

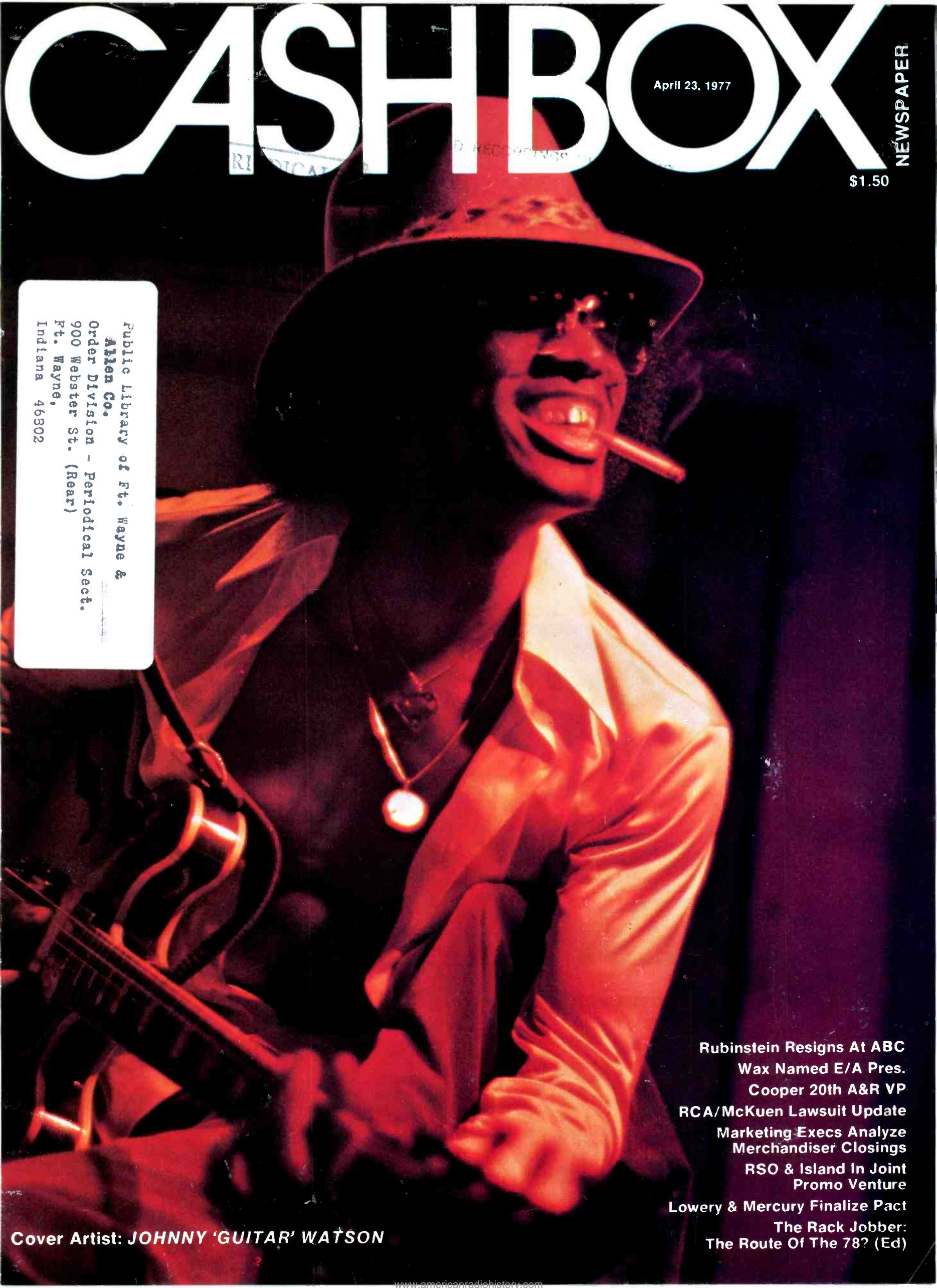
CASH BOX

April 23, 1977

NEWSPAPER

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Rubinstein Resigns At ABC
Wax Named E/A Pres.
Cooper 20th A&R VP
RCA/McKuen Lawsuit Update
Marketing Execs Analyze
Merchandise Closings
RSO & Island In Joint
Promo Venture
Lowery & Mercury Finalize Pact
The Rack Jobber:
The Route Of The 78? (Ed)

Cover Artist: JOHNNY 'GUITAR' WATSON

This one's goin' out to you, from George Duke.



PE 34469

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April 12	My Father's Place, Roslyn, L.I., N.Y.
April 13, 14, 15 & 16	Bijou, Philadelphia, Pa.
April 18, 19	M-Lord, Montreal, Canada
April 21, 22, 23, 24	Bottom Line, New York, N.Y.
26, 27, 28, 29 & 30,	Pall's Mall, Boston, Mass.
May 1	Pall's Mall, Boston, Mass.
May 2 & 3	El Macombo, Toronto, Canada
May 4, 5, 6, 7 & 8	Cellar Door, Washington, D.C.
May 10, 11	Great American Music Hall, San Francisco, Calif.
May 12, 13, 14 & 15	The Roxy, Los Angeles, Calif.

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CASH BOX

VOLUME XXXVIII — NUMBER 49 — April 23, 1977

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cash box editorial

Rack Jobbers, 78's And Dinosaurs . . .

The question facing the industry, so aptly phrased by Capitol's Dennis White, is if Peaches and Wherehouse can or will expand to places like Hays, Kansas and Dubuque, Iowa, to replace mass merchandised locations that go out of the record business. That question remains unanswered.

One question that was answered, in a news story this week, is that most of the major manufacturers don't appear to be all that upset over the prospect that the mass merchandised locations, and maybe the rack jobbers, may go out of the music business.

There appears to be two separate viewpoints in the current controversy. One is that there will be enough full line retail record stores to pick up slack of the mass merchandiser closings. The other is that impulse sales will be lost, with the J.C. Penney shopper unwilling or unable to go into a full line retail store to make record purchases.

It would seem to us that the latter is a more accurate reflection of the truth. Yet the former statement seems to have more believers, at least according to many industry executives.

Or is the industry resigned to the loss of these departments and the possible extinction of the rack jobber? And are the industry's top merchandising executives beginning to write them off?

We have to admit surprise that there is this blase attitude concerning our future destiny. One source told us that the J.C. Penney company did \$40 million in records last year, and that they expect that to drop to \$20 million this year. \$20 million is a lot of money.

We'll just have to wait and see. Perhaps the rack jobber, the concept of rack jobbing and the mass merchandised locations, will go the route of the 78RPM, victrola and other relics of the past. We hope not. But the industry is apparently resigned to this happening.



NUMBER ONE SINGLE OF THE WEEK

HOTEL CALIFORNIA

EAGLES

Asylum E45386

Writers: Don Felder, Don Henley
& Glenn Frey

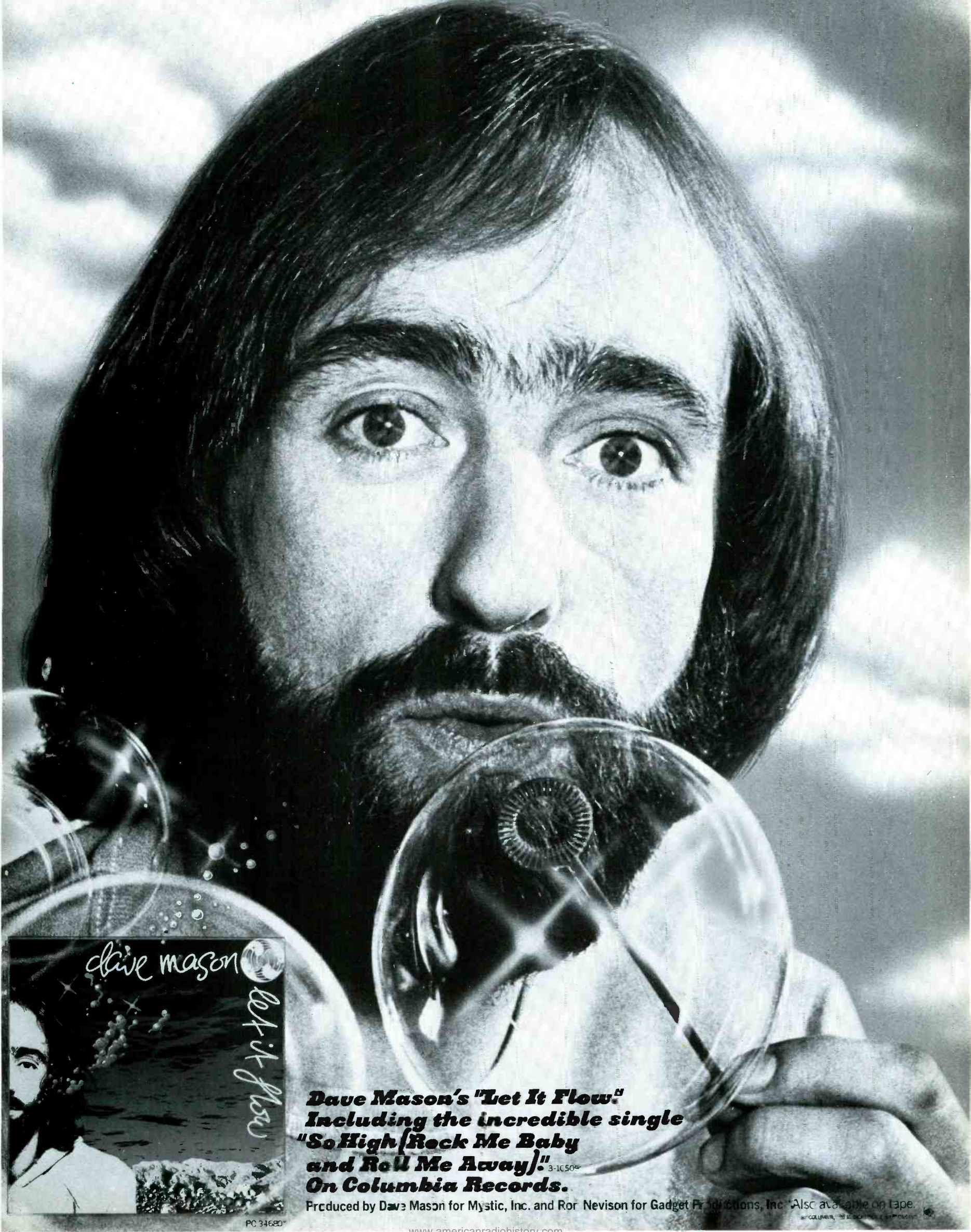
NUMBER ONE ALBUM OF THE WEEK

HOTEL CALIFORNIA

EAGLES

Asylum 7E-1084

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	Station	Affil.	Date	Air Time		Station	Affil.	Date	Air Time
Los Angeles	KTTV	Ind.	4/23	11:30-1	Green/Spart/Ash., SC	WLOS	ABC	4/23	10:30-12
Chicago	WCIU	Ind.	4/23	11-12:30	New Orleans	WDSU	NBC	4/23	12-1:30
Philadelphia	WPHL	Ind.	4/23	10:30-12	Birmingham	WBMG	CBS	4/23	12-1:30
San Francisco	KGO	ABC	4/24	11:45-1:15	Orlando/Daytona Beach	WESH	NBC	4/16	12:30-2
Detroit	WJBK	CBS	4/23	9:30-11	Grand Rapids/Kal.	WUHQ	ABC	4/23	11-12:30
Washington, D.C.	WTTG	Ind.	4/23	8:30-10	Louisville	WDRB	ABC	4/23	8:30-10
Cleveland	WUAB	Ind.	4/23	8-9:30	Dayton	WHIO	CBS	4/23	11:30-1
Pittsburgh	WPGH	Ind.	4/23	7-8:30	Albany/Schenec/Troy	WTEN	CBS	4/23	11:30-1
Houston	KHTV	Ind.	4/23	8:30-10	Syracuse/Elmira	WSYR	NBC	4/23	1-2:30
Minneapolis/St. Paul	KSTP	NBC	4/23	11:30-1	Norfolk/Portsmouth	WAVY	NBC	4/23	2-3:30
St. Louis	KDNL	Ind.	4/23	10:30-12	Greensboro/H. Point	WGHP	ABC	4/23	11:30-1
Miami/Ft. Lauderdale	WCIX	Ind.	4/23	10-11:30	Raleigh/Durham	WRDU	Ind.	4/24	1:30-3
Atlanta	WAGA	CBS	4/23	11:30-1	Shreveport	KSLA	CBS	4/23	11:30-1
Tampa/St. Petersburg	WTOG	Ind.	4/23	11:30-1	Jacksonville	WJKS	ABC	4/23	11:30-1
Seattle/Tacoma	KING	NBC	4/23	11:30-1	Mobile/Pensacola	WEAR	ABC	4/24	11-12:30
Baltimore	WBFF	Ind.	4/23	10-11:30	Lexington	WTVQ	ABC	4/23	6:30-8
Portland	KATU	ABC	4/23	11:30-1	Huntsville/Decatur	WONL	NBC	4/23	10:30-12
Denver	KWGN	Ind.	4/24	10:30-12	Wheeling/Stuebenville	WTRF	NBC	4/24	1:30-3
Kansas City	KBMA	Ind.	4/23	9-10:30	Augusta	WJBF	ABC	4/23	11:15-12:45
Nashville	WNGE	ABC	4/23	11:30-1	Dothan	WDNH	ABC	4/23	10:15-11:45
Memphis	WMC	NBC	4/23	10:30-12	Canton	WJAN	Ind.	4/23	10:30-12
Charlotte	WRET	Ind.	4/23	9:30-11	Selma	WSLA	CBS	4/23	9-10:30
Columbus	WTVN	ABC	4/23	11-12:30	Worcester	WSMW	Ind.	4/23	10-11:30

...and on

"THE RICHARD PRYOR SPECIAL"

May 5th, NBC-TV



Produced by Mickey Stevenson

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RECORDS & TAPES

Rubinstein Quits Chairman's Post At ABC Records



NEW YORK — Jerry Rubinstein has resigned as chairman of ABC Records, citing basic policy differences as the reason for his action. The move is effective immediately.

In a prepared statement issued by the American Broadcasting Co. Inc., Leonard Goldenson, chairman, and Elton Rule, president of ABC Inc., indicated that they regretted Mr. Rubinstein's resignation and wished him well in his future endeavors.

ABC's record division has been a money loser for two years now, and it is believed that the \$7.4 million deficit posted by the division in 1976 may have resulted in Rubinstein's leaving.

ABC Records is the second largest revenue generating division of the entertainment conglomerate behind broadcasting, with revenues that have increased from \$82.5 million in 1972 to \$187.58 million last year. However, 1974 was the last profitable year for the division when it posted earnings of \$4.19 million. The following year that figure plunged to a \$28.28 million deficit.

These figures have been further aggravated by the spectacular success scored by the broadcasting arm last year. Net earnings were up a whopping \$86.8 million to \$150.42 million, enabling earn-

(continued on page 48)

Judge Ponders McKuen Class Action Bid; Possible Industry-Wide Implications Seen

By Mark Mehler

NEW YORK — A federal judge has taken under advisement a motion by Rod McKuen that would include over 1,200 artists and publishers as plaintiffs in a \$60 million class action lawsuit against RCA Records.

In his original complaint filed last year, McKuen, who was under contract and recorded seven albums for RCA between 1965 and 1968, claims the label pressed and sold his albums as "instant cutouts" for a fraction of their full wholesale price, and avoided full payment of royalties to which McKuen was entitled (*Cash Box*, April 16). McKuen further alleges that other artists on RCA have had their albums pressed and sold in this manner or "prematurely cutout" of the RCA catalog, thus also losing out on their full royalty payments.

According to McKuen, these violations occurred between 1971 and 1973, after he had reportedly purchased for \$175,000 all the masters to his albums. McKuen claims these abuses came to his attention with the appearance of large quantities of his albums on retail shelves.

RCA, in its written answer to the charges, stipulated that it had pressed and sold almost 9.5 million albums as "excess cutouts," but asserts that it paid a "full and fair" royalty to the artists and publishers, without violating their contracts.

Class Action Requested

McKuen's attorney, Lawrence Philips, of the firm of Philips and Mushkin, asked Federal District Judge Edward Weinfeld this week to certify the case as a class action. This would affect an estimated 359 recording artists and 896 publishers. However, Philips indicated that even as an individual action by McKuen, the suit would still be a "test case" with possible industry-wide ramifications.

In his oral arguments, McKuen's attorney said that (by distributing the albums as premature cutouts), RCA had not only breached McKuen's contract (which called

for a full royalty rate of 5%) but had also infringed on the albums' copyrights. He explained that RCA had "abused their privilege" to the copyright licenses by violating standard contract procedure calling for cutouts to be "leftover merchandise." As a result, Philips has asked the judge for an amendment to the original complaint, adding a charge of copyright infringement. This would not only allow for collection of larger damages (up to \$60 million), but would also make it more difficult for RCA to "bog the case down in jurisdictional problems," according to Philips.

RCA Responds

While RCA claims that the royalty it paid on those excess cutouts was in fact greater than the cutout royalty rate called for in the contracts, McKuen argues that he failed to receive even his required cutout royalty, which in his case was 5% of RCA's cutout sales.

Another key point in McKuen's case is

that RCA catalogs items at the full retail cost. According to McKuen, RCA decided to pay a royalty rate of \$.25 on the dollar for these manufactured cutouts, and rather than noting all the cutouts sold to distributors, misstated their audited figures to show 25 album sales at full price for every 100 albums sold at cutout price.

Philips further asserted that by stocking the retail market with McKuen's (and others') cutout product, RCA had in effect "damaged" its artists severely, by "drying up the market for their current product." He indicated that artists like McKuen were having a great difficulty in producing new product because of the glut of their cutouts on the market.

RCA is represented by Julius Berman of the firm of Kaye, Sholer, Fierman, Hays and Handler. Berman told Judge Weinfeld that if the class action petition is certified, it would necessitate a "slew of discovery motions," covering each individual album by each affected artist. Berman indicated that

(continued on page 48)

Wallichs Creditor Committee Named; CBS Owed \$90,000

by Alan Sutton

LOS ANGELES — The appointment of a seven-member creditor's committee was confirmed and a statement of debt totaling more than \$1.5 million was filed on April 11 at the Los Angeles Federal District Court House during a preliminary hearing in the Wallichs Music City bankruptcy proceeding.

Lawrence Meyerson, J.K. Eichenbaum &

Assoc., was named chairman of the creditor's committee. Other committee members include: Danny Adams, Phonodisc; George Hocutt, California Record Distributors; James McGinnis, Paul Thomas & Assoc.; Sidney Talmadge, Record Merchandising Co.; Dennis Wilkins, Capitol Records; and George K. Williams, Columbia Record Sales.

Columbia Records, to which Wallichs owes \$90,622, was the largest record company creditor, followed by RCA, \$37,767, and WEA, \$35,912.

Other Record Creditors

Among the other record industry creditors are: ABC, \$21,601; Allwest Record Distributors, \$4,638; Capitol Records, \$23,452; MCA Distributing Corp., \$22,145; In-Tune Music Distributing Corp., \$3,260; M.S. Distributing Co., \$14,136; Nehi Record Distributing Corp., \$225; Peters International, \$3,010; Record Merchandising, \$22,659; Phonodisc, \$19,106; Record Rack, \$12,527; and Springboard Distributing Co., \$1,085.

By way of comparison, electronics industry creditors include: Marantz Company, Inc., \$.00; Maxwell Corp. of America, \$1,684; Memorex Corp., \$7,338; Panasonic Special Products Div. Matsushita Electronics Corp. of America, \$731; Sankyo Seiki (America), Inc., \$10,165; Pioneer Electronics, \$1,015; Sanyo Electronics, \$65; U.S. Pioneer Electronics Corp., \$.00; Audio Magnetics Corp., \$2,693; The Wurlitzer Company, \$.00; Craig Corp., \$6,281; and Koss Corp., \$1,743.

Judge James R. Dooley presided over the hearing, which was the first meeting of creditors since Wallichs filed for relief under Chapter XI of the bankruptcy laws last March 8.

Also present at the meeting was John O'Leary, president of Wallichs Music and Entertainment Corp. (the parent company), who was questioned by Judge Dooley about the state of Wallichs' operations.

Testifying under oath, O'Leary said that Wallichs had closed its last remaining warehouse and instituted a 20% cutback in its record division. In addition, he said that a reduction of the company's accounting department "is currently under review."

From the statement filed with the court, it appears that record industry creditors would be hit the hardest should Wallichs be declared legally bankrupt.

Reports Of Research Errors Don't Affect Haley Campaign

by Mark Mehler

NEW YORK — On the day a British newspaperman charged that Alex Haley's "Roots" was more of a novel than a historical document, Warner Brothers advertised the two-LP set. "Alex Haley Tells The Story Of His Search For Roots," in nine metropolitan markets surveyed by *Cash Box*.

Spokesmen at five large retail chains across the country indicated that sales of the \$9.98 list set had been fairly slow since its release late last month. However, a salesman at a Korvettes outlet in Philadelphia noted that sales had noticeably tailed off in the past week, coinciding with the publication of reporter Mark Ottaway's story in the *London Sunday Times*.

Accounts of Ottaway's charges appeared in many major American newspapers Sunday and Monday. The story stated that one of Haley's major sources, an African oral historian or "griot," was considered unreliable, and Ottaway further stated that Haley had misrepresented the village of his origin as being largely untouched by western civilization, when in fact that village had been a center of the slave trade.

In response, the author of the best-selling book said "Roots" was not meant to be a factual history, but a "symbolic"

history of his people. He said he had used the most accurate information available to him, although he conceded that having to rely on oral history for lack of written documentation could have caused certain errors of fact.

Ed Rosenblatt, vice president of sales and promotion for Warner Brothers, said even if there were inaccuracies, it did not detract from the overall impact of either the book or the spoken-word records.

"The thing is, nobody has ever been involved with a record like this," Rosenblatt

(continued on page 48)

Scaggs Albums Three For \$10 In Warehouse Sale

by Randy Lewis

LOS ANGELES — The Warehouse chain last week initiated a sale highlighted by several spot ads on local radio stations featuring the Boz Scaggs catalog at \$10 for any three LPs or \$13 for any three tapes, an average of \$3.33 for LP and \$4.33 for tape.

Although single LPs or tapes are not being sold at one-third of the three-for price, the average \$3.33 per LP and \$4.33 per tape represents a substantially lower ad-

(continued on page 54)

Wax Appointed As President Of Elektra/Asylum

LOS ANGELES — Steve Wax has been promoted to president of Elektra/Asylum Records. Wax, who joined EAR in 1974 as vice president of promotion, will be responsible for all A&R, promotion and artist development activities for the label.

Wax started his music business career in 1965 as a regional promotion man for Jubilee Records in New York. He moved to Bell Records in 1969, first as director of national promotion and then as vice president of national promotion.

"We're delighted that we can make this move with Steve," said Joe Smith, EAR chairman of the board, announcing the promotion. "He's one of the industry's brightest and most energetic executives and gives us a dynamic leadership team."





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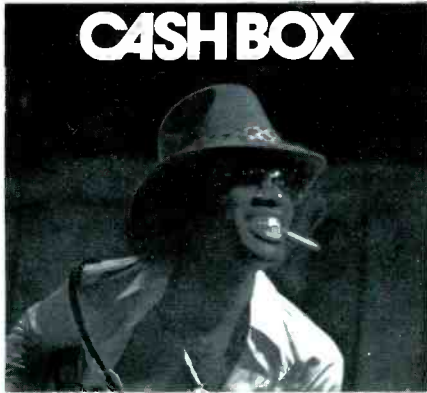
Cooper Now 20th Century A&R VP



LOS ANGELES — Harvey Cooper has been named senior vice president of A&R at 20th Century Records.

Cooper, who has served as senior vice president of marketing at 20th Century for over a year, previously owned a production

(continued on page 18)



Johnny Guitar Watson's "A Real Mother For Ya," his second album for DJM Records, marks the most recent step in a steadily building career. In its second week following release, the album is bulleting at #33 on the **Cash Box** Top 75 R&B Albums chart, and has ascended to #122 bullet on the **Cash Box** Top 200 Albums chart.

Last year saw Watson chosen top new male vocalist for pop and R&B albums in the **Cash Box** 1976 polls mainly on the strength of "Ain't That A Bitch," a top ten R&B album success.

Noted for the wry sense of humor in all his music, Watson is a multi-instrumentalist who became involved with music through church as a youngster in Texas. He moved to Los Angeles with his father before his teens, where he began entertaining, recording and writing. An early composition was "Gangster Of Love," which later became a hit when it was recorded by Steve Miller.

Watson will headline a 30-city cross-country tour with Soul Train this May. He has also produced an album by his own group, Watsonian Institution, for DJM Records.

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Mass Merchandiser's Cutbacks Jeopardizes Future of Rack Jobbers, Not Record Sales

by Dave Fulton

LOS ANGELES — The future of the rack jobber in the record business may be in jeopardy if general merchandise stores' record departments continue to be cut back and eliminated throughout the country (see separate story). In a **Cash Box** survey of record manufacturer marketing executives, the general attitude was one of concern over the loss of any potential record-selling outlet, but most believe that the full-line retailer will pick up most of the slack over the long run.

Commenting on the trend, Joe Carbone, vice president of national sales for United Artists, said, "Naturally, it's going to hurt. Every time somebody closes down an outlet where somebody buys records, it hurts us."

Arnie Orleans, national sales manager for A&M, noted, "I hate to see it happen to any considerable degree. Those stores are valuable outlets. I think it would bode ill for our industry if this were to proceed with any kind of speed and growth."

As far as the effect to business, Orleans added, "It would have minimal effect on marginal or up-and-coming product. It would have a profound effect if you're talking about thousands of locations."

"The essence is that these locations are shopped by impulse buyers. The impulse buyer who no longer sees records any longer at his friendly neighborhood K mart, Sears, Penney's or whatever, wouldn't be thinking of going to his full-line store to buy that number one album."

Expand To Everywhere?

In this same regard, Dennis White, Capitol vice president of national sales, said, "Is Peaches prepared to go to Hays, Kansas? Or the Warehouse to Wichita? Dubuque, Iowa? The thing we must remember is that in a lot of these outlying areas, the only action in town may be a K mart or a J.C. Penney store."

"We feel that retail expansion is exciting and helping overall industry volume, but losing the other end will hurt sales volume."

Both White and John Frisoli, executive vice president and general manager for Phonodisc, agree that the sporadic record buyer who uses her department store

charge card for albums will probably be lost as a customer.

However, some industry leaders see this pairing of outlets as a boon for the full-line retailer. Skip Byrd, president of ABC Record Distributors, said, "I think we're going to see the re-emergence of the retailers. I think they know how to handle records; they specialize. And it gives record manufacturers a certain amount of control over their product at a regional level."

Vic Faraci, WEA's vice president of marketing, explained that "the addition of any record store picks up additional sales. As long as retail stores open up, we won't lose sales. The record store takes care of the needs of one kind of consumer, and the department store customer is sometimes another kind. We need both in order to make product available to all styles of consumers."

Dick Sherman, vice president of marketing and sales at Casablanca, said,

Dept. Stores Cut And/Or Eliminate Record Sections

LOS ANGELES — Since Jan. 1, a number of department stores have announced the reduction or elimination of their record departments. For example, the Broadway stores, a chain of 43 outlets, reported the phasing out of their record departments by August of this year (**Cash Box**, April 2). Woolworth's opened their first new store without records and indicated that the departments may be excluded from other new stores and pulled from their active locations (**Cash Box**, Feb. 26).

J.C. Penney Co. has made records optional in the 400 of its 2070 stores that carry albums and added that no record departments would be included in outlets opened after July 1 (**Cash Box**, Feb. 19). With the elimination of the ABC-leased record departments in Gimbels, they have suggested the probable ending of record selling in the chain (**Cash Box**, April 16). In addition, May Co. affiliates in Florida and Ohio are phasing out records and cutting back their departments by half, respectively.

"We're not happy to lose any record outlet. On the other hand, there are some record outlets that shouldn't have been in the record business in the first place as evidenced by their high percentage of returns. They don't buy properly, they never policed the department properly, they never hired adequate help and as a consequence, they never really merchandised and sold anyway."

Concerning the potential loss of revenue by the elimination of mass merchandised record departments, Sherman added that the retailers "would pick up the slack if there are just a few major outlets that go out."

Carbone, commenting on the future role of the retailer, said, "We hope they would look at this as an opportunity for themselves to justify their existence. These are people who sell only records, whereas these other people have used them as a loss leader."

"This could be a tremendous opportunity for those people who are located in malls and things like that to take up the slack."

According to Orleans, "Some of them (impulse buyers) will be picked up, but what percentage would be, I wouldn't know. The loss will be picked up in part, not just by these full-line retailers as they exist today, but through their normal expansion. I'm just afraid that a certain percentage of it, at least for a long time, will be lost on hit product."

Mike Luska, Motown vice president of marketing, noted, "It will be a long time before you get that person over 40 years old to go into these (retail) stores. But, once they do get in there and find that these people, regardless of how they look, are pleasant to do business with, I think you'll see an increase."

He also said that the decrease in the number of mass merchandised record departments hasn't hurt his volume because those sales reflect a "false volume." The returns from a full-line retailer are much lower, he pointed out, and the product at department stores, when not properly merchandised, usually results in no sale.

Racks Account For 40-60%

Between 40-60 percent of albums and tapes are merchandised through rack jobbers, estimates Jack Kiernan, division vice president of marketing for RCA. He doesn't believe that the racks ever accounted for more than 60 percent of the business.

Today, the percentage of business done by the rack jobber runs about 60 percent for ABC's Byrd, which is virtually the same as a year ago. Sherman agrees with this figure and has also seen little percentage

(continued on page 54)

RSO, Island To Join Forces For New Promotion Venture

LOS ANGELES — RSO Records and Island Records will combine promotion efforts May 1 with a consolidated field force of 24 promotion specialists to work single and LP releases from both labels.

Called RSO/Island Promotion, the field team, which will rival promotion departments of larger labels in size, will be based in Los Angeles under the direction of Rich Fitzgerald, formerly national director of promotion for RSO.

Plans to consolidate forces were developed by Charley Nuccio, Island's president and Al Coury, president of RSO.

"It will validate the theory of strength in numbers," said Coury, "and both Charley Nuccio and I are confident that, once this pioneering effort is proven successful, other labels of corporation size will be obliged to evaluate this type union in terms of their own field promotion needs."

While RSO/Island Promotion blends the field forces of the two labels under Coury's management, both labels will retain total autonomy in all other operations.

"It's not a merger, a joint venture or anything similar," explained Nuccio. "It's a new idea predicated on the oldest of virtues — common sense. More is better."

The first product that the joint promotion

team will handle will be LPs and singles by Rough Diamond, Bob Marley and Stevie Winwood from Island, and the Jack Bruce Band, Andy Gibb and The Bee Gees Live albums on the RSO label.



DEES DEBUT — Stephen Dees, RCA recording artist, has stepped out from his usual spot as bassist for Daryl Hall and John Oates to lead his own band in a solo cross-country tour. The tour coincides with the release of Dees' debut album, "Hip Shot," produced by Hall. Pictured after Dees' recent performance at the Bottom Line in New York are, from left: Ray Anderson, division vice president of promotion for RCA Records; Mel Ilberman, division vice president of domestic operations for RCA Records; Dees; Ken Glancy, president of RCA Records; Hall; and Tommy Mottola, Dees' manager.



KANSAS IN NEW YORK — Kirshner recording artists Kansas played two recent performances at New York's Palladium, and were later hosted by Kirshner and CBS Records at a party where they received platinum awards for their LP "Leftoverture." Pictured from left are: Steve Walsh of Kansas; Don Kirshner, president of Kirshner Records; Walter Yetnikoff, president of the CBS Records Group; Rich Williams and Phil Ehart of Kansas; Bud Carr, Kansas' manager; Kerry Livgren and Dave Hope of Kansas; Ron Alexenburg, senior vice president of Epic Records and the associated labels; Robby Steinhardt of Kansas; Tony Martell, vice president and general manager of the associated labels; and Jim Tyrrell, vice president of marketing for Epic and the associated labels.

First Live Beatle Set Scheduled For June; 13 Unavailable Tracks

NEW YORK — A 2-LP live Beatles set, containing 13 songs which have never been included on any previous Beatles album, will be issued in the U.S. in early June on Lingasong Records of England, which is distributed here by HH Licensing Corp. All of the album's material was recorded at the Star-Club in Hamburg, Germany in 1962.

The full tracking list is as follows: Side One — "I Saw Her Standing There," "Roll Over Beethoven," "Hippy Hippy Shake," "Sweet Little Sixteen," "Lend Me Your Comb" and the Fats Waller classic, "Your Feet's Too Big."

Side Two — "Twist And Shout," "Mr. Moonlight," "A Taste Of Honey," "Besame Mucho," "Reminiscing" and "Kansas City."

Side Three — "Ain't Nothing Shakin' Like The Leaves On A Tree," "To Know Her Is To Love Her," Marlene Dietrich's "Falling In Love Again," which features a solo by Paul McCartney; "Little Queenie," a Rolling Stones concert staple; "Ask Me Why," "Be Bob Ba Lula" and Ray Charles' "Halleluja I Love Her So."

Side Four — "Red Sails In The Sunset," "Everybody's Trying To Be My Baby," "Matchbox," "Talkin' Bout You," "Shimmy Shake," "Long Tall Sally" and "Remember You."

11 Of 15 Fastest-Growing Drug Chains To Retain Records Despite Recent Eliminations

by Randy Lewis

LOS ANGELES — Although two large drug store chains have recently cut back or eliminated their record departments (**Cash Box**, April 9), 11 of the 15 fastest-growing drug store operations still stock records in some or all of their stores.

Of those 11 that carry records, seven have full-line departments featuring current best-sellers as well as promotional records, cut-outs and \$1.99 specialty records, according to a **Cash Box** survey.

Representatives at four large chains reported they stocked no records whatsoever. The philosophies at each of these companies were similar, with buyers' comments usually including "we couldn't make any money on them (records)," or "we have just never handled records."

Among the chains with record departments, practices and policies vary greatly. At the 76-store Pay Less chain headquartered in Oregon, for instance, merchandiser Terry Solander said, "All of our stores have full-line, maintained record departments."

"They have always been important to us," he said. "I suppose we are more extensively into them than most other drug store chains."

All Pay Less stores are racked by J.L. Marsh, the buyer said.

Staff Restructuring Tops Priorities For Chicago NARM Board Member Meeting

by Jeff Crossan

LOS ANGELES — NARM executives will discuss plans to restructure the association's professional staff at the next board of director's meeting in Chicago, April 28-29. Announcements of staff and organizational changes may be ready when the board meets in New Orleans in June, according to George Souvall, NARM chairman of the board.

"The first thing we are going to do is restructure the staff," said Souvall. "Then we'll look at the organization. I imagine there are going to be some (organizational) changes but what they'll be and how they're finalized would be premature to discuss at this point."

Also topping the board's list of priorities is the search for a new president to succeed Jules Malamud, who resigned the post effective April 22, after 16 years service.

"What we're really interested in finding is not a replacement as such for Jules, but an addition to the staff," Souvall said. "We want somebody young, somebody educated, with new ideas."

A number of applicants have already submitted resumes to Daniel Heilicher, who is heading the search committee to find a successor, Souvall reported.

John Cohen, president of Disc Records

Lowery Pacts With Mercury To Develop, Produce Artists

by Ken Terry

ATLANTA — Phonogram Inc./Mercury Records has entered into a production agreement with Lowery Music here. The pact calls for albums produced by Bill Lowery's diversified music firm to be released on the Mercury label, while featuring the Lowery logo.

Under the terms of the agreement, a minimum of three such LPs, each by a different act, will be released during the next year, with the number of releases gradually increasing over the pact's duration. The first two groups to be produced by Lowery for Phonogram will be Garfield Ruff from

Greenville, South Carolina, and Atlanta's Younguns.

The agreement was jointly announced by Irwin Steinberg, president of Phonogram/Mercury, and Bill Lowery at a banquet at Atlanta's Standard Club. Both of Lowery's new acts performed at the dinner, which was attended by a number of key Mercury executives.

Spotlight On Atlanta

In a prepared statement, Lowery called the pact "good for the Atlanta recording industry, because with at least three acts a year being produced, we'll have that much more activity here. We will concentrate on Atlanta acts because that's what we've been working with for 25 years."

Bill Lowery has long been a potent force in the Atlanta music scene. His organization encompasses music publishing, independent promotion and studio production. In Atlanta, he owns one recording studio and co-owns another with Buddy Buie, manager of the Atlanta Rhythm Section. He has been instrumental in developing and exposing a number of acts ranging from Tommy Roe and Joe South to the Atlanta Rhythm Section and Starbuck.

"We have gone to the most visible man in Atlanta music," remarked Charles Fach, executive vice president and general manager of Phonogram/Mercury. Fach further noted that Mercury has had ties with Lowery since 1958, when he brought Ray Stevens to the label.

Good Springboard

Fach stated that there is a "90% probability" that Mercury will open an office in Atlanta. Noting that the company broke R&B artist William Bell in Atlanta, Fach lauded the area's "good promotional aspects." With the Lowery connection and with all the Mercury promotion people already stationed here, Fach said Atlanta could become a good springboard for breaking acts nationally "in our own backyard."

(continued on page 48)

and NARM vice chairman, will likely be named chairman for 1978, according to Souvall who explained that it is traditional for the vice chairman to succeed the chairman each year. Cohen, who also served as convention chairman this year, says he would like to make next year's convention more practical for NARM's membership.

"I'd like to see NARM tackle individual problems, important problems," Cohen said. "We have to get away from esoterics and take it down to the nitty gritty to find out what the industry needs and what the people need. For example I know that a full line retailer has to have someone help him with the inventories. If the price goes up how does he come up with enough money to handle inventories if he's not doing much more volume."

NARM would also benefit if more of the organization's members were able to serve on committees and if the manufacturers advisory committee was given a stronger voice in planning, Cohen said.

Browne Gets Platinum

LOS ANGELES — Jackson Browne's "The Pretender" album was certified platinum last week by the RIAA. The album, Browne's fourth, was released last November.

Korvettes Closes Fourth Quarter With High Hopes

NEW YORK — Responding to reports that it is performing poorly and may be up for sale, Korvettes Inc. has projected operating earnings up 25% in the fourth quarter of fiscal 1977 ending February 28.

The 58-store chain experienced its best Christmas season ever, according to David Brous, president of Korvettes. The chain is a subsidiary of Arlen Realty & Development Corp., and represented almost 80% of the parent company's total volume in fiscal 1976.

Brous denied there are plans to sell any Korvettes stores, and officials further discounted a published report that Arlen had been looking to sell the entire chain for \$80 million, but could not find a buyer.

Korvettes currently has options on two New York locations, in the Bronx and Brooklyn, both pending planning board approval. Chain executives have also announced planned expenditures of \$7 million to \$8 million to improve existing stores. More than half the chain's volume is now in hard goods, which includes records and tapes.

Brous concluded that it is still too early to estimate sales and earnings for the full fiscal 1977 period. However, he did note that the chain encountered its biggest problems during the past year in its furniture and carpet lines, where inventory reached excessive levels. He predicted that first and second quarter results for fiscal 1978 would improve significantly over last year.

Dart Drug, however, has an entirely different attitude about records. A merchandiser at Dart said a majority of the chain's 49 stores "stock promotional type records. But we have no current, on-going record section."

He said small profit margins and pilferage were the reasons Dart handled only promotional records. "Those have a different profit structure than best-sellers.

We use them as sale items."

Most other store drug chains fall somewhere between these two ends of the spectrum. Longs Drug Stores, a 100-store operation based in Walnut Creek, Calif., carries 45s, LPs and tapes in most stores, according to its record buyer.

"All merchandising is done at the store level," he said. "Each store manager can decide whether he wants to have records.

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TORNADER WATCH — Polydor celebrated the completion of Tornader's debut album "Hit It Again" and the single "Back Up" at a party held at Media Sound Studio in New York. Pictured (l-r) are: Sandy Torano, co-leader of the group; Jack Richardson, producer of the album; Larry Alexander, co-leader of the group; Irwin Steinberg, president of the Polygram Record Group; and Peter Glick, the group's manager.

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WRKT-Cocoa Beach
WGLF-Tallahassee
WLEQ-Bonita Springs
WBBQ-Augusta
WFLB-Fayetteville

KQDI-Great Falls
KRLC-Lewiston, Id.
KYLT-Missoula, Mo.
KTMS-Santa Barbara, Ca.
KATY-San Luis Obispo, Ca.
KBIM-Roswell, N.M.

WQTC-Two Rivers, Wis.
WACI-Freeport, Ill.
WWCK-Flint Mich.
WBGN-Bowling Green, Ky.
WCCW-Traverse City
KRIG-Odessa

KLWN-Lawrence
KJCK-Junction City
KJAS-Jackson, Mo.
KGMO-Cape Girardeau, Mo.
WAIL-Baton Rouge, La.
WIBM-Jackson, Miss.
KMKF-Manhattan, Kansas
KTGR-Columbia

3WD-Schenectady
WFEA-Manchester, N.H.
WQQW-Waterbury, Conn.
WTRY-Troy, N.Y.
WICC-Bridgeport, Conn.
WBAB-Babylon, N.Y.
WARM-Scranton, Penn.
WEEX-Easton, Penn.
WNBH-New Bedford
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Everybody's Inc. Alters Their Top Mgmt. Structure

LOS ANGELES — The six-store Everybody's Record chain based in Portland, Oregon, has undergone some organizational changes, according to Tom Keenan, president of Everybody's, "because of the new conceptions we have for our stores and where our needs are."

"The basic structure change," Keenan said, "was into a regional managership situation. There were a couple of advancements, but none of the major people left. We just did some re-aligning."

There are now two regional supervisors, one who oversees the four Oregon stores, the other having the two Washington locations under his jurisdiction.

Keenan said the new conception of the stores would reflect the attitude that "we are becoming more promotion oriented all the time."

"Most stores do some advertising. Sometimes they'll slap up a display and sometimes they won't. We like to tie it in all the way with a complete catalog display of the merchandise and any national display or promotion," Keenan said.

"We are slowly but surely becoming a complete catalog operation. We are not at that point yet, but we've been able to expand."

Three of the chain's six stores, Keenan said, have been physically increased in size in the past six months. "We also have plans to enlarge another couple before the year is out."

But as far as possibly adding new stores, Keenan said there is "nothing concrete as of today."

Besides the new regional supervisor plan, Everybody's now has two vice-presidents, although Keenan said this was one of the first policy changes and took place near the end of 1976.

"Don McCabe was raised to vice-president level to be equal to Michael Reff (Everybody's vice-president of promotion) in terms of his position in the company."

"Don is taking elements that both Michael and I were covering and is tying them together," Keenan concluded.



RETURN TO FOREVER — Columbia recording artists Return to Forever recently filled the Santa Monica Civic Auditorium in Los Angeles for two shows in which they played a number of tunes from their current LP, "Musicmagic." Shown backstage after the show (l-r) are: Ron Oberman, director of west coast merchandising for Columbia Records; Ron Moss, the group's manager; Don Ellis, national vice president of A&R at Columbia Records; LeVar Burton, star of "Roots"; Stanley Clarke of Return to Forever; Gerry Griffith, associate director of special markets and product management for Columbia Records and Chick Corea of Return to Forever.

LRC Signs With T.K. For Distribution; Pickwick Buys Groove Merchant Label

by Ken Terry

NEW YORK — LRC Records, recently formed by producer Sonny Lester, has signed a long-term, worldwide distribution agreement with T.K. Records.

The LRC Records roster consists of four artists: Joe Thomas, Jimmy McGriff, O'Donnel Levy and Lonnie Smith. Prior to the formation of LRC, all four had been signed to Groove Merchant, also run by Lester.

Groove Merchant, with its catalog of 73 recordings, was recently sold to Pickwick International, which had been distributing the label. Lester, however, has retained the rights to four major albums in current release by the artists now signed to LRC. They include "Keep On Lovin'" by Lonnie Smith; "Red Beans" by Jimmy McGriff; "Windows" by O'Donnel Levy; and "Feelin' From Within" by Joe Thomas.

Each of these albums is being rush released by T.K., carrying the new LRC logo and catalog number but with their original cover art.

In addition to the four LRC artists, Lester has retained the future recording rights to some of the artists he had signed to Groove Merchant.

Substantial Offer

Ironically, Pickwick's acquisition of the small jazz label grew out of its decision to discontinue all of its popular, full-priced proprietary record operations. The company took the first step in that direction late last year when it dissolved P.L.P. Records (**Cash Box**, December 25). Pickwick had been expected to cut Groove Merchant loose, too, and Lester had indicated that he might look elsewhere for distribution.

During negotiations to terminate the agreement between the two firms, however, Pickwick made what Lester termed "a very substantial offer" for Groove Merchant. He attributed Pickwick's interest in acquiring the label to the possibility of culling older "name" albums from it for a new economy line. "They got themselves a walk-in little gold mine if they put it out on budget. That's the reason they bought it."

Black Caucus To Seek Membership On C'right Tribunal

by Joanne Ostrow

WASHINGTON, D.C. — The word from the White House on the five nominees for the Copyright Royalty Tribunal to be appointed by the President is, "that list has yet to be finalized." The Copyright Office has heard nothing so far and, as the April 19 deadline draws near (six months from the enactment of the copyright law revision), the "informal feeling" at the Copyright Office is "they may not make it."

Late last week the Copyright Office was still getting copies of letters of endorsement sent to the White House, urging appointments to the five-member Tribunal.

Black Caucus Letter

The Black Congressional Caucus was among those endorsing types of appointees — no names mentioned — in a letter to President Carter. The caucus urged inclusion of blacks among the nominees, saying the tribunal's decisions "will have special implications for the significant numbers of black Americans who compose and arrange the music and lyrics of many of the nation's most popular songs. There is no question that black Americans generate a large percentage of total revenues in the music industries."

Caribou Loses 2 Top Executives

LOS ANGELES — Larry Fitzgerald, president of Caribou Management and vice president and general manager of Caribou Recordings has announced his resignation from both positions. Also at Caribou, Mark Hartley has resigned as vice president of promotion and marketing.

Fitzgerald, who has been at the helm of Caribou for ten years, plans to open his own management and record production company. Hartley, who joined Caribou last year after leaving a job as product manager for Epic Records, is also planning to pursue a career in record production and personal management. Both men will announce details of their plans soon.

Springsteen Promotion Maintains Visability

by Charles Paikert

NEW YORK — Bruce Springsteen's three album catalog on Columbia Records is currently the focus of a three week merchandising campaign conducted by the label in selected markets across the country.

The campaign, begun during the first week in April, has included newspaper print ads and FM radio spots in New York, Los Angeles, Cleveland, Boston, Atlanta and Chicago. Retail stores in the six metropolitan areas have also been sup-

plied with in-store displays for the catalog, according to Ron McCarrell, director of merchandising for Columbia Records. The cities, McCarrell noted, have been among Springsteen's strongest markets in the past.

Springsteen's first album, "Greetings From Asbury Park," has been highlighted in the campaign as featuring the original versions of "Blinded By The Light," and "Spirit In The Night," released as singles by Manfred Mann. The former reached the #1 position February 5 on the **Cash Box** Top

100 Singles chart for Mann.

The entire three album promotion was described by McCarrell as a "basic merchandising campaign to boost sales for the catalog." Springsteen's third album, "Born To Run," has been certified platinum, while sales for the first and second albums have totaled 400,000 and 450,000, respectively, according to record company figures.

Columbia, however, is currently considering releasing an edited version of "Rosalita," a seven minute song from Springsteen's second album, "The Wild, The Innocent And The E Street Shuffle," as a single.

Springsteen's inability to record a new album, because of a contractual dispute with his former manager Mike Appel, was cited by McCarrell as the primary reason for the current catalog promotion.

No tour has been scheduled to coincide with the promotional campaign.

Manilow LPs Awarded Double-Double Platinum

LOS ANGELES — Barry Manilow has been awarded double-double platinum LP awards for his Arista albums "This One's For You" and "Tryin' To Get The Feeling," both of which recently passed the two million unit mark. Arista officials report that more than 1.5 million Manilow albums have been sold in the last eight weeks.

Pickwick Plans For Spring Meeting On Am. Can Bid

WOODBURY, L.I. — Pickwick International has tentatively scheduled a meeting during the early part of June for shareholders of record April 25, if the proposed merger with American Can Co. is concluded. The agreement would require the approval of all Pickwick shareholders.

Negotiations between American Can and Pickwick officials have been underway for over two months. Under the proposed merger, American Can would make a cash payment of \$23 a share for all 4.4 million outstanding Pickwick shares.

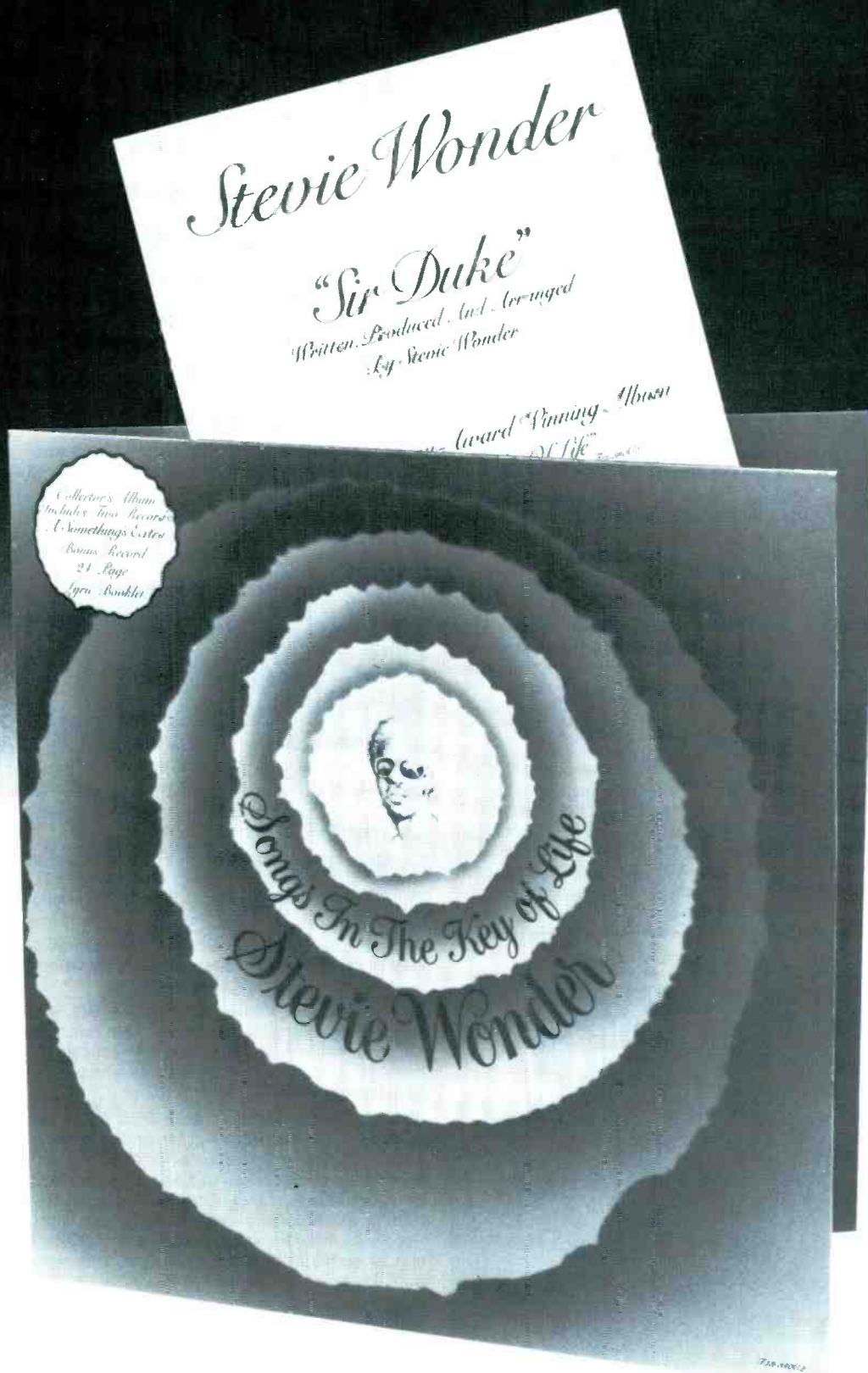
At the same time, Pickwick has declared a quarterly dividend of \$.08 per share, payable June 6 to shareholders of record May 6.

UA's Diante To Be Independent Producer

LOS ANGELES — Denny Diante, formerly vice-president of pop A&R for United Artists Records, has entered into an independent production agreement with the label. As part of the arrangement, Diante will produce selected artists for UA. He will also be involved with outside projects.



AMERAMA DEBUTS — Amerama Records recently celebrated its debut into the music business with a party at Imus restaurant in New York. Pictured at the party are from left: Maury Benkoll, executive vice president and general manager of Amerama; Lenny Salvador, Philadelphia sales manager of Schwartz Bros.; Aubrey Moore, general manager of Schwartz Bros.; Jerry Jacobs, Washington-Baltimore sales manager of Schwartz Bros.; Herb Goldfarb of Herb Goldfarb Associates; Jim Schwartz, president of Schwartz Bros.; and Len Rakliff of Universal Distributors in Philadelphia.



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Amherst Gears Major Campaign To Expose Label Name, Product

by Charles Paikert

NEW YORK — An extensive nationwide marketing campaign has been initiated by Amherst Records to promote the label's spring releases and to definitively establish the label's identity across the country, according to Lenny Silver, president of Transcontinent Record Sales, Inc., parent company of Amherst.

The campaign will focus on the promotion of David LaFlamme's new single release, "Easy Woman," and Bat McGrath's latest album, "Blue Eagle," and single of the same title. Also included will be Johnny "Guitar" Watson's latest album "A Real

Mother For Ya," and the "Danny Kirwan" album, both on the DJM label, distributed by Amherst.

Silver reported hiring additional marketing and promotional staffers for the spring campaign, which he described as unprecedented in the label's history.

Amherst Support

Silver cited Amherst's support of Watson's new album, which has been targeted for crossover sales, as an indication of Amherst's efforts to "enhance the image of the label." Amherst has sent out an elaborate promotional kit containing Johnny "Guitar" Watson posters, t-shirts, mobiles and window streamers to over 3,000 retail stores across the U.S. In addition, radio spots for both R&B and rock radio stations and local newspaper print ads have been purchased as part of the label's promotional strategy.

A bid to establish key Amherst and distributed label artists as album-oriented radio acts will also be included in the spring marketing campaign, according to Barry Lyons, national marketing director for Amherst.

Promo LP Designed

A promotional album designed in an FM format for in-store play has been prepared by Amherst, and will include selections from the latest albums by Watson and McGrath, LaFamme's "White Bird" album, and the debut album by Ozo, "Listen To The Buddha."

Also targeted for FM airplay are DJM albums "Twilight Asylum" by Oscar and "A Wish For A Season" by Kind Hearts And English, both currently shipping, as well as "Buzz" by Buzz Cason, and "Book Of Invasions . . . A Celtic Symphony," by the Irish rock group Horselips, both scheduled to be released in May.

CBS Readies Opening Of New West Coast Headquarters Building

LOS ANGELES — CBS Records has expanded and consolidated its west coast operations, moving to new offices at 1801 Century Park West in Los Angeles. The offices will now serve as western headquarters for Columbia and Epic and associated labels and as main offices of the newest CBS label, Portrait.

CBS officials said the move is expected to be completed by the end of April. Don Ellis, vice president of A&R for Columbia, and his staff have already moved in.

In addition to all CBS Records Los Angeles personnel, the new offices will house Columbia Record Productions, the custom manufacturing arm of the company; Columbia Magnetics, which markets Columbia blank tapes; Columbia Special Products; and April-Blackwood Publishing.

Del Costello, western regional marketing vice president of CBS Records, and the company's local L.A. promotion people will continue to be based at the CBS distribution branch in Encino.

Artists Visit New York



BACKSTAGE AT TULLY — True North/Island recording artist Bruce Cockburn debuted recently at New York's Alice Tully Hall. Pictured backstage are from left: Jonathan Takiff, music editor of the Philadelphia Daily News; Bobbi Silver, east-coast promotion representative for Island Records; Bernie Finklestein, president of True North Records; Cockburn; and Murray McLaughlan, a True North/Island recording artist.



EASTER SPECIAL — Asylum recording artist Steve Goodman was in New York recently to give some club and concert performances and help WNEW-FM with its Second Annual Easter Special. The program was broadcast on Vin Scelsa's show last Sunday morning. Pictured at the taping are from left: Mitch Kanner, New York promotion agent for Elektra/Asylum; Scelsa; Goodman; and Ralph Ebler, east coast general manager for E/A.

EXECUTIVES ON THE MOVE



O'Shea Appointed At Epic — Bud O'Shea has been appointed as director of marketing, west coast, for Epic Records, the associated labels and Portrait Records. He joined CBS Records in 1971 as local promotion manager, Epic Records, San Francisco, and in 1975 he was appointed as associate director of national promotion, Epic.

Fields To WEA — Warner-Elektra-Atlantic Corp. has appointed Oscar Fields as director of black music marketing. He joins WEA after having spent one year as manager of product merchandising with RCA Records, and will headquarter at WEA's offices in Burbank.

Jamieson Named At CBS — Bob Jamieson has been appointed as branch manager, New York, of CBS Records. He joined CBS Records in 1968 as an inventory clerk and has held various positions, both in sales and promotion within the northeast and midwest regions. He was most recently field sales manager, Elmhurst, branch manager, Minneapolis, and branch manager, Cleveland.

Powell To A&M — A&M Records has announced the appointment of Ken Powell as director of business affairs for the label. He comes to A&M after three years with the law firm of Mitchell, Silverberg and Knopf.

RCA Names Tyrrell — Thomas C. Tyrrell has been appointed director of business affairs for RCA Records. He has been a member of RCA's law department for three years, and had been an attorney with the law firm of Breed, Abbott and Morgan previously.



Esposito Appointed At April-Blackwood — Bob Esposito has been appointed as vice president of creative affairs for April-Blackwood Music. He was most recently director of east coast operations for April-Blackwood.

Elektra/Asylum Ups Pelley — Rip Pelley has been promoted to national coordinator/artist relations for Elektra/Asylum Records. In 1973 he joined E/A as a local promotion rep in Detroit, and in 1976 moved to Chicago following a promotion to regional artist relations for the label.

Shargo Appointed — Frank Shargo has been promoted to director of artist development, west coast, for Columbia Records. He was most recently director of product management, west coast, Columbia Records.

Fagen & Conner Named At ABC — ABC Record Distributors, Inc. has announced that Dennis Fagen and John Conner have been named branch managers of the company's Atlanta and Chicago branches, respectively. Fagen has been a salesman and field sales manager with ABC for the past four years. Conner is returning to the position he held for four years with ABC.

Casablanca Expands — Casablanca Record and FilmWorks has announced a major expansion of the company's press and artist development departments. Soozin Kazick has been appointed national director of publicity. Kazick, who began her career in publicity with Casablanca president Neil Bogart at Buddah Records, was most recently associate director of press and public information at CBS Records. Also joining the company is Ken Barnes as director of editorial services. Barnes comes to Casablanca from Radio & Records, where he was associate editor. Nellie Prestwood has been promoted to the position of manager of artist and press information, with Elaine Cooper promoted to tour publicity manager. Kathy Walters joins the department as publicity coordinator.



Sternberg Joins London — Harriet Sternberg has been appointed as director of publicity at London Records. She comes to London from Chappell Music, where she worked in the publicity and legal departments for three years.

Begor To Janus — Steve Begor has been appointed national director of marketing and advertising for Janus Records. He recently held the position of southern regional promotion for Buddah Records. Previously he was southern regional promotion man for Janus Records.

New Regional Directors At Atlantic — Barry Freeman, Atlantic's former local WEA promotion rep in Los Angeles, has been appointed west coast regional promotion director and Dick Reus, former local WEA promotion rep in Charlotte, has been appointed southern regional promotion director and is now based in Atlanta. In this capacity both regional promotion directors will be responsible for coordinating all promotional and related activities on a regional basis in their areas and will report directly to Larry King in New York, Atlantic's director of field operations. Freeman was local L.A. promotion rep since joining

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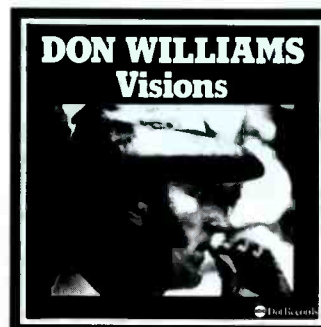
England's latest superstar has done it again.



Once more Don Williams is on top of the country charts with his latest single and album. And the same thing has happened in England. Only there, Don is a *pop* star who recently had four of the top five charted albums. And on a date in that country a short while back he had staunch fans Peter Townsend and Van Morrison in the audience with Eric Clapton on dobro.

The time has come to recognize Don for what he is: not a "country" superstar in the U.S., or a "pop" superstar in England, but a simple, straightforward superstar on anybody's turntable. And John Randolph of WAKY/Louisville agrees — Don's single just jumped

from 30 to 11 there in one week. Let's cross him over back home.



**"Some Broken Hearts
Never Mend" (DOA 17683)
From Don Williams' VISIONS
(DO 2064)**

On ABC/Dot Records and GRT Tapes

Washington D.C. Area Achieves Distinction As The Nation's Overall R&B Market Leader

by Charles Paikert

NEW YORK — Washington, D.C. is justifiably characterized by the record industry as the nation's premier r&b breakout market. Furthermore, Washington is increasingly establishing itself as a national leader in total r&b sales.

There are other distinguishing features of this multi-faceted market as well. Within the Washington metropolitan area, there can be found: four distinct sub-markets, a number of well-established, mall-oriented local retailers who maintain a relatively stable pricing structure, and an advertising strategy that is highly dependent on a diversified number of radio stations to sell record product.

The actual District of Columbia, excluding Georgetown, encompasses the bulk of Washington's r&b record buying audience, in addition to Prince George's County in Maryland, which also contributes a significant portion of revenue generated from black product. But the District itself, with a population that is approximately 80% black, still remains the economic basis of D.C.'s r&b market.

A substantial portion of the District's r&b sales comes from the numerous small, "mom and pop" record shops that dot the city's residential neighborhoods. Howard Williams, owner of the two 300-square-foot Record Rack shops in the District, is a successful black retailer who is quick to point out that his business is "99.9% black." Williams sells albums for \$3.88, but ex-

plained that pricing is not his primary concern. In the District, he said, "having the item" is of greater importance because "new product sells so fast."

Breakout Market Explored

An examination of the weekly **Cash Box** Regional Album Action breakouts dramatically bears out Williams' street-level observation. For the month of March,



72% of the breakout albums in the Baltimore-Washington region consisted of r&b product.

This dominant trend of r&b breakouts has become part of the national marketing strategy for major record companies. Shelly Rudin, northeast regional sales manager for ABC Records, commented that not only is the Washington r&b market viewed as extremely critical, but it also in-

Janus To Award \$500 For Best LP Display

LOS ANGELES — Janus Records will award a \$500 prize to the music retailer providing the best in-store display of the label's new "Charlie" LP.

fluences the New York market tremendously. "If an r&b record is on down there," Rudin indicated, "then I know it's going to make it."

Washington's track record for r&b breakouts was similarly emphasized by Art Kass, president of Buddah Records. "You can break an r&b record better in D.C. than any other market I know of," Kass asserted. "It's also probably the most important single market for r&b sales in the country."

One reason for that prominence is the successful marketing of the r&b product by larger retailers in the area. Two well-established local chains in particular have long dominated sales in the r&b field, and recent developments in both chains are indicative of Washington's black market.

Waxie Maxie, a 15-unit chain, has two stores in the District, and two more very close to the city limits. For these stores, which have a sale price of \$3.99 and shelf price of \$5.79 "r&b is strictly the thing," according to Ken Dobin, buyer for Waxie Maxie. Yet in four other Waxie Maxie stores in the suburbs, Dobin reported r&b sales total nearly 80% of the total volume.

Suburban Trend

This suburban r&b trend is confirmed by George Gillespie, owner of Soul Shack, Gillespie, whose stores carry a \$3.99 sale price and \$5.49 shelf price recently expanded his highly profitable downtown operation to include a second unit, located in Prince George's County. The nearby sub-

(continued on page 18)

'Musical Roots' Posts Huge Sales Early For CBS

NEW YORK — CBS Records has reported joint sales of its "Musical Roots" jazz LPs of over 1.6 million copies, and estimates that number will double within 90 days.

The "Musical Roots" program includes jazz/progressive LPs by Maynard Ferguson, Weather Report, Jeff Beck, Billy Paul, Shakti, Return To Forever and Miles Davis and debut LPs by Marlena Shaw, Jean Carn and George Duke.

Don Dempsey, vice president of marketing for Columbia Records, said the early success of these LPs can be attributed to their being categorized as pop music, and not simply "jazz." All the albums, according to CBS Records president Bruce Lundvall, became crossover hits; FM and black radio airplay were both strong.

In addition, Dempsey said, extensive radio and print advertising were supplemented by a four-color insert featuring each of the 13 releases in the program.

Leading the list in sales is the Beck album, with reported sales of more than 310,000. Paul's "Let 'Em In" has sold 260,000 copies according to CBS.

Promoters Buy Broadway Venue

NEW YORK — A group formed by Sid Bernstein and Billy Fields, the concert promoters, has purchased the Harkness Theatre in New York for a reported seven-figure sum.

More Signings Announced



MCA SIGNS McCORISON — Singer/Songwriter Dan McCorison recently signed with MCA Records. McCorison, the former leader of Dusty Drapes and the Drapers, is currently recording his debut LP with producer Chris Hillman. Shown at the signing ceremonies (seated l-r) are: McCorison and J.K. Maitland, MCA president. Pictured standing (l-r) are: Hillman; Connie Pappas, vice president of John Reid Enterprises and McCorison's manager and Lou Cook, MCA vice president administration.



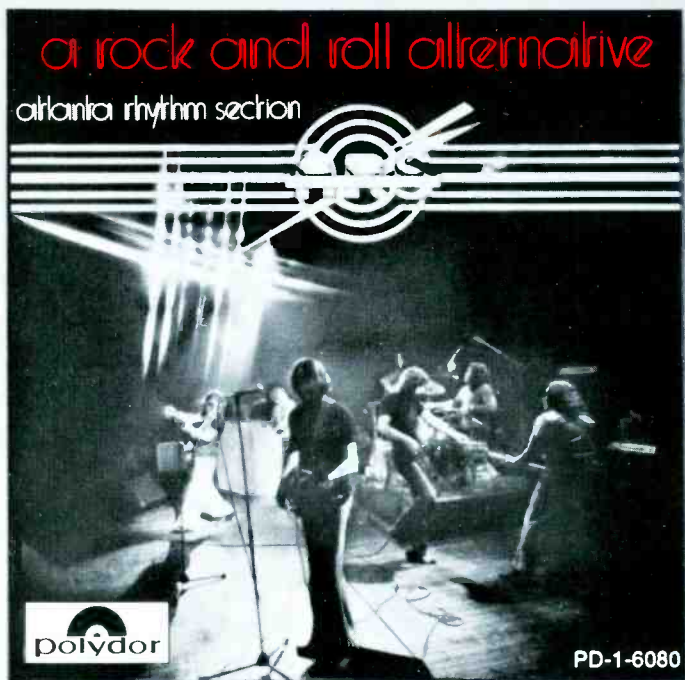
MERCURY SIGNS ELDER-PATTERSON BAND — Memphis's Coon Elder-Brenda Patterson Band recently signed with Phonogram, Inc./Mercury Records. Shown standing at the ceremony are (l-r): Charles Fach, executive vice president/general manager; Harry Losk, national sales manager; Jules Abramson, senior vice president/marketing; Mike Bone, artist development manager; Don Dortch, of Don Dortch International booking agency, who will handle the Elder-Patterson Band; Carol Forney, head of Phonogram/Mercury's legal department; Rick Taylor, manager of the group, and Bill Haywood, national promotion/R&B. Seated are (l-r): Mark Stalling and Brenda Patterson of the band; Irwin Steinberg, president of Phonogram/Mercury, and Coon Elder.



SWEET Q — Q, rock group from Pittsburgh, recently signed an exclusive recording contract with Sweet City Records. The group is now in Pittsburgh to finish recording their debut album "Dancing Man," named after their current hit single of the same name. Pictured from left are: Bill Vogel and Bob Peckman, members of the group; Carl Maduri, president of Sweet City Records; and Don Garvin and Bill Thomas, members of the group.



BREAKING WAVES — Vocal rockers Waves recently signed with Polydor. Incorporated. Pictured together after the signing (standing l-r) are: Bill Halverson, Waves' producer; Marc Levine, Gene Holmes, Michael Easley and Martie Echito of Waves and Barry Oslander, Polydor's west coast A&R director. Shown seated (l-r) are: Marc Singer and K. Clanton of Waves and Andy Stern, Waves' attorney.



gold

The Atlanta Rhythm Section and the Polydor Marketing Section, on the same track!



POLYDOR INCORPORATED, 810 Seventh Avenue,
New York, N.Y. 10019

**A Polygram Company / Distributed
by Phonodisc Incorporated**



Washington Remains R&B Market Leader

(continued from page 16)

urban county has witnessed the influx of black, middle-class families in recent years, and Gillespi acknowledged, "We're not appealing to a white market (there)."

In stark contrast, however, retailers in Washington's two other suburban counties, Montgomery in Maryland, and Fairfax in Virginia are aiming primarily for the white rock, pop and country consumer. Rock product still dominates retail sales in the suburban ring around Washington. The sales occur, for the most part, in shopping centers or malls that have relatively stable and uniform album pricing structures featuring high shelf prices which are close to a dollar off list and a \$3.99 sale price that is rarely brought down by lowballing.

Suburban retailers have indicated that having a shopping center or mall location in the Washington market can, by itself, be a key element of success. Grover Sayre, general manager of the 196-unit Musicland chain, which has four stores in Washington displaying a \$3.99 sale and \$5.99 shelf price, explained, "people today view shopping centers as they would a little town 50 years ago. Once they're there, they're not likely to go look for the next one down the road."

Stuart Schwartz, chairman of the board of Harmony Hut, a 15-unit chain with seven mall stores in the Washington market, also selling albums at a sale price of \$3.99 and a shelf price of \$5.99, agreed with Sayre, and noted that retailers in malls can carry higher prices. "Malls are somewhat insulated from what is happening on the streets," he explained.

But Schwartz felt Washington's comfortable pricing was primarily due to "a number of retailers who have created a very, very good environment for good pricing practices." He elaborated that these retailers, the strongest of which he considered to be Waxie Maxie and Variety Records, "are, I think, not really as interested in lowballing as they are in maintaining a strong profitable position. I think everybody is just watching one another and trying to sell the record at the highest possible promotional price."

\$6.98 Shelf Price

Joe Goldberg, in fact, does sell his albums at the highest possible price. Goldberg owns Variety Records, a local five-store suburban chain, and has an everyday shelf price of \$6.98. Of course, Goldberg does have an occasional sales price which conforms to the \$3.99 standard, although his usual sale price is \$5.98.

In Goldberg's view, pricing competition is certainly not a major part of Washington retailing, for his stores at least. "Competition in Washington can, to a degree," he asserted, "be found more in promotion and merchandising than in pricing."

\$2.99 Sales

However, there are others in the market with a very different perception. On February 27, Kemp Mill, a five-store shopping center chain based in Maryland, normally offering a sale price of \$3.99 and a shelf price of \$4.99, became the first retailer in the market to inaugurate a \$2.99 sale price on selected front-line albums. Then on March 18, Korvettes, the giant national general merchandiser with five stores in the market, responded with its own "super special price" of \$2.99 for limited front line LPs.

Kemp Mill ran another \$2.99 ad on March 25, as well as an ad offering "Wings Over America" for \$8.88, but Daryl Sherman, co-owner of the seven-year-old chain, contended such sales would be "isolated." Still, Kemp Mill has consistently advertised a large number of records on sale at \$3.99 (on March 25, the "entire stock" was advertised at \$3.99) and has emerged as one of the two most promotion conscious subur-

ban retailers, along with Penguin Feathers, another young chain with three stores in Fairfax County selling at a \$3.99 sale price and \$4.99 shelf price.

Such aggressive promotion is necessary, Sherman asserted, in order to "get the name established."

Korvettes, though, is one name that is already established, and also one that utilizes large record ads in the *Washington Post* every week. The ads, which have featured current product at prices ranging from \$2.99 to \$3.88 to \$3.99, "are very definitely a factor in terms of establishing price," according to Schwartz.

One explanation for the high frequency of ads featuring relatively low-priced records comes from a record department manager at one of Korvettes' Washington area stores. "Korvettes seems willing to use the record department to draw people into the store," he said. "They're willing to sacrifice the profit in this department to do that."

Deutch Expands Firm

NEW YORK — Murray Deutch, who recently formed Buttermilk Sky Associates, a professional service company, has now organized Buttermilk Sky Music Publishing Corporation. The new publishing firm will be affiliated with BMI.

ABC Signs Henderson

LOS ANGELES — Wayne Henderson, one of the founders of The Crusaders, was recently signed as a solo performer by ABC Records. Henderson's debut LP for the label is titled "Big Daddy's Place."

Moon's Church Sued By Music Publishers

NEW YORK — The Unification Church of America, headed by Rev. Sun Myung Moon, has been sued by a number of music publishers and artists for alleged copyright infringement. The suit, filed March 30 in federal district court here, seeks damages and a permanent restraining order barring the church from printing, publishing and selling a book of music entitled "Songs Of Worship and Fellowship," which allegedly contains music and lyrics from copyrighted songs.

Among the plaintiffs in the action are the Walt Disney Music Corp., Screen Gems-EMI Music; artist Paul Simon, Richard Rodgers and Dorothy Hammerstein, widow of lyricist Oscar Hammerstein; and Ira Gershwin and the Gershwin Publishing Co.



JOURNEY TO NEW YORK — Columbia recording artists Journey were in New York recently and played SRO concerts at the Palladium, featuring selections from their current album "Next." Pictured at a Columbia luncheon honoring the group are, from left: members of Journey: Ross Valery; Neal Schon; Gregg Rolie and Aynsley Dunbar. Pictured standing are, from left: Thom Callahan, field sales manager, New York branch, for Columbia Records; Arma Andon, vice president of artist development for Columbia Records; Jonathan Cofino, director of artist development for Columbia Records; Jack Craig, senior vice president and general manager of marketing for CBS Records; Don Dempsey, vice president of marketing for Columbia Records; Carol Bork, general publicist of tour publicity for Columbia Records; Jane Geraghty, staffer for Premier Talent; Ron McCarrell, director of merchandising for Columbia Records; Walter Herbert, the group's manager and Matty Matthews, local promotion manager in New York for Columbia Records.

Nonetheless, because of Korvettes' limited selection and space, Washington retailers don't consider the mass merchandiser to represent a major threat to their operations on a daily basis. What the retailers do fear, ironically, is a competitor who isn't even in the market... yet.

Reports have circulated within the industry that Peaches plans to open three stores in the Washington metropolitan area. Peaches' vice president Frank Miko wouldn't confirm or deny, and many Washington retailers are convinced that the arrival of Peaches is inevitable. If Peaches does go into the market, increased pricing competition leading to the demise of the \$3.99 sale price, as well as the full list or dollar-off list shelf price, seems likely.

(continued on page 52)

Arista Signs Lily

NEW YORK — Comedienne Lily Tomlin has signed an exclusive long-term contract with Arista Records. Her first LP on Arista is scheduled for release late next month. Entitled "Lily Tomlin On Stage," it will consist of excerpts from Tomlin's current one-woman Broadway show.

First Live Beatles LP Set For May 11 Release

LOS ANGELES — The first never-before-released Beatles LP to appear since the band's breakup in 1970, "The Beatles At The Hollywood Bowl," will be released by Capitol Records May 11.

Comprised of recordings of 13 tunes from The Beatles' 1964 and 1965 concerts at the Hollywood Bowl, the new album also marks the first release of a live Beatles recording. Songs included on the LP are "Twist And Shout," "Roll Over Beethoven," "A Hard Day's Night," "Help!" and "Ticket To Ride."

The original three-track tapes of the concert, which Capitol has stored in vaults since 1965, have been transferred to modern multi-track tape, remixed, filtered and edited by Beatles producer George Martin and remix engineer Geoff Emerick.

"The Beatles At The Hollywood Bowl" is the 21st album by The Beatles as a group to be released and distributed by Capitol Records in the United States. Every previous album has been certified gold by the RIAA. Even though The Beatles disbanded as an act in 1970, the group has sold nearly 100 million units (records and tapes) throughout the world (as well as millions more as individual recording artists).

Casablanca Reissues Kiss, 'The Originals'

LOS ANGELES — "Kiss, The Originals," a three-record set that had been previously released as one of Casablanca's limited edition series, has been re-released. Although the collection of previously recorded material called for an original pressing ceiling of 250,000 units, interest and success of the set on the retail level has resulted in a second pressing of another 150,000 editions.

"This is a custom deal," explained Dick Sherman, vice president in charge of sales for Casablanca. "Whatever they ordered, they got. And there is no more. Maybe, if they keep insisting, we'll do it once a year." Sherman said the second pressing was in response to continued retail queries.

The second pressing of "The Originals" also includes 8-track tapes, which were not previously available. There are only two tapes, as compared to three LPs.

Progress Names Staff For Illinois Branch

LOS ANGELES — Progress Record Distributing, Inc. has opened its distributing center in the Chicago area and has named the new promotion staff for the facility. Nick Acerenza is head of the staff, and Joyce Kalmin, Larry Backe and Bob Mendez will handle sales. Audrey Doyle is in charge of the order department. Their operation is located at 930 Lee St., Elk Grove Village, Ill. 60007. The phone number is (312)-593-5955.

Humperdinck Album Leads London Release

NEW YORK — "Engelbert Sings For You," a specially-priced two-record set, heads the list of London Records spring releases.

Other releases on tap are "What's On Your Mind," the debut London LP by Hodges, James and Smith and "Al Green: Greatest Hits, Volume II." In addition, seven new LPs in Phase 4 Stereo will be available: "Frank Chacksfield Plays Hoagy Carmichael," Will Gahne's "Bavarian Merry-Go-Round," Ronnie Aldrich's "Evergreen," Andre Gagnon's "Surprise," Botticelli Orchestra's "The Sound Of Today," Werner Muller's "Sentimental Journey" and Claude Denjean's "Moogology."

Anka LP Will Parallel TV Special On April 25

LOS ANGELES — Paul Anka's new LP, "The Music Man," will be released on United Artists Records this month in conjunction with a television special "Paul Anka... Music My Way," which will be shown nationwide on April 25 on ABC.

Carole King LP Due

LOS ANGELES — Carole King recently began recording her first LP for Capitol Records. A Colorado-based band, Navarro, which was recently signed to Capitol, is backing King on the album.

Cooper Now 20th Century A&R VP

(continued from page 9)

firm which produced albums for the Fifth Dimension, Johnny Mathis and Hues Corporation. Cooper had also worked for Bell and RCA Records.

In another appointment Alan W. Livingston, president of the entertainment group of 20th Century Fox Film Corporation, has been named president of 20th Century Records.

Correction: It is Stan Bly who was named as Polydor's vice president of promotion last week.

MJL Memo:

Congratulations Barry!

It's been a miracle!

9 mos. on tour — sold out!

TV Special — highest ratings for new artist.

Record sales — 4 gold LP's on charts at once
— 2 double platinum

Attendance records broken all over —
Vegas, Tahoe, Ravinia, Philly, Toledo etc.!

Broadway — sold out both weeks!

Awards — up the gazoo!

Boy, do you need this vacation!

This one's for you.

Miles



Bad Company

B U R N I N ' S K Y



BURNIN' SKY SS 70112
THE NEW SINGLE FROM
THE HIT ALBUM BURNIN' SKY

SS 8500



PRODUCED BY BAD COMPANY

ALBUM REVIEWS

LET IT FLOW — Dave Mason — Columbia PC 34680 — Producer: Dave Mason & Ron Nevison — List: 6.98

We've come to expect musical quality from this consistently pleasing artist but Dave Mason's latest is more orchestrated than most, and the greater emphasis on horns and strings is quite appropriate and give the album a fuller sound. Rock is still there but it's a more mellow Mason on this LP, which should make it appealing to an even wider variety of tastes. For AOR, top 40 and MOR playlists.



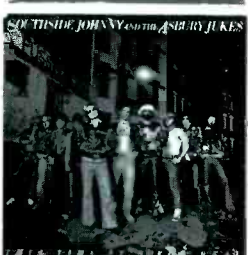
CELEBRATE ME HOME — Kenny Loggins — Columbia PC 34655 — Producer: Phil Ramone & Bob James — List: 6.98

An impressive cast of primarily jazz musicians showed up to jam with the rockers on this anxiously awaited solo project by Kenny. Leading the pack is Bob James, who not only plays keyboards but co-produces the LP, which is a solid piece of work which combines a variety of elements, all strongly supportive of Loggins' spirited vocals. For AOR, top 40, MOR and some jazz playlists.



THIS TIME IT'S FOR REAL — Southside Johnny & The Asbury Jukes — Epic PE 34668 — Producer: Sugar Miami Steve — List: 6.98

Southside Johnny's Springsteen-like vocals lead the way on this outstanding collection of finely orchestrated tunes, which owes a great debt to the fabulous '50's, even though production was never so clean and complicated in the "old days." Guest appearances by the Coasters, The Drifters and the Five Satins spice up this rich LP from the Big Apple. For AOR and top 40 playlists.



LOVING IS WHY — Sons of Champlin — Ariola/America ST 50017 — Producer: Christopher Bond — List: 6.98

Rhythm changes and funky vocals are this band's forte, and they've beefed up the brass section this time around for a more solid punch. Touching jazz, R&B, disco and rock bases, the Sons deliver once again in an album that is diverse without being discordant. For AOR, top 40 and looser R&B playlists.



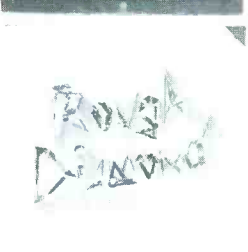
38 SPECIAL — 38 Special — A&M SP-4638 — Producer: Dan Hartman — List: 6.98

Another of the bands that graduated from the rock/country school of music, 38 plays a good bit of both on this tasty debut album. The sextet features crisp guitar work and a healthy respect for vocal harmonies and should do well once public exposure catches up. For AOR and to 40 playlists.



ROUGH DIAMOND — Rough Diamond — Island ILPS 9490 — Producer: Steve Smith, David Byron & Clem Clempson — List: 6.98

The Rough Diamond quintet is composed of seasoned professionals with solid credentials with such bands as Humble Pie, Uriah Heep and Wings. But it is safe to say that this new beginning is a giant step in the right direction for this hard rocking English band, capable of a soft touch and smooth vocals. For AOR and top 40 playlists.



SHORT TRIP TO SPACE — John Tropea — Marlin/T.K. 2204 — Producer: John Tropea — List: 6.98

Tropea's debut album as a solo artist is an auditory treat featuring tight production, polished brass, a funky beat and definite jazz overtones. The mix is superb as Tropea's guitars lead an exemplary set of session men through a work of instrumental brilliance. For AOR, jazz, top 40 and AOR playlists.



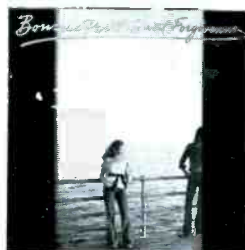
DETECTIVE — Detective — Swan Song SS 8417 — Producer: Andy Johnson & Jimmy Robinson — List: 6.98

Their lead-off track is certainly appropriate for the title is exactly what this new band wants and deserves, "Recognition." The players have a solid background of experience and effectively showcase their heavy-metal preference but not at the expense of raw-edged vocal power. A definite comer for AOR and top 40 playlists.



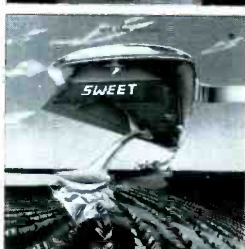
THEY SAID IT COULDN'T BE DONE, BUT WE DID IT — The Dells — Mercury SRM-1-1145 — Producer: The Harris Machine — List: 6.98

Yes, the Dells are back and their first stop is at the disco gravy train where they lay the tracks for their own locomotion. But it's a smooth ride for this cooking quintet of talented musicians, who play it soft or fast with equal aplomb on this tasteful "Welcome Back" LP. For R&B, top 40 and disco playlists.



SWEET FORGIVENESS — Bonnie Raitt — Warner Bros. BS 2990 — Producer: Paul A. Rothchild — List: 6.98

From the sensual funk in her remake of the Del Shannon classic "Runaway," to the stylish variations in the title track, Bonnie Raitt has delivered this week's gem — a smooth mix of influences and musical moods. Debuting on this week's pop chart with a #127 bullet, Ms. Raitt has ample reason to be proud of this one. AOR and top 40 playlists easily, with R&B crossover potential.



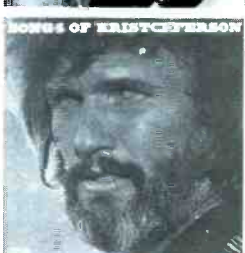
OFF THE RECORD — Sweet — Capitol STAO-11636 — Producer: Sweet — List: 6.98

Sweet got the reputation in their early days as glitter rockers, which proves how constricting and unfair simplistic classifications can be. Sweet is a no-nonsense rock band with dazzlingly pure harmonies sung over red-hot guitar riffs, and the ability to go mellow and acoustic for a change of pace. Already a successfully established European band, this should be another New World hit for Sweet. For AOR and top 40 playlists.



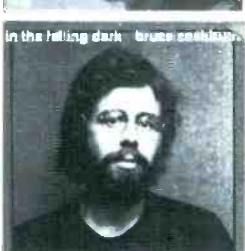
ELEGANT GYPSY — Al DiMeola — Columbia PC 34461 — Producer: Al DiMeola — List: 6.98

Yet another in this year's parade of jazz fusion efforts, this LP is an elegantly produced Latin-influenced work that should be accessible to even those listeners still uninitiated to jazz. The former Return To Forever guitarist composed all but one of the six selections and had a star-studded cast of jazz men in for the sessions. For jazz, AOR and Latin playlists.



SONGS OF KRISTOFFERSON — Kris Kristofferson — Columbia PZ 34687 — Producer: Fred Foster & David Anderle — List: 6.98

Good timing, Kris. Hot on the success of "A Star Is Born" comes a collection of greatest hits from one of the kings of pop/country crossover. No new material here but a pleasing collection of enduring favorites and some nice liner notes by Nat Hentoff. For C&W, top 40 & MOR playlists.



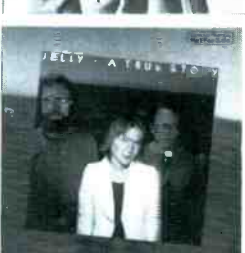
IN THE FALLING DARK — Bruce Cockburn — True North/Island — Producer: Eugene Martynec — List: 6.98

This Canadian balladeer has a flair for the upbeat as well as the down tempo but it's in his lyrical expression that Cockburn makes his greatest impact. But he also is an excellent guitarist, which he amply illustrates on the instrumental "Water Into Wine." For AOR and MOR playlists.



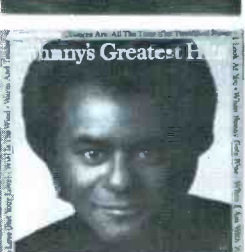
BUMPS AND BRUISES — Joe Tex — Epic PE 34666 — Producer: Buddy Killen — List: 6.98

Joe Tex has done his part to blast a commonly held misconception that only C&W records are done in Nashville. This tasty bit of funk leads off with the current hit single, "Ain't Gonna Bump ...," presently #37 bullet on our chart and a disco smash. He keeps up the feverish pace, moderating it with a slow tempo tune on each side. A welcome addition to top 40, R&B and disco playlists.



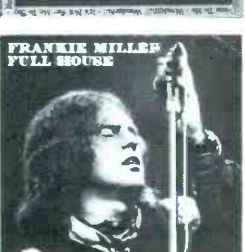
A TRUE STORY — Jelly — Elektra/Asylum TE-1096 — Producer: Chuck Plotkin — List: 6.98

It is Amy Madigan's sparkling vocals that lead the Jelly trio in a white R&B style of pop rock that is smooth and clean. Jesse Roe and Fred Bliffert add pleasant harmonies to the tunes which show evidence of jazz and big band influences as well as rock and R&B. For AOR, top 40 and MOR playlists.



JOHNNY'S GREATEST HITS — Johnny Mathis — Columbia PC 34667 — List: 6.98

Though this album was originally issued in 1958, a whole generation that swooned to these classics has grown to maturity and is ready to appreciate and purchase the best work of one of music's greatest contributors. The only one missing is "Misty," but no matter, the rest are here and in fine form. For top 40 and MOR playlists.



FULL HOUSE — Frankie Miller — Chrysalis — CHR-1128 — Producer: Chris Thomas — List: 6.98

Though this is his third album, it is the first time that Miller has had an authentic touring band, but it has been worth the wait. If you can imagine a voice somewhere between Otis Redding and Robin Trower, and a band that is equally at home with rock or blues, you can imagine the appealing quality of this LP. For AOR, top 40 and R&B playlists.

EAST COASTINGS / POINTS WEST

POINTS WEST — BY THE BOX — During Procol Harum's recent visit to Los Angeles for a couple of local engagements, lyricist **Keith Reid** told about the group's concert tour of Poland which makes Procol one of the few rock acts ever to play an Iron Curtain country. "It's something we've all wanted to do for a long time," Reid said. "I suppose just because we kept saying we wanted to go there, somehow eventually they approached us. They have one agency which is responsible for all the entertainment in the country, and the agency said, 'We hear you want to play here, so you can come if you want.' You have to be culturally acceptable before you can go to those countries." Reid also said the group has visited Yugoslavia and Rumania. "That was another reason we went to Poland," Reid said. "We thought that if we went there and it was a success, then maybe we would get invitations to other countries. Basically, we'd like to play everywhere in the world at least once." **Gary Brooker**, who is lead singer and writes most of the music for Reid's words, commented, "We enjoy a couple of times a year going to out-of-the-way places. It's good experience." Of the Polish audiences, Brooker said, "They were happier to see us play than audiences here are, because they don't get that much rock music." On the current U.S. tour, Procol is debuting its new band members organist/synthesizer man **Pete Solley**. Filling in this tour for bassist **Chris Copping**, who is recuperating following a collapse from extensive touring, is **Dee Murray**, formerly with the **Elton John** band. The new "Something Magic" album is Procol Harum's tenth album, and 1977 marks 10 years since the group's first big hit, "A Whiter Shade Of Pale." "Something Magic" is also the first album of which the band members were also the producers. Brooker said self-production "gave us more of a chance. Our ideas get put fully into force." Keith Reid said, "I think it is the closest we've come to accurately representing our songs on record. When you produce with other people, they tend to modify your ideas or change things in some way. When you produce yourselves, things come out exactly the way you intend them." Brooker said the new album is his favorite, and when asked if he felt that way about each new album, he replied, "Yes. But definitely this one."

OOPS! The Mark & Clark Band, reviewed last issue, is produced by **Ron Dante**, not **Howard Stein** who actually directs management for the group. Another recent item named the producer of the updated "Lullaby Of Broadway" as **Denny White**, who actually should have been named **Denny Diante**, who co-produced the single with **Allen Levy**. IRT were the performing artists.

THE DOOBIES & THE DUFFERS — Monday, June 6 will be a busy day for **The Doobies**, who will host their first golf classic for the United Way from 10:00 a.m. to 3:00 p.m. at the Calabasas Country Club, in Calabasas, California. That night, they will perform a benefit concert for the United Way in the Los Angeles Ballroom of the Century Plaza Hotel... Kudos to Capricorn VP of publicity, **Michael Hyland** and Paragon's head of the contract dept., **Kathy Gilmore**, who were wed in Charleston, South Carolina last week... A speedy recovery wish to **Helen Pine**, ABC's director of marketing services, who is recuperating from surgery at Hollywood Community Hospital.

IN THE STUDIO — Chicago's Paragon Studios is playing host to **Styx** for the rest of the month as the group finishes recording their third album for A&M... At Wally Heiders' San Francisco studio, Capitols' **Steve Miller** and **Norton Buffalo** finished their individual album projects. Meanwhile, **Ronnie Montrose** was finishing a demo for Warner Bros... **Jessi Cutler**, guitarist and co-arranger for the Broadway and film version of *Godspell*, is at work on his first album to be released by U.A... Working with **Hal David**, **Charles Fox** has scored and composed the title song for the upcoming television pilot "Last Chance"... Capricorn's Macon studios were recently opened up for outside recording projects, and the result has been a flurry of activity involving such artists as **Corky Laing**, **Doug Kershaw**, **Larry John Wilson**, **Rob Galbraith** and **Katy Moffatt**... **The Lovin' Spoonful's Joe Butler** was recently in town gathering tunes for a new album to be recorded with the Spoonful's bass player **Steve Boone**. Boone has a 24-track recording facility in Baltimore named *Blue Seas*, which is certainly appropriate since it sits on a 200 foot barge and is equipped with a speedboat.

AROUND TOWN — **Greg Allman** and his new band were among the guests who were on hand to see the debut L.A. appearance of the recently signed **Dixie Dregs**, Capricorn's newest and most interesting act. Playing a progressive but still melodic jazz/rock fusion, *The Dregs* are a quintet of instrumental musicians who rely totally on their instruments to convey the moods they want to express, since none of the players sings and none of their tunes have lyrics. But the *Dregs*, all of whom have formal music training, know how to pace and build excitement even without words, and they will surely be heard from more in the future, especially since they are just now finishing up their debut album at a local studio... The newly opened *El Privado*, a new disco above *Carlos 'N Charlies* on the Strip, has quickly become a fashionable industry hangout. Owned by **Shep Gordon** and **Alice Cooper**, the private club seats 130 and is capable of being converted into a lavish private screening room... Music veteran **Lee Magid** opened a new jazz club, *Cafe Concert*, Friday the 15th in Tarzana with singer **Ernie Andrews** and the 19-man band of **Bill Holman**. The 125 seat bistro features home-style foods, fruit juices, wine and beer, is open to minors and is complete with an eight-track recording facility for doing live albums... *Elektra/Asylum's Bruce Shindler* will conduct a five-part seminar on promoting artists at the *Family Light Music School* in Sausalito beginning on April 25... At the *Starwood*, **The Pezband** returns for a three night stand, May 5 through 7.

BANKING ON BANDS — Local concert promoters, **Wolf & Rissmiller**, sent along a sheet the other day to help explain why concert ticket prices keep going up, but invested more effort in explaining where the money goes. According to them, the concert dollar is broken up with 15% going to building rent, 8% to advertising, 12% for security, stage hands, sound, lights & other production expenses. 10 to 15% goes to the promoter but, they hastened to add, normal business expenses must be subtracted out of that. That leaves 50% which is unevenly divided between the headliner, the special guest and the opening act. But, to their credit, *W&R* have made it easier for concert-goers to see what they're getting with the publication of the *W&R Concert Guide*, which includes not only seating charts of every major concert venue from San Diego to Santa Barbara but also freeway access maps, some nice rock photos and articles on ticket agencies, scalping and how concerts come together. Not bad, and all for the price of a concert ticket... Speaking of concerts, **Valerie Carter** will open for the **Eagles** on their European tour which begins April 25 in Wembley... **The Marshall Tucker Band** has had to cancel 10 of their 20 scheduled concert dates because drummer **Paul Riddle** played so enthusiastically that he contracted severe tendonitis and will be unable to play for a few weeks... **The Steve Gibbons Band** continues their tour, which began on April 7 in West Virginia, with a series of east coast dates, arriving on the sunny Pacific side in May.

DIS-N-DAT — The city of Los Angeles proclaimed April 8 "Chick Corea Day" and presented the jazz keyboardist with a special proclamation signed by Mayor Tom Bradley in special ceremonies during his two concerts at the Santa Monica Civic Auditorium. The proclamation mentioned the artist's two Grammy awards as well as his stand against drug

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TORNADER — Hit It Again — Polydor PD-1-6098 — Producer: Jack Richardson — List: 6.98

It's quite a crazy quilt of musical influences that combined to produce this well-done debut album by Tornader, actually a duo named Sandy Torano and Larry Alexander. The pair are well-backed by a star cast of session players including Johnny Winter, The Brecker Brothers, Joe Beck and Stephen Ferrone, not to mention the tight horn section. Some say it's reggae, but more like disco on the upbeat tunes. For top 40, disco and AOR playlists.



MANDRE — Motown M6-88651 — Producer: Andre Lewis — List: 6.98

The music is funkified, somewhat spacy with R&B and disco tendencies and if that sounds evasive, check it out. The creative force is Mandre, whose personal appearances never include verbal expression and who sports a never-removed mask made of what Motown calls "Getdownium." Not a great party guest but not bad music for disco, R&B and AOR playlists.



T-CONNECTION — Magic — Dash/T.K. D-30004 — Producer: Cory Wade & Alex Sadkin — List: 6.98

Though this is their first album, "Do What You Wanna Do" is the best selling 12" disco record T.K. has released, and this package of tunes should also do well. A talented group of self-taught musicians, T-Connection admits to jazz, R&B and disco roots, and manages to explore and acknowledge all of those on this debut album. For disco, R&B and top 40 playlists.



TWIGGY — Please Get My Name Right — Mercury SRM-1-1138 — Producer: Tony Eyers — List: 6.98

Her first album was a pleasant surprise if less than a commercial smash. But this time around her increased sophistication and confidence lend worthy support to her distinctive interpretations of a variety of material, mostly arranged in a gentle country manner accessible to many tastes. For MOR, top 40 and C&W playlists.



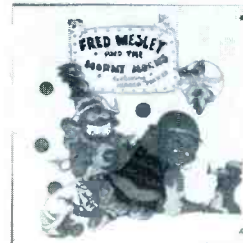
STEVE MARCH — Lucky — United Artists UA-KA674-G — Producer: Rik Pekkonen — List: 6.98

Steve March kicks out the stops first time out on an upbeat debut album catching on slowly but steadily with AOR programmers. An eclectic artist with a clear vocal style and an affinity for punchy lyrics, March has a rock sound with strong jazz influences. For AOR, jazz and top 40 programmers.



THE HOLLYWOOD STARS — The Hollywood Stars — Arista 4119 — Producer: Harry Maslin — List: 6.98

The heavy metal Stars introduce themselves to the musical world with this debut album, a blend of gritty guitars and sleek vocals over a throbbing backbeat. Unlike many of their ilk, the lyrics are understandable, and they are not afraid to slow the pace and be tender. For AOR and top 40 playlists.



FRED WESLEY & THE HORNY HORNS FEATURING MACEO PARKER — Atlantic SC 18214 — Producer: George Clinton & William Collins — List: 6.98

Fred Wesley's hot trombone is at the forefront in this disco-flavored album with jazz and rock overtones. As you might expect, the horn section is tight, sassy and classy enough for the Brecker Brothers to blow with. For jazz, R&B and disco playlists.



MOMENT OF TRUTH — Moment of Truth — Salsoul SZS 5509 — Producer: Reid Whitelaw & Norman Bergen — List: 6.98

This disco quartet is at their very best when the rhythm is conducive to toes tappin' and heels clickin'. Already making plenty of noise on the dance circuit, this album, which does contain a couple of standard R&B ballads, should widen the band's appeal. For disco, R&B and top 40 playlists.



ANTHONY C. RENFRO ORCHESTRA — Gloria's Theme — Renfro 124 — Producer: Anthony Renfro — List: 6.98

A big band sound with funk is what the Renfro Orchestra delivers on this warm and vibrant LP, dedicated to the conductor's late sister, Gloria. Vocals here exist only as choral support for the tight instrumental jamming, and a few big beat cuts are fine for dancing. For R&B and disco playlists.

Budget Classical LPs Appeal To Broad Range Of Buyers

by Ken Terry & Jeffrey Weber

In the third and final part of a series about budget classical records, **Cash Box** examines the retailing of these low-priced specialty items.

NEW YORK — "We get both total novices and total connoisseurs buying from the budget lines," remarked Richard Frankel, classical department manager for the largest of Record and Tape Collector's five stores in the Baltimore market.

Most of the collectors, Frankel said, are attracted to historical reissues on budget. "A lot of the labels have been reissuing old mono performances, and people snap them up." The majority of budget classical customers at Record and Tape Collector, however, are novices, according to Frankel. "They see a title they like and see that the price is right."

David Town, manager of Odyssey Records' Sutter Ave. store in San Francisco, agreed with Frankel about the market for classical budgets. "Collectors and grandmothers buy them for people who don't know anything about classics. Collectors are those who are looking for a piece that has been out of print for 27 years, and grandmothers want a 'Peter And The Wolf' that is not going to cost them a bloody fortune for Christmas."

Dan Navarro, classical buyer for Tower Records' Westwood store in Los Angeles, joined Frankel in pointing out that the biggest market for budget classics is comprised of what he called "the musically uneducated," who don't want to invest in higher-priced albums. However, he added, collectors are also attuned to the economy lines, and "certain performances on budget are among the finest available anywhere."

The importance of novice classical LP buyers in the budget market, however, was questioned by Gary Arnold, midwest regional manager for Disc Records and based in Chicago. "Budgets don't appeal so much to the beginning classical buyer," he noted. "They'd rather have Leonard Bernstein and the New York Philharmonic."

Moreover, some retailers explained that uninformed classical shoppers tend to be more distrustful than connoisseurs of the quality of budget albums. "A lot of it has to

do with customer education," asserted Town. "We spend more time trying to sell the \$2.50 records than we do the \$5.99 ones because people tend to trust the price (on full-line items). They always want to know what's the matter with the low-priced record; is it a reject, a factory defect, is it cheaper plastic?"

Budgets Vs. Full-Line

The percentage of budget albums in a retailer's classical stock depends on the rate of inventory turnover. For example, Dieter Wilkinson, general manager of Pickwick International's Recco Division, which includes the Discount and Musicland chains, believed that budget classics generally move better than full-line albums. Not surprisingly, therefore, half of Discount Records' classical inventory consists of budgets. In contrast, Navarro of Tower felt that budgets don't sell as well as the higher-priced albums, and economy LPs form only 20% of his store's classical stock.

With some qualifications, all of these

(continued on page 25)

List On London's Classical Albums Rises To \$7.98

by Ken Terry

NEW YORK — London Records has raised the list price on all of its full-line classical discs from \$6.98 to \$7.98, effective April 26.

The price change will not affect tapes or budget albums, and London's wholesale price structure will remain unchanged.

John Harper, classical sales manager for London, attributed the decision to hike the list price to "price increases in every phase of our business." Maintaining that the public has begun to become accustomed to recently raised prices on many albums, Harper said he didn't think London's move would affect unit sales of its recordings.

Buy-In Program

A letter announcing the price hike was sent out to all of London's independent distributors on April 12, thus creating a buy-in program. Harper explained that the buy-in opportunity was a matter of "customary

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Classical Album Reviews

MOZART: Sinfonia Concertante; Eine Kleine Nachtmusik. Viktor Pikaizen, violin; Igor Oistrakh, viola; Solo Ensemble of the Moscow State Philharmonic Symphony Orchestra, Igor Oistrakh, conductor. ABC Westminster WGS-8343. List: 3.98

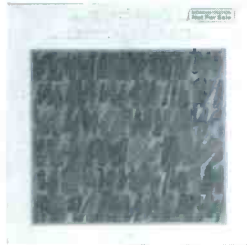
Even on a full-priced album, this would be an exceptional performance of the "Sinfonia Concertante"; at a budget price, it is a sensational buy. Pikaizen and Oistrakh mesh superbly, producing a clean, precise sound. Similarly, the string musicians of the Moscow State Philharmonic play with real verve, both here and in "Eine Kleine Nachtmusik."

FAURE: Sonatas Nos. 1 & 2 for Violin and Piano. Christiane Edinger, violin; Gerhard Puchelt, piano. Orion ORS 76258. List: 7.98

As in her outstanding recordings of Bach's sonatas and partitas and of modern works by Blacher and Maderna, Edinger displays technical mastery and a firm, yet flexible tone in these renditions. Faure's highly charged sonatas provide a perfect vehicle for her talent, and also showcase Puchelt's very polished keyboard style.

PUCCINI: Tosca. Caballe, Carreras, Wixell, the Orchestra & Chorus of the Royal Opera House, Covent Garden, Colin Davis, conductor. Philips 6700 108. List: 15.96

The voices of Caballe and Carreras seem made for one another, especially in the Act I love scene. Carreras sings "E lucevan le stelle" as the heavenly music it is, while Ingvar Wixell portrays a perfectly villainous Scarpia. With Davis' empathetic, sensitive direction, this performance of "Tosca" achieves its primary goal of moving the emotions.



TOP FORTY CLASSICAL ALBUMS

		Weeks On 4/9 Chart	
1	THE GREAT PAVAROTTI London OS 26510 (6.98/1 LP)	7	4
2	HOLST: The Planets Tomita RCA ARL 1-1919 (7.98/1 LP)	1	17
3	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (6.98/1 LP)	3	21
4	PUCCINI: Tosca Caballe, Carreras, Wixell, The Orchestra & Chorus Of The Royal Opera House, Covent Garden (Davis) Philips 6700 108 (15.96/2 LPs)	4	4
5	CONCERT OF THE CENTURY: Various Artists Members of N.Y. Philharmonic (Bernstein) Columbia M2X 34256 (15.98/2 LPs)	6	21
6	MEYERBEER: Le Prophete Horne, McCracken, Scotto, Hines, Royal Philharmonic Orchestra (Lewis) Columbia M4-34340 (27.92/4 LPs)	2	13
7	PACHELBEL KANON: Two Suites FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL 1-5468 (7.98/1 LP)	5	10
8	FREDERICA VON STADE: French Opera Arias London Philharmonic Orchestra (Pritchard) Columbia M34206 (6.98/1 LP)	9	19
9	VERDI: La Forza del Destino Price, Domingo, Milnes, London Symphony Orchestra (Levine) RCA ARL 4-1864 (31.98/4 LPs)	8	10
10	BEVERLY SILLS SINGS OPERA ARIAS Angel S37255 (7.98/1 LP)	18	6
11	BEETHOVEN: The Nine Symphonies Cleveland Orchestra (Szell) Columbia M7X 30281 (27.92/7 LPs)	13	15
12	PUCCINI: Suor Angelica Scotto, Horne, Cotrubas (Maazel) Columbia M34505 (6.98/1 LP)	19	3
13	BOLLING: Concerto For Classic Guitar & Jazz Piano Bolling, Lagoya RCA FRL 1-0149 (7.98/1 LP)	14	21
14	CARUSO: A Legendary Performer RCA Red Seal CRM 1-1749 (7.98/1 LP)	10	21
15	PARKENING AND THE GUITAR: Music Of Two Centuries Angel S36053 (6.98/1 LP)	16	17
16	SIBELIUS: Symphony No. 1: Finlandia Boston Symphony Orchestra (Davis) Philips 9500.140 (7.98/1 LP)	12	13
17	STOKOWSKI CONDUCTS BIZET National Philharmonic Orchestra Columbia XM 34503 (1 LP/No List Price)	11	10
18	IMPROVISATIONS: West Meets East Vol. 3 Shankar, Menuhin, Rampal Angel SFO 37200 (7.98/1 LP)	24	6
19	GERSHWIN: Rhapsody In Blue Gershwin, Columbia Jazz Band (Thomas) GERSHWIN: An American In Paris New York Philharmonic Orchestra (Thomas) Columbia (X)M 34205 (special low-priced album)	15	21
20	DRAMATIC SOPRANO ARIAS Caballe, Orquesta Sinfonica De Barcelona (Gatto, Guadagno) London OS 26497 (6.98/1 LP)	27	3
21	WAGNER: Die Meistersinger Fischer-Dieskau, Domingo, Deutsche Opera (Jochum) DG 2713 011 (39.90/5 LPs)	17	19
22	CHOPIN: Polonaises Pollini DG 2530 (7.98/1 LP)	20	21
23	MASSENET: Le Cid Domingo, Bumbry, Plishka, Opera Orchestra of N.Y. (Queler) Columbia M3 34211 (20.94/3 LPs)	21	21
24	BACH: Brandenburg Concertos Stuttgart Chamber Orchestra (Munchinger) London STS 15336/7 (7.96/2 LPs)	25	8
25	SHUBERT: "Trout" Quintet Tashi, Silverstein, Neidinger RCA ARL 1-1882 (7.98/1 LP)	23	8
26	VERDI: Macbeth Milnes, Fiorenza, Cossotto, The New Philharmonia (Muti) Angel SCLX-3833 (24.98/3 LPs)	26	6
27	PUCCINI: La Boheme Pavarotti, Freni, Harwood, Ghiaurov, Berlin Philharmonic Orchestra (Von Karajan) (2 LPs/No List Price)	28	4
28	CHARPENTIER: Louise Cotrubas, Domingo, Bacquier (Pretre) Columbia M3-34207 (20.94/3 LPs)	22	21
29	BERLIOZ: Romeo & Juliet Hamari, Van Dam, Dupouy, The Boston Symphony & The New England Conservatory Chorus (Ozawa) DG 2707 089 (15.96/2 LPs)	30	4
30	GERSHWIN: Porgy & Bess Mitchell, White, Cleveland Orchestra & Chorus (Maazel) London OSA 13116 (20.94/3 LPs)	31	21
31	BARBER: Vanessa Steber, Gedda, Elias, Tozzi, Rosnik, The Metropolitan Opera Orchestra & Chorus (Mitropoulos) RCA ARL 2-2094 (15.98/2 LPs)	29	4
32	ILEANA COTRUBAS OPERATIC RECITAL New Philharmonia (Pritchard) Columbia M34519 (6.98/1 LP)	33	3
33	RAVEL: Bolero Chicago Symphony Orchestra (Sir Georg Solti) London CS 7033 (6.98/1 LP)	—	1
34	OFFENBACH: La Vie Parisienne Crespin, Mesple, Orchestre & Chorus Of The Toulouse Capitol (Plasson) Angel SBLX 3839 (16.96/2 LPs)	32	4
35	VLADIMIR HOROWITZ'S FAVORITE BEETHOVEN SONATAS Columbia M34509 (6.98/1 LP)	—	1
36	VAUDEVILLE: Songs Of The Great Ladies Of The Musical Stage Morris, Bolcom Nonesuch H-71330 (3.96/1 LP)	35	6
37	DONIZETTI: Gemma Di Vergy Caballe, Plishka, Quilico, Opera Orchestra Of New York (Queler) Columbia M3 34575 (20.94/3 LPs)	38	10
38	BEETHOVEN: Symphony #6 Chicago Symphony Orchestra (Sir Georg Solti) London CS 6931 (6.98/1 LP)	—	1
39	JEAN PIERRE RAMPAL: The Classic Flute RCA ARL 1-2091 (7.98/1 LP)	—	1
40	BRUCKNER: Symphony #4 (Romantic) Berlin Philharmonic Orchestra (Von Karajan) DG 2530674	—	1

Classical Clips

CLASSICS, TEXAS-STYLE: The Lubbock String Quartet reportedly performs "Vivaldi and other Baroque Masterpieces" to brunch diners at the Lone Star Cafe in their native city. The Texans' repertoire must be rather odd, since the string quartet form did not yet exist during the Baroque period.

The Recorded Anthology of American Music, Inc., a non-profit educational record company, has selected Peters International to manufacture and distribute its product to retail markets in the U.S. and Canada. On the New World Records label, the Recorded Anthology has already released 30 titles in an educational series that is being donated to 7,000 educational institutions. When complete, the anthology will number 100 titles.

PITTSBURGH IN VIENNA: The 120-member Pittsburgh Youth Symphony, directed by Thomas Michalak, will represent North America in the Sixth Annual International Youth and Music Festival in Vienna, Austria, on July 9-15. Last year, 12,500 young musicians from 18 nations participated in the event. A new festival for contemporary music, the Hurley Woods Festival, will be held this year for the first time near Woodstock, New York (from June 20 to July 30). The concert programs, performed by professionals and advanced students in large and small ensembles, will stress instruction in both contemporary notated "classical" music and improvised jazz. Among the "guiding artists" at Hurley Woods: Carla Bley, Anthony Braxton, Karl Berger, Frederic Rzewski, Fred Sherry and Harvey Soliberger.

LYRIC OPERA GOES NATIONAL — The first of seven opening night productions of Chicago's Lyric Opera has been

broadcast on more than 200 stations around the country. The series was recorded and syndicated by WFMT-FM in Chicago. Allstate Insurance Companies has purchased the time for the broadcasts on commercial concert music stations and is underwriting their cost on non-commercial outlets.

TUCKWELL EDITS HORN SCORES: With nine works for French horn edited by Barry Tuckwell, G.Schirmer has released the first major group of publications in its new series of Great Performer's Editions. These scores contain only work for solo instruments, edited by virtuosi in their fields. Tuckwell has not only edited the scores, but has also provided his own piano reduction for each.

ken terry



BAROQUE POWER — Franz Brueggemann explains the intricacies of his baroque recorder at a luncheon recently hosted by ABC Records at New York's Le Champignon. Brueggemann is one of the featured artists on the company's new full-priced ABC Classics label.

Budget Lp Appeal Shown

(continued from page 24)

retailers except one stated that their stores carried full catalogs of most budget labels. The sole exception was Arnold, who said that "the lines we expose the most are Seraphim (Angel), Odyssey (Columbia) and Nonesuch. We also carry London Treasury, but not a huge amount of it."

Arnold added that Disc stocks small selections from the catalogs of Turnabout, RCA Gold Seal and ABC Westminster, but doesn't handle either Everest or Mace. When Pickwick's new Quintessence label ships its first releases this month, Arnold said, Disc would buy some of them, too. "I think because it is a new line, we'll give it a shot and see what we can do with it."

Cost And Retail Prices

List prices don't correlate too well with retail prices for budget albums. At Baltimore's Record and Tape Collector, for example, RCA Gold Seal (\$4.98 list) is priced the same as all \$3.98 list albums except for Turnabout's historical series, which sells for \$4.19. Moreover, the Vox STPL series (\$4.98 list) and Mace (\$2.49 list) both retail for \$1.79 at the Record and Tape Collector.

Frankel noted that this confusing price structure stems partly from disparities between list prices and wholesale cost. For example, he pointed out, RCA Gold Seal lists for a dollar more than RCA Victrola, but actually costs a nickel less at wholesale. Similarly, Vox STPL records, which list for the same amount as Turnabout LPs, cost only half as much.

Ben Karol said that his King Karol chain, servicing metropolitan New York, sells \$3.98 list and \$4.98 list budgets for the same price because "the \$4.98s are artificial list prices." Tower in Los Angeles dodges the whole problem by pricing all

classical budgets at \$2.99, regardless of list price. "By selling the \$4.98 list-priced items for \$2.99," Navarro commented, "we make up for the fact that we sell the \$4.98 stuff for what is almost cost." (continued on page 56)

London Ups Price

(continued from page 24)

consideration." He noted that it also makes the line "tremendously attractive" for a limited period of time.

Neither Harper nor Sy Warner, national sales manager for London, would venture a guess as to what percentage of the company's total business is generated by its classical sales. However, Harper offered, "It is a large percentage of our business."

Asked whether or not London's non-classical albums may also soon be at \$7.98 list, Warner responded, "If an album by a major artist warrants it, we will issue it at that price, just as other companies have."

Columbia Next?

With London raising its classical list price to \$7.98, Columbia is now the only major label (except for ABC, which has a relatively small classical line) that still lists its full-line classical albums at \$6.98.

Will Columbia follow London's example in the near future by raising the price of its Masterworks line to \$7.98? "We've been discussing it, but nothing here has been decided yet," replied Marvin Saines, vice president of Masterworks for Columbia.

Saines added that, in his view, Columbia has no special advantage at a retail level over the labels that list their classical LPs for \$7.98. "People buy the records they want. They don't buy it because it's a few pennies cheaper. That's my feeling."

Spanning
the musical
spectrum
to present
the finest in
recorded
opera.



ARL4-1864

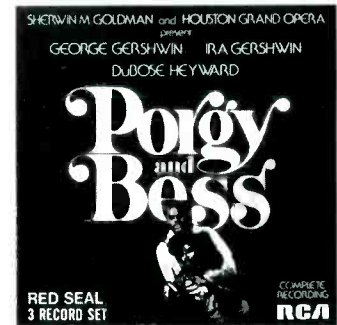
RCA Records



ARL2-1945



ARL3-2046



ARL3-2109

RED SEAL
Where artists become legends.



On Jazz

Dexter Gordon's return to the US has been set and a tour has been arranged to start in early May and run through mid-July. Trombonist Slide Hampton and trumpet star Woody Shaw will be a part of several concerts. Look for Dexter's "Homecoming" album on Columbia to be his biggest yet.

Now that Stan Montelero has taken his clarinet off to United Artists let's hope that Blue Note will begin to receive the promotional attention it deserves.

Sam Rivers-Dave Holland Volume 2 has arrived from Improvising Artists. Sam plays no tenor on this one. Instead he does flute on one side and piano on the other.

Herb Ellis and **Barney Kessel** are touring. This is not that unusual for Barney but Herb rarely leaves California these days. They will be appearing together at the Jazz Workshop in Chicago (4/20-24); The Showboat in Maryland (4/26-5/1) and then into the Hong Kong Bar in Los Angeles for three weeks in June.

More two-fers from Prestige & Milestone; **John Coltrane's** "Wheelin'"; **Cannonball Adderley's** "Coast To Coast"; **George Benson/Jack McDuff's**; **Eric Dolphy's** "Status"; **Wes Montgomery's** "Movin'"; **Chuck Mangione's** "Jazz Brother" and **Gene Ammons's** "Organ Combos."

Jazz Spotlight Productions presents Uptown Saturday Night at St. Charles Auditorium in Harlem on April 30. Featured will be the **George Coleman Octet** (when will someone record this fine band?) and the **Shirley Scott Trio**. Let's hope Nat, Jim, Hilly and the gang can get uptown jumping again!

Look for violinist **John Blair** on CTI shortly.

Ernestine Anderson, behind her fine Concord album, is starting to play clubs again. She goes into The Lighthouse in Hermosa Beach next month.

New from Gryphon Productions (via RCA) is **The Phil Woods Six** recorded live at the Showboat in Silver Springs, Maryland.

Grant Green's "Iron City"; **The Woody Shaw Concert Ensemble's**; **Clifford Jordan's** "Remembering Me-Me"; **Houston Person's** "Stolen Sweets" and **Linc Chamberland's** "A Place Within." All new from Muse.

Upcoming Bluebird doubles will have **Fats Waller** piano solos, the second volume of the complete **Tommy Dorsey**, a set by blues piano great **Little Brother**

Montgomery and some early '30s material by the **Joe Haymes** band.

Alto saxophonist **Bunky Green**, who voluntarily left recording ten years ago, has signed a recording contract with Vanguard. Green distinguished himself with **Charles Mingus** and **Sonny Stitt** as well as on his own albums for Chess Records. His first Vanguard release, "Transformation," is due in May.

bob porter

ASCAP To Sponsor Copyright Symposium

NEW YORK — The American Society of Composers, Authors and Publishers will sponsor a symposium on the Copyright Act of 1976 on Saturday, May 7 at the New York Hilton Hotel. ASCAP general counsel Bernard Korman will moderate the all-day sessions on the new law, which takes effect next January 1.

Three experts who helped draft the statute will all speak and answer questions from the audience. They are Barbara Ringer, register of copyright; Thomas Brennan, chief counsel of the Senate Judiciary Subcommittee on Patents, Trademarks and Copyrights; and Bruce Lehman, counsel to the House Subcommittee on Courts, Civil Liberties and the Administration of Justice.



HILLBILLIES' BILLY — President Carter's brother Billy was presented a copy of Casablanca's LP "The Washington Hillbillies," which satirizes the president's administration and family, during his recent stay in Nashville. Shown presenting Carter the LP are **John Parker**, director of southern operations for Casablanca (left) and **don Wasley**, national national promotion director for Casablanca's Custom Labels (right).

TOP 40 JAZZ ALBUMS

	Weeks On 4/16 Chart		Weeks On 4/16 Chart
1 IN FLIGHT GEORGE BENSON (Warner Bros BSK 2983)	2 11	21 A HANDFUL OF BEAUTY SHAKTI WITH JOHN McLAUGHLIN (Columbia PC 34372)	23 4
2 HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	1 5	22 ORGAN/HYMNS-SPHERES KEITH JARRETT (ECM/Polydor 2-1086)	24 6
3 MUSICMAGIC RETURN TO FOREVER (Columbia PC 34682)	3 4	23 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	25 23
4 BOB JAMES 4 (CTI 7074)	7 3	24 ELEGANT GYPSY AL DiMEOLA (Columbia PC 34461)	— 1
5 CONQUISTADOR MAYNARD FERGUSON (Columbia PC 34457)	6 4	25 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	18 25
6 ROOTS QUINCY JONES (A&M SP 4626)	5 9	26 WHAT THE WORLD IS COMING TO DEXTER WANSEL (Phila. Intl./Epic PZ 34487)	33 3
7 SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	4 17	27 NOTHING WILL BE AS IT WAS... TOMORROW FLORA PURIM (Warner Bros. BS 2985)	20 6
8 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	8 42	28 SWEET BEGINNINGS MARLENA SHAW (Columbia PZ 34458)	30 3
9 VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	10 17	29 SEAWIND (CTI 5002)	31 3
10 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	9 22	30 IGUACU PASSPORT (Atco SD 36-149)	34 2
11 CALIENTE GATO BARBIERI (A&M 4597)	12 30	31 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	28 31
12 FROM ME TO YOU GEORGE DUKE (Epic PE 34469)	14 5	32 CARNIVAL JOHN HANDY (Impulse/ABC AS 9324)	29 5
13 WATER BABIES MILES DAVIS (Columbia PC 34396)	15 5	33 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	32 33
14 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	11 16	34 PICTURES JACK DeJONNETTE (ECM/Polydor 1-1079)	— 1
15 GINSENG WOMAN ERIC GALE (Columbia PC 34421)	22 4	35 JEFF BECK WITH THE JAN HAMMER GROUP LIVE (Epic PE 34433)	35 4
16 ROMANTIC JOURNEY NORMAN CONNORS (Buddah 5682)	21 3	36 FEELINGS FROM WITHIN JOE THOMAS (Groove Merchant GM 3315)	40 4
17 SHOUT IT OUT PATRICE RUSHEN (Prestige/Fantasy 10101)	19 7	37 PASTELS RON CARTER (Milestone/Fantasy M9073)	37 2
18 CARICATURES DONALD BYRD (Blue Note/UA BNLA 633G)	13 12	38 DIARY RALPH TOWNER (ECM/Polydor 1-1032)	— 1
19 THE SAN FRANCISCO CONCERT HUBERT LAWS (CTI 7071)	17 7	39 BOB JAMES THREE (CTI 6063)	36 42
20 BIG CITY LENNY WHITE (Nemperor/Atlantic NEM 441)	16 8	40 THE OTHER VILLAGE VANGUARD TAPES JOHN COLTRANE (Impulse/ABC AS 9325-2)	38 5

JAZZ ALBUM PICKS

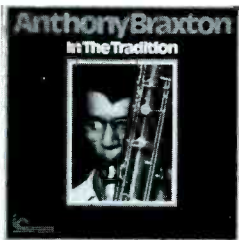
HOME COMING — Dexter Gordon — Columbia 34650 — Producer: Michael Cuscuna — List: 7.98

This double album, done live at the Village Vanguard, accurately captures the excitement of Dexter's visit last fall. Eight stretched-out titles with good Dexter, splendid Woody Shaw and a somewhat minor league rhythm section. First, class packaging. We especially like "Fenja," a Dexter original, and "It's You Or No One." Long live Long Tall Dexter!



IN THE TRADITION — Anthony Braxton — Inner City 2015 — Producer: Nils Winther — List: 6.98

Give Braxton his due; he is not afraid to take chances. This was originally intended to be a Dexter Gordon date but Braxton subbed when Dex became ill. Thus, the current favorite of the avant garde is matched with the best rhythm section in Europe playing a pair of standards and originals by Parker, Mingus and Warne Marsh. Actually pianist Tete Montoliu steals much of the show, but Braxton emerges reputation somewhat enhanced by the experience.



HEAVY WEATHER — Weather Report — Columbia PC 34418 — Producer: Joe Zawinul — List: 6.98

Weather Report gets a lot of mileage out of the five pieces in the band. The modern recording idiom suits them very well since all members of the band double. The music is all from within the band and Zawinul, Wayne Shorter and Jaco Pastorius are inventive soloists. This is probably the strongest super group in jazz at the moment and this should be a big success.



NEW ORLEANS JAZZ & HERITAGE FESTIVAL — Island 9424 — Producer: Allen Toussaint & Marshall Sehorn — List: 9.98

Toussaint, Robert Parker, Irma Thomas, Earl King, Les Dorsey, Ernie K-Doe, Lightnin' Hopkins and Professor Longhair all doing their thing in New Orleans. Toussaint gets a side to himself with the others getting two or three tunes apiece. The annual event here recorded for the first time is the major cultural event of the south, and Island is to be congratulated for bringing it to disc. The stomping New Orleans R&B tradition is alive and well on this double album.



EARL HINES PLAYS GEORGE GERSHWIN — Classic Jazz 31 — Producers: Franco Fayenz and Paolo Ruggeri — List: 9.98

This was an idea just waiting to happen. That it has happened in Italy three plus years ago is a tribute to the producers. Hines is as inventive a pianist today as he was fifty years ago and these solos demonstrate an affinity for the composer that is almost that old. No favorites here because of Hines' consistency and the choice of melodies — all excellent. A must for piano fans.



SHORT TRIP TO SPACE — Tropea — Marlin 2204 — Producer: John Tropea — List: 6.98

Tropea's first Marlin LP was a smash out of left field, but if one considered his background and ability it should have been no surprise. Don Grolnik, Willie Lee, Rick Morotta and/or Steve Gadd provide the rhythm for most of this and there are plenty of strings and horns here for the trimmings. Fine contemporary guitar by the leader and enough funk for excellent crossover potential.

Radio Stations Respond To Recent East Coast Rain And Flood Disaster

by Mike Falcon

LOS ANGELES — The heavy rains which last week pelted portions of Kentucky, Virginia and West Virginia, and resulted in flash floods, mud slides, and widespread destruction of property, mandated major changes in local radio programming and operations.

In Williamsburg, Kentucky, where an estimated one-third of the 3700 inhabitants were forced out of their homes by the rising Cumberland River, WEZJ directed people to emergency shelters, typhoid inoculation centers, and coordinated rescue efforts with the Red Cross and national guard. WEZJ normally operates from "sunrise to sunset," according to commercial manager Prewitt Shelby, but provided around-the-clock coverage during the disaster.

Other stations are still not back to normal. "During the first three nights we were on all night," explained Tennis Hatfield of WBTH in Williamson, West Virginia, "and we're still not sure when we'll go back to commercial operation." Williamson is the county seat for Mingo County, where 6900 families were displaced. Radio station WHJC, in neighboring Matewan, was forced off the air by electrical failure, and attempts to reach the station by telephone were unsuccessful.

In some regions the swollen rivers threatened the lives of newscasters and forced other stations to cease operations. At WELC in Welch, West Virginia, the radio station and transmitter were isolated by the steadily rising river. "We lost our power and our lights, and water came off the top of the mountain and flooded our transmitter room," explained Mary Salote, program director. "We tried our auxiliary power and

it wouldn't work because it got hot, so we had a man standing there, pouring water on it so that we could stay on. Finally we had to give up, but we were isolated by the floods and slides, which just washed homes below us away. Luckily we're on the side of a mountain." Salote estimated that despite

(continued on page 52)

Central States Secondary Radio Confab Slated

LOS ANGELES — The first Wichita/Central States Secondary Radio Conference will be held June 17 and 18 in Wichita, Kansas. The conference will host radio, trade, and record company representatives at the Wichita Hilton Inn. Topics include AOR radio, music, engineering, management, programming, a national trade meeting and a combined radio and record meeting. Registration fees are \$30 for radio personnel and \$40 for record company reps and trade staffers. Applications are available from Anti/Muscolo Promotions in Los Angeles.

Garland Named PD At KFRC/AM

SAN FRANCISCO — Les Garland has been appointed program director at KFRC/AM, San Francisco, according to a station spokesman. Garland left CKLW, Windsor, Ontario, which broadcasts to the Detroit area, three months ago to become PD at WRKO, Boston. Both KFRC/AM and WRKO are part of the RKO chain. A replacement for Garland at WRKO has not yet been announced.

STATION BREAKS

Joe Persak, music director at **WXLO (99X)**, New York, has left the station.

Beau Matthews, program director/music director at **WAYS**, Charlotte, has departed the station to go to **KXKX**, Denver. Interim replacements are **Scott Slade** who will handle the PD duties and **Pat O'Brien** who will be performing the MD duties.

John Piccilliro has been named station manager at **WNDE**, Indianapolis. Piccilliro comes from **WLEE**, Richmond and replaces **Murray Green** who goes to **WNYR/WEZO**, sister stations in Rochester.

Mark Summers has been named MD at **WNOE**, New Orleans.

The new MD at **KSLQ**, St. Louis, is **Sherry Toennies**. She replaces **Scott Jones** who is no longer at the station.

Brian Phoenix, jock at **KDWB**, Minneapolis, has left. **John Sebastian**, PD, is temporarily filling the 9-midnight slot.

Beau McCloud is no longer at **WGCL**, Cleveland.

Sandy Neri, who continues as general manager of **WCRO**, Johnstown, has been named vice president of Century Broadcasting.

C.J. Stone, formerly with **KVOX**, Moorhead, is now doing a two-man morning show with **Tom Franklin** at **KKLS**, Rapid City.

Mike Shapiro has been added to the lineup of **WMET**, Chicago as a part-time jock.

Jeff Loglan, former jock at **KGoe**, Thousand Oaks, Calif. is the new weekend man at **WRJZ**, Knoxville.

Phil Williams is the new 7-midnight jock at **WERC-FM**, Birmingham. Williams joins the station from **KMBS**, El Dorado, and

replaces **Russ Davis** who goes to **WQXI-FM**, Atlanta, to do an air shift.

Ron Jackson, former all night jock at **WHNN**, Bay City, has left. A replacement is needed. Contact **Rick Allen**, WHNN, Box 96, Saginaw, Michigan, 48606.

WJDX, Jackson, is looking for a jock. Send tapes and resumes to **Bob Burton**, WJDX, Box 2171, Jackson, Mississippi, 39205.

Gary McKenney has been promoted to production manager at **KNOE**, Monroe. McKenney replaces **Duffy Spears** who remains with the station as an air personality.

Carla Roudabush is the new part-time and morning newscaster at **WBCN**, Boston. Before joining the station, she was with **WQSR**, Sarasota.

Tony Russomanno has been added to the news staff of the Newspace Radio Network.

WNNJ/WIXL, sister stations in Newton, New Jersey have raised nearly \$11,000 for the Cancer Society by holding a radiothon on March 27.

Radio station **WFYR**, Chicago, will be broadcasting vintage radio dramas for a five-week period beginning the week of April 11. Among the shows to be aired are "The Shadow," "Sherlock Holmes" and "The Lone Ranger."

KSWD-FM, Dallas broadcast a 24-hour radiothon hosted by Harry Chapin to increase awareness of the world food problem. It began on April 17 at 10 am.

The American Women in Radio and Television (AWRT) will hold its 26th annual national convention in Minneapolis during April 27-May 1.

jeff ray

MOST ADDED FM LPS

1. Sweet Forgiveness — Bonnie Raitt — WB
Dickie Betts & Great Southern — Arista
This Time It's For Real — Southside Johnny & The Asbury Jukes — Epic
2. Love You — Beach Boys — WB
3. Even In The Quietest Moments — Supertramp — A&M
4. How's Tricks — Jack Bruce — RSO
Battle Axe — Billion Dollar Babies — Polydor
Off The Record — Sweet — Capitol
5. 38 Special — A&M
6. Fundamental Roll — Walter Egan — Columbia
In Your Mind — Bryan Ferry — Atlantic
7. Say No More — Les Dudek — Columbia
White Shadows — Tim Moore — Elektra
Snowblind Friend — Hoyt Axton — MCA
Gale Force — Fantasy

MOST ACTIVE FM LPS

1. Rumours — Fleetwood Mac — Reprise
— Dreams, The Chain, Gold Dust Woman
2. Hotel California — Eagles — Asylum
— Life In The Fast Lane, Hotel California, Victim Of Love
Works — Emerson Lake & Palmer — Atlantic
— Fanfare For The Common Man, C'est La Vie, Lend Me Your Love
Sleepwalker — The Kinks — Arista
— Sleepwalker, Jukebox Music
Burnin' Sky — Bad Company — Swan Song
— Burnin' Sky, Morning Sun, Heartbeat
3. A Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
— So In To You, Georgia Rhythm, Sky High
4. Songs From The Wood — Jethro Tull — Chrysalis
— Songs From The Wood, The Whistler
5. Night Moves — Bob Seger — Capitol
— Night Moves, Main Street, Rock & Roll Never Forgets
6. Foreigner — Atlantic
— It Feels Like The First Time
Animals — Pink Floyd — Columbia
— Pigs
7. Carolina Dreams — Marshall Tucker Band — Capricorn
— I Heard It In A Love Song, Desert Sky
8. Sweet Forgiveness — Bonnie Riatt — WB
— Runaway
Peter Gabriel — Atco
— Solsbury Hill, Modern Love
9. Jeff Beck With Jan Hammer Live — Epic
— Freeway Jam, Blue Wind, She's A Woman
10. Islands — The Band — Capitol
— Right As Rain
Leftoverture — Kansas — Kirshner
— Carry On Wayward Son, The Wall
I Came To Dance — Nils Lofgren — A&M
— I Came To Dance
11. Love On The Wing — Jesse Colin Young — WB
— Higher & Higher, Drift Away
Say No More — Les Dudek — Columbia
— Old Judge Jones
12. Boston — Epic
— Let Me Take You Home, Tonight, Hitch A Ride



GABRIEL LIVE ON RADIO — Atco recording artist Peter Gabriel made radio history recently with a performance at the Roxy Theatre in Los Angeles, broadcast live across the country. The program marked the first live coast-to-coast FM stereo transmission, and was carried by 15 stations in 15 cities. Backstage at the Roxy from left are: Beth Rosengard, FM promotion coordinator for Atlantic; Billy Juggs, KMET-FM music director; Jeff Gonzer of KMET; Bob Greenberg, vice president and west coast general manager for Atlantic; Sam Bellamy, KMET program director; Steve Rowland, local promotion agent for the label; B. Mitchell Reed of KMET; Gabriel; Tony Smith, Gabriel's manager; and producer Bob Ezrin.

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS

	This Week	To Date
1. Dreams — Fleetwood Mac — Reprise	22%	47%
2. Sir Duke — Stevie Wonder — Tamla	14%	56%
3. I'm Your Boogie Man — K.C. & The Sunshine Band — TK	12%	62%
4. Ain't Gonna Bump — Joe Tex — Epic	11%	29%
5. Lucille — Kenny Rogers — UA	10%	32%
6. Lonely Boy — Andrew Gold — Asylum	9%	34%
7. Undercover Angel — Alan O'Day — Pacific	9%	22%
8. Couldn't Get It Right — Climax Blues Band — Sire	6%	78%
9. I Wanna Get Next To You — Rose Royce — MCA	6%	69%
10. Angel In Your Arms — Hot — Big Tree	6%	53%
11. Hello Stranger — Yvonne Elliman — RSO	6%	44%
12. My Sweet Lady — John Denver — RCA	6%	17%
13. On The Border — Al Stewart — Janus	6%	16%
14. Calling Dr. Love — Kiss — Casablanca	5%	61%
15. Life In The Fast Lane (LP cut) — Eagles — Asylum	5%	36%
16. Cinderella — Firefall — Atlantic	5%	26%
17. Back In The Saddle — Aerosmith — Columbia	5%	9%

STATION ADDS THIS WEEK

WDRC, KLIF, WHBQ, KSLQ, WING, KYA, WVBF, KAKC, WFOM, WAPE, WPIX, WKLO, WPEZ, WIFI, WSGA, WAYS, WCOL, WLEE, WSGN, WCAO, WFIL, WKY, WHBQ, KTAC, WPEZ, WKBW, KNUS, WAYS, WMET, WNDE, WLEE, WGCL, WNCI, WBBF, WKY.

WRKO, KHJ, WMAK, WPIX, WPEZ, WKBW, WOKY, WLAC, WNCI, WERC, KIOA, KFRC.

WBBQ, WMPS, WCAO, WERC, B-100, WLAC, WCOL, WAYS, CKLW, KSLQ, WGH.

WQXI, WBBQ, WDRC, WCAO, WPGC, WSGA, WOKY, KLEO, WFOM, WHBZ.

KJR, WGCL, 13Q, KIOA, KLEO, KTAC, WMAK, WNOE, WING.

KLIF, WAPE, WCOL, WERC, WHHY, WCAO, WOW, WMPS, KERN.

WFIL, KDWB, WNDE, KTLK, 99X, KHJ.

WABC, WLEE, KTLK, KRBE, KNUS, WPEZ.

WFIL, WDRC, WIRL, WPEZ, WGH, WVBF.

WISM, WMPS, Z-93, 13Q, KJOY, WRKO.

KILT, WDRQ, WNOE, WORC, WGCL, WFOM.

KXOK, KERN, WPIX, KTAC, KJOY, KAKC.

B-100, 13Q, CKLW, KTAC, KFRC.

WCAO, WAVZ, KLIF, WRKO, KYA.

KTLK, KSLQ, KJOY, WAKY, WBBQ.

KIOA, WCAO, WOKY, WVBF, KERN.

RADIO ACTIVE SINGLES

- SIR DUKE — STEVIE WONDER — TAMLA**
KCBQ 23-10, WDRC 30-24, WQXI 26-16, WMPS 27-22, WORC 27-17, WFIL ex-23, WHHY 22-15, KJR ex-17, WSGN ex-23, WQAM 27-20, WCOL 32-25, KXOK 14-9, Y-100 16-9, WLS 32-24, WAVZ 14-6, WSAI 18-7, WOKY 31-21, KRBE ex-21, WMAK 29-21, KAKC ex-37, KHJ 19-15, KFRC 16-8.
- WHEN I NEED YOU — LEO SAYER — WB**
WDRC 26-18, KEEL 8-3, Y-100 20-15, WLS 11-8, KTLK 25-18, WPGC 7-2, WOKY 7-3, KNUS 14-8, CKLW 21-17, WPGC 18-8, WKLO 24-7, WPIX 14-1, WAPE 10-3, 99X 14-10, KFRC 23-19, WNOE 20-12, WABC 22-13, KDWB 22-12, WFIL 20-14, WNCI 8-3, KJR 12-7, WQAM 18-14, KXOK 9-5, KIMN 27-17.
- I'M YOUR BOOGIE MAN — K.C. & THE SUNSHINE BAND — T.K.**
WDRC ex-29, WQXI 17-10, WKY ex-16, WOW ex-16, WFIL ex-24, WCAO 19-15, KJR ex-23, WSGN 18-13, Q-94 ex-28, B-100 28-18, Z-93 19-14, WNDE ex-15, WPGC 16-11, WKLO 10-4, WAPE 6-1, KTAC ex-25, WFOM 23-17, KAKC 40-32, 99X 33-28, WNOE ex-28, WDRQ 29-25, KYA ex-26.
- COULDN'T GET IT RIGHT — CLIMAX BLUES BAND — SIRE**
WDRC ex-20, WKY 18-9, WAKY 27-21, WMPS 22-16, WCAO 18-14, KJR 17-12, KEEL 15-10, Z-93 15-10, WCOL 26-22, WIRL 13-7, WMET 29-25, WSGA 20-16, KRBE 15-11, WKBW 28-21, WIFI 28-19, WPEZ 29-23, KAKC 30-25, KLIF 24-17, WRKO ex-27, WNDE ex-21.
- CALLING DR. LOVE — KISS — CASABLANCA**
KIOA 11-2, WBBF 23-16, WFIL 22-18, WHHY ex-26, WNCI 9-4, WGCL 14-10, WMET 21-11, WLS 28-15, WAVZ ex-30, WOKY 15-11, WIFI 24-18, KLEO 25-17, WAPE 27-19, KJOY 29-16, KHJ 27-23, WRKO ex-29, WNOE ex-26, KSLQ 11-6.
- RIGHT TIME OF THE NIGHT — JENNIFER WARNES — ARISTA**
WABC 23-20, WMPS 23-17, WFIL 21-16, WERC 9-5, WQAM 30-24, WGCL 16-11, B-100 26-21, WNDE 18-6, WSAI 16-9, WKBW 22-14, CKLW ex-24, WPIX ex-20, KLEO 16-10, KLIF 19-14, 99X 24-20, KHJ 23-18, WRKO 29-17, KCBQ 27-23.
- LIDO SHUFFLE — BOZ SCAGGS — COLUMBIA**
WQXI 19-14, WISM 17-12, KDWB 27-15, WAKY 17-12, WBBF 17-3, WERC 22-14, WNCI 22-15, WQAM 13-9, WGCL 13-7, WIRL ex-21, KIMN 19-13, WAVZ 23-18, WKBW 24-19, WPEZ 16-10, KSTP 13-9, KLIF 13-9, WNOE 18-14.

SECONDARY RADIO ACTIVE

Titles listed below are receiving strong radio support from key secondary stations around the country.

- UNDERCOVER ANGEL — ALAN O'DAY — PACIFIC**
Adds: WTRY, WKWK, WOW, WGUY, WCRO, WTLB, WRFC, WJDX, WBSR, WEAQ, KAAV, WING, KLIV, KAFY, WICC; Jumps: WISE 11-3, 98Q 16-11, WGSV 25-19, WFLB 29-21, KNOE 39-33, WAIR 8-4, WGLF 30-24, WRJZ 23-16, KVOL 22-17, KSLY 19-15, WAEB ex-27, WKIX ex-30, WCUE ex-35, KEIN ex-20, WSPT ex-24, 14-RKO ex-30, KOTN ex-24.
- ON THE BORDER — AL STEWART — JANUS**
Adds: WORD, KRIB, KNOE, WISE, WYSL, WGLF, WBGW, KAKC, WGSV, WTRY, WKWK, KVOL, WFBR, WCRO, KLIV, WBSR; Jumps: WFLB ex-34, 14-RKO ex-28, KSLY ex-29, WCUE ex-40, KFIV ex-37.
- MARGARITAVILLE — JIMMY BUFFETT — ABC**
Adds: 98Q, WAIR, WFBR, WDBQ, KKLS, WING, WRJZ, WBSR; Jumps: WQPD 10-1, WGSV 29-25, WFOM 27-22, WLOF 23-15, WABB 25-19, KVOL 36-26, KFIV 22-17, 14-RKO ex-25.
- EVERYBODY BE DANCIN' — STARBUCK — PRIVATE STOCK**
Adds: WTLB, KRIB, WISE, WFBR, KVOL, KOTN; Jumps: WAIR ex-28, WGSV ex-28, WFOM 25-21, WFLB ex-33, WQPD 38-31, WBSR ex-35.
- HIGH SCHOOL DANCE — SYLVERS — CAPITOL**
Adds: WKIX, 98Q, WTRY, WFLB; Jumps: WQPD 34-28, WCRO ex-28, WFOM ex-31, WORD ex-20, WGSV ex-31, KFIV ex-35.
- YOU ARE ON MY MIND — CHICAGO — COLUMBIA**
Adds: WISM, KELI, WBGW, WTRY, WKWK, WQPD, KAFY; Jumps: WING 39-31, WAEB ex-30.
- THEME FROM "ROCKY" (GONNA FLY NOW) — BILL CONTI — UA**
Adds: WEBC, WROK, WFBR, WICC; Jumps: KQWB 28-20, WAVZ 24-17, KKLS ex-20, WCUE ex-37, WTLB ex-30.
- MAINSTREET — BOB SEGER — CAPITOL**
Adds: 98Q, WORD, KELI, KVOX, KYNO; Jumps: WQPD 39-32, WAIR ex-29, WCUE ex-39.
- I THINK WE'RE ALONE NOW — RUBINOOS — BESERKLEY**
Adds: WAIR; Jumps: WTLB 24-18, KEIN 12-7, WEAQ 21-16, WGSV 16-12, WDBQ 20-16, KAFY ex-20, WISM ex-30.
- ARIEL — DEAN FRIEDMAN — LIFESONG**
Adds: WCUE, WISE, WAIR, WAVZ, KLIV; Jumps: WCRO 25-16, WFOM 30-26.
- SUB ROSA SUBWAY — KLAATU — CAPITOL**
Adds: KEWI, WEBC, WRJZ; Jumps: WISM 29-21, WAIR ex-27.
- SHOW YOU THE WAY TO GO — JACKSONS — EPIC**
Adds: KOTN, KEIN, WING, WBSR; Jumps: WCUE 36-28, WFOM 29-23.

ALBUM CHART ANALYSIS

#13★ ATLANTA RHYTHM SECTION

Top ten action is in sight for "A Rock And Roll Alternative" on a national level, making it one of the classic success stories of the year, perhaps to follow the pattern of Heart last year. With the tremendous response to their single "So In To You," album sales have picked up in every market consistently, making this the LP's biggest week to date. Top 10 reporters this week include the following major accounts: Win One Stop, Western Merch., National Record Mart, Camelot, Disc, Licorice Pizza, Everybody's, City One Stop and Dan Jay. Other accounts nationwide that are experiencing top ten sales on ARS are Cavages, N.E. Music City, Vornado, Peter's and Disco in the Northeast; Record Masters and Waxie Maxie in the Balt.-Wash. Region; Gary's, Giant and Peaches/Atlanta in the Southeast; Soundtown (1) and Record Hole in the South Central; Radio Drs., Father's & Sun's, Swallen's and Peaches/Columbus/St. Louis/Delwood in the Midwest; Tower/San Diego/Sacramento, Wallichs, DJ's Sound City and Banana in the West and Independent and Mile High in the Denver-Phoenix Region. The major racks show continued growth as indicated by a jump of 38-33 on the J.L. Marsh printout and movement upwards of 25 positions on the Handleman run. On a national level, Record Bar and Korvettes are both enjoying extremely strong sell through.

#15★ EMERSON LAKE & PALMER

The years of anticipation on this LP are made obvious by the overwhelming response at every level in every market. This \$13.98 list is showing strongest sell through on both coasts. In the Northeast/Balt.-Wash. Regions top thirty reporters are Harvard Coop (3), Win One Stop (8), Vornado (1), Alexanders, TSS/Record World, Cavages, N.E. Music City, Double B, Apex Martin, Norman Cooper, Richman Bros., Peter's, Dick's, Record & Tape Coll., Record Masters and Waxie Maxie. Strong sales in the West Region are being felt at Everybody's (8), Music Plus, Warehouse, Tower/S.F./Sacramento/San Diego, Wallichs, Banana, Music Street, Record Cove and Music Millennium. Other major accounts reporting ELP are Western Merch. and Dan Jay. Accounts in other regions reporting top ten action are Sound Warehouse, Soundtown, Record Hole, Wilcox, 1812, Caper's Corner, Swallen's, Harmony House/Detroit, Peaches/Columbus/St. Louis, Consolidated and Independent. Top twenty action is seen on a national level at both Korvettes and the Record Bar. Rack sales exploded this week as "Works" jumps 226-61 on the J.L. Marsh computer run and moves into the top 150 at Handleman.

#23★ JEFF BECK

Continuing in his success pattern, Jeff Beck's latest continues its infiltration of every region earning the number 1 position on the National Breakout chart and making it the most successful non-vocal LP on the chart. Beck's appeal is widespread as indicated by a number 35 position on the CB Top 40 Jazz LP chart. Top ten reporters are Harvard Coop, Win One Stop, Peaches/Ft. Lauderdale, Mushroom, Streetside, Swallen's, Harmony House/Detroit, Peaches/Maple Heights and Rolling Stone. Major accounts including Beck among their top ten best sellers are Disc, Everybody's, Tower/S.F., City One Stop and World Wide. Rack sales are showing rapid growth as the LP jumps in excess of 250 positions on the Handleman computer printout and a jump of 189-134 is seen at J.L. Marsh.

#24★ MARVIN GAYE

This live package experienced its strongest week yet as it moves into the number 1 position on the CB Top 75 R&B LP chart and jumps in excess of 25 points on the CB Top 200 LP chart. In addition to his already massive following, Gaye has a smash single helping the LP in its immediate infiltration of all major markets. "Got To Give It Up (Part 1)" jumps this week 27-7 bullet on the CB Top 100 R&B Singles chart and should be number 1 by next week. It also took a substantial jump of 80-52 bullet on the CB Top 100 Singles chart. Strongest sales are seen in the Balt.-Wash. Region with For The Record (3), Soul Shack (1), Record & Tape Coll. (2), Record Masters (5), Waxie Maxie (2) and Morey's (4). Other accounts across the nation experiencing top 5 sales are Strawberries (1), Jerry's, Spec's, Peaches/Ft. Lauderdale/L.A., Tape City (1), Mushroom (1), Sound Warehouse, World Wide (1), Music Street (1) and All Records (1). Major accounts reporting Gaye among their best sellers are Sam Goody, King Karol, National Record Mart, Camelot, Disc, Music Plus and Tower/S.F., while on the national level Korvettes reports top ten action and Record Bar reports top twenty sales. Rack sales are flourishing in this early stage as the LP jumps 581-105 on the J.L. Marsh computer printout and debuts impressively on Handleman's run. All of the above make this LP the number 2 National Breakout of the week.

#26★ ROCKY (SOUNDTRACK)

With the Academy Awards, massive exposure through the cinema, and a bulleting single, this LP has reached all markets in full force. The single "Theme From Rocky" by Bill Conti jumps 88-69 bullet on the CB Top 100 Singles chart and its cover by Maynard Ferguson jumps 98-75 bullet. Sales are most impressive at the rack level as J.L. Marsh shows an impressive 23-9 jump on their computer printout, while Handleman's printout shows upward movement in excess of forty positions. Sales are strong everywhere else earning "Rocky" the number three position on the National Breakout chart. Strongest sales come out of the Midwest and Northeast Regions. In the Midwest, Camelot (4), Disc, National Record Mart, Streetside, Harmony House and Peaches/Cleveland/Delwood all report top thirty action. In the Northeast Region sales come from Sam Goody, TSS/Record World, Cavages, Harmony House, Jerry's, Vornado (4), Norman Cooper and Richman Bros. Other major accounts reporting the LP are Licorice Pizza and Music Plus in addition to Record Bar and Korvettes on a national level.

#29★ ISLEY BROTHERS

This week's number 4 National Breakout is happening on all levels in all markets, both pop and R&B. The LP jumps to 6 bullet this week on the CB R&B LP chart, while the single "The Pride (Part 1)" jumps 10-8 bullet on the CB Top 100 R&B Singles chart. The highlight of this week's sales is once again the Balt.-Wash. Region with reports from For The Record (1), Record & Tape Coll. (1), Harmony Hut (8), Soul Shack (4) and Record Masters (7). The West Region is strong with reports from Music Plus, Tower/S.F., All Records (3), World Wide, Tower/San Diego, Peaches/L.A. (1), Record Cove (1), and Music Street, while in the South Central Region, Tape City, Mushroom, Sound Warehouse, Peaches/Dallas, Inner Sanctum and Zebra all include the Isleys among their best sellers. Major accounts reporting exceptional sales are King Karol, Win One Stop and Dan Jay while Record Bar experiences top 5 sales on a national level. Rack sales are surging with the LP debuting at number 78 on the J.L. Marsh computer run and jumping from the 800s to top 65 this week on the Handleman run.

#38★ COMMODORES

This week's number 5 National Breakout is another one of many huge crossover items speeding up both the pop and R&B LP charts. It moves 6-5 bullet this week on the CB R&B LP chart. A single from this LP might be the key in taking this album to platinum status. Sales this week are highlighted in the Balt.-Wash. Region with reports from For The Record (4), Soul Shack (3), Record & Tape Coll. (3), Waxie Maxie (3) and Record Masters. The Midwest is strong with reports from National Record Mart, Camelot (5), 1812 (8), Streetside (5), Father's & Sun's (6) and Peaches/Maple Heights (2)/Columbus. Major reporters experiencing top thirty ac-

tion on this LP are Sam Goody, Win One Stop, Music Plus, Tower/S.F., World Wide (2) and Dan Jay. On a national level, Record Bar reports the Commodores as their number 6 best seller while Korvettes reports top thirty action. A jump of 194-45 on the J.L. Marsh computer run makes the Commodores the largest rack seller of the current giant R&B crossover releases. Handleman experienced upward movement in excess of 60 positions on their printout.

#46★ WEATHER REPORT

This week's number 6 National Breakout is crossing pop better than any of their previous efforts. Essentially a jazz album (strictly instrumental), it is presently at number 2 on the CB Jazz LP chart, having previously attained the number 1 position. It also moves up to number 68 on the CB R&B LP chart. Strongest regions are the South Central and the North/east/Balt.-Wash. Sound Warehouse, Soundtown, Inner Sanctum (5), Zebra (1) and Peaches/Dallas all report strong sales in the South Central; while in the Northeast/Balt.-Wash. Regions reporters are Sam Goody, Harvard Coop, TSS/Record World, Strawberries, N.E. Music City, Jerry's, Norman Cooper, Record & Tape Coll., Record Masters and Waxie Maxie. Other major accounts including "Heavy Weather" among their top thirty best sellers are Disc, Everybody's and Tower/S.F.

#51★ KLAATU

The mystique surrounding this LP continues to grow resulting in sales growth in all major markets, most noteworthy of which is the Midwest and Northeast/Balt.-Wash. Regions earning Klaatu the number 7 position on the National Breakout chart. Midwest reports come from Camelot (3), Disc (8), 1812, Caper's Corner, Father's & Sun's (1), Swallen's and Peaches/Maple Heights/Cleveland/Columbus. Accounts in the Northeast/Balt.-Wash. Regions including Klaatu among their top thirty best sellers are Sam Goody, King Karol, Win One Stop, Jerry's, Norman Cooper, Richman Bros., Harmony Hut (1), Record Masters, Record & Tape Coll. and Waxie Maxie. Other accounts showing top ten sales are Sound Warehouse, Zebra and Banana. Korvettes is beginning to show strong sell through on a national level, as is J.L. Marsh on a rack level with their printout showing a jump in excess of 75 positions.

#62★ FOREIGNER

Great initial response has been experienced on this big Atlantic push on both the single, "Feels Like The First Time," which jumped 35-29 bullet on the CB Top 100 Singles chart and on LP sales. This widespread acceptance has earned Foreigner the number 8 position on the National Breakout chart, though sales are highlighted in the Midwest Region. Top thirty reporters there are Disc, 1812, Caper's Corner, Father's & Sun's, Swallen's and Peaches/Maple Heights/Cleveland/Columbus/Delwood. Major accounts reporting the LP among their best sellers are Sam Goody, King Karol and World Wide. On a national level, Korvettes is showing strong sales throughout the chain.

#64★ TEDDY PENDERGRASS

Teddy's success is starting to spread into regions as yet untouched. However, his home regions remain incredibly strong, earning the LP the number 1 position in the Northeast, Balt.-Wash. and Southeast Regions on the Regional Breakout chart. Top thirty reports in the Northeast come from Sam Goody, Win One Stop, TSS/Record World, Strawberries, N.E. Music City, Harmony House, Jerry's, Double B and Richman Bros. In the Balt.-Wash. Region reports are overwhelming from Harmony Hut, For The Record, Soul Shack, Record & Tape Coll., Waxie Maxie and Morey's. Presently at number 7 on the CB R&B LP chart, Pendergrass is making great headway in his crossover ability. The major racks are all showing strong consistent growth and the Record Bar experiences top 25 action on a national level.

#64★ LEO SAYER

With the album's second smash single in a row, sales increases can be seen in all regions, earning "Endless Flight" five positions on the CB Regional Breakout chart. The single "When I Need You" jumps 12-9 bullet and will soon be a strong contender for the number 1 spot. Greatest response is witnessed at the rack level as the LP jumps 42-38 on the J.L. Marsh computer run and moves up into the top thirty on Handleman's run. The Northeast shows consistent sell through at King Karol, Win One Stop, Alexanders, Cavages, Bee Gee and Peter's. Other major accounts reporting top thirty action are National Record Mart, Disc, Music Plus and Dan Jay.

#87★ MAYNARD FERGUSON

This jazz artist crosses over pop especially well, and now with a single bulleting on the pop chart should make "Conquistador" his strongest effort to date. His version of "Theme From Rocky" moves 98-75 bullet on the CB Top 100 Singles chart, while the LP is bulleting at number 5 on the CB Jazz LP chart. This week's number 10 National Breakout received reports from the following major accounts: National Record Mart, Camelot, Licorice Pizza, Everybody's and Dan Jay. Rack sales aren't usually exceedingly strong for jazz artists, however, Ferguson is an exception as Marsh shows him among their top 150 best sellers and growth on Handleman computer printout is coming in leaps and bounds.

#119★ SLAVE

This relatively new band is making waves on the charts as they appear in three different regions on the Regional Breakout chart. Essentially an R&B act, Slave experiences strongest sales in the Balt.-Wash. Region. Reporters there are For The Record (2), Soul Shack (8), Record Masters, Morey's and Waxie Maxie. The LP jumps 46-36 bullet on the CB R&B LP chart. Other accounts reporting Slave are Strawberries, Jerry's, Gary's, Mushroom, 1812, Peaches/Columbus and Dan Jay.

#122★ JOHNNY GUITAR WATSON

Following an extremely strong effort in "Ain't That A Bitch," Watson seems to be picking up where he left off. Also a strong crossover artist, Watson moves 49-33 bullet on the CB R&B LP chart. Early action is strongest in the South Central Region with Mushroom, Sound Warehouse, Soundtown and Peaches/Dallas all including the LP among their top thirty best sellers. Other reporters showing strong initial action are Tower/S.F., World Wide, Dan Jay, Peaches/L.A./Cleveland, Streetside, Spec's and For The Record, earning "A Real Mother For Ya" four positions on the Regional Breakout chart.

#127★ BONNIE RAITT

It has been a long wait since "Home Plate," thus causing great anticipation. "Sweet Forgiveness" is now out and is going out the door all over the country, earning it the number 12 position on the National Breakout chart. Strongest initial response comes from the Northeast and West/Denver-Phoenix Regions. Northeast reporters are Harvard Coop (4), Dick's, Norman Cooper and Central, while in the West/Denver-Phoenix Regions Tower/S.F., Music Plus, Everybody's, City One Stop, Dan Jay (3), Tower/San Diego, Music Millennium, Mile High and Independent all report Raitt among their best selling LPs.

#142★ DICKEY BETTS

This ex-Allman Brother is back with his first solo album on Arista and is receiving the kind of attention he is used to. His widespread following has earned him four positions on the Regional Breakout chart. In the Denver-Phoenix Region Dan Jay (8), Independent, Mile High and Peaches/Denver all report strong initial sales making the LP number 1 in that region. Other major accounts experiencing strong initial response are Harvard Coop, Music Plus and Everybody's.

REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. DAVID SOUL
2. LEO SAYER
3. GLEN CAMPBELL
4. REO SPEEDWAGON
5. WILD CHERRY
6. KISS (ORIGINAL)
7. JENNIFER WARNES
8. JOHNNIE TAYLOR
9. BTO
10. STARZ

MIDWEST

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

1. REO SPEEDWAGON
2. MICHAEL STANLEY
3. CHILLIWACK
4. LEO SAYER
5. RETURN TO FOREVER
6. BOB SEGER (LIVE)
7. SUPERTRAMP
8. JESSE COLIN YOUNG
9. THE BAND
10. WALTER EGAN
11. JOHNNY GUITAR WATSON
12. SLAVE
13. WILD CHERRY
14. JUSTIN HAYWARD
15. STARZ

NORTHEAST

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

1. TEDDY PENDERGRASS
2. DAVID SOUL
3. JENNIFER WARNES
4. THE BAND
5. LEO SAYER
6. GLEN CAMPBELL
7. POUSETTE-DART BAND
8. SPINNERS
9. DICKEY BETTS
10. NILS LOFGREN
11. JOAN ARMATRADING
12. SIDE EFFECT
13. GARLAND JEFFRIES
14. MARLENA SHAW
15. OHIO PLAYERS

WEST

(California, Seattle, Portland)

1. JESSE COLIN YOUNG
2. PABLO CRUISE
3. SUPERTRAMP
4. LES DUDEK
5. JENNIFER WARNES
6. JOHNNY GUITAR WATSON
7. RETURN TO FOREVER
8. BOB JAMES
9. MARLENA SHAW
10. SMOKEY ROBINSON
11. RITA COOLIDGE
12. AMAZING RHYTHM ACES
13. LOU RAWLS
14. DICKEY BETTS
15. GLADYS KNIGHT

NATIONAL BREAKOUTS

- | | |
|-------------------|------------------------------------|
| 1. JEFF BECK | 7. KLAATU |
| 2. MARVIN GAYE | 8. FOREIGNER |
| 3. ROCKY | 9. CAPTAIN & TENNILLE (SOUNDTRACK) |
| 4. ISLEY BROTHERS | 10. MAYNARD FERGUSON |
| 5. COMMODORES | 11. BEACH BOYS |
| 6. WEATHER REPORT | 12. BONNIE RAITT |

BALTIMORE/WASHINGTON

1. TEDDY PENDERGRASS
2. SLAVE
3. GRAHAM CENTRAL STATION
4. KC & SUNSHINE BAND
5. JENNIFER WARNES
6. PLEASURE
7. MINNIE RIPERTON
8. MARLENA SHAW
9. MANHATTANS
10. LEO SAYER
11. NILS LOFGREN
12. ASHFORD & SIMPSON
13. WALTER JACKSON
14. GLADYS KNIGHT
15. SPINNERS

DENVER/PHOENIX

1. DICKEY BETTS
2. LEO SAYER
3. JESSE COLIN YOUNG
4. THE BAND
5. SOUTHSIDE JOHNNY
6. ENGLAND DAN
7. RETURN TO FOREVER
8. AL DIMEOLA
9. JOHNNY GUITAR WATSON
10. WALTER EGAN

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. OHIO PLAYERS
2. AMAZING RHYTHM ACES
3. JOHNNY GUITAR WATSON
4. SUPERTRAMP
5. MAZE
6. JENNIFER WARNES
7. ENGLAND DAN
8. GRAHAM CENTRAL STATION
9. RITA COOLIDGE
10. LES DUDEK

SOUTHEAST

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

1. TEDDY PENDERGRASS
2. DICKEY BETTS
3. LOU RAWLS
4. GRAHAM CENTRAL STATION
5. ELVIS PRESLEY
6. BILLY PAUL
7. WILD CHERRY
8. SLAVE
9. MARK & CLARK
10. NORMAN CONNORS

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

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

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

11 Of 15 Drug Chains Still Carrying Records

(continued from page 10)

Then he buys his own merchandise."

De-centralized Merchandising

The policy of de-centralized merchandising is more common among those stores with records than that of Pay Less, where all records are supplied by a single rack jobber. Several buyers said since they operated stores in several states, their suppliers are different depending on the area in which the stores are located.

This method was exemplified at Osco drug chain, which operates 228 stores out of Chicago. Herb Young, Osco's vice president of merchandising, said, "Sure, all of our stores have records.

"But how they are handled varies from store to store. Our store managers can decide whether they want to use them, but for the most part, records are not a heavy promotional item," Young said.

In regard to pricing of current merchandise, Young said, "In general, we are a promotion-type drug store and we tend to price below list on everything" including records. Osco gets its records, Young said, "almost strictly from jobbers," but since there are stores in 19 states, no single company does it all.

Manager Decides

The Skaggs chain, with 218 stores in 20 states, also stocks records in every store, according to merchandiser Ron Carlson. "Each store manager buys his own merchandise and the stores are racked locally," he said.

Gordon Hurst, assistant merchandising manager for the 104-store Pay 'n Save chain, said, "All of our stores have records. We consider them basic merchandise. We have the TV records along with best selling records and tapes, which we discount."

Many buyers and merchandisers were reluctant to discuss the problems arising from shoplifting, but Terry Solander of Pay Less, said, "Of course shoplifting is a problem; it's part of the record industry. But it's not excessive for us."

Jack Eckerd Stores

A spokesman at the Jack Eckerd Corp., which has 775 stores in 15 states, commented, "From the standpoint of the tremendous pilferage of records and tapes, there are some chains that won't even put them in. With us, it has to do with the division merchandising manager and what he wants to do."

For this reason, some Eckerd stores have record departments, others do not. Most of those that do, carry current releases in addition to "those TV advertised records — like those that offer every piece of music ever recorded," the buyer said.

Oldies Catalog Listing 45's Out

LOS ANGELES — "The 45 RPM Handbook of Oldies" published by Record Rack Service of Los Angeles is billed as "a complete guide to all the available hit singles of the past" with "over 14,000 listings."

"For the reader's convenience, these hit singles of the past are listed by artist in the first half of the book and by song title in the second half, making it an outstanding source of reference," according to Lenny Cummins, sales manager at Record Rack.

Cummins also has said an update would be issued yearly to supplement the catalog.

The 224-page book contains titles dating back to 1930 through 1976. In the first half of the book, for instance, there appear 34 songs by Frank Sinatra, 52 Beatles' titles and 123 Elvis Presley songs.

RETAIL LP SELLING PRICES

Atlanta

At **Franklin Music** (3 locations), the latest LP by Teddy Pendergrass for \$3.99/\$4.99 tape. At **K mart** (17), the latest LP by Tom Jones, price not included; and the latest LP by B. J. Thomas for \$3.97. At **Rich's** stores, seven classical releases including Mozart's "The Magic Flute" and Puccini's "Tosca" for \$4.99 per disc. (Sunday *Atlanta Journal and Constitution*).

Baltimore

At **Korvettes** (4 locations), these features: all-label sale for \$4.19/\$5.79 tape; 17 releases, including the latest LPs by Justin Hayward, John Miles, Jesse Colin Young, Barry Manilow, Norman Connors, Jimmy Buffett and Gladys Knight for \$3.84; Quincy Jones' "I Heard That" (2 LPs/\$7.98 list) for \$4.59; and "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$5.88. At **Two Guys** (4), assorted 45s for \$.69. At **Recordmasters** (3), the latest LP by Justin Hayward for \$3.99/\$5.79 tape. (Sunday *Baltimore Sun*).

Boston

At **The Coop** (3 locations), these features over two pages: 14 releases, including the latest LPs by Hall & Oates, Television, Jesse Colin Young, Norman Connors, Phyllis Hyman and Bryan Ferry for \$3.89; and five Everest classical LPs for \$3.99. At **Strawberries** (3), these features over two pages: eight releases, including the latest LPs by Nils Lofgren, Norman Connors, the Atlanta Rhythm Section and Flora Purim for \$3.89; the latest LP by the Ohio Players (\$7.98 list) for \$4.89; the latest LPs by Chick Corea (2 LPs/\$9.98 list) for \$5.98; and "Wings Over America" (3 LPs/\$14.98 list) for \$7.89. At **Music City** (3), these features over three pages: all-label sale for \$3.89 (at Boylston Street store only); 13 releases, including the latest LPs by Jesse Colin Young, David Newman, Graham Central Station and Flora Purim for \$3.89; and the latest release by Deaf School (2 LPs/\$7.98 list) for \$4.89. RCA ad promoting the latest release by Bill Quateman, tied to upcoming area concert. At **Musiciand** stores, "Alex Haley Tells The Story Of His Search For Roots," price not included. (Sunday *Boston Globe* and *Boston Phoenix*, April 12).

Chicago

At **Turnstyle** stores, "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$5.93/\$7.13 tape. At **Hear Here** (3 locations), all "jazz" LPs for 40% off list price; and 11 CBS jazz releases, including the latest LPs by Maynard Ferguson, Weather Report and Shakti for \$3.99/\$4.99 tape. At **Musiciand** (7), these features: the latest LP by Jeff Beck for \$3.99/\$5.99 tape; and the latest releases by the Michael Stanley Band and REO (both 2 LPs/\$7.98 list) for \$4.99/\$6.99 tape. (Sunday *Chicago Tribune*).

Cleveland

At **Burrows** stores, "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$5.99. At **Tokyo Shapiro** (5 locations), all-label sale for \$3.49. At **J.P. Snodgrass** stores, any \$6.98 list LP for \$.99 with purchase of pants or jeans worth at least \$17. At **Recordland** (7), same ad with the identical features appeared at Musiciand in Chicago except the REO and Stanley LPs and the latest LPs by Yvonne Elliman and Rick Dees for \$3.99/\$5.99 tape. At **Records Unlimited** (2), 11 CBS releases, including the latest LPs by Maynard Ferguson, Jeff Beck, Lou Rawls, Marlena Shaw, Minnie Riperton and Wild Cherry for \$4.49. At **May Co.** stores, "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$7.99. (Sunday *Cleveland Plain Dealer*, April 8 and 10).

Dallas

At **Montgomery Ward** (3 locations), these features: 18 E/A albums, including the latest LPs by the Eagles and Joni Mitchell and "The Best Of Bread" and Linda Ronstadt's "Prisoner In Disguise" for \$3.99/\$5.33 tape; and Queen's "A Day At

The Races" (\$7.98 list) for \$5.33 per LP or tape. At **Sound Warehouse** (5), 11 CBS releases, including the newest albums by Charlie Daniels, Kansas, Cheap Trick and Ted Nugent for \$3.95/\$4.95 tape. At **Woolco** stores, the latest LP by Tom Jones for \$3.99/\$4.99 tape. (Sunday *Dallas Times-Herald* and the *Dallas Morning News*, April 8 and 10).

Denver

No ads appeared in the Sunday *Denver Post*.

Detroit

At **Korvettes** (5 locations), these features: all-label sale for \$4.19; 20 releases, including the latest LPs by the Kinks, Sea Level, Jesse Colin Young, Rufus, Martin Mull and Norman Connors and Bob James' "One," "Two" and "Three" for \$3.84; nine "Super Specials," including the latest LPs by Al Stewart, Joni Mitchell, Jackson Browne, the Eagles, Bread, Manfred Mann, Kiss and Sea Level and the Beatles' "Let It Be" (\$5.98 list) for \$2.99; the latest release by Isaac Hayes and Dionne Warwick (2 LPs/\$8.98 list) for \$5.49; "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$5.88; and Bob James' "Four" and Quincy Jones' "I Heard That" (both 2 LPs/\$7.98 list) for \$4.59. (Sunday *Detroit News*).

Houston

At **Montgomery Ward** (5 locations), these features: 18 E/A LPs, including the newest albums by Jackson Browne, Joni Mitchell and the Eagles and Queen's "A Night At The Opera" for \$3.99/\$5.33 tape; the latest LP by Queen (\$7.98 list) for \$5.33 per LP or tape; and assorted cutout LPs for \$1.99/\$2.99 tape. At **Disc Records** (4), Tom Jones' "Greatest Hits" and Engelbert Humperdinck's "Greatest Hits" for \$3.99/\$4.99 tape. At **Cactus Records and Tapes**, the latest LPs by Gary Burton and Wild Cherry, price not included. (Sunday *Houston Chronicle*).

Indianapolis

No ads in the Sunday *Indianapolis Star*.

Kansas City

At **Venture** stores, "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$7.99. (Sunday *Kansas City Star*).

Los Angeles

At **The Wherehouse** (40), the latest release by Justin Hayward for \$3.96/\$4.77 tape; the debut album by Television tied to Whisky appearance for \$3.96/\$4.77 tape; and the latest LP by Dolly Parton tied to Roxie appearance for \$3.96/\$4.77 tape. At **JC Penney** stores, the soundtrack of "A Star Is Born" (\$8.98 list) for \$5.99; and three Disneyland children's records, price not included. (Sunday *Los Angeles Times*).

Miami

No ads appeared in the Sunday *Miami Herald*.

New Orleans

At **Smith's Record Centers** (3 locations), the soundtrack to "Rocky" for \$3.99. (Sunday *New Orleans Times-Picayune*).

New York

At **Sam Goody** (16 locations), these features over two pages: multi-label sale (including CBS, RCA, Buddah, London and Midsong) for \$3.94/\$5.49 tape; three "Super Picks," including the latest LPs by the Atlanta Rhythm Section, ELO and Thelma Houston for \$2.99; and three "Super Picks," including the newest albums by Bad Company, Fleetwood Mac and Natalie Cole (\$7.98 list) for \$3.99; the original Broadway cast album of "Your Arms Too Short To Box With God" (\$8.98 list) for \$5.94; eight Angel and RCA Red Seal classical releases (all \$7.98 list) for \$4.79; the latest LP by Bonnie Raitt and the soundtracks to "Rocky" and "Roots" for \$3.94/\$5.49 tape; two DG classical LPs (\$7.98 list) for \$4.94; the latest LP by Bob James (\$7.98 list) for \$4.94/\$5.49 tape and the rest of the Bob James catalog for

\$3.94/\$5.49 tape. At **Korvettes** (30), these features over two pages: all-label sale for \$4.19/\$5.79 tape; 10 "Super Specials," including the latest LPs by Joni Mitchell, Abba, Rufus, Johnnie Taylor, Kiss and the Eagles, Neil Diamond's "Greatest Hits," Stevie Wonder's "Fulfillingness' First Finale" and "Innervisions" and Joe Walsh's "So What" for \$2.99; 19 Capitol/EMI imports, including the Beatles' "Help" and "Rubber Soul" and "The Best Of Pink Floyd" (all \$7.98 list) for \$4.59; the Beatles' "White Album" (2 LPs/\$15.98 list) for \$7.99; three catalog Pink Floyd releases in quadraphonic, including "Dark Side Of The Moon" (all \$8.49 list) for \$5.59; the Beach Boys' "40 Greatest Hits" (2 LPs/\$12.98 list) for \$7.39; Kiss' "Alive" and the latest LPs by Queen and Bad Company (all \$7.98 list) for \$3.99; 22 releases, including the latest LPs by Tom Waits, Jackson Browne, Syreeta, Joan Armatrading, the Babys, Jethro Tull and John Miles for \$3.84; the latest release by Diana Ross (2 LPs/\$7.98 list) for \$3.99 and Bob Seger's "Live Bullet" (2 LPs/\$7.98 list) for \$4.99; Quincy Jones' "I Heard That" (2 LPs/\$7.98 list) for \$4.59; two catalog Bob Seger LPs, including "Mongrel" for \$2.99; John Denver's "Greatest Hits Vol. 2" (\$7.98 list) for \$4.59; and four Angel releases (all \$7.98 list) for \$4.59 per disc. At **Caldor** stores, these features: all-label sale for \$3.84; all \$7.98 list LPs for \$4.44; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.64 per tape; and Neil Diamond's "Love At The Greek" (2 LPs/\$11.98 list) for \$8.44 per tape. At **Jimmy's Music World** (28), these features: 10 "Best Sellers," including the latest LPs by the Trammps, Moments, William Bell, Thelma Houston, Cloud One, Brainstorm, Joni Mitchell and the Eagles and Pink Floyd's "Dark Side Of The Moon" and the Beatles' "Abbey Road" (both \$7.98 list) for \$2.99; the latest releases by John Denver and Diana Ross (both \$7.98 list) for \$3.99; and the latest LPs by Teddy Pendergrass and Marlena Shaw for \$3.99. WB ad promoting "Breezin'" and "In Flight" by George Benson, tied to several upcoming area concerts. (Sunday *New York Times* and the *Daily News*, April 10).

Philadelphia

At **Sam Goody** (10) locations, these features over two pages: multi-label sale (including CBS, RCA, London and Midsong) for \$3.94/\$5.49 tape; and 10 "Super Picks," including the latest LPs by Lou Rawls, the Isley Brothers, Barry Manilow, the Eagles, Johnny's Dance Band, Jennifer Warnes, Boz Scaggs, Rufus, Atlanta Rhythm Section and Steve Miller for \$3.94/\$5.49. At **Korvettes** (5), these features: all-label sale for \$4.19; 18 releases, including the latest LPs by Sea Level, Gladys Knight, the Climax Blues Band and the Kinks for \$3.84; the latest LPs by the Eagles and Rufus for \$2.99; "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$5.88; and Bob James' "Four" and Quincy Jones' "I Heard That" (both 2 LPs/\$7.98 list) for \$4.59. At **Listening Booth** (10), the latest LPs by Tom Jones and Bonnie Raitt and the soundtrack to "Rocky" for \$3.88/\$4.99 tape. (Sunday *Philadelphia Bulletin* and the Sunday *Philadelphia Inquirer*).

Pittsburgh

At **K mart** stores, assorted cutout LPs for \$2.97. (Sunday *Pittsburgh Press*).

Portland

No ads appeared in the Sunday *Oregonian*.

St. Louis

At **Street Side Records**, the ELO catalog on UA for \$3.99/\$4.99 tape. At **Venture** stores, "Alex Haley Tells The Story Of His Search For Roots" (2 LPs/\$9.98 list) for \$7.99. (Sunday *St. Louis Post-Dispatch* and *St. Louis Globe-Democrat*).

San Diego

No ads appeared in the Sunday *San Diego Union*.

San Francisco

At **The Wherehouse** (18), the latest release by Justin Hayward for \$3.96/\$4.77 tape. (Sunday *San Francisco Examiner & Chronicle*).

Seattle

No ads appeared in the Sunday *Seattle Times*.

Tampa

No ads appeared in the Sunday *Tampa Tribune* and *Tampa Times*.

Tulsa

No ads appeared in the Sunday *Tulsa World*.

Washington

At **Kemp Mill Records** (5 locations), the latest LP by Bonnie Raitt for \$3.99. At **Korvettes** (5), same ad with the identical features and prices that appeared in Baltimore, with the addition of the latest LP by Bob James (\$7.98 list) for \$4.59 and the rest of the Bob James catalog for \$3.84. At **Waxie Maxie's** (15), the latest LP by Iguana for \$3.99. At **K mart** stores, same ad with the identical features and prices that appeared in Pittsburgh. (Sunday *Washington Post*).

(All information gathered from April 10 editions unless otherwise indicated.)

Famous Music Pacts With Producer Sigler

NEW YORK — Famous Music, a division of Paramount Pictures, has entered into its first association with an independent producer. The music publishing firm will act as worldwide representative of independent producer and writer Bunny Sigler in his dealings with record labels.

Marvin Cane, president of Famous Music, said the move represents a "new concept" in publisher/independent producer relationships.

Entertainment Company Inks Songwriter Gordon

LOS ANGELES — The Entertainment Company has signed songwriter Allen Gordon, whose song "Sad Girl" was recently covered by Carl Graves on Ariola Records. Two other songs by Gordon, "Music Is My Life" and "Gladiola," were on Helen Reddy's gold LP "Music, Music."



GIBBONS IN N.Y.C. — The Steve Gibbons Band, discovered by Roger Daltrey and signed to MCA Records, were in New York recently and debuted their act at the Palladium. Pictured celebrating at a pre-concert party at nearby Luchow's on 14th St. are, from left: Trevor Burton, member of the group; Barry Goodman, N.Y. promotion staffer for MCA Records; group members Bob Wilson, Bob Lamb, Dave Carroll; Frank Horowitz, regional product manager for MCA Records; and Steve Gibbons.

CMF Hall Of Fame Expands; Grand Opening Slated May 5

by Lola Scobey

NASHVILLE — The grand opening of the Country Music Hall of Fame museum, enlarged to more than double its previous size to accommodate six new exhibits, will be held May 5 with persons affiliated with music, museums, and libraries attending, according to Diane Johnson, director of the museum.

In addition to members of the music industry, over 100 persons associated with museums and libraries across the United States have been invited to the black tie opening, Ms. Johnson said.

In conjunction with the expansion of the Hall of Fame, the Country Music Foundation Library has also been remodeled to more than double its previous size, according to Bill Pinson, director of acquisitions for the foundation. The Country Music Foundation owns and operates the Hall of Fame and the library, both of which are located at 4 Music Square East.

The Hall of Fame, enlarged from 7,000 to 16,900 square feet of public space, includes six new exhibits: a new entrance area designed to reproduce the backstage of a theatre, a display of the interior of a Golden Eagle touring bus, a chronological chart illustrating the historical derivation of country music, a musical instrument display, a small theatre showing historical films, and a new and enlarged costume exhibit.

Library Expansion

The foundation library has been expanded primarily in the stack area, according to Pinson. The library now has both a print stack and a humidity-controlled stack for films and sound recordings. A vault has been added to house rare acquisitions, and

the audio-visual lab has been enlarged.

Perhaps the most unusual item in the new exhibits is a \$10,000 audio-visual mannikin which will deliver a short lecture about the Golden Eagle bus exhibit. The mannikin, made by Empire Films of Chicago, is one of only two or three in existence, according to Ms. Johnson. It consists of a life-size mannikin constructed with the life mask of a particular actor as its face. A film of that actor's face as he delivers the lecture is projected onto the face of the mannikin, giving it the illusion of talking.

Historic Golden Eagle

The historic Golden Eagle bus, which had to be broken down into eight sections and reassembled in order to get it into the building, is the first Golden Eagle ever made, Ms. Johnson said. Built in Belgium in 1956, it was the prototype for over 4,000 Trailways Golden and Silver Eagle buses, models frequently used as touring buses by country stars. The interior of the bus (never actually used as a touring bus) was stripped out and reconstructed to show a cutaway exterior and interior of a typical touring bus with bunks, lounges, and a driver's console.

The museum's new entrance area has been outfitted with sandbags and ropes to look like the backstage of a theatre and is entitled "Country Music Backstage."

Displays And Films

In addition to displays on both acoustic and electric guitars and how they are made, a highlight of the musical instrument exhibit will be a collection of rare 17th century dulcimers, fretless banjos, and other folk instruments collected from East Tennessee.

The vintage 1929 Jimmy Rogers film,

(continued on page 42)

Top 50 Country Albums

	Weeks On 4/16 Chart		Weeks On 4/16 Chart
1	7	26	8
2	3	27	2
3	12	28	29
4	7	29	2
5	17	30	3
6	20	31	3
7	8	32	3
8	11	33	42
9	7	34	22
10	22	35	9
11	7	36	1
12	5	37	3
13	2	38	35
14	5	39	24
15	11	40	3
16	4	41	3
17	8	42	9
18	11	43	19
19	16	44	3
20	23	45	4
21	11	46	48
22	5	47	1
23	6	48	33
24	24	49	23
25	5	50	13

MOST ACTIVE COUNTRY SINGLES

- BURNING MEMORIES — MEL TILLIS — MCA**
WUBE, WBAM, WHOO, KMPS, KSON, KGBS, WSLR, WEMP, WINN, KIKK, KVET, KENR, KEBC, WBAP.
- THANK GOD SHE'S MINE — FREDDIE HART — CAPITOL**
WUBE, WTSO, WAME, WHK, KLAC, KWJJ, WIVK, WIL, WMC, KBOX, KRMD, WSLC, WBAP.
- I WAS THERE — STATLER BROS. — MERCURY**
KRAK, KNIX, WBAM, KCKC, WHOO, WIRE, KMPS, WPOC, KAYO, KNUZ, WXCL, KKYX, KGA.
- IT'S NOTHIN' TO ME — JIM REEVES — RCA**
KNIX, WVOJ, KMPS, KAYO, WSLR, KIKK, KVET, KENR, KEBC, KHAK, WSLC.

MOST ADDED COUNTRY SINGLES

- LUKENBACH, TEXAS — WAYLON JENNINGS — RCA**
KRAK ex-40, KCUB ex-25, KNIX 23-16, WUBE ex-32, WJJD ex-29, WBAM 34-24, WTSO ex-28, KCKN 15-10, KHEY 37-29, WAME ex-29, WHK ex-27, KNEW 25-14, WVOJ ex-34, WIRE ex-21, WPOC 37-28, WONE ex-42, KAYO ex-25, WWVA 38-30, KNUZ 35-20, KSON 44-24, WXCL ex-35, KLAC 52-37, KERE ex-15, KGBS 30-12, WDAF ex-26, WIVK ex-27, WSLR 40-25, KLAK 30-18, WSUN 28-13, WEMP 24-10, KFDI 47-37, WIL ex-38, WINN 30-20, KIKK ex-40, KVET ex-21, WMC ex-49, KBOX 48-12, WYDE 40-28, KHAK ex-38, KRMD ex-32.
- IF WE'RE NOT BACK IN LOVE BY MONDAY — MERLE HAGGARD — MCA**
KRAK 37-24, KNIX 14-6, WUBE 30-19, WJJD 26-22, WBAM 31-25, WTSO 29-21, KHEY 20-14, KNEW 15-5, WIRE 29-21, KMPS 29-23, WONE 33-25, WWVA 16-11, KSON 14-8, WHN ex-19, KERE 16-11, KWJJ ex-36, WDAF 19-13, WCOP ex-26, WIVK 29-22, WSLR 29-20, KLAK 31-20, WDEE 37-25, WSUN ex-27, WEMP 26-15, KGA 25-18, KFDI 38-30, WIL 23-16, KIKK 31-16, KEBC ex-57, WMC 22-16, WYDE 23-15, WCMS 44-31, WBAP 26-10.
- I CAN'T HELP MYSELF — EDDIE RABBITT — ELEKTRA**
WBAP ex-26, KHAK 34-28, WYDE 27-20, WMC 26-20, KVET 38-26, KIKK 39-31, WIL ex-40, KGA ex-29, WEMP ex-30, WWOK ex-26, WDEE ex-32, WSLR 23-19, WIVK ex-30, WCOP 29-22, WDAF 22-14, KWJJ ex-39, KGBS ex-27, KERE ex-30, KLAC 43-33, WPOC ex-38, KMPS ex-28, WIRE ex-36, KNEW 30-22, WHK 24-15, WAME ex-27, WTSO 32-23, KCKC 10-6, WBAM 28-21, WUBE 23-13.
- I'LL DO IT ALL OVER AGAIN — CRYSTAL GAYLE — UA**
WBAP 27-11, KHAK 31-29, WMC 23-15, KENR 26-13, KIKK 32-21, KGA 23-16, WSUN 19-12, WWOK 16-7, KKYX ex-39, KLAK 34-17, WSLR 20-15, WIVK ex-29, WCOP 30-21, WDAF ex-20, KWJJ 40-30, KLAC 29-19, KAYO 23-19, WONE 28-20, WPOC 23-15, WIRE 32-24, WVOJ 13-6, KNEW 14-9, WAME 30-21, KCKN 25-17, WTSO 30-20, KCUB 18-12.



STEWART ON MONUMENT — Chuck Stewart has recently signed with Monument Records. At the signing were (l-r): Bob Beckham, president of Combine Music, Tom Rodden, VP in charge of marketing for Monument Records, Paul Lovelace, VP in charge of promotion, Monument, and Tex Davis, national country promotion director, Monument. . . . seated is Chuck Stewart.

Additions to Country Playlists

WLSR — AKRON

1-1 — Loretta Lynn
35 — Tanya Tucker
R.W. Blackwood
Tompall Glaser
Mel Tillis
Jim Reeves
10 To 5 — Don Williams
13 To 9 — Freddy Fender
15 To 10 — Tammy Wynette
18 To 13 — Kenny Dale
20 To 15 — Crystal Gayle
22 To 16 — Dickey Lee
23 To 19 — Eddie Rabbitt
29 To 20 — Merle Haggard
40 To 25 — Waylon Jennings
Ex To 37 — Tom T. Hall
Ex To 38 — Hank Williams, Jr.
Ex To 39 — Peggy Sue
Ex To 40 — Freddie Hart

WNRS — ANN ARBOR

2-1 — Johnny Paycheck
Jim Reeves
DeWayne Orender
Jonathan Edwards
Hank Williams, Jr.
B.J. Thomas
Tompall Glaser
Nat Stacey
Mary Kay Place
Ronnie Sessions
Freddie Hart
LaCosta
Ray Griff
Hoyt Axton
10 To 4 — Conway Twitty
16 To 8 — Jennifer Warnes
21 To 15 — Emmylou Harris
24 To 17 — Barbara Mandrell
28 To 20 — Narvel Felts
30 To 21 — Moe Bandy
29 To 22 — Merle Haggard
34 To 25 — Waylon Jennings
33 To 26 — Freddy Fender
36 To 28 — Crystal Gayle
37 To 30 — Tammy Wynette
41 To 33 — Kenny Dale
47 To 39 — Dickey Lee
Ex To 46 — Tanya Tucker
Ex To 47 — Freddy Hart
Ex To 48 — Dolly Parton
Ex To 49 — Connie Smith
Ex To 50 — Tom T. Hall

KVET — AUSTIN

5-1 — Don King
Troy Seals
Mel Tillis
Jan Howard
Kathy Barnes
Brian Collins
Elvis Presley
Jim Reeves
Ronnie Sessions
Pal Rakes
Don Everly
Donna Fargo — WB
38 To 26 — Eddie Rabbitt
39 To 27 — Dolly Parton
40 To 29 — Jennifer Warnes
Ex To 21 — Waylon Jennings
Ex To 36 — Jody Miller
Ex To 37 — Tanya Tucker
Ex To 38 — Hank Williams, Jr.
Ex To 39 — Freddie Hart
Ex To 40 — Tom T. Hall

WPOC — BALTIMORE

1-1 — Kenny Rogers
Donna Fargo — WB
Statter Bros.
Ronnie Sessions
Dottie West
Peggy Sue
17 To 11 — Barbara Fairchild
20 To 14 — Barbara Mandrell
23 To 15 — Crystal Gayle
31 To 20 — Freddy Fender
28 To 22 — Eddy Arnold
30 To 23 — Dolly Parton
38 To 25 — Joe Stampley
34 To 27 — Bobby Bare
37 To 28 — Waylon Jennings
35 To 29 — Don King
Ex To 32 — Hank Williams, Jr.
Ex To 34 — Tanya Tucker
Ex To 35 — Rex Allen, Jr.
Ex To 37 — Randy Barlow
Ex To 38 — Eddie Rabbitt
Ex To 39 — Mel Tillis
Ex To 40 — Freddie Hart

WYDE — BIRMINGHAM

4-1 — Conway Twitty
Sherri Williams
Vern Gosdin
Mary Macgregor
Narvel Felts
Vivian Bell
Jody Miller
Mel Street
Margo Smith
Peggy Sue
12 To 8 — Billy "Crash" Craddock
22 To 14 — Barbara Mandrell
23 To 15 — Merle Haggard
27 To 20 — Eddie Rabbitt
30 To 21 — Freddy Fender
34 To 26 — Tom T. Hall
40 To 28 — Waylon Jennings
42 To 32 — Freddie Hart
Ex To 41 — Donna Fargo — WB
Ex To 42 — Mel Tillis
Ex To 43 — Ray Griff
Ex To 44 — Jim Reeves

WCUP — BOSTON

2-1 — Kenny Rogers
Billy "Crash" Craddock
Dolly Parton
Johnny Carver
Bobby Bare — Think I'm Crazy
Barbara Fairchild
Eddy Arnold
16 To 9 — Loretta Lynn
20 To 14 — Jennifer Warnes
21 To 16 — Don Williams
22 To 17 — Vern Gosdin
25 To 18 — Don King
28 To 20 — T.G. Sheppard
30 To 21 — Crystal Gayle
29 To 22 — Eddie Rabbitt
Ex To 24 — Freddy Fender
Ex To 25 — Kenny Dale
Ex To 26 — Merle Haggard

Ex To 27 — Margo Smith
Ex To 28 — Tammy Wynette
Ex To 29 — Narvel Felts
Ex To 30 — Moe Bandy

KHAK — CEDAR RAPIDS

2-1 — Johnny Duncan
Ray Griff
Jim Reeves
Connie Smith
Tompall Glaser
Dolly Parton
Ray Price
12 To 7 — Emmylou Harris
14 To 8 — Gene Watson
22 To 16 — T.G. Sheppard
24 To 20 — Johnny Carver
30 To 27 — Tammy Wynette
34 To 28 — Eddie Rabbitt
31 To 29 — Crystal Gayle
40 To 32 — Johnny Paycheck
Ex To 38 — Waylon Jennings
Ex To 39 — Joe Stampley
Ex To 40 — Ronnie Sessions

WAME — CHARLOTTE

3-1 — Gene Watson
Joni Lee
Mike Douglas
Engelbert Humperdinck
John Wesley Ryles
Cody Jameson
Freddie Hart
16 To 11 — Moe Bandy
25 To 14 — Freddy Fender
24 To 16 — Tammy Wynette
30 To 21 — Crystal Gayle
Ex To 26 — McCall/Nelson
Ex To 27 — Eddie Rabbitt
Ex To 29 — Waylon Jennings
Ex To 30 — Bobby Bare

WJJD — CHICAGO

2-1 — Johnny Duncan
No New Additions
6 To 2 — Gene Watson
10 To 4 — Vern Gosdin
20 To 16 — Jennifer Warnes
26 To 22 — Merle Haggard
30 To 25 — Margo Smith
Ex To 27 — Freddy Fender
Ex To 28 — Jerry Reed
Ex To 29 — Waylon Jennings
Ex To 30 — Billy "Crash" Craddock

WMAQ — CHICAGO

1-1 — Kenny Rogers
No New Additions
Ex To 36 — Amazing Rhythm Aces
WUBE — CINCINNATI
5-1 — Johnny Paycheck
Tanya Tucker
Mel Tillis
Freddie Hart
Hank Williams, Jr.
Eddy Arnold
23 To 13 — Eddie Rabbitt
22 To 15 — T.G. Sheppard
30 To 19 — Merle Haggard
25 To 20 — Freddy Fender
26 To 21 — Dickey Lee
28 To 23 — Jerry Reed
31 To 25 — Kenny Dale
33 To 26 — Bobby Bare
35 To 30 — Tom T. Hall
Ex To 32 — Waylon Jennings
Ex To 33 — McCall/Nelson
Ex To 34 — Billy "Crash" Craddock
Ex To 35 — Rex Allen, Jr.

WHK — CLEVELAND

2-1 — Emmylou Harris
Don King
Dottie West
Merle Haggard
Barbara Mandrell
Rex Allen, Jr.
Pal Rakes
Tom T. Hall
Cody Jameson
George Hamilton, IV
Bobby Lewis
Hoyt Axton
Bobby Smith
Freddie Hart
Kathy Barnes
22 To 14 — Loretta Lynn
24 To 15 — Eddie Rabbitt
25 To 16 — Freddy Fender
23 To 17 — Eddy Arnold
26 To 21 — Johnny Paycheck
27 To 22 — Johnny Carver
28 To 23 — Dickey Lee
29 To 24 — Tammy Wynette
30 To 25 — Don Gibson
31 To 26 — Ronnie Sessions
Ex To 27 — Waylon Jennings
Ex To 28 — Randy Barlow
Ex To 29 — Bobby Bare
Ex To 30 — Dolly Parton

KBOX — DALLAS

1-1 — Kenny Rogers
Tanya Tucker
Elvis Presley
Freddie Hart
Leroy Van Dyke
Sterling Whipple
Bobby Smith
48 To 12 — Waylon Jennings
31 To 28 — Margo Smith
32 To 29 — Jerry Reed
42 To 39 — Jean Shepard

WONE — DAYTON

2-1 — Mickey Gilley
Johnny Carver
Donna Fargo — WB
23 To 10 — Moe Bandy
19 To 13 — Tammy Wynette
25 To 17 — Jennifer Warnes
28 To 20 — Crystal Gayle
27 To 22 — Kenny Dale
29 To 23 — Randy Barlow
33 To 25 — Merle Haggard
34 To 29 — Don Gibson
35 To 30 — Rayburn Anthony
48 To 31 — Dolly Parton
49 To 32 — Hank Williams, Jr.
44 To 39 — Connie Smith
50 To 45 — Tom T. Hall
Ex To 38 — Rex Allen, Jr.
Ex To 42 — Waylon Jennings
Ex To 46 — Joe Stampley
Ex To 47 — Tanya Tucker
Ex To 48 — McCall/Nelson
Ex To 49 — Kathy Barnes

Ex To 50 — Tina Rainford

KERE — DENVER

2-1 — Johnny Duncan
Barbara Fairchild
Tina Rainford
Bal McGrath
Tanya Tucker
Asleep At The Wheel
Vivian Bell
Sherwin Linton
Tom T. Hall
LaCosta
10 To 6 — Mickey Gilley
13 To 8 — Jennifer Warnes
12 To 9 — Conway Twitty
16 To 11 — Merle Haggard
Ex To 15 — Waylon Jennings
Ex To 17 — Tammy Wynette
Ex To 21 — Dolly Parton
Ex To 28 — Barbara Mandrell
Ex To 30 — Eddie Rabbitt

KLAK — DENVER

3-1 — Jennifer Warnes
Tanya Tucker
Floyd Cramer
Ronnie Sessions
Marshall Tucker Band
McCall/Nelson
Bellamy Bros.
Firefall
Lore Gambler
14 To 6 — Vern Gosdin
13 To 7 — Conway Twitty
16 To 8 — Don Williams
23 To 9 — Freddy Fender
20 To 10 — Tammy Wynette
34 To 17 — Crystal Gayle
30 To 18 — Waylon Jennings
31 To 20 — Merle Haggard
29 To 23 — Randy Barlow
Ex To 29 — Dickey Lee
Ex To 30 — Don Gibson
Ex To 31 — Barbara Mandrell
Ex To 32 — Dolly Parton
Ex To 33 — Rayburn Anthony
Ex To 34 — Kathy Barnes

WDEE — DETROIT

2-1 — Johnny Duncan
Waylon Jennings
Tanya Tucker
Hank Williams, Jr.
Pal Rakes
Debbie Groves
13 To 9 — Don Williams
18 To 11 — Vern Gosdin
21 To 13 — Moe Bandy
28 To 18 — Freddy Fender
31 To 19 — Tammy Wynette
30 To 21 — Margo Smith
32 To 23 — Jerry Reed
37 To 25 — Merle Haggard
36 To 27 — Eddy Arnold
Ex To 32 — Eddie Rabbitt
Ex To 37 — Dickey Lee
Ex To 38 — Barbara Fairchild
Ex To 39 — Dottie West
Ex To 40 — Don Gibson

KHEY — EL PASO

1-1 — Glen Campbell
Susan Raye
David Houston
Kendalls
Randy Barlow
Don Gibson
Dusty Chaps
Red Steagall
20 To 14 — Merle Haggard
26 To 20 — Don King
37 To 29 — Waylon Jennings
38 To 33 — Tanya Tucker
39 To 35 — Lloyd Green
Ex To 36 — Tom T. Hall
Ex To 37 — Freddy Hart
Ex To 38 — Hank Williams, Jr.
Ex To 39 — Mary Kay Place
Ex To 40 — Mel Tillis

KXOL — FT. WORTH

4-1 — Gene Watson
Jean Shepard
Boys In The Bunkhouse
Freddie Hart
Kenny Dale
Kathy Barnes
Tricia Johns
Davy Rogers
Jacky Ward
Ann J. Morton
Ruth Buzzi
Tina Rainford
9 To 6 — Emmylou Harris
20 To 15 — Moe Bandy
27 To 17 — Don Williams
25 To 20 — Jennifer Warnes
32 To 24 — Tammy Wynette
34 To 27 — Barbara Mandrell
35 To 28 — Crystal Gayle
38 To 30 — Ray Price
50 To 33 — Merle Haggard
44 To 36 — Dottie West
Ex To 46 — Rex Allen, Jr.
Ex To 47 — Waylon Jennings
Ex To 48 — Don Gibson
Ex To 49 — Barbara Fairchild
Ex To 50 — Randy Barlow
Ex To 51 — Connie Smith
Ex To 52 — Paula Kay Evans
Ex To 53 — Tompall Glaser
Ex To 54 — Asleep At The Wheel
Ex To 55 — Jody Miller

WBAP — FT. WORTH

1-1 — Kenny Rogers
Waylon Jennings
Mel Tillis
Rex Allen, Jr.
Tanya Tucker
Freddie Hart
Joe Stampley
Don Gibson
Johnny Carver
8 To 4 — Conway Twitty
17 To 5 — Moe Bandy
26 To 10 — Merle Haggard
27 To 11 — Crystal Gayle
28 To 18 — Jennifer Warnes
32 To 21 — Ray Price
Ex To 26 — Eddie Rabbitt
Ex To 27 — McCall/Nelson
Ex To 30 — Ronnie Sessions
Ex To 33 — Dolly Parton
Ex To 38 — Hank Williams, Jr.
Ex To 40 — Bobby Bare

Ex To 44 — Eddy Arnold

Ex To 47 — Cates

KENR — HOUSTON

6-1 — John Wesley Ryles
Vernon Oxford
Jim Reeves
Randy Barlow
Barbara Mandrell
Mel Tillis
19 To 7 — Vern Gosdin
20 To 8 — Dickey Lee
18 To 9 — Moe Bandy
17 To 10 — McCall/Nelson
24 To 11 — Mike Boyd
26 To 13 — Crystal Gayle
Ex To 36 — Dottie West
Ex To 38 — Tina Rainford
Ex To 39 — Hank Williams, Jr.
Ex To 40 — Johnny Carver

KIKK — HOUSTON

7-1 — John Wesley Ryles
Jerry Reed
Jim Reeves
Mel Tillis
7 To 1 — John Wesley Ryles
12 To 3 — McCall/Nelson
14 To 6 — Freddy Fender
16 To 10 — Moe Bandy
20 To 13 — Vern Gosdin
31 To 16 — Merle Haggard
26 To 17 — Mike Boyd
35 To 19 — Dickey Lee
32 To 21 — Crystal Gayle
39 To 31 — Eddie Rabbitt
Ex To 33 — Bobby Bare
Ex To 35 — Tammy Wynette
Ex To 36 — Barbara Mandrell
Ex To 40 — Waylon Jennings

KNUZ — HOUSTON

1-1 — Johnny Wesley Ryles
Duane Eddy
Statter Bros.
Hoyt Axton
Donna Fargo — WB
Lloyd Green
Allan Landon
15 To 4 — Glen Campbell
18 To 6 — Mike Boyd
35 To 20 — Waylon Jennings
38 To 24 — Tina Rainford
Ex To 37 — Hank Williams, Jr.
Ex To 39 — Rex Allen, Jr.
Ex To 40 — Tanya Tucker

WIRE — INDIANAPOLIS

2-1 — Johnny Duncan
Kathy Barnes
Donna Fargo — WB
Cody Jameson
Mary Macgregor
Jody Miller
Elvis Presley
Statter Bros.
13 To 9 — Don Williams
18 To 12 — Vern Gosdin
22 To 14 — Moe Bandy
27 To 17 — Tammy Wynette
30 To 18 — Freddy Fender
29 To 21 — Merle Haggard
32 To 24 — Crystal Gayle
42 To 32 — Dickey Lee
41 To 34 — Don Gibson
Ex To 31 — Waylon Jennings
Ex To 36 — Eddie Rabbitt
Ex To 37 — Barbara Mandrell
Ex To 39 — McCall/Nelson
Ex To 40 — Dolly Parton
Ex To 42 — Dottie West
Ex To 43 — Tom T. Hall
Ex To 44 — Mike Douglas

WVOJ — JACKSONVILLE

3-1 — Don Williams
Dottie West
Roy Clark
Peggy Sue
Max Barnes
Jim Reeves
Mel Street
Moe Bandy
DeWayne Orender
Hank Williams, Jr.
13 To 6 — Crystal Gayle
14 To 8 — Billy "Crash" Craddock
Ex To 34 — Waylon Jennings
Ex To 36 — Donna Fargo — WB
Ex To 37 — Rayburn Anthony
Ex To 39 — Pal Rakes
Ex To 40 — Randy Barlow

KCKN — KANSAS CITY

1-1 — Kenny Rogers
Mary Macgregor
Tricia Johns
Barbara Mandrell
13 To 8 — Kenny Dale
15 To 10 — Waylon Jennings
17 To 11 — Margo Smith
25 To 17 — Crystal Gayle
30 To 24 — Billy "Crash" Craddock
Ex To 19 — Tom T. Hall
Ex To 21 — Rex Allen, Jr.
Ex To 25 — Tanya Tucker
Ex To 29 — Rayburn Anthony

WDAF — KANSAS CITY

1-1 — Kenny Rogers
Eddy Arnold
Joe Stampley
Barbara Mandrell
12 To 9 — Margo Smith
14 To 10 — Conway Twitty
19 To 13 — Merle Haggard
22 To 14 — Eddie Rabbitt
29 To 19 — Freddy Fender
30 To 22 — Johnny Carver
Ex To 20 — Crystal Gayle
Ex To 24 — Kenny Dale
Ex To 26 — Waylon Jennings
Ex To 27 — Ronnie Sessions

WIVK — KNOXVILLE

1-1 — Johnny Duncan
Freddie Hart
9 To 4 — Kenny Dale
23 To 16 — Dickey Lee
27 To 19 — Freddy Fender
25 To 20 — Conway Twitty
30 To 21 — Con Hunley
29 To 22 — Merle Haggard
28 To 23 — Tammy Wynette
Ex To 27 — Waylon Jennings
Ex To 28 — Rex Allen, Jr.
Ex To 29 — Crystal Gayle

Ex To 30 — Eddie Rabbitt

KXLR — LITTLE ROCK

3-1 — Loretta Lynn
Ray Griff
Leroy Van Dyke
Cody Jameson
B.J. Thomas
Pal Rakes
35 To 28 — Dottie West
40 To 31 — Randy Barlow
52 To 42 — Freddie Hart
Ex To 53 — Ronnie Sessions
Ex To 54 — Joe Stampley
Ex To 55 — Mel Tillis

KGBS — LOS ANGELES

1-1 — Kenny Rogers
Connie Smith
Mel Tillis
Kenny Dale
Dottie West
Randy Barlow
30 To 12 — Waylon Jennings
Ex To 26 — Larry Gatlin
Ex To 27 — Eddie Rabbitt
Ex To 28 — Don Gibson
Ex To 29 — Barbara Mandrell
Ex To 30 — Hank Williams, Jr.

KLAC — LOS ANGELES

1-1 — Kenny Rogers
53 — Randy Barlow
54 — Rayburn Anthony
55 — Joe Stampley
56 — Tanya Tucker
57 — Freddie Hart
10 To 5 — Mickey Gilley
20 To 15 — Moe Bandy
25 To 17 — Margo Smith
24 To 18 — Tammy Wynette
29 To 19 — Crystal Gayle
28 To 20 — Freddy Fender
31 To 26 — Eddy Arnold
34 To 29 — Bobby Bare
43 To 33 — Eddie Rabbitt
44 To 34 — Dickey Lee
42 To 36 — Don Gibson
52 To 37 — Waylon Jennings
46 To 38 — McCall/Nelson
49 To 39 — Dottie West
50 To 43 — Rex Allen, Jr.
55 To 47 — Kenny Dale

WINN — LOUISVILLE

2-1 — Kenny Dale
Ray Griff
John Wesley Ryles
Donna Fargo — WB
Mel Tillis
Elvis Presley
30 To 20 — Waylon Jennings
26 To 21 — Mary Macgregor
Ex To 22 — George Hamilton, IV
Ex To 26 — Ray Price
Ex To 27 — Hank Williams, Jr.
Ex To 30 — Freddie Hart

WTSO — MADISON

5-1 — Loretta Lynn
Bellamy Bros.
Ronnie Sessions
Bobby Smith
Freddie Hart
Tompall Glaser
Ray Griff
Marie Owens
16 To 6 — Jennifer Warnes
23 To 13 — Moe Bandy
21 To 14 — Kenny Dale
22 To 16 — McCall/Nelson
25 To 17 — Dickey Lee
27 To 18 — Freddy Fender
30 To 20 — Crystal Gayle
29 To 21 — Merle Haggard
31 To 22 — Eddy Arnold
32 To 23 — Eddie Rabbitt
40 To 24 — Dolly Parton
36 To 25 — Randy Barlow
34 To 26 — Don Gibson
39 To 30 — Barbara Mandrell
37 To 32 — Dottie West
41 To 33 — Pal Rakes
45 To 35 — Tanya Tucker
42 To 36 — Tom T. Hall
44 To 37 — Connie Smith
Ex To 28 — Waylon Jennings
Ex To 38 — Rex Allen, Jr.
Ex To 39 — Kathy Barnes
Ex To 40 — Hank Williams, Jr.
Ex To 41 — Donna Fargo — WB
Ex To 42 — Mel Tillis
Ex To 43 — Joe Stampley
Ex To 44 — Peggy Sue
Ex To 45 — Statter Bros.

WMC — MEMPHIS

1-1 — Kenny Rogers
Freddie Hart
Elvis Presley
23 To 15 — Crystal Gayle
22 To 16 — Merle Haggard
26 To 20 — Eddie Rabbitt
34 To 22 — Stella Parton
35 To 28 — Johnny Carver
54 To 29 — Dolly Parton
45 To 34 — Barbara Mandrell
42 To 35 — Don King
43 To 36 — Margo Smith
Ex To 49 — Waylon Jennings
Ex To 53 — Tanya Tucker
Ex To 56 — George Hamilton, IV
Ex To 57 — Tompall Glaser
Ex To 58 — Tina Rainford

WWOK — MIAMI

1-1 — Kenny Rogers
Ronnie Sessions
Dolly Parton
16 To 7 — Crystal Gayle
21 To 14 — Don Williams
26 To 15 — T.G. Sheppard
29 To 22 — Barbara Mandrell
Ex To 21 — Tom T. Hall
Ex To 26 — Eddie Rabbitt

WEMP — MILWAUKEE

3-1 — Loretta Lynn
Mel Tillis
Barbara Mandrell
Barbara Fairchild
Marshall Tucker Band
Mike Douglas
6 To 2 — Don Williams
10 To 5 — Jennifer Warnes
14 To 8 — Tammy Wynette

24 To 10 — Waylon Jennings

26 To 15 — Merle Haggard

25 To 19 — Jerry Reed

29 To 24 — Eddy Arnold

Ex To 25 — Dolly Parton

Ex To 28 — Don King

Ex To 30 — Eddie Rabbitt

KTCR — MINNEAPOLIS

4-1 — Gene Watson
Rayburn Anthony
LaWanda Lindsey
Kathy Barnes
Joe Stampley
Peggy Sue
Connie Smith
Tompall Glaser
Hank Williams, Jr.
Ronnie Sessions
Rex Allen, Jr.
16 To 10 — Moe Bandy
Ex To 17 — Marvel Felts
Ex To 25 — Kenny Dale
Ex To 27 — Johnny Carver
Ex To 29 — McCall/Nelson
Ex To 30 — Tom T. Hall

WBAM — MONTGOMERY

1-1 — Johnny Paycheck
Brian Collins
Stan Hitchcock
Coon Elder Band
Statter Bros.
Cates
LaCosta
Mel Tillis
28 To 21 — Eddie Rabbitt
34 To 24 — Waylon Jennings
31 To 25 — Merle Haggard
39 To 30 — Tanya Tucker
Ex To 36 — Jimmy Buffett
Ex To 37 — Pal Rakes
Ex To 38 — Freddie Hart
Ex To 39 — B.J. Thomas
Ex To 40 — Tom T. Hall

WHN — NEW YORK

1-1 — Kenny Rogers
T.G. Sheppard
Margo Smith
14 To 6 — Johnny Paycheck
Ex To 17 — Tammy Wynette
Ex To 18 — Larry Gatlin
Ex To 19 — Merle Haggard

WCMS — NORFOLK

2-1 — Johnny Duncan
Waylon Jennings
9 To 4 — Mickey Gilley
31 To 22 — Vern Gosdin
44 To 31 — Merle Haggard
45 To 39 — McCall/Nelson
50 To 43 — Dolly Parton
Ex To 50 — Freddie Hart
Ex To 57 — Joe Stampley
Ex To 58 — Tanya Tucker
Ex To 59 — Asleep At The Wheel
Ex To 60 — Hoyt Axton

KNEW — OAKLAND

No New Additions
15 To 5 — Merle Haggard
14 To 9 — Crystal Gayle
17 To 12 — Freddy Fender
25 To 14 — Waylon Jennings
30 To 22 — Eddie Rabbitt
Ex To 21 — Margo Smith
Ex To 28 — Tanya Tucker
Ex To 29 — Barbara Fairchild
Ex To 30 — Rex Allen, Jr.

KEBC — OKLAHOMA CITY

2-1 — Gene Watson
Jim Reeves
Vernon Oxford
Tom T. Hall
Bobby Wright
Mel Tillis
Claude Grey
David Houston
Jan Howard
Brian Collins
Don Everly
Ex To 50 — LaWanda Lindsey
Ex To 51 — Diana Williams
Ex To 55 — Peggy Sue
Ex To 57 — Merle Haggard
Ex To 59 — R.W. Blackwood
Ex To 60 — Con Hunley

WHOO — ORLANDO

1-1 — Kenny Rogers
Statter Bros.
Mel Tillis
Dottie West
Con Hunley
11 To 5 — Conway Twitty
19 To 13 — Jennifer Warnes
23 To 16 — Freddy Fender
26 To 17 — Tammy Wynette
28 To 23 — Barbara Fairchild
40 To 33 — Joe Stampley
39 To 35 — Stella Parton
Ex To 36 — Tom T. Hall
Ex To 37 — Randy Barlow
Ex To 39 — Pal Rakes
Ex To 40 — Freddie Hart

WXCL — PEORIA

3-1 — Loretta Lynn
Ray Griff
Statter Bros.
Tompall Glaser
Elvis Presley
Joe Stampley
Roy Clark
15 To 9 — Moe Bandy
19 To 13 — Vern Gosdin
20 To 14 — Margo Smith
25 To 17 — Tammy Wynette
27 To 18 — Freddy Fender
Ex To 32 — Don Gibson
Ex To 33 — McCall/Nelson
Ex To 34 — Barbara Mandrell
Ex To 35 — Waylon Jennings

WRCP — PHILADELPHIA

1-1 — Kenny Rogers
Kenny Dale
Pal Rakes
Eddie Rabbitt
Dickey Lee
Barbara Fairchild
Moe Bandy
7 To 4 — Loretta Lynn
13 To 7 — Emmylou Harris
12 To 9 — Conway Twitty
15 To 11 — Don Williams

(continued on page 44)

TOMMY OVERSTREET (ABC DO-17697)

Don't Go City Girl On Me (2:41) (Tree — BMI) (M. Kossler, R. Van Hoy)

This single continues the Overstreet string of hits, but in another vintage. Although reminiscent of "Only Daddy That'll Walk The Line," this tune proves that Tommy and producer Ron Chancey can "get down" with some funky country music.

MAX D. BARNES (Polydor PD 14386)

Rain All Over You (3:08) (Screen Gems-EMI/Danor Music — BMI) (Max D. Barnes)

Max is newly signed to Polydor and ready to bust out with this strong self-penned material. He is able to communicate in some parts of this song like Haggard, yet can hit the high spots like Waylon. Definitely deserves a second listen.

STATLER BROTHERS (Mercury 73906)

I Was There (2:44) (American Cowboy Music — BMI) (Don Reid)

The saga of the boy who is always there to lend moral support to the girl next door, but loses out when wedding bells ring. However, being the Statlers, things turn out good and they sound great.

CAL SMITH (MCA 40714)

Come See About Me (2:30) (Twitty Bird Music — BMI) (Conway Twitty)

All the ingredients are there: perfect Cal Smith material, Walter Haynes producing, and written by Conway Twitty. Fairly simple, but easy to remember lines.

DONNA FARGO (ABC DO-17692)

How Close You Came (To Being Gone) (3:12) (Prima Donna Music — BMI) (Donna Fargo)

Music directors will have to do their thing and decide which of Donna's new releases to program. This ABC release is off of her "Best Of" album and probably has more potential.

DONNA FARGO (Warner Bros. WBS-8375)

That Was Yesterday (3:17) (Prima Donna Music — BMI) (Donna Fargo)

Donna is now in Warner Brothers country, just off a national hit ("Mockingbird Hill"), and fully able to support Stan Byrd's promotional campaigns at W.B. Both of these releases are just a tad over three minutes, but this recitation tends to seem longer.

ALLEN FRIZZELL (ABC DO-17696)

Leave My Chapter Out (3:14) (Acuff-Rose — BMI) (Sanger D. Shafer, Lefty Frizzell)

Country listeners 35 plus will appreciate young Frizzell's efforts in the Lefty vein. Box operators should definitely check this one out.

DEWAYNE ORENDER (RCA JH-10936)

To Make A Good Love Die (2:52) (Lawday Music Corp. — BMI) (Dewayne Orender-Lamar Morris)

Orender, in addition to his songwriting capabilities, can also sing. "To Make A Good Love Die" is not only a well written tune, but well produced also. The record's unusual pacing offers it strength, especially for programmers who are looking for just the right record for a particular sweep. Vocals and instrumentals build throughout the tune in just the right proportions.

CHUCK STEWART (Monument 45-216)

It's Never Going To Be The Same Again (3:10) (Resaca Music Pub. Co. — BMI) (Kris Kristofferson)

This Kristofferson tune is one of the strongest entries of the week. Utilizing a great arrangement and effective mix, Chuck Stewart builds his vocals throughout the tune to a powerful presentation. Airplay is definitely a must with jukeboxes apt to be watching the record carefully also.

Additional Releases

CLEDUS MAGGARD (Mercury — 73897)

Yovnoc (3:27) (Jay Huguely Music — BMI) (J. Huguely, J. Kennedy)

SUSAN RAYE (United Artists UA-XW 976Y)

Saturday Night To Sunday Quiet (3:12) (Chess Music — ASCAP) (J. Shweers)

HANK THOMPSON (ABC DO-17695)

Just An Old Flame (3:09) (Brazos Valley Music — BMI) (Hank Thompson/Bob Robinson)

JOHN CONLEE (ABC DO-17689)

Let Your Love Fall Back On Me (2:20) (United Artists Music — ASCAP) (J. Lee)

VICKY FLETCHER (Music Square Records IRDA-392)

Sunshiny Day (2:30) (Ben Peters Music — BMI) (Ben Peters)

DICK SHUEY (Johnny Dollar Records JD-124)

Bush Tavern Inn (2:24) (Lufaye Music — BMI) (D. Shuey)

CATES SISTERS (Caprice CA-2032)

Can't Help It (2:46) (Sound Corp Music — ASCAP) (Joe H. Hunter, Roger J. LeBlanc)

JOHNNY BOND (CMH Records CMH-1509)

One More Ride (2:14) (Belinda Music/Elvis Presley Music — BMI) (Bob Nolan)

BILLY ARR (LS Records GRT-119)

The Word Weaver (3:11) (Kevin Lee Music — BMI) (B. Arr)

RAMSEY KEARNEY (Safari SR-1001)

Cattle Call (2:22) (Forster Pub. — ASCAP) (Tex Owens)

GENE MOONEY (Merit SO-14014)

A Place Where Broken Hearts Can Go (2:08) (Gene Mooney Music) (Gene Mooney)

JIMMY WILKERSON (Sparkle 366-A)

Yakety Axe (2:38) (Tree Publishing — BMI) (Randolph—Rich)

BOBBY HOOD (H&H 379-A)

Southern Ladies Kind Of Man (3:00) (B.D.P.T. — ASCAP) (Bobby Hood)

RCA Launches National Country Music Campaign

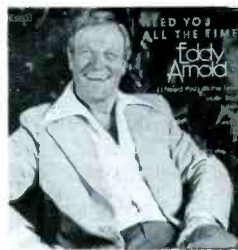
NASHVILLE — RCA Records is launching a national country music promotion, merchandising and sales campaign entitled, "Keep in Tune With the Country." The campaign will feature both new RCA coun-

try product as well as all country catalog items. In addition, a radio show featuring RCA artists has been recorded to be distributed to dealers for in-store play during the campaign.



FLOYD CRAMER AND THE KEYBOARD KICK BAND — RCA APL1-2278 — Producers: Roy Dea and Floyd Cramer

Floyd Cramer is the Keyboard Kick Band as he plays eight keyboard instruments to achieve a contemporary interpretation that adds new dimensions to the already phenomenal talents of this artist. Synthesizers provide the raindrop sound on "Rhythm Of The Rain," produced by Chips Moman. Boudleaux Bryant's "Theme From A Dream," and "Feelings" are melodic and soothing in contrast with a tickling "Fancy Free" and "Hold On, I'm Coming." This album has something for everyone.



EDDY ARNOLD — I Need You All The Time — RCA APL1-2277 — Producer: Owen Bradley

Eddy Arnold fans will like the soft touch producer Owen Bradley weaves into Arnold's classic style with Bergan White string arrangements throughout the LP. The title song, "I Need You All The Time" has a soft shoe and gold tip cane feel and grabs the spotlight with "I've Never Loved Anyone More."



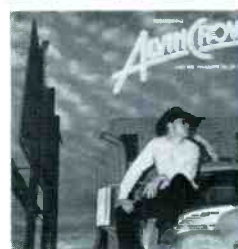
CONNIE CATO — Whoever Finds This, I Love You — Capitol ST-11606 — Producers: Don Davis and Audie Ashworth

Ms. Cato combines a variety of styles and songs into this LP, which could mean some crossover action especially on "Here Comes That Rainy Day Feeling Again." "Don't You Ever Get Tired Of Hurting Me," "I'm Sorry" and the title cut "Whoever Finds This, I Love You" are suggested cuts.



MERLE HAGGARD AND THE STRANGERS — Songs I'll Always Sing — Capitol SABB-11531 — Producers: Ken Nelson & Fuzzy Owen

From mellow to macho, Haggard unveils the moods that make the man. A special two-record set of classic Merle Haggard tunes, this LP is a necessary addition to every collection. "Okie From Muskogee" is a never before released rendition with hoots of approval recorded right into the vinyl. "Mama Tried," "Silver Wings," "Lonesome Fugitive," "I Forget You Every Day," "Love And Honor" and Dolly Parton's "Kentucky Gamber" are surefire.



ALVIN CROW AND THE PLEASANT VALLEY BOYS — High Riding — Polydor PD1-6102 — Producer: Tommy Allsup

Going beyond traditional country swing yet maintaining the authentic sound that is the heart of Texas, producer Tommy Allsup has captured Crow's good time dance hall groove that needs only sawdust and shuffling couples to make you believe you're there. PDs can put a little swing into their formats with "Yes She Do, No She Don't (I'm Satisfied With My Gal)," Al Stricklin, pianist, and Leon Rauch, one time vocalist with The Original Texas Playboys, add their thing to the already tight Crow band.



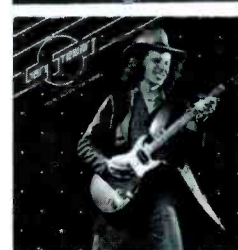
TOM T. HALL — About Love — Mercury SRM1-1139 — Producer: Jerry Kennedy

Tom T. claimed on stage one night that he'd never been accused of singing yet his delivery and soul written into his songs never let you notice. String arrangements by Cam Mullins accentuate the already present feeling of the album. "Your Man Loves You, Honey," "And I Love You So," "One Of The Mysteries Of Life" and "The Way We Were" should be treats to any PD.



WILLIE NELSON — Before His Time — RCA APL1-2210

Willie's "Before His Time" is a collection of previously released Willie Nelson songs updated with a remix lift by Waylon Jennings and Richie Albright. These early songs come from the deep well of material younger followers may not have heard and could enjoy a revival. "You Ought To Hear Me Cry" (first release) and "How Long Have You Been There" are especially fine listening.



GARY STEWART — Your Place Or Mine — RCA APL1-2199 — Producer: Roy Dea — List: 6.98

Gutsy vocals and powerful lyrics accompany Stewart's latest LP and make it one that programmers will taste of from the very beginning. Although the album's title track offers the sound of a perfect single, "Rachel" is the programming highlight, especially in light of Emmylou Harris' backup vocal work. It's a strong LP and should be programmed carefully by music directors. AOR stations should watch out for "Leah" with its rockish overtones.

Houston Inks With Gusto-Starday

NASHVILLE — Grand Ole Opry star David Houston has been signed to an exclusive recording contract with Gusto-Starday Records. The announcement of the signing was made by Moe Lytle, president of Nashville-based Gusto Records, Inc.

Correction

In the April 9 issue of Cash Box, we reviewed Cledus Maggard's new album and improperly called it "Convoy". It should be correctly identified as **convoy spelled backward** or "Yovnoc" (Mercury DJ-481).

CASH BOX TOP 100 COUNTRY

April 23, 1977

	Weeks On Chart	4/16
1 IT COULDN'T HAVE BEEN ANY BETTER	2	11
2 SHE'S GOT YOU	6	10
3 SHE'S PULLING ME BACK AGAIN	3	10
4 PAPER ROSIE	5	12
5 PLAY, GUITAR PLAY	7	9
6 LUCILLE	1	12
7 SOME BROKEN HEARTS NEVER MEND	8	8
8 (YOU NEVER CAN TELL) C'EST LA VIE	11	9
9 MOCKINGBIRD HILL	10	11
10 SLIDE OFF YOUR SATIN SHEETS	12	11
11 I'M SORRY FOR YOU, MY FRIEND	14	9
12 THE RAINS CAME/SUGAR COATED LOVE	18	7
13 YESTERDAY'S GONE	15	9
14 IF WE'RE NOT BACK IN LOVE BY MONDAY	20	5
15 LET'S GET TOGETHER (ONE LAST TIME)	19	7
16 ANYTHING BUT LEAVIN'	16	10
17 LOVIN' ON	17	9
18 I'LL DO IT ALL OVER AGAIN	23	6
19 LOVE'S EXPLOSION	22	8
20 SOUTHERN NIGHTS	4	12
21 RIGHT TIME OF THE NIGHT	24	10
22 LUCKENBACH, TEXAS (BACK TO THE BASICS OF LOVE)	33	3
23 I CAN'T HELP MYSELF	30	5
24 THE FEELIN'S RIGHT	25	10
25 I'VE GOT YOU (TO COME HOME TO)	26	8
26 JUST A LITTLE THING	28	8
27 SEMOLITA	29	8
28 BLUEST HEARTACHE OF THE YEAR	32	8
29 DON'T THROW IT ALL AWAY	9	11
30 IF YOU GOTTA MAKE A FOOL OF SOMEBODY	36	7
31 LOOK WHO I'M CHEATING ON TONIGHT	34	8
32 I NEED YOU ALL THE TIME	35	8
33 LIGHT OF A CLEAR BLUE MORNING	41	4
34 ADIOS AMIGO	13	11

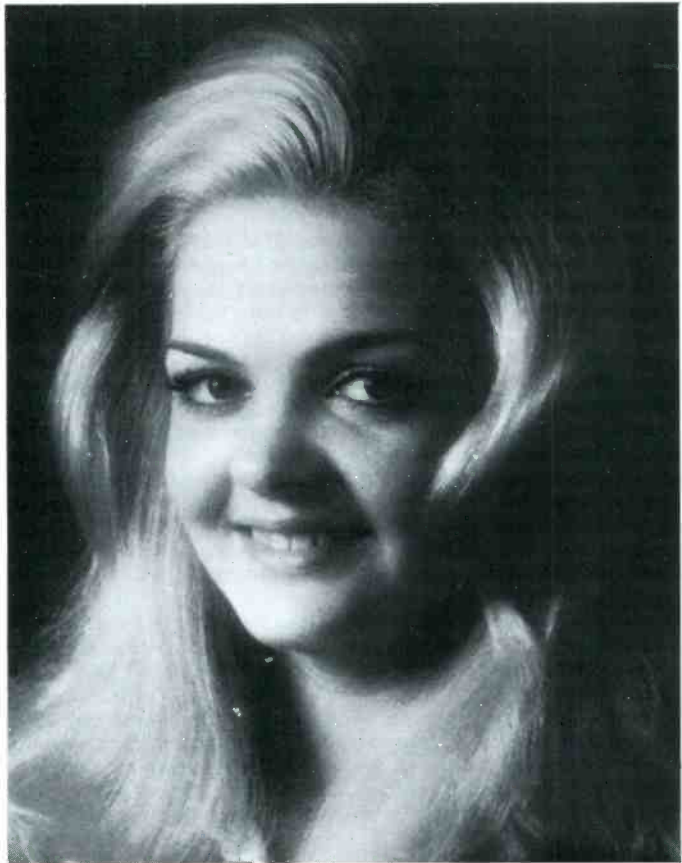
	Weeks On Chart	4/16
35 LET ME LOVE YOU ONCE BEFORE YOU GO	39	9
36 LIVING NEXT DOOR TO ALICE	37	7
37 MARRIED BUT NOT TO EACH OTHER	44	5
38 LILY DALE	43	8
39 EVERY WORD I WRITE	42	6
40 SHE'S JUST AN OLD LOVE TURNED MEMORY	21	13
41 I'M GETTING GOOD AT MISSING YOU (SOLITAIRE)	48	3
42 YOUR MAN LOVES YOU, HONEY	50	3
43 EASY LOOK	27	11
44 SAY YOU'LL STAY UNTIL TOMORROW	31	17
45 KENTUCKY WOMAN	51	6
46 FAN THE FLAME, FEED THE FIRE	53	7
47 IT'S A COWBOY LOVIN' NIGHT	58	3
48 YOU'RE FREE TO GO	38	13
49 THANK GOD SHE'S MINE	61	3
50 LONELY EYES	56	5
51 MOBILE BOOGIE	62	3
52 SHE'S LONG LEGGED	60	4
53 HEART HEALER	45	15
54 BURNING MEMORIES	66	2
55 ME AND MILLIE	67	4
56 WRAP YOUR LOVE AROUND YOUR MAN	40	14
57 THE TROUBLE WITH LOVIN' TODAY	63	5
58 I'M NOT EASY	46	13
59 LATELY I'VE BEEN THINKIN' TOO MUCH LATELY	52	10
60 I'M LIVING A LIE	47	10
61 TEXAS ANGEL	49	12
62 LOVING ARMS	54	12
63 I'M NOT THAT GOOD AT GOODBYE	65	4
64 TRYIN' TO FORGET ABOUT YOU	64	7
65 THAT'S WHEN THE LYIN' STOPS (AND THE LOVIN' STARTS)	77	5
66 RODEO BUM	68	8
67 HELP ME	70	4
68 I LEFT MY HEART IN SAN FRANCISCO	59	7

	Weeks On Chart	4/16
69 THE LATEST SHADE OF BLUE	72	5
70 HE'LL PLAY THE MUSIC, BUT YOU CAN'T MAKE HIM DANCE	57	14
71 VITAMIN L	71	4
72 SILVER BIRD	84	3
73 SPREAD A LITTLE LOVE AROUND	78	4
74 THIS GIRL (HAS TURNED INTO A WOMAN)	87	2
75 I WAS THERE	—	1
76 YOU DON'T HAVE TO BE A BABY TO CRY	79	5
77 THE ANGEL IN YOUR ARMS	80	6
78 A PASSING THING	90	2
79 IT'S NOTHIN' TO ME	—	1
80 I WONDER WHO'S KISSING HER NOW	82	4
81 IT'LL BE HER	86	3
82 CATCH THE WIND	93	2
83 THAT WAS YESTERDAY	—	1
84 I JUST CAME IN HERE	89	4
85 ME AND THE ELEPHANTS	85	4
86 HALF A LOVE	88	3
87 YOU'RE THE HANGNAIL IN MY LIFE	91	3
88 COME SEE ABOUT ME	—	1
89 BROOKLYN	94	3
90 HEARD IT IN A LOVE SONG	—	1
91 I JUST CAME HOME TO COUNT THE MEMORIES	55	14
92 ONLY THE SHADOWS KNOW	—	1
93 I'M SAVIN' UP SUNSHINE	74	7
94 WALK RIGHT BACK	95	4
95 TEXAS TEA	96	2
96 I'LL ALWAYS REMEMBER THAT SONG	—	1
97 RHYTHM OF THE RAIN	99	3
98 MY SWEET LADY	69	7
99 FOOL	—	1
100 HARDLY A DAY GOES BY	97	4

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Passing (Blue Echo — ASCAP)	78	I'll Do It (Hall-Clement/Vogue — BMI)	18	Loving Arms (Almo — ASCAP)	62	Spread A Little (United Artists — BMI)	73
Adios (Al Gallico/Algee — BMI)	34	I'm Getting Good (Maple Hill/Vogue — BMI)	41	Lovin' On (Ben Peters — BMI)	17	That's When (Easy Listening — ASCAP/Dusty Roads — BMI)	65
Anything But (First Generation — BMI)	16	I'm Living (Vogue/Maple Hill — BMI)	60	Lucille (Bramhall/Andite — BMI)	6	Texas Angel (Jack & Bill — ASCAP)	61
Bluest Heartache (Publicare — ASCAP)	28	I'm Not Easy (Hotei — ASCAP)	58	Luckenbach (Baby Chick — BMI)	22	Texas Tea (Shelby Singleton — BMI)	95
Brooklyn (Colgems/Tiny Tiger — ASCAP)	89	I'm Not That (Jack — BMI)	63	Married But (Ordena/Bridgeport — BMI)	37	Thank God (Tree — BMI)	49
Burning (Cedarwood — BMI)	54	I'm Savin' (Wiljex — ASCAP)	93	Me And Millie (House of Gold — BMI)	55	That Was (Prima Donna — BMI)	83
Catch The Wind (Southern — ASCAP)	82	I'm Sorry For You (Fred Rose — BMI)	11	Me & The Elephants (Youngun — BMI)	85	The Angel (Song Tailors — BMI/I Got The Music — ASCAP)	77
Come See (Twitty Bird — BMI)	88	I Need You (House of Bryant — BMI)	32	Mobile Boogie (Lois — BMI)	51	The Feelin' (Jack & Bill — ASCAP)	24
Don't Throw It (Famous — ASCAP)	29	It Couldn't Have Been (Blue Echo — ASCAP)	1	Mockingbird Hill (Southern — ASCAP)	9	The Latest (Milene — ASCAP)	69
Easy Look (Tree — BMI)	43	It'll Be Her (Devereaux/Kimtra — ASCAP)	81	My Sweet (Cherry Lane — ASCAP)	98	The Rain (Silver Dawn — ASCAP)	74
Every Word (Brougham/Hall — BMI)	39	It's A Cowboy (Newkeys — BMI)	47	Only The Shadows (Tree — BMI)	92	Tryin' To Forget (House of Bryant — BMI)	64
Fan The Flame (Milene — ASCAP)	46	It's Nothin' (Gregmark/Libijon — BMI)	79	Paper Rosie (Double Play/Quality — BMI)	4	Vitamin L (Duce/Sook — ASCAP)	71
Foot (Narvel The Marvel — BMI)	99	I've Got You (Wiljex — ASCAP)	25	Play Guitar (Twitty Bird — BMI)	5	Walk Right (Warner Tamerlane — BMI)	94
Half A Love (Tree — BMI)	86	I Was There (American Cowboy — BMI)	75	Rhythm Of (Warner-Tamerlane — BMI)	97	Wrap Your Love (Starship — ASCAP)	56
Hardly A Day (Brougham Hall — BMI)	100	I Wonder (Vogel — ASCAP/Marks — BMI)	80	Right Time (Amer. Broadcasting — ASCAP)	21	Yesterday's Gone (Pax House — BMI)	13
Heard It In (No Exit — BMI)	90	Just A Little (Ray Stevens — BMI)	26	Rodeo Bum (Heavy — BMI/Andromeda — ASCAP)	66	You Don't (R.F.D. — ASCAP)	76
Heart Healer (Sawgrass — BMI)	53	Kentucky Woman (Tallyrand — BMI)	45	Say You'll (Dick James — BMI)	44	You Never Can (ARC — BMI)	8
Help Me (First Generation — BMI)	67	Lately I've Been (Show For — BMI)	59	Semolita (September — ASCAP)	27	You're Free (Intersong/JSA — ASCAP)	48
He'll Play (Ash Valley/Forest Hills — BMI)	70	Let Me Love (Almo — ASCAP/Pesco — BMI)	35	She's Got You (Tree — BMI)	2	You're The Hangnail (Lighthouse — BMI)	87
I Can't (Briarpatch/Deb Dave — BMI)	23	Let's Get Together (Algee — BMI)	15	She's Just (Chess — ASCAP)	40	Your Man Loves (Hallnote — BMI)	42
If You Gotta (God Songs — BMI)	30	Light Of A Clear (Velvet Apple — BMI)	33	She's Long (Gallico — BMI)	52		
If We're (Tree — BMI)	14	Lily Dale (Four Star — BMI)	38	She's Pulling (Jack & Bill — ASCAP)	3		
I Just (Contention — SESAC)	91	Living Next Door (Chinnichap/Island — BMI)	36	Silver Bird (Intersong — ASCAP)	72		
I Just (Door Knob — BMI)	84	Lonely Eyes (Hall-Clement/Vogue — BMI)	50	Slide Off (Rose Bridge — BMI)	10		
I Left (General — ASCAP)	68	Look Who (Hall-Clement/Vogue — BMI)	31	Some Broken (Maplehill/Vogue — BMI)	7		
I'll Always (Rada Dara/Kama Sutra — BMI)	96	Love's Explosion (Gallico/Jidobi — BMI)	19	Southern Nights (Warner Tamerlane/Marsaint — BMI)	20		

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MCA-40687

by

Joni Lee

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WHBF	KXOL 29-23		

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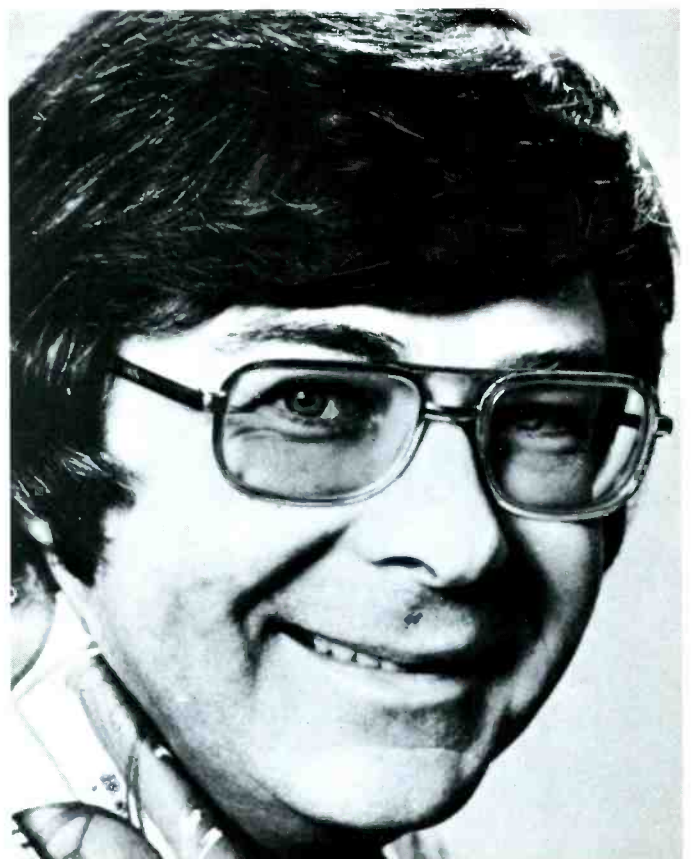
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The chauffeur drives the lady everywhere including, "Out of her mind."

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Brien Fisher To Head Ovation's Country Move

by Lola Scobey

NASHVILLE — Nashville producer Brien Fisher has been named director of Nashville operations here for Illinois-based Ovation Records and will coordinate the label's move into country music, according to Ovation president Dick Schory.

Ovation has recently released three country albums with a fourth album to be released shortly. "We're in the country field to stay," Schory said, "and we are backing Brien with all our available resources."

The Nashville office is responsible for coordinating the production, release and promotion of country product, according to Fisher. Joe Sun, formerly national country promotion director for London Records, handles Ovation country promotion.

Ovation has also released five country albums, which Fisher said are primarily intended for rack sales. "Around the end of July we will make a big step further into country music with the addition of two country artists, very possibly name acts," Fisher said.

Country artists reportedly will benefit

CMF Will Expand; Opening May 5

(continued from page 37)

"The Singing Brakeman," will be the first film screened in the new theatre. This facility, at the end of the summer, will be converted into a "hands on" duplication of a studio control room, where visitors can actually manipulate the controls and mix tapes. This control room will be a complementary exhibit to the simulated recording sessions which have been offered for some time.

In addition to the new exhibits, the Hall of Fame's Thomas Hart Benton mural on country music, which has been on loan to the Smithsonian, will be returning to the museum. The room in which it is displayed will be used as an art gallery. "This will bring fine art into the museum for the first time," Ms. Johnson noted. The first collection will be of drawings Benton did in preparation for the mural.

As a result of the expansion, admission to the Hall of Fame will be increased in June from \$1.50 to \$2.

The Country Music Foundation, of which Bill Ivey is executive director, is a non-profit organization dedicated to the preservation of and historical research on country music. The foundation is primarily supported, according to Pinson, by revenues from operation of the Hall of Fame and by \$1,000 donations made by country music artists whose names are imprinted in the "Walkway of the Stars" which leads up the the Hall of Fame building.

from the label's new artist development program recently announced by Schory. At the same time the label announced a decreasing emphasis on the development and promotion of matrix quad.

In addition to a full line of contemporary records, Ovation Inc. produces specialty albums, multi-media trade shows and films.

The Nashville office is located at 120 Hickory Street in Madison.



PARTON CHATTER — Dolly Parton recently visited Chicago to do an interview on radio station WISM. Pictured (l-r): Vicki Leben, regional promotion representative, RCA Chicago; Parton; and Jonathan Little, music director at WISM.

Eddie Miller Dies

NASHVILLE — Songwriter Eddie Miller, co-author of the standard, "Release Me," died here of a heart attack, April 11, at the age of 57.

Miller, writer of songs with an estimated sale of twenty-nine million records, was co-founder of the Nashville Songwriters Association International (NSAI), a member of its Songwriter's Hall of Fame, and was a current member of the NSAI board of directors. Miller was also responsible for initiating the California-based Academy of Country and Western Music.

Funeral services were held at Roesch-Patton funeral home here on April 13. Members of NSAI were honorary pallbearers.

The Oklahoma-born songwriter's catalog is estimated at more than a thousand copyrights. At the time of his death he wrote for Eddie Miller Music, co-owned by himself and Three International publishing company.

Four years ago Miller, upon his conversion to Christianity, rewrote "Release Me" and entitled it "Please Release Me From My Sin." This version was recorded by the Blackwood Brothers, who won a NARAS Grammy award for the recording.

Miller's last recorded song, "Jesus, Let Me Write You A Song," has been recorded by three artists, but not yet released.



MACK IS BACK — Capitol artist Lonnie Mack, known for his Sixties instrumental has recently unveiled his new country LP to press and radio personnel in Nashville. Titled "Home At Last," the album features Mack's guitar work and showcases his songwriting and singing talents as well. Pictured at the Riverwood Plantation where the press party was held are (l-r): Chuck Flood, Capitol's Nashville promotion man; Noel Fox of Don Light Talent; Susan Turner, Capitol Nashville promotion representative; Don Light, Mack's manager; and Mack.

WDAF radio in Kansas City, one of the two non-directional, powerful 610 frequency stations in the country, switched to a country format six weeks ago with outstanding response. Special promotions like a \$10,000 jackpot and a visit by Donna Fargo have helped. WDAF also sponsored a concert at the Lamplighter, a 17,000-seat club in Warrensburg, Mo., with Mickey Gilley drawing 21,000 to that bash.

Session pianist Hargus "Pig" Robbins has an instrumental album up for a May release on Elektra, as does Sammi Smith.

Duane Eddy's single version of the standard "You Are My Sunshine" features Willie Nelson, Waylon Jennings and Billy Preston.

Willie Nelson, Kristofferson and mates have been sunning in Hawaii to rest between Willie's touring and Kris' filming schedules.

Floyd Cramer plays the piano, electric piano, organ, clavinet, Arp Pro-Soloist, Arp Omni and Arp 2600 synthesizers with live thunder and rain effects to achieve the sound of an entire band on his new "Rhythm Of The Rain" single.

Discussions are underway for a month-long country-gospel music festival to be held in the Holy Land for 1978. The CMA, GMA and numerous country and gospel artists have expressed interest in the festival.

Danny Davis, The Nashville Brass, Floyd Cramer and Chet Atkins collaborate an upcoming LP entitled "Chet, Floyd & Danny," produced by Bob Ferguson for RCA.

Doc Severinsen, trumpeteer on "The Tonight Show," joins the Nashville Symphony Sunday afternoon, May 1, for the orchestra's 1977 Spring Pops Concert. Michael Churry will conduct the concert held at the Grand Ole Opry House. Sponsored by Commerce Union Bank, tickets are on sale at all bank branches.

Tom T. Hall recently kicked off his 1977 roadshow and a new single, "Your Man Loves You Honey," in a two-night engagement March 28-29 at the Ole Time Pickin' Parlor. Tom shared the spotlight during the Tuesday night show with Sybil and Billy Carter. Sybil and Tom T. sang a duet while Billy consumed and enjoyed the show.

Kenny Rogers and producer Larry Butler recently recorded a greatest hits LP at Clement's Studio. The album includes country hits "Lucille" and "Love Lifted Me," and earlier pop hits "Ruby" and "Reuben James."

On March 28, Barbara Mandrell tendered her resignation as vice president of the Association of Country Entertainers "due to an extremely busy schedule, both personal and professional."

Tompall Glaser hits the road this month on a concert swing that will take him through Texas, Oklahoma and Louisiana. Among the stops will be Texas Opry House and On The Border in Houston, the Udder Place in Stillwater, Oklahoma, the Kingfish Club in Baton Rouge, La., and Jed's in New Orleans.

"Spring Blossom Loretta Lynn" is the theme at MCA these days for Loretta Lynn Month. MCA and Warner Books are engaging in a massive cooperative merchandising program to highlight Loretta's latest album "I Remember Patsy," her autobiography "Coalminer's Daughter" on Warner Books. Loretta appeared on CBS "Viewer's Choice" special April 7, and will be on Frank Sinatra's special, April 21 and the Dinah Shore show to be aired April 26. Loretta will be featured in Rolling Stone, April 19 issue, and the April cover story for Country Style Magazine.

March 24 was Bill Monroe Day in Cambridge, Massachusetts as proclaimed by the city council. Monroe's performance at Jonathon Swift's that evening was highlighted by a plaque presentation on behalf of the city of Cambridge. The club was SRO with a block-long crowd waiting to hear the "father of bluegrass."

Grand Ole Opry star David Houston has been signed to an exclusive recording contract with Gusto-Starday Records. His first release with the label is "So Many Ways."

The Jackson day celebration, an annual Democratic event in Springfield, Mo., April 15-16, will feature Dotts and Freddy Weller with Chip Carter, son of Jimmy Carter, as a special guest. The event will be presided over by Missouri governor Joseph Teasdale.

Carl Perkins recently recorded a gospel-rock 'n roll album, produced by Al Cartee and Johnny Morris at the Music Mill in Muscle Shoals. Perkins is one of the many country entertainers performing at the Wembley Festival April 17. The last time Carl was in England he used a local pickup band. One of these pickers had trouble mustering up courage to ask for a souvenir pick. Carl said he would give him the pick only if his admirer would take the guitar, a Fender he had had for ten years, that went with it.

John Hartford is back recording at Nashville Sound Shop for another LP for Flying Fish. The album will feature a new version of his well known hit, "Gently On My Mind," producer Mike Melford reports.

Shelby Singleton and wife Sandra are parents of a baby girl, Shana Stacy, born April 1.

"Crash" Craddock just returned from a very successful tour of Canada, where he headlined with George Jones and Crystal Gayle. The Toronto promoter commented that he'd never seen a performer get a standing ovation mid-concert until "Crash's" performance. An example of Canadian devotion: Craddock's bus arrived at 5:00 a.m. in Toronto with no place to park. The dilemma was solved, however, by a cab driver fan who stood by until 6:00 p.m. to feed three parking meters so "Crash's" bus wouldn't be towed while the band slept.

Monument Records recently signed Tommy Roe. The Atlantean has formed a new group and begun touring.

Larry Gatlin just returned stateside following a two-week Caribbean cruise where he and fellow entertainers performed on board. He then performed in Ft. Lauderdale and nearby sunspots, before departing April 11 to Wembly, England for that famous festival.

Dr. Hook's benefit for Lawrenceberg County school projects and the Boy Scouts earned \$14,000. Due to the success of this concert, Lawrenceberg is considering future concerts with Charlie Daniels and Larry Gatlin.

Governor Blanton greeted 80 West German music industry representatives who visited Nashville recently.

The last 11 out of 13 Tammy Wynette concerts have been sellouts.

The Marshall Chapman and Jim Rushing penned tune "I Think I'll Say Good-bye" is an Olivia Newton-John pick for her new album.

It's Epic month in the skin magazines with George Jones featured in Penthouse, Tammy Wynette in Esquire and Johnny Paycheck in Hustler.

Jerry Lee Lewis will appear at the Fremont Hotel in Las Vegas April 7-28. Buddy Lee Attractions, Inc. a Nashville-based agency, recently assumed exclusive booking rights for the Music City Fiesta Theatre, which is the hotel's main showroom.

Don Williams and Mel Tillis will be featured in the "Country Music Hit Parade," an NBC Big Event to air April 17. Featuring the top 20 country music hits of the past year as compiled by the Gavin Report, the special was taped in Nashville the first week of April.

John Hartford made a surprise guest appearance when he joined Vassar Clements on some fiddle tunes during the latter's performance at the Palamino Club March 15. Hartford is in Vassar's hometown (Nashville) beginning a new album at the Sound Shop, and will appear in concert at the Pickin Parlor.

carmen adams

EXECUTIVES ON THE MOVE

(continued from page 14)



Lane Kaus Martin Milgrim

Atlantic in March 1974, and Reus was local Charlotte promotion rep since mid-1975.

Lane To CTI — CTI Records has appointed Barney Lane as advertising director. He comes to CTI from WRVR, where for three years he was program director.

Gilreath At Warner Bros. — Ed Gilreath has been appointed national album marketing director for black music at Warner Bros. Records. He had been northeast regional sales manager for Warners in New York and was southeast regional marketing manager for Warner Bros. based in Atlanta for four years.

Kaus Promoted At Atlantic — Bob Kaus, former tour publicist for Atlantic Records in New York, has been named staff writer for the publicity department. He joined Atlantic's publicity department as tour publicist in March 1976.

Martin Appointed At Epic — Peggy Martin has been appointed as manager of publicity, west coast, for Epic Records, the associated labels and Portrait Records. She was previously national tour director for Casablanca in charge of major tours for Kiss and Parliament.

WEA Appoints Two — Warner-Elektra-Atlantic has announced the promotion of Hale Milgrim to district marketing coordinator in the San Francisco district sales office. For the past two years Milgrim had been an in-store promotion and display specialist with WEA. Tony Anderson has been named district marketing coordinator for the WEA Washington, D.C./Baltimore/Virginia sales office. Anderson, who for the past year had been with Jonas Cash Promotions, will be headquartered in Greenbelt, Md.

Leschen At CTI — CTI Records has announced the appointment of Gloria Leschen as director of product services. She joins CTI from Arista, where for two years she was manager of catalog production. Prior to that she spent one year at CRP working in various production capacities.

McGee Named At Atlantic — Nikki McGee has been named tour publicist and staff photographer for Atlantic Records in New York. Prior to this appointment she had been employed as tour publicist for C.J. Strauss & Co. Inc. in New York.

Springboard Ups One, Adds Five — Bob Jacobs has been promoted to branch manager of Springboard Records' midwest operation in Illinois. Jacobs was former regional sales manager in the midwest. The label also appointed four sales people in its midwest and far west branches, and named a new midwest promotion agent. Steve Scott, formerly with MCA, will cover Springboard sales in the Cincinnati and Indianapolis areas. Tom Parmenter will handle sales in the Chicago and Milwaukee territories. Ed Kaminski, a long-time sales executive, joins Springboard in Los Angeles, along with John Funk, a junior salesman. Rich Sudakoff has been named to head all radio promotion in the midwest region.



Anderson Leschen Hervey Elson

Kragosk To Mercury — Phonogram, Inc./Mercury Records has announced the appointment of David Kragosk as local promotion manager for the Minnesota and North and South Dakota areas. Kragosk will be based in Minneapolis. He most recently was local promotion manager for ABC Records in the St. Louis/Kansas City territories.

Capitol Taps Langlois — Brian Langlois has been appointed as Capitol Records' Chicago area promotion representative. He joins Capitol following his recent position in regional marketing, country division, CBS Records. Previous to that he was a regional promotion director for ABC/Dot Records.

Chiang To ABC — ABC Records has announced the appointment of Philip Chiang as graphic designer. He had been doing extensive freelance work throughout the record industry.

Hervey Joins Rogers & Cowan — Ramon Hervey II has joined Rogers & Cowan, Inc. He has been assigned to the music division in the company's Beverly Hills office, and will be writing and working on selected music accounts. Prior to joining Rogers & Cowan Hervey served the last ten months as a writer/publicist for Motown Records.

Elson Named at ATI — ATI has announced the appointment of Bill Elson as vice president of the booking agency. Prior to joining ATI Elson spent over six years with Premier Talent. While with Premier Elson was responsible for booking the midwest and southeast.

Townsend Added At Village — Village Records has announced the appointment of Ron Townsend to the Village promotional staff. Townsend, as vice president of promotion and marketing, will direct the label's promotional activities on all new releases.

Brown, Scott Form Right Angle — Jan Brown and Ron Scott have formed Right Angle Creative Services, specializing in public relations for clients in the entertainment industry. Brown has operated her own public relations firm for three years, and prior to that was affiliated with Gershenson, Dingilian & Jaffe and Saltman & Flood PR firms. Scott had been vice president of Linda Grey & Associates for the past year and operated his own company for seven years. Right Angle's offices are at 999 N. Doheny Dr., Suite 305, Los Angeles. Ca. 90069.

Manilow Headlines Las Vegas

Barry Manilow/David Brenner

MGM GRAND, LAS VEGAS — Though it was his first time to headline a prestigious Las Vegas room, Barry Manilow put on a sparkling, effervescent show that was ample proof to everyone in attendance that, not only has Barry arrived as a major musical force, but he clearly deserves to be there.

Looking trim and fit in a sporty rhinestone-festooned shirt, Barry switched moods swiftly and dramatically, easily changing the pace from an up-tempo, fully-orchestrated sound to a simple and affecting balladeer style. Adding just the right bit of panache was the Lady Flash trio, whose graceful dancing and smooth vocal harmonies provided the perfect complement to Barry's hyperkinetic manner.

Manilow's sense of drama has been finely honed after many years on the "Holiday Inn circuit," a fact he unabashedly alludes to when the curtain drops behind him and he is left alone with the audience at a small cocktail lounge piano, complete with palm tree, hanging marlin and tip jar. It was during this segment that he performed

several of the songs he wrote to pay the rent in the early days, an entertaining medley of Manilow-penned ad jingles.

Though the highly emotive Manilow is certainly moving on record, the stage is also his element. With the lush Tommy Moses Orchestra behind him, and the lighting, smoke bombs and other stage props to help set the proper mood, Manilow is dynamic and overwhelming. His excitement and enthusiasm never wavers as he runs on and off the stage, and entertains between songs with a rapid-fire chatter.

Comedian David Brenner opened the show with a nearly forty minute monologue on gambling, air travel, stupid people and other topics, born of his caustic and devastating wit. His exaggerated gestures and ready smile add a great deal to his vocal delivery, which is enhanced by his willingness to interrupt a routine to "ad-lib" tangential observations. Yet, for Brenner's nervous energy, this evening, next to Manilow, David seemed almost mellow, but funny as ever.

chuck comstock

Ian Matthews/Ralph McTell

THE TROUBADOR, L.A. — Ian Matthews provided a one-hour set at The Troubador that met with unhesitating audience response. Each time the low-key performer finished a selection he was surrounded by well-deserved applause. The tight back-up group of polished instrumentalists, sensitive to the vocal nuances Matthews weaves into the delicate fabric of his songs, always seemed to compliment the songwriter/singer, rather than lead him. With a performer as relaxed as Matthews this can sometimes pose problems, but in this instance the balance was just right.

Occasionally, as in "Tigers Will Survive," saxophonist Steven Hooks would toy with an aggressive countermelody line that brought out the best in both performers, and Matthews' playful and comfortable stage manner served only to make the interchanges more enjoyable.

Matthews had the unenviable task of

Four Seasons

THE ROXY, L.A. — Launching their collective career as a separate performing entity, the Four Seasons served up a spicy show at The Roxy. Although Frankie Valli lent a helping hand for a couple of numbers, the Seasons demonstrated that they have enough spring of their own in an uptempo 45 minute set.

When a "backup" group decides to do it on their own, the results are frequently below what was previously dished up, a lackluster echo of early hits and more frequent misses. The Seasons, however, are a more than pleasing group that has the ability to move effectively in the pop music mainstream. And they bring the term "backup" well above the perjorative connotation usually associated with the word.

Including Valli, two women vocalists, and

following Ralph McTell, who should be a headliner here in the United States, as he is in England, Europe and Australia. Stopping at the Troubador for two days after a tour of Australia, McTell demonstrated an incredibly intense approach as an acoustic guitar specialist and songwriter. "Run, Johnny, Run," which details the flight of a captive from England's infamous Dartmoor prison, is an original composition that perfectly captures the programmatic intentions of the title. In this selection McTell worked the harmonic and rhythmic capabilities of his instrument into a hard-driving tempo that fought against the song-line meter, and the resultant feeling of harried flight, coupled with McTell's even, but searing vocal, brought the audience to its feet. McTell's performance was that rare exhibition of consummate skill, a picture-book example of the best in English folk-style singing.

mike falcon

a wind section, the Seasons had a 13 person entourage that allowed them the freedom to move between ballads and the predominant faster selections with ease. Gerry Polci provided a wide-ranging assortment of vocal abilities, in addition to his standout work on drums, while bassist Don Ciccone occasionally supplanted Polci's moving renditions with effective solo vocals of his own. In an exhibition that was characterized by tight harmonies, the Four Seasons showed that experience does not mean tired. If the tunes they premiered from their new "Helicon" album are representative samplings of the group's new direction, the Four Seasons should find enthusiastic acceptance in concert arenas as well as on the racks of record retailers.

mike falcon



'LULLABY OF BROADWAY' GOES DISCO — A new disco version of "Lullaby of Broadway" was recently recorded by I.R.T. on United Artists Records and released as a single containing the original 1935 version of the song by Winifred Shaw on the B side. Pictured behind the control panel at Dillon's Discotheque in Los Angeles where the 12 inch 45 rpm single debuted are (l-r): Denny Diante, co-producer; Dan Vining, disc jockey at Dillon's; Barbara Jefferson, UA national promotion coordinator and disco liaison for UA and co-producer Allen Levy.

Recent Upper Mgmt. Turnover Shows Blacks Less Mobile

by Cookie Amerson

LOS ANGELES — The first three months of this year have seen several changes and promotions in the upper management levels of several record companies. Although 14 labels have had major changes in the upper echelon of their companies, only two blacks made any moves. Richard Mack was promoted to vice president of special markets for CBS, and John Smith was named vice-president in charge of marketing for Blue Note Records. Smith was previously director of black promotion at United Artists Records. Most positions held by blacks in upper management are in areas of R&B or "special markets" divisions. The few that have escaped that confinement are: Harold Childs, vice-president of promotion for A&M Records, who has been with that company for more than eight years, with vp status for two years; Otis Smith, vice-president of ABC Records, has been with the company for more than ten years collectively, having left the company and returned but maintaining his vp status during most of his tenure with them; Jim Tyrrell, vice-president of marketing for Epic Records, has been with that company more

than six years, achieving vp status approximately two years ago; Cecil Holmes, senior vice-president of Casablanca Records and president of Chocolate City Records, has been with the company since its inception, joining the company at his present status. George Butler, vice-president/general manager of Blue Note Records, has been with that company more than seven years and attained his vp status more than four years ago.

The Presidents

Last year also saw four record labels formed with blacks as presidents, to include: Henry Allen, president of Cotillion Records; Norman Whitfield, president of Whitfield Records; Clarence Avant, president of Taboo Records and Al Bell, president of ICA Records.

There are currently four blacks heading up marketing positions including Tom Draper, vice-president of black music marketing for Warner Brothers. He joined the company a year and a half ago in that position. LeBaron Taylor, vice-president of special markets for CBS Records, has been with the company for four years, with vp status the entire time. John Smith has been

(continued on page 48)

Reflections 'N Black

BK Management, headed by Barbara Kennedy, is no longer managing the **O'Jays**. Walter Richburg, the group's road manager, will be acting in that capacity until some decision is made whether they will obtain a new manager or manage themselves.

KLYX in Houston has officially changed its call letters to **KMJQ**. **Jim Maddox**, general manager of the station, told **CB**, "We are the first official 'Dazz' format (disco/jazz)," as the station changes from automation and goes live this week. **Jewel McGowen** who was most recently at **KDAY** in Los Angeles, will be music director at the station and also handle the afternoon drive slot. Jack Patterson, also most recently at **KDAY** in Los Angeles will join the Houston station as program director and also handle an airshift.

Bill Myers will be joining **WVON** in Chicago, handling the 10 am to 3 pm slot. Myers leaves **WCHB** in Detroit and replaces Herb Kent, who recently left the station.

WAMN in Flint, Mich. has an opening for an afternoon drive air personality. Send tapes and resumes to **Donnie Brooks** at that station.

Eddie Jordan recently joined **WTMP** in Tampa and is handling the afternoon drive slot. **WJMO** in Cleveland has instituted a jazz show from 1 am to 5 am Monday—Saturday and 8 pm to 11 pm on Sundays. Mansfield Manns will be handling that show.

Sunny Allen has been promoted to midwest R&B coordinator for UA. **Bill Magness** will handle Southwest regional promotion for that company.

Line-up at **KACE** in Los Angeles, that recently went on the air, is as follows: 6 am to 10 am Alonzo Miller, most recently at **KSOL** in San Francisco. Miller will also handle music duties. 10 am to 2 pm Billy Burdett, making her radio debut; 2 pm to 6 pm Cal Shields, operations

(continued on page 48)



RUFUS PIXED — ABC recording group Rufus stopped by the offices of radio station WPIX-FM in New York recently to promote their latest album, "Ask Rufus." Pictured standing, from left, are: Rufus members Kevin Murphy and Rich "Moon" Calhoun; Maryann McCarthy, music director of WPIX; David Wolinsky and Tony Maiden, members of the group; Chaka Khan, Rufus' featured lead singer and Neil McIntyre, program director of WPIX. Pictured seated in the foreground are, from left: Mickey Wallach, local promotion manager for ABC Records, and Bobby Watson of Rufus.

TOP 75 R&B ALBUMS

		Weeks On Chart		Weeks On Chart
1	MARVIN GAYE AT THE LONDON PALLADIUM (Tamla/Motown T7-352R2)	2	4	
2	UNPREDICTABLE NATALIE COLE (Capitol SO 11600)	1	8	
3	ASK RUFUS RUFUS FEATURING CHAKA KHAN (ABC AB 975)	3	12	
4	... AH, THE NAME IS BOOTSY, BABY BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)	4	12	
5	COMMODORES (Motown M7-884R1)	6	4	
6	GO FOR YOUR GUNS THE ISLEY BROTHERS (T-Neck/Epic PZ 34432)	11	3	
7	TEDDY PENDERGRASS (Phila. Intl./Epic PZ 34390)	7	7	
8	SONGS IN THE KEY OF LIFE STEVIE WONDER (Tamla/Motown T13-340C2)	5	28	
9	IN FLIGHT GEORGE BENSON (Warner Bros. BSK 2983)	8	11	
10	THE JACKSONS (Epic PE 34229)	9	22	
11	YESTERDAY, TODAY & TOMORROW THE SPINNERS (Atlantic SD 19100)	13	4	
12	LET 'EM IN BILLY PAUL (Phila. Intl./Epic PZ 34369)	12	19	
13	DEEP IN MY SOUL SMOKEY ROBINSON (Tamla/Motown T6-350S1)	14	11	
14	RATED EXTRAORDINAIRE JOHNNIE TAYLOR (Columbia PC 34401)	16	7	
15	STAY IN LOVE MINNIE RIPERTON (Epic PE 34191)	17	7	
16	ANY WAY YOU LIKE IT THELMA HOUSTON (Motown T6-345S1)	10	18	
17	DISCO INFERNO TRAMMPS (Atlantic SD 18211)	19	14	
18	SWEET BEGINNINGS MARLENA SHAW (Columbia PC 34458)	20	7	
19	ANGEL OHIO PLAYERS (Mercury SRM 1-3701)	29	3	
20	COMING BACK FOR MORE WILLIAM BELL (Mercury SRM 1-1146)	25	4	
21	REACHING FOR THE WORLD HAROLD MELVIN & THE BLUE NOTES (ABC ABCD 969)	15	12	
22	IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	21	9	
23	SUITE FOR THE SINGLE GIRL JERRY BUTLER (Motown M6878S1)	24	10	
24	THIS IS NIECY DENIECE WILLIAMS (Columbia PC 34242)	22	31	
25	UNMISTAKABLY LOU LOU RAWLS (Phila. Intl./Epic PZ 34488)	37	3	
26	JOY RIDE DRAMATICS (ABC ABCD 955)	18	26	
27	JEAN CARN (Phila. Intl./Epic PZ 34394)	30	17	
28	ROOTS QUINCY JONES (A&M SP 4626)	23	9	
29	ROMANTIC JOURNEY NORMAN CONNORS (Buddah/RCA BDS 5682)	42	2	
30	UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	27	22	
31	CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)	26	25	
32	MAZE (Capitol ST 11607)	36	8	
33	A REAL MOTHER FOR YA JOHNNY GUITAR WATSON (DJM/Amherst DJLPA-7)	49	2	
34	ELECTRIFIED FUNK WILD CHERRY (Sweet City/Epic PE 34462)	35	5	
35	METHOD TO THE MADNESS UNDISPUTED TRUTH (Whitfield/Warner Bros. WH 2967)	28	14	
36	SLAVE (Cotillion/Atlantic SD 1-6093)	43	4	
37	PART 3 KC & THE SUNSHINE BAND (TK 605)	41	27	
38	PERSON TO PERSON AVERAGE WHITE BAND (Atlantic SD 2-1002)	31	14	
39	ENCHANTMENT (UNITED ARTISTS UA LA 682G)	4/9	Chart	33 12
40	LOVE CRAZY MIRACLES (Columbia 34460)	39	7	
41	STILL TOGETHER GLADYS KNIGHT & THE PIPS (Buddah/RCA BDS 5689)	54	2	
42	GOOD HIGH BRICK (Bang 408)	38	24	
43	I WANT TO COME BACK AS A SONG WALTER JACKSON (Chi-Sound/UA CHLA 733G)	51	2	
44	WHAT YOU NEED SIDE EFFECT (Fantasy F9513)	47	24	
45	CARICATURES DONALD BYRD (Blue Note/United Artists BNLA 633G)	32	11	
46	SPIRIT EARTH, WIND & FIRE (Columbia PC 34241)	34	28	
47	A MAN AND A WOMAN DIONNE WARWICK & ISAAC HAYES (ABC AB 996-2)	40	9	
48	HOPE WE GET TO LOVE IN TIME MARILYN MCCOO & BILLY DAVIS JR. (ABC ABCD 952)	46	30	
49	AN EVENING WITH DIANA ROSS (Motown M7-877R2)	44	11	
50	VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	45	16	
51	FLY LIKE AN EAGLE STEVE MILLER (Capitol ST 11497)	53	8	
52	SOMETIMES FACTS OF LIFE (Kayvette/TK 802)	57	3	
53	JOYOUS PLEASURE (Fantasy F9526)	59	2	
54	WHAT THE WORLD IS COMING TO DEXTER WANSEL (Phila. Intl./Epic PZ 34487)	60	3	
55	NOW DO-U-WANTA DANCE GRAHAM CENTRAL STATION (Warner Bros. BS 3041)	—	1	
56	SO SO SATISFIED ASHFORD & SIMPSON (Warner Bros. BS 2992)	55	13	
57	BOB JAMES 4 (CTI 7074)	61	2	
58	LOVE IN C MINOR CERRONE (Cotillion/Atlantic SD 9913)	58	5	
59	SOLID MICHAEL HENDERSON (Buddah BDS 5662)	48	31	
60	FOUR SEASONS OF LOVE DONNA SUMMER (Oasis/Casablanca NBLP 7038)	52	25	
61	NYC NYUSA THE FATBACK BAND (Spring/Polydor SP 1-6714)	—	1	
62	SECRET PLACE GROVER WASHINGTON JR. (Kudu 32)	50	15	
63	PHYLLIS HYMAN (Buddah/RCA BDS 5681)	—	1	
64	SEAWIND (CTI 5002)	66	2	
65	BRAINSTORM (Tabu/RCA BOL 1-2048)	67	6	
66	A BLOW FOR ME, A TOOT TO YOU FRED WESLEY AND THE HORNY HORNS FEATURING MACEO PARKER (Atlantic SD 18214)	—	1	
67	DO IT YOUR WAY CROWN HEIGHTS AFFAIR (DeLite DEP 2022)	65	21	
68	HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	70	2	
69	SUN-POWER SUN (Capitol ST 11609)	—	1	
70	KING SIZE B.B. KING (ABC AB 977)	72	9	
71	GINSENG WOMAN ERIC GALE (Columbia PC 34421)	73	2	
72	BUMPS & BRUISES JOE TEX (Epic PD 34666)	—	1	
73	THE CLONES OF DR. FUNKENSTEIN PARLIAMENT (Casablanca NBLP 7034)	64	29	
74	NEVER SAY YOU CAN'T SURVIVE CURTIS MAYFIELD (Curton/Warner Bros. CU 5013)	56	5	
75	TOT HOT TO STOP BAR-KAYS (Mercury SRM 1-1099)	62	24	

Job Changes Are Fewer For Blacks

(continued from page 45)

vp in charge of marketing for Blue Note for six months, and Jim Tyrrell heads marketing at Epic.

The Trend

The general trend of more blacks achieving vice-presidency status in the record industry seems to have started approximately two years ago with Hosea Wilson, having been with 20th Century Records since its inception four years ago, attaining vp status two years ago. Allan Lott, vice-president in charge of R&B operations, has been with Buddah two years, and a vp for a year and a half. Ron Mosley, vice-president of R&B promotion for RCA Records, joined the company as a vp a year and a half ago. Larkin Arnold, vice-president/general manager of Capitol Records' soul music division, having been with the company in various capacities, became general manager in 1973 and achieved vp status approximately a year ago. Hilary Johnson,

vice-president/director of special markets for Atlantic Records, has been with the company in that position for seven months. Richard Mack, vice-president of promotion of CBS special markets, has been with the company five years, achieving vp status four months ago. Bunky Sheppard, vice-president of promotion for Motown Records, has been with the company five years, attaining vp status five months ago when he re-joined the company after a short departure.

It is difficult to say whether the recent trend shows stagnation or whether it simply shows that blacks in the industry are stable because they are adequately fulfilling their current duties, and, therefore, have no need to move. There are no blacks heading a major label or heading any country divisions, so there is unexplored territory. It is interesting to take a glance at where blacks in the industry are going and generally what blacks are doing.

Haley Ad Campaign Not Affected

(continued from page 7)

explained. "We really don't know what we have yet." He added that while the two-record set has yet to reach the **Cash Box** Top 200 Albums chart, WB has a two-year marketing plan, which involves not only retail promotion, but sales to educational and charitable institutions, among others. "You can't relate this (the spoken word LP) to a music album," Rosenblatt asserted. "The spoken word album has a much greater longevity and requires a completely different marketing strategy."

Surveyed record department personnel said the release, which also features extensive written material relating to the Afro-American experience, seems to appeal mostly to blacks, although suburban stores reported mild interest among white buyers, as well.

Other Developments

In other retail price developments this week: a Cleveland audio dealer employed a loss leader approach to records, and another Cleveland retailer reported success with a cross-merchandising promotion; and Jimmy's Music World opened five more New York area stores.

Tokyo Shapiro, an eight-store audio chain, this week advertised a \$3.49 all-label sale in Sunday's *Cleveland Plain Dealer*. The all-label sale price is the lowest observed in that market in the 10 months of the **Cash Box** Retail Price Survey.

Ben Patch, a salesman at one Tokyo Shapiro unit, said each store carried only about 300 to 400 titles, primarily top 200 product, and was using the sale as the loss leader to generate volume in high markup stereo and tape deck business.

Rubinstein Resigns

(continued from page 7)

ings for the parent company to leap from \$17.7 million to \$71.75 million. Broadcasting accounted for approximately 75% of total corporated revenues last year. The record division was responsible for slightly more than 14%.

Lowery/Mercury Pact Finalized

(continued from page 10)

Fach stressed the fact that Mercury has been involved with southern acts since the '50s, when, he said, the region generated fully half of Mercury's rock 'n' roll roster. "We never really left the south."

In a speech to his guests, Steinberg jokingly compared Phonogram's "invasion" of the south to the area's Civil War occupation by Grant's army. He termed Mercury's establishment of a Memphis office as the initial phase of his campaign, with the Lowery pact paving the way for the second phase. "We believe Atlanta's going to be a big center for music," Steinberg declared.

Fach agreed with this view, while stressing the potential for further expansion in other southern markets such as Houston and Dallas. He stated his belief that these cities may eventually become bigger recording centers than Atlanta, "because of sheer population." At the same time, though, he emphasized the decentralization of the southern recording scene. "I don't think there will be a recording capital of the south as such."



PACKED HOUSE HEARS YOUNGUNS — The Younguns and Garfield Ruff, the first two groups to be produced by Lowery Music for Phonogram/Mercury under the new production pact, performed at the Atlanta/Standard Club recently where the agreement was announced. Pictured at the dinner (l-r) are: Bill Lowery, president of the Bill Lowery Group and John Fristoe of the Younguns. Joel Katz, an attorney, and Lowery; and Irwin H. Steinberg, president of Phonogram/Mercury, addressing the audience.

Reflections N' Black

(continued from page 45)

manager: 6 pm to 10 pm Fay Fields, most recently at **KDAY** in Los Angeles; 10 pm to 2 am Ezell Wiggins, who was with the station when it was previously **KAGB**. 2 am to 6 am Tony Jones, most recently at **WBLS** in New York.

The singing nurses of Rose Chapel Baptist Church will hold a benefit dinner/roast for **Bob Long**, program director at **WCIN** in Cincinnati April 28th, at the Netherlands Hilton Hotel.

D.J. Rogers new LP "Love Music And Life" is scheduled to be released May 15.

cookie amerson

ADDITIONS TO R&B PLAYLISTS

(continued from page 46)

KOWH — OMAHA — Mike Jones
#1 — At Midnight — Rufus
Do What You Want To Do — T-Connection — Dash
Hollywood — Rufus — ABC
Sad Girl — Carl Graves — Ariola
Laying My Heart On The Line — Check-Mate — Greedy
What's On Your Mind — Brass Construction — UA
Uptown Festival — Shalamar — Soul Train
Keep That Same Old Feeling — Side Effect — Fantasy
10 To 5 — I'm Your Boogie Man — K.C. & The Sunshine Band

WORL — ORLANDO — Steve Crumley
#1 — The Pride — Isley Brothers
Show Me How — Curtis Mayfield — Curtom
High School Dance — Sylvers — Capitol
Never Had It So Good — Willie Hutch — Motown
Body Vibes — Ohio Player — Mercury
Blackberry Jam — Leroy Hutson — Curtom
7 To 2 — Got To Give It Up — Marvin Gaye
9 To 4 — You Turned Me On To Love — Johnny Bristol
12 To 6 — Super Band — Kool & The Gang
21 To 7 — Angel In Your Arms — Hot
16 To 8 — Rigor Mortis — Cameo
27 To 17 — Sir Duke — Stevie Wonder
#1 LPs — Commodores, Teddy Pendergrass
New LPs — Tavares, Graham Central Station, Bob James
4 Joe Tex, Life Style

WAMO — PITTSBURGH — Matt Leadbetter
#1 — Free Love — Jean Carn
Got To Give It Up — Marvin Gaye — Tamia
Baby I Love Your Way — Walter Jackson — Chi-Sound
Everything Must Change — George Benson — WB
Sad Girl — Carl Graves — Ariola
Ex To 7 — Got To Give It Up — Marvin Gaye
25 To 9 — Out Of The Blue — Gap Band
32 To 10 — Whodunit — Travares
37 To 20 — Feel Alright — Crackin'
#1 LP — Teddy Pendergrass
New LPs — Savannah Band, Minnie Riperton, Phyllis Hyman, Commodores

WENZ — RICHMOND — Mickey Arnold
#1 — The Pride — Isley Brothers
Long And Winding Road — Melba Moore — Buddah
Everything Must Change — George Benson — WB
Give Me Love — Santana — Columbia
Whats On Your Mine — Brass Construction — UA
Hats Off To Mama — Philippe Wynne — Cotillion
Another Star — Lousse — MCA
Call On Me — Jeff Perry — Epic
Hit & Run — Loleatta Holloway — Salsoul
I Don't Know Whats On Your Mind — Spiders Webb — Fantasy
22 To 17 — I Can Remember The Good Old Days — Jommy Docket
16 To 8 — I Wanna Do It To You — Jerry Butler
17 To 10 — Whodunit — Travares
#1 LP — Slave
New LP — Tavares

WANT — RICHMOND — Kirby Carmichael
#1 — Pinocchio Theory — Bootsie Rubber Band
Hollywood — Rufus — ABC
What It Is — Nytro — Whitfield
Blessed Is The Woman — Shirley Brown — Arista
Disco Reggae — Kalyan — MCA
20 To 13 — Got To Give It Up — Marvin Gaye
Ex To 20 — I'm Your Boogie Man — KC & The Sunshine Band
Ex To 19 — I Wanna Do It To You — Jerry Butler
Ex To 16 — So So Satisfied — Ashford & Simpson
Ex To 18 — Your Love — McCoo & Davis
#1 LP — Marvin Gaye
New LPs — Eugene Record, Dexter Wanzel, Graham Central Station, Tavares, Joe Tex

WESL — ST LOUIS — Jim Gates
#1 — Ain't Gonna Bump No More — Joe Tex
So In To You — Atlanta Rhythm Section — Atlantic
10 To 2 — There Will Come A Day — Smokey Robinson
13 To 7 — Cloudy — AWB

22 To 14 — Got To Give It Up — Marvin Gaye
New LPs — Isley Brothers, Marvin Gaye
WSOK — SAVANNAH — Elliott Nealy
#1 — The Pride — Isley
Kiss In 77 — James Brown — Polydor
Too Hot To Trot — Wild Cherry — Epic
Hats Off To Mama — Philippe Wynne — Cotillion
Let Em In — Billy Paul — Phila. Int'l.
Music Man — Letta Mbulu — A&M
Dancin In The Street — Donald Byrd — UA
Stone To The Bone — Timmy Thomas — Glade
Hotline — Shotgun — ABC
12 To 6 — Free Love — Jean Carn
14 To 8 — Whodunit — Travares
17 To 10 — I Can't Get Over You — Dramatics
20 To 13 — Disco Inferno — Trammps
#1 LP — Stevie Wonder
New LPs — Fred Wesley, Tavares, Pleasure, Carrie Lucas,
Morning Noon & Night, Gladys Knight

KYAC — SEATTLE — Robert L. Scott
ADDITIONS
Laying Beside You — Eugene Record — WB
After You Love Me, Why Do You Leave Me — H. Melvin/S.
Page — ABC
Let Me Show You The Way — Jacksons — Epic
I Wanna Do It To You — Jerry Butler — Motown
Free Love — Jean Carn — Phila. Int'l.
Body Vibes — Ohio Players — Mercury
We're Still Together — Peaches & Herb
Hollywood — Rufus — ABC
Make Up Your Mind — Seawind — CTI
High School Dance — Sylvers — Capitol
New LPs — Slave, Joe Tex, Graham Central Station

WANM — TALLAHASSEE — Joe Bullard
#1 — The Pride — Isley
Disco Light — Dexter Wanzel — Phila. Int'l.
I Don't Love You Anymore — Teddy Pendergrass — Phila. Int'l.
Dance and Shake Your Tambourine — Universal Robot — Red Greg
Show Me Love — Santana — Columbia
9 To 5 — Ain't Gonna Bump No More — Joe Tex
12 To 6 — On Your Face — Earth, Wind & Fire
13 To 7 — So So Satisfied — Ashford & Simpson
14 To 8 — I Can't Get Over You — Dramatics
15 To 9 — Got To Give It Up — Marvin Gaye
18 To 10 — Sir Duke — Stevie Wonder
28 To 19 — Super Band — Kool & The Gang
30 To 20 — Your Love — McCoo & Davis
#1 LP — Isley
New LPs — Joe Tex, Graham Central Station

WTMP — TAMPA — Jerry Walker
#1 — Ain't Gonna Bump No More — Joe Tex
Everything Must Change — George Benson — WB
Do What You Want To Do — T-Connection — Dash
Good Thing Man — Frank Lucas — ICA
High School Dance — Sylvers — Capitol
HOTS
Got To Give It Up — Marvin Gaye
Your Love — McCoo & Davis
The Pride — Isley
Feels So Good — Manhattan
#1 LP — Commodores
New LPs — Isley Brothers, Slave

WOL — WASHINGTON — Cortez Thompson
ADDITIONS
Disco Lights — Dexter Wanzel — Phila. Int'l.
Keep That Same Old Feeling — Side Effect — Fantasy
Hats Off To Mama — Philippe Wynne — Cotillion
HOTS
So So Satisfied — Ashford & Simpson
Gloria — Enchantment
Got To Give It Up — Marvin Gaye
Uptown Festival — Shalamar
Do What You Wanna Do — T-Connection
Whodunit — Travares
Ain't Gonna Bump No More — Joe Tex
Disco Inferno — Trammps

CASH BOX COIN MACHINE

Marcus Appointed At Empire; Levin, Rochetti Promoted

CHICAGO — Jerry Marcus has been appointed financial and administrative vice president of Empire Distributing, Inc., according to an announcement by the firm's executive vice president Joe Robbins.

Since October 1976 Marcus has served as president of the now-defunct Chicago Dynamic Industries. When the firm was dissolved and various assets purchased by Stern Electronics, Inc. he remained with the latter company in an executive capacity. He has been a member of the coin machine industry for twenty years, seventeen of which were spent with Rowe International, Inc. where he held the position of executive vice president. Prior to his affiliation with CDI, Marcus was vice president of finance and administration at Seeburg for two years.

Robbins further announced that Stanley Levin has been promoted to the position of director of marketing and Ben Rochetti to sales manager.

Levin's experience in the industry covers more than thirty years and encompasses all levels of the coin machine business. In his new position he will be in charge of the distributor's marketing activities as well as advertising and public relations.

During his seven-year tenure with Empire, Ben Rochetti has been a driving force on the firm's sales team, having traveled a road territory while becoming well known to Empire customers.

AMOA Board Of Directors Resolves To Keep Chicago As Site Of Its Annual Convention

CHICAGO — During its annual mid-year meeting held March 24-26, the AMOA board of directors unanimously passed a resolution pertaining to the conflict of dates and locations of the annual AMOA and NAMA conventions, which re-surfaced when the NAMA announced (*Cash Box*, March 19) it would expand its 1977 convention to include a special exhibit hall for

music and games equipment. The resolution states that, "The AMOA exposition and trade show will continue to be held in Chicago and that the AMOA will, as it has always done, make every effort to hold its annual show concurrently with the NAMA when the NAMA meets in Chicago for its national convention."

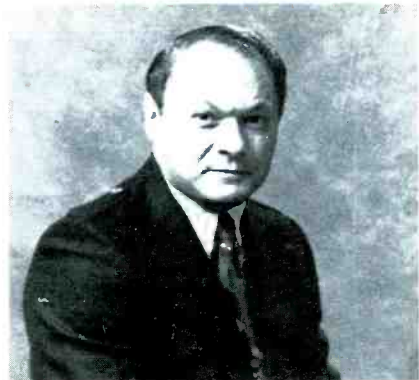
Citing the AMOA convention's out-

standing success, year after year, in Chicago and the fact that the annual expositions have become identified with the city as the "mecca for games and music people from around the world," the board decided to adhere to its long standing policy of maintaining Chicago as the annual exposition site.

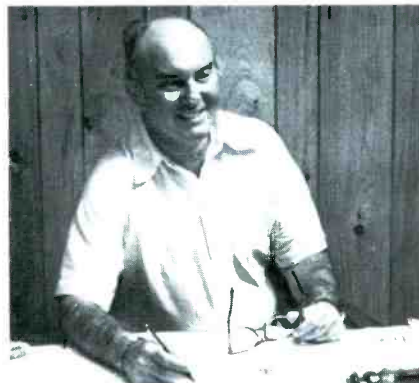
(continued on page 50)

Haul Home a Big Profit Load with New Bally NIGHT RIDER

4-PLAYER FLIPPER CONVERTIBLE TO ADD-A-BALL



Jerry Marcus



Stanley Levin



Ben Rochetti

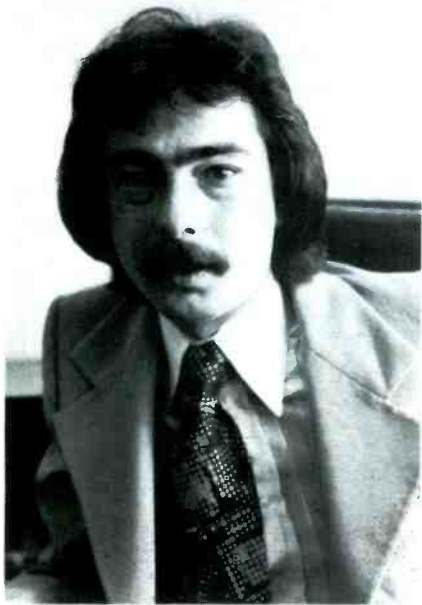
NEW VARIABLE SCORE KICKOUT HOLE

TWIN BANKS OF DROP TARGETS

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

Stern Names Kaufman As Marketing Director

CHICAGO — Stern Electronics, Inc. announced the appointment of Stephen Kaufman as marketing director for the firm. Kaufman will be working directly with distributors and will be responsible for the marketing of the firm's product line.



Stephen Kaufman

Prior to joining the firm Kaufman was associated with Gary Stern in Kiss Amusement Machines, Inc., an importing and exporting company. He also held the position of sales manager for the Seeburg slot machines division and has worked for Games of Nevada and Bally Distributing in Las Vegas.

Kaufman's background in the coin machine industry includes experience in both manufacturing and distribution.

Firms Express Interest In Securing Additional NAMA Conv. Space

CHICAGO — Approximately 20 firms have expressed interest in exhibiting in the additional space being allotted for music and games equipment at the National Automatic Merchandising Assn. convention (to be held October 13-16 in Chicago's McCormick Place), according to Walter Reed, the association's director of public relations. In early March NAMA announced that it would expand its exhibit space to include a separate hall for the display of coin-operated music and amusement machines, as an accommodation for numerous NAMA members who operate music and games as well as vending equipment.

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AMOA Board Resolves To Maintain Chicago As Annual Convention Site

(continued from page 49)

"The board feels that Chicago is a prime transportation center, permitting easy access and often non-stop travel to our trade show from many foreign cities as well as most major cities in the United States," said AMOA's executive vice president Fred Granger. "And it goes without saying that the city is unmatched in facilities, housing, restaurants, entertainment and the like, to accommodate convention goers."

AMOA has, however, arranged concurrent dates for 1979 when the NAMA convention returns to Chicago. NAMA will be held October 25-28, 1979 and AMOA, October 26-28.

In its concluding statement on the subject the board extended a cordial invitation to NAMA to "hold its annual shows in Chicago" and to work together (with AMOA) towards establishing concurrent dates whenever possible "for the convenience of the entire industry."

Other major business on the agenda included the election of the various committees for the 1977 exposition to be held October 28-30 at the Conrad Hilton Hotel, and a review of last year's show to determine whatever improvements, if any, could be made. It was also decided that the current exhibit and registration fees would not be increased and, as in previous years, admission would be free at such convention-related functions as the seminar, ladies luncheon, etc., although the possibility of a charge was considered.

AMOA will continue to hold an annual regional seminar, and the 1978 seminar site will be Chicago.

The association is also preparing, as a special membership service, an audio-visual public relations package relating to the music and games industry. Don Van Brackel, AMOA's first vice president, has been overseeing the project and in his progress report indicated that it might be completed in time for this year's conven-



NEW GAME — Currently in production at the D. Gottlieb & Co. factory is the firm's newest 4-player pinball machine called "Bronco," which is contained in an eye-catching cabinet of western style design. In scoring, players can double and quadruple bonus value up to 60,000 points; double bonus is achieved when the A, B, C rollovers are made. The playfield has three drop targets which, when activated, light up the side rollovers for extra balls and the kickout holes for up to triple bonus advance. Special scores are earned when all drop targets are hit and A, B, C are made. Operators are invited to view the new model, which is on display in Gottlieb distributor showrooms across the country.

tion.

In the association's continuing effort to provide services for every category of the industry, several proposals for new projects were discussed, including the possibility of developing special arcade-oriented services. At this year's exposition AMOA-sponsored service booths will once again be featured on the convention floor, and in larger number. The association's previously announced program of sponsoring service schools for mechanics has not been finalized as yet; however, at least one pilot school will be held this year.

As further evidence of AMOA's growth and expansion, which is amplified by the very significant increase in exhibits and attendance at its annual exposition, and the international scope of the show's appeal, the board is very seriously considering a four-day convention.

Exhibitor Space Increased

Subsequent to the mid-year meeting, arrangements were made at the Conrad Hilton Hotel to expand the exhibit space for the 1977 AMOA exposition and to enlarge the general registration area. This year's show will occupy a total of 76,799 square feet of space. Exhibits will be housed in the East and West Halls as well as the Continental Room, which was where the seminar was held at last year's convention. The North Hall, which held exhibits last year, will be used as the registration area for the '77 show.

"Based on the number of regular exhibitors who requested additional space this year," said Fred Granger, "and the many newcomers who inquired about the availability of exhibit space, we felt that three large exhibit halls would be required to accommodate everyone. The addition of the Continental Room will give us quite a bit of extra space and, if need be, we will also set up a registration desk outside this room to avoid the inconvenience of traffic tie-ups during registration."

Seeburg Files Suit Against Phono Builder

CHICAGO — Seeburg Corporation of Delaware, a subsidiary of Seeburg Industries, Inc., announced that it has filed a suit in the U.S. District Court here against B.S.R. (U.S.A.) Ltd., a manufacturer of phonographs and phonograph parts, claiming the latter company has infringed upon Seeburg patents.

In its complaint Seeburg contends that the B.S.R.'s Accutrac model 4000 turntable is an infringement on the Seeburg sound track selection patent and seeks treble damages, legal costs and an injunction halting sales of such turntable by Accutrac.

Also named a defendant in the suit is Playback, Inc., a Chicago based chain of retail phonograph and audio equipment stores.

A.M.A.'s In-Store Promotion Draws Prospective Buyers

NEW ORLEANS — AMA Distributors, Inc. collaborated with the prestigious Maison Blanche department store in an elaborate two-week in-store and window display promotion focusing on the products of both companies. AMA supplied an assortment of 17 pieces of equipment, including coin-operated machines and equipment for the home market, which were used as props in an equal number of store displays featuring ladies' jumpsuits. Launched as a public relations effort for improving the industry's image, and to boost home amusement equipment sales, the endeavor resulted in a flood of complimentary letters and phone calls to AMA as well as "showroom visits from prospective customers," noted AMA president Robert E. Nims.

Maison Blanche is one of the largest department store chains in the south, with eight outlets in the New Orleans area and one in Baton Rouge, La.

AMA distributes music, games and vending equipment for home and commercial use in the states of Louisiana and Mississippi. Among the manufacturers represented by the firm are Automatic Products, Brunswick, Dynamo, Fischer, Midway, Rock-Ola and U.S. Billiards.

Equipment displayed in the promotion, which was tagged "Fun In Leisure Living" included jukeboxes, bumper pool tables, 3-in-1 game/dining tables, Air Hockey, Air Handball, pinball machines and soccer foosball. A single piece of equipment was used in each display along with a small poster crediting AMA as the supplier.



ON DISPLAY — Bumper pool on a three-in-one game dining table, supplied by AMA Distributors, adds life to the above display at the Maison Blanche department store, New Orleans.



AMA PROMO — A late model Rock-Ola jukebox, left, and a coin operated bumper pool table were among the models featured in AMA Distributors' recent Maison Blanche department store promo. The Maison Blanche store fronts New Orleans' famous Canal St.



A Thing of Beauty..

FOR THOSE LOCATIONS THAT ALWAYS SAY NO TO A JUKEBOX.



*The Camelot
Console
by Rowe AMI*

Completely new, inside and out. Lively **distressed pecan** cabinet finish. Woven-cane effect grill.

Underlid reveals tranquil pictorial of trees beyond a field of wild flowers.

Blends perfectly with contemporary decor as well as the more traditional.

100% solid-state system with digital readout. Exclusive 200-selectivity. Unmatched full-bodied stereo sound. The only 5-year reliability warranty on all moving parts. See the Camelot Console (Model CT1-1S) at your local Rowe distributor's showroom.

Your future profitability. It's the best reason for buying Rowe AMI today.



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In Canada ROWE INTERNATIONAL OF CANADA LTD. 9341 Cote de Liesse Dorval, Quebec

CHICAGO CHATTER

Bally Manufacturing Corp.'s **Tom Nieman** has devised another massive promotional program, which is already serving the dual purpose of exposing Bally product and projecting a very positive coin industry image — on a national scale. Called "The Action Down Under Sweepstakes," the project is a tie-in promotion with the famed Macy's department store in New York City and will run from April 11-30, during which period every Macy's display window on 34th Street will feature two Bally pingames — "Captain Fantastic" and the home unit "Fireball" — portrayed amidst pinball theme decor. An area radio station is also cooperating in the effort with forty 60-second spots. Nieman said that interest mushroomed to such an extent in the planning stage of the promotion that, in an unprecedented move, Bally also provided a lineup of about 25 slot machines, "altered for legal shipping," to complement the pinball displays. Giveaway prizes galore are being offered, including Bally's donation of a model of each of the two featured pins. To qualify, customers in the Action Down Under, which is Macy's new apparel shop for young men, need only fill out a form. With the tremendous amount of attention the promotion has attracted, Nieman said a multitude of other prizes, including Las Vegas trips, are also being offered and all levels of the media have expressed interest in publicizing it. And consider this, if you will: it has been estimated that approximately 3 million people per week walk by these windows.

MORE ON THE PUBLIC RELATIONS SCENE: Seeburg's advertising and promotion manager **Bernie Cohen** informs us that the firm has been approached by the Art Gallery of Cobourg (Ontario, Canada) to participate in a special exhibition the gallery is organizing on the evolution of the coin-operated music machine, dating back one hundred years. They have an 1872 music box, described as one of the earliest coin models ever produced, already lined up for the exhibit and representative machines from the 1920s through the 1960s — including such vintage Seeburg models as the 830-3 "Classic" and the 8800. The gallery indicated that they would like to conclude the exhibition with a Seeburg Vogue II. The machines being featured will be displayed in environmental settings depicting the era in which each was popular. Dates and locations of the four scheduled exhibitions are: July 21-August 28, Art Gallery of Cobourg (Cobourg, Ont.); September 1-October 2, Robert McLaughlin Gallery (Oshawa, Ont.); October 6-November 6, Kitchener/Waterloo Gallery (Kitchener, Ont.) and November 10-December 11, Agnes Etherington Art Centre (Kingston, Ont.).

"BRONCO" IS THE LATEST 4-player pin in release by D. Gottlieb and Company.

HERE'S WORD FROM Rock-Ola Mfg. Corp.'s **Les Rieck** that the factory has commenced production on the new-Princess 467, 100-selection phonograph. Although fashioned somewhat after its predecessor the 461, Les noted that the new model is very much today — colorful, contemporary, compact. Sample shipments to distributors have been in progress and most are already displaying the new piece in their respective showrooms.

IN THE FORE at Williams Electronics Inc. is the newly released "Liberty Bell" 2-player. The new pin is in full production and being very heavily ordered, as **Bill DeSelm** noted.

EASTERN FLASHES

Universe Affiliated Int'l. prexy **Barry Feinblatt** is pleased to note that the current Playmatic "Speakeasy" pinball machine is doing "exceptionally well" throughout the country. Barry also mentioned that a specially prepared service manual, relating specifically to this model, has now been made available by the company. This is a first, he said, and from here on service manuals will be customized to accompany each new pin released. A lineup of solid state machines are presently on test in the U.S. and Canada, Barry added. . . . Newly

Gremlin Files Lawsuit Against Ramtek For Alleged Copyright Infringement

SAN DIEGO, CA. — Gremlin Industries, Inc. has filed a lawsuit charging trademark infringement against Ramtek Corp. (Sunnyvale). The products involved are coin-operated video games and trademarks involved are "Blockade" by Gremlin and "Barricade" by Ramtek.

Gremlin recently announced that at a preliminary injunction hearing in the Superior Court for Los Angeles County on Thursday, March 10, a statement by Charles E. McEwan, president of Ramtek, was filed, indicating that Ramtek Corp. has stopped producing Barricade designated video games. The statement, according to Gremlin, also said that if Ramtek produces further video games of this type, they will be designated by the name of "Brickyard."

After the hearing, Frank Fogelman, president of Gremlin, announced that, while Ramtek's discontinuation of the Barricade designation was welcome, Gremlin intends to pursue the lawsuit against Ramtek vigorously through trial in an effort to obtain money damages and a permanent injunction. Fogelman also announced that Gremlin is issuing a letter to the distributors of Ramtek advising them of the latest development in the lawsuit and demanding that the use of the Barricade designation by the distributors be discontinued on any such video games in their possession.

When contacted by **Cash Box** for comment on the reported lawsuit, Ramtek issued the following statement:

"Ramtek is vigorously challenging the claims made by Gremlin that its trademark is infringed by the Barricade designation.

Ramtek contends in the suit that the Barricade name is not confusingly similar to Gremlin's alleged trademark Blockade and that neither name can be a valid trademark since both are merely descriptive of the blocking type video game to which they are applied. Ramtek has filed a cross complaint for unfair competition against Gremlin in an effort to prevent harassment of Ramtek's customers by Gremlin's threats of suit, and has been advised by its attorney that Gremlin's chances of collecting anything by way of this lawsuit are nil.

"To date, Gremlin's request for a temporary restraining order against Ramtek has been denied. In order to spare Ramtek's customers further to the Court, Ramtek has voluntarily agreed to cease production of Barricade designated games pending the outcome of the lawsuit. Any further blocking type games manufactured in the interim will be designated Brickyard.

"McEwan's declaration to the court to this effect, which is referred to by Gremlin, expressly stated that this was done only to spare Ramtek's customers further harassment. The court took note of this declaration in denying Gremlin's request for a preliminary injunction against Ramtek.

"Ramtek has never knowingly infringed anyone's trademark rights. The Barricade designation was chosen in accordance with Ramtek's long established policy in naming its games descriptively, such as Hockey, Soccer, Volley, Trivia and Horoscope. Ramtek believes such names cannot function as trademarks and cannot infringe the trademarks of others."

arrived and on prominent display at Betson Enterprises is the Rock-Ola 467 "Princess" — a great looking new phonograph, according to **Jerry Gordon**. Jerry said the distrib is finalizing plans for a two-day Atari service school to be held April 21-22. Current activity in the games department centers on Midway's "Boot Hill" and "Checkmate"; Meadows' 4-in-1 cocktail table; Gremlin's CoMotion I and II; Atari's "Sprint II" and "Breakout," to name a few — and Jerry said they've been doing very well with the Stern Electronics pingames. . . . With the long awaited break in the weather, business is picking up and equipment is once again starting to move nicely, as **Irv Kempner** of Runyon Sales told us last week. The Rowe Seville model 530 (24 col.) cigarette machine is very much in the spotlight out there, and Rowe phonos are selling steadily. In noting heavy action on games, Kempner said the only problem is "we're always short of pinball machines!" And by the way, he was recently elected secretary of the Connecticut Automatic Vending Council, who'll be holding their next scheduled board of directors meeting on Tuesday, April 19 at the Hawthorne Inn in Berlin, Conn.

MILWAUKEE MENTIONS

Spoke with **Joel Kleiman** of Pioneer Sales & Services prior to his planned departure for Mishicott to attend the weekend vending meeting out there. Joel said the Pioneer music department is especially active these days, with Rowe phonos definitely heading the best sellers list. Among the hottest games of the moment are "Breakout" and "Night Driver" by Atari and the Gremlin "CoMotion" cocktail tables which are patterned after the highly successful Blockade.

WMMA's **MARGE HALVERSON** is enjoying a few days' respite before attending to the task of developing a program for the upcoming Minnesota convention and trade show, May 20-22 in Minneapolis.

COLLECTIONS ARE ON THE RISE at Pierce Music in Brodhead — and **Clint** and **Marie Pierce** couldn't be more pleased about it.

ON THE SINGLES SCENE: "Lonely Boy" by **Andrew Gold** (Elektra), "You Are On My Mind" by **Chicago** (Columbia), "Sir Duke" by **Stevie Wonder** (Tamla), "Heard It In A Love Song" by **Marshall Tucker Band** (Capricorn), "Angel In Your Arms" by **Hot** (Big Tree), "Slide Off Your Satin Sheets" by **Johnny Paycheck** (Epic), "The Rains Came" by **Freddy Fender** (ABC), "Me And Millie" by **Ronnie Sessions** (MCA), "Old Fashioned Boy" by **Stallion** (Casablanca), "Sleepwalker" by **The Kinks** (Arista) and "Lucille" by **Kenny Rogers** (UA) are among the hot jukebox singles of the week, according to **John Jankowski** of **Radio Doctors**.

1977 State Association Calendar

May 6-8: Amusement/Music Operators of Tennessee, annual mtg., Henry Horton State Park, Chapel Hill, Tenn.

May 12-15: Music & Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y.

May 20-22: Music Operators of Minnesota, conv. & trade show, Holiday Inn-Downtown, Minneapolis.

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.

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.

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.

Washington D.C. Remains R&B Leader

(continued from page 18)

Within Washington's two other distinct markets—Georgetown, the stylish college and white residential section of the city, and the downtown business and government office district—record retailing already is more competitive than in the suburbs. Besides the proximity of stores in the two areas; one reason for the increased competition is "a more sophisticated consumer," according to Sherman.

In Georgetown, where Kemp Mill competes directly with Orpheus Records, a two-store chain advertising a frequent sale price of \$3.99 and a shelf price of \$4.99, and with Records and Tapes Limited, a two-store chain with a \$3.99 sale price and \$5.69 shelf price, that consumer is likely to be either a college student or an affluent resident. Consequently, rock albums sell best, followed by jazz, pop and then classical.

Downtown, "a unique situation exists," according to Nesim Revah, owner of the three-unit Serenade Record Shop chain, which charges a \$3.99 or \$4.49 sale price and a \$5.69 shelf price. "We have people from all over the country and all over the world shopping in downtown Washington," Revah said. "Even among the people who live here, we get the suburban commuters, the black residents and the college kids."

The diversity of the downtown market is reflected by a wide variety of specialty stores, ranging from Soul Shack to the three-store Discount Books and Records chain, which sells primarily classical product at a sale price of \$3.99 and shelf price of \$5.99. Although retail competition

is somewhat more intense downtown than in the suburbs, there is the same relatively stable price structure. The reason John Olsson, owner of Records and Tapes Limited, offered is "there are no crazies around like Jimmy's in New York, and if one did come in, I think the rest of us would do our best to ignore it."

Radio Stations Respond To Eastern Disasters

(continued from page 27)

the temporary cessation of operations. WELC broadcast an estimated 25,000 emergency messages in one week.

In Harlan, Kentucky, where martial law was declared, WHLN personnel were taken from their building by an emergency fireboat. They later built a makeshift studio, operating through a regular telephone circuit. "While we were doing this, our engineer was on top of a mountain at our transmitter site and he sat there and talked through a lashed-up thing he had," station president Jim Morgan told **Cash Box**. "We had auxiliary power supply and auxiliary transmitters. We stayed with it."

Residents Evacuated

Pineville, Kentucky saw 2500 of its 3000 residents evacuated, including the two-man skeleton staff of WANO, which had provided 24 hour disaster coverage. When the station was flooded, personnel left in boats and slept in cars at a nearby railroad station in near freezing weather until electricity was restored. Both Dave Petersen and 17-year-old Warren Pursivall (who has been a jock since the age of 12) were credited by the county head of emergency preparedness with "invaluable service."

FM ANALYSIS

(continued from page 29)

Fireside Theatre — Butterfly
Cecilio & Kopono — Columbia
Les Dudek — Say No More — Columbia
Walter Egan — Fundamental Roll — Columbia

KMOD-FM — TULSA, OK — Leisa Johnson

Most Active:
Rita Coolidge
Jesse Colin Young
Pablo Cruise
Jackson Browne
Marshall Tucker Band
Eagles

Adds:

Walter Egan — Fundamental Roll — Columbia
Iggy Pop — The Idiot — RCA
Dickey Betts & Great Southern — Arista
Klaatu — Capitol
Pousette-Dart Band — Amnesia — Capitol
Richard Torrance — Bareback — Capitol
Garland Jeffreys — Ghost Writer — A&M
Bonnie Raitt — Sweet Forgiveness — WB
Jeff Beck With Jan Hammer Live — Epic
Procol Harum — Something Magic — WB

WOOR-FM — UTICA — Jeff Chard

Most Active:
Fleetwood Mac (Dreams, Second Hand News)
Starz (Cherry Baby, Cool One)
Big Wah Koo (Phillistine Save Your Tears)
Ian Matthews — (Just One Look, Times)
Johnny's Dance Band (Best Days)
Peter Gabriel (Solsbury Hill, Big One)
Bryan Ferry (Tomorrow, In Your Mind)
Elliott Murphy (Just Another Story, Drive All Night)
Nils Lofgren (Came To Dance, Jealous Gun)
Dickey Betts (Way Love Goes, Out To Get Me)
Roger McGuinn (American Girl, Dixie Highway)
Richard Torrance (Stay Young, Moonlight)
Codo Belle (Airport, Survival)
Atlanta Rhythm Section (So In To You, Georgia Rhythm)
Jesse Colin Young (Higher & Higher, Love On The Wing)
Jethro Tull (Whistler)
John Miles (Stranger In The City, Manhattan Skyline)
Eagles (Life In The Fast Lane, Hotel California)
Bonnie Raitt (Runaway, Home)
Bob Seger (Rock & Roll Never Forgets, Main St.)

Adds:

Gale Force — Fantasy
Jack Bruce — How's Tricks — RSO
Tim Moore — White Shadows — Elektra
Ruby — PBR Intl.
Bob James 4 — CTI
Robin Williamson — Journey's Edge — Flying Fish
Hoyt Axton — Snowblind Friend — MCA
Beach Boys — Love You — Reprise
Southside Johnny & Asbury Jukes — This Time It's For

Real — Epic

KJAK-FM — OKLAHOMA CITY, OK — John Michael Scott

Most Active:
Atlanta Rhythm Section
The Kinks
Pink Floyd
Eagles
Fleetwood Mac
Emerson Lake & Palmer
America
Sea Level
Jethro Tull

Adds:

Les Dudek — Say No More — Columbia
Garland Jeffreys — Ghost Writer — A&M
The Band — Islands — Capitol
Walter Egan — Fundamental Roll — Columbia
Foreigner — Atlantic

WBLM-FM — LEWISTON, ME — Jose Diaz

Most Active:
Emerson Lake & Palmer (C'est La Vie, Lend Your Love)
Jethro Tull (Cup Of Wonder, Whistler)
Jesse Colin Young (Higher & Higher, Drift Away)
Ian Matthews (Just One Look, One Day Without You)
Fleetwood Mac (Dreams)
Roger McGuinn (American Girl)
Peter Gabriel (Solsbury Hill)
Foreigner (First Time)
Justin Hayward (Country Girl)
Garland Jeffreys (Wild In The Streets, Cool Down)
Joan Armatrading
Pousette-Dart Band (May You Dance)
Taj Mahal (Truckdriver's 2 Step)
Flora Purim (Nothing Will Be As It Was)
The Band (Right As Rain)
Weather Report (Birdland)
Eagles (Life In The Fast Lane)
Nils Lofgren
Al Stewart
Martin Mull

Adds:

Passport — Iguacu — Atco
Dickey Betts & Great Southern — Arista
Bruce Cockburn — In The Falling Dark — True
North/Island
Beach Boys — Love You — WB
Isley Brothers — Go For Your Gun — T-Neck
Walter Egan — Fundamental Roll — Columbia
Bonnie Raitt — Sweet Forgiveness — WB
Supertramp — Even In The Quietest Moments — A&M
Les Dudek — Say No More — Columbia
Bryan Ferry — In Your Mind — Atlantic
John Lodge — Natural Avenue — London
Lavender Hill Mob — UA
Marvin Gaye — Live At The London Palladium — Tamia

EXECUTIVES ON THE MOVE

(continued from page 43)

Appointments At Starwood — Eddie Choran has been named to the position of director of entertainment at L.A.'s Starwood. His duties include research and booking of all entertainment in the club/concert hall. David Knight is the director of PR and advertising. Knight, who comes to Starwood from twelve years in the radio and record business, was most recently general manager of Sutton-Miller Ltd., parent company of Shadybrook and Sound Bird Records.

Executives Promoted At DMA — DMA, midwest-based national booking firm, promoted two of its top executives. Troy Blakely, who previously managed Mitch Ryder's groups Detroit and The Detroit Wheels before joining DMA as a booking agent, has been named vice president, heading up the college department. Whitey Stone was made regional director. He will oversee all midwest and Canadian bookings. Stone has been a rock concert promoter and booking agent in the Detroit area since 1971.

O'Harro To Graham Smith — Michael G. O'Harro has joined Graham Smith Associates, Ltd. of New York City. He will continue with his position as director of Tramps and as president of the International Discotheque Association, the non-profit trade association for the discotheque industry.

Paragon Acquires New Agent — Paragon Agency has announced the appointment of Ian Copeland to the Paragon staff as special assistant to the president for foreign clients and west coast coordination. Copeland, who has been associated as director and agent with the Nems Agency in London, will be based in the Macon office.

Kirkpatrick To Universal — Fontaine Kirkpatrick was named vice president and studio manager of Universal Recording Studios. Kirkpatrick joined Universal in 1972 as a part-time production assistant. She was named studio manager last year following an executive reorganization.

Druckman Joins Beam — Scott Druckman has been retained as an independent consultant to work with Beam Junction artists. Druckman, who worked at T.K. Records in promotion, will concern himself with press and disco promotion campaigns.

Freiberg To Soundaround — Soundaround has announced the appointment of Mickey Freiberg as vice president of record company sales. Prior to joining Soundaround Freiberg was an agent at ICM.

Cream Records Has Staff Additions — Cream Records has added Pam Shira as publishing administrator, Elaine Bolchini publishing administrative assistant, Andy Zane as general professional manager and Greg Gayton, Cream music publishing group promotion. Nina Carlin joins as marketing coordinator, assisting Don Graham and Paul Culberg.

Stoner-Townsend To Apostol — Apostol Enterprises, Ltd. has announced the appointment of Montrue Stoner-Townsend to the management organization. She will be in charge of promotion, publicity and over-all artist development. Prior to her joining Apostol, Stoner-Townsend was assistant to the national sales manager at London Records. Jessica Warren has been promoted to the position of personal assistant to John Apostol. Her duties will include all liaison between artist and management, and tour coordination.

Klein Joins Sparrow — Sparrow Records has hired Don Klein as promotion director. His background includes sales representation for radio stations KKUL and KLEC. Prior to joining Sparrow, he was advertising coordinator for Acton House Publishing Company.

Brightman Named At Jamboree — Jerry Brightman has been named assistant to the general manager of Jamboree U.S.A., Inc. Prior to joining Jamboree U.S.A., Brightman served as manager of the Frontier Auditorium in Pekin, Illinois since January, 1976. He was a member of Buck Owens "Buckaroos" from 1973 to 1976 as a pedal steel guitarist and is a former member of the Jamboree U.S.A. staff band.

Villar To Peer-Southern — Edward Villar has joined Peer-Southern Organization in New York as controller and manager of business services.

Holman Joins Triangle — Triangle Theatrical Productions, Inc., Chicago-based subsidiary of Madison Square Garden of New York, announced Terry Holman has joined the company as a concert manager. He has been associated for the past four years with the Blytham Ltd. concert division, Champaign, Ill., as a booking agent.

Scaggs Albums in Warehouse Sale

(continued from page 7)

vertised price than has appeared in the Los Angeles area in several months. Lee Hartstone, president of the Warehouse, refused to comment on the sale.

Warehouse stores surveyed reported individual purchase prices of LPs of \$3.50 in several cases and \$4.96 at one store. The radio ad stated that three of Scaggs albums — "Silk Degrees," "Slow Dancer" and "My Time" — were included in the sale.

Some store managers, however, said they thought a fourth album, "Moments," was also subject to the three-for-\$10 sale. It was also pointed out that the sale referred to any three Boz Scaggs albums, either three different titles, three of the same album or any other combination.

Ron Oberman, director of west coast product management for CBS Records, said, "We have been actively selling the Boz catalog since 'Silk Degrees' became such a hit. We have even re-packaged the 'Slow Dancer' album.



BAGS IS BACK — Milt Jackson, legendary jazz vibist, recently completed a nightclub engagement at Hoppers in New York City, his first showcase since leaving the Modern Jazz Quartet. Jackson featured selections from his current Pablo album, "Feelings," distributed by RCA Records. Pictured behind the vibraphone at Hoppers are, from left: Bob Rifici, field marketing manager for custom labels for RCA Records; Jackson; and Elliot Horne, manager of press and information for RCA Records.

"But we have clearly labeled it as a re-packaging. We think the new art work better reflects the 'Slow Dancer' concept. So in that respect, we have been having somewhat of a push on the Boz catalog," Oberman said.

As of the first day of the sale, stores throughout the state reported varying degrees of customer response to the campaign. Some said they expected the weekend to bring great results, but most said as of yet they had not seen an overwhelming response.

Jobbers Fear Merchandisers Cutbacks

(continued from page 9)

change over the past 12 months. While Luska estimated a present-day 60 percent, he noted that the rack's percentage was closer to 75-85 percent a few years ago.

Faraci pointed out, "No question that there's been an increase in retail operations, but that doesn't mean there has been a decrease in volume at the rack-jobbed level. As those retail stores open up, we expand the market."

Why are the general merchandisers getting out of the record business? Sam Passamano, MCA vice president of sales, believes that "they're satisfied with their volume, but dissatisfied with their mark-up." He declared further, "The mark-up can't be any better because the rack has to service the store. That's costly. Ticketing, delivery, inventory, setting up the department, even the physical racks. I think that's bothering some of the chain outlets."

Passamano also compares the general merchandisers' problems with the present dilemma of the 45 rpm record — "profitability."

Bad Image For Chains

Capitol's White expressed the problem in different terms. "One of the things I think

they're worried about is if a customer buys a record at Penney's for \$4.99 or whatever sale price, and then walks down the street to find the album for \$3.99; he has a tendency to think that Penney's is ripping him off. So they lose their image to that particular young consumer."

On the other hand, the full-line retailers are expanding because "they control their inventory, buy centrally and ship daily. They also have good store managers," said Passamano. Byrd notes that "the in-store play with the retailer means an awful lot as far as exposure of our product, particularly album product."

Luska believes that other major department stores may drop records because of stiff retail competition. "They're actively pursuing customers, merchandising and displaying product and bringing people into the store, which is good. Whether it's going to hurt us to lose that mass appeal, we don't know yet. Maybe in the long run, we'll find the true picture of what the record industry is capable of selling."

Defections Cause Revisions

The recent defections of mass merchandisers has contributed to revisions in RCA marketing strategies, notes Kiernan. "At

one time, all that was done was to take umpteen thousand of John Denver or whoever it was. The approach now is: 'We want to set up a promotion with you on a Denver or a John Travolta.' That's why I think the decline will not be as severe as most people think. Both the manufacturers and the racks are becoming more merchandising conscious. We all realize that you can't put out records and just let them sit there. You've got to do more than that to promote them on every level."

Summarizing the problem, Sherman said, "They (general merchandise chains) don't want to get involved with personnel and warehousing, so they buy through a rack and have to pay a higher price and sell at a higher price. Then, they're unhappy that they can't compete with the retailer. So, it's a vicious cycle."

CBS executives were unavailable for comment.

ARS Reaches Gold

NEW YORK — The Atlanta Rhythm Section's "A Rock And Roll Alternative" album on Polydor Records has been certified gold by the RIAA.



ELTON JOHN & BERNIE TAUPIN SIGN — Bernie Taupin and Elton John pause during the signing of a sub-publishing deal between Big Pig Music and EMI Music Publishing. The deal gives EMI the rights to Big Pig's compositions for the world excluding the UK, North America and Australia. Also present, from the left, were: Geoffrey Ellis of John Reid Enterprises, EMI Music managing director Ron White and John Reid.

RCA Canada To Distribute Republic

NASHVILLE — Republic Records has pacted an agreement with RCA Canada for distribution of all Republic product throughout the Canadian provinces.

An agreement had been reached earlier with London Records for worldwide distribution of RR product, excepting the United States and Canada.

Penny Farthing Pacts With Reveille Records

LONDON — Penny Farthing Records managing director Larry Page has set up a three-year licensing deal with Reveille Records of South Africa. Page has switched licensing arrangements for Penny Farthing in Belgium from Polygram to Fonior SA, which is releasing a single by Hunter called "Don't Walk On By."

International Executives On The Move

Janice Perry has been named assistant general manager of Private Stock Records in London by the label's UK chief Mike Beaton. She is promoted to this new post from production manager, a job she has handled since joining Private Stock a year ago.

Barbara Goodall has been personal assistant to Dolphin Concert Promotions chief Dudley Russell. She comes to the London concert organization from the Mervyn Conn Organization, and was previously with Howard and Wyndhams.

A&M Records Silent On Licensing Switch

LOS ANGELES — A&M Records had no comment regarding speculation that they plan to change their current overseas licensing arrangements by switching from many smaller worldwide consorts to align themselves with major companies.

Attic To Be Distributed By Astor In Australia

TORONTO — Astor Records Pty. Ltd. and Attic Records Limited have completed negotiations for the introduction of the Attic label as an entity in the Australian market. Astor is also the Australian distributor for MCA, Casablanca, Vanguard, Playboy and Chelsea, among others.

WEA UK Begins Own Distribution For Major Accts

LONDON — As of April 4, a new distribution depot in Alperston, for WEA UK, began servicing the company's major accounts. Nine months in the planning stages, the move is scheduled to control complete product distribution by this June.

WEA's distribution is first servicing the 800 major accounts who are primarily one-drop customers. Service will then be extended to the remaining 4500 accounts in May and June. These remaining accounts will be divided by region and outlet size.

CBS will continue to service central London accounts while the rest of the country will be covered via Courier Express and Walton Carriers.

WHERE IN THE WORLD . . .

Pat Boone will arrive in Japan on April 18 for a two week promotional visit in behalf of Lamb and Lyon Records. His schedule includes visits to Tokyo, Sakai, Kyoto, Osaka, Nishinomiya and Nagoya.

David Bromberg and **Country Joe McDonald** will be leaving for a six week, seven country European tour starting June 13 with performances scheduled for England, Austria, Germany, Finland, West Berlin, Holland, Belgium and Switzerland.

Mary Macgregor has been set for her first promotional appearance tour in Europe, April 19-27, in conjunction with the release of her album, "Torn Between Two Lovers." Her schedule will take her to Holland, Germany, Sweden and Germany.

The Spinners will soon be off on a major tour to England, Japan and 56 American cities. **Valerie Carter** will be the opening performer for the Eagles on their upcoming European tour starting April 25th in London. The tour, comprised of 17 concerts in five countries, winds up May 18 in Gothenburg, Sweden.

Shaun Cassidy is in Australia for a six day promotional visit.

A&R Restructuring At Phonogram/London

LONDON — As a consequence of John Franz's death and the departure of Nigel Grainge to set up his Ensign company, Phonogram has restructured its A&R department. Alan Cowderoy, who as a product manager has been responsible for much of the company's recent success in the progressive field, becomes A&R manager for contemporary acts and working bands. Chris Peers, who has been with Phonogram for three years as an A&R manager, takes on a special responsibility for new talent development, and John Stainze, who recently joined Phonogram as an A&R manager after six years in the retail trade and disk jockey work, assumes responsibility for pop and American repertoire.

Bill Wellings, who joined the company on April 1, is working as a staff producer and A&R manager primarily in the MOR area. David Baker, the company's business affairs manager, continues to act as A&R department head, although the entire A&R team has, if necessary, instant access to any of the Phonogram directors.

Phonogram is now located at 129 Park Street, London W1Y 3FA.

Argentinian News

BUENOS AIRES — **Leonardo Favio**, singer, composer, actor and director, who recently restarted his musical career, has been invited to attend the Musical Mallorca, song festival to take place in Palma de Mallorca May 26. Favio, who will represent Argentina at this important musical event, will travel with A&R man **Jorge Lopez Ruiz** and Microfon Records' president **Mario Kaminsky**.

TK Records' product manager **Hugo Piombi** reported to **Cash Box** that his company will offer part of its local product in Europe, with the possibility of dubbing in other languages. TK, which carries no relation to the Miami-based label, has a good catalog of regional music, part of which is considered to have enough rhythm and commercial sense as to be of interest in several European markets. Some of the tunes have been penned by **Aldo Kustin**, the man who headed the list of royalties paid by the composers' association, SADAIC, last year.

Disc Jockey/Disfal's managing director **Rolando Offermann** will also act in the international field: the wide catalog of Disc Jockey Records will be offered in several Latin American countries. There is a trip scheduled for July or August, covering Peru to the Latin market in the United States.

CBS' general manager reports the release of the famed double-LP album recorded by **Julio Iglesias** at the Olympia of Paris, which has been a strong item in many other Spanish-speaking countries. The album has been designed as a collector's item, with a limited quantity being pressed. Iglesias has been the top seller on LPs for two years, and this set has been awaited with interest by the trade.

WEA Int., Atlantic Set To Aid UNHCR

ROME — In a global project to raise money for the world's refugees, WEA International and Atlantic Records are working to aid the United Nations High Commissioner for Refugees (UNHCR). An LP entitled "Golden Soul" has been compiled from the work issued by black Atlantic recording artists. To aid the efficacy of the project a fifteen-minute promotional film was made in sixteen languages by the UNHCR.

BPI Inaugurates Record Awards

LONDON — The British Phonographic Industry (BPI) association is introducing for the first time in the UK special awards for recording artists, producers and other outstanding figures in the industry. They are linked with the celebration of Queen Elizabeth's Silver Jubilee and the invention of recorded sound.

Each of the 85 member companies of the BPI are being asked to submit their first, second and third choices in each of the categories comprising records and artists, and the awards will be the focal point of a TV presentation on October 19. With the exception of the most promising British newcomer, all records that have been released and the artists that have emerged within the last 25 years will qualify for nomination.

"For the very first time our industry has come together to make awards in this very special year," Geoffrey Bridge, BPI director general, told **Cash Box**, "and I trust that these awards will make a great contribution to an industry that gives enjoyment to millions of people everywhere, and contributes to the earnings of the UK on an international basis. At the moment we are thinking in terms of a one-off presentation, but if reaction and interest is favorable, it could become an annual event."

Kipps Music To Impliment 3 Sub-Publishing Deals

NEW YORK — Kipps Music Inc. (BMI) has completed three sub-publishing arrangements with the signing of deals in England, Italy, Australia and New Zealand. Charles Kipps Music, Inc. is represented in the United Kingdom by EMI Music Publishing, Ltd., in Italy by Ariston S.R.L., and in Australia and New Zealand by Castle Music Pty. Ltd. Additional sub-publishing agreements to complete its worldwide distribution are now in negotiation.

Intersong, Rumpf Pact

HAMBURG — Intersong Musikverlage of Hamburg and Inga Rumpf have joined to form UHU Music. Rumpf is the lead singer and founder of the German groups Frumpy and Atlantis.



CHEWING THE FAT — Alice Cooper, in the midst of his tour, left entourage for a day to visit Albany, Australia, the site of the filming of "Jaws," and to catch a few sharks. Cooper was the quest of Graham Jones, the sharkhunter after whom "Jaws" was modeled. As a memento, Cooper took the two largest jaws home with him. Upon his arrival at the dock, he told **Cash Box** Australian representative Peter Smith, "It was them or me."



A VISIT FROM WAKEMAN — Rick Wakeman paid a visit to friends and journalists in New York City recently to promote his current A&M album "White Rock." Wakeman is scheduled to return to the U.S. in July to begin a nationwide tour with the recently reformed Yes. Pictured after the screening of the movie "White Rock," the film about the 1976 Winter Olympics at Innsbruck for which Wakeman wrote the score, are, from left: Richie Tototian, director of national album promotion for A&M Records; Wakeman; Ed Sciaky, dj for WMMR in Philadelphia; and Ron Farber, east coast regional promotion staffer for A&M Records.

Broad Budget Album Appeal Shown

(continued from page 25)

In general, according to those retailers surveyed, \$3.98 list budget albums wholesale for \$1.75, with \$2.98 list albums costing \$1.15-\$1.25. In addition, certain lines wholesale for less than a dollar. Yet, the average markup on budgets is proportionately the same as it is for full-line records.

Economy Merchandising

There are definitely two schools of thought on how to merchandise budget classics within a record store. Record and Tape Collector, King Karol, Tower and Odyssey, for example, all display their budget albums in special browsers, categorized by composer and/or type of music rather than by label. The budgets are usually placed near the full-line classics and are often the first records seen by the casual walk-in shopper. Explaining the philosophy behind this placement, Navarro commented, "People who don't really know what they are looking for invariably end up looking at the budgets first."

The other school of thought was exem-

plified by Disc's Chicago area stores, which mix full-line and budget classics together in the same bins. "We felt that if we weren't going to devote both money and space to complete lines of budget classics, the way to ensure the best exposure was to file them by composer as we do with the other classics," explained Arnold. "The second reason is that our customers are accustomed to shopping by composer rather than by the Schwann catalog."

In the Musicland and Discount chains, budgets are merchandised both separately and along with the full-line classics. However, the only economy LPs which are grouped with the higher-priced albums are "key warhorses" with proven sales potential, according to Wilkinson.

"We found that the way not to merchandise budgets is to put them on a library-type wall in numerical order," Wilkinson commented. "You can decrease your sales in half by doing that. By putting the well-selling warhorses in with the full-line classics, we have in some cases doubled our sales on an item."

Classical Budget Retail Prices

List Price	\$4.98	\$3.98	\$2.98	\$2.49
Record & Tape Collector	\$3.39*	\$3.99**	\$2.79	\$1.79***
King Karol	\$2.98	\$2.98	\$2.79	—
Disc	\$3.98	\$2.98	\$1.98	—
Odyssey	\$3.49	\$2.50	—	—
Tower	\$2.99	\$2.99	\$2.99	—
Musicland/Discount	\$3.98	\$2.99-\$3.49	\$1.99-\$2.49	—

* RCA Gold Seal only; Vox STPL series sells for \$1.79

** \$4.19 for Turnabout historical series

*** Mace only

Singles Bullets

(continued from page 32)

- CKLW, KBEQ. Jumps at KERN ex-22, WORC ex-27, WAVZ 24-17, KBEQ 28-20, CKLW ex-23. #7 most active single on the secondary level with new adds at WBCB, WROQ, WFBR, WICC. Sales at Jerrys/Phila., Boule B/L.I., Stark/Cleve., Galgano/Chi.
- #71 SYLVERS** — Added at WDRQ, WIRL, WSGN. Last week added at WOKY, WCOL, WSGA, WFOM. Jumped at WDRQ ex-28, WHYY ex-27, WCOL 39-22, WOKY 30-26, WFOM ex-31. #5 most active single on the secondary level with new adds at 98Q, WTRY, WFLB. (Debuted at #75 bullet on CB R&B singles chart).
- #75 MAYNARD FERGUSON** — Added at KILT, WIFI, WOW. Last week added at KJOY, B-100, WJET, KIOA. Jumped at B-100 ex-25, KIOA 39-22, KJOY 30-10.
- #77 BOB SEGER** — Added at KHJ, KCLW, WDRQ, KJOY. #8 most active single on the secondary level with new adds at WORD, KVOX, KYNO, KELI, 98Q.
- #78 AL STEWART** — Added at KXOK, KERN, WPIX, KTAC, KJOY, KAKC. Last week added at WERC, KPAM. Jumped at WERC ex-27. #2 most active single on the secondary level with new adds at KVOL, WGSV, WORD, WISE, WYSL, WKWK.
- #80 ALICE COOPER** — Added at CKLW, WNOE.
- #81 AEROSMITH** — Added at KIOA, WOKY, WCAO, KERN, WVBF. Last week added at WRKO, where it moved to #28.
- #82 PAUL ANKA** — Added at CKLW, WOKY, WBBF.
- #86 ANDY GIBB** — Added at WHBQ, KJR, WFOM, WHHY.
- #87 MANFRED MANN** — Added at KING, WBGN. Last week added at WZUU, WNOE. 13Q, WKLO. Jumped at 13Q ex-30.

EAST COASTINGS / POINTS WEST

(continued from page 44)

marriage to them is providing one of his most satisfying performing experiences to date. Beck seems to get into many other phases of the entertainment business: the former "king of source music" for Hollywood soundtracks, he naturally moved into a bit of acting, and now finds himself being offered many minor roles. In his next film, he knocks out a midget!

IVY LEAGUE BUMBLER — On May 5 (the day his special airs on nationwide TV), Chevy Chase will address the Harvard Law School on "Corporate Law and Litigation." Among the subjects covered will be parliamentary precedent and theory and truth in perjury. Sounds like a belly-laugh a minute... **The Outlaws** will embark on their first all-headlining international tour in April, coinciding with the release of their latest Arista album, "Hurry Sundown," produced by Bill Szymczek. Opening acts will include **Atlanta Rhythm Section**, **Pure Prairie League** and **Journey** on various dates. phil dimauro

POP PLAYLIST HIGHLIGHTS

(continued from page 31)

29 To 24 — Marshall Tucker Band
Ex To 29 — Al Stewart
Ex To 30 — Fleetwood Mac
Ex To 31 — Jethro Tull

WSGA — SAVANNAH
1-1 — Eagles
28 — Fleetwood Mac
29 — Kenny Rogers
30 — Universal Robot Band
15 To 10 — Rose Royce
20 To 16 — Climax Blues Band
25 To 21 — O
26 To 18 — Joe Tex

KJR — SEATTLE
1-1 — Eagles
**Andy Gibb
**Andrew Gold
7 To 3 — Atlanta Rhythm Section
12 To 7 — Leo Sayer
17 To 12 — Climax Blues Band
21 To 14 — Fleetwood Mac
Ex To 17 — Stevie Wonder
Ex To 23 — KC & Sunshine Band

KING — SEATTLE
1-1 — Eagles
*Manfred Mann
*Climax Blues Band
8 To 3 — Boston
10 To 6 — Thelma Houston
11 To 4 — 10cc
13 To 5 — Boz Scaggs
14 To 7 — Glen Campbell
17 To 10 — Atlanta Rhythm Section
18 To 11 — Jennifer Warnes
24 To 16 — Natalie Cole
Ex To 18 — Fleetwood Mac
Ex To 25 — Leo Sayer

KEEL — SHREVEPORT
1-1 — Eagles
*Angel
8 To 3 — Leo Sayer
15 To 10 — Climax Blues Band
26 To 21 — Kenny Rogers
Ex To 29 — Peter McCann
Ex To 30 — Dean Friedman

WORD — SPARTANBURG
1-1 — Kenny Rogers
*Bob Seger
*Stevie Wonder
*Fleetwood Mac
*Al Stewart
*Andy Gibb
*Graham Parker
14 To 7 — Marshall Tucker Band
15 To 6 — O
25 To 13 — Brick — That's What
Ex To 11 — Marvin Gaye
Ex To 20 — Sylvers
Ex To 21 — Walter Murphy

KJRB — SPOKANE
1-1 — Eagles
*JC & Sunshine Band
*Hot
**Stevie Wonder
25 To 20 — Foreigner
Ex To 25 — Dean Friedman
Ex To 26 — Fleetwood Mac
Ex To 27 — O

KREM — SPOKANE
4-1 — Glen Campbell
*Kiss
*Fleetwood Mac
*Yvonne Elliman
9 To 3 — Leo Sayer
14 To 9 — Jennifer Warnes
16 To 8 — Boz Scaggs
23 To 14 — Rose Royce
25 To 18 — William Bell
26 To 17 — Climax Blues Band
Ex To 26 — KC & Sunshine Band
Ex To 29 — McCoo/Davis
Ex To 30 — Hot

WSPT — STEVENS POINT
1-1 — Leo Sayer
*Boz Scaggs
*O
*Hot
18 To 13 — Captain & Tennille
20 To 16 — Ram Jam
23 To 18 — Leif Garnett
24 — 19 — Stevie Wonder
Ex To 24 — Alan O'Day
Ex To 25 — Natalie Cole
Ex To 30 — Foreigner

KJOY — STOCKTON
5-1 — Leo Sayer
27 — Al Stewart
28 — Firefall
29 — Yvonne Elliman
30 — Bob Seger
11 To 5 — O
28 To 21 — Fleetwood Mac
29 To 16 — Kiss
30 To 10 — Maynard Ferguson

WNRD — SYRACUSE
7-1 — Hall & Oates
No new additions
11 To 6 — Leo Sayer
19 To 11 — Climax Blues Band
31 To 23 — Stevie Wonder

WOLF — SYRACUSE
2-1 — Eagles

28 — Andrew Gold
29 — Stevie Wonder
30 — McCoo/Davis
11 To 6 — Thelma Houston
15 To 9 — Barbra Streisand
17 To 12 — Leo Sayer
22 To 18 — Captain & Tennille
29 To 21 — Rose Royce
30 To 19 — Kiss

KTAC — TACOMA
5-1 — Glen Campbell
*Stevie Wonder
*Andrew Gold
**Kiss
**Marshall Tucker Band
**Al Stewart
Ex To 24 — Fleetwood Mac
Ex To 25 — KC & Sunshine Band

WGLF — TALLAHASSEE
3-1 — Leo Sayer
*Fleetwood Mac
*Al Stewart
16 To 10 — Natalie Cole
17 To 13 — Kiss
20 To 16 — Rose Royce
23 To 18 — Joe Tex
26 To 21 — Foreigner
29 To 25 — Marshall Tucker Band
30 To 24 — Alan O'Day
Ex To 26 — KC & Sunshine Band
Ex To 27 — Stevie Wonder
Ex To 28 — Yvonne Elliman
Ex To 29 — B.W. Stevenson
Ex To 30 — Andrew Gold

WLCY — TAMPA
4-1 — Eagles
*Fleetwood Mac
*Stevie Wonder
14 To 7 — Glen Campbell
16 To 8 — Atlanta Rhythm Section
18 To 12 — Leo Sayer
22 To 13 — Jennifer Warnes
23 To 17 — Boz Scaggs
Ex To 29 — Rose Royce
Ex To 30 — Captain & Tennille

KEWI — TOPEKA
1-1 — Leo Sayer
*Fleetwood Mac
*Klaatu — Subrosa
14 To 9 — William Bell
15 To 10 — Thelma Houston
17 To 5 — Natalie Cole
28 To 20 — REO Speedwagon
29 To 24 — Kenny Rogers
Ex To 27 — Jethro Tull
Ex To 28 — Stevie Wonder
Ex To 29 — Andrew Gold
Ex To 30 — KC & Sunshine Band

WTRY — TROY
4-1 — Glen Campbell
*Al Stewart
*Peter McCann
*Chicago
*Joe Tex
*Alan O'Day
*Sylvers
14 To 10 — William Bell
17 To 13 — KC & Sunshine Band
18 To 9 — Boz Scaggs
22 To 16 — Kiss
25 To 19 — Rose Royce
28 To 11 — Climax Blues Band
30 To 25 — Stevie Wonder
Ex To 28 — Marshall Tucker Band
Ex To 29 — Yvonne Elliman
Ex To 30 — Fleetwood Mac

KAKC — TULSA
2-1 — Glen Campbell
*Bread
*Foreigner
*Fleetwood Mac
*Al Stewart
7 To 3 — Leo Sayer
14 To 8 — Kenny Rogers
16 To 12 — William Bell
22 To 13 — Boz Scaggs
27 To 21 — Deniece Williams
28 To 17 — Natalie Cole
30 To 25 — Climax Blues Band
31 To 24 — Kiss
35 To 29 — Marshall Tucker Band
36 To 27 — Hot
39 To 34 — McCoo/Davis
40 To 32 — KC & Sunshine Band
Ex To 35 — Rose Royce
Ex To 37 — Stevie Wonder
Ex To 39 — O
Ex To 40 — Firefall

KELI — TULSA
3-1 — Eagles
*Joe Tex
*Andy Gibb
*Bob Seger
*Mesa
*Stallion
*Chicago
21 To 15 — Rose Royce
25 To 19 — KC & Sunshine Band
27 To 22 — Stevie Wonder
30 To 24 — Andrew Gold
Ex To 28 — Foreigner
Ex To 27 — Yvonne Elliman
Ex To 28 — Bread

Ex To 29 — Tavares

WTLB — UTICA
1-1 — Leo Sayer
*Fleetwood Mac
*Marshall Tucker Band
*Alan O'Day
*Starbuck
18 To 13 — Climax Blues Band
19 To 14 — Captain & Tennille
24 To 18 — Rubinoos
25 To 20 — Starz
26 To 17 — KC & Sunshine Band
27 To 19 — Stevie Wonder
Ex To 25 — Rose Royce
Ex To 27 — William Bell
Ex To 28 — O
Ex To 30 — Bill Conti

98Q — VIDALIA
1-1 — Eagles
34 — Bob Seger
35 — Jimmy Buffett
*Sylvers
14 To 8 — Rose Royce
16 To 11 — Alan O'Day
22 To 19 — KC & Sunshine Band
28 To 23 — Hot

WPGC — WASHINGTON
1-1 — Glen Campbell
22 — Marvin Gaye
29 — Kenny Rogers
30 — Klaatu — Subrosa
7 To 2 — Leo Sayer
16 To 11 — KC & Sunshine Band
24 To 20 — Andrew Gold
29 To 25 — Yvonne Elliman
Ex To 28 — Eagles — Fast Lane

WKWK — WHEELING
2-1 — David Soul
*Alan O'Day
*Fleetwood Mac
*Chicago
**David Bowie
**Al Stewart
**Kenny Rogers
14 To 7 — Glen Campbell
15 To 9 — Jennifer Warnes
20 To 13 — Captain & Tennille
22 To 17 — Natalie Cole
24 To 16 — Climax Blues Band
25 To 20 — Kiss
27 To 22 — Foreigner
29 To 21 — Rose Royce
Ex To 25 — Stevie Wonder
Ex To 27 — KC & Sunshine Band
Ex To 28 — B.W. Stevenson
Ex To 29 — Andrew Gold
Ex To 30 — Addis Brothers

KLEO — WICHITA
1-1 — KC & Sunshine Band
27 — Kenny Rogers
29 — Bill Conti
*Andrew Gold
10 To 5 — Mr. Big
16 To 10 — Jennifer Warnes
20 To 12 — Starz
22 To 15 — O
24 To 14 — Firefall
25 To 17 — Kiss
27 To 21 — Rose Royce
30 To 24 — Silveti
Ex To 30 — Fleetwood Mac

WAIR — WINSTON/SALEM
1-1 — Eagles
26 — Joe Tex
27 — Klaatu
28 — Starbuck
29 — Bob Seger
30 — Starz
31 — Stevie Wonder
*Fleetwood Mac
*Jimmy Buffett
*Dean Friedman
**Rubinoos
8 To 4 — Alan O'Day
11 To 7 — Andrew Gold
14 To 10 — Jennifer Warnes
15 To 9 — Kiss
18 To 13 — Elliott Randall
19 To 15 — Boz Scaggs
20 To 16 — Hot
22 To 18 — McCoo/Davis
27 To 19 — Rose Royce
28 To 22 — Kenny Rogers
29 To 23 — Marshall Tucker Band

WORC — WORCESTER
1-1 — Hall & Oates
*Helen Reddy
**John Denver
**Andy Adams — Never Wanted To
**Orleans
**Smokey Robinson
**John Miles
10 To 5 — Glen Campbell
12 To 4 — Leo Sayer
13 To 9 — Eagles
16 To 22 — Captain & Tennille
27 To 17 — Stevie Wonder
28 To 24 — Andrew Gold
29 To 25 — Hot
30 To 26 — McCoo/Davis
Ex To 27 — Bill Conti
Ex To 28 — Dean Friedman
Ex To 29 — Rose Royce
Ex To 30 — Starz

CASH BOX TOP 100 ALBUMS

April 23, 1977

	Price	Label	Weeks On Chart	4/16		Price	Label	Weeks On Chart	4/16		Price	Label	Weeks On Chart	4/16
1	6.98	EAGLES (Asylum 7E-1084)	18	1	33	6.98	BOOTSY'S RUBBER BAND (Warner Bros. BS 2972)	12	4/16	67	6.98	LEO SAYER (Warner Bros. BS 2962)	23	77
2	7.98	FLEETWOOD MAC (Warner Bros. BSK 3010)	9	2	34	6.98	DAVID SOUL (Private Stock PS 2019)	16	37	68	6.98	BARRY MANILOW (Arista AS 4016)	6	68
3	8.98	STREISAND, KRISTOFFERSON (Columbia JS 34403)	20	3	35	6.98	CHANGES IN LATITUDES — CHANGES IN ATTITUDES JIMMY BUFFETT (ABC AB 990)	11	34	69	6.98	JUSTIN HAYWARD (Deram/London 18073)	7	72
4	6.98	(Epic PE 34188)	33	4	36	6.98	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista AL 4060)	17	39	70	6.98	JESSE COLIN YOUNG (Warner Bros. BS 3033)	4	75
5	6.98	KANSAS (Kirshner/Epic PZ 34224)	25	6	37	6.98	THE PRETENDER JACKSON BROWNE (Asylum 7E-1079)	22	31	71	6.98	PABLO CRUISE (A&M SP 4625)	9	74
6	13.98	STEVIE WONDER (Tamla/Motown T13-340C2)	27	7	38	6.98	COMMODORES (Motown M7-884R1)	4	56	72	7.98	BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-3700)	7	73
7	6.98	BARRY MANILOW (Arista 4090)	36	5	39	6.98	ANY WAY YOU LIKE IT THELMA HOUSTON (Motown T6-34551)	19	40	73	6.98	JENNIFER WARNES (Arista 4062)	9	80
8	6.98	BOB SEGER (Capitol ST 11557)	25	9	40	7.98	JOHN DENVER'S GREATEST HITS VOL. 2 (RCA CPL 1-2195)	8	28	74	6.98	NILS LOFGREN (A&M SP 4628)	6	78
9	7.98	NATALIE COLE (Capitol SO 11600)	8	11	41	6.98	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	60	41	75	6.98	YESTERDAY, TODAY & TOMORROW SPINNERS (Atlantic SD 19100)	4	82
10	7.98	PINK FLOYD (Columbia JC 34474)	10	8	42	7.98	HARBOR AMERICA (Warner Bros. BSK 3017)	7	32	76	7.98	OHIO PLAYERS (Mercury SRM-1-3701)	4	86
11	6.98	JETHRO TULL (Chrysalis CHR 1132)	8	12	43	6.98	WIND & WUTHERING GENESIS (Atlantic SD 36-144)	14	35	77	6.98	FLEETWOOD MAC (Warner Bros. MS 2225)	91	69
12	11.98	NEIL DIAMOND (Columbia KC 2-34404)	9	10	44	6.98	ROCK AND ROLL OVER KISS (Casablanca NBLP 7037)	23	38	78	6.98	NOVELLA RENAISSANCE (Sire/ABC SA 7526)	12	63
13	6.98	ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	17	19	45	6.98	ARRIVAL ABBA (Atlantic SD 18207)	14	43	79	6.98	COME IN FROM THE RAIN CAPTAIN & TENNILLE (A&M SP 4700)	1	—
14	6.98	AL STEWART (Janus JXS 7022)	29	13	46	6.98	HEAVY WEATHER WEATHER REPORT (Columbia PC 34418)	5	52	80	6.98	CHILDREN OF THE WORLD BEE GEES (RSO/Polydor RS 1-3003)	31	66
15	13.98	EMERSON LAKE & PALMER (Atlantic SC 2-7000)	3	21	47	6.98	DREAMBOAT ANNIE HEART (Mushroom 5005)	55	46	81	6.98	TORN BETWEEN TWO LOVERS MARY MACGREGOR (Ariola America/Capitol ST 50015)	16	61
16	7.98	BAD COMPANY (Swansong/Atlantic SS 8500)	5	18	48	6.98	ROOTS QUINCY JONES (A&M SP 4626)	9	36	82	6.98	FESTIVAL SANTANA (Columbia PC 34423)	14	60
17	6.98	STEVE MILLER BAND (Capitol ST 11497)	48	16	49	7.98	CAR WASH ORIGINAL SOUNDTRACK (MCA 2-6000)	31	48	83	6.98	RATED EXTRAORDINAIRE JOHNNIE TAYLOR (Columbia PC 34401)	7	87
18	6.98	RUFUS FEATURING CHAKA KHAN (ABC 975)	12	14	50	6.98	SEA LEVEL (Capricorn/WB CP 0178)	9	53	84	6.98	ON EARTH AS IT IS IN HEAVEN ANGEL (Casablanca NBLP 7043)	9	85
19	7.98	GEORGE BENSON (Warner Bros. BSK 2983)	11	15	51	6.98	KLAATU (Capitol ST 11542)	4	67	85	6.98	THIS IS NIECY DENIECE WILLIAMS (Columbia PC 34242)	30	83
20	6.98	ELECTRIC LIGHT ORCHESTRA (United Artists LA 679G)	25	20	52	6.98	PETER GABRIEL (Atco SD 36-147)	8	55	86	6.98	SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)	58	84
21	6.98	LINDA RONSTADT (Asylum 7E-1092)	19	17	53	6.98	TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	105	44	87	6.98	CONQUISTADOR MAYNARD FERGUSON (Columbia PC 34457)	4	107
22	6.98	BOZ SCAGGS (Columbia PC 33920)	59	24	54	7.98	A DAY AT THE RACES QUEEN (Elektra 6E-101)	15	42	88	6.98	GREATEST HITS JAMES TAYLOR (Warner Bros. BS 2979)	21	88
23	6.98	(Epic PE 34433)	4	26	55	6.98	TEJAS ZZ TOP (London PS 680)	15	45	89	6.98	DESTROYER KISS (Casablanca NBLP 7025)	24	90
24	7.98	(Tamla/Motown T7-352R2)	4	50	56	7.98	REO LIVE (Epic PEG 34494)	7	58	90	7.98	BOB JAMES 4 BOB JAMES (CTI 7074)	3	99
25	13.98	WINGS (Capitol SWCO 11593)	18	22	57	7.98	SOUTHERN NIGHTS GLEN CAMPBELL (Capitol SO 11601)	6	62	91	6.98	ELECTRIFIED FUNK WILD CHERRY (Sweet City/Epic PE 34462)	5	101
26	6.98	ORIGINAL MOTION PICTURE SCORE (United Artists LA 693G)	8	54	58	6.98	A NIGHT ON THE TOWN ROD STEWART (Warner Bros. BS 2938)	41	47	92	6.98	STAY IN LOVE MINNIE RIPERTON (Epic PE 34191)	6	95
27	7.98	MARSHALL TUCKER BAND (Capricorn/WB CPK 0180)	9	29	59	7.98	ISLANDS THE BAND (Capitol SW 11602)	4	64	93	6.98	IT FEELS SO GOOD MANHATTANS (Columbia PC 34450)	8	91
28	6.98	HALL & OATES (RCA APL1-1467)	35	30	60	6.98	LOST WITHOUT YOUR LOVE BREAD (Elektra 7E-1094)	14	49	94	7.98	LOVE YOU BEACH BOYS (Warner Bros. MSK 2258)	1	—
29	6.98	ISLEY BROTHERS (T-Neck/Epic PZ 34432)	3	51	61	7.98	AN EVENING WITH DIANA ROSS DIANA ROSS (Motown M7-877R2)	11	57	95	7.98	ALIVE KISS (Casablanca NBLP 7020)	81	93
30	6.98	KINKS (Arista AL 4106)	9	25	62	6.98	FOREIGNER (Atlantic SD 18215)	5	79	96	6.98	DISCO INFERNO TRAMIMPS (Atlantic SD 18211)	14	96
31	6.98	DOOBIE BROTHERS (Warner Bros. BS 2978)	23	23	63	6.98	AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic PE 34381)	23	59	97	7.98	LOW DAVID BOWIE (RCA CPL1-2030)	13	76
32	7.98	PETER FRAMPTON (A&M SP 3703)	64	27	64	6.98	TEDDY PENDERGRASS (Phila. Int'l./Epic PZ 34390)	6	71	98	6.98	ROCKS AEROSMITH (Columbia PC 34165)	48	98
					65	6.98	MUSICMAGIC RETURN TO FOREVER (Columbia PC 34682)	4	70	99	6.98	THE ROARING SILENCE MANFRED MANN'S EARTH BAND (Warner Bros. BS 2965)	31	81
					66	6.98	BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	55	65	100	6.98	AMNESIA POUSETTE-DART BAND (Capitol SW 11068)	8	106

INTERNATIONAL BEST SELLERS

Japan

- 1 **Carmen 77** — Pink Lady — Victor Music Industries
- 2 **Feeling** — High Figh Set — Toshiba/EMI
- 3 **Shitsuren Restaurant** — Kentaro Shimizu — CBS/Sony
- 4 **Sky High** — Jigsaw — Teichiku
- 5 **My Pure Lady** — Ami Ozaki — Toshiba/EMI
- 6 **Boomerang Story** — Hideki Saijoo — RVC
- 7 **Yasashiyi Akuma** — Candies — CBS/Sony
- 8 **Hi Hi Hi** — Teruhiko Aoyi — Teichiku
- 9 **Mukashino Namaede Deteyimasu** — Akira Kobayashi — Crown
- 10 **Tsugarukaikyo Fuyugeshiki** — Sayuri Ishikawa — Columbia
- 11 **Amayadori** — Masashi Sada — Warner/Pioneer
- 12 **Seishunjidayi** — Kooichi Morita & Top Gallan — CBS/Sony
- 13 **SOS** — Pink Lady — Victor Musical Industries
- 14 **Sayonarawo Yuukimonay** — Kenji Sawada — Polydor
- 15 **Anatano Subete** — Junko Sakurada — Victor Musical Industries
- 16 **Omoide No Kinoshitade** — Hiromi Iwazaki — Victor Musical Industries
- 17 **Onna Minatomachi** — Aki Yashiro — Teichiku
- 18 **Shiawase Miman** — Hiromi Ohta — CBS/Sony
- 19 **Head Light** — Kenji Niyinuma — Columbia
- 20 **Musashino Shijin** — Goro Noguchi — Polydor

TOP TEN LPs

- 1 **Love Collection** — High Figh Set — Toshiba/EMI
- 2 **Boshoku** — Akira Inaba — Disco
- 3 **Hotel California** — Eagles — Warner/Pioneer
- 4 **Harushigure** — Keiko Maruyama — King
- 5 **New Best** — Bay City Rollers — Toshiba/EMI
- 6 **Toozakarufukeyi** — Keyi Ogura — Polydor
- 7 **Dedication** — Bay City Rollers — Toshiba/EMI
- 8 **Animals** — Pink Floyd — CBS/Sony
- 9 **Goro Noguchi Golden Hit Album** — Polydor
- 10 **A Day At The Races** — Queen — Warner/Pioneer

Holland

- 1 **Go Your Own Way** — Fleetwood Mac — WEA
- 2 **Lay Back In The Arms Of Someone** — Smokie — Bovema
- 3 **Voici Les Cles** — Gerard Lenorman — CBS
- 4 **Don't Leave Me This Way** — Thelma Houston — Bovema
- 5 **Big Bear Bump** — Ronnie & Big Bear — Phonogram
- 6 **What Can I Say** — Boz Scaggs — CBS
- 7 **Fairytale** — Dana — Polydor
- 8 **Crazy On You** — Heart — Negram
- 9 **Et Si Tu Pars** — Kiki & Art Sullivan — Phonogram
- 10 **My Broken Souvenirs** — Pussycat — Bovema

TOP TEN LPs

- 1 **Rumours** — Fleetwood Mac — WEA
- 2 **Levenslang** — Robert Long — Bovema
- 3 **Evita** — Original Cast — Bovema
- 4 **The Year Of The Cat** — Al Stewart — Inelco
- 5 **Hotel California** — Eagles — WEA
- 6 **Arrival** — Abba — Polydor
- 7 **Dreamboat Annie** — Heart — Negram
- 8 **Animals** — Pink Floyd — Bovema
- 9 **Songs In The Key Of Life** — Stevie Wonder — Bovema
- 10 **Vicky Leandros** — Vicky Leandros — CBS

Argentina

- 1 **No Me Pregunten Como Es Mi Muchacha** — Nazareno — Philips
- 2 **Por Favor Dime Que Si** — Los Moros — RCA
- 3 **Si** — Jose Luis Perales — Microfon
- 4 **Que Sera De Ti** — Camilo Sesto — RCA
- 5 **Falta Poco Tiempo** — Sandra Mihanovich — CBS
- 6 **Y Hoy ?E Recuerdas** — Danny — RCA
- 7 **Dando Vueltas (Volando)** — Chris de Burgh — EMI
- 8 **Por Ejemplo** — Nicola de Bari — RCA
- 9 **Falso Amor** — Los Bukis — Microfon
- 10 **O Tu O Nada** — Sabu — Microfon

TOP TEN LPs

- 1 **America** — Julio Iglesias — CBS
- 2 **Hits Calientes** — Selection — RCA
- 3 **Valses Criollos Vol. 2** — Ariel Ramirez — Philips
- 4 **El Amor** — Julio Iglesias — CBS
- 5 **Por Si Quieres Conocerme** — Jose Luis Perales — Microfon
- 6 **Memorias** — Camilo Sesto — RCA
- 7 **Por Siempre** — Nino Bravo — Polydor
- 8 **Entre Gauchos Y Mariachis** — Cantores del Alba — Polydor
- 9 **Grandes Exitos** — Nicola di Bari — RCA
- 10 **Musica Poderosa Vol. 9** — Selection — EMI

Italy

- 1 **Furia** — Mal — Ricordi
- 2 **Honky Tonky Train Blues** — Keith Emerson — Manticore
- 3 **Daddy Cool** — Boney M. — Durium
- 4 **I Wish** — Stevie Wonder — Motown
- 5 **If You Leave Me Now** — Chicago — CBS
- 6 **Regina Al Troubadour** — Le Orme — Philips
- 7 **Obabaluba** — Daniela Goggi — CGD
- 8 **Solo** — Claudio Baglioni — RCA
- 9 **Piu** — Ornella Vanoni — Vanilla
- 10 **Let 'Em In** — Quinta Faccia — UIM

TOP TEN LPs

- 1 **Animals** — Pink Floyd — EMI
- 2 **Solo** — Claudio Baglioni — RCA
- 3 **Verita' Nascoste** — Le Orme — Philips
- 4 **Songs In The Key Of Life** — Stevie Wonder — Motown
- 5 **Singolare Plurale** — Mina — PDU
- 6 **Piu** — Ornella Vanoni — Vanilla
- 7 **Festival** — Santana — CBS
- 8 **Wind & Wuthering** — Genesis — Charisma
- 9 **Love In C Minor** — Cerrone — WEA
- 10 **Life Is Music** — Ritchie Family — Derby

Great Britain

- 1 **Knowing Me Knowing You** — Abba — Epic
- 2 **Going In With My Eyes Open** — David Soul — Private Stock
- 3 **Chanson D'Amour** — Manhattan Transfer — Atlantic
- 4 **When** — Showaddywaddy — Arista
- 5 **Sound And Vision** — David Bowie — RCA
- 6 **Moody Blue** — Elvis Presley — RCA
- 7 **I Don't Want To Put A Hold On You** — Bernie Flint — EMI
- 8 **Sunny** — Boney M. — Atlantic
- 9 **Torn Between Two Lovers** — Mary Macgregor — Arista
- 10 **Boogie Nights** — Heatwave — GTO
- 11 **Oh Boy** — Brotherhood Of Man — Pye
- 12 **Red Light Spells Danger** — Billy Ocean — GTO
- 13 **Love Hit Me** — Maxine Nightingale — UA
- 14 **Rockaria** — Electric Light Orchestra — Jet
- 15 **Romeo** — Mr. Big — EMI
- 16 **Lay Back In The Arms Of Someone** — Smokie — Rak
- 17 **You Don't Have To Be A Star** — Marilyn McCoo/Billy Davis — ABC
- 18 **Baby I Know** — Rubettes — State
- 19 **My Kinda Life** — Cliff Richard — EMI
- 20 **Hold Back The Night** — Graham Parker & The Rumour — Vertigo

TOP TWENTY LPs

- 1 **The Shadows 20 Golden Greats** — EMI
- 2 **Portrait Of Sinatra** — Frank Sinatra — Reprise
- 3 **Animals** — Pink Floyd — Harvest
- 4 **Arrival** — Abba — Epic
- 5 **Endless Flight** — Leo Sayer — Chrysalis
- 6 **Status Quo Live** — Phonogram
- 7 **In Your Mind** — Bryan Ferry — Polydor
- 8 **20 Great Heartbreakers** — K-Tel
- 9 **Coming Out** — Manhattan Transfer — Atlantic
- 10 **Hollies Live Hits** — Polydor
- 11 **Low** — David Bowie — RCA
- 12 **Evita** — Various Artists — MCA
- 13 **Rumours** — Fleetwood Mac — Warner Bros.
- 14 **Peter Gabriel** — Charisma
- 15 **Abba Greatest Hits** — Epic
- 16 **A New World Record** — Electric Light Orchestra — Jet
- 17 **Every Face Tells A Story** — Cliff Richard — EMI
- 18 **Burning Sky** — Bad Company — Island
- 19 **Hotel California** — Eagles — Asylum
- 20 **Songs From The Wood** — Jethro Tull — Chrysalis

Brazil

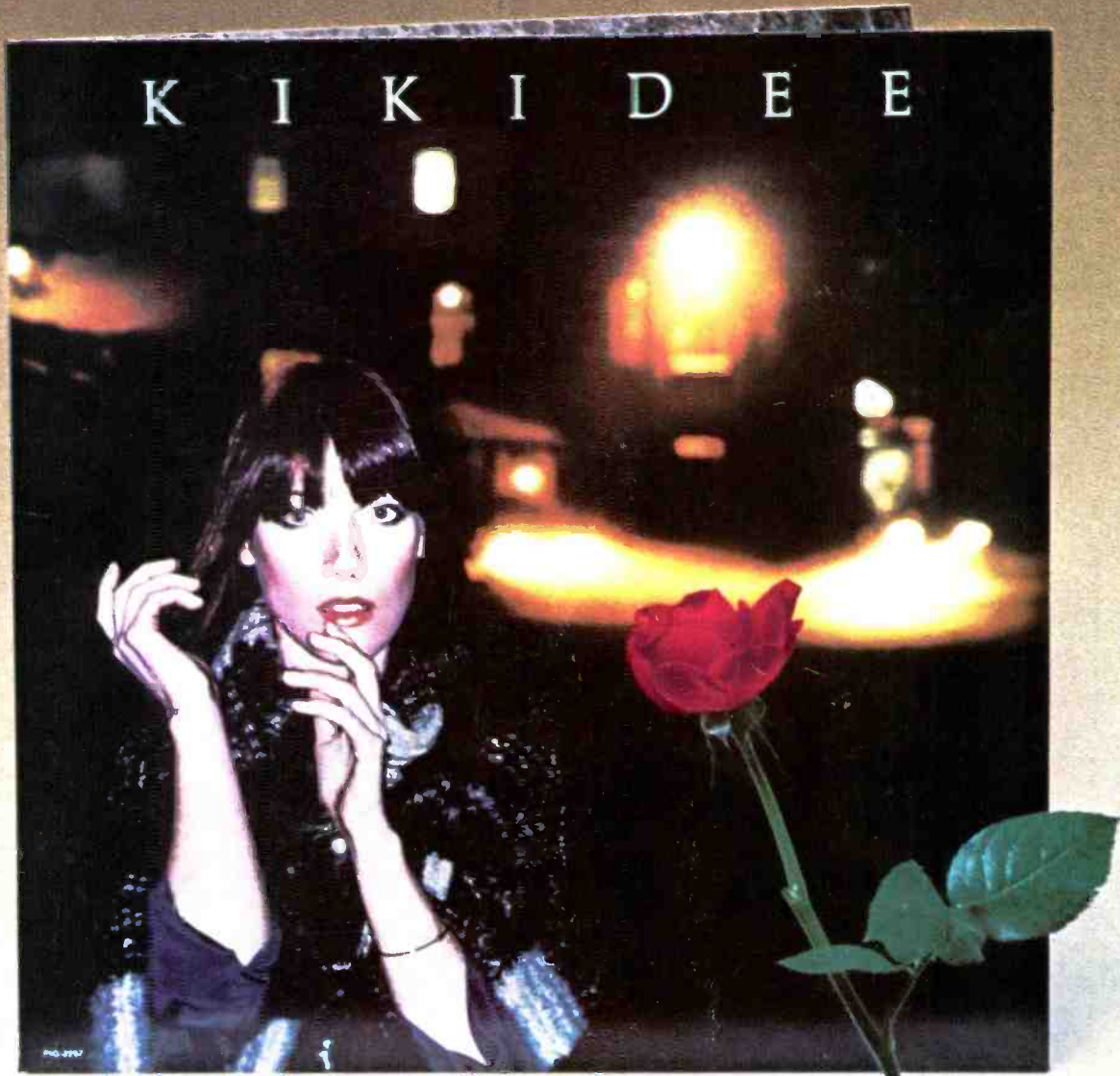
- 1 **If You Leave Me Now** — Chicago — CBS
- 2 **Fim De Tarde** — Claudia Telles — CBS
- 3 **Tranquei A Vida** — Ronnie Von — RCA
- 4 **Baby I Love Your Way** — Peter Frampton — Odeon
- 5 **I Never Cry** — Alice Cooper — WEA
- 6 **Menina Dos Cabelos Longos** — Agepe — Continental
- 7 **When You're Gone** — Maggie MacNeal — WEA
- 8 **Angel** — Julian — RGE-Fermata
- 9 **Tonight's The Night** — Rod Stewart — WEA
- 10 **Moca Bonita** — Angela Maria — Copacabana

TOP TEN LPs

- 1 **Duas Vidas** — Various — Som Livre
- 2 **O Progresso** — Roberto Carlos — CBS
- 3 **Maria Baiana Maria** — Benito di Paula — Copacabana
- 4 **Meus Caros Amigos** — Chico Buarque — Philips
- 5 **Estupido Cupido** — Various — Som Livre
- 6 **Disco Dance** — Various — K-Tel
- 7 **Samba Enredo 1° Grupo** — Various — Top Tape
- 8 **Geraes** — Milton Nascimento — Odeon
- 9 **Rosa Do Povo** — Martinho da Vila — RCA
- 10 **Menina Dos Cabelos Longos** — Agepe — Continental

K I K I D E E

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