** — Anthony Renfro Orchestra — Renfro
6. **When Love Is New** — Arthur Prysock — Old Town

Based on Radio Activity

Most Programmed New LPs

1. **Brass Construction II** — Brass Construction — UA
2. **Billy** — Billy Preston — A&M
3. **Something Special** — Sylvers — Capitol
4. **Gold** — Ohio Players — Mercury

Based On Radio Activity

R&B Crossing To Top 40

1. **Dazz** — Brick — Bang
2. **Car Wash** — Rose Royce — MCA
3. **Open Sesame** — Kool & The Gang — DeLite
4. **Far East Mississippi** — Ohio Players — Mercury
5. **Free** — Deniece Williams — Columbia
6. **Keep Me Cryin'** — Al Green — Hi
7. **Cherchez La Femme** — Dr. Buzzard — RCA
8. **Enjoy Yourself** — The Jacksons — Epic
9. **I Kinda Miss You** — Manhattans — Columbia

Based on Sales and Radio Activity

Cosby Leads Capitol November LP Release

LOS ANGELES — Capitol Records has set for release in November **Bill Cosby's** comedy album "My Father Confused Me ... What Must I Do?"

The Beach Boys' "Live In London" was recorded in 1969, "The Best of George Harrison," **Merle Haggard's** "The Roots Of My Raising," **Al Martino's** "Sing My Love Songs" and **Diana Williams' self-titled** debut album.

DeWitt Public Rel. Firm Formed In L.A.

LOS ANGELES — Barbara DeWitt has opened **DeWitt Public Relations** in Los Angeles. The firm will be representing **David Bowie**, **Iggy Pop**, **Flo & Eddie**, **Tom Waits**, **George Duke** and **Billy Cobham**, **Pollywog Productions** and **John Mayall**.

The firm will be located at **6430 Sunset Blvd., Suite 1502, Los Angeles, Ca. 90028**, (213) 467-2104.

Letter To The Editor

Mr. Ken Glancy, President
RCA Records
1133 Avenue of the Americas
New York, New York

Dear Mr. Glancy:

As a black artist whose roots are seeded in the music of rhythm and blues, I'm writing to applaud your recent unprecedented statement pertaining to **RCA Records'** new policy structure in dealing with artists, black or white. For too long, the practice of placing any artist in a musical category because of the color of his skin has meant little more than creative confinement, and is a disservice and form of segregation that neither serves the recording industry nor the artist.

Black music as a creative and commercial force no longer takes second place in today's music scene, as so many of the great established black performers have shown us throughout the history of contemporary music — and the music audiences have validated in record sales and concert support. What your statement has given me is the encouragement to continue to create my music, to come from my roots and my history, and grow beyond any single musical vein, having the freedom to express myself in any style I choose — with the confidence that I can and will be judged for my music — be it R&B, rock, pop, contemporary or any combination that my own creativity allows for.

I am proud to be an artist on the **RCA** roster, and to be affiliated with the label that has had the foresight, integrity and sense to take an appropriate stand in breaking through the comforts of tradition where it is no longer valid, opening the way for true artistic expression.

For me, music has never been about being black or white, so much as it is really just about being — and having a place to communicate what that is.

I thank you for opening the door.

With best wishes,

Ralph Graham

P.S. I have taken the liberty of publicly responding to your statement by sending copies of this letter to the recording industry trade publications, and am hopeful that others will do the same.

Buddah Sets Knight Soundtrack Campaign

NEW YORK — "Pipedreams," the soundtrack album of the movie starring **Gladys Knight**, has been released by **Buddah Records**, which has undertaken a marketing campaign for the album.

In addition, **Gladys** and the **Pips** plan to attend the opening of the film in major markets. In **Atlanta** for the movie's premiere, the group appeared at **Peaches** to put their handprints in cement in front of the store.

IRDA To Dist. Ali LP

NASHVILLE — **IRDA** has completed an agreement with **Crimson Dynasty Records** of Philadelphia, PA, for the exclusive worldwide distribution rights to the new album and single by world heavyweight title holder **Muhammad Ali**.

'Fifth' LP Goes Gold

NEW YORK — The "A Fifth Of Beethoven" album by **Walter Murphy** has been certified gold by the **RIAA**.

Graffiti Formed

NEW YORK — **Graffiti Records** has been formed by **Harvey Averde**, president of **Coco Records**; **Sam Goff**, general managing partner of the company; and singer **Danny Rivera**. Initial release on the label is "Danny Rivera and Alborada." Also set for release by the label is "Alberto Carrion's "Pajaros Marinos."

Carter Tribunal Questioned fr 7

... he'll be good for music. If Carter is good for business, then he'll be good for music."

Brennan related one Washington rumor that says consumer advocate Ralph Nader will have informal veto power over Carter's appointees to regulatory commissions.

Impartial

While no one wanted to play fortune-teller, most felt tribunal members would probably be impartial and fair. One rep remarked, however, "There's a feeling that some appointments will be made strictly for political reasons . . . to reward people who helped on the campaign."

Another thought the appointments would "steer clear of people with direct involvement in the copyright field . . . because it's expected they would have some bias . . . I can't believe they would choose anyone affected by copyright." He felt academicians, professors of law, or people who know a little something about copyright, but are removed from actual copyright battles, would be selected.

Although the House bill recommended the president choose individuals knowledgeable in copyright practice, the Conference Committee in the final bill dropped that restriction. It added that the Senate must confirm the president's appointees.

The "knowledgeability" requirement was not in the Senate bill at all. "The Senate would not refuse to confirm a person without copyright experience," said Senate copyright counsel Brennan. He felt the Senate would in fact prefer "independent arbitrators."

This was echoed by an attorney who claimed, "It really isn't that complicated. It's like a judge. Most judges don't know anything when they go on the bench. If they're bright, willing to listen, and have judicial temperaments, and judicial minds, they'll work out."

But another industry rep expressed little confidence in judges. He referred to the persons hearing most music cases as "idiot judges."

Distribute Royalties

The tribunal will distribute the new royalties collected from jukebox owners and cable TV stations. It will also oversee voluntary public TV royalty negotiations. Additionally, the tribunal will review, and adjust, royalty rates, including the mechanical royalty, beginning in 1980.

For awhile, there seemed to be a problem with the tribunal's connection to the Library of Congress, which houses the Copyright Office — a part of the legislative branch of the federal government. This connection is minimal, however. The library will provide support and administrative services. Otherwise, the tribunal will be autonomous. According to Brennan, the five commissioners will do their own "professional work."

A Referee

While some feel voluntary negotiations may be achievable with the tribunal acting as referee, others feel the end of the long copyright revision process is just the beginning of unending litigation. Under the

Little River Band fr 12

Continued Promotion

By that time, however, Capitol's hit-making machinery will have been in steady motion for months. Dan Davis told *Cash Box* that pre- and post-concert radio buys will continue for the length of this tour, and that Capitol's manufactured plastic stand-up displays for Little River should last "at least a year."

According to Tusken, the single has drawn new attention to the album, and "Little River Band" is selling in the top ten or twenty in many of Capitol's accounts. For the Australian group it has been a long way there; on the other hand, it looks like they'll be staying for a while.

act, all tribunal decisions can be taken to the U.S. Court of Appeals for judicial review. Whether or not this will be a hang-up is a point of some debate.

"Appeal may be difficult," said Brennan, "and the prospect of success virtually nonexistent." The reason, he explained, was that the basis for appeal would be limited only to the record made during the hearing of a case. In other words, a claimant could not appeal simply because he did not agree with the tribunal's decision.

A music spokesman, however, predicts, "There's going to be an awful lot of action in the courts. Interpretation will make the law. It's not up to the administration," he continued. "The question is what is the judiciary going to do? The ball is in the judiciary's lap."

P. Stock Releases Two

NEW YORK — Private Stock's initial November album releases will be "Do I Love You" by Peter Lemongello and "Kiss Tomorrow Goodbye" by the Dirty Angels.

Capitol Pubberies Gets New Management

LOS ANGELES — As of November 1, the catalog and business of Capitol's Beechwood, Glenwood and Central Songs music publishing companies will be managed worldwide by Screen Gems-EMI Music, Inc.

Jazz Crossover fr 16

Benson. The list in August contained six of the same titles that appeared in July, with "Hard Work" by John Handy and "You Are My Starship" replacing "Salongo" and "Fly With The Wind."

The low for any month to date was reached in September, when only "Breezin'," "Bob James Three," "Fever," "Everybody Loves The Sunshine" by Roy Ayers Ubiquity, and "You Are My Starship" managed to remain in the top 10 on the jazz chart each week of the month while maintaining a continuing presence on the pop chart. However, the total climbed to seven the following month with the addition of "Barefoot Ballet" by John Klemmer, "Windjammer" by Freddie Hubbard, "Secrets" by Herbie Hancock and "School Days" by Stanley Clarke to "Breezin'" "Bob James Three" and "You Are My Starship."

Debuted on July 10

The jazz chart first appeared in *Cash Box* on July 10. That week, 17 of the 40 albums, or 42.5%, appeared on the pop chart, highlighted by "Breezin'" which debuted at #1 on the jazz chart while maintaining its position at #6 on the pop chart. During July, 43.75% of the albums appeared on both charts. Of these, albums by the Crusaders and Ronnie Laws made the most substantial showings on the pop chart, each reaching the mid-range of the top 100. In addition, on July 17, "Breezin'" climbed to #5 on the pop chart, its highest position to date.

In August, the monthly average of albums appearing on both the jazz and pop charts dipped to 34.38%, reaching a low of 32.5% on August 14 and 21. Starting with the first week of September, however, the rate of "cross over" success began to accelerate, and has continued in a relatively uninterrupted upward spiral since then. The average for September climbed to 41.25%. Most notable in this group was "You Are My Starship" which reached #50 with a bullet on the pop chart on September 25.

That album continued its movement on the pop chart in reaching #40 three weeks later. However, "School Days" reached #39 on the pop chart on October 23, making it the most successful jazz album since "Breezin'" debuted on the *Cash Box* album chart on April 10. For the month, 49% of all albums on the jazz chart appeared on the pop chart.

Michael Davenport: Management Is Creative

by Paul Simmons

LOS ANGELES — Michael Davenport, manager for jazz/rock violinist Jean Luc Ponty, prefers working on his own, and just being answerable to his clients. Besides Ponty, Davenport also manages Steve Hunter and Capitol recording act Bob Meighan Band. Davenport heads a management firm in Encino called the Merlin Company. Jay Cooper is Davenport's attorney, who reviews all the contracts. Lately has had his hands full stopping the proliferation on the market of bogus Ponty LPs. Davenport enlarged on the problem. "The LPs are old European recordings which Ponty played on as a sideman; however the LP covers depict Ponty as the main artist. Cooper took a strong position with the record company. He told them that if they persisted, we would quickly sue. They had no choice, because they were misrepresenting Ponty in their advertising. And so they changed the packaging."

Davenport rejoices that he has no problems working with Ponty's American label, Atlantic records. He elaborated: "For our tours, everything is coordinated with the booking agency along with promotion from Atlantic. All the guidelines have been set by Atlantic. They'll do extra promotion whenever it's required, whether it's for trying to get a larger audience, or to get a club date."

Solo Career

Davenport began managing Ponty a year and a half ago, about the same time Ponty had left the Mahavishnu Orchestra and was ready to re-embark on a solo career. Before then, Davenport had a rather varied career. He began at the age of 16 by hiring the Chico Hamilton Quartet for a jazz concert at Van Nuys high school. In college he booked concerts. Davenport worked 2 years for the International Talent Association. At that time the agency handled 90% of the folk acts, including Bob Dylan and Peter, Paul and Mary. Davenport said "I realized that I could earn a living in music, without being a musician."

Davenport promoted the first Crosby, Stills, Nash and Young concert in L.A., at UCLA. He found that promoting concerts there ran a lot smoother than at other places. The usual opening line he received from agencies had been "You do us some favors and we'll reciprocate," Davenport explained. "I found that situation to be discouraging. The margin of profit that you get from doing favors for agencies is very small. So small in fact that you'd be better off putting the money away in the bank to collect interest. For UCLA I avoided the agents and went directly to the artists, some of which were the Grateful Dead and Van Morrison. The artists were usually favorable towards doing the shows because of interest in the college."

Managers' Notes

Bob Ellis, manager for Rolling Stone **Ronnie Wood**, announces that Wood and his wife, **Krissie**, are the proud parents of a son born last Saturday, Oct. 30. They have named the baby **Jesse James**. . . **Stan Polley**, manager for **Al Kooper**, announces that Kooper has been signed to the **David Libert Agency** for exclusive booking. Kooper has recorded his first newsolo LP in several years — "Act Like Nothing's Wrong," a Nov. release from United Artists. Kooper has planned to tour with a 12-piece band in Dec. to support the LP. . . **Dee Anthony**, manager for **Peter Frampton** announced that after Frampton returns from his European tour with **Gary Wright** he will play 3 solo concerts at the L.A. Forum, Dec. 5, 6 & 7, with a possible 4th show on the 9th. Frampton will begin recording his new LP in Jan. . . **Ron Stone of Lookout Management** reports that **Neil Young's** new 3 LP set "Decade" will include 9 new songs — one is "Love Is A Rose," which was recorded by **Linda Ronstadt**. The other 21 songs will be a compilation of his better-known songs of the past 10 years '66-'76 . . . The **Cate Brothers** have just returned from a triumphant European tour, playing to larger audiences than in the U.S. They will appear at the Troubadour Dec. 16-18. . . **Booker T. & The M.G.s** have entered Clover studio to record an LP entitled "Reincarnation," set for Jan. release. . . **Bob Holliday**, manager for **Starbuck**, announces that the group will be on tour this month, appearing at concerts with **Seals and Crofts**, **Hall & Oates**, and **England Dan and John Ford Coley**. **Bruce McCaskill**, manager for **AWB**, announced that Atlantic will release a 2 LP AWB live set "Person To Person" in Jan. paul simmons

While with Concert Express, Davenport began promoting some of Merle Haggard dates. He found them to be relatively hassle-free and profitable as well. Davenport commented "Haggard's fee was not as large as a rock act. Advertising was a lot easier. For his concerts you needed just 6 police compared to the usual 100 for a rock concert. Country and western audiences were very polite. The worst that could happen is that they'd get drunk and punch each other out."

After doing Haggard concerts for 3 years, Davenport began managing Ponty. When Ponty began touring America, he was more popular in Europe. Now it seems that the trend has reversed itself, the American audience is on a sharp ascendency. Because of Ponty's musical style, some promoters are unwilling to book him a rock concert. So Davenport has Ponty play clubs instead of halls, until he can do solo concerts. Recently Ponty headlined 3 soldout nights at the Roxy in L.A.

Davenport discussed the situation. "Rock promoters generally have not recognized that Ponty has a rock audience. If they do consider him at all, it's as a jazz artist. Promoters have as much insecurity as everyone else. They want some evidence that the show will sell. Agents and promoters depend a lot on the charts, which is a national survey. And that survey often doesn't apply to certain regional areas."

For the future, Ponty has shown some interest in writing soundtracks. Some newly signed groups have approached him to produce their albums.

A national tour began Nov. 3, with a taping for the PBS TV show "Soundstage." Davenport arranged for the TV appearance, by inviting the show's producer, Ken Erlich, to a Ponty concert.

Talent Buyer

Davenport is also the talent buyer for a room in New Orleans, called Rosey's. Davenport holds another position as an American representative for Australian concert promoter Garry Van Igman. Davenport said "Australia tends to lag behind about a year in group popularity. Historically British acts will break in America and Australia at the same time. American acts are usually skeptical about going to Australia. Because by the time they're big enough to play there, they're already very popular in the U.S., and they see no reason to spend 3 weeks in Australia, when they'll make much more money by staying home."

Davenport finds managing the most enjoyable aspect of the music industry. He commented "being a non-artist I've found that a manager has a great opportunity for creativity, which I never found as a promoter or an agent."

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INTERNATIONAL EXPOSITION



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CashBox MOA convention special

WANT ALL THE GAMES

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THURSDAY, FRIDAY, SUNDAY - NOVEMBER 12-13-14

MOA 1976

The annual MOA convention about to commence at the Conrad Hilton Hotel in Chicago will reflect a very productive year of accomplishment for the association and an unsurpassed show of support and total participation on the part of the entire industry.

Exhibitors, record in number this year, will display their wares in three exhibit halls; more space than ever before utilized for the show in MOA's 28-year history. Attendance as well is expected to shatter previous records — and this applies to both domestic and foreign representation. Coin machine people will be coming in to Chicago from all corners of the U.S. and abroad for a firsthand view of the lavish display of new equipment the music and games manufacturers will premiere expressly for the convention audience.

Games, games and more games, in all categories, will be shown to regale conventioners, and each of the U.S. phonograph manufacturers — Rock-Ola, Rowe and Seeburg — as well as foreign-based Lowen Automaten (NSM) and Deutsche Wurlitzer, will display their new models for everyone to see and hear.

As a special accommodation this year, in answer to the industry's plea for more service instruction on games equipment, MOA will sponsor special games service booths in the North Hall exhibit area, where Jim Sneed of Kurz-Kasch and Bill Arkush of Kush N' Stuff will be stationed to discuss and demonstrate modern service techniques and provide individual assistance. In addition, the association has arranged to spotlight the subject of service in a full segment of the annual MOA seminar, with presentations by Cal Clifford of Cal's Coin College and Bill Arkush.

A very significant event on the association's convention agenda each year is the general membership meeting luncheon, which is highlighted by the election of new officers for the new term. This year, however, the meeting will take on very special significance centering on two important factors: a membership vote on a new name for the association and an important report from MOA's attorney Nicholas E. Allen, which will undoubtedly emphasize the recently passed copyright revision bill and MOA's role in accomplishing a good portion of its aims in the lengthy campaign preceding the bill's passage.

It's been a year of achievement for MOA, it's been a year of innovation, expansion and recognition for the coin machine industry, which is resulting in a greater public awareness of the industry and its people. At what other period has it been almost commonplace to tune in the 6 o'clock news and see a familiar figure from coinbiz being interviewed in a very positive light!

Next year the call letters will be different, but with present momentum the annual exposition will be every bit as spectacular! See you at the show!

Outgoing Pres. Reveals MOA's Plans For More Membership Services; Training Program To Begin In 1977

"During eighteen years on the MOA board of directors, I have watched MOA grow from modest beginnings to the healthy and respected association it is today. I have also witnessed the tremendous development in state associations, which has meant so much to the success of MOA. With that important support, I believe MOA will continue to grow and will yet render more valuable services to the membership.

"I am glad to report that, as a result of a membership survey last May, MOA will sponsor a series of schools for training mechanics in amusement games repair. This program will be launched early next year and the schools will be held in different parts of the country on a quarterly basis. MOA is also developing guideline manuals for tournaments which will be available to those who want them. The survey also asked for members' opinions on a new name for the association which will be resolved at the general membership meeting.

"Part of this year's exposition seminar will be devoted to games. This will be coordinated with games services booths on the

exhibit floor where operators may consult with some of the same specialists who appeared on the seminar. Further to MOA's overall educational program, there will be a regional seminar next March conducted by the University of Notre Dame. This will be held in Denver, Colorado, and I urge you to register during this exposition.

"The Copyright Revision Bill affecting jukeboxes was passed in October. It was a difficult fight, as always, but we were able to hold the line on the \$8.00 and successfully oppose the recording arts royalty of \$1.00 and the 50¢ registration fee. However, we were unable to take jukeboxes out of periodic review of royalty rates, the first of which review will occur in 1980 and every ten years thereafter. Our Washington legal counsel, Nicholas E. Allen, will give us a full report at the membership meeting.

"I wish to express my deep appreciation to the members for their support of MOA and to the Expo '76 committees and staff for making this one of our most successful expositions."

Ted Nichols
National President

Frederick M. Granger — 'Balance,' Key To A Better & Stronger Association

"The MOA leadership has always tried to be even-handed and to maintain a balance between the different interests served by the national association. Amid the pressures of shifting opinion and changing needs of a growing industry, this has not always been easy. Yet good balance is as important in the life of a successful association as it is in the life of a successful person. In MOA new projects are very carefully scrutinized by board and committee and often by membership survey. The aim is not to do what is expedient. The aim is to provide well researched and lasting services to the membership. This approach, combined with a careful attention to industry development, has enabled MOA to become stronger and better able to serve all interests more effectively.

"Recent developments in amusement games have been nothing short of revolutionary, developments which have transformed both the industry and the annual trade show. MOA has been responsive to these developments. In early 1974 the board of directors approved sponsorship of digital logic courses for games repairmen. The format of this year's exposition focuses on games, including a seminar and service booths on the exhibit floor. The service booths will have specialists on hand to discuss test equipment for logic boards, computer systems as applied to games, servicing of pinball games, and how to plan and promote tournaments. At the same time, we are not overlooking the "backbone" of the business, the jukebox. Over the years MOA has had seminars to serve all interests: jukeboxes, games, record programming, tournaments, business management and image.

"During the past year it has been my privilege to work closely with a man who has served on the MOA board for eighteen years — president Ted Nichols. Here is a successful operator, a quiet man of balance and judgment, his feet on the ground, and for that reason alone, good for MOA. He will be presiding over some important business during this exposition. Let us give Ted Nichols a rousing vote of thanks for his dedicated service to MOA."

Frederick M. Granger
Executive Vice President

Hopkins & Mullins — 'Expo '76 Exceeds Expectations'

"Probably nobody expected Expo '76 to shatter all previous records for number of exhibitors; not after the way this show has been growing already. But that is exactly what has happened. In fact, it was necessary to add a third exhibit hall this year, the North Hall, in order to accommodate the influx of exhibitors; so that we are now using all available exhibit space on the lower level of the hotel.

"The exhibits, of course, are the core of the exposition, and there are an abundance of them this year to display a most outstanding array of equipment; but in addition we offer an exceptional program of special events. On Friday, there is a luncheon and special program for the ladies, with a seminar for everyone in the afternoon. Saturday is the annual membership luncheon, another big Expo event; and we close Sunday night with a gala ban-

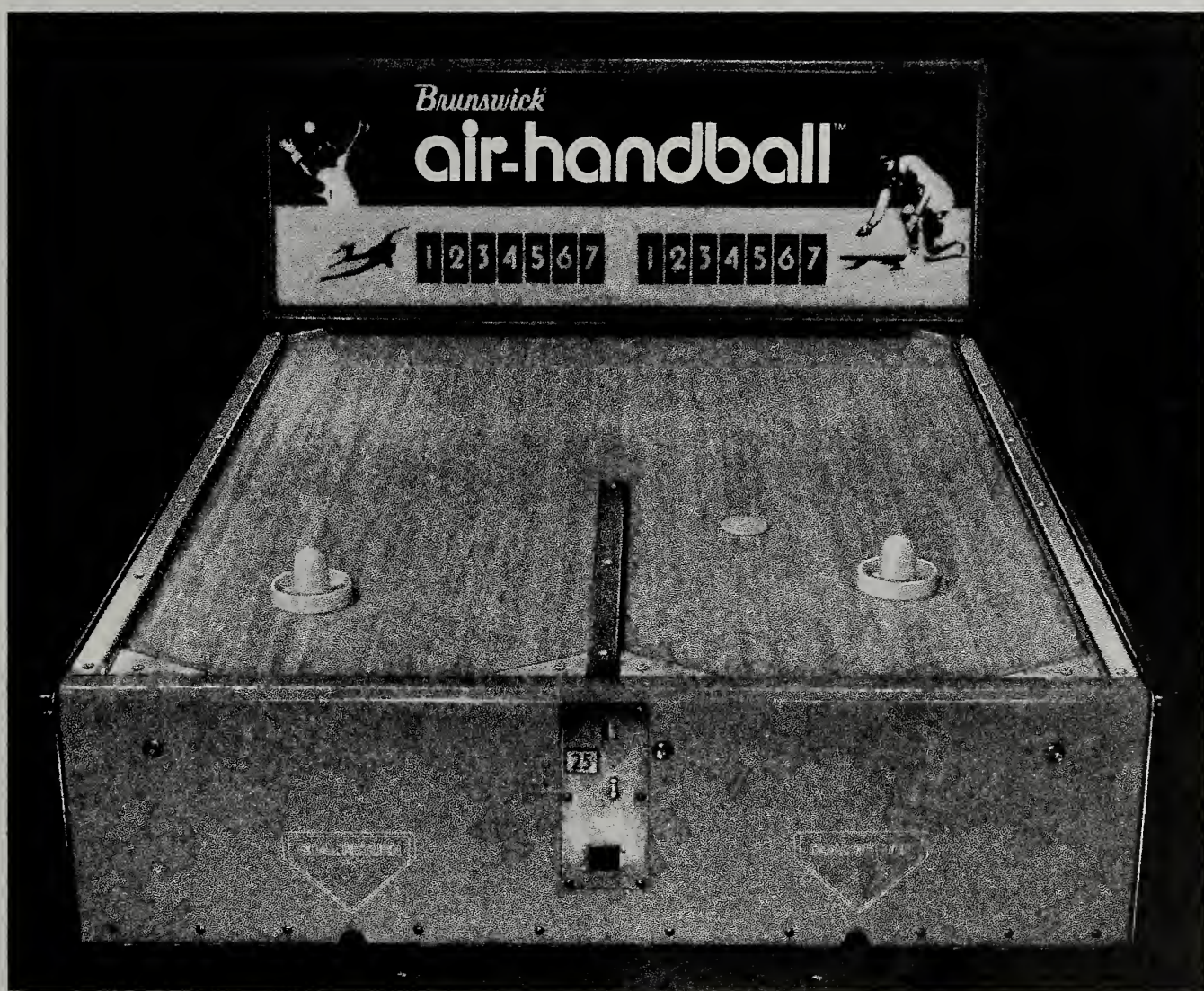
quet and stage show, which will feature a lineup of some of the most popular stars in the entertainment world.

"We urge everyone to visit the exhibit floors frequently and systematically. See every exhibit in all three halls — the North, East and West. See them more than once or twice because there is a lot of money-making equipment brought together here under one roof, much of it unrevealed to the trade prior to the show's opening.

"A valuable reference piece, the MOA program booklet, has been made available to everyone attending the convention. It contains a floor plan plus a list of exhibitors, indicating booth numbers, product information and business addresses — all that is needed to fully cover the show!"

Maynard C. Hopkins
James I. Mullins
Co-Chairmen, Expo '76

IF YOU BELIEVED US WHEN WE INTRODUCED THE FIRST AIR-CUSHION GAME, YOU MADE MONEY. HERE'S THE SECOND AIR-CUSHION GAME.



Perhaps, when we first started talking about these "air" games, you figured we were just blowing off steam.

After all, we promised a lot. We told you that our AIR-HOCKEY® game would revolutionize the coin-op business.

That you'd move these machines faster and easier than any game you've ever handled.

And that you'd realize a nice, healthy return on your investment.

Judging from your response, we didn't break any promises.

And now we're back with the second air-cushion game. This one looks equally promising.

It's called AIR-HANDBALL™. We feel it'll generate as much, if not more excitement than our AIR-HOCKEY® game. And since the cost is relatively low, and it's based on a concept that's a proven winner, you can expect a constant and dynamic return on your money.

That's all we have to say about our AIR-HANDBALL™ game. It's in your court now.



Other exciting BRUNSWICK® BRIARWOOD™ GAMES: Karate™, Photo Finish™, Billiard Tables.

SCHEDULE OF EXHIBIT HOURS AND EVENTS FOR MOA EXPO '76

(Advance registrants may pick up badges at registration desk, Thursday, Nov. 11, between 12:00 Noon and 6:00 PM.)

FRIDAY, NOVEMBER 12

8:30 AM to 3:00 PM	Registration Desk Open
9:00 AM to 3:00 PM	Exhibits Open
12:00 Noon	Ladies Luncheon (Waldorf Room)
3:30 PM to 6:00 PM	MOA Industry Seminar (Continental Room)

Hospitality Suites Open In Evening

SATURDAY, NOVEMBER 13

10:00 AM to 5:30 PM	Registration Desk Open
10:00 AM to 6:00 PM	Exhibits Open
11:30 AM to 1:00 PM	General Membership Brunch & Program (Boulevard Room)

Hospitality Suites Open In Evening

SUNDAY, NOVEMBER 14

10:00 AM to 3:30 PM	Registration Desk Open
10:00 AM to 4:00 PM	Exhibits Open
6:00 PM to 7:00 PM	Cocktail Hour (Normandy Lounge)
7:00 PM to 1:00 AM	Banquet & Show (Grand Ballroom)

MOA Sponsors Booths In Chicago

CHICAGO — The Music Operators of America will be sponsoring four service booths this year at the Chicago convention.

Jim Sneed will be manning the MOA-sponsored Kurz-Kasch booth for the third year in a row. He will display and discuss digital logic courses and test equipment for test and checkout of logic boards.

A second MOA service booth will be manned by Bill Arkush of Kush N' Stuff, who will discuss computer systems as applied to games, with different microprocessor systems on hand for operators to evaluate and learn to test.

Cal Clifford of Cal's Coin College will be at a third booth, where he will provide help with problems involving repair of music games and machines, plus provide lists of recommended reading and services available to newly hired people.

A fourth booth will have Ward Brown at the helm. Brown, president of the Pocket Billiards Association of America, will provide information and guidance on the planning and promotion of games tournaments.

All-Star Cast At MOA Banquet

CHICAGO — An all-star array of recording and performing artists will be featured Sunday Nov. 14 at the MOA Expo '76 banquet and jukebox awards ceremonies at the Conrad Hilton Hotel.

This year's banquet will feature a gala cast of entertainers, including Tommy

year" for the Captain & Tennille's "Love Will Keep Us Together" (A&M) and Albert's "Feelings" (RCA); C.W. McCall, "country record of the year" for "Convoy" (Polydor); KC & The Sunshine Band, "soul record of the year" for "That's The Way I Like It" (TK).

In the "artist of the year" category, win-

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Conway Twitty

Willis (Country International), Brenda Lee (Decca), Ronnie Milsap (RCA), Conway Twitty (MCA), Ray Griff (Capitol), La Costa (Capitol), Bobby Rydell (PIP), the Jim & Julie Murphy Show from Australia, Barbara



Ronnie Milsap

ners are the Captain and Tennille (A&M), this year's dual award recipients. At MOA Expo '75, Freddy Fender was similarly honored with an artist of the year and record of the year award.



Jimmy Joyce

Mandrell (ABC/Dot), Roy Head (ABC/Dot), and Freddie Hart (Capitol). Jimmy Joyce will be master of ceremonies.

The awards presentations, with MOA president Ted Nichols presenting, will honor the following MOA Jukebox Awards winners: Freddy Fender, "record of the year" for "Wasted Days And Wasted Nights" (ABC/Dot); the Captain & Tennille and Morris Albert (tie), "pop record of the



La Costa

In selecting the winners, MOA members were asked to base judgment on each record's earning power in jukeboxes.

The banquet and show, a traditional MOA Expo event, will be preceded by a cocktail party from 6 to 7 p.m. According to the MOA, a record turnout is expected for this year's banquet and show, which concludes the three-day exposition.

The people at
EXIDY
extend their
congratulations and best wishes to
M. O. A.
for its great 1976 Exposition

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**To the Music Operators of America,
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our deepest appreciation.**



Freddy Fender's "Wasted Days And Wasted Nights"
Jukebox Record of the Year

On ABC/Dot Records
(DOA 17558)

abc Dot Records

Produced by Huey P. Meaux

ABC/Dot is pleased to present Barbara Mandrell and Roy Head
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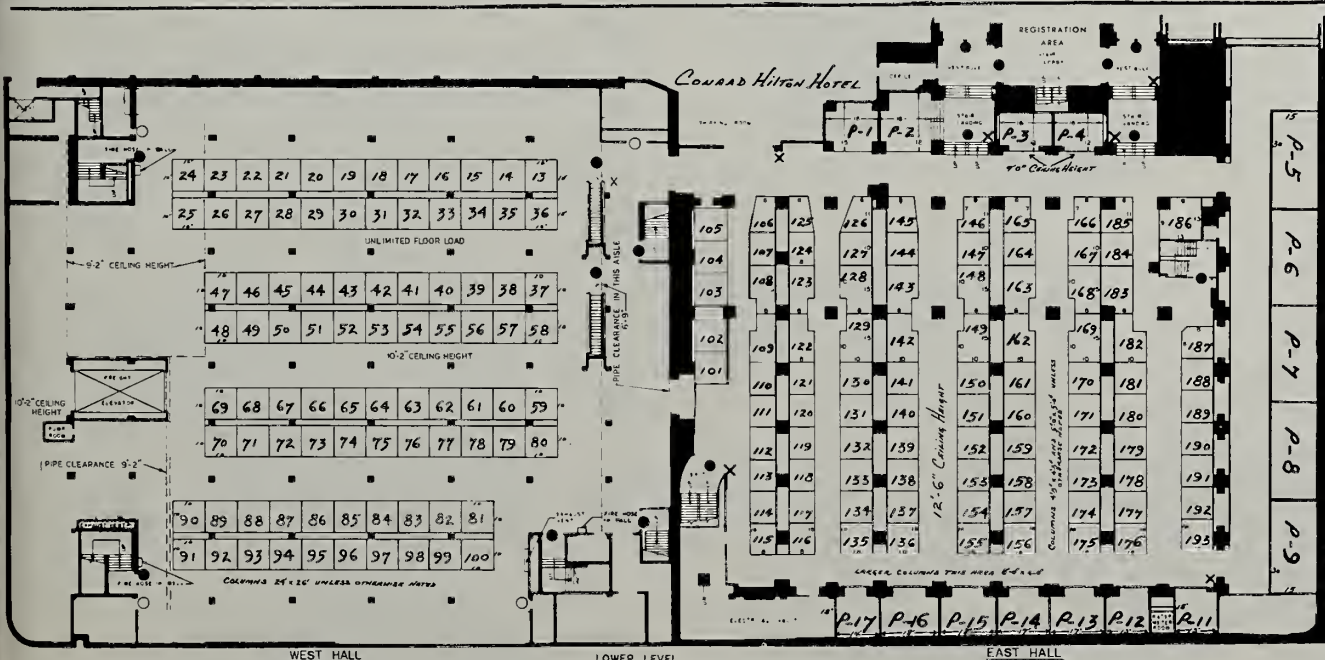
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Americas 3rd Century!

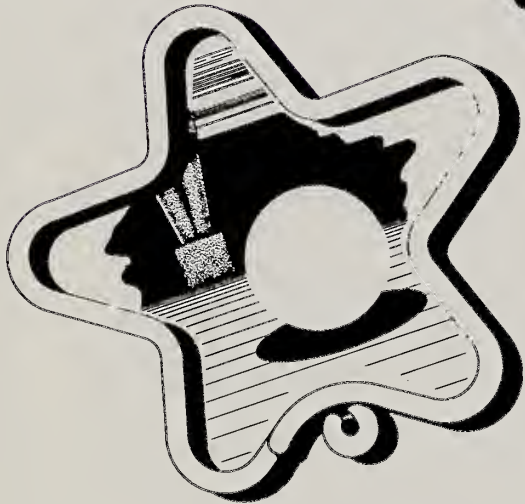
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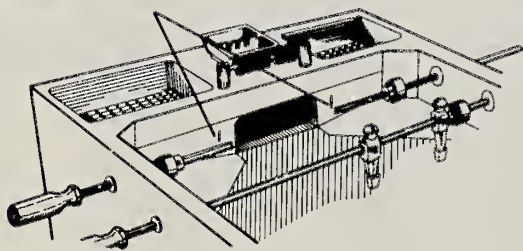


Dynamo Now



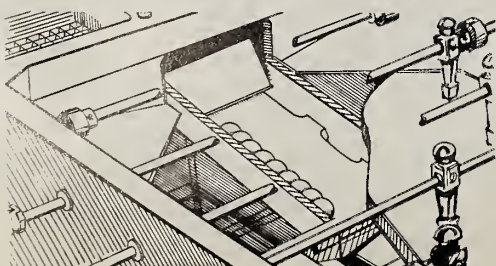
1 Adjustable Goal

Our new Dynamo goal stretches from 6½ inches to a full 8½ inches. Great for Tournaments. Gives you a built-in handicapping system and can be adjusted for expert, intermediate or novice brackets. (Patent Pending)



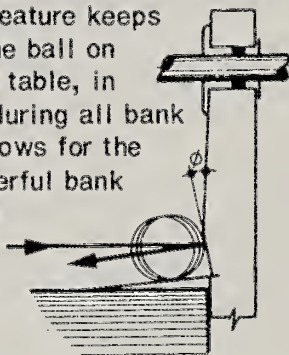
2 Metered Ball Trap

Operator can preset the number of balls to be played in any game, seven, nine or eleven. Another added feature allows extra sets of balls to be stored in the table in case of loss or damage.



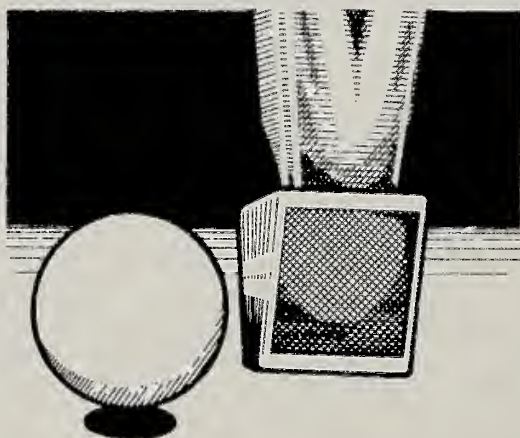
3 Beveled Sidewalls

This unique new design feature keeps the ball on the table, in play during all bank shots and also allows for the fastest, most powerful bank shots of any table available.



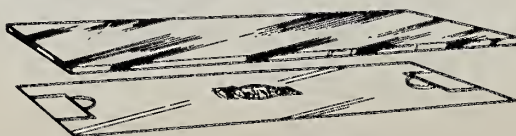
4 Newly Designed Foot On Players

We've beveled the edges of our men to give you better control and improved bank shots.



5 Reversible Glass Play Surface

Textured or smooth glass. You can have your choice. This added versatility of our play surface allows you to play on whichever surface you prefer.



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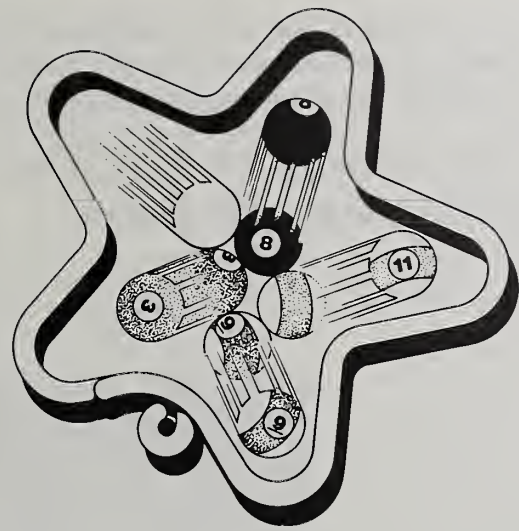
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Of course, Dynamo is still the same quality designed, ruggedly constructed table it has always been. It can take all the action performance you can give it . . . and more. It's the players choice.

7 Features



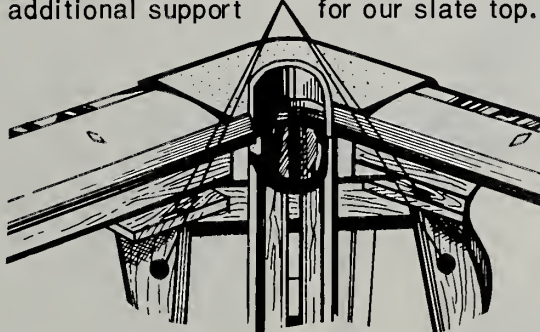
1 2 1/4" Regulation Cue-Ball

Our standard size and weight cue-ball has been phenolically and homogenously cast as well as dynamically balanced. No imbalancing weights or cages in our "Q-ball" for a lopsided roll...just a smooth, straight rotation.



3 Finest Slate Support

At 8 points, on shims which are reinforced by corner gussets for additional strength. We've also installed transverse metal braces to not only strengthen the table but to provide additional support for our slate top.

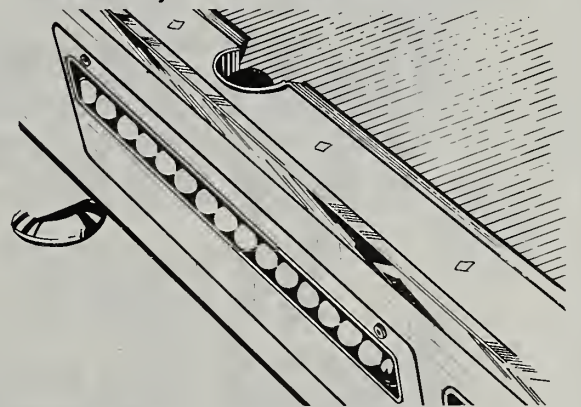


5 19 Oz. Standard Felt Playcloth

We've covered our natural slate top with a heavier than 13 oz. competitor table coverings for longer durability, heavy play.

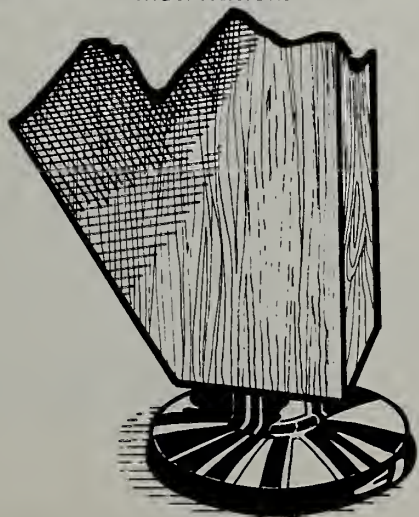
6 Cue-Ball Lock-Up

Our 16 ball Lock-Up holds the "Q"-Ball inside the table when the game is over until the vending ball drop is released by the coin mechanism.



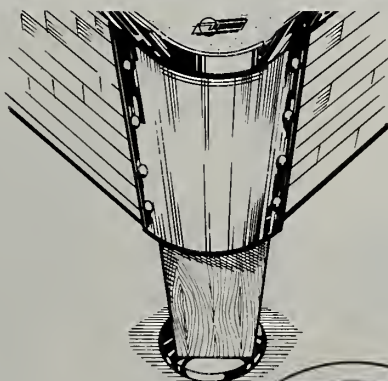
2 Solid Wooden Legs

which feature uniquely designed leg levelers that don't have to be removed during installation.



4 Metal Corner Extrusions

For a more solid corner construction. They are bolted to the cabinet for strength and can be easily replaced along with the side panels without returning the table in case of vandalism or accidental freight claim breakage.



These are only highlights of our Dynamo Pool Table. However, we can conservatively say our Dynamo Pool Table is 50% better constructed than any other table in the market. Isn't it about time you looked at the sturdiest pool table available in the coin operated game industry.



PREVIEW of some of the new music and games equipment being introduced at the MOA convention. Most of the models being featured in this MOA special issue of Cash Box have not as yet been revealed to the trade. Many more, however, are still being kept under wraps by the various manufacturers for specific premiere at Expo '76.

Dynamo Corp. To Feature 'Matching Pair' At Expo

GRAND PRAIRIE, TX. — Bill Rickett, president of Dynamo Corporation, and John Lewis, the firm's vice president of marketing, recently announced the introduction of a new, matching futsal and pool table to be added to the current line of Dynamo products, and to be prominently featured in the company's exhibit at MOA Expo '76.

The "Matching Pair," as the new models are called, are designed in three distinctive finishes, according to Lewis: mirrored on black, black on black and rosewood. "Operators can now have a coordinated look which will complement and broaden the appeal of their game locations," he said.

"We also have, in our Dynamo tables, some unique features that are not available in any other tables currently on the market," Lewis added. "Our Dynamo pool table, for instance, uses a regulation size 2 1/4" cue-ball which has been phenolicly and homogeneously cast as well as dynamically balanced so that it has no unbalancing weights. We've also installed a chalk and drink deflector over the ball traps which forces chalk, liquids or anything that may fall into the ball traps into the center of the table to prevent balls from hanging or debris from being caught in the ball trap itself.

"Dynamo has the best built and sturdiest tables available in the industry," Lewis continued. "We've designed and built them to stand up under a lot of heavy play, without

sacrificing appearance, so that we still give the operator a good looking table."

Both the classic designed pool table and the futsal table have solid wood legs, finished to match the cabinet, with ad-



DYNAMO'S John Lewis, vice president-marketing: "Operators can now have a coordinated look which will complement and broaden the appeal of their game locations."

justable leg levelers. As Lewis further stressed, "The Dynamo pool table is unique in that it has been especially designed with leg levelers which don't need to be removed when the table is installed."

Other special features of this model are: solid slate support at 8 points directly through the slate pads to the corner gussets which rigidly join the sides to the rails. These gussets give added strength to the shims on which the slate rests. Also, transverse metal braces to strengthen the

table and give added support for the slate; rugged metal extrusions, bolted to the cabinet for strength, to protect the vertical corners; special cue-ball lock-up (holds the cue-ball inside the table after a game is over until the vending ball drop is released by the coin mechanism).

Dynamo Fussball Table

In describing the '77 Dynamo futsal



Dynamo Pool Table

table, Lewis stressed that many new design features had been added for "improved looks, maintenance and play." The model has a metered ball trap which allows the operator to preset the number of balls to be played in any game — seven, nine or eleven; an added feature being that an extra set of balls can be stored in the table in case of loss or damage.

Also outstanding on the futsal unit is the newly engineered angled back sidewalls (patent pending) which keep the ball on the table in play during bank shots; and the new adjustable goal (patent pending) which spreads from 6 1/2" to a full

8 1/2" and is especially effective in tournaments or areas using smaller goal width. A new goal box design has been incorporated into this model to make the ball disappear faster and player retrieval harder.

Play Surface

Another innovation in the Dynamo futsal table is the reversible textured or



'77 Dynamo Fussball Table

smooth glass play surface which allows players to choose the type of play surface they prefer. A light wood framed tray has been built in to protect the recessed glass field. This prevents breakage, is easy to remove for cleaning or repairs and requires no prop and stop. Ohios have been added to help provide rod support; a new recessed vending device and coin box, as well as an optional coin meter, are among the other new features of the model.

The Dynamo Matching Pair will be among the featured products displayed in the Dynamo exhibit during the MOA convention in the Conrad Hilton Hotel.

Electra's 'Flying Fortress' Bombing-Run & Air Combat Game

CHICAGO — "Flying Fortress," newest release from Electra Games, Inc., is a single player bombing-run and air combat game, patterned after the famed World War II model B-17 armored bomber.

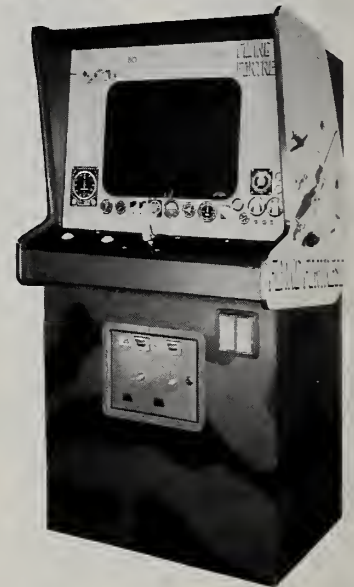
In announcing the factory's scheduled production of the new piece, Electra's sales vice president Stan Jarocki noted it had been tested most successfully with test locations describing it as "one of the most inventive and unique games of the last two years."

The object of play is for the "Fortress" to score points by destroying as many ground targets as possible on its bombing run while shooting down attacking fighter planes. For added challenge, a wide variety of ground objects including industrial plants, aircraft hangars, water towers and other strategic targets, pass in rapid succession.

The plane's flight is controlled by a sturdy joystick which can cause the bomber to climb or dive and "bombs" are dropped by the player (or co-player) at will by pushing the bomb-drop release which ejects the bombs at a rate as rapid as player reaction induces. During the run, enemy attack fighters come at the "Fortress" at a steady but unpredictable rate.

The bomber pilot can fire at the enemy planes by means of machine guns in the nose of the plane, controlled by a button on top of the joystick. Points are scored through bomb hits and fighters shot down; however, the unwary pilot can also crack up his ship by skimming too low and hitting a tall ground object.

"The Flying Fortress was probably the best known and most readily recognizable heavy bomber the U.S. Air Force ever put into the sky," commented Stan Jarocki. It literally was a fortress, with its almost impregnable armor which withstood ground flak and close range attack missiles. One of them was attacked by 15 or 20 planes dur-



ing one air battle but it absorbed everything thrown at it and arrived at home base almost cut in two and flying on one engine!" he continued.

"The Flying Fortress was revered by the men who flew it, romanticized in novels and movies, and induced paranoid fear in the enemy. It undoubtedly was one of the most important factors in the destruction of the enemy war machine.

"This is the spirit in which this game was designed," he concluded, "to provide a lifelike simulation of the thrills and accomplishments of the famed Fortress so that game players, young and old, could taste the victory and defeat of war. This plane truly was the 'battleship of the skies'."

Electra is currently shipping "Flying Fortress" to its domestic and overseas distributors and will show the game along with two other new items at the November MOA convention.

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'Grand Prix,' 'Blue Chip,' 'Cavalier' New Units To Debut At Williams Exhibit

CHICAGO — Williams Electronics Inc. will be introducing several new amusement machines during the 3-day run of the annual Music Operators of America convention in the Conrad Hilton Hotel.

Among the new models will be a 4-player pingame called "Grand Prix," a single player pingame "Blue Chip" and a United shuffle alley called "Cavalier."

All will be prominently displayed, along with a few other as yet unrevealed units, according to Williams' sales manager Bill DeSelm, in the firm's suite of exhibits, numbers 166-168 and 183-185, at the Conrad Hilton.



BLUE CHIP — Pinball enthusiasts will realize abundant returns on their play time investment in the outstanding single player flipper from Williams called "Blue Chip!" The model's cabinetry and overall design reflect various "blue chip" related illustrations, including the familiar ticker-tape, to stimulate player interest; and numerous skill inducing scoring options abound on the playfield to complete the picture. To advance scoring the player must light various combinations of targets, which are numbered 1 to 8. For example, lighting the right eject hole will score 50,000 points; the left and right are double bonus lanes; left and right spinners score 1000 points; and the side lane and eject hole scores special. Operators will especially appreciate the new jet bumper and easy to replace metal ring. Williams' recommended pricing on this model is one play per quarter.



GRAND PRIX — Another of the brand new releases being premiered by Williams Electronics Inc. at MOA Expo '76 is the exciting "Grand Prix" 4-player pinball machine. Just as in the famed auto race for which this model was named, excitement, challenge and the unpredictable are the order of the day throughout play. The intriguing ball action is designed to capture and hold the interest of the player. Scoring features include left and right bonus lanes with spinner units for 1000 points, left and right center kick-out holes for bonus, advance bonus rebound rubbers and drop targets that light 1 to 4 stars (No. 2 star scores an extra ball and No. 3 star a special). For further on location appeal, Grand Prix is encased in a very attractively designed, colorfully illustrated cabinet.



CAVALIER — "Cavalier" is the new United 6-player shuffle alley marked for official debut at MOA Expo in the Williams' exhibit. The model features five choices of play: Flash, Strike 90, Regulation, One Shot and Red Six. Red Six, which is a combination of the popular 6th frame and flash features, is especially geared for fast play competition. Also in full evidence in United's Cavalier shuffle alley is the factory's long established pattern of providing all of the exciting play and skill elements in a cabinet of outstanding design and color. A natural for the ever-widening shuffle alley market!

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1976 Jukebox/Games Route Survey

This survey was compiled from questionnaires that were sent to operating companies coast to coast. This survey is indicative of operating trends throughout the country but is in no way an absolute method of measuring these trends. This Cash Box feature cannot be reproduced in any way without the expressed permission of the editors of Cash Box.

Average number of coin-operated phonographs purchased annually by individual operating companies 20

(This figure is the highest recorded in the last six years, surpassing the 1975 figure by one and the previous record high of 14 in 1970).

Average weekly music gross at tavern locations (before commissions) \$35.00

Average weekly music gross at restaurants and other locations in business to serve food \$31.00

(Compared to the 1975 totals of \$38.00 and \$30.00 respectively, these figures indicate a \$3.00 decline in tavern collections and a \$1.00 increase in collections at restaurants and other locations where food is served).

95% of the operators surveyed own some "furniture style" music machines. This is an increase over the 90% shown in 1975, attributable in part to the installation of machines in previously "off-limit" locations, such as hotel lounges and posh restaurants.

Pricing is predominantly 2-25¢ as indicated by about 98% of the responding operators. 2% reported having 3-25¢ pricing on a small portion of the route and 4% reported that they are experimenting with straight quarter play.

Location commissions and contracts

The 50/50 commission split seems to be standard across the entire country with 90% of operators reporting it. The other commission deal reported most frequently was 60/40 (operator's advantage); however, in a few instances operators said their routes were split half on 50/50 and the other half on 60/40.

90% of the operating companies secure their locations by contract. The term length of these contracts varies somewhat, with the average falling between 3-5 years.

Average number of records purchased weekly 450
(According to the survey, this averages out to about three records per machine per week).

Programming singles

Most operators, 60%, responded that they trust the selection of new singles for machines to their employee-programmer; 30% said they give the responsibility to a routeman and 10% prefer to make the new selections themselves.

We asked the operators to list in order of importance the five most useful sources as guidelines in selecting new records. Here are the findings:

1. One stops
2. Trade magazines
3. Location requests
4. Personal selection by route personnel
5. Local radio station charts

The survey revealed an increased significance in location requests with 30% of the operators finding them "always helpful," 65% finding them "sometimes helpful" and only 5% considering them "misleading." The majority of the operators polled lease jukeboxes to locations, with about \$25.00 a week being representative of the charges. One operator said he offers a special monthly charge to organizations. Asked whether their new phonograph purchases this year were more, the same, or less than last year, 30% of the operators said they bought the same amount, 30% said they bought less and 20% said they bought more.

The majority opinion expressed on the future of the jukebox industry was one of optimism, with 25% feeling the industry will "grow" and 45% saying it will "remain the same."

Defects in records

"Starting groove cut poorly," "hole off center," "bad shut off," "too thick and easily warped," "too thick labels prevent records from sliding over" were some of the grievances expressed over single records. The age old problem of records being too long was also strongly indicated by operators, however, one operator did compliment the record companies on their efforts at improving this situation.

Operators were asked "what can route employees do to improve collections" and, although a number of suggestions were listed, "keep machines clean" was uppermost; a close second being the proper programming of jukeboxes. Route employees should be aware of the type of clientele that frequents a location, operators feel, and place emphasis on the predominant musical taste of the location when buying records.

GAMES

Estimated weekly gross (before commissions) on the following games was reported as:

Pool Tables	\$45.00
Video Games	34.00
Pingames	46.00
Electronic Novelty Games	34.00
Shuffle Alleys	32.00
Soccer Tables	17.00
Standard Target Rifles	18.00
Shuffleboard Tables	14.00
Big Ball Bowlers	10.00

Popularity chart

The most popular tavern games mentioned were:

1. Pool Tables
2. Pingames
3. Video Games
4. Shuffle Alleys
5. Soccer Tables

The most popular games in locations that are mainly in business to serve food are pinball machines and video games.

continued on pg. 14



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1976 Route Survey fr 12

Scoring in the off-street locations, such as arcades and shopping centers, were pingames, video games, the multi-player games which accommodate 4 or more persons, novelty games and target rifles.

Play pricing

Although about 90% of the operators reporting said their flippers are set at 2-25¢ pricing, some 65% said they do use straight quarter play on flippers, which is a significant increase over last year's 57% figure. The most prevalent pricing on shuffle alleys is straight quarter play, as the survey revealed, with only 20% using 2-25¢ on these units. A good number of operators reported straight quarter play on video machines.

The machine purchase graph

When asked about new purchases 90% of the operators replied they are purchasing *more* games this year than last (which reflects an astounding increase from the 1975 total of 74%); no operators reported buying the same amount as last year and only 2% reported buying fewer new pieces.

Earning power

88% of the operators polled feel that the earning power of this year's games was SUPERIOR to those of last year; with 10% considering it about the same.

General trade information

After retiring a game from the market, 95% of the operators reported that they resell used games to homeowners and offer a variety of service options, such as 30 to 60 days free, then a straight (or hourly) service charge. One operator said his serviceman handles this "on his own time"; another said he charges a set hourly rate plus parts.

When asked to report on new locations added to the route this year, 75% of the operators responded that new additions were GOOD, and 25% said they were "satisfactory."

When asked what trade associations could do to help the operator, these were the most common replies: 1. help to promote fellowship among operators and encourage them to work together towards the achievement of the mutual goals; 2. combat unfair legislation in a united way; 3. try to convince operators to increase their percentages; 4. accelerate public relations efforts to promote a good image of the entire industry; 5. help to provide more service schools; 6. stay abreast of legislation affecting operators and keep them informed of any changes affecting their businesses; 7. work to increase the national membership ranks and encourage more distributor participation.

The following comments were made in response to the question "What can the jukebox and games factories do to improve their equipment and service to the operators?" 1. provide better final inspection of equipment before it is shipped; 2. more schools; 3. distributors should carry sufficient extra boards for exchange; 4. produce stronger cabinets and, on pingames, stronger rear doors; 5. upgrade quality control; 6. expedite parts orders to reduce down time; 7. provide schematics with all machines; 8. improve factory testing and inspection, and the packing and crating of equipment for shipment; 9. encourage more feed-back information from operators — and, as one survey stated, "listen to the operator!"

Operators seem to almost unanimously feel that loans and bonuses to locations and new accounts, and catering to the "whims" and sometimes unreasonable demands of the locations, are among the most irritating aspects of the operating business. Also mentioned was direct selling, and one operator said that having to put new equipment through shop before installing it on locations is particularly aggravating.

Here is a sampling of what operators feel distributors can do to improve their service: 1. carry a better parts supply; 2. hold more service schools; 3. maintain a board exchange program; 4. check new equipment better; 5. give fast service on components; 6. keep a top rate service shop with the capacity for quick efficient service; 7. don't function in competition with the operator.

When posed the hypothetical question, "if you could only operate one type of machine, which would it be?" the pinball machine ranked as the number one favorite with the jukebox in second place, pool tables as a third choice and video games as fourth.

On the subject of tournaments, the majority opinion expressed was that they do have merit but in some instances are rather prohibitive in cost to the operator. The consensus of opinion among the 45% who said they had run tournaments revealed that, if properly conducted, tournaments do stimulate collections and are "profitable for an operator."

Finally, in forecasting their own futures and the future of the jukebox and games industry, most operators were optimistic in their outlooks. Here are a few comments taken from the questionnaires: "I see nothing but good for the industry," "I think our industry will benefit immeasurably by the shorter work week and more leisure time," "the games industry should continue to grow at a very rapid rate," "the period of expansion we are now experiencing will continue." Of course, a fitting climax to this survey should be the assertion by one operator that "God only knows!"

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Compunetic Intro's Bio-Rhythm II

VAN NUYS, CA — The name is somewhat familiar, but the game is brand new.

Compunetic Devices, Inc. recently introduced its new Bio-Rhythm II game, which, according to the firm, is a completely re-designed version of the original Bio-Rhythm game. Among its features is a single board system that combines logic and the computer. The game's cabinet is new, as are the graphics.

According to Nat Hockman, sales vice president of the newly formed Van Nuys firm, Bio-Rhythm II is currently Compunetic's number one project.

"It's a beautiful game," said Hockman, "and even though it is our main project, we are making an extra effort to service all those who have purchased the original Bio-Rhythm units."

Along with Hockman, the firm boasts the services of two other principal members of what Hockman calls "the old Bio-Rhythm team." Bill Lewis, the former president of For-Play and the original manufacturer of Bio-Rhythm, is now a consultant in charge of engineering for Compunetic. And Marvin Stein, president of Eastern Music Systems and Seeburg distributor headquartered in Philadelphia, is also acting as a consultant to the firm. Stein presently operates over 200 Bio-Rhythm units throughout the eastern U.S.

All parts and supplies for the Bio-Rhythm II are being manufactured at Compunetic's new facilities in Van Nuys. In addition, Hockman said a company called Biorhythm Supply Corp. will be able to furnish all the parts, as well as the special tickets, for all original Bio-Rhythm games.

Owners of the old Bio-Rhythm games will also be able to modernize their games, according to Hockman. "Any customer," he said, "can return his old Bio-Rhythm boards and get our new, self-test board." He said new boards can be made available on a trade-in basis for the older boards.

Compunetic is now gearing up for a major production effort over the next year. As Hockman says, "It's a brand new ball game."

Compunetic is located at 15330 Oxnard St., Van Nuys, Calif. Phone (213) 786-9682. The east coast representative is Joe Fitzpatrick, headquartered in Atlanta, Ga.

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Aerosmith	"Dream On" b/w "Sweet Emotion" 13-33327
Janis Ian	"At Seventeen" b/w "When the Party's Over" 13-33328
Earth, Wind & Fire	"Shining Star" b/w "That's the Way of the World" 13-33335
Willie Nelson	"Blue Eyes Crying in the Rain" b/w "Remember Me (When the Candle Lights Are Gleaming)" 13-33326

"40'S HALL OF FAME"

Frank Sinatra	"September Song" b/w "Among My Souvenirs" 13-33319
Kay Kyser	"Don't Sit Under the Apple Tree (With Anyone Else But Me)" b/w "Woody Wood-Pecker" 13-33315
Woody Herman	"Woodchopper's Ball" b/w "Blue Flame" 13-33298
Duke Ellington	"Take The "A" Train" b/w "Satin Doll" 13-33291
Harry James	"Ciribiribin (They're So In Love)" b/w "The Mole" 13-33308
Benny Goodman	"Stompin' at the Savoy" b/w "Let's Dance" 13-33304

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New Phono Design; Demonstration Of NSM Mechanism Underwater — At Lowen Exhibit

CHICAGO — A completely new phonograph design will be among the featured bill of fare in the elaborate display planned for MOA Expo '76 by NSM in the Lowen Automaten booth P-6 at the Conrad Hilton Hotel. The internationally renowned German-based manufacturer of coin operated equipment will be participating full-scale in MOA this year with several of the firm's executives traveling to Chicago to join the company's North American marketing sales manager Bert Davidson at the show. In addition, NSM will display an outstanding product line including the newly designed Century 21 (160-sel.) phonograph and the Prestige 160 solid state unit, plus a very unique attraction showing the NSM mechanism actually

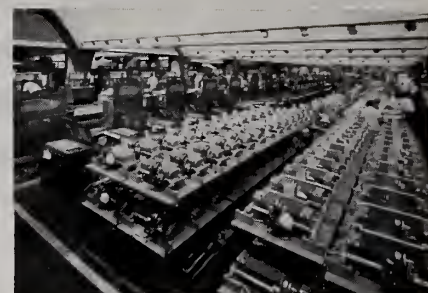
playing in an aquarium. The new mechanism has been in test, in a European country, for the better part of this year, according to the firm.

"We are justly proud of the new models we will be showing at MOA," said Peer von Oertzen, the firm's vice president of international marketing, "and the fact that we will be introducing a new cabinet design is a departure for us." As he further indicated, NSM does not subscribe to the policy of changing cabinet design on an annual basis. The consul type phonograph was first introduced by the company in the late sixties and their Consul 120 model has not been redesigned for almost eight years.

NSM, in its 24-year history, has become one of the largest manufacturers of coin

operated machines in Europe and presently exports over two-thirds of its phonograph production. The company, named for its three founders Messrs. Nack, Schulze and Menke, has active agents in over 40 countries throughout the world and the NSM phonographs are made under license in Spain, South Africa, New Zealand and South America. In his travels, Von Oertzen has been surveying various areas of the United States for a suitable assembly facility.

Bert Davidson, headquartered in Chicago, Illinois, recently joined the company as sales manager of the North American market. He is a well-known figure in the coin machine industry, noted for his expertise in the phonograph field. Davidson, for many years, held an executive post with the Wurlitzer organization.



The firm takes great pride in its modern manufacturing equipment which assures high standard of quality in its products. This photo shows a portion of the stamping section in the new shed-hall area of the factory.



In addition to producing jukeboxes, NSM manufactures a line of payout machines called "Rotomint," featured here in various stages of production in another area of the expansive factory.

Year Of Growth For Sega

REDONDO BEACH, CA. — A close look at Sega Enterprises' fiscal year 1976 reveals a year of growth and diversification, as the company established a United States headquarters and embarked on an aggressive product development and expansion program in three major areas of the entertainment business: amusement games, shopping mall entertainment centers and large screen television systems.

In a financial report recently published, Sega reported revenues for the year ended June 30, 1976 totaling over \$24 million, and net earnings at over \$2 million. Although Sega reported a decline in earnings compared to fiscal year 1975, this was due to start-up costs associated with the establishment of its U.S. headquarters and the recruiting, training and organizing of its work force and management team. Sega reported U.S. employment growing from three people in July 1975 to 200 by year-end.

This fiscal year was a year in which Sega made considerable progress toward its long-range goal of becoming an important force in the U.S. entertainment field. In March 1976 the company assumed 100 percent ownership of the six Kingdom of Oz shopping mall centers in California, and in June Sega acquired the assets of Muntz Manufacturing, Inc., a Los Angeles-based firm that has developed a television system with a 50-inch viewing screen. Sega researchers report finding an identifiable market potential for this medium in the home, in commercial enterprises and in educational and business institutions.



A view of the extensive Lowen Automaten facilities located at Bingen on the river Rhine. Visitors from all over the world have toured the complex and the company's standing invitation to "phone in advance for an interpreter" still holds for all prospective guests.

A shot and a beer. Two bits.

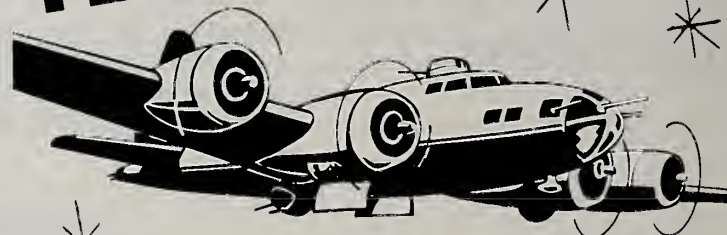
Plinker's Canyon

This new shooting game from Sega makes all kinds of exciting sounds. But the most exciting sounds of all is the plink, plink, plink of quarters.

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PSE Shows New Games Approach

LOS ANGELES — Almost all the news concerning west coast manufacturers' participation in the upcoming MOA Chicago exhibition states pretty much the obvious: "Yes we'll be attending and yes we'll have one or two new games" is usually how the story goes.

However, one manufacturer promises to exhibit a whole new approach to the application of video games technology. Project Support Engineering, a Sunnyvale, Calif. games manufacturer, is presently developing a microprocessing system that is different from typically large-chip microprocessor systems, and which, in the opinion of PSE, significantly improves upon many current types of video games systems.

Basically, the new approach makes it

possible to invent new games without having to design an entire new set of equipment. New games can be "invented" simply by changing the PROMS on a game's computer board.

According to PSE marketing director Bill Currier, the two video uprights the firm plans to showcase in Chicago will be the first games ever to feature this particular type of high-speed microprocessing approach.

"The approach has been employed for several years in various aspects of the computer industry," Currier said recently, "but nobody as yet has applied it to the games industry, to our knowledge."

Two essential features of the new approach are greater speed and reduced cost. John Chaudry, president and chief

engineer at PSE, explained that the "manipulation of information in the new system is minimized and the memory requirement of the equipment is much reduced." Video games, he said, do not require a high degree of technical capability when compared to advanced computers which use the same technology, but they do require a high degree of speed.

According to Chaudry, PSE's new approach could reduce the cost of developing and manufacturing video game logic systems by up to 50 percent. By utilizing this approach, PSE can conceive and complete new games in a matter of weeks rather than months. As Currier states, the new system "greatly reduces research and development time."

Microprocessing as applied by PSE is attractive for other reasons as well. According to Chaudry, reliability of the equip-

ment, cost of repair and ease of repair are all improved over older systems.

As Currier explained, PSE is currently involved in the first of two phases in its overall game plan for developing its microprocessing approach.

"The first phase," he said, "is proving the theory. Along with this, we will re-design our game concept, make revisions and streamline the application. Then, as part of a second phase, we'll formulate final versions of these applications, keeping in mind that we will have to leave room for further advancements in technology as we move forward in time."

Currier emphasized, however, that the two games which PSE will feature in Chicago will not be prototypes. "They will be working, completed games," he said.

PSE is presently looking forward to the very near future when it will be actively marketing its new application. Currier predicts many manufacturers will be anxious to purchase the new capability. According to him, "the industry and the public are ready for a higher technology."

In Chicago, they will get their first good look.

PSE Showcases Two New Games

SUNNYVALE, CA. — Project Support Engineering has released its new line of games which will be premiered at the MOA Chicago convention. Headlining the video game line-up is "Bazooka," a one-player upright that PSE says is the first in a series of video games to incorporate a new high-speed microprocessing technique developed by PSE engineers. (See article this page.)

Target Vehicles

"Bazooka" begins with target vehicles emerging in a true random fashion from either side of the playfield. The faster the target moves across the playfield, the more points are scored for hitting it. Scores vary from 200 to 800 points. Each hit is realized with an explosion and accompanying sound effects. Periodically an ambulance or stretcher bearers cross the screen, and a penalty of 200 points is assessed for shooting either of these obstacles. With no set pattern to the target generation, each game is different and the challenge to the player is constant.

Other features include a mirror image playfield, 23-inch monitor, dual sound system, a realistic red flash at the rear of the bazooka with each shot fired, extended play capability and a slide-out step for shorter players.

The cabinet features a high capacity locked cash box, 25 or 50 cent play pricing, adjustable length of game feature, and heavy duty controls.

Other Game

Another game to be premiered in Chicago will be PSE's "Ric-O-Chet Stick Hockey," a new approach to cocktail lounge and tavern equipment. This variation on air cushion games employs a redesigned playfield area to maximize rebound and ricochet shots, giving the player a whole new dimension in fun and skill.

The subdued lighting in most tavern locations will accentuate the playfield which is lit by two blacklights. The visual effect of this creates a unique test of hand/eye coordination.

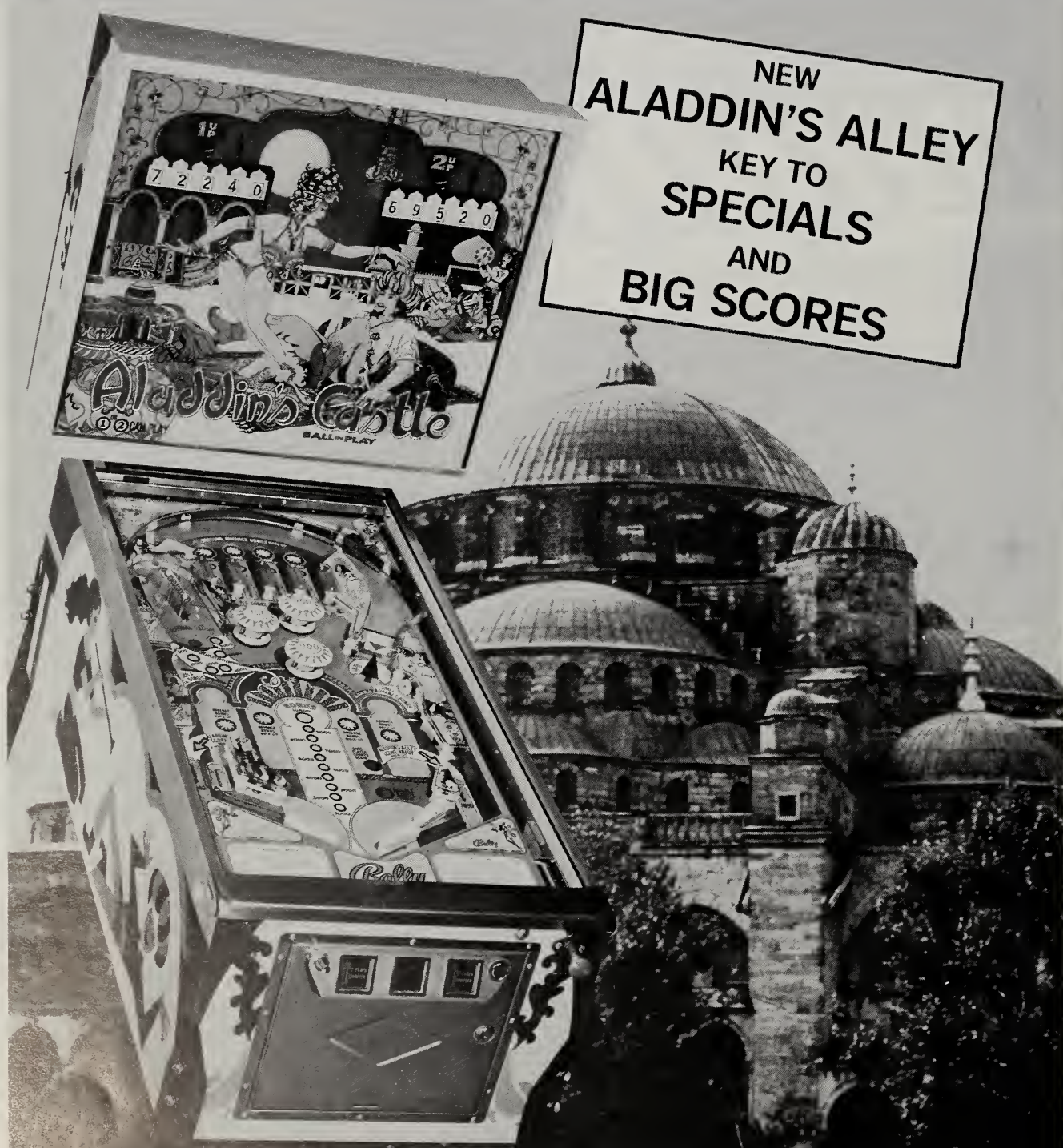
The cabinet features include a quarter-inch-thick tempered glass top, large locking coin box, solid state score display, adjustable maximum score and heavy duty "hockey sticks." Pricing is set at 25 cents per game.

This low cost, low maintenance game, combined with the fast action play, gives promise of a long and profitable run at any location, according to PSE.

Aladdin's Castle

MAGIC Bally MONEY-MAKING MACHINE

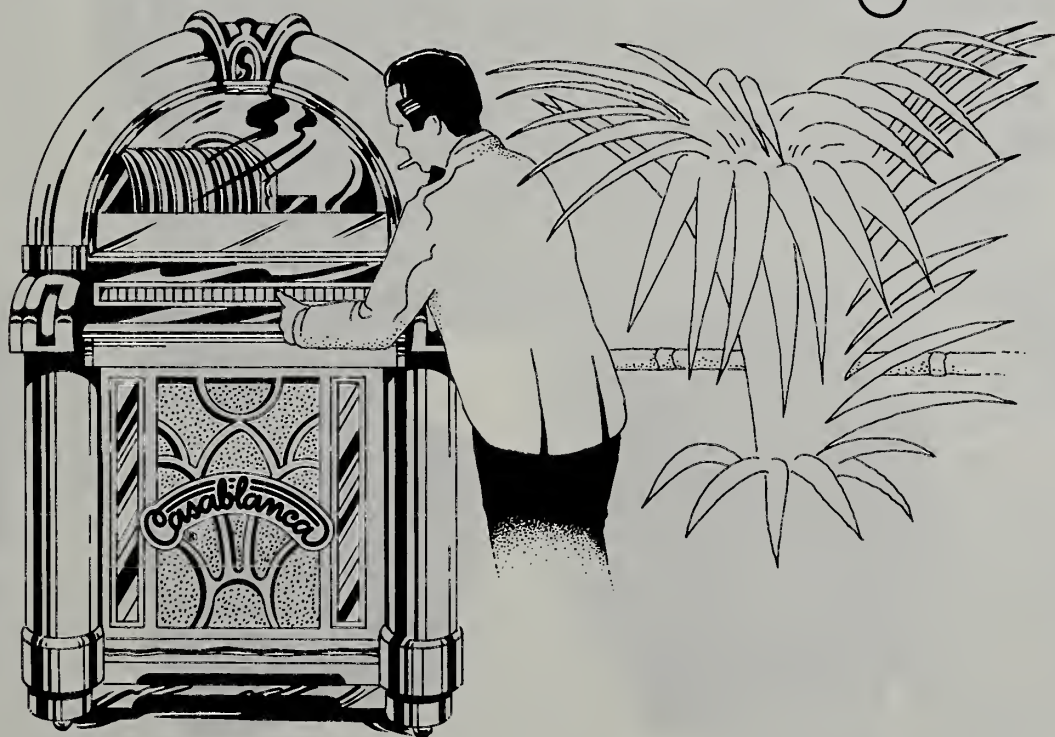
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'Sparkling Design,' 'Myriad Of Colors' In New Rock-Ola Line

CHICAGO — Highlighting the Oct. 21 annual international sales meeting hosted by Rock-Ola Manufacturing Corp. at the Arizona Biltmore Hotel in Phoenix, was the introduction of a completely new phonograph design and color concept, revealed to the full assemblage of attending distributors.

"The new phonographs," according to executive vice president Edward G. Doris, "combine a fascinating and nouveau-art design with a host of colors to produce maximum eye appeal and customer attraction."

"Marketing surveys indicated the need for a truly exciting and exhilarating phonograph design to complement the decor of today's phonograph locations, attract customers' interest and entice them to play. We have no doubt that the new Rock-Ola phonographs will meet these demands," Doris commented.

The two new phonographs introduced by Rock-Ola at the Phoenix meeting are the 470 160-selection model and the 469 100-selection model.

"The flowing free-form design, carried out in a myriad of colors, is a first in the design of phonographs," Doris said. "It is in keeping with the current design of color trends in clothing, cars and customer-oriented buildings."

Features

Both the 470 and the 469 reflect the new design concept, featuring cabinets with a fabricated rosewood finish, sparkling chrome and polished aluminum castings, to add to the elegance of the two models. The brilliantly colored designs are printed on a specially tempered glass which resists rough treatment.

Rock-Ola's phonograph sales manager Les Rieck stressed that "by moving the two high- and mid-range speakers to the extreme ends of the upper panel, customers receive the maximum stereophonic effect. Extra heavy magnets in the base speakers guarantee the heavy bass sounds demanded by many locations."

On the inside the new models feature the



time-proven mechanical and electronic components that have earned Rock-Ola the reputation for dependability, he added. "Rock-Ola's record changers are built with an absolute minimum of parts," Rieck said, "and, as many operators will tell you, less parts mean less trouble."

Solid State Circuitry

All non-moving parts of the new Rock-Ola phonographs feature 100% solid state circuitry composed of snap-in printed circuits and plug-in relays.

With the introduction of the 470 and 469 Rock-Ola has a phonograph for practically any type of location, according to Doris. "The new models are ideal for today's average locations, and for the more reserved, sophisticated restaurants, lounges, etc., Rock-Ola continues to provide the model 456 furniture-style console," Doris concluded.

Wurlitzer Shows Current & New Product At MOA

N. TONAWANDA, N.Y. — In October of this year Deutsche Wurlitzer sponsored an international showing in Rome of new and current phonograph product. Among the models featured were the "Niagara," "X 5," "Baltic 100," "Tarock," "Cabaret," "Lyric" and "Baltic 160."

Several of these models will be shown in the Wurlitzer exhibit at the Music Operators of America convention in Chicago's Conrad Hilton Hotel.

Rowe Intro's New R-81 Solid State Phono Line

WHIPPANY, N.J. — Adopting the theme "the future is now," Rowe International, Inc., subsidiary of Triangle Industries, Inc., unveiled its new R-81 phonograph line during the firm's recently held annual distributor meeting in Chicago. In his opening statement before the group gathered at Marriott's Lincolnshire Resort, Jim Newlander, the firm's marketing vice president, stated, "Operators who use Rowe AMI R-81 phonographs develop the future profitability of their routes; profitability from this day forward; profitability that can begin right now. For, after all, the future is now."

'Laser Blue'

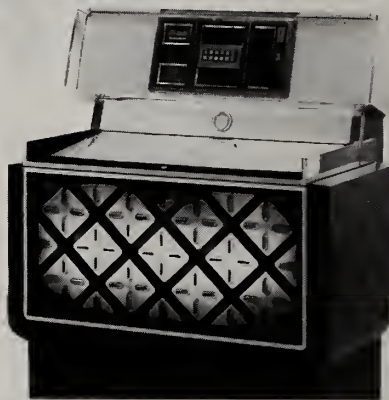
The models premiered are the "Laser Blue," injection-molded of wood grain polystyrene framing a lighted blue panel, and the "Pulsar Orange," with a brilliant backlighted orange panel of dimensional circle-within-square graphics. Both have burl wood effect side panels, silver colored embossed and epoxy coated aluminum top grilles and front-lighted title strip area covered with 3/16" tempered glass. The bottom grille is embossed heavy gauge painted steel. Also the new digital readout annunciator with its dual function of showing both record playing and record being selected.

As pointed out when the firm's general sales manager Paul Huebsch officially revealed the two models, Rowe has again this year produced more than one model so that operators may suit the phonograph to the location and its customers. Each model has full 200 selections, an important inducement for continuous play, he stressed.

Speaker System

For the ultimate in sound reproduction, the models are equipped with a highly efficient speaker system. Heavy duty 10" bass speakers with new foam edge cones give a basic speaker resonance of 27 cycles and a new dividing network of 600 cycle crossover frequency results in a richer and better defined upper bass and midrange. Tones above the 500 cycles are reproduced by entirely new custom designed 6" speakers.

The R-81 line features a 100% solid state control system including credit computer, selection system with digital readout, and mechanism control, to complement the powerful solid state stereo amplifier. The operator advantages of solid state are numerous, as Rowe officials pointed out. Extensive field experience with more than



1,000 solid state phonographs proved how very successful it is.

Service And Reliability

The new models allow for complete front door servicing and all modules, including the power amplifier, are easily removable for service. MOS custom chips on the credit computer, the memory unit and the selector logic provide solid state reliability and all parts are "burned in" to eliminate "infant mortality" problems. For added assurance against down time and costly maintenance, Rowe continues to include its exclusive five-year warranty.

The factory also offers a full line of accessories.

D.J. Barton, president of Rowe, emphasized that the R-81 line with its fully proven solid state systems is the most "advanced phonograph line in the industry. There are many reasons why operators buy Rowe AMI phonographs," he said, "but one of the main ones is the overall, long-time profitability of their operations. Their future, in other words, and that's the best reason for buying Rowe AMI today."

The R-81 will be a featured attraction in the Rowe exhibit at MOA Expo.

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The Baltic 100-selection pictured here joins its big brother the Baltic 160 in the current Wurlitzer lineup. Again, it is equipped with all of the special features including the popularity meter, special ceramics system with dual diamond changeover stylus, turntable unit with condenser synchron motor, et al.



The Wurlitzer "X-5" 160-selection is designed in a galaxy of color; a very contemporary look which will be equally appealing to the traditional type location. All of the special Wurlitzer features have been incorporated into the X-5, including the auxiliary external speakers, remote volume control and microphone.



The Wurlitzer "Niagara" is a sleek beautifully structured model which will fit into any number of locations. Of special significance is the frontal design which leaves no room for careless patrons to place drinks or other objects. Model offers 160 selections, stereo transistorized amplifier, digital record indicator and all of the proven features of previous models.

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is
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Sunstar,' Seeburg's Imaginative New Phono Design

CHICAGO — Seeburg's "Sunstar" 160-selection phonograph, enhanced by a unique combination of light, color and design, was the featured attraction at a series of product presentations held by Seeburg distributors throughout the world. The enthusiasm generated at these events, according to Seeburg officials, was further amplified when the model was introduced to the trade in individual market showings.

Sunstar is a visually outstanding phonograph, designed to fit in with the decor of most every type of location from the more contemporary to the traditional. The dramatic backlit graphics fan out from a center vortex to form a spectacular circle of mood-oriented colors in oranges, reds, blues and purples. Its exciting color display is further enhanced by a sparkling rim of flickering amber lights which constantly orbit the colorful Sunstar circle.

"Our designers and engineering team have generated super product marketability into the new Sunstar phonograph," said William F. Adair, vice

president of sales and marketing for the Seeburg products division. "A fascinating new visual approach to design, superb engineering and quick servicing capability combine with our great accessory line and inclusive warranty program to provide all of the elements specifically geared to the needs of the operator.

"I want to stress the fact that the new Seeburg Sunstar at the location means more entertainment, more music, more play and more income.

"To back up these points," Adair continued, "I want to remind operators of the selection of Seeburg accessories that are available in keeping with today's market needs: new speaker components designed to satisfy any location size, Seeburg dollar bill validator, remote volume control, our paging kit and auto speed kit, to mention only a few.

"There is also Seeburg's warranty policy which is one of the most comprehensive available anywhere. Through it, the operator is provided with extended protection of our microlog circuitry and is able to reduce duplication of component inventory.

"We're justly proud of our built-in 'interchangeability' factor. As an example of this, our microlog paks are interchangeable with both the new Sunstar console and Seeburg consolettes, and also with our Apollo (model LS-3), Musical Bandshell (model USC-1), Bandshell Firestar (model USC-2), Olympian (model SPS-160), The Regency (model FC-1), Matador (model SPS-2), Vogue II and Entertainer (model STD-2) — which adds up to eight, yes eight, previous Seeburg phonographs.

"I might mention too, that the same 'interchangeability' factor also applies to the

Seeburg electronic digital selector, our 200-watt stereo amplifier and digital control center."

Although Seeburg designers have created a new look in Sunstar, as Adair pointed out, the basic stereo sound system that has proven so successful in previous phonograph models has been retained. For the location where quadrasonic sound is desired, however, a Sunstar quad conversion package has been designed to achieve a quad result. The package consists of four lighted speakers, exclusive quadrasonic decoder and quadrasonic lower panel



assembly.

"Our industry today is in a great state of flux," Adair continued. "We hear of ASCAP, BMI royalty issues, leasing of equipment, the per play pricing status, operator mergers and higher costs everywhere.

These conditions are not local in character, limited to only one or two individual markets, but affect us totally as an industry — manufacturer, distributor, operator, all of us.

"We are basically concerned with the problems resulting from ever increasing costs and must find new methods to ease the financial strain on the industry. For the operator, Seeburg is the spearhead for increased operator income by utilizing Seeburg equipment and sound, thereby creating increased earnings needed to combat today's high climbing costs.

"The Seeburg dollar bill validator, as an example, can be used to stimulate additional profitability. The consumer attitude regarding entertainment is undergoing change; the dollar bill has become minimal payment for a good selection of coin operated music.



"Only recently I read in the daily press that \$20 will be the price of a single ticket in the orchestra if you wanted to see Broadway theatre in New York. Incredible, isn't it.

"To survive today, the operator must re-evaluate his profit picture and pursue those elements which will provide him with increased earnings and greater profitability."

The Seeburg Sunstar and a complete line of accessories can be seen in all Seeburg distributing offices both in this country and abroad.

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A message from Rock-Ola.

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MCA-40510 The Good Night Special	
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MCA-40646	The Greatest Show On Earth
MCA-40512 Oceans Away	
ROGER DALTRY	
Feeling	
PIG-40506 Once A Fool	
KIKI DEE	
Someone To Me	
MCA-40511 Find Yourself Another Puppet	
BRENDA LEE	
MCA-40640	Takin' What I Can Get
MCA-40637 I Just Can't (Turn My Habit Into Love)	
KENNY STARR	
MCA-40580	Calico Cat
MCA-40532 Double Trouble	
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MCA-40565	Gimme Back My Bullets
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Your Love Blows Me Away	
MCA-40534 After All The Good Is Gone	
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MCA-40649	I Can't Believe She Gives

MCA-40536	Great Balls Of Fire
BLACK OAK ARKANSAS	
MCA-40621	When The Band Was Singin' "Shakin' All Over"
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MCA-40607	Somebody, Somewhere
MCA-40598 Here's Some Love	
TANYA TUCKER	
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MCA-40618	Woman Don't Try To Sing My Song
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DEODATO	
MCA-40631 Peter Gunn	
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SHERBET	
MCA-40653	If I Had My Way
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BUCKACRE	
Bound To Be Blue	
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JEANNE PRUETT	
MCA-40569	It Doesn't Hurt To Ask
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ROGER WILLIAMS	
Jesu Joy	
MCA-40633	It Hurts So Much
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Storm Over Oklahoma	
MCA-40642	Every Face Tells A Story
OLIVIA NEWTON-JOHN	
MCA-40600	Don't Stop Believin'
MCA-40592	Baby Love
JONI LEE	
MCA-40553	Angel On My Shoulder
MCA-40566	It's Different With You
MARY LOU TURNER	
MCA-40620	Love It All Away
MCA-40615	Car Wash
ROSE ROYCE	
Water	
MCA-40533	That's What Made Me Love You
BILL ANDERSON MARY LOU TURNER	
Can We Still Be Friends	



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Conway's latest hit single...

MCA-40649
 I Can't Believe She Gives It All To Me
 CONWAY TWITTY
 I Can't Help It If She Can't Stop Loving Me

MCA RECORDS

United Games Enhances Video 5

PORTLAND, ORE. — United Games has added two more games to its original Video 5, making it, according to sales manager Bob Beveridge, "one of the most versatile units on the market."

"Our Video 5 Plus 2 offers more chances for free replays than any other game," said Beveridge, "and more selections for single players." He said that single play accounts for about 80 percent of game activity.

The new games are Crazy Ball Squares 1, and Crazy Ball Squares 2, 3 and 4. Existing games are Magic Squares 1, Magic Squares 2, 3, or 4, Wall Ball, Soccer and Tennis.

"Reports from distributors of our game have been enthusiastic," said Beveridge, "some claiming it to be their biggest profit-maker ever."

The Video 5 Plus 2 is available in upright or table models. It features easy maintenance, solid state construction, full-year warranty on logic board and monitor, and 25¢ and 50¢ play for American and Canadian coins.

Vega 21: New Blackjack Game From Computer Kinetics

AGOURA, CA — Computer Kinetics Corp. has announced it will unveil its new counter-top blackjack game at the MOA convention in Chicago.

The Vega 21, which Computer Kinetics calls the possible "forerunner of yet another breed of electronic game," is a new concept in coin-operated amusement.

Not a video, the game's small size is one of its most striking features. Measuring 17"

wide, 17" deep, and 9½" high, the Vega 21 can be placed at many new locations such as bar tops, tables, booths, check-out counters, and on cigarette machines. Despite its small size, the game has been "carefully engineered to play a true blackjack game," according to Computer Kinetics.

The firm said "no great skill at cards is required to play" the new game. The Vega 21 plays many of the options found at the Las Vegas tables, including insurance, double down, and split.

According to its makers, the game's "Super Plasma Display" and lighted keyboard switches tell the players exactly what is happening at any given time while the game is being played. The firm said one simple rule applies when playing: "any lighted keyboard switch may be played."

For system players, the number of cards remaining in the deck is shown. Other custom features include a three-level coin incentive, the number of decks, the number of hands per coin, and the point totals at which free games are won.

Computer Kinetics said that for location promotions, the "high game of the day is included with a glorious shower of lights and tones every time a new high is reached."

When the game is not being played, customers are attracted by the "Banorama Display," a smoothly moving banner message that can be custom ordered with any message up to 80 characters in length. At the end of each message, a melodious tone attracts potential players. The tone can be turned off by a rear switch when desired.

"Miss Pat," Computer Kinetic's director of public relations, says, "Vega 21 not only sets a new standard in game size, but also it will prove to be one of the most profitable games in the business. It's not unusual to find players competing against the machine for hours at a time."



Service features include a locked vault door on the coin box, a rear security fastener, and a coin mechanism adjustable to a wide range of the world's coins. Each time the Vega 21 is turned on, it performs a self-test check of the system's major components, verifying that it's ready for the day's run. Factory burn-in and computerized testing of the machine ensures a long and trouble-free life on location, according to Computer Kinetics.

Computer Kinetics is located at 4008 N. Jim Bowie Rd., Agoura, Calif. 91301. Phone (213) 991-2199.

Atari's New Home: A Part Of Its Success Story

SUNNYVALE, CA. — The folks at Atari, Inc. are presently getting down to business at their new corporate headquarters at 1265 Borregas Ave. in Sunnyvale. The same people who were responsible for technological breakthroughs in the video amusement industry are now making unique and profit-making games in a corporate campus of six buildings with over 275,000

continued on pg. 29



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Atari's New Home fr 28

square feet.

Housed in the new headquarters are administrative, engineering, marketing research and manufacturing departments along with international and domestic marketing staffs and facilities. The headquarters will house what Atari says will be the largest marketing department of the amusement coin-op field. Providing marketing and sales support to the industry's largest independent distributor network, the marketing department is experienced in all phases of the amusement industry. The Atari international marketing department works closely with the Atari-Europe division located in Baumes Les Dames, France, providing manufacturing, distribution and service support.

Policy

Atari's policy has been to focus on building games that generate higher sustained player appeal for higher profits. Current products of recent research and development efforts include the Indy 4 and Indy 800, the four- and eight-player attractions with full-color TV race track action and sound effects. Manufacturing and marketing divisions are currently launching a new and unique line of pinball games. Utilizing all solid state and microprocessor technologies along with familiar hardware, these new games offer high reliability and

more exciting player challenges.

Atari's engineering department recently pioneered a new concept with Compu-graph Foto, combining digital computer technology with closed-circuit TV to produce a computer graphic portrait in less than two minutes which can be transferred onto t-shirts.

New Project

A new Atari project is their Kiosk. The Atari Theatre Kiosk is composed of a number of pie-shaped pieces, a different video game within each piece. The concept combines extra sophistication with high profits

for shopping malls, rapid transit depots or any high traffic location.

New products, new techniques and new directions are all a part of the Atari success story. Since 1972 Atari has grown from a simple operation working out of a garage, to a major corporation with approximately \$40 million in sales and 800 employees. As Atari founder and chairman Nolan Bushnell recently said, "Now as a division of Warner Communications, Atari increases its capability for greater expansion and market penetration. Another Atari chapter begins."

Bellum Appointed Fun Games Distrib.

OAKLAND, CA. — Fun Games, Inc. of Oakland, Calif. has announced that R.H. Bellum & Co. has been appointed as its exclusive distributor for the international market (with the exception of Canada, Spain and the United Kingdom). Bellum & Co. will handle the full line of Fun Games' video arcade games, including the newly released King game.

Meadows Games

SUNNYVALE, CA. — Meadows Games, Inc. has recently announced the creation of two new amusement games: Lazer Command, a two-player stand-up video, and Sea Avenger, a new, two-player pinball flipper.

Both games will be on display at the MOA convention in Chicago and the IAAPA convention in New Orleans. Meadows will occupy booths 37, 38 and 39 in Chicago, and booths 136 and 137 in New Orleans.

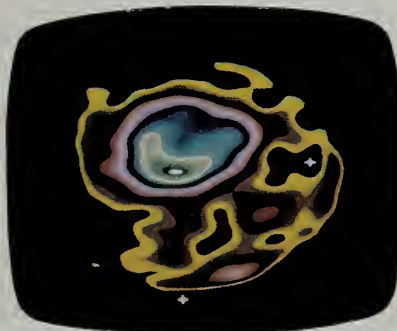
According to Meadows, Lazer Command will feature "Who's Who, What's What, mirrored images, standard and special operator/player options, a 23-inch TV screen, and an action-packed playfield."

Sea Avenger, according to Meadows, "Looks like a pinball, plays like a pinball, and acts like a pinball, with the exception of service calls." The game is solid-state.

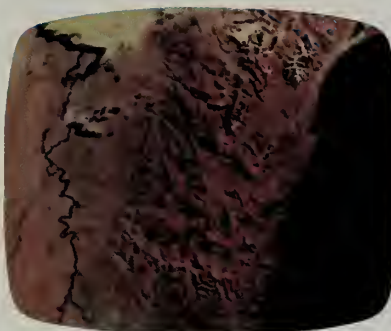
Meadows, located at 181 Commercial St., Sunnyvale, Calif., is presently taking orders on the two new games.

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Lazer Command

CHICAGO CHATTER

Friday of this week (12), what will no doubt be the most spectacular convention in MOA's history will commence at the Conrad Hilton Hotel in Chicago. It will be a showcase of such magnitude for the introduction of new product, kept concealed for the most part by the exhibiting music and games manufacturers for exclusive showing to the expected large turnout of domestic and foreign observers at the exposition. However, we are privileged in this week's MOA special issue of **Cash Box** to reveal a portion of the giant array of new products MOA visitors can look forward to seeing on the convention floor! The element of surprise will still predominate, though, since the majority of new product releases were still labeled "top secret" as we went to press last week.

BUMPED INTO NUMEROUS manufacturers reps in the Hilton lobby on Thursday (11) — all early arrivals makin' ready for the big show. As a matter of fact, quite a few said they'll be no sooner dismantling at the end of Expo than they will have to rush into preparations for the big IAAPA convention in New Orleans the following week!

TALKED TO JOHNNY FRANTZ of J.F. Frantz Mfg. Co., who'll be displaying his U.S. Marshall gun at Expo this year and revealing to the trade that he is about to enter into the home market. John's all keyed up over his new endeavor and will be happy to map out full details at booths 191 and 192.

"I AM PLEASED TO ANNOUNCE that **JoAn Mason** has joined the staff of Midway Mfg. Co.," said director of sales **Larry Berke**, "to assist me in all sales related functions." JoAn is quite well-known in the industry. Her sales administration background will certainly be an asset in her new post. Welcome, Jo!

ON THE SINGLES SCENE: Here are some hot operator singles in the area, courtesy of Singer One Stop's **Gus Tartol**: "Nights Are Forever" by **England Dan & John Ford Coley** (Big Tree), "Cherchez La Femme" by **Dr. Buzzard's Original Savannah Band** (RCA), "Ob-La-Di, Ob-La-Da" by **The Beatles** (Capitol), "Stand Tall" by **Burton Cummings** (Portrait), "Do What You Want, Be What You Are" by **Hall & Oates** (RCA), "Love Me" by **Yvonne Elliman** (RSO) and "Car Wash" by **Rose Royce** (MCA). Incidentally, Gus and some of the Singer staffers will be doing the MOA scene — as usual — this year.

HOUSTON HAPPENINGS

Hans Von Reydt, engaged here since 1937 in distribution, promotion and improvement of coin operated machines, passed away on October 8. Our sincere condolences to his widow **Marla Cruz Von Reydt**, daughter **Cathy**, stepson **Bill C. Irby** and sister **Mrs. Friedrich Meyer**. We have been closely associated with the Von Reydt's for almost 40 years. Von Reydt was a Houston Wurlitzer distributor for several years; also distributed Rock-Ola products for a shorter period and was with Rowe International for a number of years. While with Rowe he was credited with establishing and developing amusement game parlors in Houston's major shopping centers. The plan was successful from the beginning and one of them, The Gold Mine, drew full page spread coverage in a Houston daily newspaper. Hans Von Reydt joined H.A. Franz & Co. (Houston) in early August of 1975 in the sales and public relations department and was still in that position at the time of his death. Obituary did not mention coin machines but contained many other achievements of his lifetime. His main interest, actually, was Christian living and churches. Both his sisters married prominent Methodist ministers and Von Reydt was proud that their efforts kept both congregations intact during World War II (Von Reydt served in the American Navy for the duration of the struggle). His surviving sister resides with her husband, **Dr. Friedrich Meyer**, in Eisenach, Eastern Zone, Germany . . . H.A. Franz & Co.'s first showing of the new Seeburg "Sunstar" phonograph was the most elaborate and best attended showing of its kind ever held in Houston. Scene of the event was the new Knights of Columbus Hall, located across the street from the Franz building. Attendance exceeded 400. Refreshments served included cocktails, soft drinks and a delicious buffet luncheon built around super barbecued beef. Showing was planned by **H.A. Franz** and **C.A. Novelli**, president and vice president respectively of H.A. Franz & Co., and ably executed by sales manager **Larry Twardowski**, salesmen **Wade Gibson** and **Jerry Johnston**, service manager **Cliff Haynes** and his entire service staff. Five 160-selection Sunstar phonographs and two 100-selection Topaz models, mounted on a brilliantly lighted stage, played continually throughout the showing!

MILWAUKEE MENTIONS

JACK HASTINGS, HASTINGS DISTRIBUTING, Milwaukee, says he is looking forward to seeing the new Rock-Ola line and other new equipment at the MOA show. Hastings personnel will be there in force.

THE COLLEGE KIDS ARE BACK, and that means "business" says **Pat Schwartz**, Modern Specialty, Madison. The capital city is the home of countless thousands of University of Wisconsin students, of course, so they necessarily have a great impact on the coin operated amusement device industry there. On the music front, Pat indicates that favorite artists such as **Hall & Oates** and **England Dan** are going great guns. As for games, electronics aren't seeing quite the action they had been getting. One exception is Hit Me, which has picked up a cult of older players.

THE BEST IN NINE MONTHS. That's how **Bob Rondeau**, Empire Distributing, Green Bay, describes his company's supply of used pins and games these days.

LEN ROULIER, EXECUTIVE DIRECTOR of the Wisconsin Music Merchants Association, tells us that he received a nice letter recently from **John Bulin**, formerly with Empire in Green Bay. John is now out in Phoenix, Arizona working for Juke Boxes Unlimited. The company retails used equipment to people's homes. Len said John made a point of thanking all the operators and industry people in Wisconsin for the educational experience they gave him concerning the industry while he was here. Good luck, John!

THE MILWAUKEE COIN MACHINE OPERATORS ASSOCIATION held its monthly meeting on 11/2/76. The local operators combined business and socializing at the get-together. Nothing earthshaking, but enjoyable as always. MCMOA is a solid city organization which usually gets good, consistent attendance and participation.

ENTERTAINMENT AROUND "SUDS CITY" is continuing to go strong. The Milwaukee Auditorium just featured performances by **Jackson Browne** with special guest **Orleans**, and **Ted Nugent** with special guest **Montrose** plus **Rex**. Next door at the Milwaukee Arena, **Foghat** will appear on Friday, Nov. 26. Uihlein Hall in the Performing Arts Center and the Centre Stage Theater also are booking name entertainment. The former facility just had **Lou Rawls** on Nov. 5 and the **Crusaders** (9). Coming are **Gino Vannelli** (21) and **Roy Ayres** (23). **Harry James** just played the Centre Stage and **Mel Tillis** is there now. Coming Nov. 15-20 is **Dottie West**.

CALIFORNIA CLIPPINGS

A quick round-up of some of the Golden State and other west coast MOA Chicago participants indicates who'll be doing what in the Windy City.

Harry Kane of Sega would only promise a few "important surprises" from his group. **Bob Beveridge** of United Games will be looking forward to Expo '76 as the first time they'll be represented as an exhibitor. Their Video 5 Plus 2 was recently enhanced by modifications. **Bill Currier** at Project Support Engineering and colleagues will be showing their new high-speed microprocessing approach to games development. **Frank Ballouz** at Atari was another tight-lipped fellow. They've really been geared up for MOA the past few weeks. Meadows Games has **Lila Zinter** and **Alan DeWolf** looking forward to three days of fun and frolic. They may even get down to business while they're there. Pico Indoor Sports should be represented by **Chris Loumakis**. **Herb Marion's** Amutech will be showing two new innovative games; field testing on them has been excellent. These are just a few, folks, there'll be plenty more at the Expo.

Keeping tabs on: **Pat Karns** has joined Sega as national sales manager. Good luck to you, **Pat**.

ON THE SINGLES SCENE — As a comparison of Top Ten jukebox playlists from different parts of the state, **CB** contacted MS Distributing in San Francisco and California Music in Los Angeles. From the Bay Area: #1 "Livin' Thing," #2 "You Are My Starship," #3 "Nadia's Theme," #4 "Love Ballad," #5 "Muskrat Love," #6 "Grey Rainy Day," #7 "Hit The Floor," #8 "Don't Fight The Hand," #9 "Sunshine Keri," #10 "Let Me Down Easy." And, from the sunny southland: #1 "Disco Duck," #2 "Tonight's The Night," #3 "Fernando," #4 "Muskrat Love," #5 "You Make Me Feel Like Dancing," #6 "Love So Right," #7 "I Never Cry," #8 "The Rubber Band Man," #9 "Sorry Seems To Be The Hardest Word," #10 "Every Face Tells A Story." Different strokes for different folks.

MINNESOTA MUSINGS

ST PAUL'S NEW GAME ROOM ORDINANCE lowers the age for playing coin operated amusement devices to 16, says **Steve Dahlin**, Dahlco Music and Vending, St. Paul. However, the ordinance also calls for restrictions such as hours of operation. During school days, the hours are 3 p.m. to 11 p.m. On weekends and vacations, they are extended to 8 a.m. to 12 midnight. Under the new regulations, game rooms will also be required to pay a fee, no liquor will be allowed, a code of conduct will be enforced, no truants will be admitted on the premises and several other rules will apply. Most of these are routine restrictions such as no solicitation of vice and no contributing to the violation of curfews. On the subject of his route, Steve tells us that the cold weather is really starting to stir up a lot of action. He cited the new Gottlieb pin "Surf Champ" as being strong right now.

BACK FROM VACATION IS **Jess Farkas**, Twin City Novelty Company, Minneapolis. Jess had taken some time off to enclose a porch on his house before winter. Right now, it appears as though it is touch and go whether he'll make it in time. On the business scene, Jess states that things are really starting to pick up after a relatively slow summer. Machines that are very hot include LeMans, Stunt Cycle and Sea Wolf. A couple of new pins that are doing well are Royal Flush and Space Odessey.

NASHVILLE WAS EXCITING, says **Larry Ruegamer**, Lieberman Enterprises, 45 department, Minneapolis. While there recently, he met a wealth of name artists and picked up a tremendous amount of hints on programming and the "ins" of the country scene. Larry highly recommends that operators pay a visit to Nashville. He guarantees it will be an enlightening experience and a great help to their businesses. Of course, Larry seems to have a habit of spending time around stars. No sooner was he back in town than he took in **Elvis** at the Metropolitan Sports Center in Bloomington.

EASTERN FLASHES

Universe Affiliated International is moving into more spacious new quarters, located about a mile from the present site in Union, N.J. Firm purchased the building, as president **Barry Feinblatt** told us, and will very shortly be occupying the considerably larger offices, showrooms, warehouse facilities, et al. Barry said that in addition to the move, he and the staff have really been working overtime to prepare for MOA Expo in Chicago. The UAI booth will feature some new Playmatic prototypes and conventioners can look forward to seeing a new solid state pinball machine, plus the "Speakeasy" 4-player (of 1930s decor) which has a real "dynamite feature" — the center of the glass pictures a slot machine which actually works in conjunction with the pinball play and when the player 'hits the jackpot,' amidst flashing lights and sounds, extra games (or bonus) are won! Barry said Universe will also show the Playmatic "New World" 4-player and "Conquest 200" single player, as well as giant blowup photos of two brand new 4-players "Hangers" and "Rio" — and will really be MOA'ing it in a big way this year! . . . Also knee-deep in MOA plans is **Emil Rotar** of Century Industries whose booth at the show will spotlight, among other things of course, the "Analyzer 500," a time-saving, money-saving service device, compact in size and battery operated — with no dials or gauges to contend with, as Emil pointed out. See it at MOA! . . . Said a quick hello to **Ron Gold** of Cleveland Coin, whose firm will be well represented at Expo '76. Ron happily noted that business has been on the upsurge in his area with much action on pingames and the new Seeburg "Sunstar" — for which Cleveland Coin is heavily backlogged with orders at present!

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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 294, 407 E. Ave. D., Killean, Texas 76541.

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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.

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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.

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FOR SALE: Rock-Ola 504 wallbox \$100; Rock-Ola Receivers, 1725-6-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

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Station Breaks 1r 18

WPHS-TV, East Providence in similar capacity.

WVLT-TV, Montpelier, Vermont. Jock **Brian McGary** departs **WGH**, Norfolk.

WUSL-FM, Philadelphia, sister station of **WFIL** and formerly **WPBS-FM** began broadcasting MOR format November 1. **Jim Nettleton** is the PD. The station needs servicing of MOR, contemporary and oldies. Write Jim Nettleton, 440 Domino Lane, Philadelphia, Pa. 19128 or call 215-483-8900.

WDRQ, Detroit needs jock who relates well to 18-24 year olds. Send tapes and resumes to **Jim Harper**, WDRQ, 15933 West 8 Mile Rd., Detroit, Michigan 48235.

Ted Bair appointed operations director for **Storer Radio's WHN**, New York. Bair had been WHN's director of public affairs and broadcast standards. Bair had been program manager of **WNBC**, New York prior to his job at WHN.

Alexander C. Field, Jr., vice president and manager of community affairs for **WGN**, Chicago becomes first broadcaster to win the "Walter Philip Reuther Humanitarian Award," given annually by the **Cosmopolitan Chamber of Commerce** to the "individual who has contributed most in the area of human relations." Field joined WGN in 1957 as manager of special broadcast services.

John O'Brian is new music/program director of **KROI-FM**, Sacramento. O'Brian is changing the station's format to contemporary top 30 with selected album cuts. **KROI-FM** was an album-oriented rock station.

jeff ray/j.b. carmickle

Arbitron Television Samples To Expand In November 1r 18

search began the first intensive study of the effect of ESF households on broadcast audience measurement samples. Several other full scale studies of ESF samples have been conducted by Arbitron in various selected markets from 1973 through 1976. Arbitron is now prepared to implement ESF in 15 markets.

The inclusion of ESF households will make Arbitron samples more representative of the total universe. The combination of ESF and Arbitron's current techniques of telephone retrieval for blacks and personal placement and retrieval for Spanish is an Arbitron exclusive. These procedures ensure Arbitron subscribers not only that the

sample is more representative, but also that the response rates from the ethnic population are better.

With the November 1976 survey, the metro of five Arbitron markets will have ESF (or unlisted telephone samples) including: Chicago, Philadelphia, San Francisco, Boston and Detroit.

ESF samples will not be included in the two Arbitron metered markets of New York and Los Angeles. The Arbitron meter sample already contains unlisted telephone and even non-telephone households.

Beginning with the February 1977 television sweep, Arbitron will add 10 more markets to the ESF list including: Wash-

ington, D.C., Cleveland, Dallas, Ft. Worth, Pittsburgh, Houston, Minneapolis-St. Paul, Miami, St. Louis, Atlanta and Tampa-St. Petersburg.

Arbitron estimates that 20% of the sample in these markets will be ESF households.

On Jazz 1r 28

week. Featured artists were **Ella Fitzgerald**, **Oscar Peterson**, **Joe Pass** and the **Count Basie Orchestra**. Speaking of Basie, our latest reports have the jazz great recovering nicely from his recent heart attack. He should rejoin the band full-time in January.

Distressing Trend

We should note a somewhat distressing trend among some of our favorite keyboard artists. Recently we have had new LPs from **Lonnie Smith**, **Johnny Hammond** and **Jack McDuff**. All of these gentlemen made their mark on organ but alas we hear very little of it on record these days. What we hear are electric piano and various synthesizers, and while we have no objections to artists remaining current and attempting to broaden their audience, we wonder about the individuality of these players. Each has a highly distinctive organ style and it is becoming increasingly difficult for these and other keyboard stylists to maintain that identity on the other instruments. Jazz is nothing without the distinctive personality of its players. Let's hope the trend somehow reverses itself.

New from Chiaroscuro: **Teddy Wilson's** sextet with **Harry Edson**, **Bob Wilbur** and **Vic Dickenson**. Wilson, Edson and Dickenson are well along in years but their music is still strong and vital.

N.Y. Heavies

New from A&M: **Chuck Mangione's** "Main Squeeze," New York heavies on the date include **John Tropea**, **Ralph McDonald**, **Richard Tee**, **Don Grohnick** and **Steve Gadd**.

Bill Evans returns to Montreux in his latest Fantasy album **Montreux 111** (recorded in 1975). It's a duo album with **Eddie Gomez** on bass.

bob porter

East Coastings 1r 26B

offering four page, four color concert programs for touring groups, with color photos and a souvenir poster, along with ad space for sponsors, the first Rockbill will be used by **Pure Prairie League**. . . Sire Records has signed **Andy and Jonathan Paley**. Sire's **Climax Blues Band** will be touring November 10 through January 1, kicking off in Baltimore with L.A. as the endpoint. . . **Atlantic's Mose Allison** just finishing engagements in New York, Boston and San Francisco. . . **Marvin Gaye** joined the **Average White Band** during their L.A. Palladium concert for a jam on his classic "I Heard It Through The Grapevine". . . **Cissy Houston**, who formed the **Sweet Inspirations** and is a well-known session singer, having worked with **Aretha Franklin**, **Elvis Presley**, **Dionne Warwick**, **Herbie Mann** and others, has been signed by **Private Stock** and is currently cutting an LP under the auspices of **Love-Zager Productions**. . . Having concluded his U.S. tour October 30, **Johnny Guitar Watson** is now off for a European tour that will take him through England, Holland, Belgium, West Germany, Sweden and France. Watson will return to Los Angeles December 11 to begin recording his next album for **DJM Records**. . . "The Disco Whirl" made the cover of *Newsweek* for Nov. 8. . . **Atlantic artist Les McCann**, who played at a **Jimmy Carter** speaking engagement in upper Manhattan in the heat of the campaign, must now feel quite confident about his political preferences. . . Congratulations to **Arista Records' art department**, led by creative services director **Bob Heimall**, for seven awards in *Art Direction's* annual show, "Creativity '76." The awards are all for jazz covers, three Arista albums, three Arista/Freedom LPs and a special series award for the *Savoy* reissues. The covers will be on display at the **New York Hilton** as part of "Creativity '76," November 11-13. . . **Airing November 13** over **WNBC-TV**, **Don Kirshner's Rock Concert** features **Chuck Mangione**, **Esther Satterfield** and comedians **Jay Lenno** and **Muledeer**.

DENVER'S FILM DEBUT — Having exploited the concert stage, records and television, **John Denver** is branching out into a new medium. He will play a supermarket manager in a new Warner Bros. film to be directed by **Carl Reiner** and produced by **Jerry Weintraub**, entitled "Oh God." Opposite Denver, God will be played by none other than **George Burns**. phil dimauro

FM Analysis 1r 19

WKQQ-FM — LEXINGTON, KY. — **Dick Hungate**
• A New World Record — ELO — UA
• Gulf Winds — Joan Baez — A&M
• Animal Notes — Crack The Sky — Lifesong
• It Looks Like Snow — Phoebe Snow — Columbia
• Dance — Pure Prairie League — RCA
• Preshus Child — Alexander Harvey — Kama Sutra
• Gold Plated — Climax Blues Band — Sire/ABC
• Main Refrain — Wendy Waldman — WB
• More Than A Feeling — Boston — Epic
• On The Border — Al Stewart — Janus
• Man Smart—Woman Smarter — Robert Palmer — Island
* Someone To Lay Down — Linda Ronstadt — Asylum
† Mademoiselle — Styx — A&M
† Can't Let A Woman — Ambrosia — 20th Century
† Oh Brother — Joan Baez — A&M

KNAC-FM — LONG BEACH — Bobby Blue
• Certified Live — Dave Mason — Columbia
• Dance — Pure Prairie League — RCA
• Songs In The Key Of Life — Stevie Wonder — Tamla/Motown
• The Song Remains The Same — Led Zeppelin — Swansong/Atlantic
• Boston — Epic

• A New World Record — ELO — UA
• No Reason To Cry — Eric Clapton — RSO/Polydor
† Slip Stream (entire LP) — Sutherland Bros. & Quiver — Columbia

WZMF-FM — MENOMONEE, WI. — **Steve Stevens**
• The Song Remains The Same — Led Zeppelin — Swan Song/Atlantic
• Songs In The Key Of Life — Stevie Wonder — Tamla/Motown
• Boston — Epic
• Blue Moves — Elton John — MCA-Rocket/MCA
• A Night On The Town — Rod Stewart — WB
• Roaring Silence — Marifred Mann — WB
• A New World Record — ELO — UA
• Rock & Roll Heart — Lou Reed — Arista
• Animal Notes — Crack The Sky — Lifesong
• All The World's A Stage — Rush — Mercury
• Jump On It — Montrose — WB
• No Reason To Cry — Eric Clapton — RSO/Polydor
• Ringo's Rotogravure — Ringo Starr — Atlantic

WINZ — MIAMI — **David Sousa**
• Spirit — Earth, Wind & Fire — Columbia
• Night Moves — Bob Seger — Capitol
• Space Traveler — James Vincent — Caribou/CBS
• Johnny The Fox — Thin Lizzy — Mercury
• New Nation — Roderick Falconer — UA
• A New World Record — ELO — UA
• Gulf Winds — Joan Baez — A&M
• On The Road To Kingdom Come — Harry Chapin — Elektra
• It Looks Like Snow — Phoebe Snow — Columbia
• Leftover — Kansas — Kirshner/CBS
• Blue Moves — Elton John — MCA-Rocket/MCA
• Bigger Than Both Of Us — Hall & Oates — RCA
• Songs In The Key Of Life — Stevie Wonder — Tamla/Motown
• Gist Of The Gemini — Gino Vannelli — A&M
† Leftover (entire LP) — Kansas — Kirshner/CBS

WKDA-FM — NASHVILLE — **Jack Crawford**
• Preshus Child — Alexander Harvey — Kama Sutra
• Johnny The Fox — Thin Lizzy — Mercury
• In One Eye And Out The Other — Cate Bros. — Asylum
• On The Road To Kingdom Come — Harry Chapin — Elektra
• It Looks Like Snow — Phoebe Snow — Columbia
• Night Moves — Bob Seger — Capitol
• "Live" On Tour In Europe — Cobham-Duke Band — Atlantic
• Radio Ethiopia — Patti Smith — Arista
• All The World's A Stage — Rush — Mercury
• Flowing Free Forever — Michael Murphy — Epic
• Tonight's The Night — Rod Stewart — WB
• Stand Tall — Burton Cummings — Portrait/CBS
• Long Misty Days/Caledonia — Robin Trower — Chrvalisty
† Night Moves (entire LP) — Bob Seger — Capitol
† On The Road To Kingdom Come (entire LP) — Harry Chapin — Elektra

WPLR-FM — NEW HAVEN, CT — **Gordon Welngarth**
• Rock & Roll Heart — Lou Reed — Arista
• Blue Moves — Elton John — MCA-Rocket/MCA
• A New World Record — ELO — UA
• Zoot Allures — Frank Zappa — Discreet/WB
• All This & World War II — Various Artists — 20th Century
• Johnny The Fox — Thin Lizzy — Mercury
• Hoppkorv — Hot Tuna — Grunt/RCA
• 1971-1976 — Leo Kottke — Capitol
• Live In Paris — Deep Purple — WB
• Leftover — Kansas — Kirshner/CBS
• From The Blue Eagle — Bat McGraw — Amherst
• Ports Of The Heart — Jimmie Speeris — Epic
• Night Moves — Bob Seger — Capitol
• Best Of Mott The Hoople — Columbia
• Caledonia — Robin Trower — Chrvalisty
• Light My Way — Ted Nugent — Epic
† Year Of The Cat (entire LP) — Al Stewart — Janus
† Dance (entire LP) — Pure Prairie League — RCA

WROV — ROANOKE, VA — **Bill Jordan**
• Dance — Pure Prairie League — RCA
• Night Moves — Bob Seger — Capitol
• Johnny The Fox — Thin Lizzy — Mercury
• It's Just Another Story — Tom Chapin — Fantasy
• Rock & Roll Heart — Lou Reed — Arista
• Help Is On The Way — Melissa Manchester — Arista
• Hoppkorv — Hot Tuna — Grunt/RCA
• Flowing Free Forever — Michael Murphy — Epic
• All This & World War II — Various Artists — 20th Century

KTIM-FM — SAN RAFAEL — **Tony Berardini**
• Billy Preston — A&M
• Flowing Free Forever — Michael Murphy — Epic
• Shadow Play — L.A. Express — Caribou
• Dance — Pure Prairie League — RCA
• Tom Petty — Shelter/ABC
• Stairway To Heaven/Rain Song — Led Zeppelin — Swansong/Atlantic
• Pumping/Ain't It Strange/Poppies — Patti Smith — Arista
† Night Moves (entire LP) — Bob Seger — Capitol
† Tom Petty (entire LP) — Shelter/ABC

KISW-FM — SEATTLE — **Lee Michaels**
• Dance — Pure Prairie League — RCA
• Flowing Free Forever — Michael Murphy — Epic
• Hometown Boy Makes Good — Elvin Bishop — Capricorn/WB
• Main Refrain — Wendy Waldman — WB
• Main Squeeze — Chuck Mangione — A&M
• Caliente — Gato Barbieri — A&M
• Night Moves — Bob Seger — Capitol
• Year Of The Cat — Al Stewart — Janus
• Dog Eat Dog/Free For All (title) — Ted Nugent — Epic
• Blue Moves — Elton John — MCA-Rocket/MCA
• Boston — Epic

Jazz Chart Survey 1r 28

count that that list includes a release by **Fleetwood Mac** which has been charted for 68 weeks, one by **Peter Frampton** for 42 weeks, the **Eagles** for 37 weeks, and **Boz Scaggs** for 36 weeks, the relative "staying power" of albums on the jazz chart is even more significant.

Not only is longevity a striking factor, but so is the breadth of success per artist on the jazz chart. **Benson & Farrell** (CTI) at #9 with a bullet after four weeks, in addition to "Breezin'" and "Good King Bad." **George Duke** appears on "Live" On Tour in Europe" with **Billy Cobham** (Atlantic) at #6 with a bullet after five weeks as well as on "Liberated Fantasies" by **George Duke** (MPS/BASF) at #28 after three weeks. **John Klemmer's "Barefoot Ballet"** (ABC) is charted at #4 after 10 weeks, which along with "Touch" gives him two albums on the chart.

Brass Construction Get Gold & Platinum

LOS ANGELES — The LP, "Brass Construction II," has received RIAA certification as a gold record, and the group's first album titled "Brass Construction," has achieved platinum record status.

Pop Adds To Station Playlists 1r 22

24 To 19 — David Dundas
27 To 20 — Lynyrd Skynyrd
30 To 21 — Alan Parsons
33 To 24 — Ritchie Family
41 To 25 — Elton John
36 To 26 — Leo Sayer
10 To 5 — Bar-Kays
Ex To 18 — Brick

*Walter Murphy
15 To 10 — Spinners
17 To 12 — Alice Cooper
Ex To 28 — McCoo/Davis
Ex To 29 — Engelbert Humperdinck
Ex To 30 — Styx

KLEO — WICHITA
#1 — Capt. & Tennille
Alice Cooper
ELO
*Lynyrd Skynyrd
13 To 6 — Rod Stewart
18 To 9 — Burton Cummings
19 To 14 — Abba

WAIR — WINSTON/SALEM
#1 — Rod Stewart
*Eric Clapton
*Wonder: Wish, Lovely
15 To 6 — England Dan & Coley
19 To 12 — Leo Sayer
26 To 15 — Engelbert Humperdinck
27 To 16 — McCoo/Davis

25 To 19 — Spinners
Ex To 22 — Brick
Ex To 24 — ELO
Ex To 25 — LTD

WORC — WORCESTER
#1 — Rod Stewart
Elton John
*Dr. Buzzard
*Lynyrd Skynyrd
*Beatles
15 To 8 — Alice Cooper
28 To 23 — Engelbert Humperdinck
29 To 24 — ELO
Ex To 21 — Mary MacGregor

WHOT — YOUNGSTOWN
#1 — Rod Stewart
*Styx
*Walter Murphy
26 To 12 — Stevie Wonder — Wish
Ex To 23 — McCoo/Davis
Ex To 28 — Yvonne Elliman
Ex To 30 — Elton John

WVTV — WHEELING
31 — Steve Miller
*Elton John
*Slyvers

CASH BOX INTERNATIONAL



FERRY GARNERS GOLD, PLATINUM — During a brief visit to Amsterdam, Bryan Ferry was presented with several gold albums and a platinum one for his work with Roxy Music and as a solo artist. Gold was awarded to the following Roxy Music LPs: "Roxy Music," "For Your Pleasure," "Siren" and "Viva Roxy Music." During the presentation of a platinum record to Ferry for his solo effort "Let's Stick Together," Ariola managing director Wim Schipper stated that this particular record was his company's fastest selling album ever. During his stay, Ferry was accompanied by Jerry Hall, Europe's current leading fashion model. From left: Ms. Hall, Ferry, Ariola's sales manager Jaap Beutler, Schipper, Island label manager for Ariola Evert Wilbrink and Mark Fenwick of E.G. Management.

Nippon Columbia, ABC Arrange Japanese Tour

LOS ANGELES — Nippon Columbia Records and its U.S. licensor ABC Records recently combined forces to organize a tour of U.S. distribution facilities, one-stops and retail chains as part of a multi-city study program for 25 major retail dealers from Japan. Participants in the program attended seminars and discussed American sales, marketing and distribution techniques in Los Angeles, New York, Nashville and San Francisco.

Upon arriving in Los Angeles on Oct. 11, the retailers met with ABC International division president Steve Diener and staff to orient them with activities planned during their visit.

Activities in Los Angeles included a tour of ABC Records and Tapes branch in Burbank, where the dealers discussed distribution methods with branch manager Arthur Miller. Additionally the dealers met with store managers at Tower, Peaches and Licorice Pizza chains to discuss in-store merchandising techniques.

Following meetings, touring dealers attended a special rehearsal performance by ABC artist John Klemmer, who is preparing for upcoming tour dates in the U.S. and abroad. Performing material from his recent "Touch" and "Barefoot Ballet" albums, two singles were filmed and will be distributed to ABC licensees worldwide for promotional use.

In Nashville, ABC/Dot president Jim Fogelsohn and vice president Larry Baunach arranged for visits to the set of "Hee-Haw," where the dealers met with Dot artist Roy Clark. Other activities included a

tour of Nashville's Music City One-Stop, where the dealers surveyed retail, coin-machine service and independent distribution facilities.

Similar tours of retail outlets were held in New York and San Francisco in addition to which dealers toured ABC-TV and News headquarters in Manhattan, and the large Eastridge Shopping Mall in San Jose, Calif.



JAPANESE SALES AWARD — During a dinner held in Los Angeles in conjunction with the visit of 25 Japanese retail store owners, ABC Records International president Steve Diener accepted gold plaques for outstanding sales by Rufus, Joe Walsh and the Impulse recordings of John Coltrane in Japan. Presenting the award (r) is Toshio Hirahawa, general manager, international repertoire, Nippon Columbia Records.

McLauchlan-Tractor Proves Surprise Saga

MONTREAL — The Murray McLauchlan-Silver Tractor tour is shaping up to be one of the big surprise stories of the year in Canada.

With three SRO dates in Halifax, N.S., including a last-minute midnight show at the Rebecca Cohen Theatre, the tour members celebrated a St. John, N.B., date at a personal party given for them by premier Hatfield. Following this, news broke of the True North album, "On The Boulevard" which they recently recorded, being released in the U.S. market through Island.

A short break between Maritime and Ontario gave the band and McLauchlan time to view their own CBS-TV special, then on Oct. 15, it was off to Hamilton, Ont., beginning a virtually nonstop run through Dec. 5 in Victoria, B.C. Tour director and True North chief, Bernie Finkelstein, is reporting updates on the itinerary almost daily.

Radio Lux Reigning Veteran

New Contenders On Horizon

by Nigel Hunter

LONDON — The veteran of the commercial radio scene in the UK is the English service of Radio Luxembourg. The station first started beaming programs to Britain on the 208 medium waveband before the outbreak of WWII and resumed the service shortly after the hostilities ended.

Initially its rival was the BBC. Offshore pirates like Radio Caroline and Radio 390 entered the fray until driven off the air by government legislation in the late sixties. Now Luxembourg has to contend with 19 officially approved independent radio stations situated throughout the UK with the prospect of more to come in the future, the economic climate and the eventual recommendations of the Annan Committee on Broadcasting permitting.

'Gradual Change'

Radio Luxembourg has successfully vied with its various competitors over the years and emerged virtually unscathed. Its present English program director Ken Evans recently celebrated 10 years with the station, and has witnessed what he terms "gradual change" in the music and broadcasting scene.

Australian-born Evans arrived originally in London in 1962 on an interview recording mission for his employers, MacQuarie Broadcasting, and decided to stay. A chance meeting with a fellow Aussie Allan Crawford, at that time heading Southern Music's London office, led to his involvement with Radio Caroline, the offshore pirate, for two and half years.

Named Program Director In 1970

Evans joined Radio Luxembourg's English service in 1966 to produce the EMI shows based at RL's London office on Hertford Street. Two years later he switched to programming duties for Luxembourg, and was named program director in 1970 by the station's London chief Alan Keen.

"I've been very lucky here," said Evans. "I've met virtually everybody over the years through working with Luxembourg. Since becoming program director I've been doing interviews again just like I started when I first came over here for MacQuarie."

The gradual change he's observed has taken place without any violent upheavals in taste and style.

'Sound And Quality Improved'

"Going back to 1962 when I first arrived, it was artists like Cliff Richard and Billy J. Kramer, very pleasant but very different to what we hear now. The sound and quality of recordings have improved enormously over the years."

While approving the advance in technical and talent standards, Evans does not condone the present policy of the UK record companies concerning release of their product.

"There's up to 500 singles released a month," he pointed out. "It's far too many, and a ridiculous situation. That kind of bulk is self-defeating in the end because it's impossible to listen to everything properly."

MOR Must Be On Charts

Evans compiles the Radio Luxembourg playlist in conjunction with his assistant Mary Morgan and Chris Carey and the English service disk jockey team based in the Grand Duchy. The list and RL's programming policy generally is pop, contemporary and rock. MOR is out unless it gets into the British national chart.

"We try and keep with contemporary music as much as possible and also reflect general trends," Evans explained. "We avoid things like slow instrumentals, but if something of that nature gets in the chart, then we'll certainly play it. That's the rule for MOR generally — we don't program it until it proves itself and goes into the chart."

English Output Popular

Radio Luxembourg operates other language services on the European mainland, but its English output is popular in other territories as well as the UK.

"We get a lot of letters from places as far apart as Scandinavia, Ireland, Austria and Ghana," said Evans. "We know a lot of people practice their English by listening to Radio Luxembourg programs."

"We figure our listeners are mostly between the ages of 12 and 35, with the heaviest concentration around 19," summarized Evans. "Like all other radio stations, we're getting more and more album-oriented and we're playing more and more soul and disco music. I think these two areas will continue to grow, but of course there's always a young band around like the Osmonds or the Bay City Rollers."

Olofsson To Head New IRDA London Office

NASHVILLE — IRDA has opened an office in London and appointed Jan Olofsson as manager of IRDA's European operations.

Olofsson, in his capacity as head of the London office, will be placing with European labels masters released by IRDA in the U.S. He will also be acquiring European masters for American release through IRDA and coordinate with IRDA's Nashville headquarters all European activities, including supervision of royalty collections.

Olofsson is presently seeking permanent quarters for the company in London. IRDA's temporary address is 68 Haverstock Hill, London NW3, telephone: 01-267-1482 or 01-267-6352. Cable address is IRDA-UK.



AZ TO DISTRIBUTE CAYTRONICS/SALSOUL — Joe Cayre, president of Caytronics/Salsoul Records, has signed a three-year contract with AZ Records for distribution of the label in France. Latest Salsoul Orchestra LP will be released under this settlement and the single, "Nice 'N' Naasty," which hasn't been released as yet in France, has received disco play and is selling through import shops. At the signing (from l): Jean Claude Cangneux, sales manager of AZ Records; Jean Louis Detry, managing director of AZ Records; Paul de Senneville, AZ Records president; Cayre; and Jack Nadler, international manager of Caytronics/Salsoul Records. Cayre also recently reached agreement with Nobuya Ito, president of Nippon-Phonogram Records, for exclusive distribution of the Salsoul label in Japan. The first release is expected at the end of November.



DOUBLE THE PLEASURE — After performing at Toronto's Mapleleaf Gardens last month, Epic recording artist Jeff Beck received a gold record for his latest Canadian release, "Wired" (his earlier "Blow By Blow" LP achieved gold record status also), from Terry Lynd, president of CBS Records, as well as current president of the certifying organization of the Canadian Recording Industry Association.

Decca Enters Credit Selling

PARIS — Decca Record's classical department has launched a new sales campaign featuring the selling of its records on credit through retail and wholesale shops as well as the mail during the month of December.

The 40 LPs chosen for the campaign consist of some of the world's best known classical masterpieces will sell as a set for \$236. A downpayment of \$50 will be required with payments of \$18 a month for 12 months.

The campaign will be promoted by advertisement on commercial radio and in newspapers and magazines with the help of such personalities as novelist Alain Decaux. Apart from the company's first attempt at credit selling, Decca hopes the campaign will stimulate interest in its classical catalog.

Customs Post

"Customs Post" is a feature providing a calendar by which the industry may keep abreast of individuals in and out of the U.S. on international business.

Dick Asher, president of CBS International, returns to New York from his stay in Europe.

Christie Barter, director of press and public relations for CBS International, leaves New York for a week's visit to London, Frankfurt and Paris, where he will attend an international marketing meeting.

Doug D'Arcy, director of A&R for Chrysalis in London, visiting Chrysalis' L.A. office.

Nesuhi Ertegun, president of WEA International, returns to New York from his stay in Europe.

Peter Hardy, sales manager for RCA-Australia, leaving for Sydney after stays in Nashville, L.A. and tour of Canada.

Peter Hume, head of promotion for EMI-London, visiting Capitol Records in L.A.

Hiroki Inao, chief of international repertoire for Warner Pioneer in Japan, returns to Tokyo after two weeks of meeting with U.S. repertoire divisions.

Roel Kruize, managing director for EMI-Holland, visiting L.A., Nov. 9-14. Contact Capitol Records or the Beverly Hills Hotel.

Phil Rose, executive vice-president of WEA International, leaves L.A. for Toronto, Nov. 10-18, to meet with Ken Middleton, president of WEA Canada.

Hans Tonino, repertoire manager for WEA-Holland, visiting U.S. parent companies for the next two weeks.

Chris Wright, co-chairman of Chrysalis Records, visiting L.A. offices from London.

Cummings Tours

LOS ANGELES — Portrait Records artist Burton Cummings is currently headlining a cross-country Canadian tour which will run through early December.

Yamaha, an audio components retailer in Canada, is sponsoring the tour as part of its new concert series, "Yamaha Presents." The tour is produced by Joe Gannon and features lights and sound by Showco.

Cummings is managed by Shep Gordon of Alive Productions and tour coordination is being handled by Denny Vosburgh of Alive. Martin Onrog of Onrog Production in Canada and Ray Levin of Project III Productions of Winnipeg, Canada.

Kiki Set For UK

LOS ANGELES — Rocket recording artist Kiki Dee, who recently received her first gold record for the single, "Don't Go Breaking My Heart," will embark on a tour of the UK in mid-November.

The tour, which climaxes with a concert at London's Royal Albert Hall, will be the first with Ms. Dee's new band featuring Bias Boshell, keyboards; John McBurnie, guitar; Phil Curtis, bass; Bira Brian Holloway, guitar; Steve Holly, drums; and Andy Dalby, guitar.

Opening at Oxford Polytechnic on Nov. 11, the tour continues at Bristol Colston Hall (12), Manchester Palace (14), Preston Guild Hall (15), Glasgow Apollo (17), Middlesbrough Town Hall (18), Leeds University (19), Bradford St. George's Hall (21), Sheffield City Hall (23), Liverpool Empire (24), Birmingham Odeon (26), Taunton Odeon (27), Cardiff Capitol (28), Southampton Gaumont (29), Ipswich Gaumont (30) and the London Royal Albert Hall (Dec. 2).

International Executives On The Move

Polydor Announces Reorganization — Patrick Zelnik has been appointed a&r international manager in addition to pop marketing manager, overseeing all international production. Newly appointed Frederic Noel will be responsible for the international department. Prior to this appointment, Noel was label manager of RSO and all American labels distributed in France by Polydor. Simultaneously, Michel Jarry becomes responsible for the marketing activities and Pierre de Choqueuse named assistant label manager. Martine Houadec will remain as head of promotion in the press department.

Newton Joins Chappell — Stuart Newton has been named contemporary product promotion manager for the Chappell music division in London where he will report to general manager Tony Roberts. Newton's function will be close liaison with the music division team in the acquisition and development of new writers. He was previously Carlin Music general professional manager and then head of promotion at Charisma Records.

EMI Tabs Allen — Mike Allen has been named manager, business affairs, records and music for EMI-London, and will report to policy and planning director Philip Brodie of that division. It is a new post and Allen comes to it after two years with Capitol Records in America, where he was general manager of Angel Records. He has been with EMI for a total of 20 years, and prior to his Capitol assignment was with the company's international classical division in London.

Edmond Named General Manager — John Edmond has recently been appointed general manager of the South African-based Gallo Music Publishing Company, succeeding the retiring Ralph Trehwela. Edmond, a former assistant general manager, will head a publishing team consisting of himself; Hugh Bush, professional manager; Angela Ridley, international coordinator; and Willy Thabathe, professional assistant.

WEA Appoints Ross — Alan Ross has been appointed controller for WEA International. Prior to this post, Ross was director of management consulting services for Laventhol and Horwath, and consultant with Arthur Young & Co. of Seattle.

Webster Vacates Polydor Post — Canadian-born Eddie Webster left the position of operations and international manager at Polydor to join the Non-Stop export organization. A British resident since 1950, Webster began in the UK music industry as assistant manager of EMI's Birmingham depot. He moved to Polydor in 1968 as sales manager, a post he held until 1974 when he took over the operations and international responsibilities.

Braithwaite Joins RCA — Paul Braithwaite was recently named executive responsible for commercial development, handling special projects relating to compilations, special campaigns and new product lines. Braithwaite joins RCA from EMI, where he had been fulfilling a similar function after heading EMI's export and international divisions.

VIP Appoints Lamers GM — Rudd Lamers, associated with VIP Records in sales and promotion for the past two years, has been named general manager of the Holland-based company.



SNOWY CONVENTION — The Australian Record Company (ARC) recently held its national sales convention at the Thredbo Alpine Hotel in the Snowy Mountains. Pictured above is ARC managing director William Smith opening the convention from atop Mt. Crakenback. The convention was attended by 50 sales, promotion and executive personnel of the company over a three-day period. New release product was featured in a series of audio-visual presentations. The keynote address by Smith outlined the importance of local artists to the label and the progress already made in this area.

Exodus Of Nems Staff; Anchor Deal Still On

LONDON — A major exodus from Nems Records recently involved the departure of promotions manager Neil Ferris, marketing manager Martin Payne, field promotions manager Steve Jenkins and press officer Lon Goddard.

Nems Records managing director Peter Knight Jr. denied that the staff reduction heralded the end of the label's distribution deal with Anchor in favor of a licensing arrangement. He said the posts would be refilled at some later date with the exception of the press job, and Nems agency managing director Vic Lewis also stated that that side of the business was continuing in healthy style with expansion plans.

Copyright Council Names New Members

LONDON — Denis de Freitas has been elected chairman of the British Copyright Council, succeeding the late Henry Cecil Leon. De Freitas has been legal adviser to the Performing Right Society since 1964 and from 1972 through 1975 was chairman of the legal and legislation committee of CISAC.

Ms. Brigid Brophy, novelist and a leading campaigner here for the Public Lending Right (payment of royalties to authors on the borrowing of their books from public libraries), has been elected a vice chairman of the council in succession to the late Ronald Barker. She has represented the Writer's Guild of Great Britain on the council since 1975.

Composer Graham Whettam, a past chairman of the Composers Guild of Great Britain, continues as a vice chairman, a post he has held for the last five years. Eric Waughray, general secretary of the Institute of Incorporated Photographers, has taken over as honorary treasurer, while Geoffrey Adams, chief executive of the Society of Industrial Artists and Designers, is secretary.

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, 10 a.m., Nov. 4.

Currency

Pound Sterling (Britain)
Dollar (Australia)
Dollar (Canada)
Mark (Germany)
Guilder (Holland)
Franc (France)
Lira (Italy)
Yen (Japan)
Cruzeiro (Brazil)
Peso (Mexico)
Peso (Argentina)

Value

\$1.6325
\$1.23
\$1.027
\$.4127
\$.3954
\$.2006
\$.001159
\$.0033855
\$.089
\$.0416
245 per dollar

Argentina

- 1 **Porque Te Vas** — Jeanette — Microfon
- 2 **Esclavo Y Amo** — Los Mensajeros — CBS
- 3 **MI Promesa** — Pomada — RCA
- 4 **Me Quede En El Bar** — Los Iracundos — RCA
- 5 **Zamba Para Olvidarte** — Daniel Toro — Microfon
- 6 **Te He Querido Tanto** — Manolo Otero — EMI
- 7 **Levantate Y Balla Boogie** — Silver Convention — Music Hall
- 8 **Historia Triste De Una Muchacha** — Quique Villanueva — RCA
- 9 **Enamorada Mia** — Raul Abramzon — CBS
- 10 **Tema De S.W.A.T.** — Rhythm Heritage — Music Hall
- 11 **El Amor Duele** — Nazareth — Philips
- 12 **Dos Cosas** — Los Terricolos — EMI
- 13 **Atraparon Al Ladron** — Cacho Castana — Polydor
- 14 **Navegando** — Sabu — Microfon
- 15 **Adios John, Paul, George Y Ringo** — Los Barbaros — EMI
- 16 **Tu Amor Junto A Mi** — Batallon Mermelada — Music Hall
- 17 **Y Tu Donde Estas** — Miguel Gallardo — EMI
- 18 **Dicen Que Mi Nina** — Blue Caps — Philips
- 19 **Corrio La Voz** — Creedence Clearwater Revival — RCA
- 20 **No Se Si Te Amo O Si Te Ame** — Sergio Denis — TK

TOP TEN LPs

- 1 **El Amor** — Julio Iglesias — CBS
- 2 **En Tu Piel Los MH Positivos** — Selection — Music Hall
- 3 **Primavera En Marte** — Selection — RCA
- 4 **Belt Beat** — Selection — Polydor
- 5 **Domingos Para La Juventud** — Selection — CBS
- 6 **Esto Es** — Chebere — TK
- 7 **Hay Una Especie De Silencio** — Carpenters — EMI
- 8 **Los Mas Grandes Exitos** — Teen Tops — CBS
- 9 **En America** — Katunga — RCA
- 10 **El Mundo De** — Calculin — Philips

Australia

- 1 **Dancing Queen** — Abba — RCA
- 2 **Let's Stick Together** — Bryan Ferry — Island
- 3 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — Rocket
- 4 **Mississippi** — Pussycat — EMI
- 5 **Devil Woman** — Cliff Richard — EMI
- 6 **Kiss And Say Goodbye** — Manhattans — CBS
- 7 **Tonight's The Night** — Rod Stewart — Warner Bros.
- 8 **I Only Wanna Be With You** — Bay City Rollers — Bell
- 9 **I Just Don't Know What To Do With Myself** — Marcia Hines — Wizard
- 10 **Jeans On** — David Dundas — Chrysalis
- 11 **Young Hearts Run Free** — Candi Staton — Warner Bros.
- 12 **Salute To Abba** — Norman Gunston — Lamington
- 13 **Boogie Fever** — Sylvers — Capitol
- 14 **Nutbush City Limits** — Ike & Tina Turner — UA
- 15 **I Wanna Make You My Lady** — Mark Holden — EMI
- 16 **Blue Jeans** — Skyhooks — Mushroom
- 17 **Dance With A Dolly** — Silver Studs — Philips
- 18 **A Little Bit More** — Dr. Hook — Capitol
- 19 **Looking For An Echo** — Ol' 55 — Mushroom
- 20 **Keep On Smilin'** — John Paul Young — Albert

TOP TEN LPs

- 1 **A Night On The Town** — Rod Stewart — Warner Bros.
- 2 **Beautiful Noise** — Neil Diamond — CBS
- 3 **Take It Greasy** — Ol' 55 — Mushroom
- 4 **Alice Cooper Goes To Hell** — Alice Cooper — Warner Bros.
- 5 **Dedication** — Bay City Rollers — Bell
- 6 **Dirty Deeds Done Dirt Cheap** — AC/DC — Albert
- 7 **The Best Of Abba** — Abba — RCA
- 8 **Fleetwood Mac** — Fleetwood Mac — Reprise
- 9 **Straight In A Gay Gay World** — Skyhooks — Mushroom
- 10 **J.P.Y.** — John Paul Young — Albert

France

- 1 **Don't Go Breaking My Heart** — Elton John & Kiki Dee — EMI/Pathe Marconi
- 2 **La Vieille/J'accuse** — Michel Sardou — Trema/Sonopresse
- 3 **Maladie D'Amour** — Elisabeth Jerome — EMI/Pathe Marconi
- 4 **Comment T'Appelles-Tu?/Volla Ma Vie, Marla** — Nicolas Peyrac — EMI/Pathe Marconi
- 5 **Dancing Queen** — Abba — Vogue
- 6 **Save The Last Dance For Me** — Mort Shuman — Phonogram
- 7 **La Fille Avec Des Baskets** — Michel Delpech — Barclay
- 8 **Allez Oop** — Rubettes — Polydor
- 9 **Svaluation** — Adriano Celentano — WEA/Eurodisc
- 10 **Le Concerto De La Mer** — Jean-Cla. Borely — AZ/Discodis
- 11 **You Should Be Dancing** — Bee Gees — Polydor
- 12 **Porque Te Vas (From The Film: "Cria Cuervos")** — Jeanette — Hyspa/Polydor
- 13 **Land Of Make Believe** — Chuck Mangione — Phonogram
- 14 **L'Amant Du Soleil Et De La Musique** — Georges Moustaki — Polydor
- 15 **Le Carnet A Spirale** — William Sheller — Phonogram
- 16 **Love Me Like A Stranger** — Touch Of Love — Ibach/Discodis
- 17 **Daddy Cool** — Boney M. — Carrere
- 18 **Ring Et Ding/Le Grain De Sable** — Michel Fugain — RCA
- 19 **Une Autre Vie** — Christophe — Trema/Sonopresse
- 20 **Nice And Slow** — Jesse Green — EMI/Pathe Marconi

TOP TEN LPs

- 1 **Gabrielle/Ne Pour Vivre Sans Amour** — Johnny Hallyday — Phonogram
- 2 **Sarabande End-Title** — B.O. Barry Lyndon — WEA
- 3 **Le Fil/La Chanson Du Jongleur** — Maxime le Forestier — Polydor
- 4 **Petit/Coln De Rue** — Daniel Guichard — Barclay
- 5 **Hey Baby/You Don't Know Me At All** — Ringo Starr — Polydor
- 6 **Quand L'Ecole Est Finie/Berceuse** — Jean-Michel Caradec — Polydor
- 7 **The Tell-Tale Heart/The Cask Of Amontillado** — Alan Parsons — AZ Discodis
- 8 **A Amsterdam** — Guy Beart — Temporel/RCA
- 9 **The Best Disco In Town** — Ritchie Family — Carabine/Discodis
- 10 **Isn't She Lovely/Pastime Paradise** — Stevie Wonder — EMI/Pathe Marconi

England

- 1 **Mississippi** — Pussycat — Sonet
- 2 **When Forever Has Gone** — Demis Roussos — Philips
- 3 **Summer Of My Life** — Simon May — Pye
- 4 **If You Leave Me Now** — Chicago — CBS
- 5 **Hurt** — Manhattans — CBS
- 6 **Don't Take Away The Music** — Tavares — Capitol
- 7 **Dancing Queen** — Abba — Epic
- 8 **Sailing** — Rod Stewart — Warner Bros.
- 9 **Howzat** — Sherbet — Epic
- 10 **I'll Meet You At Midnight** — Smokie — Rak
- 11 **Disco Duck** — Rick Dees & His Cast Of Idiots — RSO
- 12 **Couldn't Get It Right** — Climax Blues Band — BTM
- 13 **Dancing With The Captain** — Paul Nicholas — RSO
- 14 **Girl Of My Best Friend** — Elvis Presley — RCA
- 15 **Play That Funky Music** — Wild Cherry — Epic
- 16 **Love And Affection** — Joan Armatrading — A&M
- 17 **Rubber Band Man** — Detroit Spinners — Atlantic
- 18 **Can't Get By Without You** — Real Thing — Pye
- 19 **Best Disco In Town** — Ritchie Family — Polydor
- 20 **Queen Of My Soul** — Average White Band — Atlantic

TOP TEN LPs

- 1 **The Who Story** — The Who — Polydor
- 2 **Songs In The Key Of Life** — Stevie Wonder — Tamla/Motown
- 3 **Best Of Stylistics Vol. II** — The Stylistics — Avco
- 4 **Abba Greatest Hits** — Abba — Epic
- 5 **A Night On The Town** — Rod Stewart — Riva
- 6 **Soul Moton** — Various Artists — K-Tel
- 7 **Atlantic Crossing** — Rod Stewart — Warner Bros.
- 8 **Forever And Ever** — Demis Roussos — Philips
- 9 **Frampton Comes Alive** — Peter Frampton — A&M
- 10 **Stupidity** — Dr. Feelgood — United Artists

Holland

- 1 **Heaven Must Be Missing An Angel** — Tavares — Capitol
- 2 **Mon Amour** — BZN — Negram
- 3 **Daddy Cool** — Boney M. — Hansa
- 4 **Play That Funky Music** — Wild Cherry — Epic
- 5 **Price Of Love** — Bryan Ferry — Island
- 6 **The Best Disco In Town** — The Ritchie Family — Philips
- 7 **Chanson d'Amour** — The Manhattan Transfer — Atlantic
- 8 **Dance Little Lady Dance** — Tina Charles — CBS
- 9 **I Only Want To Be With You** — Bay City Rollers — Bell
- 10 **Aunt Dinah Has Blowed De Horn** — Original Cast, Orchestra & Chorus conducted by Gunther Schuller — DGG

TOP TEN LPs

- 1 **Let's Stick Together** — Bryan Ferry — Ariola
- 2 **Songs In The Key Of Life** — Stevie Wonder — Bovema
- 3 **Long May You Run** — Stills-Young Band — WEA
- 4 **Troubadour** — J.J. Cale — Phonogram
- 5 **River Song** — George Baker Selection — Negram
- 6 **That Is The Way I Want To Live** — Connie Vandenberg — Basart
- 7 **Treemonisha** — Houston Grand Opera — Polydor
- 8 **Once Upon A Time In The West** — Ennio Morricone — Inelco
- 9 **Chicken Skin Music** — Ry Cooder — WEA
- 10 **Why Nostalgia** — Neerlands Hoop — Bovema

Japan

- 1 **Pearl Color Ni Yurete** — Momoe Yamaguchi — CBS-Sony
- 2 **Love Is Blind** — Janis Ian — CBS-Sony
- 3 **Shinyoju** — Goro Noguchi — Polydor
- 4 **Saygo No Ichlyo** — Hiromi Ohta — CBS-Sony
- 5 **Anata Dakewo** — Teruhiko Aoyi — Teyichiku
- 6 **Yureru Manazashi** — Keyi Ogura — Kitty/Polydor
- 7 **Kitano Yadokara** — Harumi Miyako — Columbia
- 8 **Jolene** — Olivia Newton-John — EMI/Toshiba
- 9 **Cobalt No Kisetu No Nakade** — Kenji Sawada — Polydor
- 10 **Ochiba Ga Yukini** — Akira Fuse — King
- 11 **Neye Kigatsuyteyo** — Junko Sakurada — Victor
- 12 **Omolde Boroboro** — Yasuko Nayito — Columbia
- 13 **Wakaki Shishitachi** — Hideki Saijo — RCA/RVC
- 14 **Hajimetenno Bokudesu/Higashi Murayamaondo** — Cha Kato/Ken Shimura — Toshiba
- 15 **Doozo Konomama** — Keyiko Maruyama — Hop Shop/King
- 16 **Moochido Ayltayl** — Aki Yashiro — Teyichiku
- 17 **Kawachi No Ossan No Uta** — Miss Hanako — Blow-Up/Columbia
- 18 **Ganpeki No Haha** — Yuriko Futaba — King
- 19 **Shiki No Uta** — Yoko Seri — King
- 20 **Yamaguchisanchi No Tsutomukun** — Kozue Sayito — Philips/Phonogram

TOP TEN LPs

- 1 **Yumi In Brand** — Yumi Araya — Toshiba
- 2 **Nanika Yiywasuretayoode** — Akira Inaba — Discmate
- 3 **Al No Yoyn** — Janis Ian — CBS-Sony
- 4 **Masatoshi Nakamura** — Omoide No Katera — Columbia
- 5 **Mizunonakano Yoosey!** — Olivia Newton-John — Toshiba
- 6 **Fashionable Lover** — Hi Fi Set — Toshiba
- 7 **Michikusa** — Keyi Ogura — Polydor
- 8 **Bay City Rollers** — New Best — Toshiba
- 9 **Sannenzaka** — Grape Live — Warner/Pioneer
- 10 **Mata Au Himade** — Agnes Chan — Warner/Pioneer

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