

# CASH BOX

June 4, 1977

NEWSPAPER

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**Cover Artist: 10CC**

**Radio Consultant Recommended  
Phony Playlist**

**Jimmy's To Open Superstore  
In Times Square**

**Goody Lowers Phila. Prices  
Peaches To Open In Seattle**

**Al Green At Payola Hearings**

**RIAA's Annual Report**

**More \$7.98 LPs On Chart**

**WEA & Tower In Promo**

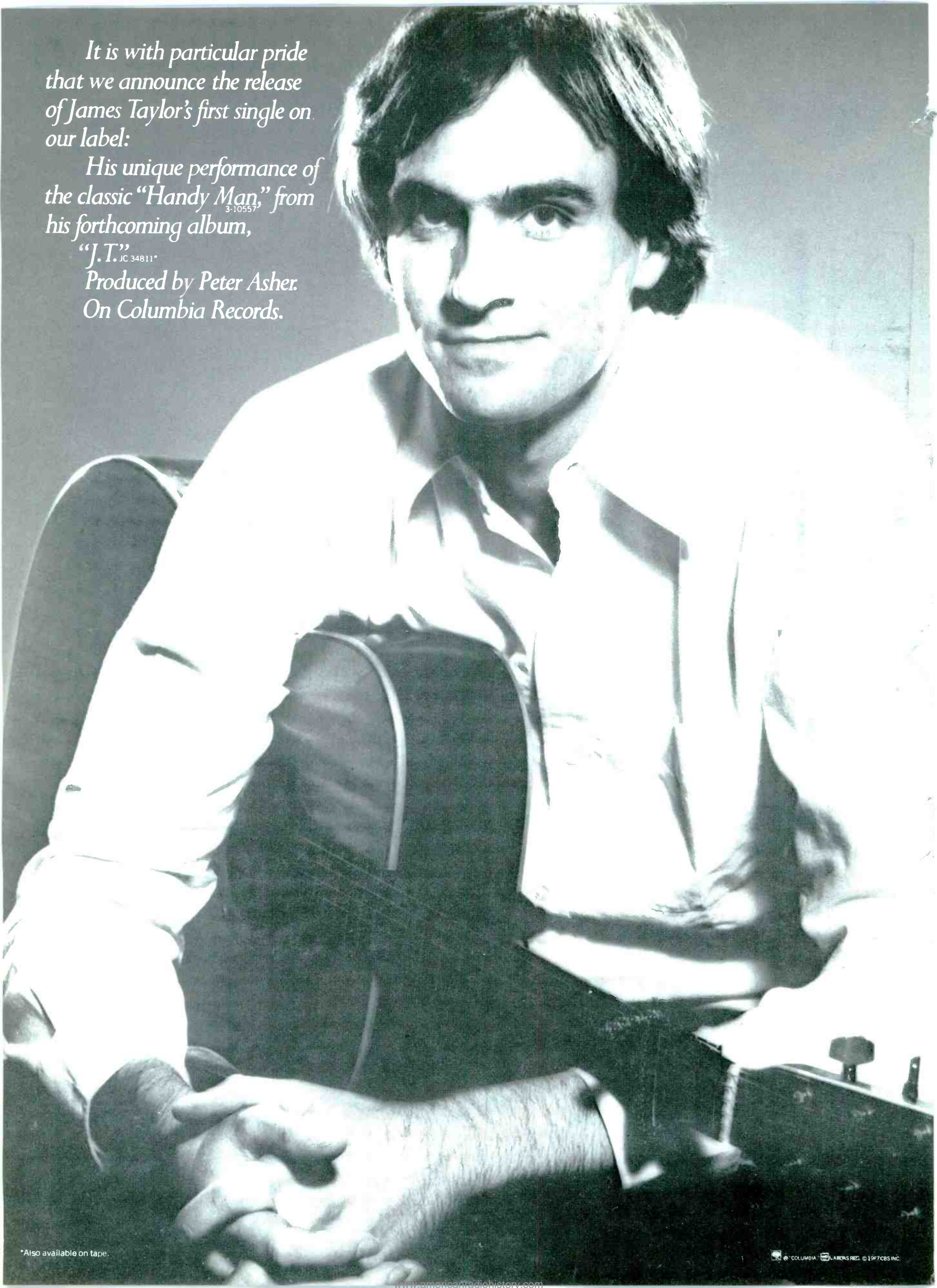
**Radio Honesty Needed (Ed)**

*It is with particular pride  
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our label:*

*His unique performance of  
the classic "Handy Man," from  
his forthcoming album,*

*"J.T."<sup>3-10557</sup> JC 34811*

*Produced by Peter Asher.  
On Columbia Records.*



# CASH BOX

VOLUME XXXIX — NUMBER 3 — June 4, 1977

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## cash box editorial

### The Phony Playlist Issue

We were sorry to see, in a confidential report for a prospective radio station (see news story page 7), an independent programming consultant recommend that a radio station prepare a phony playlist for the music industry. The recommendation was made, he said, because the record manufacturers might cut off their free record service if he followed a more conservative programming policy.

Even if it were true that the manufacturers might do that, the idea of phony playlists is absolutely and totally wrong. Phony information to record manufacturers helps no one.

In fact, it is just as damaging to other radio stations, who may look at their competitors to help determine what to program. And it certainly hurts the manufacturers, who in thinking they may have a hit record in that market, gear their marketing, merchandising, sales and promotion structures accordingly. In reality, it's all a sham.

Honest, accurate and credible information, and the honest exchange of information is the key. Phony listings help no one. And further, we know of no instance where a record manufacturer stopped service when a station adopted a more conservative airplay policy. That's not to say that the level of service to the station may not have declined. After all, what reason is there for a manufacturer to invest time and money in calling and hand delivering records to a radio station that is going to wait for other stations to play the record first. But cutting off service as a result? Not that we know of.

Unfortunately for the industry, the phony playlist is not just limited to these isolated instances. In too many cases, radio stations report to the trades that they are playing a record when they really aren't. Or they may tell a promotion man they are going to add a record, just to get him off their backs, and then not add the record after all. Both policies hurt the entire industry, and damage the integrity of legitimate programmers.

In a market the size of Odessa, Texas, where a record might sell 25 copies if it goes top 10, a radio station programming music performs a service by "testing" records, and letting the rest of the industry know if a particular record does or does not have hit potential. From a cost justification standpoint, there is no profit to be made by servicing that station; calling them by phone or sending a promotion man around occasionally. The value to the industry comes when that station becomes "a reporter" to the trade.

But when a station violates that trust, or someone — even a high powered radio programming consultant — suggests that they violate that trust, just to keep the free records coming, that is clearly, and undeniably, a ripoff. And ripoffs like that must come to a stop.



**NUMBER ONE**  
**SINGLE OF THE WEEK**  
I'M YOUR BOOGIE MAN  
KC & THE SUNSHINE BAND  
TK 1022  
Writers: H.W. Casey &  
Richard Finch

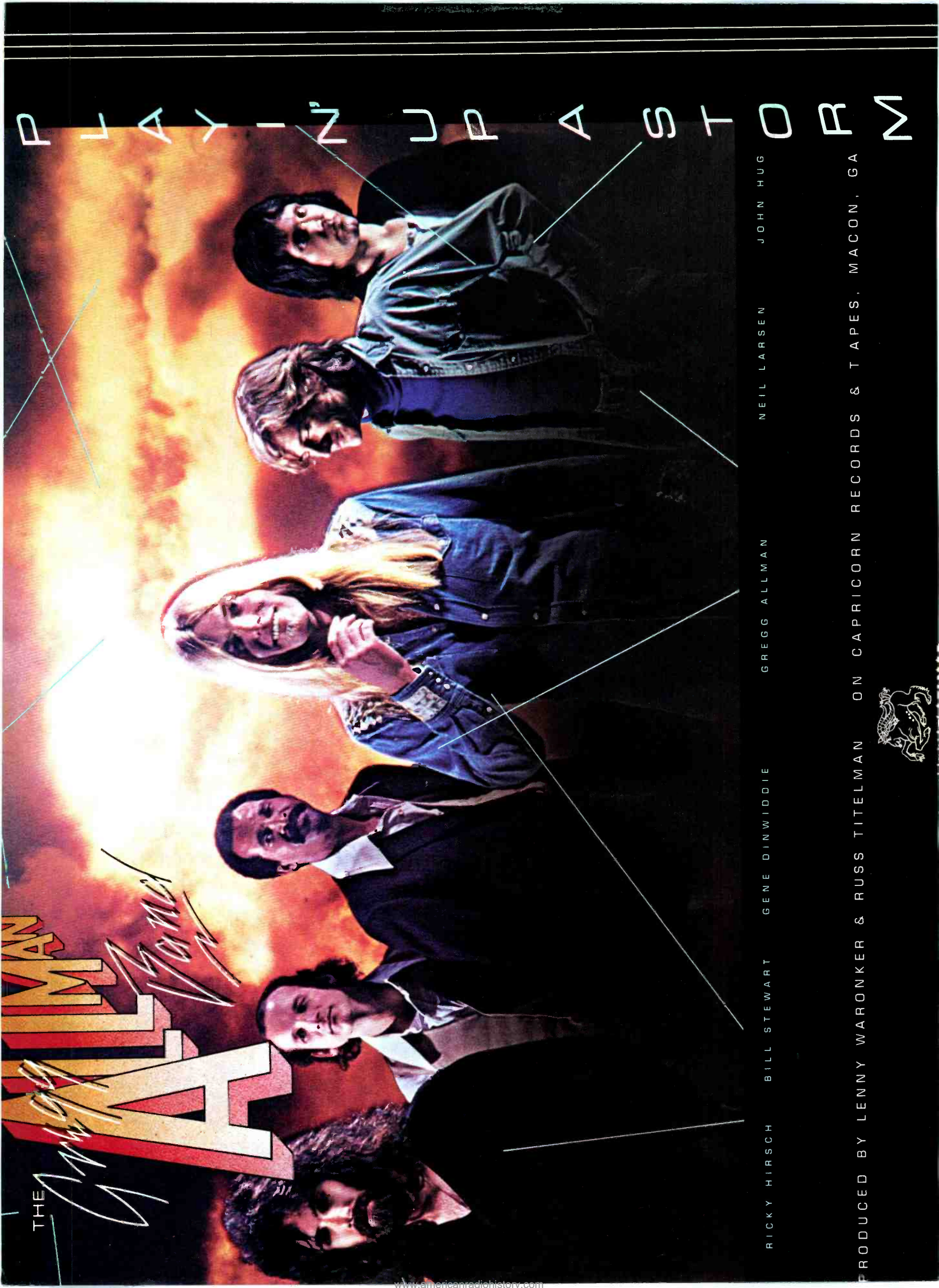


**NUMBER ONE**  
**ALBUM OF THE WEEK**  
RUMOURS  
FLEETWOOD MAC  
Warner Brothers BSK 3010



# PLAYIN' JAZZ

THE *Manhattan* **MAN**



RICKY HIRSCH    BILL STEWART    GENE DINWIDDIE    GREGG ALLMAN    NEIL LARSEN    JOHN HUG

PRODUCED BY LENNY WARONKER & RUSS TITELMAN ON CAPRICORN RECORDS & TAPES, MACON, GA



# ANOTHER HIT SINGLE SURFACES FROM "DECEPTIVE BENDS." 10cc's "PEOPLE IN LOVE" (73917)



"The Things We Do For Love" was the first single released from "Deceptive Bends." It went gold.

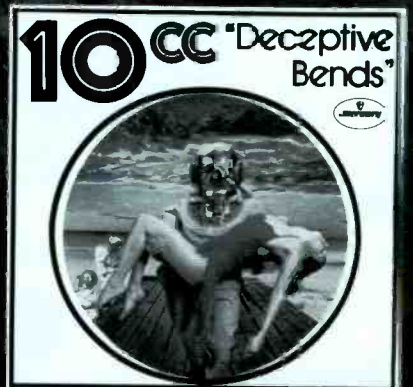
Now, a second single, "People In Love," emerges from that same album. Watch it rise to the top too.



product of phonogram, inc., distributed by phonodisc, inc.  
phonogram companies

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

Produced by 10cc



Mercury SRV-13702  
8-Track MC8-1-3702  
Musicassette MCR-1-3702



**PACIFIC RECORDS DEBUTS** — Pacific Records, established by Warner Brothers Music to further the recording careers of its songwriters, recently signed a distribution agreement with Atlantic/Atco Records. Already, Pacific has a highly charted single with Alan O'Day's "Undercover Angel." Shown above at the signing of the pact between Pacific and Atlantic are (from left): Jerry Greenberg, president of Atlantic; Mel Bly, executive vice president of Warner Bros. Music; Ahmet Ertegun, chairman of Atlantic; Sheldon Vogel, executive vice president of Atlantic; and Ed Silvers, president of Warner Bros. Music.

## Major Retailer Offers Customers "Guarantee" On Selected Albums

### Attempts To Break New Acts

by Mark Mehler

NEW YORK — Sam Goody's 27 stores in New York, New Jersey, Pennsylvania and North Carolina last week launched a new promotion designed to break several new acts, most of which are receiving limited or no exposure.

The "Buy 'Em and Try 'Em" campaign which was advertised in the Sunday New York Times and Philadelphia Inquirer and on radio stations in both markets, offers a seven-day money-back guarantee on nine \$6.98 list LPs, selling for Goody's regular \$3.94 sale price. The ad encourages buyers to listen to the albums at home and bring them back for a full refund simply if they don't like the product.

The new releases include the latest albums by Walter Egan, Kenny Loggins and

Les Dudek on Columbia; Southside Johnny And The Asbury Jukes on Epic; Sweet on Capitol; Pablo Cruise on A&M; Flame on RCA; Pezband on Sire; and Frankie Miller on Chrysalis. The latest 2-LP set by REO on Epic (\$7.98) was also included at a sale price of \$4.94.

The concept was presented by Goody officials in a video cassette format to label executives at the recent NARM Convention in Los Angeles.

George Levy, president of Sam Goody, said if the promotion is successful the chain plans to continue the program, changing artists on a monthly basis for a "free auditioning at home." Levy said these acts rarely get airplay or review and are generally "lost in the shuffle" of new product.

(continued on page 54)

## Goody Lowers Sale Prices In Philadelphia To Maintain Competitive Position In Market

### Boston Area Prices Begin To Drop

by Mark Mehler

NEW YORK — Sam Goody's 10 Philadelphia area stores have lowered their price on selected specials to \$2.99 in response to the recent similar move by Korvettes and the threat of more intensive lowballing in that heavily-retailed market.

This week, Goody advertised the latest LPs by Bob Seger, Climax Blues Band, Boz Scaggs and Kansas as "super picks" for \$2.99, and the latest albums by Steve Miller and Fleetwood Mac (both \$7.98 list) for \$3.99.

Goody's has been holding a steady \$3.94 price on \$6.98 list "super picks" for several months, reflecting the local office's reluctance to "play with prices" (Cash Box, March 19). However, Korvettes' five Philadelphia stores began advertising four to six "super specials" for \$2.99 shortly after Goody lowered its previous \$4.19 Philadelphia price on specials to \$3.94.

"This (\$2.99) is something we didn't start," observed George Levy, president of Sam Goody, when queried about the new low price. "It's only on a few items. It allows us to maintain an image."

Levy noted that it was doubly important for Goody to remain competitive price-wise with recurrent rumors of an eventual Jimmy's Music World move into Philadelphia. Jimmy's prevalent \$2.99 pricing in New York has hurt the 16 Sam Goody stores in that area.

However, Levy added that to this point, Philadelphia has remained a relatively strong and stable market for Goody. He

declined to speculate on future Philadelphia pricing.

Sam Goody also advertised its first all-label pop sale this year for \$3.94, and an unusually low \$3.69 classical all-label promotion. In a related development, a new record store, Big D Records and Tapes, opened in the northeast corner of Philadelphia with a \$3.84 all-label sale.

A spokesman for store owner Dave Shapiro said Big D planned to open several more stores in the "very near future."

"Frankly, we realize for the first six months or so we're not going to make any money," the spokesman conceded. "We're here to make an impact now." He added that while every-day Big D prices would obviously not be as low as Goody or Korvettes, "our sale prices will beat theirs every time, under any circumstances."

The new store and others being planned will carry mostly Top 200 product and a large supply of cutouts. The new operation is also employing, like Goody and Korvettes, variable sale prices on \$6.98 and \$7.98 list items.

#### Will Advertise Regularly

"We plan to advertise regularly during the week in the Bulletin and on Sunday in the Inquirer," the spokesman concluded. "The idea of expansion is that it would be ridiculous to pay \$1,400 for an ad with only one store."

Major competition for the first Big D unit will come from adjacent Goody, Korvettes and Music Scene stores. Shapiro, who owns a building supply business, is making his first foray into record retailing.

## Possibility Of Phony List Advised By Indy Radio Firm

by Mike Falcon

LOS ANGELES — A report submitted to KRIG/AM in Odessa, Texas by marketing specialist Todd Wallace, president of Radio Index, Inc., advised the station, "... it might be wise to send a phony (play) list to record companies ..."

Wallace further cautioned that the shortening of playlists might result in "power plays" by Texas record executives who had been "breast fed" on open-end playlists, possibly leading to "discontinuing your service because of your 'short' playlist."

The confidential report was submitted as part of a combined series of recommendations and a prospectus seeking possible KRIG inclusion in the Phoenix-based company's call-out research service. KRIG/AM had engaged Radio Index as a consulting firm in early 1977.

The report also suggests the use of "dragging" the current playlist of rival top 40 station KOZA as the "safest strategy" in dealing with local competition. "Dragging," as defined by Wallace, would consist of "following the national charts by about one or two weeks, and making sure each record added to your (KRIG's) playlist has been played locally, in Odessa, by KOZA for at least three weeks. This will require keeping a weekly music-log on your competition," the report continues, "to determine specific rotational patterns, if any, and precisely which records are being played, despite their published list."

The recommendations were contained in a confidential report to KRIG, part of which was made available to Cash Box.

Wallace further advised KRIG that their current playlist should be between 20 and 28 records, "tiered to each record's immediate popularity in the market," and ad-

ded the warning that "an expedient music-selection policy, calculated to win," might "strain existing relationships with record companies."

"As a result," the report concludes, "it might be wise to send a phony list to record companies, while playing only muscle music."

#### 'Not Involved'

Wallace, reached by Cash Box at the Radio Index offices, responded to inquiries about the confidential report by saying, "In no degree am I involved or is Radio Index involved as a consultant to KRIG."

The marketing and programming expert did admit that KRIG is a Radio Index client, subscribing to a ratings-type service. "Several months ago they asked us for a specific programming outline," Wallace explained, "for which they paid us some nominal fee, like \$400. And we recommended that they tighten their playlist."

As a result of this recommendation, Wallace claimed, KRIG said "they were afraid that they wouldn't get record service if they did (shorten their playlist), and asked

(continued on page 54)

## Jimmy's To Open First Superstore In 35-Unit Chain

NEW YORK — Jimmy's Music World will soon open its largest unit at the site of a former Woolworth store at 44th St. and Broadway in Manhattan.

Richard Butler, operations manager of the now 35-store Jimmy's chain, said total floor space, including storage, would be about 10,000 sq. ft., making the store at least three or four times the size of the average Jimmy's unit.

Like other Jimmy's stores, the new unit will be stocked almost entirely with Top 200 LPs and cutouts, and front-line goods selling from \$2.99 to \$3.99. Butler noted, however, that the rental of the larger facility did not necessarily signal an overall shift to bigger locations.

"It's a great (location)," Butler asserted. "With a lot of potential buyers walking by."

#### Profitable Location

A source at Woolworth's confirmed that the location had been a profitable one for his chain. But he said Woolworth's decided not to renew its lease when it expired two years ago, because the landlord wanted to increase the rent more than Woolworth's was willing to pay.

Jimmy's last week also opened a smaller store on W. 23rd St. in Manhattan.



**FROM CHICAGO TO ONE TO ONE** — A recent concert by Chicago at the Nassau Coliseum resulted in a donation of \$85,000 from the group to One to One, a New York charitable organization for the mentally retarded. The benefit concert netted the highest amount One to One has earned from an individual concert. Pictured during the presentation of a letter from New York Governor Hugh Carey seated from left are: Terry Kath, Lee Loughnane, and Walter Parazaider, members of the group. Pictured standing, from left are: James Pankow, Danny Seraphine, Bobby Lamm, Peter Cetera, Laudir de Oliveira, members of the group; and Bernard Jackson, special assistant to Governor Carey.

---

# JACKSON BROWNE

**“The Pretender”** E-45399

**28 --- 23**

# WRKO

**Also breaking on: WNOE, WVBF, WTIX,  
WGNG, WAKY, WMC-FM, WDGY, WLCY,  
WORC, WTRY, WROV, KIRL, Z-96, KLIV,  
KEZY, WLOF, WBGN, KRBE-FM.**

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**From the platinum album, “The Pretender”<sup>7E-1079</sup> on Asylum Records  
Produced by Jon Landau**

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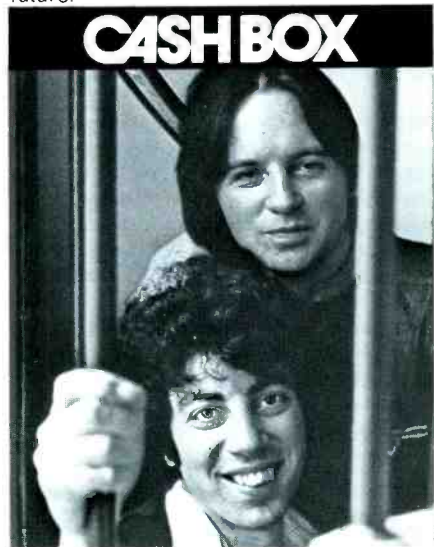
## Peaches Expands To Seattle Area

LOS ANGELES — Peaches is continuing in its nationwide expansion with plans to open an outlet in Seattle, Wash. in late summer, according to Frank Miko, vice president of Nehi Distributors, owners of Peaches.

Miko said that the new location in Seattle will be "our typical 14-16,000 sq. ft. Peaches store." He added, with regard to overall company expansion, "We're in contact constantly with real estate people all over the country, and as they come up with what we need, we'll open up the stores."

Peaches currently has stores in Hollywood, Ca., Atlanta, Ga., Denver, Colo., Ft. Lauderdale, Fla., St. Louis, Mo., Delwood, Mo., Cleveland, Columbus and Maple Heights, Ohio, Dallas, Tex., Milwaukee, Wis., Dearborn, Mich. and Memphis, Tenn.

The retailer is opening up another location in St. Louis in June, and plans on a second Detroit-area unit sometime in the future.



## CASH BOX

With the success of "The Things We Do For Love," 10cc proved that personnel changes had not altered their creativity and pop appeal. The Mercury single bulleted to an apex of number four on the **Cash Box** Top 100 Singles chart the week of April 9, and by April 18 had become the first 10cc single to be certified gold in the United States. The album containing the single, "Deceptive Bends," was released shortly afterward, and has climbed to number 28 with a bullet on the **Cash Box** Top 200 Albums chart after four weeks. The second single from the LP, "People In Love," is at number 85 with a bullet this week.

Formerly a four-man recording ensemble, 10cc was split in half after their last Mercury album, "How Dare You."

Index	
Album Chart Analysis	40
Album Reviews	23
Classical	20
Classified	49
Coin	46
Country Album Chart	24
Country Singles Chart	27
East Coastings/Points West	44
FM Analysis	34
International Section	52
Jazz	17
Jukebox Singles Chart	46
Looking Ahead	19
Pop Album Chart	57
Pop Radio Analysis	38
Pop Radio Playlist Highlights	36
Pop Singles Chart	4
Radio News	33
Regional Album Action	40
Retail Selling Prices	32
R&B Album Chart	43
R&B Singles Chart	41
Singles Bullets	39
Singles Reviews	22
Talent On Stage	44

## Siebert's Buys Franklin Music Chain In Atlanta

LOS ANGELES — David Siebert, president of Siebert's rack jobbing operation, which also owns Mad Cats retail stores, last week confirmed the company's purchase of the three-store Franklin Music chain in Atlanta.

He said Franklin's was picked up by Siebert's because "the opportunity was presented to us and they were three strong stores so we decided to latch on to them."

As far as Franklin's is concerned, the change in ownership, Siebert said, will result in "just a little different concept in merchandising, but basically it will operate the same, with a lot of the same people that are down there now. There are no big changes planned for right now."

Siebert's previously had no retail business in the Atlanta area. The acquisition of Franklin's will affect Siebert's in no way other than to increase the size of its retail chain, the president of the company said.

Presently, there are no plans for expanding Franklin's, Siebert said, "although it doesn't mean we are not considering expanding in Atlanta. We plan on keeping our share of the market and even getting more, if possible."

David Handleman, president of Handleman Company, which owns Siebert's, said, "Siebert's bought three stores and now they have 18 stores instead of 15 and that is all it is." He added that the addition of three retail outlets to Siebert's would have no effect on the Handleman operation.

## Grand Jury Probe Continues Though Progress Is Slow

LOS ANGELES — The attorney in charge of the government's antitrust investigation of the record industry has indicated that it probably will not be until this fall that witnesses are called to testify about possible price fixing and other violations.

Brian Q. Robbins, who heads a four-member investigating team working out of the Federal Court building in Los Angeles, told **Cash Box** that the staff is currently in the process of examining hundreds of boxes of documents in an attempt to zero in on individuals who may have knowledge of specific violations.

Major record companies and retailers were ordered to turn over complete financial records from the last five years, as well as a variety of internal communications.



**GLEN GETS GOLD** — When Glen Campbell returned to the states after his recent European tour he was welcomed home at Capitol Records with a luncheon in his honor and a gold record for his "Southern Nights" single. Pictured at the luncheon (standing l-r) are: Jim Mazza, vice president of marketing for Capitol; Dennis White, vice president of sales for Capitol; Pete Goyak, vice president of administration for Capitol; Bruce Wendell, vice president of promotion for Capitol; Rupert Perry, vice president of A&R for Capitol; Joe Petrone, director of international marketing for Capitol; Dan Davis, vice president of creative services/merchandising & advertising/press & artist relations, and Bob Young, vice president of business affairs. Shown seated (l-r) are: Stan Schneider, Campbell's business manager; Bhaskar Menon, chairman president and chief executive officer of Capitol; Campbell; Don Zimmermann, executive vice president and chief operating officer of Capitol, and Tom Thacker, Campbell's musical director.



**VISIT FROM ELP** — Atlantic recording artists Emerson, Lake and Palmer, enroute from Montreal to open their North American tour in Louisville, Kentucky, stopped at WNEW-FM in New York. Pictured from left are: Bill Cataldo, local promotion man for Atlantic; Tom Morrera, WNEW music director; Greg Lake; Michael Klenfner, senior vice president of Atlantic; Scott Muni, program director of WNEW; Keith Emerson and Carl Palmer.

## Promoters Paid Less Than Promised, Al Green Tells FCC

by Joanne Ostrow

WASHINGTON, D.C. — Two half days of hearings at the FCC on accusations of payola-plugola last week brought key witnesses to the stand: the Rev. Al Green (who said WOL disc jockeys pressured him into accepting \$25,000 less for a concert than his contract stipulated); Green's manager; the William Morris agent who transacted concert dates with DJ Productions in 1975-76, and William Washington, who was recalled to testify on several points regarding his Dimensions Unlimited concert promoting firm which contradicted statements by others.

The FCC has scheduled one more day of hearings in Washington for June 3, and tentatively plans to move the focus to Los Angeles by mid-July. It is to be a fact-gathering, not a fact-finding mission, one attorney cautioned, and the record company and booking agency personalities called to testify will be used to tie up loose ends regarding WOL, not to expand the scope of the inquiry.

### Agent/Al Green Testify

"Basically, the tools of having use of a radio station are far greater than if a regular promoter (arranges concerts), based on airplay . . . It results in airplay which then leads to record sales," theatrical agent Steven Ellis told the FCC last week. Ellis, formerly with the William Morris Agency, New York, and now employed by Gemini Artists Management Ltd. there, spelled out the benefits of having a disc jockey as a promoter, from the personal manager's and record company's point of view. He said he had no recollection, however, of specific promises by any WOL dj to give extra airplay to particular records.

Ellis had occasion to deal with Mel Edwards, president of the WOL jocks' DJ Productions, in arranging a March 1975 Rufus concert and various Parliament-

Funkadelics dates. His testimony was the first from an outside party to state accusations of conflict of interest that have been implied throughout the inquiry.

With a Bible in his hand, the Rev. Al Green testified that he signed a contract for a June 19, 1975, concert at the Capital Centre, outside Washington, D.C., for \$35,000 — "But what I received was so much less," he said. Apparently, the original contract named William Washington of Dimensions Unlimited as purchaser, with a deposit of \$3,500. On a second contract, which Green had not seen until the day he testified, those sections were whited-out, with Washington's and Mel Edwards' names typed over as co-promoters. Green said he learned in his dressing room on the night of the concert that he wouldn't be receiving the full \$35,000. It was what he termed "a pressure point" — with the crowd waiting for him to appear onstage — when he was told by the dj's that he would have to take \$10,000 or nothing. He was not clear on who gave him the word, but recalled dealing with Edwards, Bobby Bennett and the late "Soul Paps" Campbell. Green testified that while the dj's promised the loss would be made up somehow, they never actually said they would give extra airplay to his just released album. But, he told Judge Joseph Stirmer, they did imply it.

Green also testified that he got less than the agreed amounts for two later concerts, one in May '76 and one in February '77, and after the later incident he was promised by Mel Edwards that the difference would be paid up later. A few days later, however, Green told Edwards by phone to "forget the whole thing" and said he wouldn't play for Edwards again. That last concert was played shortly after the start of the FCC payola hearings.

John A. Cleaves, Green's manager, backed up Green's testimony and said he never met William Washington, the only man he assumed he was dealing with; he said he did not know the WOL dj's were involved.

### Washington Recalled To Stand

William Washington contradicted Al Green's testimony when he took the stand the next day, saying he had no recollection of meeting with Green prior to the June '75 concert. Regarding the whited-out contract, which the FCC counsel said was not supplied by Washington, Washington said he did supply it on the first day and that he gave the commission many documents which have not been introduced for the record. The salary cut forced on Green was due to Edwards' not holding up his end of the bargain, he said, and he was amazed when the dj's "went in full force to convince Green to take the cut . . . next thing I knew Green was on stage," he said.

On another matter in dispute earlier, the \$14,000 allegedly paid the dj's to promote an April 1974 Earth, Wind & Fire concert was not approved as an expense by either the personal manager or the booking agent, Cavallo-Ruffalo or Premiere Talent,

(continued on page 45)

# Record Bar Plans To Open First 'Superstore' In Virginia

by Julian Shapiro

NEW YORK — The Record Bar, a national chain of 73 record and tape stores located primarily in suburban malls, has entered into the "superstore" retailing sweepstakes with the planned opening of a 9,000-square-foot unit. The free-standing store will be located in Norfolk, Virginia, and is scheduled to open sometime near August 1.

The newest addition to the chain will not be called Record Bar, a fact which represents a departure from policy for the North Carolina-based retailer. A name for the store is currently under consideration.

"It's a whole new concept for us," explained Barrie Bergman, president and chief executive officer for Record Bar, "so we thought we'd try a whole new name." Bergman would not divulge what it might be, but he did indicate that the final choice would serve as the central theme of the store's decor. This tactic has been recently very successful for Oz, a retail chain decorated with scenes from the movie, "The Wizard of Oz."

Bergman emphasized that the new store will be "a different kind of store than the other stores we have," and an examination of facts bears that contention out. The 9,000 square feet of selling space makes the new store more than four times bigger than any Record Bar unit. Similarly, according to Bergman, its inventory will be valued at approximately \$600,000 at cost, which is more than seven times that of an average-sized Record Bar. "We'll have a wider selection than we normally have," he promised, "and obviously, a lot deeper."

### Interested In Competitors' Stores

"From the outside, we've been excited and interested in what we've seen of competitors' large free-standing stores," offered Bergman for the reason behind pursuing this new venture. "It looks like a fun concept for our company. Great promotional avenues are open to us."

Though specific merchandising details have not been finalized, certain prices have. Albums that list for \$6.98 will retail for \$4.99 on the shelf and \$3.99 on sale. \$7.98

list album prices have not been firmed.

As a result of the added flexibility, Bergman indicated, he is looking at two other markets for similarly-styled stores. A store in one of these markets should be open by the end of 1977, with a store in the other market to probably follow in the early part of 1978. Though locations have not been finalized, Bergman revealed that they are both in the southeast and in markets where Record Bar has existing stores. The chain currently operates a mall store in Norfolk.

"The Norfolk market is underretailed," Bergman indicated, as his primary reason for choosing that market to initiate his experiment. "It's very obvious that Washington D.C. and Baltimore (area markets) are prime places. Richmond, Virginia is too."



**RETURN TO THE PALLADIUM** — Columbia recording artists Return To Forever recently played a two-night stand at New York's Palladium Theatre, during which they were feted at a luncheon by the label. Pictured from left standing are: John Kotecki, vice president of national accounts for Columbia; Matty Matthews, local promotion manager for the label; Bob Sherwood, vice president of national promotion for Columbia; John Thomas, Harold Garrett and Jim Pugh of Return To Forever; Ulpio Minucci, director of theatre, film, television, A&R and special projects for April-Blackwood Music; James Tinsley of RTF; Carolyn Clarke, wife of RTF's Stanley Clarke; and Ron Moss, manager of the group. Seated from left are: Vincent Romeo, vice president of artist development for CBS Records International; Gayle Moran of RTF; Chick Corea, Stanley Clarke and Joe Farrell, all of RTF.

## News From The RIAA

### RIAA Details Last Year's Operations With Release Of 1976 Annual Report

NEW YORK — The 1976 Annual Report of the Recording Industry Association of America was mailed to members last week.

The 20-page report, in the RIAA's 25th anniversary year, dealt with the association's activities in a variety of areas.

The report outlined RIAA's involvement in the passage of the new Copyright law; its efforts to enlarge the record buying audience through its market research committee; the aborted attempt to create a consolidated freight-shipping association (too expensive and geographically diverse); and the RIAA's "head-to-head confrontation" with the Postal Service over "non deliverable recordings."

The report further discussed RIAA meetings on a uniform product code and preparations for the Centennial of Sound Recording celebration.

Jerry Moss (A&M chairman) is chairman of the RIAA, and Stanley Gortikov is president. Other board members are Clarence Avant, Alan Bayley, Neil Bogart, Allan M. Cohen, Clive Davis, Terry Ellis, Ahmet Ertegun, Kenneth D. Glancy, B.S. Howell, Jr.,

Arthur Kass, Bruce Lundvall, John K. Maitland, Jarrell McCracken, Bhaskar Menon, Arthur Mogull, Gene Norman, Mo Ostin, Russ Reagan, Irwin Steinberg, D.H. Toller-Bond (treasurer), Larry Uttal and Phil Malden.

Henry Brief is executive director of the RIAA, Ernest S. Meyers is general counsel, and Jules E. Yarnell is special counsel on anti-piracy. In addition to Meyers and Yarnell, members of the RIAA's legal committee are Allen Arrow, Don Biederman, William Borchart, Robert Carp, Sidney Diamond, Mortimer Edelstein, David Goldberg, David Jackson, Alan Kress, Leonard Levin, Mark Levinson, Michael Mayer, Barry Jay Reiss, Arnold Rich, Sidney Shemel, Howard Smith, William R. Straw, Charles Tillinghast, Jonathan Walton and Lee Young, Jr.

In addition, there are seven other standing committees.

The document may be obtained by writing to the RIAA, One East 57th St., N.Y. 10022, or at 9200 Sunset Blvd., Los Angeles 90069.

### Record, Tape Piracy Down Says Survey; Counterfeiting Is Up

NEW YORK — A sharp decline in record and tape piracy, with a concomitant rise in counterfeiting and bootlegging, highlighted the 1976 Annual Report of the Recording Industry Association of America.

The report noted that nine states enacted anti-piracy statutes in 1976, bringing the total to 45 of states with similar legislation. Stepped-up investigations by federal law enforcement agencies and tougher sentences for convicted pirates were credited with curbing the proliferation of pirate recordings.

### Two Decisions Cited

In addition, the RIAA cited two key court decisions: the dismissal by a federal judge of a lawsuit which sought to bar the U.S. Attorney General from prosecuting pirates of pre-1972 sound recordings; and the dismissal of an anti-trust action brought against the RIAA and some record companies because of their anti-piracy activities.



**NEIL SEDAKA TOUR FOR 'A SONG'** — Neil Sedaka was joined by producer George Martin and Elektra/Asylum Records chairman Joe Smith during a three-day promotional tour of five cities to preview "A Song," his debut LP for the Elektra label. The tour included stops in Chicago, Cleveland, New York, Boston and Philadelphia. In the first photo in the top row Rick Sklar (left), ABC vice-president, is shown with Sedaka and his wife Leba during a luncheon at the Pierre Hotel in New York. In the second photo on the top row, also taken at the New York luncheon, Sedaka is shown with (l-r): Ben Bernstein of Korvettes; Earl Glenn, Korvettes regional sales manager and Howie Schisler of Korvettes. Also shown in New York in the third photo are Sedaka and Bob Menashe, Sam Goody's vice-president. In the last photo on the top row, taken at the Boston luncheon at the Cafe Budapest, are seated (l-r): Arthur Katz, WRKO sales; Holland Cooke, WPRO air personality; Sedaka; Carol Singer,

WRKO music director and Jay Clark, WPRO program director. Shown standing (l-r) are: Rob Stewart, JB-105 music director; Todd Chase JB-105 program director and Bill Goodman, WPRO music director. In the first photo in the bottom row Georgiana Jordan, a buyer for J.L. Marsh, is shown chatting with Sedaka at the Boston luncheon. In the second photo, taken in Chicago, Sedaka is shown with John Gehron, WLS program director. Pictured in the third photo, taken in Cleveland, are (l-r): Fred Toedtman, E/A promotion; Brian Rooney, E/A artist relations; Sedaka and T.J. Lambert, WGCL-FM music director. Also shown in Cleveland in the last photo (l-r) are: Fred Toedtman, E/A promotion; Sedaka; John Cohen, Disc Records president; Joe Smith, E/A chairman and Raul Acevedo, Disc Records vice-president. In each city Sedaka met with a variety of radio and retail personnel.



# SERGIO MENDES

# AND THE NEW BRASIL '77

A new Sergio Mendes. One of the world's finest interpreters of contemporary music presents a gift to the world music community.

# SERGIO MENDES AND NEW BRASIL '77

An album for us all on Elektra 

## Scott Joplin's Heirs Win Copyright Suit

NEW YORK — The estate of the late composer Scott Joplin has been awarded \$178,000 in a copyright infringement suit against Crown Publishers Inc. and Olympic Records and its president, Joseph Abend.

The suit alleged that Abend's Olympic Records produced a 5-LP set entitled "Scott Joplin: His Complete Works," containing three works previously copyrighted by the composer. The suit further claimed that after Abend was informed that the compositions were not in the public domain, sales of the albums continued.

## Flute Manufacturer Purchased By CBS

NEW YORK — CBS Inc. has acquired for cash the Gemeinhardt Corp. and its subsidiary, K.G. Gemeinhardt Co., a prominent manufacturer of flutes and piccolos. The Elkhart, Indiana-based firm, which had sales in excess of \$6 million in 1976, will become a unit of the CBS Musical Instruments Division, which also includes Steinway pianos, Fender guitars and Gulbransen organs.

## Springboard, Amour Sign Distribution Deal

RAHWAY, N.J. — Springboard Records has signed an agreement to distribute Amour Records, a San Francisco-based R&B label. The first single distributed under the agreement is "Put The Music On Funk" by the Variations.

## Phonogram/Mercury Will Extend Tape Discount

CHICAGO — Phonogram, Inc./Mercury Records is extending its ten percent discount program on all 8-track and cassette tapes through June 17.

The program, which began in mid-May, is being continued due to "overwhelming success and response from the dealer trade and mass merchandisers," said Jules Abramson, senior vice president of marketing for the company. Abramson also pointed out that "more cars are being equipped with factory-installed tape decks and summer is certainly a prime time for the car tapes."

## Lieberman Opens Cleveland Branch

MINNEAPOLIS — Lieberman Enterprises has opened a new 10,000-square-foot branch in Valley View, Ohio, a suburb of Cleveland, according to David Lieberman, company president.

The new facility services Lieberman's general accounts in middle and eastern Indiana and Michigan, and the newly acquired Sears stores in Ohio, Pennsylvania, upstate New York and West Virginia.

Branch manager of the new operation is Ken Sattler, operations manager is John Holman and the buyer is John Mustone.

## VIP Records Sale Offers \$1 Cutouts

LOS ANGELES — VIP Records is in the midst of a massive cutout sale featuring mostly R&B, jazz and some gospel albums at \$1 each.

Cletus Anderson, owner of the VIP store where the sale is taking place, said that they started the promotion with 50,000 albums and have been averaging sales of 1,000 per day since the start on May 13. The sale is to last for one month.

VIP Records has eight locations in the Los Angeles area and another store in Jackson, Miss. The chain plans a 15,000 sq. ft. store by Oct. 1.

Anderson said that the cooperative is expected to grow to 20 stores over the next 18 months.

## Label Release Announcement

### 7 Broadway LPs Due On Capitol

LOS ANGELES — Capitol Records will re-release seven original Broadway cast albums on June 13. Those releases include "Tovarich," "Beyond The Fringe '64," "Flahooley!," "By The Beautiful Sea," "Of Thee I Sing," "Top Banana" and "Golden Boy."

"Tovarich" features the singing of Vivien Leigh, Jean Pierre Aumont, Michael Ker-moyan, Gene Varrone, Margery Gray and others.

"Beyond The Fringe '64" contains performances by Dudley Moore, Peter Cook, Alan Bennett and Paxton Whitehead.

"Flahooley!," which was written by Sammy Fain and E.Y. Harburg, contains selections such as "You, Too, Can Be A Puppet" and "Here's To Your Illusions." The orchestra and chorus were conducted by Maurice Levine.

"By The Beautiful Sea" features Shirley Booth and Wilber Evans. The orchestra was conducted by Jay Blackton.

"Of Thee I Sing" features Jack Carson and Paul Hartman. Maurice Levine conducted the chorus and orchestra. The LP contains 26 songs.

Johnny Mercer's "Top Banana" features Phil Silvers in the starring role. The chorus and orchestra were conducted by Harold Hassings.

"Golden Boy" was presented by Hillard Elkins. The show was highlighted by performances by Sammy Davis, Kenneth Tobey, Paula Wayne, Johnny Brown, Billy Daniels and Terrin Miles.

### London Sets 12" Disc

NEW YORK — London Records has released a 12" disco version of "Since I Fell For You" and "Don't Take Away Your Love" by Hodges, James and Smith. The two songs, in shorter versions, are included on the group's latest LP, "What's On Your Mind."

### MCA Releases 11 More 'Pot O' Gold' Singles

LOS ANGELES — MCA Records has released 11 new "double-sided hit" singles in its "Pot 'O' Gold" catalog series. Titles in the series, which result in recombinations of previous hit singles, are based on sales and requests from one-stops and jukebox operators.

The current release includes "Radar Love" and "Just Like Vince Taylor" by Golden Earring; "Sweet Home Alabama" and "Saturday Night Special" by Lynyrd Skynyrd; "Touch The Hand" and "Don't Cry Joni" by Conway Twitty; "As Soon As I Hang Up The Phone" and "Louisiana Woman, Mississippi Man" by Loretta Lynn and Conway Twitty; and Cal Smith's "Country Bumpkin" and "Thunderstorms."

Other new combinations in the series are "I See The Want In Your Eyes" and "Linda On My Mind," as well as "There's A Honky Tonk Angel" and "I'm Not Through Loving You Yet," both by Twitty; "They Don't Make 'Em Like My Daddy" and "The Pill" by Loretta Lynn; "Lizzie And The Rainman" and "San Antonio Stroll" by Tanya Tucker; and "Laughter In The Rain" and "The Immigrant," as well as "Bad Blood" and "Breaking Up Is Hard To Do" by Neil Sedaka.

### Private Stock Readies Three Albums For June

NEW YORK — "Rhapsody In Blue" by Walter Murphy highlights Private Stock Records' three album releases scheduled for June. Also included are two debut albums: "Emperor" by the group of the same name, and "Robert Gordon With Link Wray" by Robert Gordon.

### Engelbert Is Platinum

NEW YORK — "After The Lovin'," Engelbert Humperdinck's debut Epic album, has been certified platinum by the RIAA.

## 500 WEA Albums Selling For \$3.99 At Tower Records

LOS ANGELES — Tower Records is spotlighting 500 Warner/Elektra/Atlantic albums, all on sale for \$3.99, in all stores in a campaign called "The Burbank 500."

"It is a coordinated, month-long promotion that is tied in with the publicity of the Indianapolis 500," said Russ Solomon, president of the 23-store chain. "We picked the 500 best titles out of the WEA catalog to put on sale for a month, and combined it with a general coordinated point-of-sale display, which is chainwide."

Russ Bach, manager of WEA's Los Angeles branch, said, "It's what we call our customized campaign that WEA does for accounts across the country. With this type of campaign, we take anywhere from a two-week to a one-month period and spread it out, as in Tower's case over a one-month period, and build it around a theme."

"If you've been in the Tower stores," Bach said, "you have seen two posters we designed specifically for Tower in this campaign. As an adjunct to that, we use our regular merchandising tools, which are our 4x4 boards and posters which are hanging in many of the stores."

"We supply them with enough of this type of poster to really convert it into what we call a WEA store for that entire month. The artwork is completely customized for the customer. It has not been used before and probably will not be used again."

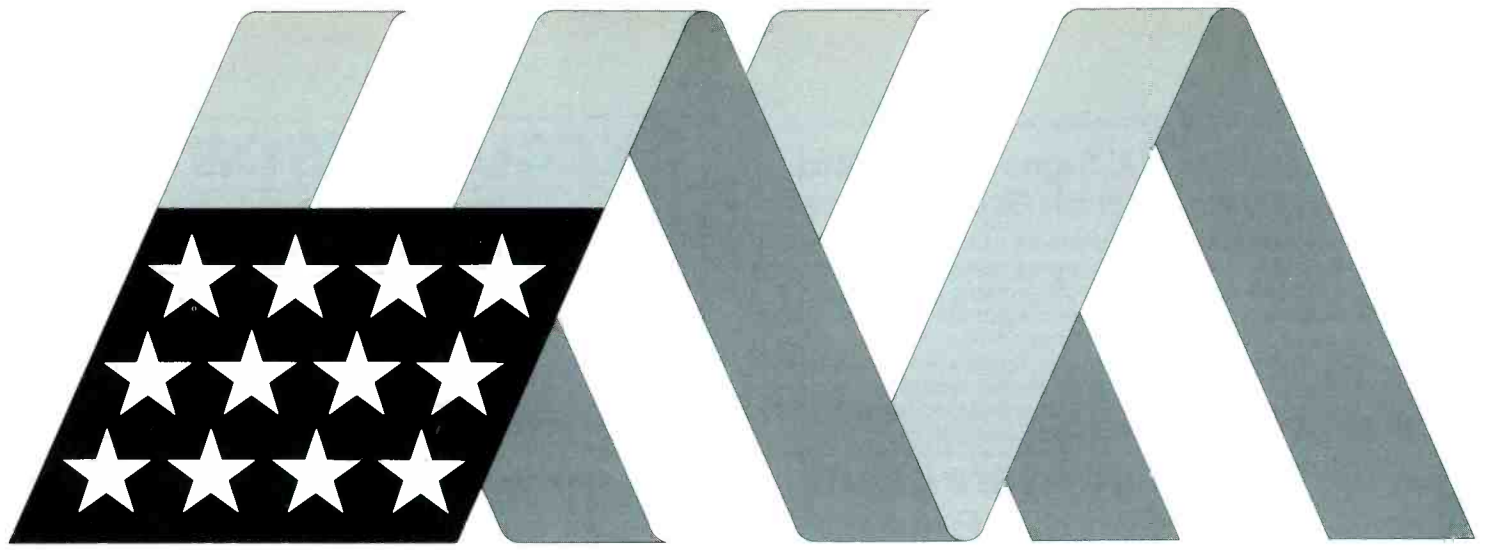
Solomon said the sale was restricted to the top 500 WEA albums which carry a suggested list price of \$6.98.

"Russ thought of the name 'Burbank 500,'" Bach said, "because he wanted to put 500 albums on sale, and WEA happens to be located in Burbank. It also was run during the month of the Indianapolis 500 race and we wanted to tie it in with what was current, and that is where we picked up the theme."



**WELL HELLO DOLLY** — RCA recording artist Dolly Parton was in New York recently and played six SRO shows at the Bottom Line. To honor Dolly, RCA Records hosted an early morning reception at Windows On The World, located on the 107th floor of the World Trade Center in lower Manhattan. During her stay in New York, Dolly paid a visit to radio station WNEW-FM. Pictured top row, from left: Ken Glancy, president of RCA Records; Dolly; Mel Ilberman,

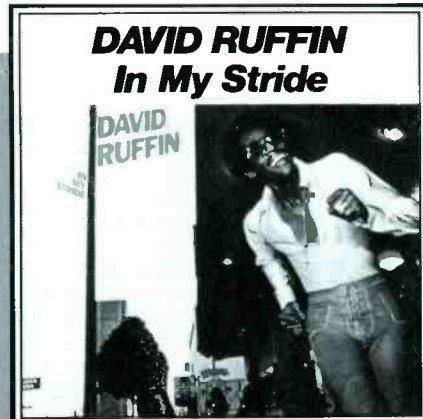
division vice president of domestic operations for RCA Records; Tom Morrera, music director for WNEW-FM; Doree Berg, New York promotion representative for RCA Records; Niles Siegel, director of national album promotion for RCA Records; Dolly; and Scott Muni, program director for WNEW-FM. Pictured bottom row at Windows On The World are, from left: Dolly with Robert Duvall, Lily Tomlin and Phoebe Snow.



# “The Sounds Of Young America...”



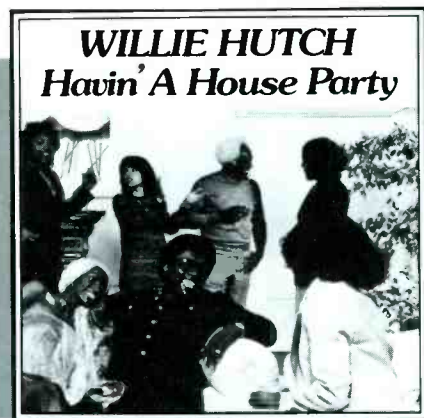
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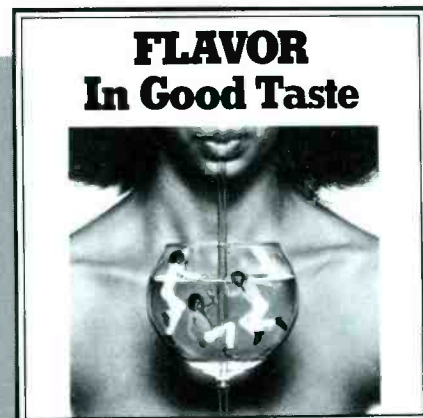
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M6-879S1



M6-874S1



JP6-1002S1



P6-10018S1

...On Motown Records & Tapes”



Label Release Announcements

**Double Album From War UA Signs Springfield, Set For Release On UA French Group Space**

LOS ANGELES — A new two-record set from War, to be titled "Platinum Jazz," "is being readied for release in late June on United Artists Records' Blue Note label. The double LP set, which will be the group's first release in over two years, will include War's latest single "L.A. Sunshine."

LOS ANGELES — United Artists Records recently signed vocalist Dusty Springfield and French recording group Space.

Springfield's debut single on UA, "Let Me Love You Once Before You Go," is set for release soon. Space's first LP will be titled "Magic Fly" and will contain their new single "Carry On, Turn Me On," which is now being readied for release.

**2 Vintage Seger LPs Slated For Rerelease**

LOS ANGELES — Capitol Records will rerelease two Bob Seger LPs, "Ramblin' Gamblin' Man" and "Mongrel," on June 13. "Ramblin' Gamblin' Man" was Seger's first album and was originally released in 1968. "Mongrel," Seger's third LP, was released in 1970.

**Flutist Horn's LP Due; Recorded In Pyramids**

LOS ANGELES — Flutist Paul Horn's latest LP, "Inside the Great Pyramid," a two-record set that was recorded inside the Pyramids of Gizeh near Cairo, Egypt is set for release this month by Mushroom Records.

**Bareback Sets Three**

NEW YORK — Bareback Records will release three singles in May and June. They are "Rhythm" by High Energy, "Anything I Can Do" by Will Power and "24-Hour Love Man" by Cal Brandon.

**GRT Adds To Catalog**

LOS ANGELES — GRT Music Tapes has added the Bareback and Import record labels to its tape catalog.

**Roy Ayers Leads Polydor Release**

NEW YORK — "Lifeline," a new LP by Roy Ayers, highlights Polydor Inc.'s May 25 release.

Also on tap are "Hit And Run" by Dirty Tricks, "From Time To Time" by Dave Lewis, "Dis" by Jan Garbarek, "Watercolors" by Pat Metheny and "Polarization" by Julian Priester.

The first solo piano two-LP release by Keith Jarrett on ECM, entitled "Staircase, Hourglass, Sundial, Sand," has also been released as part of the May 25 shipment.

**'Star Wars' Sndtrk. Out**

LOS ANGELES — 20th Century Records has released a soundtrack LP from the movie "Star Wars." The LP will list for \$8.98.

**Dynamo Reactivated**

NEW YORK — Dynamo Records, a division of Fore Hand International Ltd., has been reactivated by Art Talmadge. The label's first U.S. release will be "Disco Dracula," by Hot Blood, recorded in France and containing the single of the same name.

**EXECUTIVES ON THE MOVE**



Weiser

Siegel

Sparago

Swig

**Weiser Named At Polygram** — Norman S. Weiser, president of Chappell Music Company and a senior vice president and director of Polygram Corporation, was additionally named vice president of the international publishing division of the Polygram group. His new title at Polygram Corporation will be senior vice president-publishing. He joined Chappell in August 1969 as vice president and general manager and became its president in June 1973.

**RCA Appoints Siegel** — Niles Siegel has been appointed director of national album promotion for RCA Records. From 1975 to the present he was national album promotion director at Polydor Records. Before joining Polydor, Siegel was with Shelter Records as east coast regional promotion manager.

**Sparago At Casablanca** — Casablanca Record and FilmWorks has announced the appointment of Bernie Sparago as national accounts director. He comes to Casablanca from Buddah Records, where he was vice president of sales. Casablanca vice president Dick Sherman commented, "With the addition of Bernie Sparago and with Worthy Patterson now working as east coast marketing manager, we now have the strongest small field force in the industry."

**Swig Promoted At Epic** — Epic Records has announced the appointment of Rick Swig to director of album promotion, Epic, Portrait and associated labels. Prior to this appointment, he was associate director of national promotion. He previously served as regional promotion marketing manager, northeast region, Epic and CBS associated labels.



Berson

Brownstein

Gershon

O'Grady

**Capricorn Taps Berson** — Capricorn Records has announced the appointment of Edward Berson as national sales director. Prior to joining Capricorn, he served as general manager for ABC Records & Tapes, based in Seattle, with regional responsibilities for the Compton, California branch.

**Brownstein Joins A&M** — A&M International announced that Bob Brownstein has joined the international division as special projects coordinator where he will concentrate on sales for all A&M international affiliates, international royalties, research and other special projects. He was former head of Elektra's international division, having joined Elektra Records in 1968 as national promotion coordinator, became head of the college and youth marketing division, and was named head of Elektra's newly-formed international division. He was transferred to California by Elektra at the end of 1974, and in 1975 left to work with songwriters and performers as an independent consultant.

**Gershon To Mushroom** — Mushroom Records has appointed Susie Gershon as national secondary promotion coordinator. She has been involved in the record industry in various positions for the past eight years and most recently she spent the past year doing distributor promotion and sales for Pickwick International in St. Louis. She has already relocated to Mushroom's Los Angeles offices.

**RCA Names O'Grady** — The appointment of William O'Grady as division vice president of industrial relations was announced by RCA Records. He replaces Ed Scanlon who has moved from RCA Records to the Hertz Corp. as executive vice president of industrial relations. For the past two years, he was director, organizational planning and management development with the RCA Service Company in Cherry Hill, N.J.



Levy

Fishel

Sparrow

Werman

**Two Join MCA** — MCA Records has named Robert Van Metre as sales manager in Detroit and Chuck Crossen as sales manager in Minneapolis. Prior to joining MCA, Van Metre was regional sales manager for ABC Records and was previously regional sales manager at Phonodisc. Crossen was formerly advertising and merchandising director at Recco, a division of Pickwick in Minneapolis.

**Levy To Columbia** — Columbia Records has announced the appointment of Sherrie Levy to general publicist, Columbia Records, and will be based in New York City. She comes to Columbia Records from Buddah Records, where she was director of publicity.

**Fishel Joins CBS** — CBS/Records Group has announced the appointment of Jim Fishel as jazz/progressive publicist, CBS Records. Prior to joining CBS, he served as an editor on Billboard Magazine for the past three years. Before moving to New York, he worked as a reporter for several Florida newspapers and wrote for various national publications on the subject of music.

**Sparrow Named At Epic** — Epic, Portrait and associated labels has announced the appointment of Gale Sparrow to tour publicist, Epic, Portrait and associated labels. Before

(continued on page 55)

**KEEP AN EYE OPEN FOR IT...**



**Nobody cares if you're  
out of a job, going through a divorce,  
and suffering from a toothache:**

**Oh  
yeah?**

**L.A. Free Clinic**

In this supposedly cold town of L.A. a person can walk through the doors of the L.A. Free Clinic and get help for any number of problems from legal counseling to emergency dental work.

Without charge. Without cost to their dignity.

In this supposedly cold town of L.A., 300 human beings volunteer their time, energy, and talent towards practicing a pioneer approach to treating people.

It's called holistic medicine and its purpose is to treat the whole person, not just a symptom.

A senior citizen with a bad

cough might also need advice on how to fight eviction proceedings. He'll get help at the L.A. Free Clinic.

A young woman with psychological problems may also be out of a job. She'll get help at the L.A. Free Clinic.

A lonely man on the verge of suicide may have a desperate need to talk to someone at a crucial moment. He'll get the help he needs on the L.A. Free Clinic Switchboard/Hotline.

In this supposedly cold town of L.A., doctors, lawyers, dentists, and your neighbors are volunteering their efforts to help people who need it the most: senior citizens, young

people, and the working poor.

Without pay. And with a lot of dignity.

So the next time you hear anybody knock L.A., tell them "Oh Yeah?" Tell them about the L.A. Free Clinic.

You could also do one other thing: send a donation. Because helping over 20,000 people a year who need it the most takes a lot of money.

We'll send you an "Oh Yeah?" button.

Wear it.

It means you've helped the L.A. Free Clinic. It means that when a person needs help, he or she has a place to go.

In this very warm and human place called L.A.

**SAY "OH YEAH!" NOW:**

**L.A. FREE CLINIC**

P.O. Box 48726

Los Angeles, California 90048

I'm sending my donation. Please send me my "Oh Yeah?" button right away.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_



This advertisement has been prepared as a public service by A&M Records.

# Cash Box LP Survey Shows 7.98 LPs Gaining Momentum

by Dave Fulton

LOS ANGELES — Album list prices are continuing to rise at an amazing pace as 24 percent of this week's **Cash Box** Top 200 Album chart are \$7.98 or higher, compared with only four percent a year ago. In an analysis just two months ago (**Cash Box**, April 16) the \$7.98 or higher albums accounted for 17½ percent, a jump of 41 percent in the 60-day period.

The 600 percent increase over the past year stems mainly from the emergence of the \$7.98 album and a handful of new live double releases from major artists listed at \$11.98. Double live albums by Bette Midler, Barry Manilow and the Bee Gees have debuted on the chart within the last two weeks.

A year ago only eight LPs were listed at \$7.98 or more, while the current chart shows 48. Even in the last two months the \$7.98 and higher category has jumped by 13 from 35, an increase of 37 percent.

Forty percent of the current top 20 on the chart are \$7.98 or more, while only 20 percent, or four albums, were in that class on the April 9 chart. The \$7.98 albums on the present top 20 include "Rumours" by Fleetwood Mac, "Marvin Gaye At The Palladium," "Commodores," "Hotel California" by Eagles, "The Beatles At The Hollywood Bowl" and "Animals" by Pink Floyd. "Hotel California" was recently increased from its original \$6.98 price tag. "A Star Is Born" soundtrack at \$8.98 and Stevie Wonder's "Songs In The Key Of Life" at \$13.98 are the other non-\$6.98 list albums in the top 20.

The trend towards the standard \$7.98

albums was given another boost last week when Casablanca Records announced price increases on 12 previous releases, three by Donna Summer, five Kiss albums and four Parliament LPs.

### Average List Price

The average list price for an album on the Top 200 Album chart has climbed significantly over the past 12 months. A year ago the average was \$7.03, while the present average is \$7.39, an increase of 36 cents or 5 percent. Only two months ago, the average list price was four cents lower than the current figure or \$7.35.

For a record buyer to purchase the top 200 today, it would cost \$1478 or \$72 more

(continued on page 55)



**A STARK SUCCESS** — RCA recording artist Helen Schneider played a recent engagement in Cleveland and stopped by the Stark Records Convention on Manufacturers Night to congratulate Stark on their 20th Anniversary. (l-r) are: Jim Bonk, operations manager for Stark; Gerry Gladieux, advertising manager for Stark; Roger Zadd, RCA sales staffer in Cleveland; Don Violoni, branch sales manager for RCA in Cleveland; Bill Mack, regional album specialist for RCA; Helen Schneider; Joe Bressi, buyer for Stark; and Hank Zarembski, promotion manager for RCA in Cleveland.

## Financial News

### Playboy's 3rd Quarter Net Earnings Up 16%

LOS ANGELES — Playboy Enterprises, Inc. quarterly revenue figures show the company's third-quarter net earnings were up 16% over the third quarter of fiscal 1976 while nine-month profits almost tripled those of last year.

For the third-quarter ending March 31, 1977, Playboy reported sales of \$52.5 million, an increase of \$5.3 million, or 11.2%, over 1976's third-quarter sales of \$47.2 million. Net earnings increased by \$65,000, or 16%, from \$406,000 in the third quarter of 1976 to \$471,000 in 1977.

Third-quarter earnings per share reflected this increase, going up \$.01, or 25%, to \$.05 per share this year from \$.04 in 1976.

### Woolworth's Earnings Drop 49% In 1st Qtr.; Macy's Scores + 800%

NEW YORK — Earnings for two of the nation's most prominent retail chains contrasted sharply for their respective fiscal quarter ended April 30.

While F.W. Woolworth Company's first-quarter earnings plummeted 49%, R.H. Macy & Co. reported a spectacular 800% rise in third-quarter earnings during the same time period.

Woolworth posted earnings of \$7 million, compared with \$13.8 million for the same period last year. Sales for the quarter, however, increased to \$1.15 billion from \$1.09 billion in 1976.

Lester A. Burcham, chairman of Woolworth, and Edward F. Gibbons, president and chief executive officer for Woolworth's, attributed the decline in the earnings to relatively weak sales performances during the quarter. Burcham and Gibbons also said that a drop in the currency-exchange rates of most countries in which Woolworth has stores, including Canada, Britain, Spain, West Germany and Mexico, has hurt the company's operating income.

Meanwhile, Macy's earnings surged to \$3.2 million from \$347,000 for the same year-earlier period. Macy's sales during the recently completed quarter also rose to \$360 million from \$315 million a year earlier.

Sunday sales in New York accounted for 5% of the quarter's sales, according to a spokesman for Macy's.

### K-tel Income And Sales Drop In Third Period

MINNETONKA, MINNESOTA — Net income of K-tel International, Inc. for its third quarter ended March 31 dropped \$2.3 million to \$1,888,000 from \$4,212,000 for the prior-year period. Third-quarter sales dipped to \$31,031,000 from \$39,996,000 a year earlier.

K-tel's net income for the nine-month period ended March 31 dropped to \$814,000 from \$3,069,000 for the same period a year earlier. Sales for the nine months, however, increased to \$90,643,000 from \$89,043,000.

"Despite positive signs in our second quarter," commented Philip Kives, president of K-tel, "it became evident in the third quarter that economic uncertainties in a great many of our markets had a significant impact on consumer spending habits for our products."

### Motown Retains Spot As Top Black-Owned Firm

NEW YORK — Motown Industries, which includes Motown Records, maintained its position in 1976 for the fifth consecutive year as the largest black-owned company in the U.S., according to the business magazine *Black Enterprise*. Motown's sales for 1976 rose to \$50 million from \$43.5 million in 1975.

Total revenues for the 100 largest black-owned company increased 24.2% last year to \$775.2 million from \$623.9 million in 1975.

### Dallas Retailers Join CBS, KBOX To Push Country 45s

DALLAS — A number of Dallas retailers have joined country station KBOX and CBS Records in an effort to increase sales of country singles through a new display program.

The new merchandising plan, conceived by CBS Records Nashville Marketing Division, uses numbered divider cards to match the top 40 country singles on the KBOX listener's chart with records displayed in racks at the participating retail outlets.

Among those retailers who have initiated the program in the Dallas area are Sound Warehouse, Peaches, Disc Records, Rack Suppliers and Hit Records.

The program will be mutually beneficial to retailers and KBOX, say CBS officials, because free advertising is provided on both ends — KBOX announces on the air which retail locations carry the station's charts and the retailer's displays exhibit KBOX logos on the single divider cards.

CBS hopes that if the program is suc-

cessful it will be picked up by retailers who previously did not carry country singles.

One such retailer, who began the program two months ago, reports that he was shocked at the results.

"The singles started selling the first day we got them in here," says Scott Blasl, city manager for Disc Records in the Dallas/Ft. Worth area. "Since we put the charts up I've been shocked at the number of country singles we've sold."

And KBOX is just as interested in the number of country singles Disc Records is selling, says Blasl.

"KBOX is watching us now," Blasl says. "Now they are calling us up and asking for programs, which they had not done in the past. They had just relied on listener requests instead of calling the retail stores to find out what is selling. Now they call us once a week."

If the program proves successful CBS plans to approach other radio stations and accounts in various southwest cities.

# THE BOOK OF INVASIONS...





## TOP 40 JAZZ ALBUMS

	Weeks On	Chart		Weeks On	Chart
	5/28			5/28	
<b>1 HEAVY WEATHER</b> WEATHER REPORT (Columbia PC 34418)	1	11	<b>22 IMAGINARY VOYAGE</b> JEAN-LUC PONTY (Atlantic SD 18195)	23	28
<b>2 ELEGANT GYPSY</b> AL DIMEOLA (Columbia PC 34461)	2	7	<b>23 SEAWIND</b> (CTI 5002)	24	9
<b>3 FRIENDS AND STRANGERS</b> RONNIE LAWS (Blue Note/UA BNLA 730H)	6	6	<b>24 TURN THIS MUTHA OUT</b> IDRIS MUHAMMAD (CTI KU 35)	34	2
<b>4 V.S.O.P.</b> HERBIE HANCOCK (Columbia PG 34688)	4	6	<b>25 MOROCCAN ROLL</b> BRAND X (Passport PP 98022)	27	3
<b>5 IN FLIGHT</b> GEORGE BENSON (Warner Bros. BSK 2983)	3	17	<b>26 SHORT TRIP TO SPACE</b> TROPEA (Marlin/TK 2204)	25	6
<b>6 CONQUISTADOR</b> MAYNARD FERGUSON (Columbia PC 34457)	5	10	<b>27 MY SPANISH HEART</b> CHICK COREA (Polydor PD 2-9003)	21	22
<b>7 BOB JAMES 4</b> (CTI 7074)	7	9	<b>28 CAPTAIN FINGERS</b> LEE RITENOUR (Epic PE 34426)	32	4
<b>8 MUSICMAGIC</b> RETURN TO FOREVER (Columbia PC 34682)	8	10	<b>29 A REAL MOTHER FOR YA</b> JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	33	2
<b>LOVE NOTES</b> RAMSEY LEWIS (Columbia PC 34696)	17	3	<b>30 LIVE FROM THE SHOWBOAT</b> THE PHIL WOODS SIX (RCA 2-2202)	31	4
<b>10 SECRET PLACE</b> GROVER WASHINGTON JR. (Kudu 32)	10	23	<b>31 SHOUT IT OUT</b> PATRICE RUSHEN (Prestige/Fantasy 10101)	20	13
<b>11 GINSENG WOMAN</b> ERIC GALE (Columbia PC 34421)	9	11	<b>32 NOTHING WILL BE AS IT WAS . . . TOMORROW</b> FLORA PURIM (Warner Bros. BS 2985)	36	12
<b>12 DON'T STOP THE MUSIC</b> BRECKER BROTHERS (Arista 4122)	12	5	<b>33 FANTAZIA</b> NOEL POINTER (United Artists BN-LA736-H)	35	2
<b>13 ROMANTIC JOURNEY</b> NORMAN CONNORS (Buddah 5682)	13	9	<b>34 BIG DADDY'S PLACE</b> WAYNE HENDERSON (ABC AB 1020)	—	1
<b>14 FROM ME TO YOU</b> GEORGE DUKE (Epic PE 34469)	11	11	<b>35 SLOW TRAFFIC TO THE RIGHT</b> BENNY MAUPIN (Mercury SRM1-1148)	38	2
<b>15 HOMECOMING</b> DEXTER GORDON (Columbia PG 34650)	16	6	<b>36 MUSIC LETS ME BE</b> LES McCANN (ABC AS 9329)	37	3
<b>16 RIGHT ON TIME</b> BROTHERS JOHNSON (A&M SP 4644)	29	2	<b>37 CARICATURES</b> DONALD BYRD (Blue Note/UA BNLA 633G)	28	18
<b>17 BREEZIN'</b> GEORGE BENSON (Warner Bros. BS 2919)	14	48	<b>38 CALIENTE</b> GATO BARBIERI (A&M 4597)	26	36
<b>18 WATER BABIES</b> MILES DAVIS (Columbia PC 34396)	15	11	<b>39 THE PLAYERS ASSOCIATION</b> (VANGUARD VSD 79384)	40	2
<b>19 ROOTS</b> QUINCY JONES (A&M SP 4626)	18	15	<b>40 MONTREUX 1975/BERLIN 1976</b> ANTHONY BRAXTON (Arista ALS 002)	—	1
<b>20 IGUACU</b> PASSPORT (Atco SD 36-149)	22	8			
<b>21 VIBRATIONS</b> ROY AYERS UBIQUITY (Polydor PD 1-6091)	19	23			

## On Jazz

It has been a rough year for bandleaders. Shortly after **Count Basie's** recovery from a heart attack, **Woody Herman** was seriously injured in an automobile accident. Now comes the news that **Stan Kenton** is in serious condition at the Reading, Pennsylvania Hospital and Medical Center. Original news reports were varied, some mentioning a stroke, others a cerebral hemorrhage. **Cash Box** spoke to hospital officials and learned that Kenton had suffered a skull fracture and had a blood clot at the base of his skull. Surgery removed the clot, and although Kenton was still listed in serious condition at press time, he was reported to be talking with nurses in the recovery room.

**Dizzy Gillespie's** latest Pablo is "Free Ride" featuring compositions and arrangements by **Lalo Schiffrin**. Accompaniment includes six horns and a rhythm section. Dizzy recently returned from the first visit to Cuba by a U.S. cruise ship in many years. He and **Earl Hines** had their groups on the cruise.

The **Crusaders** are rare visitors to New York but they were here this past weekend for a party at the Carlisle and a concert at the Palladium. The current lineup consists of **Wilton Felder**, saxophone; **Billy Rogers**, guitar; **Joe Sample**, keyboards; **Pops Popwell**, bass, and **Stix Hooper**, drums.

Jack Kleinsinger's next extravaganza will salute **Helen Humes**. **Ray Bryant**, **George**

**Duvivier**, **Joe Newman** and **Charles McPherson** will also be on hand June 15 at NYU's Loeb Student Center.

**John Klemmer** will embark on a twenty-city tour June 2 in connection with his new "Lifestyle" album for ABC Records. Klemmer will headline the west and southwest the month of June, then join **Herbie Hancock** for a July swing through the midwest and the east coast.

The New York Jazz Museum has announced a series of Wednesday evening film shows. The subject matter of the June 1 program will be "Styles of the Big Bands" with **Count Basie** and others. On June 8 "Vocalist Styles" will feature **Nat Cole**, **Billie Holiday** and **Bessie Smith**.

The latest Arista/Freedom releases include "Indent" by **Cecil Taylor**; "Berkshire Blues" by **Randy Weston**; "Blues For The Viet Cong" by **Stanley Cowell**; "Dogon A.D." by **Julius Hemphill**; "Time Zones" by **Richard Teitelbaum** and **Anthony Braxton**; and "Flip Top" by **Ted Curson**.

"Dinner Music" is the title of a new Watt album by **Carla Bley**. Ms. Bley plays keyboards and features a four-horn ensemble that includes **Roswell Rudd**, **Michael Mantler** and **Carlos Ward** with the **Stuff** band as a rhythm section.

CTI has issued a single by **John Blair**. The title is "We Belong Together" from his new album of the same title.

bob porter



**CBS FETES DUKE** — Epic recording artist George Duke (l) was honored at a CBS Records luncheon during his recent four-night stand at New York's Bottom Line. Congratulating Duke is Bruce Lundvall, president of the CBS Records Division.

## JAZZ ALBUM PICKS

**THE LEE KONITZ NONET** — Roulette 5006 — Producer: Fred Baillin — List: 6.98

Through the years Lee Konitz has recorded in every conceivable setting, but this one with the textural support of five horns seems to suit him better than others. We prefer his alto to his soprano but he responds well throughout the album regardless of which instrument he plays. The program is a nice mix of five standards and three recent tunes from Chick Corea and Wayne Shorter. Rhythmically this is more aggressive music than one might expect from Konitz but still an important album from the saxophone giant.



**MIDNIGHT SLOWS VOL. 4** — Milt Buckner, Buddy Tate — Black & Blue 333 068 — List: 7.98

It's amazing how much music Buckner, Tate and Jo Jones can make by playing ballads slowly with feeling. Tate has a couple of clarinet solos, but the rest is tenor that is all mellow and laid back. When it comes to playing melody there is no substitute for maturity, and these gents, all in their sixties, have it in abundance.

**FATS WALLER PIANO SOLOS** — RCA Bluebird 5518 — List: 9.98

It is a rare pianist who can sustain interest through 33 piano solos, but Waller is such an individual. Best known for his infectious small bands and vocals, it is the soloist's role that brings out the pure artist in Fats. As far as we can tell, this is his complete Victor output in this setting. The original mono sound has been retained, and the mastering quality for music that in some cases is nearly 50 years old is remarkable.



**SECOND SET** — Tal Farlow — Xanadu 119 — List: 6.98

These are private recordings from 1956 with a trio including brilliant pianist Eddie Costa. There are four long standards in the program, and considering the instrumentation, one might expect a flagging of invention but nothing could be further from the truth. Farlow is one of the most consistent improvisors on any instrument, and in Costa and bassist Vinnie Burke he has his best-ever accompaniment. What more can one ask for?

**TRUE BLUE** — Dexter Gordon, Al Cohn, etc. — Xanadu 136 — Producer: Don Schlitten — List: 6.98

The two tenor stars share the front line with trumpet men Blue Mitchell and Sam Noto, and they are supported by a fine rhythm trio headed by Barry Harris. This is basic jam session jazz: a blues, a ballad and some bebop. In this setting, the art is in the cooking, and with Gordon and Mitchell leading the way the cooking is pure cordon bleu! This is certainly the best version of "Ladybird" we have heard. A great record.



**SWEET LUCY** — Raul De Souza — Capitol 11648 — Producer: George Duke — List: 7.98

For a Brazilian trombonist, De Souza knows his way around U.S. funk. Much of it has to do with George Duke's tight production and the assistance of people like Freddie Hubbard, Al McKay and Patrice Rushen. De Souza has a good tone and displays his solo talents throughout. The title track is a bit of updated fifties R&B similar to some of the Crusaders' hits. Sounds like a smash to us.

## Concert Program Will Be Held In New York Park

by Charles Paikert

NEW YORK — The annual outdoor pop concert series in New York City's Central Park, formerly known as the Schaefer Music Festival, will return to New York City this summer with a revised format under the sponsorship of Dr. Pepper, the soft drink manufacturer.

Several top drawing artists, including Daryl Hall & John Oates, Leo Sayer and Dave Mason, have been tentatively scheduled to perform at the festival, despite a ban on hard rock acts imposed by the Parks and Recreation department.

However, at a press conference called by New York Mayor Abraham Beame, the department's commissioner, Martin Lang, cautioned that the festival was "terminable at my discretion."

Ticket prices for the 30-concert series will be raised fifty cents, Beame announced, to four dollars for orchestra seats and two dollars for bleacher seats. Increased security and sanitation forces at the festival will also be included, Beame said.

Crowd control and environmental damage have been the two issues which almost caused the festival's cancellation, due to strong lobbying against its continuation by influential Manhattan community groups. During negotiations between the city and Ron Delsener, potential sponsor and promoter of the concerts, the Parks department insisted the festival must be "toned down," according to Janet Cotton, counsel for the department.

(continued on page 55)



**MOTOWN SALUTES THE COMMODORES** — When the Commodores returned to the U.S. after their recent tour of Australia and New Zealand they were greeted by over 500 people, including a number of celebrities, at the Pacific Design Center in Los Angeles. The welcome home party was Motown's way of honoring the group, whose latest LP, "The Commodores," was declared platinum by the label six weeks after it was released. In addition to receiving platinum awards the group's members were presented a brotherhood citation by Mrs. Coretta Scott King and were cited for their versatility in a speech by Los Angeles Mayor Tom Bradley. In the top left photo Mrs. King is shown presenting the group with a brotherhood citation. Shown (l-r) are: Ronald LaPread, Lionel Richie, Thomas McClary, Walter Orange, Milan Williams, Mrs.

King, William King, personal manager Bennie Ashburn, the group's co-producer, James Carmichael and Cal Harris, recording engineer. In the second photo the group is pictured with Capitol Recording artist Natalie Cole. Shown (l-r) are: Milan Williams, William King, Walter Orange, Ronald LaPread, Natalie Cole, Lionel Richie and Thomas McClary. In the bottom left photo Johnny Ford, the mayor of Tuskegee, Alabama, is pictured presenting the group with the key to the city. Shown (l-r) are: Mayor Ford, Lionel Richie, Thomas McClary, Berry Gordy and Walter Orange. In the bottom right photo Mayor Tom Bradley of Los Angeles is shown presenting the group with a proclamation from the city. Pictured (l-r) are: Mayor Bradley, Ronald LaPread, Lionel Richie, Thomas McClary, Milan Williams, Walter Orange and William King.

## New...from HORSLIPS



On DJM Records and Tapes  
Distributed by Amherst Records



## Music Publisher Registers Success With Launching Of A New Record Company

by Ken Terry

NEW YORK — It is not unusual for a record company to own one or more music publishing companies. Rarely, however, does a publisher launch a record label.

One of the few current examples of such an arrangement is Pacific Records, recently formed by Ed Silvers and Mel Bly, president and executive vice president, respectively, of Warner Bros. Music. Distributed by Atlantic Records, the new label, which already has a highly charted single with Alan O'Day's "Undercover Angel," will initially record only writer-performers whose compositions have been published by Warner Bros.

According to Silvers, the decision to form Pacific Records stemmed from the fact that some of Warner's writers had either been unable to secure record contracts or had not received the kind of personal attention that would have made their premiere recordings successful. As a result, Silvers lamented, "I saw them turn from aggressive, happy writers to depressed artists. I was determined we could do something about that and have fun at the same time."

### Took Three Years

It took three years for Silvers and Bly to translate their idea into reality. Highly experienced in record promotion, they are carrying out their pet project with the utmost care, proceeding one step at a time.

For example, they didn't send O'Day into the studio to record an album until "Undercover Angel" broke, although his previous tunes had been covered by a number of artists, including the Righteous Brothers, Helen Reddy, Captain & Tennille, Dusty Springfield, Paul Anka and Cher. Our concept is not to cut albums," Silvers noted. "Our concept is to cut singles until we have hits, and then go in and do the album."

Except for O'Day, Silvers has not yet decided which of his songwriters will be offered

contracts with Pacific Records. He does, however, have a strong lineup to choose from. Among the 14 staff writers currently working for Warner Bros. Music are Jake Holmes, Rupert Holmes, David Pomeranz and George Clinton, all of whom have cut records on various labels.

Silvers did not rule out the possibility of Pacific signing writer-artists published by other firms. But he said that would happen only after Pacific is firmly established.

## William Brodski Dies

LOS ANGELES — William Brodski, father of publicist Howard Brandy, died May 23 at the Motion Picture Hospital. Services were held May 25 at the Mt. Sinai Mortuary.

Brodski, who was employed at Universal for many years, is survived by his wife Edythe Brodski, his son Howard Brandy, a daughter Beverly Pierson and five grandchildren.



## PINK FLOYD GETS DOUBLE PLATINUM

— Two Pink Floyd LPs on Capitol Records, "Meddle" and "Ummagumma," recently received platinum awards for the certified sale of over a million copies. Pictured (l-r) are: Rupert Perry, vice president of A&R for Capitol Records; Steve O'Rourke, manager of Pink Floyd and Bruce Wendell, vice president of promotion for Capitol Records.

## Heavyweight Champion Begins New Career In Record Business

NEW YORK — Muhammad Ali was the center of attention during a tumultuous promotion held recently at Sam Goody's flagship store on 51st St. and Sixth Ave. in Manhattan, where Ali autographed copies of the soundtrack album for his autobiographical movie, "The Greatest."

The promotion also featured a mock boxing match between Ali and Sam Goody, as well as a life-size Ali mannequin that delivered an eloquent sales pitch for the soundtrack album with the aid of video projection.

George Levy, president of Sam Goody's, commented, "The promotion was terrific but we had all we could do to get everybody through the line by ten o'clock. Ali is such a magnanimous guy, he was kissing all the girls and talking to all the guys."

## T.K. Signs Blue Notes

HIALEAH, FLA. — The Blue Notes recently signed with T.K. Productions. The group's first LP, which will be released on the Glades label, will be titled "The Truth Has Come To Light" and is set for release in June.

## Musicians Sign Pact

NEW YORK — Musicians who play for TV and radio commercial announcements have approved a two-year contract, retroactive to May 1, 1977, calling for an increase in the basic wage scale from \$48 to \$50 and a hike in re-use payments from 62% to 71%. The total increase, according to Hal Davis, president of the American Federation of Musicians, is 15%.

The musicians approved the pact by a 983-154 tally.

# Court Reverses FCC Over KRLA Ruling

by Joanne Ostrow

WASHINGTON, D.C. — The 13-year-old proceeding over the application for the 1110 khz frequency in Pasadena, Calif., formerly assigned to Eleven Ten Broadcasting Corp. for KRLA (AM) Los Angeles, continues with new twists since the U.S. Court of Appeals reversed the FCC's final order this month.

The Commission had ruled in December 1973 in favor of Western Broadcasting Corp., owned principally by headliners Bob Hope and Art Linkletter. Western Broadcasting would establish a station in Pasadena operating with 50 kw daytime and 10 kw nighttime, unlimited service (around the clock).

But the appeals court, after an unusually long appellate process due to the mammoth amount of material from the seven applicants who appealed and the intricacies of the problem, overturned the FCC's grant. The court chose to lean on the Communications Act requirement that station facilities be distributed among states and communities in a fair, efficient and equitable way. The court seemingly gave efficiency second billing to equity.

Los Angeles doesn't really need another AM station, the court felt, since it has more than 20 AM's already (12 of those claim L.A. as city of license, others overlap the market). But Newport, some 50 miles south of Pasadena, would do well to gain its first AM, the court decided. Charles W. Jobbins, an applicant for a station in Newport, proposed to operate as a daytimer — with only 1,000 watts of power. This service would reach only three million listeners during restricted hours, as against five million-plus who could tune in the higher power facilities proposed, day and night.

The FCC rejected Jobbins' proposal on the basis of the limited service he would provide, but the court disagreed, saying first local service must be favored.

### Alternative Next Steps

The FCC now has until the beginning of August, 90 days from the appeals court ruling, to decide on a next step. Either it will go to the Supreme Court to request a writ of certiorari to reinstate its original decision (throwing the prize to Hope-Linkletter), or it will go ahead with the appeals court decision. In the latter case, the FCC must explain more fully why it denied the grant to the Newport applicant, or, if it decides to proceed to give the frequency to a Los Angeles applicant despite the appeals court ruling, hold open hearings (in Washington) among the seven applicants.

More than 20 applicants had originally petitioned for the 1110 khz frequency but only seven had the financial backing to stick out the years-long appeal process. The frequency first became available in 1962 when Eleven Ten Broadcasting Corp. was denied renewal for its KRLA because it

had conducted phony contests over the air and had misrepresented its fraudulent practices to the FCC. Then the administrative law judge on the case favored Voice in Pasadena Inc. (owned by 50 state local residents) while the FCC review board favored Orange Radio (owned by 15 local residents). The Orange Radio application was later remanded for a better look at one of its principals, Robert Maheu, former aide to the late Howard Hughes. Finally, in December 1973, the FCC came out with its final order, which was overturned a few weeks ago.

The other applicants — besides Western Broadcasting, Jobbins of Newport, Orange Radio and Voice of Pasadena — are: Pasadena Broadcasting Co. (owned by Tribune Publishing Co. which has KTNT-AM and KNBQ-FM Tacoma, Wash., and the Tacoma News-Tribune; Goodson-Todman Broadcasting Inc. (whose principals are TV producers Mark Goodson and William Todman), and Pacific Fine Music Inc. (owned by A. Arthur Crawford and his wife, founder/former owner of KJOI-FM Los Angeles).

# Recent Purchase Of Hi May Signal Memphis Turnaround

By Lola Scobey

NASHVILLE — "It will completely and totally revitalize the music industry in Memphis," predicted former Hi Records president Nick Pesce. "It's the only hope for Memphis right now," declared veteran R&B producer Willie Mitchell. These remarks reflect the optimism and anticipation currently circulating in the Memphis music industry since the recent purchase of the historic Hi record label by Al Bennett's newly-formed Cream Records.

Music executives in Memphis seem to feel that the purchase could mean a turnaround of a slump that has plagued the city for about the past five years and was accentuated by the closing of Stax Records. Other than the opening by Mercury Records of a Memphis office about a year ago, the Cream purchase is only the second time in five years that a non-local label has moved into the city.

### Began In The '50s

In mid-February of this year, Hi, which was founded in Memphis in the '50s, terminated a 20-year series of distribution pacts with London Records (Cash Box Feb. 26). Since that time the owners have been investigating several purchase or distribution deals.

Asked why the label decided to sell, Pesce said, "We needed the energy Al Bennett can put into the situation. He has created two dynasties in the record business, and this is a reward for all the people involved with Hi." Bennett, who has a Memphis background, is noted for the successful rosters he built while at Dot Records and as president of Liberty Records. He began his career with Decca Records in Memphis in 1949, and also owned a sales and distribution company in that city. About six months ago, he and his son, Wayne, started Cream Records.

Although maintaining its headquarters in Los Angeles, Cream is planning a major

presence in Memphis, and according to Eddie Ray, newly appointed general manager of Memphis operations, will "make this operation the biggest thing that's happened in Memphis ever."

### Publishing Activities

Cream has not only purchased the Hi label, but is making a significant foray into publishing with the purchases of the 800-copyright Fi Music and JEC Music catalogs, both associated with Hi, and also East Memphis Music, formerly associated with Stax. Cream is also leasing the Hi studio.

Willie Mitchell, a former owner of Hi, will remain as vice-president of A&R for the label. Pesce, also a former owner, will not be regularly employed by Cream but may serve as a consultant. The other three Hi owners, Angelo J. Navarese and Frank Baretta, who co-own Poplar Tunes in Memphis, and recording engineer Bill Cantrell will not be involved in the new operation.

## Lawrence Gala LP Out

LOS ANGELES — Gala Records has released "Tu Seras Mi Musica," the first LP that Steve Lawrence has recorded in Spanish.

## LOOKING AHEAD

- 101 **I CAN'T GET OVER YOU**  
(Conquistador — ASCAP)  
THE DRAMATICS (ABC AB-12258)
- 102 **BODY VIBES**  
(Play For Music/Unichappell — BMI)  
OHIO PLAYERS (Mercury 73913)
- 103 **HATS OFF TO MAMA**  
(Wynn's World — BMI)  
PHILIPPE WYNN (Cotillion/Atlantic 44217)
- 104 **ON AND ON**  
(Stephen Bishop — BMI)  
STEPHEN BISHOP (ABC AB12260)
- 105 **SUPERMAN**  
(Peer Intl. — BMI)  
CELI BEE & THE BUZZY BUNCH  
APA/TK 17001)
- 106 **SHAKE A LEG**  
(Black Spec — BMI)  
SEA LEVEL (Capricorn/WB CPS0272)
- 107 **THIS WILL BE A NIGHT TO REMEMBER**  
(Lucky Three/Burma East — BMI)  
EDDIE HOLMAN (Salsoul 2026)
- 108 **FREDDIE**  
(Stone Diamond — BMI)  
CHARLENE (Prodigal/Motown 633)
- 109 **CAN I STAY**  
(Planetary/Karolann — ASCAP)  
ANDY ADAMS AND THE EGG CREAM  
(Pyramid 8012)
- 110 **PICKING UP THE PIECES OF MY LIFE**  
(Song Painter — BMI)  
MAC DAVIS (Columbia 3-10535)



**BUFFETT SETS SAIL** — ABC Records launched a two-boat dinner cruise for Jimmy Buffett and company execs after Buffett's recent performance at the Santa Monica Civic Auditorium. Approximately 140 people were on hand as the boats cruised the high seas of San Pedro Harbor. ABC also recently honored Record Bar with a plaque for its contribution to the success of Buffett's latest LP "Changes In Latitudes — Changes In Attitudes." Pictured backstage at the Santa Monica Civic Auditorium (top photo l-r) are: Howard Frank, local promotion for ABC Records; John Schoenberger, national album promotion director for ABC Records; Emmylou Harris; Buffett; Charlie Minor, vice-president of pop promotion for ABC Records; Marvin Deane, national director of MOR & promotion trades for ABC Records; Mike Wheeler, Buffett's tour manager and Stan Goldstein, Magna Artists. Shown in the bottom photo (l-r) are: Norman Hunter, Record Bar buyer; Dennis Fagan, ABC Records' Atlanta branch manager; Tom Becker, Record Bar buyer; Barrie Bergman, president of Record Bar; Ken Couch, ABC Records salesman; B.J. McElwee, vice-president of special markets for ABC Record Distributors Inc.; Rick Hoerner, Record Bar warehouse manager and Fred Traub, vice-president of purchasing for Record Bar.

## Teddy Garners Gold

NEW YORK — "Teddy Pendergrass," the Philadelphia International recording artist's debut solo LP, has been certified gold by the RIAA.

## Carlin Gets 4th Gold

LOS ANGELES — "Toledo Window Box" by comedian George Carlin has been certified gold by the RIAA. The album is Carlin's sixth for Little David Records and the fourth to attain gold status.

## MOR And Classical Markets Remain Distinct Despite Links

by Ken Terry

NEW YORK — Like the rest of the music industry, classical record manufacturers are always trying to expand their consumer bases. A logical place to start, it would seem, is the MOR audience. MOR programming regularly features classical melodies (albeit rarely in their original form), and a lot of classical recordings have the same soft, pleasant quality which MOR listeners seek in a Montovani or Percy Faith album.

According to several retailers interviewed by **Cash Box**, there is some crossover by MOR customers to classical music. However, none of them indicated that this activity constituted a significant portion of their classical sales.

In addition, record company executives stated that MOR listeners are difficult to reach and buy fewer records than other kinds of audiences. Because of this and because classical labels want to reach younger customers who will keep on buying classics for many years, the typically older MOR listener is not regarded as a prime prospect for conversion to the classics.

### Limit Range Of Material

MOR customers who do buy classical albums don't usually know much about this kind of music. Therefore, they buy mostly light classics and very well-known pieces. According to Jim Rose of Chicago's Rose Records, the MOR buyer may select "something by Percy Faith or Mantovani and a Boston Pops record, but they'll never get into Verdi's 'Requiem.'"

Examples of albums that sold well to MOR buyers includes "Classical Barbra," "Switched-on Bach" and "The Palm Court Concert." In addition, nostalgia items like Gunther Schuller's "The Red-Backed Book," other ragtime albums and Beverly Sills' recording of Victor Herbert numbers have attracted purchasers from both the classical and MOR audience.

Classical music buffs rarely buy MOR records. "The real classical buyer tends to stick with strictly classical music," noted Elliot Holdridge, assistant store manager of the Discount Record & Book Shop in Washington, D.C. "If they buy anything pop

or light, it's usually jazz or something traditional."

Similarly, Rita Hubert, manager of Seattle's Music Street, pointed out, "I think you see a crossover by the popular buyer into the classical market more than you see the classical buyer going into the popular area."

Hubert also noted that many albums are "classical" in name only. For instance, she said, "Classical Barbra" sold mainly to fans of Barbra Streisand (a fact that was confirmed by Columbia, Streisand's label), and the Rampal/Bolling "Suite For Flute And Jazz Piano," which has been near the top of the **Cash Box** Classical Chart for months, appeals mostly to non-classical buyers. "The only reason that the Rampal/Bolling album is on the classical charts is that it has a classical prefix."

### In-Store Play

Since MOR radio stations don't program classical selections in their original form, and rarely name what they're playing, MOR listeners aren't usually spurred to buy a specific classical album by hearing it on the radio. Rather, if they come into a record store with a specific desire to buy classical music, they'll ask for "something by Bach" or a Beverly Sills album or, at Christmas, a recording of Handel's "Messiah."

More often than not, retailers said, MOR customers will buy a classical album on impulse, especially if it's being played in-store. Hubert, for example, has found that playing "Rampal-type LPs and light classics often encourages crossover sales. Both Holdridge and Judy Morgan, manager of one of Record Theater's Cleveland stores, similarly reported that in-store play is a key ingredient in persuading non-classical buyers to ask for a classical LP.

### Classical Labels' Approaches

The classical divisions of major record companies take various approaches to the MOR crossover market. RCA, which has Arthur Fielder and the Boston Pops, has been reaping substantial sales in this market for years. Consequently, it is readying several albums that will appeal to MOR buyers, including a light classical Rampal album, a Robert White LP featuring Robert McCormack's material and a double album

(continued on page 21)

## TOP FORTY CLASSICAL ALBUMS

		5/21	Weeks On Chart
1	<b>THE GREAT PAVAROTTI</b> London OS 26510 (7.98/1 LP)	1	8
2	<b>BOLLING: Suite For Flute &amp; Jazz Piano</b> Rampal, Bolling Columbia M33233 (7.98/1 LP)	3	25
3	<b>HOLST: The Planets</b> Tomita RCA ARL 1-1919 (7.98/1 LP)	2	21
4	<b>PUCCINI: Suor Angelica</b> Scotto, Horne, Cotrubas (Maazel) Columbia M34505 (7.98/1 LP)	7	7
5	<b>PACHELBEL</b> Kanon: Two Suites <b>FASCH:</b> Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	4	14
6	<b>PUCCINI: Tosca</b> Caballe, Carreras, Wixell, The Orchestra & Chorus Of The Royal Opera House, Covent Garden (Davis) Philips 6700 108 (15.96/2 LPs)	5	8
7	<b>RAVEL: Bolero</b> Chicago Symphony Orchestra (Sir George Solti) London CS 7033 (7.98/1 LP)	17	5
8	<b>BEVERLY SILLS SINGS OPERA ARIAS</b> Angel S37255 (7.98/1 LP)	6	10
9	<b>CONCERT OF THE CENTURY: Various Artists</b> Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	8	25
10	<b>BEETHOVEN: The Nine Symphonies</b> Cleveland Orchestra (Szell) Columbia M7X 30281 (27.92/7 LPs)	9	19
11	<b>VERDI: La Forza del Destino</b> Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.98/4 LPs)	12	14
12	<b>FREDERICA VON STADE: French Opera Arias</b> London Philharmonic Orchestra (Pritchard) Columbia M34206 (7.98/1 LP)	11	23
13	<b>MEYERBEER: Le Prophete</b> Horne, McCracken, Scotto, Hines, Royal Philharmonic Orchestra (Lewis) Columbia M4-34340 (27.92/4 LPs)	10	17
14	<b>CARUSO: A Legendary Performer</b> RCA Red Seal CRM 1-1749 (7.98/1 LP)	13	21
15	<b>DRAMATIC SOPRANO ARIAS</b> Caballe, Orquesta Sinfonica De Barcelona (Gatto, Guadagno) London OS 26497 (7.98/1 LP)	15	7
16	<b>IMPROVISATIONS: West Meets East Vol. 3</b> Shankar, Menuhin, Rampal Angel SFO 37200 (7.98/1 LP)	14	10
17	<b>GIORDANO: Andrea Chenier</b> Domingo, Scotto, Milnes, National Philharmonic Orchestra/John Alldis Choir (Levine) RCA ARL 3-2046 (23.98/3 LPs)	24	3
18	<b>PUCCINI: La Boheme</b> Pavarotti, Freni, Harwood, Ghiaurov, Berlin Philharmonic Orchestra (Von Karajan) London OSA 1299 (2 LPs/15.96)	20	8
19	<b>WAGNER: Die Meistersinger</b> Fischer-Dieskau, Domingo, Deutsche Opera (Jochum) DG 2713 011 (39.90/5 LPs)	18	23
20	<b>BACH: Brandenburg Concertos</b> Stuttgart Chamber Orchestra (Munchinger) London STS 15336/7 (15.96/2 LPs)	19	12
21	<b>BOLLING: Concerto For Classic Guitar &amp; Jazz Piano</b> Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	16	25
22	<b>MAHLER: Symphony #9</b> Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	31	2
23	<b>PARKENING AND THE GUITAR: Music Of Two Centuries</b> Angel S36053 (7.98/1 LP)	23	21
24	<b>SIBELIUS: Symphony No. 1: Finlandia</b> Boston Symphony Orchestra (Davis) Philips 9500.140 (7.98/1 LP)	22	17
25	<b>GERSHWIN: Porgy &amp; Bess</b> Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (20.94/3 LPs)	32	25
26	<b>GERSHWIN: Rhapsody In Blue</b> Gershwin, Columbia Jazz Band (Thomas) <b>GERSHWIN: An American In Paris</b> New York Philharmonic Orchestra (Thomas) Columbia (X)M 34205 (special low-priced album)	25	25
27	<b>BEETHOVEN: Symphony #6</b> Chicago Symphony Orchestra (Sir Georg Solti) London CS 6931 (7.98/1 LP)	28	5
28	<b>SHUBERT: "Trout" Quintet</b> Tashi, Silverstein, Neidlinger RCA ARL 1-1882 (7.98/1 LP)	26	12
29	<b>BERLIOZ: Romeo &amp; Juliet</b> Hamari, Van Dam, Dupouy, The Boston Symphony & The New England Conservatory Chorus (Ozawa) DG 2707 089 (15.96/2 LPs)	27	8
30	<b>JEAN PIERRE RAMPAL: The Classic Flute</b> RCA ARL 1-2091 (7.98/1 LP)	33	5
31	<b>VLADIMIR HOROWITZ'S FAVORITE BEETHOVEN SONATAS</b> Columbia M34509 (6.98/1 LP)	30	5
32	<b>CHOPIN: Polonaises</b> Pollini DG 2530 (7.98/1 LP)	29	25
33	<b>STOKOWSKI CONDUCTS BIZET</b> National Philharmonic Orchestra Columbia XM 34503 (1 LP/No List Price)	23	14
34	<b>GILBERT AND SULLIVAN: The Grand Duke</b> D'Oyly Cart Opera Company (Nash) London OSA 12106 (15.96/2 LPs)	—	1
35	<b>BRUCKNER: Symphony #4 (Romantic)</b> Berlin Philharmonic Orchestra (Von Karajan) DG 2530674	34	5
36	<b>MASSENET: Le Cid</b> Domingo, Bumbry, Plishka, Opera Orchestra of N.Y. (Queier) Columbia M3 34211 (20.94/3 LPs)	35	25
37	<b>PRESENTING SYLVIA SAAS</b> London OS 26524 (6.98/1 LP)	—	1
38	<b>DONIZETTI: Gemma Di Vergy</b> Caballe, Plishka, Quilico, Opera Orchestra Of New York (Queier) Columbia M3 34575 (20.94/3 LPs)	38	14
39	<b>VERDI: Macbeth</b> Milnes, Fiorenza, Cossotto, The New Philharmonia (Muti) Angel SCLX-3833 (24.98/3 LPs)	40	10
40	<b>ILEANA COTRUBAS OPERATIC RECITAL</b> New Philharmonia (Pritchard) Columbia M34519 (7.98/1 LP)	39	7

## CLASSICAL ALBUM REVIEWS

**DEBUSSY: La Mer; Nocturnes. Boston Symphony Orchestra, Pierre Monteux, conductor. Quintessence PMC 7027. List: 3.98**

Originally released on RCA, these recordings were made in 1954 and 1955; later, they were enhanced for stereo. For listeners who must have real stereo, more recent recordings of these works are available at a budget price. However, few renditions of them — whether full-line or economy-priced — can match Monteux's for vitality and sheer exuberance.



**MAHLER: Symphony No. 9 in D. Chicago Symphony Orchestra, Carlo Maria Giulini, conductor. DG 2707 097. List: 15.96**

In this superb version, the tragic potential of Mahler's Ninth is fully realized through the exposition of the work's many sides. As Giulini sees it, this vast symphony is an encyclopedia of human emotions, from happy innocence to despair and the hope of redemption. Highlights include the roughly sarcastic brass which close the Burlesque Rondo and the Adagio's ethereal modulations.



**BACH: Harpsichord Partita No. 1 In B Flat and No. 2 In C Minor. Igor Kipnis, harpsichord. Angel S-36097. List: 7.98**

Aside from his dazzling virtuosity in these performances, Kipnis coaxes an astounding number of tonal colors from his instrument. Note, for example, the blunt sound of the first partita's Allemande, the broad-ranging scope of its Sarabande and the brilliance of the concluding Gigue. Also to be commended are the performer's tasty embellishments (his own in all sections except for the two Sarabandes), which he uses effectively to vary the repeats.



## CLASSICAL CLIPS

NEW YORK — The Board of Trustees of the National Academy of Recording Arts & Sciences (NARAS) made two trustees awards this year. One went posthumously to **Thomas Edison** on the 100th anniversary of his invention of the phonograph. The other was given to **Leopold Stokowski** "for his outstanding musical achievements, his encouragement of young musicians, and his long and deep dedication to the arts and sciences of recording." Among other things, the 96-year-old maestro is credited with having experimented with long-playing records back in 1931, with having introduced stereo to the public in his 1941 recording of the "Fantasia" soundtrack and with aiding in the development of quadraphonic recording . . .

Stokowski also conducted the American premiere in 1931 of a little-known cantata by **Bertolt Brecht** and **Kurt Weill** which celebrated the first transatlantic solo flight by **Charles Lindbergh**. It will be interesting to see if "Der Lindberghflug," as the work was originally titled, will be revived this year, the 50th since Lindbergh's famous exploit . . . Organist **Leonard Raver** will present his multi-media show, "Organism," at New York's Beacon Theatre June 2-5. Featuring works by **Feliciano, Bolcom, Badings** and **Scott Joplin**, the show will incorporate modern dance and a laser light show . . .

**FUGUEING AROUND** — Tucked away in a Hollywood church, a 40-piece orchestra with **Lukas Foss** at the helm recorded the "Art Of The Fugue," **William Malloch's** updated interpretation of the Bach masterpiece. Malloch's interpretation is a departure from the usual somber approach as it is an energetic yet structured rendition. There was a multiple-mike recording set-up as well as a classical single-point-mike set-up, both of which will be available on separate discs (on Sheffield Town Hall Records) for those who want to compare methods.

**HANDS ACROSS THE WATER** — Great Britain's Royal Opera House and the London Celebrations Committee for the Queen's Silver Jubilee presented a gala

performance in honor of **Queen Elizabeth's** Silver Jubilee on May 30 in the presence of the royal family. **Colin Davis** directed the Chorus and Orchestra of the Royal Opera House in scenes from "The Trojans," "The Barber Of Seville," "Cosi Fan Tutte," "Otello" and "Fidelio." "Live From Lincoln Center" will begin its second season on June 2 with a live telecast of the American Ballet Theatre production of **Adam's** "Giselle," starring **Natalia Makarova, Mikhail Baryshnikov** and **Martine van Hamel** . . .

**SOUTHERN SIGNS MOORE** — **Carman L. Moore**, who made a splash in the music world in 1975 when two of his works were premiered by the New York Philharmonic and San Francisco Symphony, has signed an exclusive publishing agreement with Southern Music Publishing Co., Inc. As a composer, Moore acknowledges the influence of such diverse artists as **Mozart, Berio** and **Aretha Franklin** . . . New World Records has made three more releases commercially available from the Recorded Anthology of American Music series. All listing for \$8.98, they are: "Songs of Earth, Water, Fire & Sky," devoted to American Indian music; "Sound Forms For Piano," featuring **Robert Miller** in performances of avant garde music; and "The Birth Of Liberty," which showcases baritone **Sherrill Milnes** and tenor **Seth McCoy** in music of the American Revolution . . .

**SUMMER FESTIVALS CONTINUED** — In addition to the several festivals previously mentioned in this column, here are some new entries. This year's Mississippi River Festival will be held June 22-August 20 at Southern Illinois University at Edwardsville, and will feature the **St. Louis Symphony**, as well as a number of pop artists. The lineup for the fifth season of the Santa Fe **Chamber Music Festival**, July 3-August 7, will include the **Vermeer Quartet**, pianist **Alfred Brendel** and composer/pianist/conductor **Aaron Copland**. Finally, charming old Charleston, South Carolina is hosting **Giancarlo Menotti's** Spoleto Festival for a couple of weeks in June.

ken terry

## CLASSICS IN CONCERT

EVERY FISHER HALL, NYC — The New York Philharmonic under Pierre Boulez's direction recently gave a fascinatingly diverse concert of works by Mendelssohn, Ravel, Crumb and Stravinsky. This was one of the last opportunities to hear Boulez conduct the orchestra before the former music director left New York to take up his new post in Paris as director of the Institut de Recherche et de Coordination Acoustique/Musique.

The highpoint of the concert was a performance of George Crumb's latest work, "Star Child," which received its world premiere on May 5 at Avery Fisher Hall. Crumb, one of the more popular contemporary American composers, won a Pulitzer Prize for his only previous large-scale orchestral work, "Echoes Of Time And The River" (1968).

Besides the monotonous, hypnotic string



**ASCAP HONORS WERNICK** — **Stanley Adams** (right), president of ASCAP, recently presented the Society's special Medallion to **Richard Wernick** at a luncheon given in the composer's honor at New York's *Le Poulailleur* restaurant. **Wernick** recently won a Pulitzer Prize for his composition, "Visions Of Wonder And Terror."

ken terry

## Classics Remain Distinctive

(continued from page 20)

that consists of live recordings of the Boston Pops.

"We do try to come up with a sufficient number of these (albums that appeal to MOR audience) because MOR by its very definition signifies a very wide audience," commented Ernest Gilbert, director of Red Seal merchandising for RCA. "Certain people are into rock, other are into classics, but all that Middle America out there is something else again."

Columbia Masterworks is also concerned with the MOR crossover market. For example, Barbara Cook's first album and last fall's "Yankee Doodle Dandies," featuring Robert Merrill and the Mormon Tabernacle Choir, were specifically designed to appeal to MOR customers, although they bore Masterworks prefixes.

In addition, Columbia releases at least one album a month that is expected to draw non-classical as well as classical customers. Examples are the debut disc by Thijs Van Leer, an ex-member of Focus, the Dutch rock group; the current LP by Louis Van Dyke, a jazz pianist; and the soon-to-be-released "Classic Cole," an album of Cole Porter tunes sung by contemporary classical star Jan DeGaetani.

However, like Columbia's most successful recent entry in the crossover sweepstakes, the Rampal/Bolling collaboration, these albums appeal more to a young-jazz and rock-oriented audience than to MOR listeners. According to Mike Kellman, classical product manager of Masterworks for Columbia, this is no accident. "In my opinion, the MOR market is

getting harder and harder to crack. For a while, the Joplin stuff (ragtime) was doing wonderfully, but now it's falling on harder times. Something like that Rampal/Bolling, on the other hand, can do very well, and we're aiming a lot of our crossovers at the jazz market per se.

"The MOR market is today the deadest market in the record business. For many reasons, these people are not going to record stores these days. The age of record buyers has gone way down."

Brad Engel, national sales manager for Angel Records, agreed, noting that his label wasn't trying to reach the older record buyer. "We're more interested in the younger audience, and in continually establishing a new market for classical music."

A big problem confronting the classical music business, Engel felt, is the fact that people seem to stop buying records when they enter their fifties. "At 55, the classical buyer who has been into music his whole life has basically everything — all his Tchaikovsky, all his Chopin, all his Brahms, his opera recordings and so on. It would take something extremely special and new to get him out into the stores to buy another album."

Even though the state of the recording art has definitely improved in recent years, Engel continued, "some of the older buyers are perfectly happy with their Stokowski recordings from 1948, and that's their favorite performance and nothing is going to equal it. They're set in their ways, you might say."

## SOLTI MAGIC



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## picks of the week

### ELECTRIC LIGHT ORCHESTRA (UA/Jet XW1000)

**Telephone Line** (3:57) (Unart/Jet — BMI) (Lynne)

Following a top ten success with "Livin' Thing," ELO has reached into a newly platinum "A New World's Record" for this tale of love and woe told over the telephone. Jeff Lynne's voice verges on the choking sob, and the unearthly strings and "doobie-doo-wa's" should clinch top 40 ears. They've got the numbers.

### SUZU AND THE RED STRIPES (Epic/MPL 50403)

**Seaside Woman** (3:36) (MPL — BMI) (McCartney)

A record for pure fun only, combining a reggae-influenced rhythm with Caribbean pidgin-lyrics. Since Red Stripe is the favorite beer in Jamaica, it all makes sense. We hear the lead vocalist here is Linda McCartney, though the entire Wings crew has obviously joined in. Aimed right at top 40.

### MERI WILSON (GRT 127)

**Telephone Man** (1:58) (Casterlidge — BMI) (Wilson)

A walking bass line is the entire musical accompaniment of this lady's anecdote of telephone installation, full of cutesy sexual puns. Her bubbly laughter creates a realistic effect. This extraordinarily brief single has begun to make noise at various stations.

### WILD CHERRY (Epic/Sweet City 50401)

**Hold On (With Strings)** (3:10) (Bema/RWP — ASCAP) (Parissi)

Wild Cherry will surprise some listeners with this ballad from "Electrified Funk." Bob Parissi's filtered vocal is embellished with catchy R&B stylizations, while the harmonized choruses build to double and triple plateaus. A fresh offering for R&B, pop radio.

### THE TRAMMPS (Atlantic 3403)

**I Feel Like I've Been Livin'** (On The Dark Side Of The Moon) (3:22) (Burma East — BMI) (Baker)

The infernal disco machine is back with another record that sets this group apart from its generally accepted category. With a concentration on grand piano, a deeply layered vocal chorus and round-edged horns, this record's orchestral sound is close to many of the Spinners' efforts. For R&B, pop radio.

### BILLY JOEL (Columbia 10562)

**I've Loved These Days** (3:40) (Home Grown/Tin Pan Tunes — BMI) (Joel)

A perfect mood of grand cinema romance is created by this stately tale of decadence from "Turnstiles." FM audiences are already familiar with its elegant strings and crashing piano, and Joel has been playing it on his current national tour. At least one of these roads should lead to top 40 radio.

### DOROTHY MOORE (Malaco/TK 6353)

**I Believe You** (Musicways/Flying Addressi — BMI) (Addressi, Addressi)

Moore seems to have found her niche with this Addressi Brothers' song. The harmonies stretch out to the point of excitement, and when she sings "I believe you," we believe her. For R&B and pop radio.

### HENRY GROSS (Lifesong 45024)

**What A Sound** (3:27) (Blendingwell — ASCAP) (Gross)

Swirling chimes introduce the crisp, bell-like chords of this second single from Gross' "Take Me To The Stage" album. The interplay of bass and upper range instruments, as well as the lush backing vocal arrangements, show the Beach Boys' influence that characterized his first single hit, "Shannon."

### DR. HOOK (Capitol 4423)

**Walk Right In** (3:04) (Peer International — BMI) (Cannon, Woods)

The Rooftop Singers' smash hit of 1963 is the latest subject for the whimsical Dr. Hook. A steady bass drum and offbeat guitar and horn fills spice up the ensemble vocals of this arrangement. Good listening.

### DENNY LAINE (Capitol 4425)

**Moondreams** (2:41) (MPL — BMI) (Petty)

An exotic interpretation of a classic from Laine's complete album of tunes made famous by Buddy Holly, produced by Paul McCartney. Spare use of strings is very tasteful, and some of the effects created with vocal harmonies are mysteriously beautiful. Some esoteric sections may cause certain top 40's to be cautious.



### CAPTAIN & TENNILLE (A&M 1944)

**Come In From The Rain** (3:30) (Times Square/Rumanian Pickle Works — BMI) (Manchester, Sager)

The title track from this duo's latest album finds Toni Tennille singing a delicate whisper against subdued strings, and really belting it out when the orchestra swings into full gear. An unexpected vocal performance from her, while the combined songwriting talents of Melissa Manchester and Carole Bayer Sager yield quality results.



### OLIVIA NEWTON-JOHN (MCA 40737)

**Making A Good Thing Better** (3:43) (Uncle Doris/Ackee — ASCAP) (Wingfield)

Ms. Newton-John's funkiest performance to date, and with John Farrar's creative production, it all works. Her lead vocal varies in texture and as the verses range from tender to tough, strings and backing vocal tracks could be supporting Aretha Franklin. Look for pop additions.



### ENGLEBERT HUMPERDINCK (Epic/Mam 50365)

**Goodbye My Friend** (3:27) (Silver Blue — ASCAP) (Bernstein Adams)

A light honky-tonk track with twanging guitars backs Humperdinck's vocal reading on this record, which has been garnering favorable reactions as the flip side of his previous single. A straightforward melody and a clear story in the lyric will make this attractive to pop and easy listening programmers.



### AMERICA (WB 8397)

**Don't Cry Baby** (3:18) (WB — ASCAP) (Peck)

A gentle, even-paced melody from America's latest album, "Harbor." A romantic lyric and a few subtle changes highlight the song, while George Martin's production keeps legions of orchestras and choirs fading in and out. For various formats looking for a mellow sound.

### RONNIE MILSAP (RCA 10976)

**It Was Almost Like A Song** (3:35) (Chess/Casa David — ASCAP) (Jordan, David)

While Milsap has established himself as an artist with the ability to cross from country to pop, this record attacks the problem from the other direction. It's a piano ballad in a style that calls Barry Manilow to mind, with a sound appropriate to easy listening and pop stations.

### HELEN SCHNEIDER (Windsong/RCA 10991)

**Darlin' (Fallen Angel)** (3:16) (Big Secret/Almo — BMI) (Fletcher, Flett)

One of Ms. Schneider's most powerful songs in live performance emerges as one of the best singles from her album "So Close." There's a strong melody here, and she pours it out with unbridled emotion. Aimed initially at adult radio.

### THE NEW SEEKERS (Columbia 10559)

**Give Me Love Your Way** (3:14) (ATV — BMI) (Tarney, Spencer)

The first new piece of music by this reformed group of hitmakers from the past decade. This quick stepping song exhibits a sharper-edged vocal texture than found in past efforts, but the same complicated vocal arrangements and harmonies are here. Very unusual and refreshing all around.

### PEABO BRYSON (Bullet 03)

**I Can Make It Better** (3:42) (Web IV — BMI) (Bryson)

A jazzy ballad in waltz time from the album "Peabo." An incisive, string-laden production and Bryson's crystal clear, harmonically sensitive vocal make this a sold piece of material for R&B programming.

### TWIGGY (Mercury 73923)

**A Woman In Love** (2:56) (Chappell — ASCAP) (Bugatti, Musker)

Twiggy's move from the visual to the audio medium has yielded more pleasing results than many skeptics would believe. The delicacy of her almost spoken vocal complements a standard chorus here. For pop, easy listening, mellow formats.

### DOLLAR BRAND (Chiaroscuro/Audiofidelity 4556)

**Cape Town Fringe Part 1** (3:20) (Ekapa — ASCAP) (Brand)

A vague tropical flavor pervades thus offering from a pianist mainly identified with the jazz idiom. He plays a funky pattern on clavichord while a lead sax and supporting horns create a rising harmony that's really quite catchy. Merits a careful listen by any programmer.

### CISSY HOUSTON (Private Stock 153)

**Tomorrow** (from the Broadway musical "Annie") (3:30) (Charles Strouse/Edwin H. Morris — ASCAP) (Strouse, Charnin)

This lady really can overload your speakers. The tune is from Broadway's latest hit show, but her interpretation must be unlike anything heard in the theater. For example, she can even use her voice in place of drum fills. Aimed at adult radio.

### THE CHUCK RAINEY COALITION (A&M 1945)

**The Happy Spirit** (3:17) (Eloise — BMI) (Rainey)

A whacky bass-guitar pattern introduces this instrumental, which swerves into full swing with a whistle. Slightly, drunken, chaotic and funky, with a little marching band feeling hidden in there somewhere. Truly original.

### CHOO CHOO MONTGOMERY (Capricorn/WB 0276)

**I Just Can't Say No** (3:09) (Stone Diamond — BMI) (Hutch)

A waltzing, bluesy song from this powerful young female vocalist. She specializes in long, soaring, pure-toned notes, and this Willie Hutch song gives her the room to display her talents. Aimed at the R&B airplay route.

### KALYAN (MCA/Rollers 40733)

**Nice 'N' Slow** (2:59) (WB — ASCAP) (Gibson)

Combining disco, calypso and jazz, Kalyan create a fresh rhythmic appeal with this single. Basically an instrumental with vocal embellishments, this record is aimed at disco and R&B airplay.

### DENNY RANDELL (Alston/TK 3732)

**Dark Haired Girl In A Volkswagon** (3:24) (Sashimi-West/Irwin Levine — BMI) (Randell, Levine)

A heavy taste of bubblegum in this record by a songwriter whose list of credits includes "Swearin' To God." Multi-tracked vocals and a distinctive organ add to the effect, while the lyric might attract a certain aggressive foreign car manufacturer. Recorded for top 40.

### GARY S. PAXTON (Newpax 45020)

**I'm Hooked On A Good Thing** (4:13) (Christian Grit — ASCAP) (Paxton, Hall)

A Grammy winner for inspirational music, this record is funky enough to get people moving on any dance floor. Aside from the beat and some catchy horn parts, the distinctive trait here is Paxton's unique growling vocal delivery. For pop, R&B radio.

### JOHN BLAIR (CTI 38)

**We Belong Together** (3:26) (Dawnbreaker/Cold Zinc — BMI) (Seals, Coley)

Imposing violinist/vocalist Blair takes a real stylistic turn here, trading verses with a female vocalist (Googie Coppola) on a song written by England Dan and John Ford Coley. Tricky rhythms in the tracks identify producer Creed Taylor, but this pop-aimed record represents a major departure for him as well.

### TIM MOORE (Elektra/Asylum 45394)

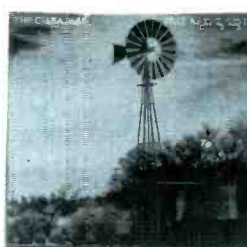
**In The Middle** (3:12) (Ackee/Andustin — ASCAP) (Moore)

From his album "White Shadows," Moore has come up with a love song that exemplifies sophisticated pop music. The sound is almost British as he sings against thrashing drums, while acoustical guitars and close harmonies add a delicate side. For open-eared top 40 programmers.

# ALBUM REVIEWS

**SWEET PASSION — Aretha Franklin — Atlantic SD 19102 — Producer: Lamont Dozier — List: 7.98**

The sweet lady of soul has once again wrapped her vibrant pipes around a set of ten ear-tickling tracks sure to soar up the charts. Her jazzy arrangement of "I've Got The Music In Me" is immediately enticing with its arresting vigor, but the Marvin Hamlisch/Carole Bayer Sager single "Break It To Me Gently" is one that will tighten its grip on you more securely with each listening. For varied playlists.

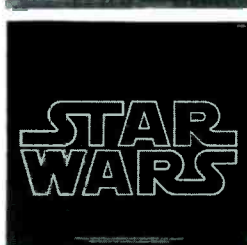
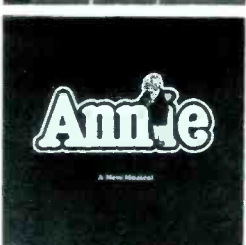


**FREE AS THE WIND — The Crusaders — Blue Thumb/ABC BT-6029 — Producer: Stewart Levine & The Crusaders — List: 6.98**

Joe Sample's horn and string arrangements give this latest Crusaders' project a delightful sweetening and a melodic rendering that makes it comfortably accessible to the jazz novice without neglecting the afficionado's tender sensibilities. Lots of bands can cook but The Crusaders know how to simmer, letting the stew have enough time to develop each of the spicy ingredients. For varied playlists.

**ANNIE — Original Cast Recording — Strouse/Charnin — Columbia PS 34712 — Producer: Irwin Meyer, Stephen R. Friedman & Lewis Allen — List: 7.98**

The current season's smash Broadway hit has spawned this delightful bit of aural effervescence that will prove irresistible to anyone who's seen the show, with those that haven't sure to clamor for the probable touring companies to visit their towns. The cast and production crew turned in quality performances in a staggered recording session that was miraculously completed in fourteen hours. An enticing work for varied playlists.

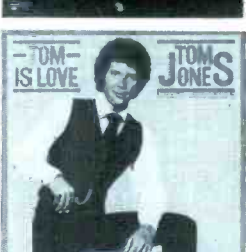


**STAR WARS — 20th Century Records 2T-541 — Producer: George Lucas — List: 8.98**

When the musical score is composed by John Williams and performed by the London Symphony Orchestra it's hard to go wrong. Though the movie has just been released, the initial reaction of both critics and audiences alike seems overwhelmingly favorable, and if the lushly orchestrated soundtrack is any indication of the cinematic merits of the film, it should be a giant at the box office — and the retail record counter.

**TOM IS LOVE — Tom Jones — Epic E34720 — Producer: various — List: 4.98**

... And for the ladies, the sultry-smooth balladeer who exudes sensuality from every groove and pore, is back with a set of urgently yearning ballads and supremely sassy tunes culled from earlier projects. On the uptempo tracks the brass provides a saucy counterpoint to Tom's earthy and dynamic delivery yielding to the strings when the mood is softer. For varied playlists.



**LOADING ZONE — Roy Buchanan — Atlantic SD 18219 — Producer: Stanley Clarke — List: 6.98**

Stanley Clarke's first production credit outside of the board work for his own Nempor projects is an eclectic standout of impressive finesse. Buchanan's second Atlantic LP is a palatable potpourri of musical style led by his hot guitar pick and as talented a set of session men as you're likely to hear. There truly is something here for everyone on an album that shifts musical moods as smoothly as a Hurst transmission. For varied playlists.

**SPIRIT OF A WOMAN — American Flyer — United Artists UA-LA720-G — Producer: American Flyer & Ken Friesen — List: 6.98**

From the title track to the closing chords of the final tune, American Flyer's melodic and harmonious approach gently rocks the ear lobes with an easy-listening sound that is abundantly sweeter owing to vocal support from lovely Linda Ronstadt and J.D. Souther, among others. There is a definite but dormant potential for more uptempo material, but this album projects a contentment with the soft allure of gentler romantic selections. For varied playlists.



**LOVE AND LIFE — Morris Albert — RCA APL1-2070 — Producer: Taimo Scaranari & Morris Albert — List: 6.98**

The "Feelings" composer shows there's plenty more emotion where that came from on this appealing collection of all-original (except "Midnight") material delivered with romantic sensitivity. Whether celebrating spring's call to latent lovers or to ward off the chill of a sudden squall, this album is made with a roaring fireplace and a caring companion in mind. For MOR, top 40 and varied playlists.

**REGGIE KNIGHTON — Reggie Knighton — Columbia PC 34685 — Producer: Reggie Knighton & Kenny Altman — List: 6.98**

Biloxi-born Reggie is a military brat whose worldly travels at an impressionable age no doubt influenced his lyrical perception and his musical versatility. Whatever the source, his wryly wrought verbal broadsides capture such disparate themes as Idi Amin's alleged social disease, a constabulary tribute that would make Adam 12 proud and a paean to a drug dealer who loves his work. An intriguing debut LP with immense potential for varied playlists.

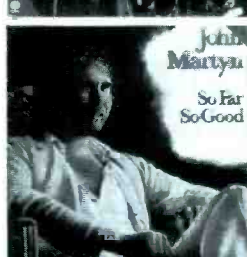


**LIVE — Status Quo — Capitol SKBB-11623 — Producer: Status Quo — List: 7.98**

Live albums are the current chic but this one's as blistering a performance with as energetic a crowd response as you're likely to hear on vinyl. Their simple power chord approach is augmented by a raucous and spirited working-class stance that grabs for the gut with gusto. There is very little candlelight music here but if you're in the market for high energy this one's for you. For AOR and top 40 playlists.

**MIDNIGHT LIGHT — LeBlanc & Carr — Big Tree/Atlantic BT 89521 — Producer: Pete Carr — List: 6.98**

Muscle Shoals Alabama has been the most recent breeding ground for session men LeBlanc & Carr, who have both played on each other's solo LP's and now collaborate on a genuinely dual project. Their two-part harmonies are top-flight as they cover a range of material from romantic ballads to gentle rockers, backed by those polished Muscle Shoals players. For AOR, top 40 and MOR programmers.



**SO FAR SO GOOD — John Martyn — Island ILPS-9484 — Producer: John Martyn & John Wood — List: 6.98**

This collection of tracks from previous Martyn LP's is an acoustical gem of mostly folk-flavored material sung in a gentle easygoing vocal style that has the power in reserve to bare clenched teeth and raw emotion on occasion. Traditional jazz arrangements are at the base of many of the selections here and the upright bass suggests that smoky jazz/folk ambience. For varied playlists.

**ROBBY KRIEGER & FRIENDS — Robby Krieger — Blue Note/UA BN-LA664-H — Producer: Robby Krieger — List: 7.98**

The same Robby Krieger that played such a stellar guitar for the Doors is in the forefront of a very hot little jazz/rock combo which makes up for the lack of vocal statement with a mostly melodic but sometimes progressive fusion sound. Accessible even to the unsophisticated, Krieger and the gang play an exemplary style of music that fills a great void between basic rock and traditional jazz. For varied playlists.

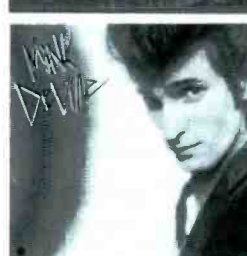
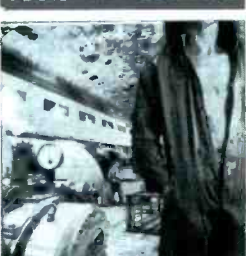


**SIN AFTER SIN — Judas Priest — Columbia PC 34787 — Producer: Roger Glover & Judas Priest — List: 6.98**

Ironically named Judas Priest is a tight little quintet that features a trio of red hot guitarists, and a vocal sound somewhat reminiscent of Black Sabbath. The Birmingham, England rockers have built a sizeable following on their native shores and with a U.S. tour planned for us Yanks in June, commercial success is sure to follow. For AOR and top 40 programmers.

**LIGHTS OUT — UFO — Chysalls CHR 1127 — Producer: Ron Nevilson — List: 6.98**

UFO's fourth LP is as strong an entry as any of their previous efforts, but their sound is given extra punch this time around with the addition of former Savoy Brown guitar/keyboard man Paul Raymond. What makes them particularly noteworthy is their use of soft passages in the middle of fast paced high-energy rockers, an emphatic technique that shows their sense of balance. For AOR, top 40 and some MOR playlists.

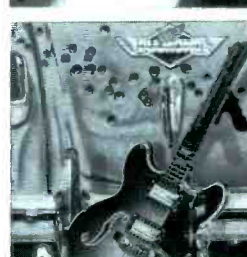


**MINK DeVILLE — Mink DeVille — Capitol ST 11631 — Producer: Jack Nitzsche — List: 6.98**

If indeed this band wants to be lumped into that loose category of musicians producing the "new wave" sound, they clearly outclass the bulk of their contemporaries. The rich and sensitive Willy DeVille vocals are not only understandable, but enjoyably pleasant and his backing instrumentalists create a powerful but controlled audio environment. For AOR, top 40 and some MOR playlists.

**EVERYDAY — Becky Hobbs — Tatoo/RCA BJL1-2169 — Producer: Steve Dorff — List: 6.98**

Though this album is heavily influenced by a pervasive country sound, Becky's fresh appeal, her solidly confident vocals and the polished arrangements make this LP a very likely pop crossover. Most of the tunes are Hobbs' originals, but what she does with cover songs is fresh and unique, e.g. Gershwin's "Someone To Watch Over Me." For C&W, MOR and top 40 programmers.



**LEGS DIAMOND — Legs Diamond — Mercury SRM-1-1136 — Producer: Derek Lawrence — List: 6.98**

Legs Diamond is a no-nonsense heavy-metal outfit that, unlike some in the genre, sacrifice none of Rick Sanford's vocal power at the blaring power chord altar. Balance is one of their strongest assets and a sound at times reminiscent of Led Zepelin is definitely no drawback. Their unleashed energy is meted out in careful doses for AOR and top 40 programmers.

# Cash Box Country

## New Consumer Panel Seeks To Prevent Recording Abuses

by Carmen Adams

NASHVILLE — The city of Nashville has taken action to curb the proliferation of music "rip-off" firms. With more and more instances being reported of recording hopefuls investing sometimes thousands of dollars with illegitimate companies/individuals in hopes of breaking into the big time, a consumer affairs panel of leading music industry figures was established in cooperation with the Consumer Affairs Division of the State Department of Agriculture.

The nationwide increase in the number of firms supplying misleading information, and especially its occurrence as reflected in Nashville, initiated the current investigations. "We need to do a lot of investigating and we are going to do a lot of investigating," commented John Lyle, assistant commissioner of the State Department of Agriculture, at a meeting here May 23.

At the second meeting of its kind on the subject of rip-offs, the panel met to discuss Tennessee's consumer protection laws designed to deal more effectively with fraud in the music business. Since the first meeting April 27 the Better Business Bureau has updated its reports to include 15 music-related firms, some involving law suits and out of court settlements. Dan M. Berry, Jr., president of BBB of Nashville/Middle Tennessee, said the local BBB received 2,915 music-related inquiries and 55 complaints about questionable practices in the music industry.

### Consumer Protection Act

The Consumer Affairs Division and the music industry action group plan to base their attack on the alleged rip-off artists under the terms of the new Tennessee Consumer Protection Act. The law, passed by the General Assembly last week, gives the division greater power to investigate possible deceptive business acts and to seek injunctions against firms engaging in them. "So far we've been able to get nowhere in the courts," attorney Rose Palermo told the consumer affairs panel. "The problem is

these crooks are too smart." And there has been no central referral and/or information agency, panel members said.

U.S. Attorney Charles Anderson and FBI agent Don Mason told the panel that government authorities stand ready to investigate possible violations of the federal law. "The main thing we want you to do is target the possible violations for us," Anderson stated.

During the meeting the panel agreed to refer all future rip-off complaints to the Consumer Affairs Division, produce a pamphlet warning of alleged unethical practices in the music business (to be distributed at the fan fair here next month and by country artists on tour), and prepare public service radio spots by established artists warning newcomers of the difficulties of breaking into the business on so-called "custom" labels.

Further legislation to regulate this custom recording business was proposed, but panelists disagreed on the feasibility and legitimacy of such legislation. It was generally agreed that additional discussion of legislative action at this point is premature.

The panel's main objective is "to educate through literature" so that people can be aware of what they could encounter in dealing with some recording companies. "There are some good custom sessions that are legitimate," Johnny DeGeorge, president of Local 257 of the American Federation of Musicians (AFM) told **Cash Box**. "and we're trying to make a distinction. I wouldn't be opposed to a bill requiring companies to license because I've been told at present there is no requirement to start a new business except open the doors. But to legislate against one segment of the industry — I don't know if that's right.

Producer Owen Bradley, another panel member, objected outright to the proposal, explaining that "If you're going to inspect my books, why not do it to the man who put

(continued on page 28)

## CBS Schedules 10 For May Release

NASHVILLE — A continuation of the aggressive promotion, multi-media advertising, and sales strategies which have characterized the Columbia/Epic country operation since the consolidation of all country marketing out of the Nashville office in September of last year, will support 10 new Columbia/Epic/Playboy albums scheduled for release in May.

The new releases are not, however, designated as a "box lot" promotion. The box lot concept, which has been used by Columbia frequently over the past year, involves packaging a selection of the label's albums in one box which is specially priced.

Although not offered in box lots, the advertising, promotion, and marketing support for the albums will be virtually the same as for a box lot program.

Albums scheduled for release in May are: Moe Bandy's "The Best Of Moe Bandy, Volume 1" (Columbia); Mickey Gilley's "First Class" (Playboy); Sonny James' "Sonny James In Prison In Person" (Columbia); George Jones' "George Jones' All-Time Greatest Hits, Volume One" (Epic); Darrell McCall's "Lily Dale" (Columbia); Johnny Paycheck's "Slide Off Your Satin Sheets" (Epic); Ray Price's "Help Me" (Columbia); Joe Stampley's "Sat. Nite Dance" (Epic); Freddy Weller's "One Man Show" (Columbia); and Tammy Wynette's "Let's Get Together" (Epic).

## Top 50 Country Albums

		Weeks On 5/28 Chart		Weeks On 5/28 Chart
1	<b>OL' WAYLON</b> WAYLON JENNINGS (RCA APL1-2317)	1	4	
2	<b>KENNY ROGERS</b> (United Artists UA LA 689G)	4	9	
3	<b>SOUTHERN NIGHTS</b> GLEN CAMPBELL (Capitol SO 11601)	3	13	
4	<b>NEW HARVEST . . . FIRST GATHERING</b> DOLLY PARTON (RCA APL1-2188)	2	13	
5	<b>PLAY, GUITAR PLAY</b> CONWAY TWITTY (MCA 2262)	6	8	
6	<b>I REMEMBER PATSY</b> LORETTA LYNN (MCA 2265)	9	5	
7	<b>SHE'S JUST AN OLD LOVE TURNED MEMORY</b> CHARLEY PRIDE (RCA APL1-2261)	7	8	
8	<b>LUXURY LINER</b> EMMYLOU HARRIS (Warner Bros. WBS 2298)	5	18	
9	<b>CHANGES IN LATITUDES — CHANGES IN ATTITUDES</b> JIMMY BUFFETT (ABC AB 990)	8	11	
10	<b>WELCOME TO MY WORLD</b> ELVIS PRESLEY (RCA APL1-2274)	12	7	
11	<b>BEFORE HIS TIME</b> WILLIE NELSON (RCA APL1-2210)	15	4	
12	<b>LINDA RONSTADT'S GREATEST HITS</b> (Asylum 7E-1092)	10	23	
13	<b>WAYLON LIVE</b> WAYLON JENNINGS (RCA APL1-1108)	11	26	
14	<b>HEART HEALER</b> MEL TILLIS (MCA 2252)	13	14	
15	<b>YOUR PLACE OR MINE</b> GARY STEWART (RCA APL1-2199)	17	7	
16	<b>SAY YOU'LL STAY UNTIL TOMORROW</b> TOM JONES (Epic PE 34468)	16	13	
17	<b>THE BEST OF FREDDY FENDER</b> (ABC/Dot DO 2079)	22	4	
18	<b>FARGO COUNTRY</b> DONNA FARGO (Warner Bros. BS 2996)	18	12	
19	<b>JOHN DENVER'S GREATEST HITS VOL. 2</b> (RCA CPL1-2195)	14	11	
20	<b>CAROLINA DREAMS</b> THE MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	20	9	
21	<b>VISIONS</b> DON WILLIAMS (ABC/Dot DOSD 2064)	19	17	
22	<b>SONGS OF KRISTOFFERSON</b> KRIS KRISTOFFERSON (Columbia PZ 34687)	28	3	
23	<b>RONNIE MILSAP LIVE</b> (RCA APL1-2043)	21	28	
24	<b>SONGS I'LL ALWAYS SING</b> MERLE HAGGARD (Capitol SWBB 11531)	26	3	
25	<b>BEST OF DONNA FARGO</b> (ABC/Dot DO 2075)	23	13	
26	<b>THE OUTLAWS</b> WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL1-1321)	24	22	
27	<b>I'M SORRY FOR YOU, MY FRIEND</b> MOE BANDY (Columbia KC 34443)	25	10	
28	<b>CRYSTAL</b> CRYSTAL GAYLE (United Artists LA 614G)	29	41	
29	<b>SNOWBLIND FRIEND</b> HOYT AXTON (MCA 2263)	31	3	
30	<b>A RETROSPECTIVE</b> LINDA RONSTADT (Capitol SKBB 11629)	32	2	
31	<b>A MAN MUST CARRY ON</b> JERRY JEFF WALKER (MCA 2-6003)	—	1	
32	<b>A TOUCH OF FELTS</b> NARVEL FELTS (ABC/Dot DO 2070)	34	3	
33	<b>ONE NIGHT STANDS</b> HANK WILLIAMS JR. (Curb/WB BS 2988)	33	6	
34	<b>TOUCAN DO IT TOO</b> AMAZING RHYTHM ACES (ABC AB 1005)	39	6	
35	<b>ADIOS AMIGO</b> MARTY ROBBINS (Col. KC 34448)	27	13	
36	<b>ABOUT LOVE</b> TOM T. HALL (Mercury SRM-1-1139)	—	1	
37	<b>PAPER ROSIE</b> GENE WATSON (Capitol ST 11597)	30	9	
38	<b>THE WHEEL</b> ASLEEP AT THE WHEEL (Capitol ST 11620)	36	8	
39	<b>HOTEL CALIFORNIA</b> EAGLES (Asylum 7E-1084)	43	17	
40	<b>TORN BETWEEN TWO LOVERS</b> MARY MACGREGOR (Ariola/Capitol 50015)	42	19	
41	<b>GREATEST HITS VOLUME II</b> CONWAY TWITTY (MCA 2235)	35	29	
42	<b>RIDIN' RAINBOWS</b> TANYA TUCKER (MCA 2253)	37	13	
43	<b>GILLEY'S SMOKIN'</b> MICKEY GILLEY (Playboy PB 415)	38	30	
44	<b>RIDES AGAIN</b> DAVID ALLAN COE (Columbia KC 34310)	40	14	
45	<b>BEST OF THE STATLER BROTHERS</b> (Mercury SRM 1-1037)	41	15	
46	<b>THE BEST OF CHARLEY PRIDE VOL. III</b> (RCA APL1-2023)	44	30	
47	<b>THE TROUBLEMAKER</b> WILLIE NELSON (Columbia KC 34112)	46	35	
48	<b>BEFORE THE NEXT TEARDROP FALLS</b> FREDDY FENDER (ABC/Dot DOSD 2020)	45	14	
49	<b>24 GREATEST HITS</b> HANK WILLIAMS SR. (MGM SE 4755)	49	6	
50	<b>THE COUNTRY AMERICA LOVES</b> STATLER BROTHERS (Mercury SRM 1-1125)	48	17	

## Forum Series Held As Barriers On Music Row Fall

by Lola Scobey

NASHVILLE — In an effort to break down the barriers between the music industry and thousands of hopefuls flooding into Nashville each year trying to break into the business, the second in a series of educational forums was held May 23 at the Old Time Picking Parlor here.

The first forum, which was held about a month ago and covered music publishing, was an overwhelming and — to some in the industry — surprising success. The Exit/In was "bombed with questions" for a "probably insufficient" two hours, according to BMI's Roger Sovine.

The real eye-opener to the few industry members in attendance, however, was the huge mass of people that turned out for the event.

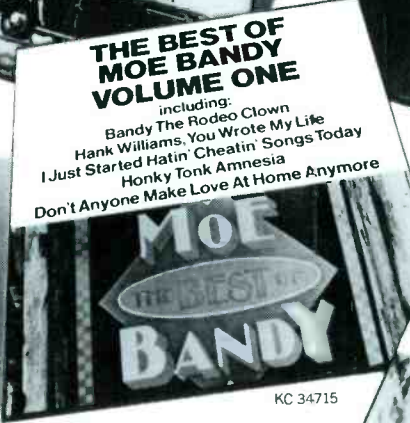
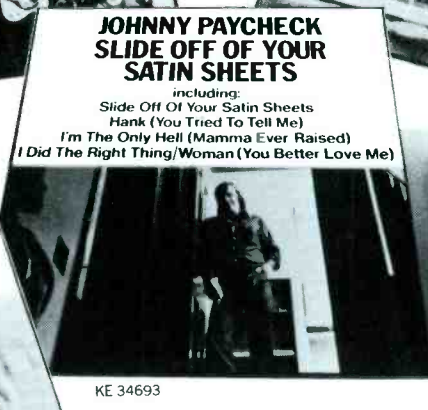
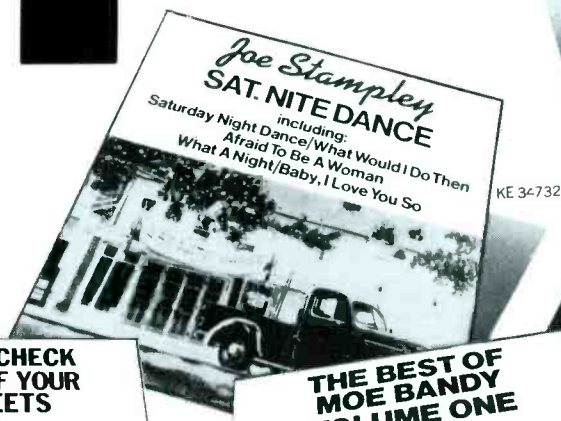
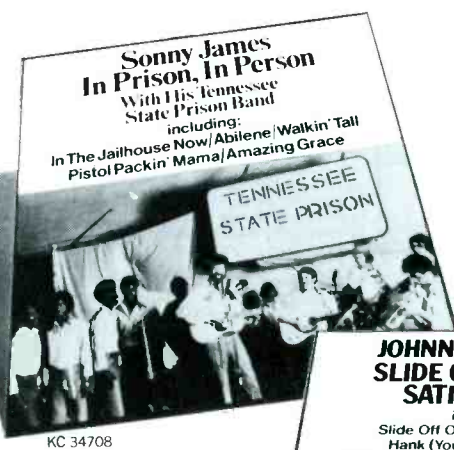
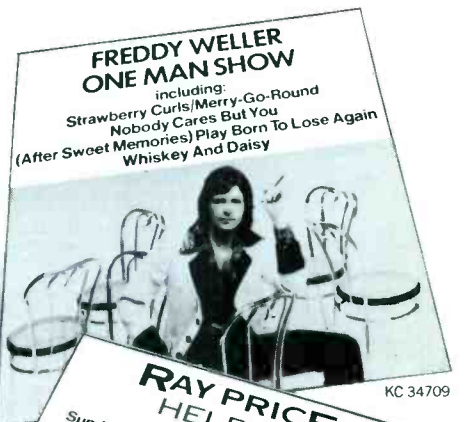
The second forum on "Producers and Their Role in the Music Business" featured a panel comprised of Norbert Putnam, Allen Reynolds, Roger Cook, David Malloy, Ron Haffkines, Ray Baker and Jim Malloy. Under the direction of chairman Don Light, it was an equally big success, drawing a larger number of those in the industry as well as "street people."



**JACK & MISTY INK WITH UA** — Country singing duo Jack & Misty have signed a recording contract with United Artists Records. Shown presenting Jack Blanchard and Misty Morgan with their new contract are Lynn Shults (right), UA director of operations, and Jerry Seabolt (far left), UA's national country promotion manager.



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exciting music of the  
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# Country Singles Reviews - Album Reviews

**MICKEY GILLEY** (Playboy/CBS ZS8 5807)

**Honky Tonk Memories** (2:44) (Chappell Music — ASCAP) (R. Bourke/G. Dobbins/J. Wilson)

Gilley really works out on keyboards and the background vocals add a melodic touch. From his new LP "First Class."

**HOYT AXTON** (MCA 40731)

**Little White Moon** (2:40) (Lady Jane — BMI) (Mark Dawson)

The simplicity throughout this single makes you eager to hear the next line yet, while being totally entertained by Hoyt's unique vocal style.

**MOE BANDY** (Columbia 3-10558)

**Cowboys Ain't Supposed To Cry** (2:40) (Acuff-Rose Pub. — BMI) (D. Owen)

Moe dwells upon the reminiscence of being a rodeo clown, and all those who loved "Bandy" in that roll will immediately take to this tune.

**ARLENE HARDEN** (Elektra E-45401)

**Southern Belle** (2:20) (Combine Music Co. — BMI) (B. Lindsey/M. Durham)

Arlene has always had the talent but producer Johnny McRae has managed to couple that talent with an unusual song destined for good airplay.

**RAY STEVENS** (Warner Bros. WBS 8393)

**Dixie Hummingbird** (2:42) (Ray Stevens Music — BMI) (Ray Stevens)

Idle chatter brought to life as only Stevens can do with the dixie lingo of today.

**JEANNE PRUETT** (MCA MCA-40723)

**She's Still All Over You** (3:06) (Hall-Clement/Maplehill Music/Vogue Music — BMI) (Wayland Holyfield/Bob McDill)

This song has a strong country flavor equal to any of the big releases this week.

**JOHNNY TILLOTSON** (United Artists UA-XW986-Y)

**Toy Hearts** (2:59) (Unart Music Corp. — BMI) (R. Mainerga)

A good country sound from Johnny, with a light touch of banjo. Produced and arranged by Jerry Crutchfield.

## Additional Releases

**TOM BRESH** (ABC-Dot DO-17703)

**"Until I Met You"** (2:47) (Papoose Music — BMI) (Tom Bresh)

**DAVID ROGERS** (Republic REP-001)

**I Love What My Woman Does To Me** (3:25) (Singletree Music — BMI) (Rick Klang/Billy Thunder Kloud)

**RAYBURN ANTHONY** (Polydor PD 14398)

**Hold Me** (2:41) (Jack & Bill Music — ASCAP) (Jerry Foster/Bill Rice)

**BUCK OWENS** (Warner Bros. WBS 8395)

**It's Been A Long Time** (3:31) (Blue Book Music) (Dennis Knutson/Perry Jones)

**JOHNNY RUSSELL** (RCA JB-10984)

**Obscene Phone Call** (3:26) (Chess Music — ASCAP) (John Schweers)

**JIMMY ELLIS** (Boblo BO-526)

**Tupelo Woman** (2:59) (Boogie Bear Music/Hit Kit Music — BMI) (George Lester)

**E.L. ATKINS** (CLW 45-7029)

**Denver Needs A Ride** (2:39) (Ashdra Pub. — BMI) (E.L. Atkins)

**DEBI HAWKINS** (WB WBS-8394)

**Love Letters** (2:45) (Famous Music — ASCAP) (Edward Heyman/Victor Young)

## Jones Elected To Head CMF Board

NASHVILLE — Frank Jones was re-elected chairman of the board of the Country Music Foundation, and Bill Lowery was elected its new president at quarterly board meeting May 6 in Nashville.

During the meeting plans were discussed for remodeling the actual Hall of Fame area in the Country Music Hall of Fame and Museum. Massive bronze plaques and portraits of the approximately 30 Hall of Fame members currently fill the available space.

In addition to Lowery, new members elected to the board include Jim Foglesong, vice president, and Don Gant, secretary.

Re-elected to the board were Brad McCuen, executive vice president; Roy Horton and Pee Wee King, vice presidents; and Joe Talbot, treasurer.

Board trustees include Grelun Landon, Frances Preston, Bill Denny, Connie B. Gay, Dorothy Owens, Wesley Rose, Bud Wendell, Talbot and Mike Milom, legal counsel.

Also among future plans discussed was the creation of a newsletter to the music industry as a vehicle for creating a closer relationship between the foundation and industry executives and artists.

The next board meeting will be July 11 in Seattle, Washington.

## True To Release King LP

NASHVILLE — Claude King's "Greatest Hits Volume One" on True Records has been scheduled for a June 6 release, according to label president Howard A. Knight, Jr.

## Denny Elected NARAS President

NASHVILLE — Bill Denny, president of Cedarwood Publishing Co. here, was elected president of the National Association of Recording Arts and Sciences (NARAS) at a the national NARAS meeting May 20-22 in Atlanta. In addition, the Nashville chapter of NARAS has elected 15 new members to its board of governors.

Denny, a former president of the Nashville chapter, was elected national president along with new executive vice president Bernie Fleischer, president of the Los Angeles NARAS chapter, and new secretary/treasurer Jay Lowery of Los Angeles.

Elected to two-year terms on the Nashville board of governors were: Delores Elgin, vocalists and singers; Lloyd Green, leaders and conductors; Terry Woodford, A&R producers; Layng Martine, songwriters and composers; Steve Singleton, engineers; Steve Gibson, instrumentalists and musicians; Gary S. Paxton, arrangers; Tom McEntee, art directors, annotators, designers, literary editors, photographers; and Brad McCuen, spoken word, documentary, children's educational, comedy.

Elected in the at-large category were Roger Sovine, Eddie Kilroy, Bruce Davidson, and Merlin Littlefield. Don Butler and Bill Williams were elected to one-year terms.

NARAS governors are elected for staggered two-year terms. Incumbent governors include Duane Allen, Bill Justis, Tom Collins, Ed Penney, Les Ladd, Charlie McCoy, Bob Mulloy, Lynn Schults, Dave Burgess, John Sturdivant, and Larry Butler.



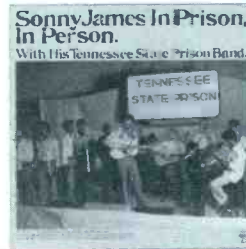
**EDDIE RABBITT** — Rabbitt — Elektra 7E-1105 — Producer: David Malloy — List: 6.98

A splendid selection of original tunes adaptable to country, pop and MOR airplay. "I'm A Little Bit Lonesome," "I Can't Help Myself" and "We Can't Go On Living Like This" are especially nice.



**BARBARA MANDRELL** — Lovers, Friends & Strangers — ABC/Dot DO-2076 — Producer: Tom Collins — List: 5.98

A hard-to-resist combination of adult material sung, very convincingly, by a beautiful woman. Such tunes as "Married But Not To Each Other," "After The Lovin'," "How Long Does It Take" and the title cut are especially strong selections.



**SONNY JAMES** — Sonny James In Prison In Person — Columbia KC-34708 — Producer: George Richey — List: 5.98

James gets his wish that this album, recorded within the walls of the Tennessee State Prison with an inmate band, have a genuine feel. Thoughtful selection of material and audience participation make this a memorable package. Songs include "Don't Let Me Die On Prison Land," "Abilene," "Heartaches By The Number" and "Walkin' Tall."



**MOE BANDY** — The Best Of Moe Bandy — Columbia KC-34715 — Producer: Ray Baker — List: 5.98

The best it is. With a voice described as "cool as Smith & Wesson steel, hot as insurance-money fire," Bandy sings the best cheatin' songs with feeling and candor. The album includes "It Was Always So Easy (To Find An Unhappy Woman)," "Hank Williams You Wrote My Life," "I Just Started Hating Cheatin' Songs Today," "Don't Anyone Make Love At Home Anymore."



**GEORGE JONES** — All Time Greatest Hits, Volume I — Epic KE 34692 — Producer: Billy Sherrill — List: 5.98

Jones' classics through fourteen years of recording, these songs prove style is never out of fashion. With the inclusion of "The Window Up Above," "She Thinks I Still Care," "White Lightnin'" and "Walk Through This World With Me," Jones' fans get it all under one cover.



**FREDDIE HART** — The Pleasure's Been All Mine — Capitol ST-11626 — Producer: Steve Stone — List: 6.98

The single "Thank God She's Mine" is already top 20, which should boost the exposure to equally good songs like "But For The Grace Of God," "The Search," "Honky Tonk Toys," "The Pleasure's Been All Mine" and "I've Changed Everything But My Mind." Hart has a sound of his own and easy listening arrangements conducted by Larry Muhoberac that set this album up front.



**MICKEY GILLEY** — First Class — Playboy KZ-34776 — Producer: Eddie Kilroy — List: 5.98

This album shakes and shimmies. A veteran of honky tonks for more than ten years, Gilley can sing and play a honky tonk piano and swoon a country heart at the same time. "She's Pulling Me Back Again," "My Old Flame Is Burning Another Honky Tonk Down" and "Chains Of Love" are good examples.



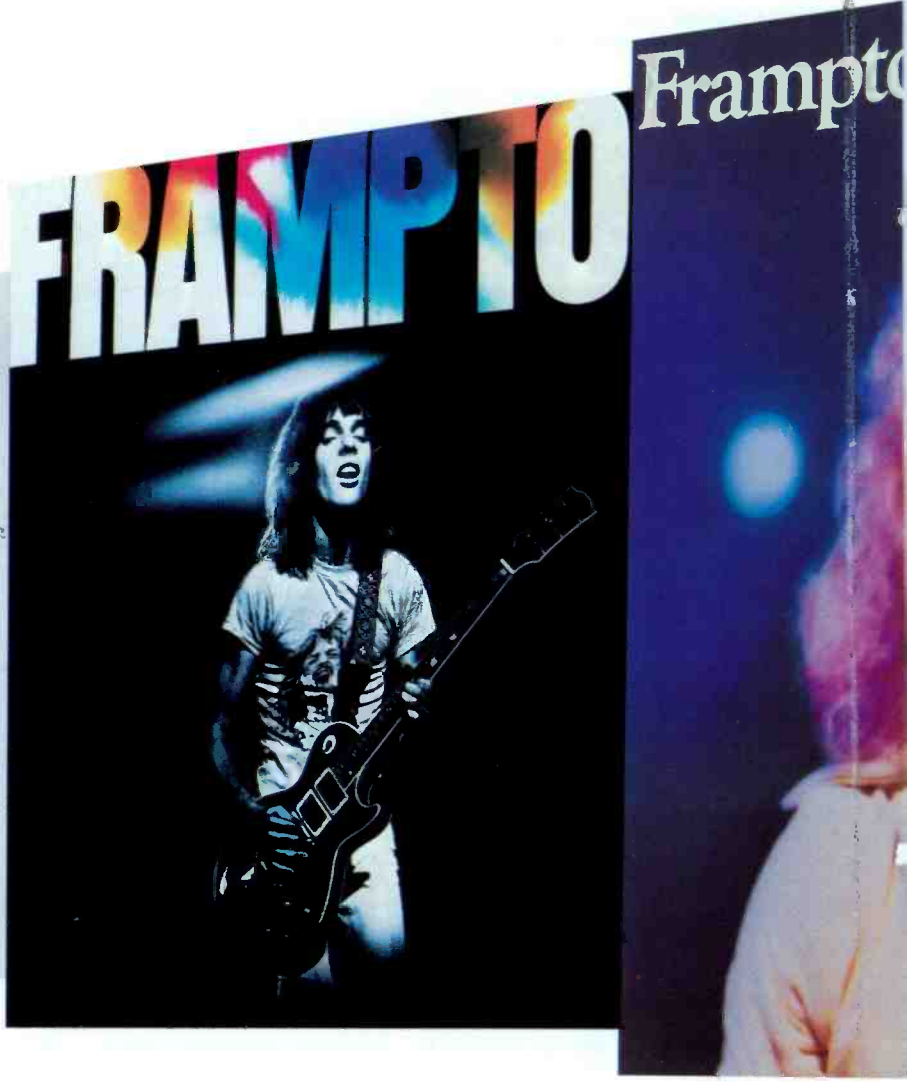
**COUNTRY AT CARNEGIE** — The first all-country concert at Carnegie Hall in New York was not only sold out, but broadcast to radio stations across the country as well as to Armed Forces Radio and the Voice of America. Among the country artists who performed at the historic concert were ABC/Dot recording artists Roy Clark, Freddy Fender, Hank Thompson and Don Williams. Pictured at a reception for the artists at the Cafe Carnegie are, from left: Stephen Diener, president of ABC Records and affiliated labels; Roy Clark; Mrs. Toni Foglesong and Jim Foglesong, president of Dot Records; Gail Sicilia, music director of radio station WNEW-AM and Don Williams.



WIND OF CHANGE  
SP 4348



FRAMPTON'S CAMEL  
SP 4389



SOMETHIN'S HAPPENING  
SP 3619

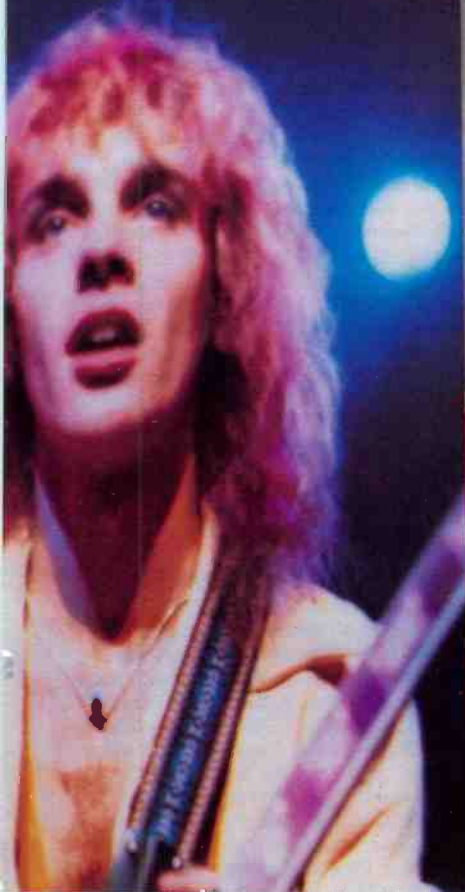


FRAMPTON  
SP 4512

PRODUCED BY PETER FRAMPTON  
DIRECTION: DEE ANTHONY/BANDANA ENTERPRISES, LTD.

# THE NEW FRAMPTON ALBUM IS HERE!

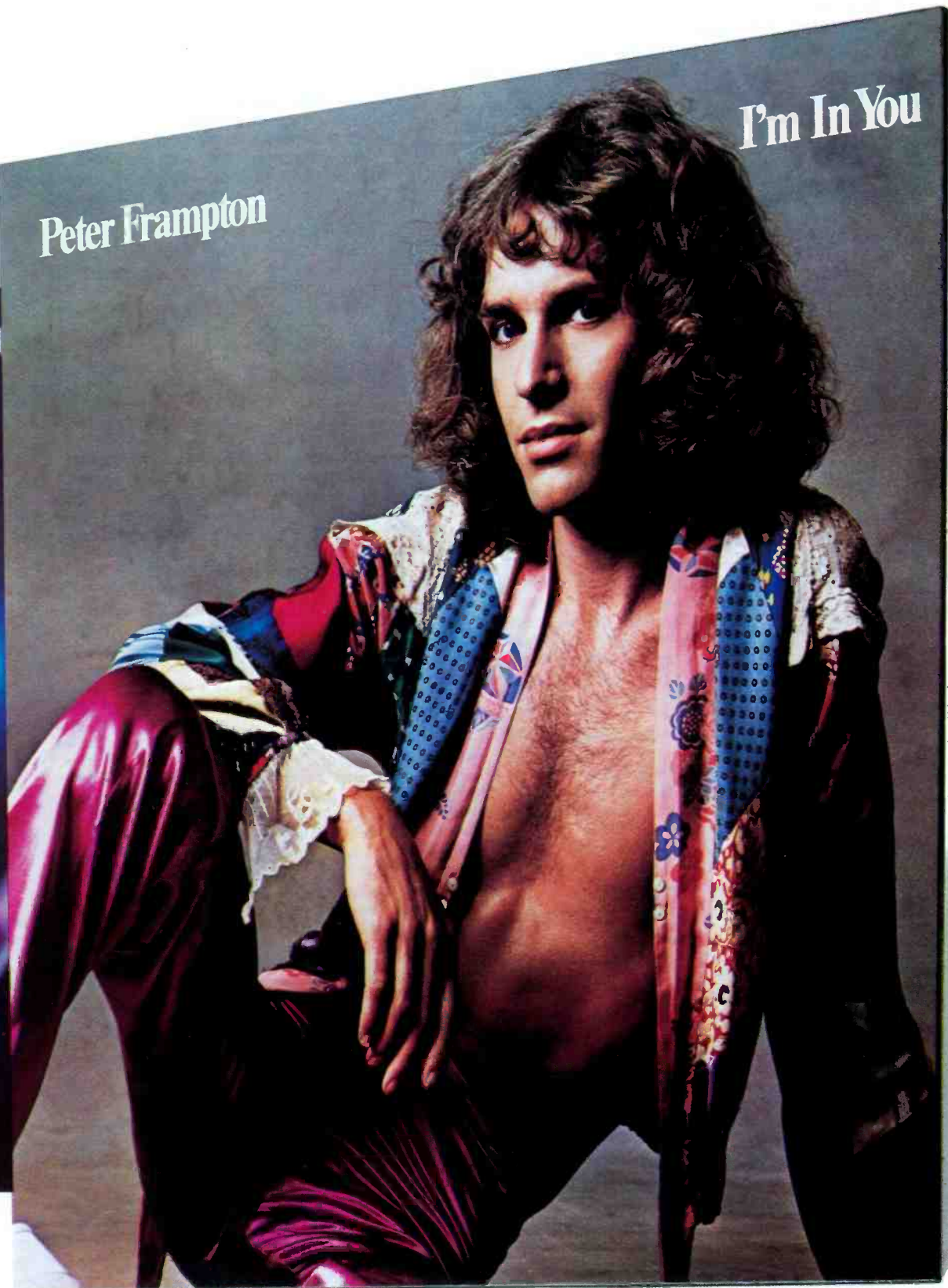
...n Comes Alive



FRAMPTON COMES ALIVE!  
SP 3703

Peter Frampton

I'm In You



© 1977 Bandana Music, Inc.

Includes the new single, "I'm In You." AM 1941

I'M IN YOU  
SP 4704

On A&M Records and Tapes







## Indy Radio Prog. Consultant Recommended Phony Lists

(continued from page 7)

if they should send a phony list to record companies, to which I replied, 'Do what you want. It's your radio station,' but I said that wasn't what I'd do in that situation."

Wallace told **Cash Box** that he had never recommended falsifying record playlists, although he frequently advocates shortening existing ones. "That's one of the reasons I've been at the top of the record company's most hated list," stated Wallace. "I had short playlists, but I was honest about it."

When questioned about this report to KRIG, in which he stated, "It might be wise to send a phony playlist," Wallace answered by stating, "It might have been part of our discussion (with KRIG) and so I probably summarized it in our written report to them, that they might want to consider what they had mentioned, but I'd make a specific recommendation to phony their list just for maintaining their relation with record companies."

### 'Don't Appreciate Honesty'

The executive also told **Cash Box** that he would "not necessarily condemn a radio station if they do phony a playlist because it's been my experience that record companies don't appreciate your honesty, really, especially if it means you're not going to play their record."

Wallace added that the actions of any radio station were not in his control, particularly in the case of non-client broad-

casters.

Johnny May, KRIG general manager, commercial manager and program director, stated that Wallace's proposal was little more than a prospectus, encouraging the station to subscribe to a call-out system when it could be afforded.

Preceding the "dragging" and phony list proposals in the Wallace report, however, was a paragraph which stated that the call-out system offered by Radio Index "... may not be cost efficient" for KRIG.

"Some of the good ideas we used," explained May, who denied that KRIG had ever falsified playlists.

Not surprisingly, industry reaction to the Wallace proposal was extremely critical. "I don't think submitting a false playlist helps anyone at all," observed Dave Conway, music director of KCRS/AM in neighboring Midland. "If people send in false reports it's going to mess up music tabulation services, because I'm relying on what I read to be truthful information."

A survey of record company promotion executives showed a reluctance to withhold service from virtually any station, no matter how "tight" the playlist. "I'd rather have some exposure than none," commented a national promotion director. "This is a great example of someone crying 'wolf.' Show me where a record company has pulled product because of a short playlist and I'll show you a company without the chance, even the chance, of airplay."

## STATION BREAKS

**Jerry Clifton**, program director of **WMJX (96X)**, Miami, is no longer with the station.

**Jeff Ryder**, formerly with **WJBQ**, Portland, Maine, has been named PD of **WBBF**, Rochester.

The new program director at **WZZM (Z-96)**, Grand Rapids, is **Chuck Morgan**, who joins the station from **CKGM**, Montreal.

**Rob Harder**, formerly MD, has been promoted to program director at **KREM**, Spokane.

Effective June 6 **Greg Stevens**, PD/MD of **KVOL**, Lafayette, will leave to join the sales and promotion staff of MCA Records in New Orleans.

**Mark Driscoll**, program director of **WAPE**, Jacksonville, has left the station.

**Mick Kjar**, who continues as MD for **KKLS/KKHJ**, Rapid City, has been named program director of **KKHJ**.

Effective June 10 **Tim England**, former PD of **WBGH**, Bowling Green, is now doing a weekend air shift at **WKLO**, Louisville.

**Bob Payton**, former PD of **XEROK**, El Paso, is now with **WZZP**, Cleveland.

The new MD at **KZEW**, Dallas, is **Mike Hedges**, who remains on the air between 10-2 pm.

**Jack Fitzgerald**, formerly with **WQXI**, Atlanta, is the new 3-6 pm jock at **WOKY**, Milwaukee. Fitzgerald replaces **Tom Rivers**, who joins the **WRKR**, Racine, Wisconsin, air staff.

**Jeff Lucifer** has been named MD of **WNDE**, Indianapolis. He replaces **Barry Chase**.

**Jay Michaels**, formerly with **WKIX**, Raleigh, is joining the **WGSN**, Birmingham, lineup. Effective June 6 the replacement at **WKIX** will be **Marc Mitchell**, formerly MD at **WAIR**, Winston/Salem.

**Robert E. Lee** has returned to **KIMN**, Denver, to do the afternoon drive air show. He replaced **Lee Randall**, who leaves the station.

**Mark McCane** is the new 1-4 pm jock at **WAYS**, Charlotte.

**Barry Sykes**, assistant MD at **KCRS**, Midland, has left the station.

**Chuck Morgan** is no longer at **KAFY**, Bakersfield.

**Sheri McSpaden**, formerly with **KEWI**, Topeka, has joined the **KLEO**, Wichita, air staff. The replacement at **KEWI** is **Dave Waters** from **KJCK**, Junction City.

Effective June 6 **Richard Coffman** will be doing the 7-midnight show at **WFOM**, Marietta. **Gino Lovin** has left the station to join the **WGOW**, Chattanooga, air staff.

**Ed Abels** is leaving **WKWK**, Wheeling.

**Bill Shane** from **WHYN**, Springfield, is the new all-night jock at **WCRO**, Johnstown.

**Ray Kendall** has been named news director at **KNDE**, Sacramento. Kendall replaces **Jim Beilby**, who leaves the station.

The new director of news at **WFYR**, Chicago, is **Lyle Dean**. Along with these duties, Dean will team with **Fred Winston** as news anchor every weekday from 6-10 am.

**Nick Anthony**, VP and GM of **WDOK/WMGC**, Cleveland, and the director of broadcasting for Globe Broadcasting Co., has resigned the position to join Custom Network Developers, Inc. as president. The company deals in computer assistance to broadcasters.

**KOWH (FM 94)**, Omaha, has a new improved signal and an estimated broadcast radius of 150 miles.

**Alan Young**, formerly with **WFLI**, Chattanooga, is now doing news at **WHHY**, Montgomery.

**Ken Curtis** of **WLEE**, Richmond is accepting tapes and resumes for possible future openings. The address is Box 8477, Richmond, Va. 23226.

There is an opening at **WAIR**, Winston-Salem. Forward tapes and resumes to **Steve Norris**, **WAIR**, Box 2099, Winston-Salem, N.C. 27102.

**Barry Chase**, formerly MD of **WNDE**, is looking for a position. He can be reached at (313) 689-1471. **jeff ray**

## MOST ADDED FM LPS

1. **Nether Lands** — Dan Fogelberg — Epic
2. **Playin' Up A Storm** — Greg Allman — Capricorn
3. **Exodus** — Bob Marley & The Wailers — Island
4. **Caught Live + 5** — London
5. **Lights Out** — UFO — Chrysalis
6. **Spirit Of A Woman** — American Flyer — UA
7. **Here At Last** — Bee Gees — RSO
8. **Hurry Sundown** — The Outlaws — Arista  
**Little Queen** — Heart — Portrait  
**Mink DeVille** — Capitol  
**Holly Days** — Denny Laine — Capitol  
**Out Of The Mist** — Illusion — Island
9. **Every Face Tells A Story** — Cliff Richards — Rocket  
**Greg Kihn** — Again — Bersekley
10. **Passengers** — Gary Burton With Eberhard Weber — ECM

## MOST ACTIVE FM LPS

1. **Book Of Dreams** — Steve Miller Band — Capitol  
— Jet Airliner, Sacrifice, The Stake
2. **Izitso** — Cat Stevens — A&M  
— Old Schoolyard, To Be A Star, Killin' Time
3. **Rumours** — Fleetwood Mac — Reprise  
— Dreams, Chain, Don't Stop
4. **Let It Flow** — Dave Mason — Columbia  
— So High, Seasons, Let It Flow
5. **Time Loves A Hero** — Little Feat — WB  
— Red Streamliner, Old Folks Boogie, High Roller
6. **Sweet Forgiveness** — Bonnie Raitt — WB  
— Runaway, About To Make Me Leave Home, 2 Lives
7. **Foreigner** — Atlantic  
— Feels Like The First Time, Cold As Ice, Headknocker
8. **Even In The Quietest Moments** — Supertramp — A&M  
— Even In The Quietest Moments, Give A Little Bit, Lover Boy
9. **Little Queen** — Heart — Portrait  
— Barracuda, Love Alive, Little Queen
10. **Deceptive Bends** — 10cc — Mercury  
— Feel The Benefit, Good Morning Judge, People In Love
11. **Period Of Transition** — Van Morrison — WB  
— Eternal Kansas City, You Got To Make It Through The World
12. **Hotel California** — Eagles — Asylum  
— Life In The Fast Lane, Hotel California, Try & Love Works — Emerson Lake & Palmer — Atlantic  
— Fanfare For The Common Man, C'est La Vie, Lend Your Love
13. **This Time It's For Real** — Southside Johnny & Asbury Jukes — Epic  
— Love On The Wrong Side Of Town, Without Love  
**The Beatles** — Live At The Hollywood Bowl — Capitol  
**Burnin' Sky** — Bad Company — Swansong  
— Burnin' Sky, Morning Sun  
**Dickey Betts & Great Southern** — Arista  
— Out To Get Me, California Blues  
**Night Moves** — Bob Seger — Capitol  
— Mainstreet, Night Moves
14. **Celebrate Me Home** — Kenny Loggins — Columbia  
— Celebrate Me Home, Lady Luck  
**Say No More** — Les Dudek — Columbia  
— Old Judge Jones, Lady You're Nasty



**RADIO RECEPTION FOR REDDY** — Capitol recording artist Helen Reddy was greeted by radio personnel at a reception following her opening night performance at Philadelphia's Latin Casino. Shown with Reddy after the first of six concert dates (l-r) are: Arthur Field, Capitol Philadelphia promotion manager; Dean Tyler, program director of WIP; Jay Cook, program director of WFIL; and John Sammartino, Capitol's Philadelphia district manager.

## WNEW-FM — NEW YORK — Tom Morrera

### Most Active:

Moody Blues  
Dan Fogelberg  
Steve Miller Band  
Southside Johnny  
Cat Stevens  
Dave Mason  
The Rubinoos  
Ben Sidran  
Crosby, Stills & Nash  
Bob Marley & The Wailers  
Alice Cooper  
Roy Buchanan  
The Outlaws  
Waylon Jennings  
Billy Joel  
Mink DeVille  
Supertramp  
Michael Stanley  
Heart  
Van Morrison

**Adds:**  
Cliff Richards — Every Face Tells A Story — Rocket  
UFO — Lights Out — Chrysalis  
Captain Beyond — Dawn Explosion — WB  
Denny Laine — Holly Days — Capitol  
Danny Laine — Holly Days — Capitol  
Attitudes — Good News — WB  
Neil Sedaka — A Song — Elektra  
Greg Allman — Playin' Up A Storm — Capricorn

## WPLJ-FM — NEW YORK — Corinne Baldassano

### Most Active:

Fleetwood Mac  
Eagles  
The Beatles  
Boston  
Steve Miller Band  
Kansas  
Foreigner  
Jethro Tull  
Leo Sayer  
Cat Stevens

**Adds:**  
Steve Miller Band — Book Of Dreams — Capitol  
Foreigner — Atlantic  
Dave Mason — Let It Flow — Columbia

## WLIR-FM — LONG ISLAND — Denis McNamara

### Most Active:

Steve Miller Band (Jet, Sacrifice, Swingtown)  
Billy Joel (Billy The Kid, Highland Falls, State Of Mind)  
Fleetwood Mac (Don't Stop, Don't Want To Know, Dreams)  
The Kinks (Sleepwalker, Jukebox, Life Goes On)  
Charlie (Pressure, Turning, No Chance)  
Dan Fogelberg (False Faces, Lessons, Sketches)  
Peter Gabriel (Solsbury, Modern Love, Excuse Me)  
Dave Mason (So High Let It Flow, Seasons)  
Little Feat (Hero, Dog Races, Rocket)  
Outlaws (Heart, Sundown, Holiday)  
Cat Stevens (Schoolyard, Killin' Time, Star)  
Dean Friedman (Ariel, Company, Woman)  
Ben Sidran (Set Yourself, Daylight, Pork Pie Hat)  
Eagles (Hotel, Fast Lane, Victim)  
Roy Buchanan (Green Onions, Battle, Judy)  
Southside Johnny (Wrong Side, Without Love, Fever)  
Michael Stanley (Nothing, Moving Rosewood)  
Les Dudek (Jones, I Remember, Beam Up)  
Marshall Tucker Band (Love Song, Desert)  
Peter Frampton (I'm In You, St. Thomas)

**Adds:**  
Bob Marley & The Wailers — Exodus — Island  
Greg Kihn — Again — Berserky  
Greg Allman — Playin' Up A Storm — Capricorn  
Danny O'Keefe — American Roulette — WB  
Billy Joel — Souvenirs — Columbia  
Cliff Richards — Every Face Tells A Story — Rocket  
Bette Midler — Live At Last — Atlantic  
Danny Kirwin — DJM  
Dave Edmunds — Get It — Swansong  
Eric Anderson — Best Songs — Arista

## WBAB-FM — LONG ISLAND — Bernie Bernard

### Most Active:

Steve Miller Band (Sacrifice, Jet Airliner)  
Fleetwood Mac (Dreams, Loving Fun)  
Cat Stevens (Bonfire, Life)  
Dave Mason (Seasons, Let It Flow)  
Dan Fogelberg (Lessons)  
Emerson Lake & Palmer (Closer, Pirates)  
Supertramp (Quietest Moments, Give A Little)  
10cc (Judge)  
Peter Gabriel (Moribund)  
Moody Blues (Something)  
Eagles (Try & Love, Fast Lane)  
American Flyer (Spirit, Dear Carmen)  
Bob Seger (Mainstreet)  
Heart (Cry To Me)  
Van Morrison (Kansas City)  
American Tears (Don't Give Away)  
Poco (Indian Summer)  
Jethro Tull (Whistler)  
Kiki Dee (In Return)  
Pablo Cruise (Whatcha Gonna Do)

## WJCL-FM — CHICAGO — Tom Marker

### Most Active:

Little Feat  
Les Dudek  
Nils Lofgren  
Blondie Chaplin  
Roy Buchanan

Bruce Cockburn  
Bad Company  
Dickey Betts  
Bobbie Blue Bland  
The Outlaws  
Peter Tosh  
Charlie  
Jesse Winchester  
Cathy Chamberlain  
Supertramp  
Elkie Brooks  
Bonnie Raitt  
Tom Petty  
Flora Purim  
Southside Johnny

**Adds:**  
Mink DeVille — Cabretta — Capitol  
John Coltrane — Afro-Blues Impressions — Pablo Live  
Wilt Jackson — At Kosci Nenkin — Pablo Live  
Denny Laine — Holly Days — Capitol  
PFM — Jet Lag — Asylum  
Dan Fogelberg — Nether Lands — Epic  
Billy Joel — Souvenirs — Columbia  
Bob Marley & The Wailers — Exodus — Island  
Greg Allman — Playin' Up A Storm — Capricorn  
Bee Gees — Here At Last — RSO  
Billion Dollar Babies — Battle Axe — WB

## WKQX-FM — CHICAGO — Bob King

### Most Active:

Foreigner  
Bad Company  
Emerson Lake & Palmer  
Fleetwood Mac  
Moody Blues  
REO Speedwagon  
Steve Miller Band  
Heart  
Dave Mason  
Crosby, Stills & Nash  
Cat Stevens  
Little Feat  
Van Morrison  
10cc  
Procol Harum  
Supertramp  
Jethro Tull  
Jesse Colin Young  
Starcastle  
Jeff Beck With Jan Hammer

**Adds:**  
Dan Fogelberg — Nether Lands — Epic  
Greg Allman — Playin' Up A Storm — Capricorn  
UFO — Lights Out — Chrysalis  
The Outlaws — Hurry Sundown — Arista

## WKQT-FM — CHICAGO — Harvey Wells

### Most Active:

Little Feat  
Steve Miller Band  
Supertramp  
Dave Mason  
Foreigner  
Isley Brothers  
Bonnie Raitt  
Les Dudek  
Southside Johnny & Asbury Jukes  
Heart  
Cat Stevens  
Bad Company  
Fleetwood Mac  
Emerson Lake & Palmer  
Atlanta Rhythm Section  
Kenny Loggins  
10cc  
Detective  
Jethro Tull  
Al DiMeola

**Adds:**  
Greg Allman — Playin' Up A Storm — Capricorn  
UFO — Lights Out — Chrysalis  
American Flyer — Spirit Of A Woman — UA  
Ben Sidran — The Doctor Is In — Arista  
Steve Kuhn — Motility — RCA  
Gary Burton — Passengers — ECM  
Vassar Clements — MCA  
Roadmaster — Village

## KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

### Most Active:

Supertramp  
Bob Seger  
Kansas  
Fleetwood Mac

**Adds:**  
Dan Fogelberg — Nether Lands — Epic

## KMET-FM — LOS ANGELES — Billy Juggs

### Most Active:

Fleetwood Mac  
Foreigner  
Bob Seger  
Supertramp  
Atlanta Rhythm Section  
Boston  
Steve Miller Band  
Bad Company  
Eagles  
Dickey Betts  
Les Dudek  
The Kinks  
Dave Mason  
Bonnie Raitt  
Cat Stevens  
Climax Blues Band

**Adds:**  
Kenny Loggins — Celebrate Me Home — Columbia  
Dan Fogelberg — Nether Lands — Epic  
Sons Of Champlin — Loving Is Why — Ariola  
38 Special — A&M  
Heart — Little Queen — Portrait  
Greg Allman — Playin' Up A Storm — Capricorn

## KWST-FM — LOS ANGELES — Paul Sullivan

### Most Active:

Steve Miller Band  
Supertramp

Foreigner  
Cat Stevens  
Bonnie Raitt  
Fleetwood Mac  
Heart  
Dave Mason  
10cc  
Van Morrison  
Greg Allman  
Little Feat  
Detective  
Les Dudek

**Adds:**  
Dan Fogelberg — Nether Lands — Epic  
Pat Travers — Makin' Magic — Polydor  
Mahogany Rush — World Anthem — Columbia  
Brownsville Station — Private Stock  
UFO — Lights Out — Chrysalis  
Susie Red Stripes (45) — Epic

## WMMR-FM — PHILADELPHIA — Marie Sterner

### Most Active:

Heart (Barracuda)  
Steve Miller Band (Jet Airliner)  
Little Feat (New Delhi)  
Kenny Loggins (Celebrate)  
Moody Blues (Something)  
Southside Johnny & Asbury Jukes (Without Love)  
Dave Mason (So High)  
Cat Stevens (Schoolyard)  
Bee Gee's (Wind Of Changes)  
Bob Seger (Sunburst)  
Joan Armatrading (Zero)  
Fleetwood Mac (Dreams)  
Stevie Wonder (Love's In Need)  
Bonnie Raitt (Sweet Forgiveness)  
Jackson Browne (Fuse)  
Johnny's Dance Band (Roll It)  
Hall & Oates (RCA) (Falling)  
Al Stewart (Year Of The Cat)  
The Outlaws  
Supertramp (From Now On)

**Adds:**  
Bob Marley & The Wailers — Exodus — Island  
Greg Allman — Playin' Up A Storm — Capricorn  
Heart — Little Queen — Portrait  
Moody Blues — Caught Live +5 — London  
Denny Laine — Holly Days — Capitol  
Dan Fogelberg — Nether Lands — Epic  
Dave Edmunds — Get It — Swansong  
Marvin Gaye — Live At The London Palladium — Tamla/Motown  
Hollies — Epic  
Crosby, Stills & Nash — Just A Song Before I Go (45) — Atlantic  
Peter Frampton — I'm In You — A&M  
Susie & The Red Stripes — Seaside Woman (45) — Epic

## WABX-FM — DETROIT — Jim Owens

### Most Active:

Cat Stevens  
Steve Miller Band  
Rough Diamond  
Fleetwood Mac  
Supertramp  
Foreigner  
Emerson Lake & Palmer  
Jeff Beck  
Dave Mason  
Alice Cooper  
Brownsville Station  
Pablo Cruise  
Jethro Tull  
Les Dudek  
Little Feat

**Adds:**  
Greg Allman — Playin' Up A Storm — Capricorn  
Mink DeVille — Capitol  
Mack Webster — High Class In Borrowed Shoes — Mercury  
Illusion — Out Of The Mist — Island  
Moody Blues — Caught Live +5 — London  
Dictators — Manifest Destiny — Elektra

## WWWW-FM — DETROIT — Joe Urbel

### Most Active:

Fleetwood Mac (Dreams, Chain)  
Jeff Beck With Jan Hammer (Woman)  
Eagles (Life In The Fast Lane)  
Steve Miller Band (Winter Time, Space)  
The Beatles  
Cat Stevens (Star, Schoolyard)  
Foreigner (First Time, Cold As Ice)  
Emerson Lake & Palmer (C'est La Vie)  
Supertramp (Give A Little)  
Dave Mason (So High)  
Alice Cooper (Hot Tonight)  
Pablo Cruise (Place In The Sun)  
Boston (Peace Of Mind)  
Kansas  
10cc (Judge, Benefit)  
Heart (Barracuda, Little Queen)  
Little Feat (Rollers)  
Dickey Betts (Gypsy)  
Bob Seger (Mainstreet)  
Southside Johnny & Asbury Jukes (Without Love)

**Adds:**  
Moody Blues — Caught Live +5 — London  
Weather Report — Heavy Weather — Columbia  
Dan Fogelberg — Nether Lands — Epic  
UFO — Lights Out — Chrysalis  
Widowmaker — Too Late To Cry — UA  
Kingfish — Live & Kickin' — UA  
Wet Willie — Left Coast Live — Capricorn  
Ram Jam — Black Betty (45) — Epic

## KSAN-FM — SAN FRANCISCO — Beverly Wilshire

### Most Active:

Greg Kihn  
UFO  
10cc  
Steve Miller Band  
Bryan Ferry  
The Rubinoos  
Mink DeVille  
Van Harrison

Heart  
Bob Marley & The Wailers

**Adds:**  
UFO — Lights Out — Chrysalis  
Mink DeVille — Capitol  
Heart — Little Queen — Portrait  
Bob Marley & The Wailers — Exodus — Island  
Jerry Jeff Walker — A Man Must Carry On — MCA  
Greg Allman — Playin' Up A Storm — Capricorn  
Gary Burton — Passengers — ECM  
Les McCann — My Music Lets Me Be — ABC  
Denny Laine — Holly Days — Capitol

## KYA-FM — SAN FRANCISCO — Jay Hansen

### Most Active:

Atlanta Rhythm Section  
Eagles  
Fleetwood Mac  
Peter Frampton  
Heart  
Steve Miller Band  
Moody Blues  
Pablo Cruise  
Bonnie Raitt  
Cat Stevens

**Adds:**  
Greg Allman — Playin' Up A Storm — Capricorn  
Bob Marley & The Wailers — Exodus — Island  
Pat Travers — Makin' Magic — Polydor  
American Flyer — Spirit Of A Woman — UA

## WHFS-FM — WASHINGTON, D.C. — Dave Einstein

### Most Active:

Jerry Jeff Walker  
Jesse Winchester  
Frankie Miller  
Little Feat  
Van Morrison  
Ben Sidran  
Cat Stevens  
Steve Miller  
Kingfish  
Southside Johnny  
Gary Burton  
Herbie Hancock  
Poco  
NRBQ  
Danny O'Keefe  
The Outlaws  
Gabby Pahiniu  
Mink DeVille  
Dave Grisman  
Doc & Merle Watson

**Adds:**  
American Flyer — Spirit Of A Woman — UA  
Mandrill — Motown  
Greg Allman — Playin' Up A Storm — Capricorn  
Bob Marley & The Wailers — Exodus — Island  
Moody Blues — Caught Live +5 — London  
Illusion — Out Of The Mist — Island

## WWDC-FM — WASHINGTON, D.C. — Michael McKay

### Most Active:

Fleetwood Mac (Don't Want To Know, Don't Stop)  
Jethro Tull (Whistler, Songs)  
Atlanta Rhythm Section (Georgia Rhythm, Neon Nights)  
Bad Company (Burnin' Sky, Passing Time)  
Marshall Tucker Band (Love Song, Eagle)  
Foreigner (Home, Damage)  
Cat Stevens (Jamaica, Star)  
Kenny Loggins (Lady, Be Wise)  
Little Feat (Hero, Streamliner)  
Steve Miller Band (Jungle Love, The Stake)  
Crosby, Stills & Nash (Just A Song, Dark Star (45))  
Peter Frampton (I'm In You, St. Thomas (45))  
Bonnie Raitt (Leave Home, Runaway)  
Dickey Betts (Get Me, Gypsy)  
Heart (Barracuda, Love Alive)  
Van Morrison (Kansas City, Make It)  
Supertramp (Lover Boy, Give A Little)  
10cc (Judge, Cold)  
Poco (Stay)  
The Outlaws (Sundown)

## WBOS-FM — BOSTON — Ellen Darst

### Most Active:

Walter Egan  
Fleetwood Mac  
Foreigner  
Isley Brothers  
Little Feat  
Dave Mason  
The Kinks  
Steve Miller Band  
Van Morrison  
Pousette-Dart Band  
Bonnie Raitt  
Bob Seger  
Southside Johnny  
Cat Stevens  
Supertramp  
Johnny Guitarr Watson  
Jesse Winchester

**Adds:**  
American Flyer — Spirit Of A Woman — UA  
Bee Gee's — Here At Last — RSO  
Roy Buchanan — Loading Zone — Atlantic  
Detective — Swansong  
Dan Fogelberg — Nether Lands — Epic  
Heart — Little Queen — Portrait  
Jerry Jeff Walker — A Man Must Carry On — MCA  
Waylon Jennings — Of Waylon — RCA  
Bob Marley & The Wailers — Exodus — Island  
Mink DeVille — Capitol  
Moody Blues — Caught Live +5 — London  
Danny O'Keefe — American Roulette — WB  
The Tubes — Now — A&M  
Greg Kihn — Again — Berserky

## WCOZ-FM — BOSTON — Begonia Mire

### Most Active:

Bee Gees (Medley)  
Stevie Wonder (As)  
Fleetwood Mac (Don't Stop)











# CASH BOX COIN MACHINE

## Bally Signs \$7.3 Million Agreement With Montgomery Ward Retail Chain

CHICAGO — The Bally Manufacturing Corporation recently announced that it has signed a \$7,357,500 contract with Montgomery Ward for the sales of a "third generation" home video game system, a soft-ware program for the system and a home version of Bally's commercial pinball machines.

William T. O'Donnell, president of Bally, said the order was the largest received in the 46-year history of the corporation. The contract calls for delivery of a home video system and pinball machines in 1977.

O'Donnell noted that Montgomery Ward contract projected Bally into the consumer market in a significant manner. "Not only is this the largest single contract completed by Bally for the sale of its products," he said, "but it opens for Bally an entirely new market. Until this contract was signed, the Consumer Products Division contributed only a small portion of the total Bally business."

O'Donnell added, "We look forward to even greater growth in the consumer Products Division in the years ahead."

## Rock-Ola Mfg. Introduces Its New Full Color Audio-Visual Training Program

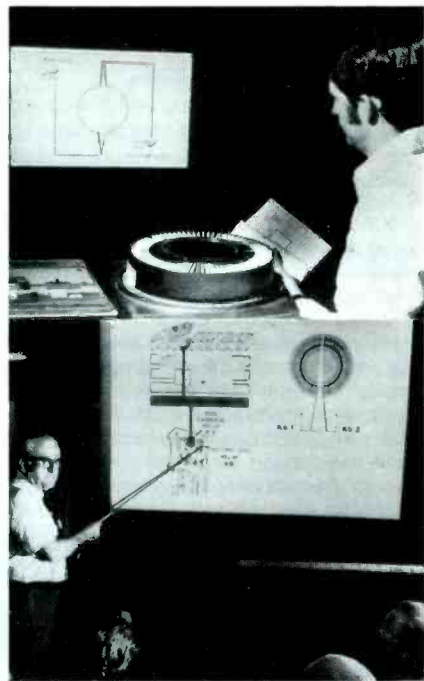
CHICAGO — Rock-Ola Manufacturing Corporation has developed a new audio-visual training program, replete with full-color slides and a tape-recorded explanation, which is being made available through the firm's network of distributors.

"The simplicity and thoroughness of the program gives it great flexibility," explained Edward G. Doris, Rock-Ola's executive vice president. He pointed out that the program is applicable on either an individual or a group basis, and is equally effective in instructing one person or any number, with or without the assistance of an instructor. The instructor, however, has the option of personally presenting the audio portion or just using the tape-recorded material. The program can be stopped at any point and

be reverted back to an earlier portion for further clarification.

Doris went on to explain that as each step in the operation of a Rock-Ola is shown, the trainee is told exactly what is happening mechanically and/or electrically. Once a serviceman learns the sequence and what each step accomplishes, it becomes a simple matter to maintain and service a Rock-Ola phonograph, he said.

An individual viewing the program alone can stop it at any point and return to an earlier slide. When a service manager is using it to instruct a group, he has the option of shutting off the audio portion and explaining the slides personally, thus tailoring the material to the learning level of the students.



Any serviceman who knows the basic fundamentals of vending machine operation can learn how to maintain or service Rock-Ola phonographs from this 30-minute program, according to Doris, and for future reference, each serviceman who takes the training is provided with a manual that covers the program material completely.

The accompanying photos show both the group and the individual presentation of the program.

## Seeburg Issues Report

CHICAGO — Seeburg Industries, Inc. has reported earnings of \$240,000, or nine cents per share, on revenues of \$31,009,000 for the three months ended March 31. For the comparable 1976 quarter, when earnings included \$4,000 from discontinued operations, net income was \$516,000, or 22 cents per share, on restated revenues of \$28,070,000.

## The Juke Box Programmer

### Top New Pop Singles

- 1 LIFE IN THE FAST LANE EAGLES (Asylum 45 403)
- 2 WHAT'S ON MY MIND KANSAS (Kirshner ZS 8-4270)
- 3 I'M IN YOU PETER FRAMPTON (A&M 1941)
- 4 DREAMS FLEETWOOD MAC (Warner Bros. WBS 8371)
- 5 MY HEART BELONGS TO ME BARBRA STREISAND (Columbia 3-10555)
- 6 YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER) RITA COOLIDGE (A&M 1922)
- 7 CHICAGO KIKI DEE (MCA 40730)
- 8 BACK TOGETHER AGAIN HALL & OATES (RCA 10970)
- 9 KNOWING ME, KNOWING YOU ABBA (Atlantic 3387)
- 10 GOT TO GIVE IT UP MARVIN GAYE (Tamla/Motown T54280F)

### Top New Country Singles

- 1 I CAN'T LOVE YOU ENOUGH LORETTA LYNN & CONWAY TWITTY (MCA 40728)
- 2 LUCKENBACH, TEXAS WAYLON JENNINGS (RCA PB 10924)
- 3 MAKING BELIEVE EMMYLOU HARRIS (Warner Bros. WBS 8388)
- 4 ROLLIN' WITH THE FLOW CHARLIE RICH (Epic 8-50392)
- 5 IT WAS ALMOST LIKE A SONG RONNIE MILSAP (RCA BP-10976)
- 6 OLD KING KONG GEORGE JONES (Epic 8-50385)
- 7 DIFFERENT KIND OF FLOWER RAY PRICE (ABC/Dot DO-17690)
- 8 IF WE'RE NOT BACK IN LOVE BY MONDAY MERLE HAGGARD (MCA 4700)
- 9 YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER) RITA COOLIDGE (A&M 1922)
- 10 A SONG IN THE NIGHT JOHNNY DUNCAN (Columbia 310554)
- 11 THAT WAS YESTERDAY DONNA FARGO (Warner Bros. 8375)

### Top New R&B Singles

- 1 EASY COMMODORES (Motown M1418F)
- 2 NIGHTS ON BROADWAY CANDI STATON (Warner Bros. WBS 8387)
- 3 GO AWAY LITTLE BOY MARLENA SHAW (Columbia 310524)
- 4 GET IT UP BEN E. KING & AWB (Atlantic 3402)
- 5 THIS I SWEAR TYRONE DAVIS (Columbia 3-10528)
- 6 A REAL MOTHER JOHNNY GUITAR WATSON (DJM/Amherst DJUS 1024)
- 7 SLIDE SLAVE (Cotillion/Atlantic 44218)
- 8 BABY DON'T CHANGE YOUR MIND GLADYS KNIGHT & THE PIPS (Buddah/RCA 569)
- 9 LOVE IS SO GOOD WHEN YOU'RE STEALING IT Z.Z. HILL (Columbia 3-10552)
- 10 IF IT'S THE LAST THING I DO THELMA HOUSTON (Tamla/Motown T54283F)
- 11 WOMEN MAKE THE WORLD GO ROUND MIRACLES (Columbia 3-10517)

### Top New MOR Singles

- 1 TAKE ME TONIGHT TOM JONES (Epic 8-50382)
- 2 MY HEART BELONGS TO ME BARBRA STREISAND (Columbia 3-10555)
- 3 YOU'RE MY WORLD HELEN REDDY (Capitol 4418)
- 4 KNOWING ME, KNOWING YOU ABBA (Atlantic 3387)
- 5 I'M YOUR BOOGIE MAN KC & THE SUNSHINE BAND (TK 1022)
- 6 MR. MAGIC TONY BENNETT (Improv TB715)
- 7 THEME FROM "ROCKY" (GONNA FLY NOW) BILL CONTI (United Artists 940)
- 8 YOUR LOVE HAS LIFTED ME (HIGHER AND HIGHER) RITA COOLIDGE (A&M 1922)
- 9 THAT WOMAN JOHNNY NASH (Epic 8-50386)
- 10 SEE YOU WHEN I GIT THERE LOU RAWLS (Phila. Intl./Epic 8-3623)

## Midway Manufacturing Announces New 'Road Runner' Video Gun Game

CHICAGO — A new video shooting game called "Road Runner" has just been released by Midway Manufacturing Co. It offers players the challenge of trying to hit multiple targets that appear on the playfield at the same time. The player can also see where the gun is aimed via a shot explosion on the screen. As the targets are hit they shred to pieces, scoring from 100 to 500 points, according to the object hit. All of the play action is accompanied by electronic sounds to fit the characters, as well as electronic music depicting the particular situation.

At the end of each game the player's current score, previous score, and the daily high score are displayed, which should prove to be an inducement for repeat play.

Road Runner is programmed in five languages, has an adjustable timer, microprocessor logic boards, double 25-cent chutes, 23-inch solid-state monitor and a full-size rifle.

The cabinet graphics animatedly portray the elusive Road Runner desert bird and, as Midway's sales director Larry Berke describes them, "an assorted group of 'what-nots!'"

Cabinet dimensions are 28½ inches wide, 38½ inches deep and 67 inches high.



'Road Runner'

## CLOSE-OUT!!

### BRAND NEW MACHINES

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- Scoring by Digital meter
- Replay on winning score (Score adjustable)
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- Number of balls adjustable

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## Bally's New 'Hang Glider' Pingame Is As Challenging As The Sport Itself

CHICAGO — "Bally 'Hang Glider' is as tricky as the sport for which it is named," commented Paul Calamari, sales manager of Bally Manufacturing Corporation, in announcing volume delivery of the new 4-player flipper pinball.

"The trickiness of 'Hang Glider,'" Calamari explained, "is based on the interlocking functions of a centrally-located kickout hole, a bank of five drop targets and the build-up out hole bonus. For example, a ball shot into the kickout hole, when adjacent special light is lit, scores special. The light comes on when all five drop targets are downed for the second time and subsequent times in each ball played. Skilled manipulation of the ball can score several specials with each ball shot.

"Out hole specials may also be scored by balls crossing left or right out lane rollovers with adjacent special light lit, lights alternating, left and right, after bonus score is at the 15,000 top mark," he continued. "Here again the drop targets and kickout hole are involved. Although bonus advances 1,000 for ball contact with any of a variety of bonus-advance skill objectives, a major factor of bonus building is the kickout hole, which advances bonus 1,000 for each 'kite' lit under the hole, and on 'kite' is lit for each drop target knocked down.

"What happens the first time all 5 drop targets are dropped?" Calamari asked rhetorically. "Again we have 'Tinkers to Evers to Chance' — targets to kickout hole to extra ball. First drop of all targets lights

extra ball light under kickout hole. Then ball in hole lights 'same player shoots again,' qualifying out ball to return to shooter tip as an extra ball."

Calamari concluded his description of Hang Glider saying, "Throughout the playfield while numerous scoring objectives are included, the interlocking influence of kickout hole, drop target, and bonus are constantly apparent. Actually, the only thing not tricky about 'Hang Glider' is collections, since location tests already indicate it will set some new profit records."

## 1977 State Association Calendar

June 10-12: Colorado Coin Industries, annual mtg., Holiday Inn, Glenwood Springs, Colo.

June 16-19: Illinois Coin Machine Operators Assn., annual conv., Hospitality Motor Inn, Earth City, Mo.

June 17-19: Music Operators of Texas, annual conv. & trade show, St. Anthony's Hotel, San Antonio, Tex.

July 22-23: Montana Coin Machine Operators Assn., annual conv., Outlaw Inn, Kalispell, Mont.

Aug. 5-7: No. Carolina Coin Operators

Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C.

Sept. 16-18: Florida Amusement Merchandising Association, annual conv. & trade show, Deauville Hotel, Miami Beach, Fla.

Sept. 22-24: West Virginia Music & Vending Assn., annual conv., Heart-O-Town Motor Inn, Charleston, W. Va.

Sept. 29-Oct. 1: Music Operators of Virginia, annual conv., Hyatt House, Richmond, Va.

# Collections Soar Upward with New Bally HANG GLIDER

4-PLAYER FLIPPER

CONVERTIBLE TO ADD-A-BALL



**Drop  
Targets  
and  
Centerfield  
Kickout Hole  
Keys to  
Specials  
Extra Balls  
Bonus**

See Distributor or write **Bally** 2640 Belmont Avenue, Chicago, Illinois



'Hang Glider'

## Eckel Named G.M. Of Rowe's Dedham Distributorship

WHIPPANY, N.J. — Russell Eckel was recently appointed general manager of Rowe's Dedham distributorship, according to an announcement from Rowe International, Inc., a wholly-owned subsidiary of Triangle Industries, Inc. His duties include responsibility for the operation of all distributor services to operators throughout most of New England and upper New York state, and he will report to H.L. Williamson, vice president and general manager of distributor operations.

Eckel has been national director of Rowe's Customusic division since 1972 and prior to that was associated with the Dedham organization since 1954. He is highly regarded for his knowledge of the

(continued on page 48)

## Eckel Appointed General Manager Of Rowe's Dedham Distributorship

(continued from page 47)

area he is covering and of the Rowe product line, as well as his wide experience in sales, administration and service.

In commenting on his appointment, Eckel said he welcomes the challenge of the position and is "grateful for the depth and talent within the distributorship,"



Russell Eckel

stressing that he has great confidence in the sales organization headed by people like Dan Brown and Arthur Frates.

Another recent appointment at Rowe is that of Charles D. "Chuck" Arnold as field sales manager, reporting to J. P. Newlander, the firm's vice president of marketing.

A veteran of 30 years in sales, sales

management and marketing, he is familiar with most Rowe customers through his previous positions with games manufacturers. In his new position, Arnold will be responsible for field implementation of all major Rowe products sales programs.

As indicated by the company, the purpose of the new field sales manager posi-



Charles D. Arnold

tion is to expand Rowe's field services to distributors and their customers. The job complements Rowe's entire marketing effort, which now includes general sales management, market development, national accounts programs, customer services, industrial design and marketing services.

## CHICAGO CHATTER

On Sunday, June 5, the four-day summer Consumer Electronics Show will officially open at McCormick Place, and Bally Mfg. Corp. will be participating full scale with a very elaborate two-level booth spotlighting such home products as the newly released Bally Arcade (programmable video unit) and the Fireball and Evel Knievel home pin-games. In addition, a very special guest, **Evel Knievel** himself, will be in the booth on June 6 and 7 to sign autographs, meet the people — and undoubtedly draw even heavier traffic than was noted when Bally initially exhibited at the CFS show this past January. Company execs **Ross Scheer**, **Tom Nieman**, **Jack O'Donnell**, **Bernie Powers** and recently appointed consumer products division head **Bob Wiles**, will be manning the display, which will also feature a variety of Midway's TV arcade equipment. In mentioning Evel Knievel's enthusiasm about the home pin, Tom Nieman said he's been a most cooperative celebrity and, despite a heavy personal appearance schedule in conjunction with the world premier of his new movie, took special pains to sandwich in a two-day Chicago visit so that he could be with the Bally people at the show.

THE REGENT SERVICE SCHOOL on the new NSM electronic phonograph line, which National Coin sponsored at its Chicago showroom, drew a sizeable operator attendance, and the distrib's **Carl Schmitt** told us a few operators who had missed the session even came in the following day. Interest in this line has been mounting, as he pointed out, and with the acceleration of shipments into the U.S. from the German-based factory, National is now able to provide its customers with immediate delivery.

WATCH FOR THE NEW "Road Runner" from Midway. It's a stand-up rifle game — with music, of course — and **Larry Berke** said that sample shipments to distrib's will commence in early June.

SAID A QUICK HELLO to **Sam Kolber** of Atlas Music Co., who had nothing but praise for the current Rowe phonograph line. Those solid-state models are really doing well, he said.

THE DATES OF June 16 and 17 have been confirmed for a Bally-Midway service school, to be sponsored by J-Mak Distributing in Sioux Falls, So. Dakota. It will be the first such program J-Mak's had thus far, as Midway's service manager **Andy Ducay** noted, and negotiations are currently underway for a similar school in Rapid City to accommodate J-Mak's customers in that area. The Sioux Falls classes, spotlighting Bally on the 16th and Midway on the 17th, will be held at the Holiday Inn . . . Incidentally, during his recent participation in the extensive three-week series of schools Bally sponsored here in town, Andy was assisted by **Jim Hock**, one of the top technicians on the Midway staff.

## CALIFORNIA CLIPPINGS

Ramtek Corporation of Sunnyvale, Calif. will be introducing a new twin-shooter arcade piece, according to **Mel McEwan**, director of sales. In addition, he said the company is scheduled to begin testing an oversize amusement park device during the first part of June. Mel indicated that further details on both products will be forthcoming.

SPOKE WITH **Satish Bhutani** of Project Support Engineering, who explained the success of his company's "Bazooka" shooting game (which, by the way, continues to rack up impressive sales figures, according to local distrib's). "Number one, it's a unique design in that no other game uses a bazooka," he said. "Number two, it keeps selling because it's one of the biggest earners on the market and very reliable." Bhutani also said that the company will announce a new game in the near future, but he wouldn't tip his hand and divulge any of the specifics. In all, he projected that PSI would introduce three or four additional models before the AMOA convention in October.

SALES ARE DEFINITELY picking up on Electra's "Flying Fortress" with ops apparently convinced that the game has proven its reliability and earnings potential. That's the latest word from **Tom Portale** of Portale Automatic Sales, who also announced that the Los Angeles distrib has added the Irving Kaye pool table line. As for the newly arrived equipment, Tom said: "I'm very enthusiastic about the initial sales."

C.A. ROBINSON distrib's **Ira Bettelman** explained that he was anxiously awaiting his first shipment of the latest model from Atari, "Sprint 8." Sprint 8 is an eight-player arcade driving game, and in Ira's opinion, it should do "real well." Just back from the International Council of Shopping Centers meeting in Las Vegas, he was also very excited about Polaroid's new SX-70 photo booth, which produces color pictures that develop right before your eyes.

IN ADDITION to its monthly industry newsletter "The Coin Connection," Atari is now supplying operators with the latest service and performance tips via "Atari Technical Bulletins." To receive these helpful publications simply write to Atari, Inc., 1265 Borregas Ave., Sunnyvale, Calif. 94086, Dept. M, or clip out and mail the coupon that appears in this issue.

MEDIA NOTES: The May 30 issue of *Newsweek* has a feature on pinball games that includes full color photos of Bally's "Capt. Fantastic," "Fireball" and "Space Time."

## EASTERN FLASHES

With national interest in shuffleboard tournaments so decidedly on the rise, as reported by **Sol Lipkin**, American Shuffleboard Co. finds itself with a heavy backlog of orders to fill. The firm has stepped up production schedules and is doing everything possible to meet the demand — but it hasn't been easy. Among the most sought-after models are the longboards and 12-foot Royal Cushion. Sol said that three very successful tournaments were recently held in Philadelphia and Delaware and that shuffleboard tournaments are currently in progress throughout the state of Wisconsin. He added that interest is mushrooming in such areas as Texas, Indiana, Michigan, Iowa, Nebraska, Missouri, Illinois and California, to name a few. The events are attracting players of all levels of skill, from beginner to pro, as Sol spelled out and in the latter category, the fifth annual Big Puck Memorial Day Shuffleboard Tournament in Auburn, Calif. is expected to draw top professionals from the west coast. Interest is also being generated in the state of Florida, so American Shuffleboard and Southern Music have arranged to co-sponsor a tournament during the annual FAMA convention in Miami Beach September 16-18 . . . **Bob LeBlanc** of Robert Jones Int'l., Dedham notes that the firm has been appointed Gottlieb's distributor for the territory of New England and upstate New York. He also notes that music sales have been on the upswing for the past month — with emphasis on the current Rock-Ola phonograph line. In the game department, Gremlin's "Hustle" is starting to happen and RJJ is doing superbly with the Bally "Night Rider" 4-player — especially the solid-state version which, Bob said, seems to be outranking the electromechanical model . . . **Tom Chatten**, general manager of State Music in Dallas, Tex., is back on the job following recent surgery, which is good news to all of his friends and associates in this part of the country.

## Operators! Get the latest tech news while it's still news!

Now you can receive the latest *Atari Technical Bulletins* as soon as they are issued. Direct from Atari. They're published to help you improve your game performance, make sure collections are maximized at all times.

All you have to do to receive these valuable tools regularly is fill out the coupon and mail this ad to Atari, Inc., 1265 Borregas Ave., Sunnyvale, CA 94086, Dept. M.

As a bonus, you'll also receive our monthly what's happening-in-the-industry newsletter, "The Coin Connection."

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City \_\_\_\_\_

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Operation:

- Arcade     Street Location  
 Amusement Park  
 Other \_\_\_\_\_



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Artists Visit Los Angeles



**JOHNSTON GOES PUBLIC** — Columbia recording artist Bruce Johnston stopped by the Hollywood offices of **Cash Box** recently after winding up a national tour to promote his debut solo album "Going Public." Pictured (l-r) are: Chuck Thagard, Columbia's west coast director of national promotion; Harriet and Bruce Johnston and Chuck Comstock of **Cash Box**.



**DETECTIVE STORY** — Atlantic recording artists **Detective** gave their first major concert performance recently at the Santa Monica Civic Auditorium. Pictured backstage are from left: **Detective's** Tony Kaye, John Hyde and Michael Des Barres; Sam Bellamy, program director of KMET in Los Angeles; and Michael Monarch and Bobby Pickett of **Detective**.

Reflections 'N Black

(continued from page 41)  
 Whatever You Are." Rogers' latest RCA album, "Love, Music, And Life," has just been released.

June 9 thru 12 will find many recording and radio personalities in Atlanta, Georgia, attending **Jack "The Rapper" Gibson's** first annual black radio and black music convention, **The Family Affair**. The convention will be held at the Colony Square Hotel.

**Ella Fitzgerald** will be present, June 11, at the dedication ceremonies for the new Ella Fitzgerald Child Care Center in Lynwood, Ca. The Center, funded by Neighbors of Watts yearly benefit parties and funds from the California Department

of Education, will be open to working mothers, parents in school, and needy families in the Watts community that can only afford to pay for child care according to income.

The "Disco" craze has encouraged De-Lite Records and Mercury Records to press 12" disco 45s which will bring more music to the disco lover. De-Lite has released Crown Heights Affair's "Dancin'," and "Dreaming A Dream." Mercury Records will be releasing Bumble Bee Unlimited's "Everybody Dance," and "Love Bug."

**KC & The Sunshine Band** will headline the Schlitz-sponsored KGFJ Soul Search Benefit Concert, Saturday June 11.

joe Nazel

RETAIL LP SELLING PRICES

(continued from page 32)  
 Submarine" and "Abbey Road" (all \$7.98 list) for \$4.98 per disc. At **Discount Records** (2), sale on all Everest jazz, folk and classical two-record LPs for \$3.00 per release; and three Everest three-record sets for \$4.50. (Sunday *San Francisco Examiner* and *Chronicle*).

Seattle

At **Fred Meyer** stores, sale on selected A&M, RCA and UA releases, including the latest albums by Kenny Rogers, Paul Anka, Waylon Jennings, Dolly Parton, Elvis, Captain & Tennille (\$7.98 list), Floyd Cramer, Willie Nelson and Charley Pride, for \$4.99/\$5.99 tape; two Captain & Tennille catalog LPs for \$4.99/\$5.99 tape; and the latest album by Bonnie Raitt, no price included. (Sunday *Seattle Times*).

Tampa

At **Eckerd's Drug** stores, same ad with the identical features and prices that appeared in Atlanta. (Sunday *Tampa Tribune* and *Tampa Times*).

Tulsa

At **Dillard's** stores, these features: four

releases, including the latest LPs by Leo Sayer and Emmylou Harris for \$4.99/\$5.99 tape; and four releases, including the latest LPs by Bad Company, George Benson and America (\$7.98 list) for \$5.66/\$5.99 tape. At **Target** stores, these features: "Barry Manilow Live" (2 LPs/\$11.98 list) for \$8.99 and the rest of the Manilow catalog for \$4.44; the latest LP by the Captain and Tennille (\$7.98 list) for \$5.55 and the rest of their catalog for \$4.44; the latest LPs by Jennifer Warnes and Thelma Houston for \$4.44; the latest LP by Helen Reddy (\$7.98 list) for \$5.55 and the latest release by REO (2 LPs/\$7.98 list) for \$5.55; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99; and the latest release by Neil Diamond (2 LPs/\$11.98 list) for \$8.99. (Sunday *Tulsa World*).

Washington

At **Korvettes** (5 locations), same ad with the identical features and prices that appeared in Baltimore. (Sunday *Washington Post*).

(All information in the above chart gathered from May 22 editions unless otherwise indicated).

(continued from page 44)

Ranier Beer commercials and touring the mainland, **Cecilio & Kapono** will return to their native islands for several June dates. . . **John Klemmer** has added a second keyboardist to his line-up just in time for a summer tour where he will headline the first few dates and share the bill with **Herbie Hancock's V.S.O.P.** band on the remainder. The tour concludes with a two-night stand at Hollywood's Greek Theatre July 19 & 20. . .

**HE WRITES THE SONGS** — **Bruce Johnston**, former Beach Boy and Grammy award winner, had been quite a busy producer until he decided to put out a solo album, which seems certain to propel him back into the spotlight he left behind voluntarily a few years ago to work behind the scenes. His gentle message of individuality and positive living seems almost nostalgic after the turbulent '60s and the uncertain '70s. "Disney Girls," written in 1970, fits that mood of nostalgia and on a recent visit to **Cash Box**, Bruce told us why he wrote it. "I don't want to have to worry about being chic. I wanted to say it was okay to be light and carefree," he proposed. "I wrote that song at a time when everyone in the audience seemed bent on impressing me that they were committed to things they weren't quite sure of." But if a wistful, dreamy quality of past reflection fits his singing style, underneath Bruce revealed a sharp eye for the economics of the record industry. "I think artists with a little muscle should negotiate their contracts differently than they do now," he maintained. "Due to a lot of currencies falling, it is to their benefit to tie their future royalties to a currency more stable than the dollar, such as the Swiss franc or a commodity like gold or silver." Bruce Johnston has already been successful as a songwriter, group member, record producer and new solo artist. But his knowledge of the international monetary standard may be his most valuable asset.

**STUDIO SOUNDINGS** — The cylindrical Capitol Tower has been a flurry of recording activity lately with **Barbra Streisand**, **Fleetwood Mac**, **Steve Miller** and **Nancy Wilson** heading the list of artists using the facility. . . 20th Century has announced the re-packaging of the **Alan Parsons Project** with a newly designed cover to more prominently display Parsons on the cover. . . Busy Beach Boy **Brian Wilson** has been hard at it lately working on a solo project at the Burbank studios. Producer Earle Mankey says a more orchestrated approach will be the prominent feature of the LP which will use a strong string and horn section. . . Roy Thomas Baker has been overseeing **Dusty Springfield's** comeback LP at Cherokee Studios where Epic's **Cheap Trick** is laying down tracks for their second effort. . . While we're waiting for video disc to become a reality, **Roderick Falconer** has been doing the best thing — making short full-color films that illustrate the music for his upcoming album "Victory In Rock City." The shorts will be shown on European TV with later theatrical release a possibility. . . **Mark Snow** has been set to score the music for the forthcoming film, "Skateboard". . . **Richard Baskin** has just finished the score for a 20th Century two-hour TV pilot called "James at 15." . . **Jay Ferguson** is at Bay Shore in Miami working on his second solo project.

**NEW ADDITION** — **Kenny Passarelli**, formerly **Elton John's** bass player, has joined the **Daryl Hall & John Oates** band and will be on the group's first American headlining outdoor tour which begins June 8 in Louisville. . . United Artists has cryptically announced that they've signed "one of the hottest bands in the midwest" — with no further clues to their identity. . . Millennium has doubled their artist roster with the signing of **Sovereign**, a six-piece group whose single shipped last week with an album well underway. . . If Folsom Prison sounds like a strange venue, wait till you hear about the promoter. The Northern California chapter of the Hell's Angels arranged the event, featuring **The New Riders Of The Purple Sage** and a trio of North Beach dancers in the first Angel-produced show within the maximum security facility. . . Allan Nicholls, ringleader of Robert Altman's "Keepin' Em Off The Streets," reports multi-label interest in the live recording of their recent Roxy show. The 14-member actor/singer showcase is set for a New York run this fall, preluded by a "farewell to L.A." show at the Roxy Sept. 8-10. . . Our wishes for a speedy recovery go out to band leader **Stan Kenton**, who was operated on Tuesday for a fractured skull and a cerebral blood clot. Following a 2½ hour operation, Kenton's condition was still listed as poor in a Reading, Pa. hospital.

**TV SHOW POSTPONES JAIL DATE** — But not for long. **William Chadbourne Mitchell** (Chad) will still have to serve his five-year hitch but only after he appears on a television show June 4. A federal judge in San Antonio granted the delay to the founder of the **Chad Mitchell Trio**, who was found guilty in 1975 of possessing 400 pounds of marijuana. . . As **Beatlemania** lives on, it seems appropriate to announce two new **Beatle** books — **Paul McCartney's** "In His Own Words," and **John Lennon's** "One Day at a Time." There is also talk about a Broadway musical to be called "Beatlemania," and word of a new **Sarah Vaughan** album which will be a jazz/R&B interpretation of all-Beatle material. . . **Starz** likes to be on the road in more ways than one so they are sponsoring a 773 Toyota in this season's BP Formula Three race in the UK. . . Local FM radio station KPFK has brought back their "Skeptic Tank," a review of local entertainment and new product airing on Saturday evenings. . . BTO's TV special on KTTV June 13 will feature footage of the band on tour. . . Reggae rockers the **Inner Circle Band** have been in town recording and after a recent session found themselves in Roy's Restaurant, gorging themselves on a feast whose bill came to over \$100. When group member **Jacob Miller** was asked for his opinion of the cuisine, his reply was simply, "It's okay, but we want hamburgers tomorrow night." So to Denny's they went.

chuck comstock

Singles Bullets (continued from page 39)

- #71 **CROSBY, STILLS & NASH** — Added at KJR, KIOA. Last week added at KRBE, WHYY, WBBF, WKLO, Q-94. Jumps at WHYY ex-29, WBBF ex-27, Q-94 ex-26. #2 most active single on the secondary level with new adds at WAIR, WTLB, WFBR, WFLB, KACY. Early sales at King Karol/N.Y., West Merch./Amarillo, Music Scene/Atl.
- #72 **BAY CITY ROLLERS** — #6 most added single with 11 new stations including WRKO, WIBG, WPRO, WGCL, KYA, Y-100, KIOA, WMET.
- #75 **HEART** — Added at KRBE, KJRB. Last week added at KXOK, WISM, KAKC, KJOY, KEZY. Jumps at KNDE ex-19, WIFL ex-28, KJOY 30-21. #4 most active single on the secondary level with new adds at 98Q, WEBC, WISE, WICC.
- #78 **MERI WILSON** — Added at KAKC, WSAI, WSGN, Y-100, WAKY, WSGA. Jumps at KFJZ ex-29, KNUS 21-16.
- #79 **RAM JAM** — Added at WAKY, KXOK, WBBQ, WMAK, WKLO, WIBG. #6 most active single on the secondary level with new adds at WRFC, WLOF, WGLF, 98Q, WROK.
- #80 **KRIS KRISTOFFERSON** — Added at KCBQ, WKBW, #1 at B-100. Jumped at WING ex-43. #5 most active single on the secondary level with new adds at WDBQ, WCUE, WMFJ.
- #85 **10CC** — Added at WAMK, WDRC, WOKY, Z-96. Jumped at WHYY ex-30, KJOY 25-16.





**BMI HONORS CISAC** — The BMI gala honoring the *Confédération Internationale Des Sociétés D'Auteurs et Compositeurs* (known as "CISAC") was held at the 21 Club. For the first time in the history of the 50-year-old international society headquartered in Paris, its May meetings were held in New York. The topics discussed included: developments in cable televisions, videodiscs and satellite transmissions. Delegates from more than 15 countries, including Australia and Russia, attended BMI's dinner. Pictured above at the 21 Club are: an interpreter; Jan Bleszynski of ZAIKS (the Polish performing rights society), Edward M. Cramer, president of Broadcast Music, Inc. the evening's host and Youri Roudakov of VAAP (the Russian performing rights society).

## Where In The World . . .

Chicago-based quintet **Styx** are off for an 11-city Canadian Tour from January 11 through June 25.

**Tom Petty And The Heartbreakers** have scheduled a UK tour set to commence on Saturday, June 12, at the Free Trade Hall, Manchester, England.

**The Runaways** begin their debut headlining tour of Japan on June 4 in Osaka. The tour includes a spot in the Tokyo Music Festival and extends through June 19. The group then flies to Vancouver for several Canadian dates with Alice Cooper.

**Donna Summer** has begun an extensive tour of Mexico. The tour, which will also cover Puerto Rico and subsequently the Philippines, commenced May 25 in Mexico City.

## Bareback Records Sets New Licensing Pacts

**BRAZIL** — A licensing agreement has been reached between Stephen Metz of Bareback Records and Manuel Camero, president of Tapezar Gravacoes, for all Bareback product to be licensed through Tapezar Gravacoes in Brazil.

Metz has also made a licensing agreement with Give and Take Productions, a division of Arobelle Music and Ariola Records. The agreement was negotiated between Metz, president of Bareback Records; Manno Ullrich, general manager of Arobelle; and Alf Strager, president of Give and Take Productions.

## ECM Awarded Grammys

**GERMANY** — Two ECM albums were recently honored with Grammys at the German Phono-Akademi 1977 award ceremony. Kenny Wheeler's "Gnu High" with Keith Jarrett, Jack DeJohnette and Dave Holland, was voted best modern jazz recording. Jan Garbarek won artist of the year accolades as an international jazz soloist with his album "Dansere."

Winning in the national popular music category, although not released in the U.S., was "Scales" by the Manfred Schoof Quintet, released on JAPO, an ECM custom label.

## WEA Italiana Sweeps Four Critics' Awards

**NEW YORK** — The National Association of Record Critics has awarded four first-place awards to artists on the WEA roster, it was announced by Guiseppe Velona, managing director of WEA Italiana.

The four award winners are: Best Foreign Female Writer-Singer: Joni Mitchell; Best Foreign Male Singer: Al Jarreau; Best Italian Jazz Artist: Guido Manusard; Best Italian Rock Group: Agora.

The awards, voted upon annually, will be presented officially on June 6.

## International Executives On The Move

**Richard D. Aaronson** has been appointed director of business affairs for CBS Records Canada Ltd. A graduate of Wesleyan University in Connecticut and of the New York University School of Law, Aaronson has a legal background in both governmental and private business practice.

**Shoichi Namekata** has been named as a managing director of the Japan Phonograph Record Association.

## WEA Records Sets RCA Gets Beatles Pact With State Hamburg Album

**LONDON** — WEA Records has fixed a sales and distribution deal for the UK with State Records and a licensing agreement for the rest of the world. All States back catalog previously handled by Polydor will become available through WEA as of June 1. Wayne Bickerton, State managing director, revealed that Polydor is continuing to manufacture on an exclusive basis the current Rubettes single and their new album, the current Mac and Katie Kissoon single and their "Greatest Hits" album and the Delegation single. State will handle marketing and promotion under the new deal.

John Fruin, WEA Records UK managing director, commented: "WEA's policy this year on British A&R is to sign very few acts, due to the wealth of repertoire which we have available to us from the USA, and this policy is going to continue. However, we do have a distribution facility available now that our new depot at Alperton is operational, and therefore it is possible that some distribution/sales lines will be handled by us, commencing with State. It is extremely useful for our overseas colleagues to have UK pop material and State has been very successful on the continent."

**LONDON** — RCA Records is releasing "The Beatles — Live At Star Club" double album on the Lingasong label, following successful negotiations between RCA UK chief Gerry Oord, Lingasong chief Paul Murphy and the New York-based Double HH Licensing Corporation.

The album was recorded 15 years ago at Hamburg's famous venue by Ted "Kingsize" Taylor, who was appearing there with the Dominoes group at the time, and is claimed to be the first recording by the Beatles. He taped the group's performances using a single microphone and a domestic tape recorder. An RCA spokesman stated that "the numbers have been transferred from their original mono state into 16-track form, improving their sound quality but losing none of the gritty atmosphere of those early Star Club performances."

## Cassidy Album Is Gold

**AUSTRALIA** — Shaun Cassidy's first album "Thats Rock And Roll" has been certified gold for sales in Australia exceeding 20,000 units. This is his second gold award from Australia, his first being for his recent single "Thats Rock And Roll."

## Intl. Gold Albums Awarded



**COMMODORES CASH IN** — At a reception held in Sydney recently, members of the touring Motown act, The Commodores, were presented with gold albums for sales of the album "Machine Gun." Pictured from left are: Milan Williams, Walter "Clyde" Orange, Stephen Shrimpton, managing director of EMI Records Australia, Russell Thomas, Motown product manager, Bennie Ashburn, Commodores manager and Thomas McClary.



**HOOK SHOTS** — Members of Dr. Hook were presented with platinum discs for the album "A Little Bit More" and gold discs for the single "Only Sixteen" by EMI Records Australia's managing director, Stephen Shrimpton. Pictured are: (back row from left) Rik Elswit, Phil Israel, Capitol product manager, Bill Francis, Stephen Shrimpton, managing director EMI Records Australia, Jance Garfat. (Front row from left) John Wolters, Dennis Locorrier, Ray Sawyer and Willard Henke.



# Goody Lowers Sale LP Prices

(continued from page 7)

any competition around Harvard Square."

In an even more drastic price move, Lechmere stores advertised the latest \$7.98 list releases by Steve Miller and the Beatles for \$3.48, tied to a one day "Midnight Madness" sale.

A Lechmere source said the promotion had been "thrown together" within the last two weeks, after it was learned that Jimmy's might buy Strawberries. The source asserted that the \$3.48 price on hot \$7.98 list albums would probably continue.

## 'Not To Be Undersold'

"We've always tried to not be undersold by the competition. Of course, that's Jordan Marsh's motto, but we follow the same policy." Marsh is a competitive department store chain.

Morris Levy, owner of the four-unit Strawberries chain, said last week that negotiations were continuing over the proposed sale to Jimmy's. A Strawberries spokesman had told **Cash Box** that if the deal is consummated, he expected Strawberries special price to drop to \$2.99.

Other Boston retailers appear to be increasing their visibility. New England Music City chain, while keeping its \$3.89 promotional price this week, took out dozens of small classified ads in the *Boston Phoenix* plugging individual LPs. The classified section of that paper is considered one of its best-read features.

However, in addition to price competition, the imminent summer exodus of much of Boston's large college population is spurring increased advertising.

In other retail price developments this week: The Wherehouse chain in Los Angeles countered Wallich's \$3.72 "bankruptcy sale" with \$3.72 promotion of its own; and Arista advertised the first live

Barry Manilow set in 10 surveyed markets, while A&M continued heavy promotion on the new Cat Stevens LP.

## Wherehouse vs. Wallich's

The Wherehouse's 44 Los Angeles area stores advertised a \$3.72 all-label sale, matching a similar \$3.72 promotion last week at Wallich's Music City. In a trenchant reference to Wallich's, the Wherehouse ad stated that its prices always meet the competition, even on a "federal court bankruptcy sale."

Wallich's had run its "bankruptcy" sale to pay off creditors and prove to the judge who is overseeing the firm's reorganization that the chain can show a profit. (**Cash Box**, May 28).

## Manilow Campaign

"Barry Manilow Live," the Arista artist's first live album, debuted at #27 with a bullet this week on the **Cash Box** Top 200 Albums chart. The new 2-LP \$11.98 list release was advertised in 10 print markets surveyed by **Cash Box**, selling at prices ranging from \$6.69 to \$8.99, and in most cases promoted with the rest of the Manilow catalog.

Rick Dobbis, vice president of artist development for the label, said the initial thrust of the campaign would consist of two stages: an effort to break the LP at the retail level (with numerous in-store merchandising aides) and at the racks, where Manilow has traditionally been strong; and radio, television and print advertising. TV, especially, proved a key factor in breaking Manilow's last LP, "This One's For You," Dobbis asserted.

A&M Records continued its ad push on the latest Cat Stevens LP, "Izitso," with co-op print promotions in seven surveyed markets. The album bulleted at #20 this week after three weeks on the **Cash Box** LP chart.



**KEANE BROTHERS IN ST. PAUL** — During their recent tour of St. Paul, Minneapolis, 20th Century Recording artists The Keane Brothers rode up the Mississippi in a river boat and performed for press, radio stations, distributors and retailers in the area. Pictured standing is: Tim Kehr, regional promotion manager for 20th Century. Shown seated (l-r) are: Bob Keane and Tom Keane; John Sebastian, program director and music director for KDWB; John Keane and David Gershenson, manager.

# Black Owned Stations Total 54 Out Of 300+ R&B Formats

(continued from page 45)

According to Dorothy Brunson, general manager of WBLS and WLIB in New York, advertisers and rating services are not sensitive to the make-up of the black market. She sees this as a reflection of deep-seated prejudices which will be difficult to root out.

"When it comes to black stations," Brunson said, "we are all lumped together. When advertisers look at white stations they take them individually. They look at the station's demographics, the station's profile, and they investigate the market the station is reaching. This is not the manner in which they approach black-formatted stations."

"The advertiser is not concerned with a black station's profile or demographics. The very fact that the station is directed at blacks suggests, to them, that the station's market is uneconomic in terms of consumption potential. And that is the double standard."

Brunson was quick to note that it is commonplace for a station reaching an audience with a \$15,000 median income to be "lumped together" with a station with a \$3,000 median income audience, just because they are both black. "We all look alike to them," Brunson said.

The question of crossing over in an attempt to bring in white listeners is a mute one to Brunson.

"Crossing over," said Brunson, "will do little to either tear down the double stan-

dard or eliminate deep-seated prejudices. Building a larger white audience is not going to help a black station. The advertiser does not care about looking at the audience reached by a black station. They automatically assume that it is a secondary audience and therefore not a desirable one.

"A black station may well be number one in the marketplace while still being considered second class because of its format."

Brunson, though associated with a station that has done well in the rating surveys, is not pleased with the methods used in surveying the black market. Still, she feels that there is little that the stations can do to overcome the obstacles posed by ARB and Pulse.

"Even if we blacks started our own rating service," Brunson said, "it would do little good towards altering advertisers' approach to the black-formatted station. If the service was an excellent one it probably would not be accepted unless it contained some of the same miscalculations about the black market that are in surveys done by ARB and Pulse."

There are those who feel that the business is all about numbers. If the rating services' methodology changed, some station owners felt that their numbers would increase, giving them a voice that would be heard by advertisers. Others believed that even with increased numbers, black-formatted stations would still be the stepchildren of the industry.

## Management/Prod. Firm Begins Operation

**NEW YORK** — Fist-O-Funk, a new artist management, production and publishing company, has been formed here.

The company's first release will be a 12" disc featuring "New York Strut" and "The Feeling," produced by Kevin Misevis and arranged by Tom James. Misevis, president of Fist-O-Funk, has also signed singer/songwriter Joe Davis to a contract.

## Davis Equities Plans To Finance Record Albums

**LOS ANGELES** — Davis Equities Corporation, an investment banker for television and movie projects, recently expanded its offices here to become involved in the financing of record albums through its investment partnerships.

The company expects to focus on compilation records and other related projects conceived by and coordinated with record producers in the industry.

# Store Offers 'Guaranteed' LPs

(continued from page 7)

Normally, he noted, Goody would buy perhaps one or two of each piece for each store, but has bought much heavier for this promotion, supported by extensive print and radio advertising, in-store airplay and bag stuffers.

"We don't know how many returns we're going to get, however, until next week," Levy added. "The stores that opened Sunday (the first day of the sale) reported a lot of activity. We're encouraged."

Levy concluded that Goody would consider the promotion a success if it broke even one of the 10 albums.

Most label executives indicated they didn't expect to be confronted with large returns, but that if it came to that, they were fully prepared to accept the consequences of the experiment.

## 'Something Innovative'

"If a retailer is trying to do something innovative, trying to help us break an act, we're not going to lock him into any hard-and-fast guidelines (percentage of sales) returns," asserted Sal Licata, vice-president of sales and marketing for Chrysalis. "I'd say Goody bought about 60% heavier on the Frankie Miller LP than they normally would. We didn't ship like crazy. The album is getting some airplay, and we feel this (Goody promotion) is simply an extra push."

Licata added that Chrysalis wanted to include the latest U.F.O. LP in the Goody ad, but did not get the album out on time.

Shelley Rudin, New York and Boston branch manager for ABC Records, which distributes Sire, said that while ABC did not ship "enormous quantities" of Pezband, it was willing to accept a larger number of returns.

## Radio Ads

Rudin added that Goody promotion is being run in conjunction with the record company's own radio ads in support of the Pezband's current New York tour. "All the

ingredients for us to break the act are there," he continued. "Talking about returns is missing the point. We expect that 99% of the people who buy Pezband through the Goody promotion will like it enough to keep it."

## Additional Comments

Ira Derfler, New York branch manager for Capitol, noted that Goody had purchased the LP on a normal consignment basis, and that Capitol would not alter its regular return policy. He estimated that the chain had purchased about twice as many units as it normally would.

Ed Hines, director of national sales and artist development for Columbia, stated that the label did not anticipate higher-than-usual returns, and that Goody had bought heavier as they always do when running a special Columbia promotion.



**HEART HOMECOMING** — Portrait recording artists Heart returned home to Seattle recently to preview their debut album for the label, titled "Little Queen," at the CBS Records' Seattle branch. Pictured (l-r) are: Randy Brown, director of national promotion for Portrait; Heart members Steve Fossen, Ann Wilson, Michael Derosier, Howard Leese, Nancy Wilson and Roger Fisher and Bud O'Shea, director at marketing on the west coast for Epic/Portrait and associated labels.



## Cash Box Top 200 LP Price Comparison Study

Price	June 4, 1977	April 9, 1977	Oct. 2, 1976	May 1, 1976
\$ 5.98	0	1	0	1
6.98	152	164	189	191
7.98	38	24	7	6
8.98	2	2	1	1
9.98	1	2	1	1
10.98	0	1	1	0
11.98	4	2	0	0
12.98	0	1	1	0
13.98	2	2	0	0
14.98	1	1	0	0

\$ 7.98 or higher

48

35

11

8

## 7.98 LPs Proliferate On Cash Box LP Charts; Now 24%

(continued from page 16)

than a year ago when the entire collection would have cost \$1406, a 5 percent increase during the period.

Today's top 20 would cost the consumer \$154.60, which is \$12 cheaper than the April 9 figure of \$166.60 for the top 20 and \$14 more than \$140.60 a year ago. The absence of "Wings Over America" at \$14.98 and Neil Diamond's "Love At The Greek" listed at \$11.98 from the current top 20 helps to account for the decrease between April and now.

The decline of the \$6.98 LP has been most evident over the last year. The current chart has 152 \$6.98 albums compared with 191 a year ago. Even on the April chart, 164 albums at \$6.98 were present.

### C'right Office Alters Registration Procedure

WASHINGTON, D.C. — The Copyright Office will require that deposit copies or records be accompanied by an application and fee for copyright registration beginning January 1, 1978. Records sent separately will not be matched up with applications by the Library of Congress. They will be used only to satisfy the mandatory deposit requirements of the new law, and another deposit will be required later if copyright registration is desired, the office said.

The current law regards deposit of copies for the library and for registration as the same thing. The new law will break the library collection and the registration deposits into two separate actions. In order to avoid making extra work when the time comes, the office suggests starting now to arrange depositing copies or records and application in one package.

Another reminder already causing some industry chagrin: the free mailing provision for copies and applications will run out when the old copyright law expires December 31, 1977.

### AFM Members To Receive \$11 Million This Year

NEW YORK — Members of the American Federation of Musicians who play for phonograph recordings will receive over \$11 million from the Phonograph Record Manufacturers Special Payments Fund this year. Some 40,000 AFM members will share \$11,129,129, the highest payment in the 13 year history of the fund.

Payments are made under terms of collective bargaining agreements between the 330,000 member union and recording companies that have signed agreements with the AFM.

This year's figure represents an increase of \$1,522,816, or 15% over last year's total.

### N.Y.C. Program

(continued from page 48)

Subsequently, Delsener was required to submit a list of tentative acts to the Parks department. The potential artists were then screened according to "their track record, and calls we made to theatres and other cities," Cotton said. "Crowd control was our prime concern," she added.

The result, according to Fredrick F. Avery, executive vice president of the Dr. Pepper Company, has been a format of "soft contemporary music."

Delsener described the format as "family entertainment" and termed the Dr. Pepper sponsorship "a whole new concept for the festival."

## EXECUTIVES ON THE MOVE

(continued from page 14)

coming to the organization press department, she worked in artist development at CBS Records' Los Angeles office, where she primarily booked CBS Records artists on local and national TV shows.

**Werman Appointed At Epic** — Tom Werman has been appointed as staff producer, Epic Records. He joined CBS Records in 1971 as assistant to the director, A&R, Epic Records and in 1973, he became director, talent acquisition Epic Records.

**20th Century Names Two** — 20th Century Records has announced the following appointments to the field staff: Jim Fisher has been named west coast region sales manager. He has been southeast region sales manager for the past year. Prior to joining 20th Century Fisher was with MCA Records for four years as branch manager in San Francisco and then later Dallas. Chris Poulakos has been named southeast region sales manager replacing Fisher. New to 20th Century Poulakos comes from Phonodisc Distributors in the Memphis/Nashville region.

**McHale To Albatross** — Albatross Productions has announced the addition of Jim McHale. He previously held the position of general manager of the Paramount Northwest Theater and will work directly in concert promotion as well as management.

**20th Century Taps Stolarski** — 20th Century Records has announced the appointment of Bob Stolarski as western region promotion manager for the company. He started in promotion with Warner Brothers Records in 1971 and was with the company 3½ years before joining Chrysalis Records in Boston as eastern regional promotion manager, and most recently was with Island Records in L.A. as western region promotion manager.

**Hoff Resigns As President Of Threshold** — Gerry Hoff, president of Threshold Records, has announced his resignation. Hoff, the head of the Moody-Blues-owned label for the past six-and-a-half years, will be returning to the west coast to operate his own company, "Manipulations," in Los Angeles. The company will be representing artists, music and film projects, working as liaison between artists, their managers and the record and film companies.

**Sloate At ASCAP** — John Sloate has been named New York district manager for general licensing by the American Society of Composers, Authors and Publishers. He graduated from Curry College in Boston in 1973 and joined the ASCAP staff as a field representative in August 1974.

**Stewart Appointed At Columbia** — Columbia Records has announced the appointment of Susan Stewart as coordinator of artist functions, west coast publicity where she will be responsible for planning all Columbia Records artist functions including press parties, press luncheons and other related press gatherings.

**Grammatica Joins Amerama Staff** — Amerama Records announces the appointment of Leah Grammatica as promotion and artist relations coordinator. Prior to joining Amerama Records, she served as A&R administrator at Bell/Arista Records and also held a similar position at Atlantic Records.

**Adler Appointed At Apostol** — Richard Adler has been named vice president at Apostol Enterprises. He was previously the president of Summerset Talent, his own booking agency and is also experienced in tour promotion.

**Salzberg Appointed At Morton D. Wax** — Freddie Salzberg has been appointed manager of the contemporary/pop music department at Morton D. Wax & Associates. He graduated from Syracuse University in 1974 where he earned a B.A. degree in political science and communications. While attending college, he interned for Morton D. Wax & Associates during the summer months prior to his joining the firm full-time last fall.

**Lambert To Interworld** — Interworld Music has named Eddie Lambert general professional manager. He comes to Interworld from Haven Records, where he was general manager of that label for the past three years.

**Grey Retires** — After 27 years in the radio department of the American Society of Composers, Authors and Publishers, Milton Grey will retire on June 3. He has recently been serving as special assistant to the director of broadcast licensing, and was representative for liaison with the ASCAP legal department. William Velez, who joined ASCAP as an account executive in the broadcast licensing department in 1972, will take over the job.

**Dupont-Hebert Named At CBS** — Paul Dupont-Hebert has been appointed director of A&R for CBS Disques Canada Ltee. by CBS Records Canada Ltd. in Toronto. He will be responsible for the acquisition of Quebec artists for CBS Disques, as well as the recording and development of the artists signed to CBS in Quebec. He formed his own production company, Les Productions Beau Bec Inc., and has presented more than a hundred concerts a year in Quebec Province.

**Headquarters Taps Roger** — Headquarters Talent Agency announced the appointment of Rick Roger to a position with the agency. He joins Headquarters after heading up his own agency, East-West Talent, since acquired by CMA (now ICM). While at CMA, Roger was in charge of the personal appearance department on the east coast.

### Star Show Set For Early June Airing

LOS ANGELES — The Star Show, a 60 minute late night weekly variety show featuring comedy and music, is now being recorded. The pilot episode, which features host Jimmy Walker, comedians David Letterman and Jay Leno, and singer Adele Blue, is scheduled for early June airing.

### CASHBOX-SUBSCRIPTION ORDER

119 WEST 57TH ST • NEW YORK N Y 10019 • JUDSON 6-2640

1 YEAR (52 ISSUES) \$60.00       OUTSIDE USA FOR 1 YEAR AIRMAIL \$110.00  
 1 YEAR FIRST CLASS/AIR MAIL (USA) \$105.00       1ST CLASS STEAMER MAIL \$80.00  
INCLUDING CANADA AND MEXICO

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_ TITLE \_\_\_\_\_

ADDRESS BUSINESS HOME \_\_\_\_\_  
STATE \_\_\_\_\_  
CITY \_\_\_\_\_ PROVINCE \_\_\_\_\_  
COUNTRY \_\_\_\_\_ ZIP CODE \_\_\_\_\_

NATURE OF BUSINESS \_\_\_\_\_ PAYMENT ENCLOSED \_\_\_\_\_

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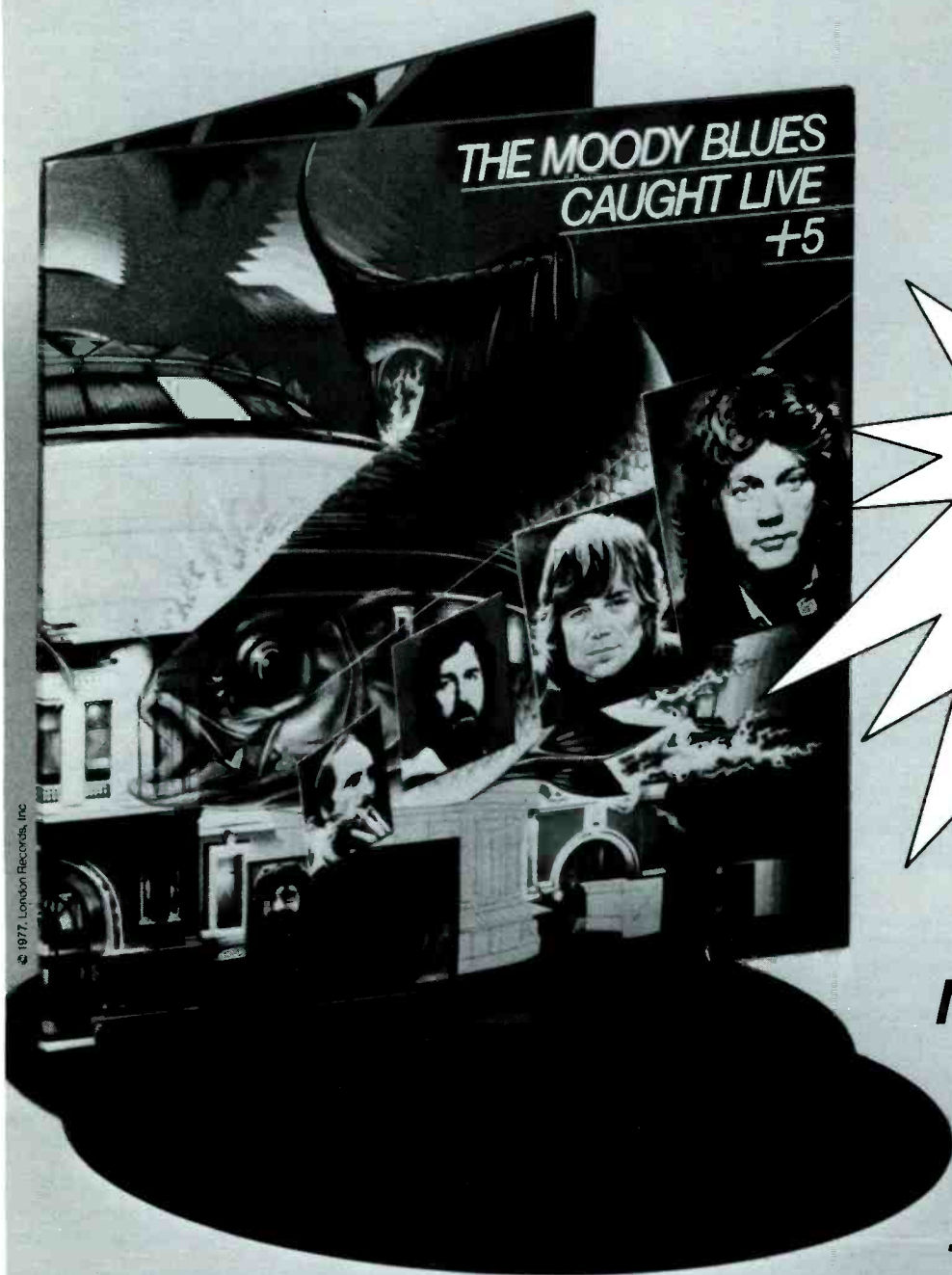
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*\*Recorded at The Royal Albert Hall, London.*

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# CASH BOX TOP 100 ALBUMS

June 4, 1977

		5/28	Weeks On Chart
1	<b>RUMOURS</b> FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98	15
2	<b>HOTEL CALIFORNIA</b> EAGLES (Asylum 6E-103)	7.98	24
3	<b>MARVIN GAYE AT THE LONDON PALLADIUM</b> (Tamia/Motown T7-352R2)	7.98	10
4	<b>THE BEATLES AT THE HOLLYWOOD BOWL</b> BEATLES (Capitol SMAS-11638)	7.98	3
5	<b>GO FOR YOUR GUNS</b> ISLEY BROTHERS (T-Neck/Epic PZ 34432)	6.98	9
6	<b>ROCKY</b> ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G)	6.98	14
7	<b>BOSTON</b> (Epic PE 34188)	6.98	39
8	<b>COMMODORES</b> (Motown M7-884R1)	7.98	10
9	<b>SONGS IN THE KEY OF LIFE</b> STEVIE WONDER (Tamia/Motown T13-340C2)	13.98	33
10	<b>BOOK OF DREAMS</b> STEVE MILLER BAND (Capitol SO-11630)	6.98	2
11	<b>A STAR IS BORN</b> STREISAND, KRISTOFFERSON (Columbia JS 34403)	8.98	26
12	<b>SILK DEGREES</b> BOZ SCAGGS (Columbia PC 33920)	6.98	65
13	<b>ENDLESS FLIGHT</b> LEO SAYER (Warner Bros. BS 2962)	6.98	29
14	<b>LETOVERTURE</b> KANSAS (Kirshner/Epic PZ 34224)	6.98	31
15	<b>NIGHT MOVES</b> BOB SEGER (Capitol ST 11557)	6.98	31
16	<b>FOREIGNER</b> (Atlantic SC 18215)	6.98	11
17	<b>THIS ONE'S FOR YOU</b> BARRY MANILOW (Arista 4090)	6.98	42
18	<b>A ROCK AND ROLL ALTERNATIVE</b> ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	6.98	23
19	<b>ANIMALS</b> PINK FLOYD (Columbia JC 34474)	7.98	16
20	<b>IZITSO</b> CAT STEVENS (A&M SP 4702)	6.98	3
21	<b>CAROLINA DREAMS</b> MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	7.98	15
22	<b>EVEN IN THE QUIETEST MOMENTS . . .</b> SUPERTRAMP (A&M SP 4634)	6.98	7
23	<b>CHANGES IN LATITUDES — CHANGES IN ATTITUDES</b> JIMMY BUFFETT (ABC AB 990)	6.98	17
24	<b>SWEET FORGIVENESS</b> BONNIE RAITT (Warner Bros. BS 2990)	6.98	7
25	<b>RIGHT ON TIME</b> BROTHERS JOHNSON (A&M SP 4644)	6.98	3
26	<b>WORKS VOLUME 1</b> EMERSON LAKE & PALMER (Atlantic SC 2-7000)	13.98	9
27	<b>LIVE</b> BARRY MANILOW (Arista 8500)	11.98	1
28	<b>LET IT FLOW</b> DAVE MASON (Columbia PC 34680)	6.98	6
29	<b>SONGS FROM THE WOOD</b> JETHRO TULL (Chrysalis CHR 1132)	6.98	14
30	<b>THEIR GREATEST HITS</b> EAGLES (Asylum 7E-1052)	6.98	66
31	<b>TIME LOVES A HERO</b> LITTLE FEAT (Warner Bros. BS 3015)	6.98	4
32	<b>TEDDY PENDERGRASS</b> (Phila. Intl./Epic PZ 34390)	6.98	12
33	<b>UNPREDICTABLE</b> NATALIE COLE (Capitol SO 11600)	7.98	14

		5/21	Weeks On Chart
34	<b>DICKEY BETTS &amp; GREAT SOUTHERN</b> (Arista 4123)	6.98	7
35	<b>PARLIAMENT LIVE/P. FUNK EARTH TOUR</b> PARLIAMENT (Casablanca NBLP 7053)	8.98	3
36	<b>HEAVY WEATHER</b> WEATHER REPORT (Columbia PC 34418)	6.98	11
37	<b>COME IN FROM THE RAIN</b> CAPTAIN & TENNILLE (A&M SP 4700)	7.98	7
38	<b>DECEPTIVE BENDS</b> 10CC (Mercury SRM 1-3702)	7.98	4
39	<b>OL' WAYLON</b> WAYLON JENNINGS (RCA APL 1-2317)	6.98	4
40	<b>BURNIN' SKY</b> BAD COMPANY (Swansong/Atlantic SS 8500)	7.98	11
41	<b>LITTLE QUEEN</b> HEART (Portrait/CBS JR 34799)	7.98	2
42	<b>FLY LIKE AN EAGLE</b> STEVE MILLER BAND (Capitol ST 11497)	6.98	54
43	<b>TRYIN' TO GET THE FEELING</b> BARRY MANILOW (Arista AL 4060)	6.98	23
44	<b>A NEW WORLD RECORD</b> ELECTRIC LIGHT ORCHESTRA (United Artists LA 679G)	6.98	31
45	<b>YEAR OF THE CAT</b> AL STEWART (Janus JXS 7022)	6.98	35
46	<b>GREATEST HITS</b> LINDA RONSTADT (Asylum 7E-1092)	6.98	25
47	<b>A REAL MOTHER FOR YA</b> JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	6.98	8
48	<b>IN FLIGHT</b> GEORGE BENSON (Warner Bros. BSK 2983)	7.98	17
49	<b>ANY WAY YOU LIKE IT</b> THELMA HOUSTON (Tamia/Motown T6-345S1)	6.98	25
50	<b>ANGEL</b> OHIO PLAYERS (Mercury SRM-1-3701)	7.98	10
51	<b>CELEBRATE ME HOME</b> KENNY LOGGINS (Columbia PC 34655)	6.98	6
52	<b>CONQUISTADOR</b> MAYNARD FERGUSON (Columbia PC 34457)	6.98	10
53	<b>ROCK AND ROLL OVER</b> KISS (Casablanca NBLP 7037)	6.98	29
54	<b>BEST OF THE DOOBIES</b> DOOBIE BROTHERS (Warner Bros. BS 2978)	6.98	29
55	<b>LOVE AT THE GREEK</b> NEIL DIAMOND (Columbia KC 2-34404)	11.98	15
56	<b>ASK RUFUS</b> RUFUS FEATURING CHAKA KHAN (ABC 975)	6.98	18
57	<b>WINGS OVER AMERICA</b> WINGS (Capitol SWCO 11593)	14.98	24
58	<b>A PLACE IN THE SUN</b> PABLO CRUISE (A&M SP 4625)	6.98	15
59	<b>REO LIVE</b> (Epic PEG 34494)	7.98	13
60	<b>JEFF BECK WITH THE JAN HAMMER GROUP LIVE</b> (Epic PE 34433)	6.98	10
61	<b>A PERIOD OF TRANSITION</b> VAN MORRISON (Warner Bros. BS 2987)	6.98	5
62	<b>GOLD PLATED</b> CLIMAX BLUES BAND (Sire/ABC SASD 7523)	6.98	9
63	<b>SLAVE</b> (Cotillion/Atlantic SD 9914)	6.98	11
64	<b>FLEETWOOD MAC</b> (Warner Bros. MS 2225)	6.98	97
65	<b>PART 3</b> KC & THE SUNSHINE BAND (TK 605)	6.98	33
66	<b>. . . , AHH, THE NAME IS BOOTSY, BABY</b> BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)	6.98	18

		5/21	Weeks On Chart
67	<b>BIGGER THAN BOTH OF US</b> HALL & OATES (RCA APL1-1467)	6.98	41
68	<b>ELEGANT GYPSY</b> AL DIMEOLA (Columbia PC 33461)	6.98	7
69	<b>HERE AT LAST . . . BEE GEES . . . LIVE</b> (RSO RS-2-3901)	11.98	1
70	<b>A RETROSPECTIVE</b> LINDA RONSTADT (Capitol SKBB 11629)	7.98	4
71	<b>LACE &amp; WHISKEY</b> ALICE COOPER (Warner Bros. BSK 3027)	7.98	3
72	<b>SONGS OF KRISTOFFERSON</b> KRIS KRISTOFFERSON (Columbia PZ 34687)	7.98	5
73	<b>JOHN DENVER'S GREATEST HITS VOL. 2</b> (RCA CPL 1-2195)	7.98	14
74	<b>PETER GABRIEL</b> (Atco SD 36-147)	6.98	14
75	<b>SOUTHERN NIGHTS</b> GLEN CAMPBELL (Capitol SO 11601)	7.98	12
76	<b>TRAVELIN' AT THE SPEED OF THOUGHT</b> O'JAYS (Phila. Intl./CBS PZ 34684)	6.98	2
77	<b>INDIAN SUMMER</b> POCO (ABC AB 989)	6.98	4
78	<b>ANYTIME . . . ANYWHERE</b> RITA COOLIDGE (A&M SP 4616)	6.98	11
79	<b>ROUGH DIAMOND</b> (Island ILPS 9490)	6.98	5
80	<b>FRIENDS AND STRANGERS</b> RONNIE LAWS (Blue Note/UA BNLA 730H)	7.98	5
81	<b>FRAMPTON COMES ALIVE</b> PETER FRAMPTON (A&M SP3703)	7.98	70
82	<b>NETHER LANDS</b> DAN FOGELBERG (Full Moon/Epic PE 34185)	7.98	1
83	<b>LOVE STORM</b> TAVARES (Capitol STAO 11628)	6.98	6
84	<b>NOW DO-U-WANTA DANCE</b> GRAHAM CENTRAL STATION (Warner Bros. BS 3041)	6.98	7
85	<b>CAR WASH</b> ORIGINAL SOUNDTRACK (MCA 2-6000)	7.98	37
86	<b>DESTROYER</b> KISS (Casablanca NBLP 7025)	6.98	30
87	<b>KENNY ROGERS</b> (United Artists LA 689G)	6.98	6
88	<b>A MAN MUST CARRY ON</b> JERRY JEFF WALKER (MCA 2-6003)	7.98	3
89	<b>MAZE</b> (Capitol ST 11607)	6.98	16
90	<b>THIS TIME IT'S FOR REAL</b> SOUTHSIDE JOHNNY & THE ASBURY JUKES (Epic PE 34668)	6.98	7
91	<b>HURRY SUNDOWN</b> THE OUTLAWS (Arista AL 4135)	6.98	2
92	<b>WHAT YOU NEED</b> SIDE EFFECT (Fantasy F9513)	6.98	8
93	<b>UNMISTAKABLY LOU</b> LOU RAWLS (Phila. Intl./Epic PZ 34488)	6.98	9
94	<b>ROMANTIC JOURNEY</b> NORMAN CONNORS (Buddah/RCA 5682)	6.98	9
95	<b>VIOLATION</b> STARZ (Capitol SW 11617)	6.98	9
96	<b>SLEEPWALKER</b> KINKS (Arista AL 4106)	6.98	15
97	<b>MUSICMAGIC</b> RETURN TO FOREVER (Columbia PC 34682)	6.98	10
98	<b>I REMEMBER YESTERDAY</b> DONNA SUMMER (Casablanca NBLP 7056)	7.98	1
99	<b>KLAATU</b> (Capitol ST 11542)	6.98	10
100	<b>STILL TOGETHER</b> GLADYS KNIGHT & THE PIPS (Buddah/RCA 5689)	6.98	8



# INTERNATIONAL BEST SELLERS

## Holland

### TOP TEN 45s

- 1 **You're My World** — Guys & Dolls — Negram
- 2 **Nonstop Dance** — Gibson Brothers — CNR
- 3 **Oerend Hard** — Normaal — Telegram
- 4 **Sound And Vision** — David Bowie — Inelco
- 5 **Oh Me Oh My Goodbye** — Ariola
- 6 **Hotel California** — Eagles — WEA
- 7 **On The Border** — Al Stewart — Inelco
- 8 **Oh Boy** — Brotherhood Of Man — VIP
- 9 **Beautiful Rose** — George Baker Selection — Negram
- 10 **Cherchez La Femme** — Dr. Buzzard's Org. Savannah Band — Inelco

### TOP TEN LPs

- 1 **Rumours** — Fleetwood Mac — WEA
- 2 **The Year Of The Cat** — Al Stewart — Inelco
- 3 **Hotel California** — Eagles — WEA
- 4 **Luxury Liner** — Emmylou Harris — WEA
- 5 **Deceptive Bends** — 10cc — Phonogram
- 6 **Low** — David Bowie — Inelco
- 7 **Souvenirs** — Pussycat — Bovema
- 8 **Levenslang** — Robert Long — Vobema
- 9 **A Star Is Born** — Barbra Streisand & Kris Kristofferson — CBS
- 10 **Good Times** — Guys & Dolls — Negram

## Argentina

### TOP TEN 45s

- 1 **Por Favor Dime Que Si** — Los Moros — RCA
- 2 **Otro Ocupa Mi Lugar** — Miguel Gallardo — EMI
- 3 **Volando** — Bobby Crimson — Disfal; Chris de Burgh — EMI
- 4 **Recuerdos De Una Noche** — Los Pasteles Verdes — Microfon
- 5 **No Me Pregunten Como Es Mi Muchacha** — Nazareno — Philips
- 6 **Por Los Caminos Del Viento** — Rama — Philips
- 7 **Nena Me Gusta Tu Forma** — Peter Frampton — EMI
- 8 **Ojos Sin Luz** — Pomada — RCA
- 9 **Falso Amor** — Los Bukis — Microfon
- 10 **La Chica Mas Linda** — Los Iracundos — RCA

### TOP TEN LPs

- 1 **America** — Julio Iglesias — CBS
- 2 **Granada** — Placido Domingo — DGG
- 3 **Los Consagrados** — Selection — RCA
- 4 **Y Te Amaba** — Nicola di Bari — RCA
- 5 **Ruidos En Espanol** — Selection — Polydor
- 6 **En Vivo** — Julio Iglesias — CBS
- 7 **Comes Alive** — Peter Frampton — EMI
- 8 **Machine Head** — Deep Purple — EMI
- 9 **Por Siempre** — Nino Bravo — Polydor
- 10 **Trilogia De Amor** — Donna Summer — Microfon

## Great Britain

### TOP TEN 45s

- 1 **I Don't Want To Talk About It** — Rod Stewart — Riva
- 2 **Free** — Deniece Williams — CBS
- 3 **Ain't Gonna Bump No More** — Joe Tex — Epic
- 4 **The Shuffle** — Van McCoy — H&L
- 5 **A Star Is Born (Evergreen)** — Barbra Streisand — CBS
- 6 **Sir Duke** — Stevie Wonder — Tamla/Motown
- 7 **Lucille** — Kenny Rogers — United Artists
- 8 **Hotel California** — Eagles — Asylum
- 9 **Good Morning Judge** — 10cc — Philips
- 10 **Whodunnit** — Tavares — Capitol

### TOP TEN LPs

- 1 **Arrival** — Abba — Epic
- 2 **A Star Is Born** — Soundtrack — CBS
- 3 **Deceptive Bends** — 10cc — Philips
- 4 **Hotel California** — Eagles — Asylum
- 5 **IV Rattus Norvegicus** — The Stranglers — United Artists
- 6 **The Shadows 20 Golden Greats** — EMI
- 7 **Abba Greatest Hits** — Epic
- 8 **Beatles Live At The Hollywood Bowl** — EMI
- 8 **Endless Flight** — Leo Sayer — Chrysalis
- 10 **Animals** — Pink Floyd — Harvest

## France

### TOP TEN 45s

- 1 **L'Arche De Noe** — Sheila — Carrere
- 2 **Heureusement Que La Musique Est La** — Dave — CBS
- 3 **Drague Party** — Martin Circus — Vogue
- 4 **Bahia** — Georges Moustaki — Polydor
- 5 **Ooh La La** — Rubettes — Polydor
- 6 **Le Coeur En Deux** — Johnny Hallyday — Phonogram
- 7 **Mourir Aupres De Mon Amour** — Demis Roussos — Phonogram
- 8 **Je Vais A Rio** — Claude Francois — Fleche
- 9 **Pulstar** — Vangelis Papatthanassiou — RCA
- 10 **Don't Cry For Me Argentina** — Julie Covington — Barclay

### TOP TEN LPs

- 1 **Comme Une Plaf** — Claude Nougaro — Barclay
- 2 **Oxygene** — Jean-Michel Jarre — Polydor
- 3 **Animals** — Pink Floyd — EMI/Pathe Marconi
- 4 **My Name Is Mortimer** — Mort Shuman — Phonogram
- 5 **Musique** — France Gall — WEA
- 6 **Scisbury Hill** — Peter Gabriel — Phonogram
- 7 **Hotel California** — Eagles — WEA
- 8 **Trans Europe Express** — Kraftwerk — EMI/Pathe Marconi
- 9 **J'T'Aime Bien Lili** — Philippe Chatel — RCA
- 10 **Sicillienne En Sol Mineur (Bach)** — Wilhelm Kempff — Deutsch Gramophon

## Japan

### TOP TEN 45s

- 1 **Amayadori** — Masashi Sada — Warner/Pioneer
- 2 **Yumesaki Annayinin** — Momoe Yamaguchi — CBS/Sony
- 3 **Feeling** — High Figh Set — Toshiba/EMI
- 4 **Carmen 77** — Pink Lady — Victor Musical Industries
- 5 **Kaweranayi** — Kentaro Shimizu — CBS/Sony
- 6 **Chinmoku** — Goro Noguchi — Polydor
- 7 **Kanashiki Memory** — Hiromi Goh — CBS/Sony
- 8 **Yasashiyi Akuma** — Candies — CBS/Sony
- 9 **Hiren Hakusho** — Hiromi Iwazaki — Victor Musical Industries
- 10 **Sky High** — Jigsaw — Teichiku

### TOP TEN LPs

- 1 **Love Collection** — High Figh Set — Toshiba/EMI
- 2 **Private** — Takuro Yoshida — For Life
- 3 **Door Wo Akero** — Eikichi Yazawa — CBS/Sony
- 4 **Tomokazu Miura To Nakamatachi** — Akazukin Chan Himitsudayo — Warner/Pioneer
- 5 **Shokubutsushi** — Iruka — Crown
- 6 **Watarase Shoyoo** — Keyi Ogura — Crown
- 7 **Eagles** — Hotel California — Warner/Pioneer
- 8 **Boshoku** — Akira Inaba — Disco
- 9 **Candies 1/2** — Yasashiyi Akuma — CBS/Sony
- 10 **Soro Soro** — Akira Fuse — Myself/King

## Italy

### TOP TEN 45s

- 1 **Amarsi Un Po'** — Lucio Battisti — Numero 1
- 2 **Tu Mi Rubi L'Anima** — Collage — Saar
- 3 **Bella Da Morire** — Homo Sapiens — Rifi
- 4 **Miele** — Giardino dei Semplici — CBS
- 5 **Black Is Black** — La Belle Epoque — EMI
- 6 **Monica** — Santo California — Yep
- 7 **Alla Fiera Dell'Est** — Angelo Branduardi — Polydor
- 8 **Honky Tonky Train Blues** — Keith Emerson — Manticore
- 9 **No Woman No Cry** — Boney M. — Durium
- 10 **Ali Shuffle** — Alvin Cash — Brunswick

### TOP TEN LPs

- 1 **Io, Tu, Noi, Tutti** — Lucio Battisti — Numero Uno
- 2 **Alla Fiera Dell'Est** — Angelo Branduardi — Polydor
- 3 **Animals** — Pink Floyd — EMI
- 4 **Diesel** — Eugenio Finardi — Cramps
- 5 **Verita' Nascoste** — Le Orme — Philips
- 6 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 7 **Disco Inferno** — Trammps — WEA
- 8 **Over America** — Wings — EMI
- 9 **Hotel California** — Eagles — Asylum
- 10 **Love In C Minor** — Cerrone — WEA

## Australia

### TOP TEN 45s

- 1 **Don't Cry For Me Argentina** — Julie Covington — MCA
- 2 **Living Next Door To Alice** — Smokie — Rak
- 3 **Don't Give Up On Us** — David Soul — Private Stock
- 4 **You And Me** — Alice Cooper — Warner Bros.
- 5 **Love Has No Pride/Fly Away** — Daryl Braithwaite — Razzle
- 6 **Love Theme From "A Star Is Born" (Evergreen)** — Barbra Streisand — CBS
- 7 **This Is Tomorrow** — Bryan Ferry — Polydor
- 8 **When I Need You** — Leo Sayer — Chrysalis
- 9 **Torn Between Two Lovers** — Mary Macgregor — Ariola
- 10 **That's Rock And Roll** — Shaun Cassidy — Warner Bros.

### TOP TEN LPs

- 1 **A New World Record** — Electric Light Orchestra — United Artists
- 2 **In Your Mind** — Bryan Ferry — Polydor
- 3 **A Star Is Born (Soundtrack)** — Streisand/Kristofferson — CBS
- 4 **Rumours** — Fleetwood Mac — Warner Bros.
- 5 **Hotel California** — Eagles — Asylum
- 6 **Even In The Quietest Moments** — Supertramp — A&M
- 7 **Evita** — MCA
- 8 **Lace And Whiskey** — Alice Cooper — Warner Bros.
- 9 **Diamantina Cocktail** — Little River Band — EMI
- 10 **Frampton Comes Alive** — Peter Frampton — A&M

## Brazil

### TOP TEN 45s

- 1 **Isn't She Lovely** — Stevie Wonder — Top Tape
- 2 **I Never Cry** — Alice Cooper — WEA
- 3 **Baby I Love Your Way** — Peter Frampton — Odeon
- 4 **My Dear** — Manchester — Top Tape
- 5 **If You Leave Me Now** — Chicago — CBS
- 6 **Tranquei A Vida** — Ronnie Von — RCA
- 7 **Tonight's The Night** — Rod Stewart — WEA
- 8 **Fim De Tarde** — Claudia Telles — CBS
- 9 **When You're Gone** — Maggie MacNeal — WEA
- 10 **Hold Back The Water** — Bachman-Turner Overdrive — Philips

### TOP TEN LPs

- 1 **Music Power** — Various — K-Tel
- 2 **Duas Vidas** — Various — Som Livre
- 3 **O Progresso** — Roberto Carlos — CBS
- 4 **Maria Baiana Maria** — Benito di Paula — Copacabana
- 5 **Meus Caros Amigos** — Chico Buarque — Philips
- 6 **New York City Discotheque** — Various — Top Tape
- 7 **Songs In The Key Of Life** — Stevie Wonder — Top Tape
- 8 **Geraes** — Milton Nascimento — Odeon
- 9 **Globo De Ouro** — Various — Som Livre
- 10 **Estupido Cupido** — Various — Som Livre

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MINUTES A  
RADIO STATION  
PLAYS A SONG  
WRITTEN BY...

BOB

CREWE

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