

CASH BOX

January 8, 1977

\$1.50

NEWSPAPER



Cover Artist:
PARLIAMENT

**Cash Box Surveys Dealers
on Christmas Business**

**Cutouts Featured In Year-
End Newspaper Ads**

**More Substantial Album Releases
By Labels This January**

Analysis Of Consumer Electronics Departments

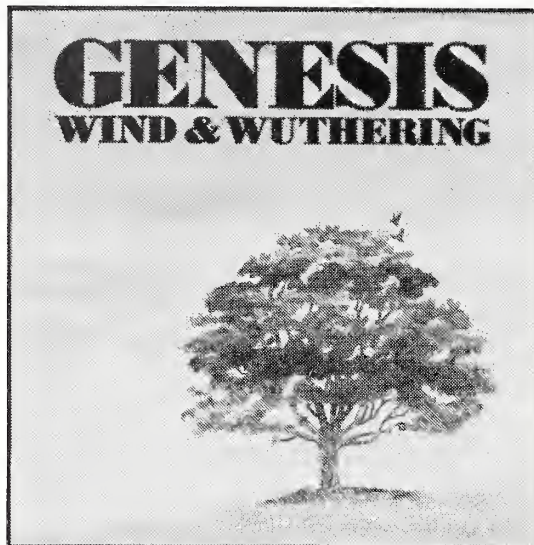
Beat New Head Of Times Music

**Isaac Hayes Files For
Chapter XI**

**'77 Looms As Year Of
Broadcast Revision**

Potential Difficulties Ahead (cont.)

HEAR GENESIS:



SD 36-144
Co-produced by Genesis and
David Hentschel.

ON ATCO RECORDS & TAPES

GENESIS HERE.

- | | | | |
|-----------------|--|-------------|--|
| 2/27/77 | MACKEY AUDITORIUM, UNIV. OF COLORADO,
BOULDER, COLORADO | 3/4/77 | MAPLE LEAF GARDENS, TORONTO, CANADA |
| 2/4/77 | MUNICIPAL THEATRE, TULSA, OKLA. | 3/5/77 | OTTOWA CIVIC CENTER, OTTOWA, CANADA |
| 2/5/77 | MUNICIPAL AUDITORIUM, KANSAS CITY, MO. | 3/8/77 | SPECTRUM THEATRE, PHILADELPHIA, PA. |
| 2/6/77 | KIEL AUDITORIUM, ST. LOUIS, MO. | 3/6/77 | MAPLE LEAF GARDENS, TORONTO, CANADA |
| 2/8/77 | ORPHEUM THEATRE, MINNEAPOLIS, MINN. | 3/9/77 | OPEN |
| 2/9/77 | DANE COUNTY COLISEUM, MADISON, WISC. | 3/10/77 | CIVIC ARENA, PITTSBURGH, PA. |
| 2/10/77 | MILWAUKEE AUDITORIUM, MILWAUKEE, WISC. | 3/12/77 | VANDERBILT UNIV., NASHVILLE, TENN. |
| 2/11/77 | TO BE FILLED (OPEN) | 3/13/77 | OPEN |
| 2/12/77 | MASONIC AUDITORIUM, DETROIT, MICH. | 3/15/77 | FOX THEATRE, ATLANTA, GA. |
| 2/13/77 | WINGS STADIUM, KALAMAZOO, MICH. | 3/16/77 | MUNICIPAL AUDITORIUM, NEW ORLEANS, LA. |
| 2/15, 16, 17/77 | AUDITORIUM THEATRE, CHICAGO, ILL. | 3/17/77 | SAM HOUSTON COLISEUM, HOUSTON, TEXAS |
| 2/19/77 | WINNIPEG ARENA, WINNIPEG, MANITOBA, CANADA | 3/18/77 | TEXAS HALL, ARLINGTON, TEXAS |
| 2/21/77 | KITCHNER MEMORIAL AUDITORIUM, KITCHNER,
ONTARIO, CANADA | 3/21/77 | UNIV. OF TEXAS, MUNICIPAL AUDITORIUM,
AUSTIN, TEXAS |
| 2/23/77 | MADISON SQUARE GARDEN, NEW YORK CITY | 3/24/77 | THE FORUM, LOS ANGELES, CA. |
| 2/24/77 | BOSTON MUSIC HALL, BOSTON, MASS. | 3/25, 26/77 | WINTERLAND, SAN FRANCISCO |
| 2/25/77 | SPRINGFIELD CIVIC CENTER, SPRINGFIELD, MASS. | 3/27/77 | SAN DIEGO SPORTS ARENA, SAN DIEGO, CALIF. |
| 2/27/77 | RICHFIELD COLISEUM, CLEVELAND, OHIO | 3/29/77 | CIVIC CENTER, PHOENIX, ARIZONA |
| 2/28/77 | BUFFALO MEMORIAL AUDITORIUM, BUFFALO, N.Y. | 4/1/77 | PARAMOUNT THEATRE, PORTLAND, OREGON |
| 3/2/77 | FORUM, MONTREAL, CANADA | 4/1/77 | PARAMOUNT THEATRE, SEATTLE, WASH. |
| 3/3/77 | COLISEE DE QUEBEC, QUEBEC CITY, CANADA | 4/3/77 | COLISEUM, VANCOUVER, CANADA |



CASH BOX

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cash box editorial

Potential Problems Looming On The Horizon

From first indications, 1977 may not be a good year "politically" for the record and radio industries. We hope that our worst fears do not come to pass.

First on the negative news list is what appears to be an inevitable price increase to \$7.98 for albums. With increases in the Consumer Price Index slowing down, and inflation and interest rates down, it may be politically difficult to justify an increase in prices. For while costs have gone up recently, a case can be made that they have not gone up to the extent that an increase of \$1 in list price is necessary to cover the increased costs.

Second, the decision and announcement by the FCC that it will reopen hearings into "payola and plugola" is certainly not welcome news. And while the hearings were closed last time around, this time they will be open — a situation of damned if you do, and damned if you don't. Undoubtedly the news media will have a field day at the expense of our industry — look at how they roasted Clive Davis. Nothing sells newspapers like a good scandal.

Unfortunately there may be some ammunition for those against the industry, as the recent convictions of Frankie Crocker and H&L's executives indicate there may be some basis in fact for some of the accusations. On the other hand, only a handful of individuals that have been indicted, and not the entire industry. It may seem like a tired cliché, but you can't blame everyone for the mistakes of a few. At the same time, one rotten apple can spoil the entire bushel.

It may be a long storm the industry will have to ride out — governmental hearings, proceedings and trials often take quite some time to complete. We may be in for a load of negative publicity. But the good people that have made their homes in our industry will, as always, carry us through. It just may be a time where we'll all have to stick a little closer together.



NUMBER ONE
SINGLE OF THE WEEK
YOU DON'T HAVE TO BE A
STAR
MARILYN McCOO AND
BILLY DAVIS
ABC 12208
Writers: J. Dean/J. Glover
PUB: Groovesville — BMI



NUMBER ONE
ALBUM OF THE WEEK
HOTEL CALIFORNIA
THE EAGLES
Elektra 7E-1084

CASH BOX TOP 100 SINGLES

January 8, 1977

			Weeks On Chart						Weeks On Chart					
	1/1	12/25		1/1	12/25		1/1	12/25		1/1	12/25		1/1	12/25
1 YOU DON'T HAVE TO BE A STAR MARILYN McCOO & BILLY DAVIS (ABC 12208)	1	3	15											
2 YOU MAKE ME FEEL LIKE DANCING LEO SAYER (Warner Bros. WBF 8283)	2	1	13											
3 CAR WASH ROSE ROYCE (MCA 40615)	4	13	10											
4 I WISH STEVIE WONDER (Tamla 54274)	5	14	6											
5 AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic 8-50270)	6	7	13											
6 TONIGHT'S THE NIGHT (GONNA BE ALRIGHT) ROD STEWART (Warner Bros. 8262)	3	2	14											
7 DAZZ BRICK (Bang 727)	8	9	12											
8 SORRY SEEMS TO BE THE HARDEST WORD ELTON JOHN (MCA/ROKcet 40645)	7	8	10											
9 HOT LINE SYLVERS (Capitol 4336)	10	11	11											
10 LOVE ME YVONNE ELLIMAN (RSO/Polydor 858)	11	12	15											
11 SOMEBODY TO LOVE QUEEN (Elektra E-45362)	14	16	8											
12 WALK THIS WAY AEROSMITH (Columbia 10449)	15	17	8											
13 LIVIN' THING ELO (UA 888)	12	10	11											
14 TORN BETWEEN TWO LOVERS MARY MacGREGOR (Ariola America/Capitol 7638)	17	22	9											
15 JEANS ON DAVID DUNDAS (Chrysalis CHS 2094)	16	18	17											
16 BLINDED BY THE LIGHT MANFRED MANN (WBS 8252)	19	26	8											
17 ENJOY YOURSELF JACKSONS (Epic 8-50289)	20	28	9											
18 NEW KID IN TOWN EAGLES (Asylum E45373)	22	29	5											
19 I LIKE DREAMING KENNY NOLAN (20th Century 2287)	21	25	9											
20 STAND TALL BURTON CUMMINGS (Portrait/CBS 6-70001)	9	5	15											
21 LOST WITHOUT YOUR LOVE BREAD (Elektra E45365)	23	27	8											
22 THE RUBBERBAND MAN SPINNERS (Atlantic 3355)	13	4	18											
23 LOVE SO RIGHT BEE GEES (RSO 859)	18	6	17											
24 WHISPERING/CHERCHEZ LA FEMME/C'EST SI BON DR. BUZZARD'S ORIGINAL SAVANNAH BAND (RCA 10827)	26	30	9											
25 MUSKRAT LOVE CAPTAIN & TENNILLE (A&M 1870)	24	15	16											
26 WEEKEND IN NEW ENGLAND BARRY MANILOW (Arista 212)	34	42	7											
27 SATURDAY NIGHT EARTH, WIND & FIRE (Columbia 3-10439)	30	36	7											
28 THIS SONG GEORGE HARRISON (Dark Horse/WB DRC 8294)	29	31	8											
29 NIGHT MOVES BOB SEGER (Capitol 4369)	35	44	6											
30 I NEVER CRY ALICE COOPER (Warner Bros. WBS 8228)	27	21	16											
31 FLY LIKE AN EAGLE STEVE MILLER (Capitol P4372)	41	54	4											
32 FREE BIRD LYNYRD SKYNYRD (MCA 1948)	33	35	6											
33 NADIA'S THEME (THE YOUNG AND THE RESTLESS) BARRY DeVORZON & PERRY BOTKIN, JR. (A&M 1856)	25	20	19											
34 NIGHTS ARE FOREVER WITHOUT YOU ENGLAND DAN & JOHN FORD COLEY (Big Tree/Atlantic 16079)	28	19	13											
35 MORE THAN A FEELING BOSTON (Epic 8-50266)	31	24	17											
36 FLIGHT '76 WALTER MURPHY (Private Stock 45123)	36	37	10											
37 DRIVIN' WHEEL FOGHAT (Bearsville/WB B55 0313)	38	45	8											
38 AIN'T NOTHING LIKE THE REAL THING DONNY & MARIE OSMOND (Polydor PD 14363)	44	47	8											
39 LOVE BALLAD LTD (A&M 1847)	37	32	16											
40 DANCING QUEEN ABBA (Atlantic 3372)	45	52	5											
41 HARD LUCK WOMAN KISS (Casablanca NB 873)	47	60	4											
42 DREAMBOAT ANNIE HEART (Mushroom M7023)	46	51	5											
43 YOU ARE THE WOMAN FIREBALL (Atlantic 3335)	32	23	22											
44 YEAR OF THE CAT AL STEWART (Janus J266)	50	61	5											
45 DON'T TAKE AWAY THE MUSIC TAVARES (Capitol 4348)	40	40	11											
46 SAVE IT FOR A RAINY DAY STEPHEN BISHOP (ABC 12232)	54	62	6											
47 CARRY ON WAYWARD SON KANSAS (Kirshner Z584267)	56	70	5											
48 HELLO OLD FRIEND ERIC CLAPTON (RSO RS 861)	39	34	11											
49 BETH KISS (Casablanca NB 863)	42	33	20											
50 LIVING NEXT DOOR TO ALICE SMOKIE (RSO 860)	51	55	6											
51 ROCK'N ME STEVE MILLER BAND (Capitol 4323)	43	38	22											
52 YESTERDAY'S HERO BAY CITY ROLLERS (Arista AS 0216)	49	50	7											
53 LUCKY MAN STARBUCK (Private Stock 45125)	58	66	7											
54 THE BEST DISCO IN TOWN (MEDLEY) RITCHIE FAMILY (Marlin/TK 3306)	48	41	18											
55 DO WHAT YOU WANT TO DO, BE WHAT YOU ARE DARYL HALL & JOHN OATES (RCA PB 10808)	55	56	10											
56 FREE DENIECE WILLIAMS (Columbia 10429)	67	74	8											
57 SHAKE YOUR RUMP TO THE FUNK BAR-KAYS (Mercury 73833)	59	64	9											
58 LOVE THEME FROM "A STAR IS BORN" BARBRA STREISAND (Columbia 10450)	60	65	5											
59 WHAT CAN I SAY BOZ SCAGGS (Columbia 3-10440)	61	63	7											
60 JUST TO BE CLOSE TO YOU COMMODORES (Motown 1402)	52	39	19											
61 IN THE MOOD HENHOUSE FIVE PLUS TWO (WB WBS 8301)	79	94	3											
62 YOU'VE GOT ME RUNNING GENE COTTON (ABC 12217)	74	81	6											
63 I DON'T WANNA LOSE YOUR LOVE EMOTIONS (Columbia 3-10347)	65	67	9											
64 IT KEEPS YOU RUNNING DOOBIE BROS. (WB 8282)	68	73	4											
65 SOMEONE TO SAY DOWN BESIDE ME LINDA RONSTADT (Asylum 361)	67	71	6											
66 GO YOUR OWN WAY FLEETWOOD MAC (Reprise WBS 8304)	—	—	1											
67 C.B. SAVAGE ROD HART (Plantation 144)	72	78	5											
68 DO IT TO MY MIND JOHNNY BRISTOL (Atlantic 45-3360)	69	75	7											
69 I LIKE TO DO IT K.C. AND THE SUNSHINE BAND (TK 1020)	70	76	4											
70 IF NOT YOU DR. HOOK (Capitol P4364)	75	80	7											
71 MAN SMART, WOMAN SMARTER ROBERT PALMER (Island 075)	73	77	7											
72 SLOW DANCING FUNKY KINGS (Arista 209)	66	68	5											
73 THE THINGS WE DO FOR LOVE 10cc (Mercury 73875)	82	—	2											
74 MOODY BLUE ELVIS PRESLEY (RCA PB 10857)	76	82	4											
75 KEEP ME CRYIN' AL GREEN (Hi/London 2319)	63	69	8											
76 I KINDA MISS YOU MANHATTANS (Columbia 1-10409)	71	72	9											
77 DON'T LEAVE ME THIS WAY THELMA HOUSTON (Motown T54278F)	87	92	3											
78 OPEN SESAME KOOL & THE GANG (DeLite 1586)	81	84	5											
79 HEY BABY RINGO STARR (Atlantic 3371)	83	86	4											
80 FANCY DANCER COMMODORES (Motown 1408)	85	90	3											
81 CALEDONIA ROBIN TROWER (Chrysalis 2122)	84	85	4											
82 BABY DON'T YOU KNOW WILD CHERRY (Sweet City/Epic 8-50306)	—	—	1											
83 SO SAD THE SONG GLADYS KNIGHT & THE PIPS (Buddah 544)	78	59	13											
84 BE MY GIRL DRAMATICS (ABC 12235)	90	93	3											
85 WHITE BIRD DAVID LaFLAMME (Amherst 1007)	86	87	5											
86 9,999,999 TEARS DICKEY LEE (RCA 10764)	89	91	3											
87 SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic/MAM 50308)	92	97	3											
88 DARLIN' DARLIN' DARLIN' BABY O'JAYS (Phila. Intl./Epic 3610)	91	95	4											
89 BABY, YOU LOOK GOOD TO ME TONIGHT JOHN DENVER (RCA JH 10854)	93	—	2											
90 WHEN LOVE IS NEW ARTHUR PRYSOCK (Old Town 1000)	95	98	3											
91 MY PEARL AUTOMATIC MAN (Island IS 063)	94	96	3											
92 SPRING AFFAIR DONNA SUMMER (Casablanca/Oasis 872)	—	—	1											
93 HAIL! HAIL! (ROCK 'N' ROLL) STARLAND VOCAL BAND (Windsong/RCA JH 10855)	96	—	2											
94 DADDY COOL BONY M (Atco 7063)	97	99	3											
95 PRISONER (CAPTURED BY YOUR EYES) L.A. JETS (RCA PB 10826)	80	83	4											
96 MADEMOISELLE STYX (A&M 1877)	77	57	10											
97 MIDNIGHT LOVE AFFAIR CAROL DOUGLAS (Midland Intl./RCA 10753)	99	100	3											
98 HAPPIER PAUL ANKA (UA 911)	100	—	2											
99 UP YOUR NOSE GABRIEL KAPLAN (Elektra E45369A)	—	—	1											
100 SECRETS SUTHERLAND BROS. & OUIVER (Columbia 10460)	—	—	1											

ALPHAB

THE ALBUMS



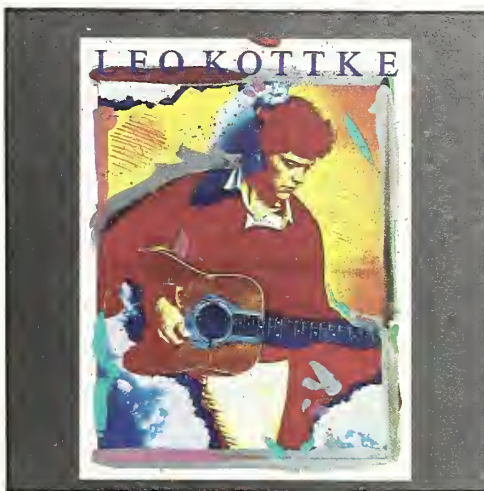
THE BABYS
CHR1129



SPLIT ENZ
CHR1131
On tour beginning February, this unusual group is ready to assault the eyes and astound the ears of those who are sure they've "seen everything" in the States. And this is just the beginning of the Enz.



RACING CARS
CHR1099
Proclaimed by "Melody Maker" as "one of the ten most promising music bands of the year," Racing Cars is the hottest act on the London pub circuit. Their first album for Chrysalis is a classic example of fine, original musicianship.



LEO KOTTKE
CHR1106
This is the first Leo Kottke release on Chrysalis. A collection of instrumental tracks with an added dimension that will earn him new fans and make this the Leo Kottke album to own.

THE SINGLES



BONNIE TYLER
"Lost in France"
CHS2130
This medium-paced country flavored ballad has already reached top 5 in England and is perfect for adult contemporary, top 40 and country playlists.



THE BABYS
"If you've got the time"
CHS2132

1977

WINTER RELEASE

With our first quarter as an independent company behind us, and a gold album and a top twenty single under our belt, we feel more than ready to launch into 1977. Our selective release policy continues with these albums and singles. We consider every one to be special. And every one to be a winner.



ChrysalisTM
The sound reason

Announcing the arrival
of ABBA's biggest album yet:
"ARRIVAL."



"Arrival!"
Featuring the hit single,
"Dancing Queen" #3372.
On Atlantic Records and Tapes



SD 18207

Produced by Benny Andersson and Björn Ulvaeus

CB 'Christmas At Retail' Roundup

(The following article was researched by David Boyles, J.B. Carmicle, Chuck Comstock, Randy Lewis, John Mankiewicz and Charles Paikert. Edited by Mike Falcon.)

LOS ANGELES — For most retailers, the 1976 Christmas season was an improvement over the previous December buying period. Although sales were slower in the first two weeks of December than in last year's seasonal rush, the majority of accounts reported a late sales surge.

Almost 100 accounts are included in the survey, which almost exclusively examines retailers, but also includes a few major rack jobbers.

Most stores in the Christmas analysis who reported 1975 to 1976 comparisons had sales increases of 15% and up, with a smaller number reporting a 1% to 15% improvement over the 1975 season. A small minority complained of a decline in sales.

Best-selling LPs for the 1976 holiday season were Stevie Wonder's "Songs In The Key Of Life" and the three-album Wings release. Both titles underscored the saleability of multi-album sets in this Christmas season. "Frampton Comes Alive," the Eagles' "Hotel California" and "Greatest Hits," along with Linda Ronstadt's "Greatest" and Joni Mitchell's "Hejira" were also top sellers.

Christmas and seasonal music did not

do proportionately as well as in 1975, but classical and jazz selections were reported as improved in the 1976 year-end poll.

Major Accounts

Dan Heilicher, vice president of Heilicher Brothers, reported that "going into the first couple weeks of Christmas season business was somewhat flat, but it picked up rapidly and looks very good. Our computer figures haven't come down yet, so it would be difficult to give you a truly accurate analysis until the first of the year, when we can analyze the printouts. It would also be hard to compare this Christmas selling period with that of 1975, because of the extra two days of buying in '76, unless we did it on a day to day basis." Heilicher noted that Frampton was his biggest holiday seller, followed by both Eagles releases. Also selling well in December were Captain and Tennille, Boston, Steve Miller, and "of course, Stevie Wonder." The merchandising executive added that the "two Kiss albums were in our top 20."

John S. Kaplan, executive vice president of the Handleman Company, said the company's holiday business was "substantially up" over the 1975 December period. "All indications are that this has been a sell-out period, and we don't look for many returns in January." Kaplan added that the increase over last Christmas season was

"close to 20%."

Fred Traub, director of purchasing for the 78-store Record Bar chain, stated Christmas sales "increased substantially over last year, in the neighborhood of 25%." Traub said, "All hell broke loose during the last week. Sales were excellent. Otherwise, there were two significant developments. I think the addition of the Eagles and Wings had a positive effect, and the high priced package proved they could sell, and did, in fact, sell many units."

Sam Goody president George Levy termed the Christmas holiday season "very strong with a sales increase over last year from 10% to 15%." Levy felt an important reason for the sales increase was advertising. "We had a lot of advertising going for us this year," he explained, "including institutional spots on prime-time TV." Levy asserted that "it's difficult to tell whether there's any additional business generated from opening Sunday" and added "we don't enjoy it."

Stu Schwartz, chairman of the board for Schwartz Brothers Inc., owner of the 15-store Harmony Hut chain, said Christmas season sales were "very good, and our figures show a 14% increase over last Christmas." Schwartz felt shopping increased because "people lost their inhibitions about the economy." He specifically

mentioned the "extremely hectic" final two shopping days before Christmas as a boost for overall sales. "McCartney, the Eagles, Frampton, and Stevie Wonder sold well for us," Schwartz reported, and added that sales of accessories, especially blank tapes, "increased at least 50% over the Christmas season."

'Record Season'

Joe Bressi, buyer for Stark Records in Cleveland, which owns the 57-store Camelot Music chain, indicated Stark had a "record holiday season." Bressi said "the last two weeks really exploded, and the final two days before Christmas were the most intense. I think it happened because we had more merchandise, and because of the availability of hot product on the market. Frampton, Ronstadt, Wonder and the Eagles did especially well for us. Sundays have been our second or third largest sales days for the season, and the Sunday after Christmas was very good."

John Cohen, president of Disc Records, a 36-store chain based in Cleveland, described the Christmas season as "wide-open" and cited a sales increase of 10% over last year's figures. "People simply

(continued on page 12)

Biegel, Jenner, Casablanca Pact?

NEW YORK — Irv Biegel has resigned as executive vice president of Private Stock Records. At presstime, it was understood that he was on the verge of finalizing an agreement with Jimmy Jenner of C.A.M. for the purposes of negotiating a label deal.

Just what configuration the newly formed company would take remained unknown, but the two men met with Neil Bogart, president of Casablanca Records for a lengthy series of meetings late last week. Though Jenner and Biegel have met with executives of other major record companies recently, among them Epic and RCA, it is believed that Casablanca has the inside track on their services.

(continued on page 14)

'77 Looms On Horizon As Year Of Broadcast Revision, And Change

by Rebecca Moore

WASHINGTON, D.C. — If 1976 was the year of the copyright in Congress, 1977 and 1978 promise to be the years of the broadcaster.

The House Communications Subcommittee is planning a major overhaul of the 1934 Communications Act. The 1934 act regulates broadcasters and their agency, the Federal Communications Commission. The overhaul threatens to be as complicated and hairy as copyright revision.

Everyone Hit

The rewrite will hit everyone in the communications business: radio, TV, cable, telephone, satellite, equipment manufacturers, laser. The public, the ones on the industry's receiving end, will also feel the effect.

Changes affecting radio broadcasters in particular could be in the areas of license renewal terms, technical requirements, FCC domain, especially authority to levy fees, and First Amendment programming rights. For example, last year's major FCC policy decision on formats is sure to be questioned as the law is rewritten. Additionally, recent court decisions: ruled some FCC fees unconstitutional. These will also be scrutinized.

Need

The communications industry needs a new policy as much as the music industry

(continued on page 38)

More Substantial Label Releases In January 1977

by John Mankiewicz

LOS ANGELES — A **Cash Box** survey of the release schedules of sixteen record labels reveals that the January releases in 1977 are much more substantial, in terms of established artists, than they were in January 1976. Additionally, there will be more records released in this year's first month — 204 LPs as opposed to 138 for the corresponding time period last year.

Elektra/Asylum, for example, did not release any records in January '76. This month marks the release of Queen, one of the label's hottest acts, along with Andrew Gold's second LP for the label. London Records was another company that did not release any product in January '76; this month shows two LPs on the schedule — records by ZZ Top and John Miles, two of the most important acts on the label.

Debut Album Time

Traditionally, January was the time for debut LPs. And, considering the rush of Christmas releases, it's not surprising that, of the 10 records ABC released in January 1976, more than two thirds were first-time efforts. This year, that label will release LPs by Rufus and Jimmy Buffet.

Motown has increased both the number and quality of last January's releases. The beginning of '77 will see new records from Diana Ross and Smokey Robinson; '76 had Eddie Kendricks leading a pack of predominantly unestablished acts. Atlantic Records had no "name" artists in its list of 7 January '76 LPs, while this year the company saw fit to include Abba, Genesis, and The Average White Band in the first month's release.

Columbia Records and their affiliated labels, was the only company in 1976 to release a number one pop chart LP in January — Bob Dylan's "Desire," which was one of fourteen LPs to hit the streets that month. This year it will be Neil Diamond, Pink Floyd, Journey, and Santana leading the pack of almost forty records (more than half of which, however, are part of a country

(continued on page 38)

Cutouts Lace Year-End Ads; Sutton Bids In New Orleans

by Ken Terry

NEW YORK — For the second time since the **Cash Box** Retail Price Survey was initiated seven months ago, cutouts and budget releases dominated print ads for records and tapes across the country. As was observed during the back-to-school season (**Cash Box**, October 9), most of the retailers which advertised these types of releases were rack-serviced mass merchandisers.

However, as compared with the number of retailers which promoted budget and cutout records last fall, about twice as many retailers advertised these low-priced releases in their year-end clearance sales. Whereas ads for such releases were seen in only seven of 20 markets monitored during the last week of September, they were observed in 19 of the 23 markets surveyed this week.

The seasonal promotion of cutouts and budget discs encompassed these retailers and markets: in Atlanta, K-mart and Target; in Denver, Target, K-mart, J.C. Penney and Burstein-Applebees; in Detroit, Federal's; in Houston, Woolworth, Sears and K-mart; in Indianapolis, Murphy's; in Los Angeles, Sears, Thrifty Drug, Woolworth, J.C. Penney and Montgomery Ward; in Miami, Woolco; in New Orleans, K-mart, Woolco, Gaylord's and Robert Hall; in Pittsburgh, K-mart, Murphy's and Hill's; in St. Louis, Venture, Target, J.C. Penney and Woolworth's; in San Francisco, The Warehouse and Pay Less Drugs; in San Diego, K-mart, Sears and J.C. Penney; in Seattle, J.C. Penney; and in Washington, K-mart.

No Set Pattern

Of course, many of these retailers advertised current releases in addition to low priced ones. Among those chains which did this, there was no set pattern to the mix of records included in each ad. For example, in the various markets in which its ads appeared, J.C. Penney did not always promote both kinds of releases, in addition, the chain changed titles, number of titles and prices frequently. Woolworth adver-

tised only current releases in some cities, only low-priced albums in others and a mix of the two in a few markets. The titles and number of titles of both low-priced and front-line releases remained nearly constant in K-mart's ads across the U.S., but prices varied considerably from one market to another. Sears advertised either cutouts or current releases in each of its ads, but never promoted both types of records together in the same ads.

Clearance Loss Leader

Using the traditional year-end clearance sale as a vehicle, Sight-In-Sound in Cincinnati advertised the lowest prices for front-line releases which have been observed anywhere in the country during the seven months since the retail price survey began. In a full-page ad in the Sunday Cincinnati Enquirer, this retailer of records and audio equipment offered the first 50 customers who walked in its store on Monday, December 27, their choice of any \$6.98 list album in stock for 99c (limited to one per customer). Unlike other similar promotions, this ad did not require the lucky customers to purchase an album at full price in order to qualify for the special discount.

According to the ad on the following day, the first 50 customers in the store would be eligible to purchase any \$7.98 list tape for \$1.99. Again, the offer was limited to one per customer. On Wednesday, December 29, the first 100 customers at Sight-In-Sound would be able to purchase either any album for 99c or any tape for \$1.99.

Additionally, 40 current rock and pop releases and 20 recent jazz releases are promoted in the ad for "15% off our low, low discount price." An extra 10% discount on the purchase price was offered to any customer who bought more than \$10.00 worth of records, and a free recording of Beethoven's nine symphonies was promised to anyone who bought more than \$300 worth of classical albums.

Records Are "Traffic Items"

David Biddle, co-owner of Sight-In-

(continued on page 32)

RETAIL LP SELLING PRICES

The Atlanta Journal

THE ATLANTA CONSTITUTION

At **Franklin Music** (3 locations), these features over two pages: all-label sale for \$4.78/\$5.80 tape with coupon; Elton John's latest release for \$7.99/\$9.99 tape and four of his catalog releases for \$3.99/\$4.99 tape; five releases by Olivia Newton-John on MCA, including her latest LP, for \$3.99/\$4.99 tape; five Arista releases, including the newest albums by Lou Reed, Melissa Manchester and Barry Manilow, for \$3.99/\$4.99 tape; 12 CBS releases, including the most recent LPs by Ted Nugent, Chicago, Dylan and Phoebe Snow, for \$3.99/\$4.99 tape; all RCA Red Seal and Columbia Masterwork releases for \$3.99 per disc/\$4.99 tape; and all Odyssey releases for \$2.29 per disc. At **Richway** (7), 17 releases, including the newest LPs by Thin Lizzy, Ohio Players, Eric Clapton, Graham Parker and the Bee Gees, for \$3.88/\$4.99 tape; seven gospel albums for \$3.88; and three albums on Mercury (2 LPs/\$7.98 list), including the latest recording by Rush, for \$4.88/\$6.99 tape. At **K Mart** (17), 12 releases, including the debut LPs by McCoo/Davis and Burton Cummings and the latest albums by EWF, Kiss, Olivia Newton-John and Brass Construction, for \$3.88/\$4.88 tape; 31 CBS releases, including the debut LPs by Boston and Wild Cherry and the latest albums by EWF, Chicago, Phoebe Snow, Aerosmith, Boz Scaggs and Ted Nugent, for \$3.88/\$4.88 tape; and assorted cutouts and children's records from \$.97-\$2.87 each. At **Woolco** (3), 10 releases, including the latest albums by Kiss, Donna Summer, Steve Miller and Eric Clapton, for \$3.99/\$4.99 tape. (Sunday Atlanta Journal & Constitution).

THE SUNDAY SUN

At **Korvettes** (4 locations), these features: multi-label sale (including Warner Bros., RCA, A&M, Atlantic, UA, Elektra, ABC, Island, Private Stock, A&M and 20th Century), for \$4.19/\$5.79 tape: "Nadia's Theme" on A&M (\$5.98 list) for \$3.38 and three other A&M releases for \$3.88; and 10 WEA releases, including the latest albums by the Eagles, Linda Ronstadt, George Harrison and Leo Sayer, for \$3.88. At **K Mart** (6), 12 releases, including the debut LPs by McCoo/Davis and Burton Cummings and the newest albums by EWF, Kiss, Olivia Newton-John and Brass Construction, for \$3.96/\$4.96 tape; and assorted cutouts, budget and children's records for 97¢-\$2.87. At **Recordmasters** (3), 19 CBS releases, including Boston's debut LP and the latest LPs by EWF, Jeff Beck, Phoebe Snow and Hubert Laws, for \$3.99/\$5.79 tape; the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99; and "The Concert Of The Century" on Columbia (2 LPs/\$15.98 list) for \$9.98. At **Drug Fair** stores, 10 WEA releases, including the latest albums by Joni Mitchell, Jackson Browne, Ringo Starr and Seals & Crofts, for \$4.66/\$5.66 tape; six Capitol releases, including "best of" albums by The Band, Glen Campbell and George Harrison, for \$4.66/\$5.66 tape; 10 releases, including the latest LPs by Kiss, Donna Summer, EWF and John Denver, for \$4.66/\$5.66 tape; the soundtrack to "A Star Is Born" for \$6.66 per LP or tape; "Blue Moves" by Elton John for \$8.66/\$9.66 tape; and the soundtrack to "Car Wash" and the latest album by Lynyrd Skynyrd on MCA (both 2 LPs/\$7.98 list) for \$5.66/\$6.66 tape. At **Murphy's** Stores and **Marts**, assorted budget LPs and cutouts for 99¢-\$2.94 each. At **Woolworth** stores, assorted cutout LPs and tapes for \$1.99. (Sunday Baltimore Sun).

Boston Sunday Globe

New England's Largest Newspaper

At **Strawberries** (3 locations), these features: 10 CBS releases, including the debut LP by Bonnie Koloc and the latest albums by Michael Murphey, and Kinky Friedman, for \$3.69; 10 "disco" releases, including the debut albums by Dr. Buzard's Original Savannah Band and the Trammps and the latest LPs by Kool & The Gang, Crown Heights Affair and the Salsoul Orchestra, for \$3.69; and 10 releases, including the latest albums by Olivia Newton-John, Phoebe Snow, Bob Seger and Rod Stewart, for \$3.89. At **Music City** (3), four releases, including Brick's debut LP and the newest albums by Crown Heights Affair and KC & The Sunshine Band, for \$3.69/\$4.99 tape. At the **Coop**, 11 releases, including LPs by Dorothy Carter, Doris Abrahams, Pete Kairo and Don Ebbett, for \$3.69. (Boston Phoenix, December 28).

Chicago Tribune

THE WORLD'S GREATEST NEWSPAPER

At **Turn Style** (11 locations), one-day sale with these features: 17 releases on RCA and affiliated labels, including the latest albums by John Denver, Hall & Oates, David Bowie, Pure Prairie League, Jefferson Starship and Vicki Sue Robinson, for \$3.99/\$4.99 tape; nine RCA budget releases for \$2.99; and the RCA version of "Porgy & Bess" (2 LPs/\$14.98 list) for \$9.93/\$10.53 tape. At **J.C. Penney** (5), eight releases, including the latest LPs by Captain & Tennille, Joan Baez, Bob Seger and Donny & Marie Osmond, for \$3.97/\$5.27 tape; and assorted cutout and budget LPs and tapes for 97¢-\$2.97 each. At **Musicland** (8), Helen Reddy's catalog for \$3.99. (Sunday Chicago Tribune).

THE CINCINNATI ENQUIRER

At **K Mart** (8 locations), same ad with the identical features and prices that appeared in Baltimore. At **Sight In Sound**, 15% off on 40 releases, including the latest albums by Elton John, John Denver, Rod Stewart, Gordon Lightfoot, Led Zeppelin and Phoebe Snow (with an additional 10% discount on purchases of more than \$10.00); on Monday, December 27, any \$6.98 list album (reg. \$4.69) for 99¢ to the first 50 customers (limited to one per customer); on Tuesday, December 28, any tape cassette or 8-track (reg. \$5.99) for \$1.99 to the first 50 customers; on Wednesday, December 29, any release for 99¢/\$1.99 tape to the first 100 customers, 15% off on 20 jazz releases, including the latest LPs by George Benson, Herbie Hancock, Stanley Clarke and Al Jarreau; and assorted cutouts for \$1.99/\$2.99 tape. At **Rink's Bargain City** (8), 10 releases, including the newest albums by Gladys Knight, ELO, Robert Palmer, John Denver and Bob Seger, for \$3.99/\$4.99 tape; Stevie Wonder's latest album for \$9.97/\$11.97 tape; Elton John's latest album for \$8.77/\$9.79 tape; the soundtrack to "Car Wash" and the most recent album by Lynyrd Skynyrd for \$5.49/\$6.49 tape; "Frampton Comes Alive!" for \$5.49/\$6.99 tape; and 25 releases, including the latest albums by Joan Baez, Captain & Tennille, Barry Manilow, Brass Construction, the Commodores, Pure Prairie League, Steve Miller, Eric Clapton and the Bee Gees, for \$4.49/\$5.49 tape. At **Camelot Music**, seven double sets (\$7.98 list), including the most recent albums by Dave Mason, Peter Frampton and Rush, for \$5.50/\$6.50 tape; "An Evening With John Denver" and the latest Led Zeppelin release (\$11.98 list) for \$7.50/\$8.50 tape; the newest albums by Elton John (\$12.98 list) and Stevie Wonder (\$13.98 list) for \$8.50 each; and "Wings Over America" (3 LPs) (\$13.98 list) for \$9.50. At **Ontario** (5), 12 releases, including the latest LPs by Kiss, Parliament, Paul Anka, Brass Construction, ELO and Captain & Tennille, for \$3.95/\$4.95 tape. At **Swalens** (3), the soundtrack to "A Star Is Born" for \$5.75. (Sunday Cincinnati Enquirer).

SUNDAY PLAIN DEALER

OHIO'S LARGEST NEWSPAPER

At **Gold Circle** (7 locations), 19 releases, including the latest albums by Jackson Browne, Joni Mitchell, Rod Stewart, Gordon Lightfoot, Linda Ronstadt, George Harrison and the Eagles, for \$3.99; and 15 budget releases for \$2.99. At **J.P. Snodgrass** (14), all-label sale for \$3.99; all \$5.98 list releases for \$3.99; the latest albums by Stevie Wonder and Wings for \$7.99; the Nitty Gritty Dirt Band's newest album (2 LPs/\$11.98 list) for \$6.99; and "Shirley Bassey's Greatest Hits" (2 LPs/\$7.98 list) for \$4.99. At **Uncle Bill's** (11), 12 releases, including the latest LPs by Kiss, Parliament, Paul Anka, Brass Construction, ELO and Captain and Tennille, for \$3.95/\$4.95 tape. At **K Mart** (13), same ad with the identical features and prices that appeared in Baltimore and Cincinnati. At **J.C. Penney** (6), 24 releases, including "best of" albums by George Harrison, Helen Reddy, Linda Ronstadt, Elton John, John Denver, the Doobie Bros., Chicago and the Eagles, for \$3.99/\$4.99 tape; two Beatles anthology albums (each 2 LPs/\$12.98 list) for \$6.99/\$8.99 tape; and "Wings Over America" for \$9.99/\$10.99 tape. (Cleveland Plain Dealer, December 24 and 26).

THE DALLAS TIMES HERALD

DALLAS' LARGEST MORNING NEWSPAPER

At **Thomas & Hart** (6), these features: 35 releases, including the newest LPs by Barry Manilow, Lou Reed, ELO, Parliament, The Band, Leo Kottke, Helen Reddy, Joan Baez, Gladys Knight, Pure Prairie League, Waylon Jennings, Hall & Oates, Boz Scaggs and Blue Oyster Cult, for \$3.99/\$4.98 tape; the soundtrack to "A Star Is Born" for \$5.49/\$5.68 tape; "Live Bullet" by Bob Seger (2 LPs/\$6.98 list) for \$4.89/\$5.68 tape; two Beatles anthology albums and the Beatles' "Rock 'N' Roll Music" (2 LPs/\$10.98 list) for \$6.69/\$8.08 tape each; the latest album by Stevie Wonder for \$8.49/\$9.99 tape; and the RCA recording of "Porgy & Bess" (2 LPs/\$14.98 list) for \$8.49. At **Sears** (10), 12 releases, including Boston's debut LP and the latest albums by Kiss, Linda Ronstadt, Eric Clapton, Jackson Browne and Elvin Bishop, for \$3.99/\$4.99 tape. At **J.C. Penney**, these features: 13 releases, including Boston's debut LP and the latest albums by EWF, Joni Mitchell, John Denver, Tomita, Joan Baez, and Rod Stewart, for \$4.66/\$5.66 tape; the soundtrack to "A Star Is Born" for \$5.66/\$6.66 tape; and assorted budget releases for \$2.99/\$3.99 tape. At **Sound Warehouse** (5), 20 WEA releases, including the latest albums by Gordon Lightfoot, Jackson Browne, Rod Stewart, Leo Sayer, Alice Cooper, the Eagles and Linda Ronstadt, for \$3.95/\$4.95 tape and all Nonesuch classical albums (\$3.96 list) for \$2.35. At **Melody Shops** (4), the soundtrack to "A Star Is Born" (\$8.98 list) for \$6.98/\$7.98 tape; and "Wings Over America" (3 LPs/\$13.98 list) for \$7.95/\$8.95 tape. At **K Mart** (15), same ad with the identical features and prices that appeared in Baltimore, Cincinnati and Cleveland. At **Target** (4), assorted cutout children's and budget releases for from \$1.29-\$2.99 each. (Dallas Morning News, December 24 and 26 and the Sunday Dallas Times-Herald).

DENVER POST

The Voice of the Rocky Mountain Empire

At **Target** (6 locations) these features over two pages: assorted children's, budget and cutout releases for from \$1.29-\$2.99 each. At **K Mart** (13), same ad with the identical prices and features that appeared in Baltimore, Cincinnati, Cleveland and Dallas, except that the new releases were for \$4.97/\$5.97 tape and there were no children's albums offered. At **J.C. Penney** (10), these features: eight releases, including Boston's debut LP and the latest albums by Captain & Tennille, Bob Seger,

Leon Russell and Joan Baez; and assorted cutout and budget releases for 97¢-\$2.97 each. At **Off The Record** (16), 12 Capitol releases, including the latest albums by The Band, Helen Reddy, Bob Seger, Ringo Starr and Leo Kottke, for \$4.69/\$5.99 tape. At **Burstein-Applebee** stores, 11 releases, including Boston's debut LP and the latest albums by Linda Ronstadt, George Harrison, the Eagles, Rod Stewart and the Doobie Bros., for \$4.77/\$5.99 tape; and assorted budget releases for \$2.99/\$3.99 tape. At **Record Bar** (2), the soundtrack to "A Star Is Born" (\$8.98 list) for \$5.99 per LP or tape. (Sunday Denver Post).

The Sunday News

PHOENIX'S NEWSPAPER

At **Korvettes** (5 locations), these features: multi-label sale (including Warner Bros., RCA, Atlantic, UA, Elektra, ABC, Island, Private Stock, A&M and 20th Century) for \$4.19/\$5.79 tape; 19 releases, including the latest albums by Leo Sayer, Rod Stewart, Gordon Lightfoot, George Harrison, the Eagles and Linda Ronstadt, for \$3.99/\$5.79 tape; the newest album by Led Zeppelin for \$5.99; six CBS releases, including the newest LPs by Loggins & Messina and Blue Oyster Cult, for \$3.88; three A&M releases, including the latest Joan Baez LP, for \$3.88; and "Nadia's Theme" on A&M (\$5.98 list) for \$3.38. At **Federal's** (18), eight releases, including the latest albums by Parliament, ELO, Robert Palmer and Al Stewart, for \$3.99/\$4.99 tape; 12 releases, including Boston's debut LP and the latest albums by Phoebe Snow, EWF, Pure Prairie League and Barry White, for \$4.77/\$5.77 tape; the soundtrack to "Car Wash" on MCA for \$5.77/\$7.47 tape; "Frampton Comes Alive" for \$5.77/\$7.77 tape; and assorted cutouts for 97¢/\$1.97 tape. (Sunday Detroit News).

Houston Chronicle

At **Woolworth** stores, assorted cutouts for \$1.99 per LP or tape. At **Sears** (10 locations), 12 releases, including Boston's debut LP and the latest albums by Linda Ronstadt, Eric Clapton, Engelbert Humperdinck, Jackson Browne and KC & The Sunshine Band, for \$3.99/\$4.99 tape. At **K Mart** (14), same ad with the identical features and prices that appeared in Denver, except that children's albums for 97¢-\$1.66 each were included. At **Disc Records** (4), 16 CBS releases, including the debut LPs by Boston and Burton Cummings and the latest albums by Chicago, EWF, Aerosmith, the Jacksons and Kansas, prices not included. (Sunday Houston Chronicle).

THE INDIANAPOLIS STAR

At **Murphy's Marts** and **Murphy's Stores**, assorted cutout and budget releases for 99¢-\$2.94 each. At **K Mart** (8 locations), same ad with the identical prices and features that appeared in Houston. At **Camelot Music** (3), same ad with the identical features and prices that appeared in Cincinnati. (Sunday Indianapolis Star).

Los Angeles Times

At **Music Plus** (15 locations), these features over two pages: 20 CBS releases, including Boston's debut LP and the latest albums by Boz Scaggs, the Jacksons, Ted Nugent, Chicago, EWF and Neil Diamond for \$3.99; the soundtrack to "A Star Is Born" for \$5.49 per LP or tape; and nine "Legendary Performer" releases on RCA (\$7.98 list) for \$4.19/\$5.29 tape. At **Sears** stores, assorted children's albums for \$1.29 and assorted cutouts for \$1.99/\$2.99 tape. At **Thrifty Drug And Discount** stores, assorted cutout and budget releases for 99¢-\$2.99/\$3.99 tape. At **Woolworth** stores, assorted cutouts for \$1.99 per LP or tape. At **J.C. Penney** (20), assorted cutout and budget releases for from 97¢-\$2.97 each.

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Bowie/Airplane/Classics In RCA January Release

NEW YORK — "Low" by David Bowie, "Waylon Live" by Waylon Jennings and "Jefferson Airplane: Flight Log 1966-1976" highlight RCA Records' January releases.

Other RCA releases scheduled for January include "The Full Life" with Jack Jones, "Bing Crosby — A Legendary Performer," "Me and McDill" by Bobby Bare, "Guy Lombardo — A Legendary Performer," "Great Moments at the Grand Ole Opry" with various artists, "Glenn Miller, Vol. 2 — A Legendary Performer," "Music Maximus" by The Main Ingredient and "Night After Night," the debut album by Bill Quateman.

In addition, RCA has announced seven January releases on its Red Seal classical label, five releases on its Pablo jazz label and three debut albums by artists on affiliated labels.

MCA/Roller Release Two January Albums

LOS ANGELES — Debut albums by Kaylan and Man's Theory will be released by MCA Records in January. These are the first two LPs produced for MCA by Roller Productions, a company headed by Bob Schwaid and Reggie Lavong.

FRONT COVER



Casablanca Records has quite a find in Parliament, a hot funk/jazz/rock touring act that gave the young label its first certified million-unit seller. Currently #60 on the **Cash Box** Top 100 Albums Chart, the latest LP "The Clones of Dr. Funkenstein," is an eclectic, electric collection of musical innovations.

The mastermind behind the project is George Clinton, 34, who writes, produces and sings with the group, which started in Newark, New Jersey back in 1955. The group went from label to label, sometimes known as The Parliaments, until they signed with Casablanca in 1974. Along the way, Clinton & Co. developed a crowd-pleasing brand of "street funk" that is much more than any simple categorization allows for. Parliament is a collection of musical influences, but emerges with its own persona.

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Beal Named Head Of N.Y. Times Co. Music Publishing

by Julian Shapiro

NEW YORK — In the wake of an unsuccessful attempt to sell the New York Times Music Corporation to The Lefrak Organization, the New York Times Company has named Ira F. Beal president and chief operating officer of its music publishing affiliate. He succeeds Murray Deutch, who announced his resignation in order to form his own music company.

Talks with Lefrak, at which the signing of an agreement was believed to be imminent, broke down a week ago. According to a source close to the negotiations, "everything between the two parties is completely dead, absolutely and totally." This fact was confirmed by Beal who indicated that the points of disagreement were exclusively money related.

RCA Was Interested

With this current setback at seriously trying to sell the music publishing company (RCA previously had negotiated for four months before talks were discontinued), it appears that the New York Times Company will retain its publishing division after all. Beal, for his part, at least, believes that will be the result. "They (New York Times Company) are going to keep it, run it and expand it and make it successful," he offered. This is an opinion Beal feels is shared with executives of the parent company. "Essentially, their state of mind is keeping the publishing company and running it," he continued.

Still, there are several offers being tendered that might alter such plans. Beal indicated that the parent company was reviewing two or three remaining alternatives. Several European companies are believed to be seriously considering the purchase of the publishing company. He indicated that one American firm which he described as "a major record company" was among those interested.

Off The Market

Though no deadlines have been set as to when a sale must be consummated, it is generally felt that if a commitment to purchase is not firmed in the next month, the Times Company will take the property off the market. At that point, Beal believes the Times would probably run the publishing company at least for a couple of

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Rack-Serviced Merchandiser Thrives On Skillful Service

by Ken Terry

NEW YORK — Between 40% and 50% of all records and tapes sold in the U.S. flow through the pipelines of rack jobbers to the mass merchandisers which they service. In order to detail how this operation works in a specific case, **Cash Box** took a look at one record department in the Mohr Value discount chain, which has 20 stores in the midwest and receives all its albums from J.L. Marsh, the nation's largest rack jobber.

According to a recent report in *Discount Store News*, the store in which this particular record department is located had gross profits of \$782,340 for the fiscal year from April 6, 1975 to April 3, 1976. During the same period, the store tallied sales per square foot of \$97, based on owned volume of \$2,759,800 in the 28,568 square feet of actual selling space.

The consumer electronics department, to which the record department belongs, occupies 939 square feet, or 5.6% of the store's total space. Although several departments had larger sales than did consumer electronics, only two, cameras/jewelry and sporting goods, boasted larger volume per square foot. Likewise, consumer electronics had a far smaller gross profit than several of the other departments; but when its gross profit dollars (gross profits less markdowns, freight and a 3% provision for inventory shrinkage) were divided by the square footage of selling space, the resultant profit productivity index (PPI) for consumer electronics was the third highest for any of the store's departments.

High Turnover Rate

As shown by the accompanying chart, the consumer electronics department's in-

ventory consists of personal care appliances, audio and electronic accessories, pre-recorded and blank tapes, records and record holders and accessories. Paced by personal care items, which had a PPI of \$91, consumer electronics boasted an overall PPI of \$39, well above the storewide average of \$27. Records, which occupy the second largest amount of footage of any category in the department, placed a strong third with a PPI of \$50.

One of the keys to the record section's excellent performance was its annual turnover rate of 3.2, which was considerably better than the rate for the department as a whole. That high turnover rate can be partially attributed to rack jobbers' computerized tracking and replacement system. Other jobbers have similar inventory control systems.

When J.L. Marsh takes on a new account, its field representatives in that particular market determine the nature of the consumer who shops at the account's stores. Armed with these demographic statistics, they decide what types and quantities of records will sell best there.

Computer Tickets

This data is then fed into Marsh's computer, which programs the account's initial inventory. If two percent of an account's records should be classical, based on the market survey, for instance, the bestselling two percent of current classical releases are delivered to that account.

On each album which Marsh ships to one of its accounts, there is a computer ticket with four different types of coding on it. One of these codes determines whether or not the album is to be automatically replaced.

(continued on page 28)

Chrysalis Posts \$3.3 Mil. Gross Sales For 1st Quarter As Independent Label

NEW YORK — Chrysalis Records has reported gross sales of \$3.3 million for the three months ending Nov. 30, Chrysalis' first quarter as an independent record company. Terry Ellis, president of the company, attributed the bulk of this early success to sales of albums by Robin Trower, Rory Gallagher and Steeleye Span and to singles by David Dundas and Trower.

In four months, Chrysalis has released six albums and four singles, including

"Long Misty Days" by Trower, which earned the label its first certified gold record as an independently distributed company.

Ellis, in commenting on the first quarter results, noted, "It is possible to run a successful record company with the restricted artist roster and selective release policy that have always been the cornerstone of Chrysalis' philosophy."

In the early part of 1977 the company is expected to release albums by Jethro Tull, Leo Kottke and Frankie Miller.



ROXY HOSTS BUFFETT — ABC recording artist Jimmy Buffett and his Coral Reefer Band recently played four sell-out shows at L.A.'s Roxy. The engagement was Buffett's first since re-signing with ABC in November. Label brass turned out in force to congratulate Jimmy after the rousing first set. Pictured (l to r) are Herb Belkin, vice-president, creative services and marketing, ABC Records; Don Light, Buffett's personal manager; Jerry Rubinstein, chairman of the board, ABC Records; Buffett; Charlie Minor, vice-president, pop promotion, ABC Records; Otis Smith, vice-president, ABC Records; and Roy Halee, vice-president, A&R-creative, ABC Records.

Isaac Hayes And His Wife File For Chapter Eleven

by Paul Vancil

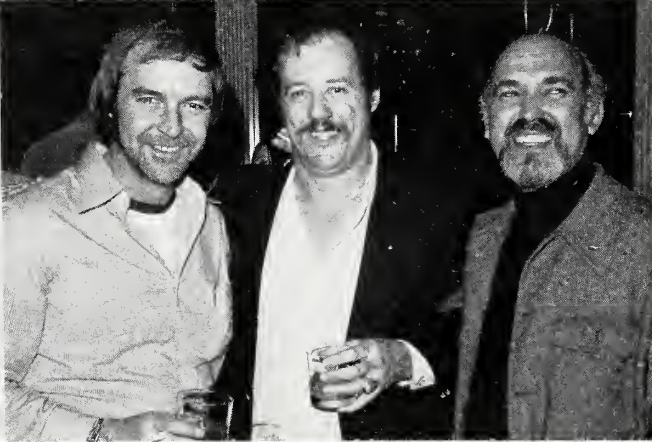
MEMPHIS — Soul singer Isaac Hayes and his wife have filed identical personal bankruptcy petitions in federal court which spell the end to Hayes' Memphis-based recording ventures.

An initial accounting of 323 debts showed that the Grammy- and Emmy-award-winning singer and composer owes more than \$3 million. His Los Angeles attorney said the final total, due in several days, would approach \$6 million.

The lawyer, Gary Plotkin, said Hayes has given up business ventures in Memphis which included the firms Hot Buttered Soul Ltd., Hot Buttered Soul Inc., Hot Buttered Soul Recording Co., Inc., Capricorn Management Inc. and Incentive Productions.

Although the recording companies had a small stable of artists, Hayes was their chief asset. He released several successful singles and albums, including "Chocolate

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photos Richard Aron

HELLO, GOODBYE — Friends of westward-bound **Cash Box** research staffers Larry Carlat, Howard Lowell, Steve Ostrow and Bob Speisman got together to wish the departing members the best of luck in the new year. The evening of food, drink and fun was held at Cavalero's in Manhattan on Monday, December 20. Those caught in the act at the festivities included (top row, l to r): Robert Edson, vice president of east coast operations for RSO Records; Don Jenner, national director of

promotion for C.A.M.; Howard Lowell, Perry Cooper, associate director of national album promotion for Arista Records; Larry Carlat, Steve Ostrow; Robin Ostrow, his sister, Bob Speisman, in the foreground; and standing, Phil DiMauro and Larry Carlat of **Cash Box** and Julian Shapiro, east coast editor of **Cash Box**; (middle row) Marjee Meyer, secondary promotion for Midland International Records and organizer of the affair. Kathy Schenker, east coast press and public rela-

tions manager of Capitol Records with DiMauro; Herb Corsack, vice president of Island Records with Ostrow. (Bottom row): Sylvia Rhone, r&b promotion coordinator for Buddah Records; Lowell, and Tom Cossie, vice president of national promotion for Buddah Records; Edson; Bob Sherwood, national promotion director of Columbia Records; and Marty Ostrow, executive vice president of **Cash Box**. Messrs. Carlat, Lowell, Ostrow (Jr.) and Speisman will be in Hollywood January 10.

Pirate Sentences And Seizures In North Carolina

GREENSBORO, N.C. — Two men who pleaded guilty to making and selling infringing copies of copyrighted sound recordings were fined and placed on five years' probation in a federal district court. Frederick Tolin, identified as the principal of three pirate manufacturers, was fined \$3,500 in addition to probation, and William Franklin Harris, who conducted a tape-winding operation, was fined \$2,500 and sentenced to five years' probation. Officials who raided their operation seized more than 6,000 infringing tapes, in addition to a cache of raw material used in tape production, and said the production capability was more than 30,000 tapes per week.

In Asheville, North Carolina, simultaneous raids by the FBI and local law enforcement officials uncovered between 50,000 and 70,000 counterfeit 8-track tapes. No arrests were made, but authorities expected evidence to be submitted shortly to a federal grand jury.

Retail Chains Show November Sales Rise

NEW YORK — Nationwide chain store sales for November were up 12 percent over sales during the previous November. For the 11 months which ended November 27, the chains' combined volume increased 11.9 percent over the prior-year period.

S. S. Kresge Company, which owns and operates more than 1,000 K-mart stores, had an increase of 27.1 percent over its sales last November. Among the five largest retail chains, this was the biggest gain reported.

Sears Roebuck & Company, the nation's largest chain, posted a rise of 7.7 percent over last November, while J.C. Penney, the second-ranked chain in terms of volume, registered a gain of 5.8 percent. The F.W. Woolworth Company, fourth in order of size, had an increase of 10.7 percent, and sales at Montgomery Ward, the fifth largest chain, rose 5.7 percent above the year-ago month.

ZZ Top's 'Tejas' LP Is Released

NEW YORK — "Tejas," ZZ Top's fifth album for London Records, was officially released on Jan. 3. In excess of 500,000 units have been initially shipped, thus qualifying the album for gold record status. The release follows five months of national touring for the group.

"Tejas" will mark the third certified gold album for ZZ Top. Their most recent album prior to "Tejas" ("Fandango") was released in April of 1975 and was certified gold the following June. Their third album, released in June, 1973, was "Tres Hombres," certified gold in May, 1974. Both of these albums subsequently earned platinum record awards from London Records, indicating that each sold more than one million copies.

ZZ Top's first two albums are "First Album," released in January 1971, and "Rio Grande Mud," released in July 1972.

"Fandango" debuted on the **Cash Box** Top 100 Albums chart at #86 with a bullet on May 17, 1975. It peaked at #8 on Sept. 20, 1975 and exited the chart on April 3, 1976. However, "Fandango" reappeared on the **Cash Box** chart on Nov. 27, 1976, exiting on Dec. 11, 1976 for a total chart life to date of 51 weeks.

'Live Bullet' Goes Gold

LOS ANGELES — The "Live Bullet" album by Bob Seger on Capitol Records, certified gold by the RIAA, is a first for Seger.

RCA Will Begin Dolby-ing Cass. With Jan. Albums

NEW YORK — RCA Records will begin using the Dolby B Noise Reduction System in creating all pre-recorded cassettes starting with its January releases, according to Larry Schnapf, director of RCA recording operations.

The Dolby system electronically reduces tape hiss during recording and, according to Schnapf, "will give our cassette product the finest sound available."

RCA has scheduled an initial release of 31 cassette albums in January. David Bowie, The Main Ingredient, Bing Crosby, Glenn Miller, Dizzy Gillespie and Duke Ellington are among the pop and jazz artists to be included in the first releases.

Classical releases include recordings of Verdi, Bach, Beethoven, Brahms, Mahler, Eugene Ormandy, and Arthur Fiedler's Boston Pops Orchestra.

First Place In ABC Music Game Is Awarded To Their Burbank Branch

LOS ANGELES — ABC Records last week awarded its Burbank branch office first place in the ABC Music Game. The award and other winners were announced at the ABC Entertainment Center, Century City, Calif.

The game was part of the company's fall marketing and merchandising program which encouraged each of ABC's nine branches to compete with each other.

Points were awarded a branch, or team, based on the effectiveness of its merchandising, promotion, in-store airplay achieved and contribution to ABC label identification.

Don England, vice-president of sales for ABC, called the game "one of the most successful programs that the company has ever put on, in that we were able to incorporate so many facets of the company — advertising, merchandising, sales and promotion."

ABC displayed a four-foot-square gameboard in each branch with weekly standings of the teams. Burbank branch manager Art Miller won a trip to Honolulu in connection with the success of his branch.

Second and third place awards were given to the New Jersey and San Francisco teams, respectively. First place in the promotional division was presented to the Philadelphia branch.

'Cherry' Is Platinum

NEW YORK — "Wild Cherry," the debut album by the group of the same name on Sweet City/Epic Records, has been certified platinum by the RIAA.

Bee Gees Earn Platinum

LOS ANGELES — "Children of the World," the Bee Gees latest album for RSO Records, has been certified platinum by the RIAA.

How's This For Openers?



Pop Singles
"You Don't Have To Be A Star" ABC-12208
Marilyn McCoo & Billy Davis, Jr.

CB	BB	RW
1	★	2

abc Records



Country Singles
"Broken Down In Tiny Pieces"
 DOA-17659
Billy "Crash" Craddock

CB	BB	RW
①	1	1

abc Dot Records

At the top of the year,
 we're at the top of the charts.
 Pop and Country.

Retailers' Xmas Up In '76

(continued from page 7)

bought more this year," Cohen said. "I can't put my finger on any definite trend. However, I do know the high priced packages like Wings and Stevie Wonder did well. Also our Sunday sales, at the stores which were open, turned out very well."

Jim Grimes, vice president of National Record Mart, a 50-store chain, estimated his Christmas sales were running about 10% over last year's. "The key to the increase," Grimes said, "was the good product, like Frampton, Fleetwood Mac and Wonder, which were able to last for a hell of a long time. Also, the 'greatest hits' packages did good business for us this year."

Ben Karol, a principal of King Karol in New York, asserted that the Christmas season was "beyond our fondest expectations." Preliminary figures indicated King Karol's Christmas season sales were up 50% from last year. Karol cited lower shelf prices, increased volume in classical sales and "the best year on Christmas records in the last five years" as contributing to the holiday sales increase. He also indicated that the newest releases by the Eagles and Wings sold particularly well during the holiday rush. King Karol stores were open Sunday, and business was "very good" according to the co-owner.

Business Was 'Fantastic'

Licorice Pizza's holiday business "was fantastic," according to John Bosshard, Los Angeles area manager for the chain. "This December was well above last year," he said. Licorice Pizza stores opened the day after Christmas and Bosshard reported "an excellent Sunday. We did about twice our normal Sunday business." Local store operators said the fastest selling albums during Christmas have been Wings, Electric Light Orchestra, Jackson Browne, the Eagles, Joni Mitchell and Stevie Wonder.

At Siebert's in Little Rock, Arkansas, operators of the Madcats chain, Jerry Bobeck, assistant buyer observed that "Christmas sales were extremely good. They were way up from last year, but that was one of the weaker periods, due to economic problems at large." Bobeck estimated that business for Siebert's for the 1976 season was up "close to 50%" over 1975. "We certainly showed an improvement overall," he added, "with the catalog doing well. The top 10 LPs were great. They were 50% to 75% over normal in sales."

Odyssey Up 34%

Odyssey Records, a fifteen store chain based in Santa Cruz, California, increased Christmas sales by 34% over last year's figure, according to business manager Paul Pennington. "That's not including sales from the six stores that started this year," Pennington revealed. Pennington disclosed another interesting figure: "Sales for the month of December, this year, were up 90% over the month before." Heavy sellers in the Odyssey chain included the newest LPs from Linda Ronstadt, Eagles, and Stevie Wonder.

Recordland: 10% to 15% Up

The 22 Recordland stores did "very well" throughout the Christmas holiday, with a "10% to 15% rise over last Christmas in the stores that were open then," according to Terry Cooper, general manager of the chain. "Our biggest three were Wings, Frampton and Stevie Wonder, followed by Boston, Chicago and Elton John's two-record set. Olivia Newton-John's catalog sold well also."

S.S. Kresge Co., parent corporation of K-Mart stores, registered increased record sales during the Christmas season, but released no specific dollar or percentage figures. Ann Wolff, national publicity director for the Troy, Michigan-based company, said all 1,095 U.S. K-Mart stores have record departments. "Generally, record sales were up, but we don't give out any

sales figures," she added.

Dayton-Hudson Up

Christmas sales were up at all nine record departments of the Dayton-Hudson Corporation, based in Minneapolis. Dieter Pape, record buyer for the chain, said Christmas sales were "very excellent." Although exact figures will not be in until January, Pape estimated that sales were up 12 to 14% over last year after inflation factors were taken into account. All of the top 20 were prime movers for the chain, with no particular artists leading the pack. Pape said that of the stores that were open the Sunday after Christmas, all reported a 12% to 15% increase over usual Sunday sales.

"We have no information yet through Christmas, but from what we see it looks very good." This was the word from Dan Fapp, national spokesman for Sears, Roebuck & Co., on the chain's holiday record sales. "It seems to be a super Christmas, but we don't have enough information yet to justify that estimation." A survey of Southern California-area Sears stores revealed Stevie Wonder, Elton John, Peter Frampton and the Eagles to be Sears fastest-selling recording artists.

William Endicter, Montgomery Ward's district merchandiser in the Los Angeles area said the chain did "excellent business" in its record departments during Christmas. He also said 1976 Christmas sales were "considerably up — 25% to 26% — over last year." He added that "only one small store" had been added since 1975. Wards stores were open the day after Christmas and Endicter said record sales "were much stronger than even the night before Christmas." Los Angeles-area stores ranked Stevie Wonder, Elton John, Fleetwood Mac, Wings and Chicago as the top album sellers during the holidays.

Dave Rothfield, vice-president and division merchandise manager for Korvettes, was unavailable for comment due to his vacation. Other officials furnished no analysis.

F.W. Woolworth and Co. had "a good season" for record sales, according to a spokesperson for John Bosch, the chain's merchandising manager who handles 11 western states and part of Texas. "The sales haven't all come in, so we don't really know what they have been. We can't give out that kind of information anyway." Los Angeles-area stores surveyed carried only specialty or \$1.99 close-out albums rather than the top 100.

Lee Hartstone, president of the Wherehouse Records chain, was unavailable for comment. However, a survey of several southern California Wherehouse record store managers and employees show them almost unanimous in their opinion of the chain's increase in holiday record sales. Typical comments about Christmas 1976 at the Wherehouse ranged from "Generally we were up from last year" to "It's by far the best Christmas we've ever had." One person said the Wherehouse in particular and retail stores in general experienced a 250% jump in retail sales during Christmas. Most store managers reported a better-than-average business the day after Christmas as well. Stevie Wonder, Elton John, Wings and the Eagles headed the Wherehouse's list of holiday top sellers.

Eastern Accounts

John Surico, record buyer for Alexander's, in New York, said the Christmas season was "very good, with sales up by 15%. I attribute it to crazy prices. Some were extremely low, and others, like Wonder and Wings, were highpriced packages which sold fantastic. The Frampton album remained consistently high for us, and the soundtrack to "Car Wash" kept up its sales. Our Sundays were uneven, some very good, and others nothing to write home

EXECUTIVES ON THE MOVE

CBS Chooses Mack — Richard Mack has been promoted to vice president of national promotion for special markets for CBS Records. Previously, Mack was director of national promotion for special markets for CBS Records.

Cohen Named At UA — Larry Cohen has been appointed to the position of vice president of merchandising, United Artists Records and will headquarter at the firm's Los Angeles office. Prior to joining UA, he was national sales and promotion director for Jamie/Guyden Distributing Corp.

Levy Joins Binder — Allen Levy has been named to the post of director of communications for Steve Binder Productions/The Management Company. In addition, he will be concerned with the creative direction of the companies.

Dixon Chosen At Capitol — John Dixon has been appointed as Capitol's director, international A&R. He has worked as Capitol's sales and promotion representative in Arizona since October, 1974 and will move to Southern California and work out of Capitol's Tower



Mack

Cohen

Levy

Dixon

headquarter offices.

RCA Appoints Stank — John R. Stank has been appointed manager of commercial distribution and inventory management for RCA Records, and will be located at RCA's Rockaway, N.J. distribution center. Stank formerly held the position of distribution manager.

Bloom Picks Barte — Helen Barte has been appointed press associate for the Howard Bloom Organization. Ms. Barte had been assistant director of information for the Acupuncture Information Center of New York.

Breen Leaves Phonodisc — Steve Breen, branch manager of Phonodisc in San Francisco, has resigned.

Changes At Electric Lady Studios — Leona Faber has been appointed as publicity director of Electric Lady Studios. She had recently been an account executive with Myrna Post Associates. Harriet Della Casa was named as studio manager and Arthur Rothman was named financial director.

Plumb To Barskin — Neely Plumb has joined The Barskin Agency as vice president in charge of the firm's music department. He will continue to handle record production activities under his Neely Plumb Productions in addition to functioning as an agent for composers.

Roszell Joins Capitol — Cathy Roszell just joined Capitol Records in Nashville as assistant head of publicity to Chuck Flood.

about."

"Our cash registers have been busy morning to night until Christmas," claimed Jeff Teitlebaum, buyer for Jimmy's Music World. "Good weather helped immensely, and our price structure has been supported well by the New York market. The high priced packages like Wonder and McCartney sold well, and the recent local appearance of the Bee Gees in New York helped us. We've been open Sundays, sometimes doing better than other days, sometimes worse, but the Sunday before Christmas was real good."

Martin Lerner, buyer for El-Roy, which owns the six-state Record World chain and racks 11 Times Square stores, described the Christmas season as "more than satisfactory, with a few percentage points increase over last year." Lerner said the holiday best sellers for the two chains were Stevie Wonder, which he termed "exceptional in strength," and the latest Wings album. Both chains were open on the Sunday following Christmas and Lerner stated sales on that day were "excellent, coming from jam-packed crowds in the stores."

Charlie Cavage, owner and president of 14 Cavage's in the Buffalo area, said that after a slow start into December the month has turned out to be "fabulous. We had some bad weather after Thanksgiving, but after that things really got going." Of the 14 retail stores, Cavage said 12 are strictly record outlets or are combined record and gift shops. He said sales have grown this year "30-33% with the stores we've added since last year. Without them, we're about 15% above last Christmas." Stevie Wonder, Peter Frampton, Wings, Elton John and the soundtrack to "A Star Is Born" headed Cavage's bestseller list.

Christmas sales were "way up" at the Record Theater, Buffalo, according to Lenny Silver, president of the 21-store

chain. "Without including the three new stores we opened this year," explained Silver, "we did 20% better than last season's sales." Sales were "astronomical" the Sunday after Christmas, and according to Silver, three times as many purchases were made than on an ordinary Sunday. "The great thing about this year," Silver continued, "is that people aren't buying just one album, but many." Biggest sellers for the chain were Stevie Wonder, Wings, David LaFlamme, Eagles, Frampton, Joni Mitchell, Engelbert Humperdinck and the soundtrack from "A Star Is Born."

Bill Berger, president and owner of Strawberry's, a three-store chain in Boston, said the chain's first Christmas season was "tremendous, better than we expected." He felt "good product, the greatest hits packages and a lot of money spent on advertising" were responsible for the profitable holiday season. "It was more of a catalog Christmas," Berger explained. "There was no one big album, except for Stevie Wonder in the beginning, which trailed off." Strawberry's was open the Sunday after Christmas and, according to Berger, "did a tremendous volume."

Coop: 1500 Wonder Week

Christmas sales at the Harvard Coop in Boston went "extremely well" according to Linda Stelling, buyer for the Coop. Stelling noted the fact that there were two more days before Christmas this year than last year escalated figures. "But at any rate, she added, "the last minute shopping was very heavy, and our last two days before Christmas were phenomenal. We sold 1500 Stevie Wonders during the last week, sold out of Joni Mitchell twice, and did well on the new Eagles and Wings."

Bill Blankenship, vice president of The Record, a four-store chain in Metropolitan Baltimore, indicated Christmas sales "were about the same as last year overall, but our

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Biegel, Jenner, Casablanca Pact?

(continued from page 7)

Jenner would not reveal any details of the negotiations. "We have to time this right as far as when we're all ready to say what we want to say," he commented, indicating that a formal announcement would probably be forthcoming by or around January 10. Neither Biegel nor Bogart was available for comment.

10 Year Association

With Biegel's departure from Private Stock, he ends a 10 year professional association with Larry Uttal, the label's president. Biegel began that association as executive vice president of Bell Records, of which Uttal was president, and continued in the same capacity at Private Stock since the label's inception in 1974.



MELISSA IN MIAMI — Melissa Manchester has been touring across the country to promote her new album "Help Is On The Way." While in Miami, Melissa stopped by the studios of WHYI (Y-100). Pictured from left are: Quincy McCoy, music director of WHYI; Melissa Manchester and Robert W. Walker, dj on WHYI.

AFTRA, Mutual Talks Extended

LOS ANGELES — At press time, **Cash Box** learned that negotiations between the American Federation of Television and Radio Artists (AFTRA) and the Mutual Broadcasting System over a new contract had been extended until January 3, 1977. The contract talks, which had been going on between Mutual and the broadcasters' union on a day-to-day basis, had resolved in no new agreement last week (**CB** Jan. 1). It appeared then that AFTRA members would strike Mutual facilities on January 1, traditionally one of the network's biggest sports' days of the year.

'Day-To-Day Basis'

AFTRA spokesmen indicated that the contract talks would resume on a "day-to-day basis" beginning January 3, 1977, and noted that there has "obviously been significant progress in the talks." AFTRA national executive secretary Sanford I. (Bud) Wolff was to fly to Washington on January 4 to meet with Mutual representatives and AFTRA Washington/Baltimore executive secretary Evelyn Freyman, the union spokesman said. Ms Freyman had been spearheading AFTRA's negotiations with Mutual over a new contract.

Due to the effect of the holiday season on radio station playlists and the difficulty encountered in attempting to obtain sufficient information from retailers and one stops, "The Singles Bullets" will not appear this week.

'Hit' Albums Dominate Marketplace During Week Before Christmas

by Steve Ostrow

NEW YORK — Each Christmas season, consumers seem to purchase fewer titles in greater percentages relative to the total number of currently available releases than at any other time during the year. **Cash Box** surveyed 72 retail, one stop and rack jobber accounts during the week ending Wednesday, December 29, and once again this skewed sales pattern predominated.

During that week, the 72 monitored accounts reported a total of 2000 individual album mentions. A total of 1284 of these mentions, or 64.2%, identified albums that appeared in the top 30 of the **Cash Box** Top

200 Albums chart on January 8. In addition, 210 mentions, or 10.5% of the total reflected albums in the 31-100 range on the chart that are bulleting, indicating that their respective rates of sales are still accelerating. The total of those two categories, 74.7%, signifies that nearly three of every four albums bought in those key retail and wholesale accounts were from a select group of 44 albums.

Of the remaining totals, 361 mentions, or 18.0%, resulted from albums in the 31-100 range that are not bulleting and 145 mentions, or 7.3%, went to albums that appeared between 101-200.

Freddie King Dead At 42 In Dallas

DALLAS — Bluesman Freddie King died on Tuesday (28) in Dallas Presbyterian Hospital at the age of 42.

King became sick after a Christmas night gig, went to the hospital, and was placed in intensive care. Death was caused by a blood clot in his leg, internal bleeding, and a collapsed lung, which were the result of ulcers the Texas singer had suffered for a number of years.

Little Angel Formed

LOS ANGELES — Little Angel Records, a new independent label, has been started by Bob Holladay, who will also serve as president. The address is 1844 Westholme Ave., Los Angeles, CA, 90025. The phone number is (213) 475-5328.

Crescendo Moves

LOS ANGELES — GNP Crescendo Records has moved to 8560 Sunset Blvd., suite 603, Los Angeles, CA, 90069. The phone number is (213) 659-7433.

Ampex Gives Golden Reel To Eagles

LOS ANGELES — The Eagles have been presented with the Ampex Golden Reel Award for their platinum LP on Elektra/Asylum, "One Of These Nights." The award is presented to artists who have earned a gold or platinum record that was mastered on Ampex tape.

In addition, the Ampex Corporation has donated \$1,000 in the name of the Eagles to the Eagle Valley Environmentalist Incorporated Fund for the preservation of the American Bald Eagle.

It's been a helluva year!

During 1976, IRDA's second year in business, we had 23 singles and 3 albums on the national charts . . . opened offices in Hollywood and London . . . increased our full-time office staff from six to sixteen . . . enlarged the office space in our Nashville headquarters from 800 square feet to 2500 square feet . . . tripled our sales volume . . .

and 1977 will be even more exciting!

We at IRDA extend our very best wishes to the entire music industry for a very happy and prosperous New Year!

HANK LEVINE
President

MIKE SHEPHERD
Executive Vice-President

MARSHA GEPNER
V.P. Administration & Public Relations

ARNIE THIES
National Sales Manager

BOB SHAW
Accountant

BOB HOLZMER, CPA
Comptroller

BEN PATTERSON
National Country Promotion Director

GLENN CROOK
National Pop Promotion Director

KEITH STEWART
Promotion / Inventory Control

JOANNE RAMSEY
Bookkeeper

ALFRED W. SCHLESINGER
Legal Counsel, West Coast

SHELIA RION
Assistant Bookkeeper

DEBI BARKER
Reception / Product Flow

BILL ARNOLD
Shipping

DAVE MCGOUGH
Shipping

WILLIAM F. CARPENTER
Legal Counsel, Nashville

DAVE ALLEN
Manager, West Coast Operations

MINDY MACHAT
Administrative Asst., West Coast

JAN OLOFSSON
Manager, European Operations, London

SALLY ADAMS
Administrative Asst., London



International Record Distributing Associates

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267-1482 / 267-6352

picks of the week

BARRY DeVORZON and PERRY BOTKIN, JR. (A&M 1890)

Bless The Beasts And Children (2:12) (Screen Gems-Columbia — BMI) (DeVorzon, Botkin, Jr.)

Following up on the success of "Nadia's Theme," here is yet another melodic production, introduced with gentle piano chords, then building dramatically in a short span of time to full orchestration. Top 40 radio has opened its doors to a great deal of easy listening fare of late, and this team achieved one of last year's most successful crossovers.

DAVE MASON (Columbia 10469)

All Along The Watchtower (3:37) (Dwark — ASCAP) (Dylan)

From Mason's "Certified Live" LP, here is the Dylan song that was transformed into a hard-rocker by Jimi Hendrix and it has been one of Mason's recurrent favorites on the road over the past few years. People who don't already know, will find that Mason has one of the best touring bands around, and that there are few rock guitarists that match his precision and style. For AM and FM stations.

FOUR TOPS (ABC 12236)

Feel Free (3:59) (ABC-Dunhill/Rall — BMI) (Payton, Bridges, McNeil)

Larry Payton is the solo vocalist on this solid R&B record, his own production of a song he co-wrote. From the LP "Catfish," this record centers on the lyric and the voice rather than instrumental flourishes. For R&B playlists.

GIL SCOTT-HERON and BRIAN JACKSON (Arista 0225)

The Bottle (3:55) (Brouhaha — ASCAP) (Scott-Heron)

This Heron composition was exploited by others, and here it appears in live form the "It's Your World" LP. A proven song with a message, as well as an unforgettable rhythm and melody, nimbly decorated by Jackson on the flute. Fits into many R&B, pop and album-oriented formats.

MICHAEL MURPHEY (Epic 50319)

Cherokee Fiddle (3:28) (Mystery — BMI) (Murphey)

Murphey treads near the center of the country mainstream with this traditional sounding melody, and here it appears in live form the "It's Your World" LP. A proven song with a message, as well as an unforgettable rhythm and melody, nimbly decorated by Jackson on the flute. Fits into many R&B, pop and album-oriented formats.

LAVERNE & SHIRLEY (Atlantic 3383)

Da Do Ron Ron (2:18) (Trio Mother Bertha — BMI) (Spector, Greenwich, Barry)

The second single from the debut album by Penny Marshall and Cindy Williams, stars of television's highly rated sitcom, is a remake of the Crystals' hit from back in 1963. The arrangement remains faithful to the original, complete with a central tenor sax solo, and this single is generally more musical than its zany predecessor. For pop and easy listening stations.

WEBSTER LEWIS (Epic 50321)

Love Is The Way (2:59) (Webb/Golden Fleece/Soulful — BMI) (Lewis, Gray, Conway)

The full artist listing here includes "The Post Pop Space-Rock Be-Bop Gospel Tabernacle Orchestra and Chorus" but the main character is Lewis, a behind-the-scenes jazz and soul keyboardist who's been known to insiders only up to now. He's quite a vocalist as well, and this single should net him some long-deserved recognition.

JENNIFER WARNES (Arista 0223)

Right Time Of The Night (2:53) (American Broadcasting — ASCAP) (McCann)

A tearful pedal steel adds a country influence to this song, sung by Ms. Warnes, a powerful vocalist who is most easily compared to Lind Ronstadt. Conciseness of statement, some clever rhythmic twists and a key change make this a new record that could turn the ears of pop programmers.

MILTON WRIGHT (Alston 3727) (Dist: TK)

Ooh Ooh I Like It (3:30) (Sherlyn — BMI) (Wright)

A danceable record that has a great deal more to offer than the title might indicate. There is a full verse/chorus vocal track, and some hooks that call to mind Stevie Wonder and even parts of the Beatles "Eight Days A Week." Initially aimed at the R&B airplay route.



WILD CHERRY (Epic/Sweet City 50306)

Baby Don't You Know (3:15) (Bema — ASCAP) (Parissi)

Following the third certified platinum single ever, Wild Cherry is back with a totally new 45 that is faithful to "Play That Funky Music" in instrumental makeup, rhythmic qualities, and lyrical thrust. Carried by Bob Parissi's Sly Stone-influenced nasal twang and joyous chorus, the message should travel to the pop and R&B charts in short order.



THIN LIZZY (Mercury 73882)

Johnny The Fox Meets Jimmy The Weed (3:26) (RSO/Chappell — ASCAP) (Lynott, Goharn, Downey)

The boys are back in town with a new single from their "Johnny The Fox" album, a tune centered around a recurring guitar figure with Phil Lynott vocalizing in a loose rapping style. Though this record gives out its hard rock charges in small doses, John Alcock's production still gives Lizzy's music its best presentation. For varied AM & FM formats.



OHIO PLAYERS (Mercury 73881) (3:15)

Feel The Beat (Everybody Disco) (Play One/Unichappell — BMI)

(Williams, Satchell, Bonner, Jones, Middlebrooks, Pierce, Beck)

Some catchy horn lines highlight this up-tempo disco record, which does exhibit some melodic qualities behind its relentless beat. The best portions come near the end, as the arrangements loosen up, and each of the players gets in his licks on his instrument. Following a track record of heavy disco play and major R&B radio success.

ROGER WILLIAMS (MCA 40669)

Main Theme From "King Kong" (2:47) (Ensign — BMI) (Barry)

"Mr Piano" once again teams up with John Barry (they collaborated on "Born Free"), for a creative rearrangement of this main theme from the remade film. The record begins with pretty piano tinklings, and builds into beastliness with brass, drums and a recurring chant, "Kong . . ." A memorable theme from what will be one of the year's biggest box office attractions.

LOVE UNLIMITED ORCHESTRA (20th Century 2325)

Theme From King Kong (3:20) (Ensign — BMI) (Barry)

John Barry, one of the most successful composers of film scores ever ("Goldfinger" etc.) is teamed up with one of the originators of the gargantuan disco production, Barry White, and the result is a toe-tapping interpretation of the theme from DeLaurentis' current remake of "King Kong." There are several larger than life touches here, including thunderous timpani at the intro and an incisive hi-hat sound.

JIMMY CASTOR BUNCH (Atlantic 3375)

Space Age (3:21) (Jimpire — BMI) (Henderson, Jr.)

Taken from Castor's "E-Man Groovin'" LP, this funky tune advises against the dangers of living in the space age: "Don't be a robot, you'll lose your soul." A hook-filled record that uses synthesizers for the futuristic ambience, it should attract the attention of R&B programmers.

MAYNARD FERGUSON (Columbia 10468)

Gonna Fly Now (Theme From "Rocky") (3:50) (United Artists — ASCAP/Unart — BMI) (Conti, Conners, Robbins)

Titled differently from the "love theme" from "Rocky," the melody is very similar in this instrumental version. The brass sound here comes across with incredible power, and Ferguson's high notes are among the most amazing played by commercial trumpeters today. For varied formats with a taste for jazz.

FERRANTE & TEICHER (UA XW915)

You Take My Heart Away (2:59) (United Artists — ASCAP/Unart — BMI) (Conti, Conners, Robbins)

This new single from the prolific keyboard duo contains the love theme from the motion picture "Rocky" on one side, with the official theme, "Gonna Fly Now," on the other. Both songs have similar melodic motifs, but this side seems to have the punchiest arrangement, with growling tubas aggressively holding up the bottom.

RANDY RICHARDS (Little Angel 001)

There's Always A Good-Bye (3:35) (Blackwood — BMI) (Richards)

Here is a new artist on a new label, with a ballad in the pop mainstream, much in the style of several of today's popular singer/songwriters. His voice has a vulnerable quality with falsetto reaches that remind one of Nilsson at times. For various AM and FM formats.

BUNNY DAVIS (Philomega 803)

Six Million Dollar Lover (2:58) (Melomega/Chappell — ASCAP) (Fioravanti, Shrier)

Although this is a tasteful, uncluttered R&B production, this record's primary commercial attractiveness is probably found in the lyrics. The young lady's "six million dollar lover" is better than any TV superman in her book. Ms. Davis delivers the pure, sweet sound of her voice without unnecessary histrionics.

FAT LARRY'S BAND (WMOT 4001) (Dist: Atlantic)

Center City (3:34) (Muscle-Tuff/Bout Time — BMI) (Montana, James, Walker, Hall)

The first single from the debut album by Blue Magic's backing group of instrumentalists, this record is introduced by a live-recorded traffic jam. The lyric follows suit, and the production and instrumentation are incisive throughout, especially one huge-sounding fuzz bass solo. For disco and R&B radio programming.

McKINLEY MITCHELL (Chimneyville 10213) (Dist: TK)

Trouble Blues (3:30) (Malaco — BMI) (Mitchell)

A classic blues sung in city style by Mitchell, whose light, airy vocal timbre suits this arrangement's eerie quality. The verse-guitar lick tradeoffs are subtly mixed, and a string synthesizer clouds the entire song with a wash of sound. Though straight blues is not at its commercial peak these days, it is encouraging to see this type of single release.

SHOWADDYWADDY (Arista 0221)

Under The Moon Of Love (3:15) (Bri-Deb — BMI) (Boyce, Lee)

A zany record that combines the sounds of vintage rock 'n' roll with some distinctive production effects, including explosive drum accents and a remarkably bright sound. The lead and harmony vocals really stand out in this number one charting U.K. record.

BILLY JACKSON & THE CITIZEN'S BAND (RCA 10820)

Mister Sandman (3:43) (E.H. Morris — ASCAP) (Ballard)

Unlike many of the "disco remakes" of classic songs, this arrangement takes "Mister Sandman" in an easygoing tempo, using all the lyric verses rather than short catch phrases. Electronic effects and a megaphoned voice in the background provide some comic relief. Danceable but not for the sake of dance alone.

ULTRAFUNK (Contempo 7002) (Dist: TK)

Gotham City Boogie (3:30) (Geronimo/Sherlyn — BMI) (Dinsdale, Shury)

One of those unforgettable bass lines kicks off this tune, which is — you guessed it — a disco-funk interpretation of the theme from "Batman." A solid, clean production that departs from the original enough to stand on its own.

LOW NUMBERS (Big Seven Inch 001)

Shok Treatment (2:32) (Kinko — BMI) (Leviton, Bronson)

Punk rock humor from Los Angeles, although some New Yorkers are involved. The lead vocal is styled after Lou Ree's deadpan at first after which the singer loses his mind progressively with each verse. Teenage nervous breakdown, take seven.

Retailers From Around The Country Comment On Xmas

(continued from page 12)

mall stores did better. We didn't have a real blockbuster in terms of product, although EWF, Brick and Stevie Wonder had consistent sales. One thing that hurt was the downtown Baltimore mall plan, which backfired because people didn't come in."

No Blues in Baltimore

The Record and Tape Collector in Baltimore "didn't have a super Christmas, but we aren't singing the blues either," according to Wayne Steinberg, the store's buyer and manager. "Last year we had a fairly nice Christmas due to the fact that a lot of black releases were out. But this has been a very 'white' Christmas, because the product was really rock oriented. If we had the black product I think Christmas would have been wide open."

White Person's Christmas

"In terms of record product, it was a white person's Christmas," claimed Michael Richman, owner of the three-store Record Masters chain in Baltimore. "The rock product kept coming," Richman explained, "like the Wings and Eagles before Christmas. But as for primarily black-oriented artists, after the Stevie and EWF, you got nothing so big. We did better than last year, and sold a lot of Kiss for the kids, as well as Joni Mitchell and the new Wings."

Christmas-season sales at Waxie Maxie in Washington, D.C., were described as "flat — about the same as last year," by Max Silverman, president of Waxie Maxie. Silverman cited increased competition in the Washington area and lower advertised prices as two factors which had an impact on Waxie Maxie's sales. Silverman felt that after the Stevie Wonder release in November, "the black-oriented market was really hurting. But the rock releases kept up, and sales were good, especially the last two days before Christmas."

Very Good, But Off

Christmas record sales at Jerry's Records in Philadelphia were "very good, but off a little from last year," according to store manager Dennis Horn. He blamed the sales decline on competition. "There are four or five times as many stores within an eight-block radius as there were last year. We are also in the middle of a price war." Still, Horn said, business during Christmas week was "about four times better than normal." Opening the Monday after Christmas, the store continued to do good business, Horn reported. Earth, Wind & Fire, Labelle, Rod Stewart and Jackson Browne, "not to mention Stevie Wonder, of course," headed Horn's list of best-selling LP artists at Jerry's.

Jack Rose, president of Rose Records in Chicago, found it easy to sum up what kind of Christmas it was in his six-store chain. "It was the best Christmas we ever had," he observed, estimating the increase over last year's sales as "at least 15%." Big sellers for the chain were Stevie Wonder, Frampton and Wings, but Rose said that his classical catalog also did very well this year.

At the five-store 1812 Overture chain in Milwaukee "we don't consider Christmas over yet," according to chain vice president Roger Jacobi. "For us it ends Jan. 3 when the kids go back to school." He said the chain so far has had "a very good season, up about 30% from last year." The chain added one store since last Christmas, but Jacobi said the other stores are still a good measure above where they were last year. Carolee Feltz, buyer and chart compiler for the chain, listed Peter Frampton, Fleetwood Mac, Stevie Wonder, Boston and Firefall as the top LP artists in Milwaukee.

Same As Last Year

Christmas season sales for Record Revolution in Cleveland were "about the same as last year" according to Peter Schleiwen, Record Revolution's president. Schleiwen claimed the opening of five new

retail stores in Cleveland during the year hurt his Christmas business. However, he noted that Sunday sales were "quite good," and mentioned Graham Parker, Frampton, Boston and Blue Oyster Cult as Record Revolution's best sellers for the holiday season.

Andy Miller, head buyer for the Peaches store in Cleveland, indicated that Christmas season sales for the two-year-old store were "better than we expected." Miller noted "The old catalog things sold exceptionally well, and the new product like Wings, Eagles and Boston were very solid. Stevie Wonder kept right on selling, and the soundtrack to 'A Star Is Born' sold very well for us. Our Sunday-after-Christmas sales turned out to be quite successful, and that Sunday was one of our best days."

All six of the Swallen's department stores, based in Cincinnati, have record departments now, and, according to buyer Jerry Petite, it was a very healthy Christmas for the chain. Petite estimates that sales this season were up 15% over last year after allowances are made for the addition of one new store in the past year. Stevie Wonder, Frampton, Wings, James Taylor's Greatest Hits, Boz Scaggs, Chicago and Bob Seger were the biggest sellers, according to Petite.

Incredible

"Incredible — really super," was the way Christmas business at the Wax Museum in Minnesota was described by Jim Anderson, general manager of the five-store chain. "All the stores were up quite a bit. I'd say we were up 20% from last Christmas." Record sales the Sunday after Christmas "could have been better," Anderson said. "It was not your usual day after Christmas. But once the Vikings game was over things picked up." According to Anderson, "Wings Over America," Jackson Browne, Joni Mitchell, the Eagles and Stevie Wonder "were far and away the biggest sellers" during the holidays.

In Detroit, Amos Coachman, owner of Coachman's, termed his Christmas sales in Indiana, described Christmas sales as the way through. There was good movement on the racks, with the Stevie Wonder, and then Dazz, Car Wash and James Brown. The B.B. King Christmas album did very well this year, along with other Christmas albums. That old rule proved true again this year: good material makes good business."

Complete figures aren't in yet, but it is apparent already that this Christmas beat last year's by "leaps and bounds," according to sales manager Fred DeCoopman of Harmony House, Detroit. The chain now totals six stores, with the addition this year of two outlets. "With our two new stores," said DeCoopman, "we had a total 40% increase in sales over last season. But after allowances for the new acquisitions, we still had a 22% increase overall." According to DeCoopman, biggest sellers were Wings, ELO and Bob Seger. Stores were open Sunday after Christmas but a heavy snow made it only an "average" day, he observed.

Don Simpson, buyer for Father's and Sun's, owner of the five-store Karma chain in Indiana, described Christmas sales as "very, very good." He based that contention on three factors. "The product was good, our prices were more competitive, and people spent more money," he explained. "Kansas was a big hit here, and the new Eagles and Wings did well, along with the Frampton and Wonder, which held their own."

South/Southwest

The Peaches outlet in St. Louis had a "fantastic" Christmas rush, according to manager Mike Glazer. "It was twice as good as last Christmas," Glazer exclaimed. "We sold everything — in the three day period,

for example, we sold out six hundred copies of 'Wings Over America'. Other sellers were The Eagles, Linda Ronstadt, and Peter Frampton. We got 'em in, put 'em on the floor, and out they went." Peaches, St. Louis was closed the Sunday after Christmas, in accordance with state law.

Estimating Peaches' business as "up 25-30 percent over last Christmas," assistant manager Ben Daniel of the chain's Delwood, Missouri location said, "There were three things that can be attributed to the increase. More people knew our store's location this year, the economy was better and there were a lot of good records out this quarter." Daniel described Christmas eve as the best day his outlet had recorded. Best seller of the holiday season: "Wings Over America, by far," added Daniel.

Jim Burge, buyer for Poplar Tunes in Memphis, said Christmas business "was at least as good as last year. I'd say the season was successful largely because the manufacturers provided us with good product." In regard to Sunday business, he noted, "We have three locations, and our sales figures show that Sunday openings were helpful at only one of the stores."

Martin Gary, vice president of Gary's in Richmond, Va. described Christmas season sales as "very good." Gary elaborated "A lot of strong product and good advertising really made the difference for us this year. The product that sold very well for us were the new Stevie Wonder, Eagles and Wings."

Edward Tennick, buyer for Spec's, a five-store chain in Miami, described Christmas sales as "moderately better" than the previous season. "We hired more people this year," he explained, "but I just can't think of any other developments affecting sales. As for the product, the Salsoul Christmas album and the latest KC & The Sunshine Band album did well in this market, as well as the Eagles, Chicago and James Taylor."

Peaches in Atlanta had Christmas sales "substantially up over last year" according to night manager Marty Feldman. Feldman claimed sales were "healthy despite the competition." He reported that Stevie Wonder was the store's best seller, followed by Linda Ronstadt, Rod Stewart and Wings. Peaches opened an hour early during the Christmas season and closed an hour late.

Franklin Music in Atlanta had "a real good Christmas, going 10 to 15% up over last year," reported Vaughn Jones, record manager. "Wings, Stevie Wonder, Ronstadt and Boston topped our sales," she said. "Higher price packages did well, and I think people who were looking for bargains thought they got one." Sunday sales at Franklin were "very good throughout December, but weren't outrageous the Sunday after Christmas."

The Georgia-based retail operations owned by David Kaye, Emerald City Records, Inc. and S.G. Records, had Christmas sales called "fantastic" and "unbelievable" by Steve Libman, vice president of the three firms. Emerald City Records owns and operates the one Oz record store in Atlanta, while S.G. Records runs nine Music Scene record stores. "Music Scene's sales were up by about 80% from last year," Libman said. "Oz, being only two months old, there's nothing really to compare it with, but it did about 20% better than we expected." Michael Starr, general manager of Emerald City Records, commented "the two new releases — 'Wings Over America' and the Eagles new album — along with 'Songs In The Key Of Life' would have to be our top three sellers."

Phenomenal New Orleans

L.J. Caruso, merchandising manager for Tape City in New Orleans, said Christmas business at his store was phenomenal." Caruso, who is also a buyer for the five-store chain, said, "We had a very, very good year. We've had about a 25 percent in-

crease in record sales over last Christmas." The store was closed the day after Christmas, but opened the following Monday to a business which was "about the same as the day before Christmas," according to Caruso. He also said Stevie Wonder, Boston, and Earth, Wind & Fire were the three top album sellers during the holidays.

Although Christmas Eve business was about the same as last year's business on that day at Mushroom Records in New Orleans, store manager Tommy Morel reported that December sales were down about 12% to 15% from last year. Morel cited competition from other stores as the reason for the December drop, but noted that the \$11,000 Mushroom did on Christmas Eve was "very pleasing." The store was open the day after Christmas and did about \$1800 in sales, according to Morel, who added that the best selling LP of the season was Paul McCartney's "Wings Over America."

Long lines

Jerry Phillips, manager at Peaches in Dallas, reported business at his outlet "50% over a normal week. We had four registers running almost constantly, with lines of people waiting to buy. McCartney, Stevie Wonder, Jackson Browne, and the Eagles were the biggest sellers, and it was probably a toss-up between Wings and Eagles for the top spot." Post-Christmas trade on Sunday, added Phillips, "was a bit better than an average weekday."

Sound Warehouse's largest location in Dallas was not open for Christmas sales last year (the store opened in January, 1976) but assistant store manager Tracy Donihoo reported that this season's sales were "extremely good." According to Donihoo, there has been an increase of four Warehouse stores in the Dallas area over the last year, and he cited the increased number of outlets as a possible reason why, "some of our business was drawn away." Biggest sellers for Sound Warehouse were the James Taylor and Linda Ronstadt greatest hits packages.

Soundtown, a 17 outlet chain based in San Antonio, experienced a 20-25% rise in Christmas weekend sales over last year's figures, discounting the business done by the four new stores added this year. "I'll give you an example," said general manager Jim Muir. "Over the three day period we moved 1500-2000 pieces of 'Wings Over America' LPs by Boston, Stevie Wonder, and Linda Ronstadt were also heavy sellers."

Christmas sales at the Record Hole in San Antonio were described as "very good" by assistant manager Bruce Laidlaw. "We did between \$6,500 and \$7,000 per day for the last week before Christmas," he said. We do around \$2,000 to \$3,000 per day during a regular week." The store's business was down from "last year at this time (when) we had a couple of \$10,000 days." Laidlaw said the opening of a shopping mall containing two record stores was the major factor for his sales drop. After remaining closed the Sunday after Christmas, the store opened Monday to a \$3,000 business day, Laidlaw reported. The number one album seller at the Texas record store was "Stevie Wonder for sure. Boston

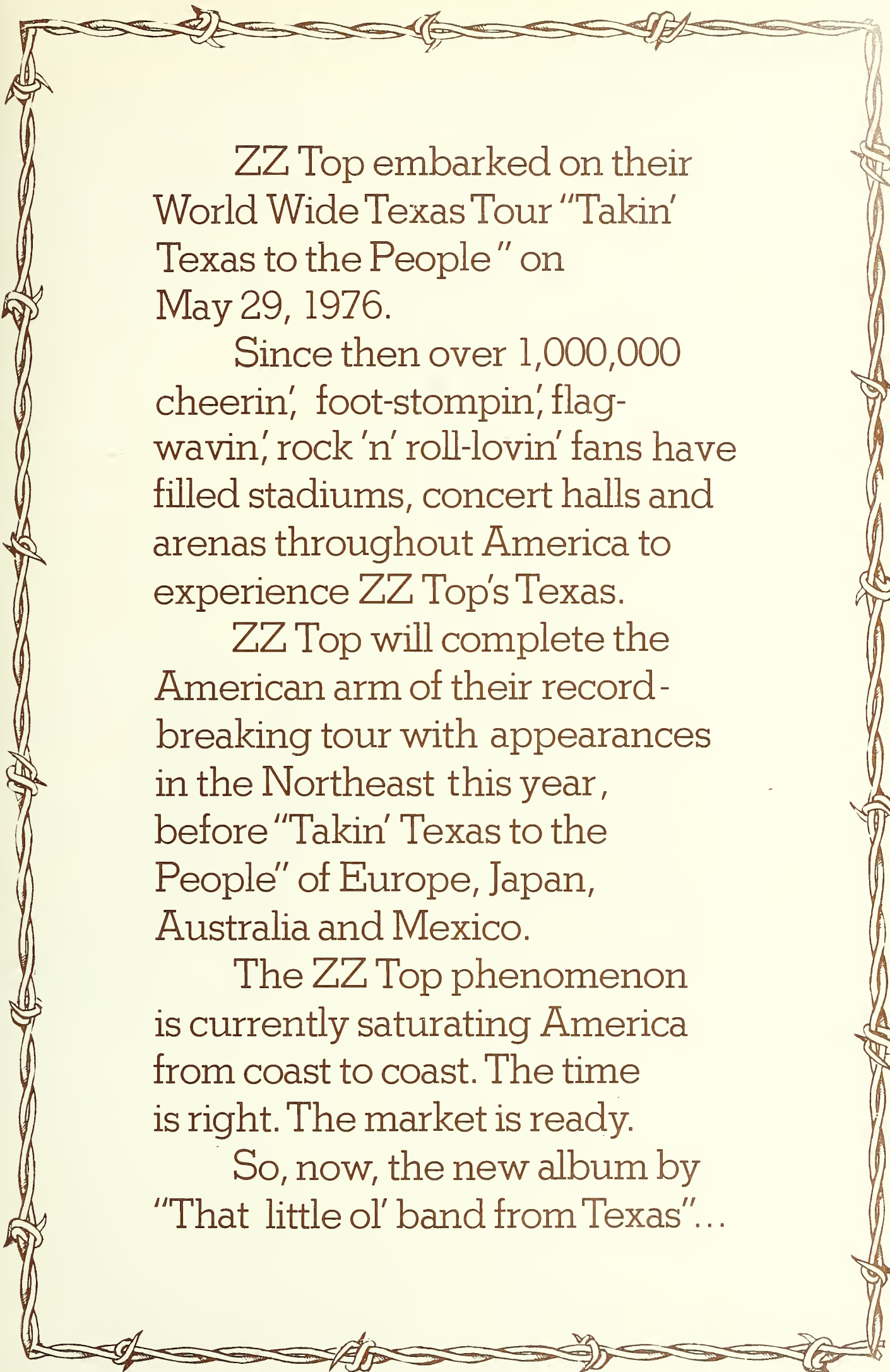
(continued on page 18)

'Hejira' Is Gold

LOS ANGELES — "Hejira," the Joni Mitchell album from Asylum Records, has been certified gold by the RIAA, making this her sixth gold album.

'Star' Shines Gold

NEW YORK — The soundtrack to the film "A Star Is Born," starring Barbra Streisand and Kris Kristofferson on Columbia Records has been certified gold by the RIAA.



ZZ Top embarked on their World Wide Texas Tour "Takin' Texas to the People" on May 29, 1976.

Since then over 1,000,000 cheerin', foot-stompin', flag-wavin', rock 'n' roll-lovin' fans have filled stadiums, concert halls and arenas throughout America to experience ZZ Top's Texas.

ZZ Top will complete the American arm of their record-breaking tour with appearances in the Northeast this year, before "Takin' Texas to the People" of Europe, Japan, Australia and Mexico.

The ZZ Top phenomenon is currently saturating America from coast to coast. The time is right. The market is ready.

So, now, the new album by "That little ol' band from Texas"...

ZZTOP

Tejias



namun

"TEJAS" A new milestone in the most phenomenal rock 'n' roll catalog in today's music...



PS-680



PS-656



PS-631



PS-612



PS-584

Welcome to ZZ Top's Texas

Exclusively on **LONDON**[®]
RECORDS & TAPES



TEXAS — ZZ Top — London PS 680 — Producer: Bill Ham — List: 6.98

The band from Texas is back with a solid rock 'n' roll LP. This is sure to get a lot of sales attention, if only for the fact that ZZ Top recently played a world-wide tour, and are one of the top touring bands in America. More than that, the songs have a lot of crunch to them, and there are some funny ones with definite attraction: "Arrested For Driving While Blind" will be an FM favorite. "Enjoy And Get It On" could be a good singles shot.



FESTIVAL — Santana — Columbia PC 34423 — Producer: David Rubinson — List: 6.98

Carlos Santana is back with some fascinating explorations into the jazz/rock scene. The music, interestingly dedicated to Stevie Wonder, Bob Dylan, and Muhammad Ali, is shot through with intelligence and well-manipulated influence. Santana's guitar playing is less frenetic, more realized, and he has definitely matured in important areas like theme statements — the melodies are always clear reference points for improvisation. For FM progressive and jazz outlets.

PERSON TO PERSON — Average White Band — Atlantic SD 2-1002 — Producer: Arif Mardin — List: 7.98

A two-record set of recent live performances by AWB. Since the band concentrates heavily on rhythm, the material lends itself remarkably to live performances. Horn sections have to be super-tight to sound good, and these horn players understand that fact. There's a terrific version of "Cloudy" which could be a single, as well as hits like "Cut The Cake" and "Pick Up The Pieces." For FM progressive, pop AM, and R&B radio.



WIND AND WUTHERING — Genesis — ATCO SD 36-144 — Producers: David Hentschel and Genesis — List: 6.98

Genesis continues its forays into the outer reaches of progressive electronic music; there's even a liner credit to two "tape operators." It's an interesting LP, though, as usual, they haven't forgotten about melody, and more than a couple of the tunes have some metaphysically ambitious lyrics. The "Eleventh Earl of Mar" track has terrific FM possibilities, as do virtually all the rest of the cuts. Great production values are maintained throughout.

BENSON BURNER — George Benson — Columbia CG 33569 — Producer: John Hammond — List: 7.98

Produced by veteran John Hammond, this is a bargain priced two record set of sessions recorded in late 1966 and early '67. Benson is accompanied by his quartet, of the time, which included Lonnie Smith, Ronnie Cuber, and Jimmy Lovelace. Occasionally some others add parts, like Howard Johnson on baritone sax, and Blue Mitchell on trumpet. Benson does no vocals here, but his guitar work is characteristically energized. He's got a lot of product out on the market now, and this set is a fine addition.

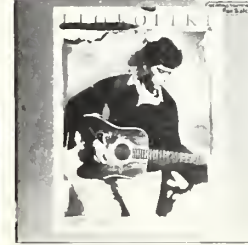


BODY HEAT — James Brown — Polydor PD1-6093 — Producer: James Brown — List: 6.98

No longer dubbing himself "the godfather of soul," Brown has turned it around with "James Brown — A Brand New Sound." Well, it's not really, this is the same stuff we've been hearing for quite some time, but that's not to deny the quality of the material. Brown still plays some of the best disco/funk around, and his voice cuts through everything and makes you pay attention. The title track should be a dance club favorite, as well as "Kiss In 77."

WHAT'S WRONG WITH THIS PICTURE — Andrew Gold — Asylum 7E-1086 — Producer: Peter Asher — List: 6.98

Since the days of one of his first bands, Brindyl, Andrew Gold has been a musician to watch. He went on to arrange and play on most of Linda Ronstadt's songs. This is his second solo LP, and it fulfills the promise of his first effort. There's a kicking version of "Stay," and one of his own tunes, "Go Back Home Again," has a solid AM singles shot. Produced by Peter Asher, this could be a real sleeper in 1977.

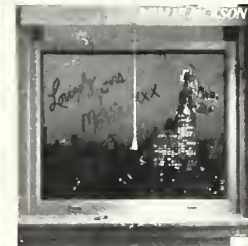


LEO KOTTKE — Leo Kottke — Chrysalis CHR 1106 — Producer: Denny Bruce — List: 6.98

On his first album on Chrysalis, Leo Kottke plays his usual fast-picked guitar. The difference here lies in the mature performance and arrangements. On some previous LPs, Kottke sounded like he was trying to get it said as fast as possible; here, he is involved with nuance and tone, and everything works. There are no vocals, just an eclectic collection of instrumental tracks, ranging from Renaissance to ragtime. No AM hits here, just a feast for the FM progressive programmer.

LOST WITHOUT YOUR LOVE — Bread — Elektra 7E-1094 — Producer: David Gates — List: 6.98

Bread has come up with a satisfying LP, and one that will be, as their stuff has been in the past, a staple of progressive radio. Songs like the title track, and "Belonging," have a certain ethereal quality that has characterized much of David Gates' and Bread's work, and are appealing in familiarity of tone. Watch for "Lost Without Your Love" to get some AM action.

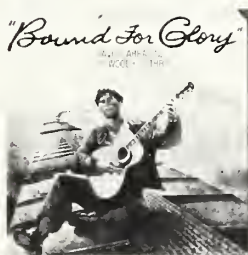


LOVINGLY YOURS — Millie Jackson — Spring/Polydor SP-1-6712 — Producers: Millie Jackson and Brad Shapiro — List: 6.98

Millie Jackson is one of the best ballad singers around — she is a master of phrasing and inflection, and this LP includes ten high-powered cuts, tunes that will appear all over R&B radio and will then (at least a few) cross pop. Look for cuts like "You Can't Turn Me Off" to make instant radio waves, along with "Help Me Finish My Song." Backup vocals are superb by The Moments, as well as dynamic string and horn arrangements that run through practically every track.

BOUND FOR GLORY — Original Soundtrack — UA -LA695-H — Producer: LeRoy Holmes — List: 7.98

Featuring David Carradine, the star of the film, this is a collection of both pure and modified Guthrie, with the modifications including big string arrangements by ace film composer Leonard Rosenman. Carradine's vocals are OK, and capture most of the flavor of the originals. For those who enjoyed the movie, this would be a good idea. Plus, there's some marvelous, less-familiar Guthrie tunes, like "Howdido." A nice set.

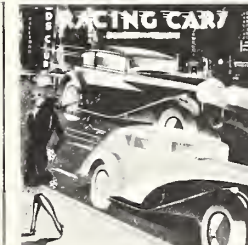


MENTAL NOTES — Split Enz — Chrysalis CHR 1131 — Producer: Phil Manzanera — List: 6.98

Split Enz, in this LP, offers up some intelligent and highly stylized pop sounds. The playing is usually innovative, relying on excellent keyboard work, and the vocals are really special. Each song has a different flavor; rarely does one hear such a highly developed and recognizable style. FM progressives will enjoy the complicated, folk-based harmony work, and will play every cut. AM possibilities are not abundant, but "Walking Down The Road" should break through after FM exposure.

GREAT MOMENTS OF PERCY FAITH — Percy Faith — Columbia CG 33895 — Producer: None Listed — List: 7.98

This two-pocket set consists of previously released Percy Faith material, but it's all put together in an attractive package, and they're all, with little exception, well-known pieces. The "Summer Place Theme" is included, as well as "Besame Mucho." Faith was one of the most interesting MOR arrangers of his time, and these tracks still hold up. Some jazz programmers will play some of these, and, of course, MOR outlets will want it for a Faith bible.



DOWNTOWN TONIGHT — Racing Cars — Chrysalis CHR 1099 — Producers: Bill Price and Racing Cars — List: 6.98

Racing Cars, a group out of England, plays some gritty rock 'n' roll that's favorably reminiscent of early Stones material. The arrangements are no-frills affairs; straight and to the point. The instrumentation provides a firm foundation for expressive vocals and interesting melodies. Progressive FMers will want to check out every cut — "Downtown Tonight," with its many hooks, has good AM possibilities.

MISSISSIPPI RIVER BOTTOM BLUES — Nick Katzman & Ruby Green — Kicking Mule KM 111 — Producers: Nick Katzman, Dale Miller, Ed Denson — List: 6.98

Nick Katzman, a fine guitarist, has gotten together with blues singer Ruby Green and produced a fine, authentic country blues LP that should, if properly exposed, get some serious progressive play. Katzman is just as good a player as, say, Leo Kottke, and Ruby Green sounds like a young Maria Muldaur. There are some killer instrumentals; we especially like "Homage To Gary Davis." Although Katzman plays it a little too fast, it brings back strong memories of Davis, one of the best twelve-string players who ever lived.



TURN ON TO LOVE — Jumbo — Pye/ATV 12142 — Producers: Charles Orleux and Ingo Cramer — List: 6.98

Side 2 is the title track of this LP, all of side 2. Yes, this is disco, and it's pretty good. The instrumentation is fairly innovative, vocals are varied, and there's interesting keyboard work by co-composer Charles Orleux. The other side of the record is composed of five shorter disco pieces, which should all get some dance club attention. The Berlin-produced LP has a lot going for it; there's good spirit here.

EAST COASTINGS — Something New For The Coin Machine Section? — The eardrum-damaging effects of high-volume rock concerts became the object of scientific studies quite a few years ago. While those reports seem to have died down lately, a Pennsylvania State professor has hit upon the disco scene as a new possible source of hearing impairment or loss. (Why do they always discover these things after everyone's gone deaf?) Dr. Gordon Bienvenue of Penn State told UPI that loud music alone probably hurts the ears of only 10 to 15 percent of human beings, but his concern is that the discotheque might be the place of evening recreation for people who work in loud noise situations during the day, bringing their total daily exposure level to loud sounds past safe limits. Bienvenue suggests that discos have vending machines with inexpensive, unobtrusive earplugs, as well as posting warning signs, similar to those required by federal law on cigarette boxes, that the noise levels in a particular club could be hazardous. The doctor predicts that there may someday be a test for susceptibility to hearing damage from loud sounds, though he feels that the necessary technical developments are five to six years away. For now, he reports that nerve damage resulting in hearing loss will probably manifest itself in a loss of ability to distinguish individual sounds against a background of sounds, such as the combined conversation of many people at a cocktail party.

THE MYSTERIOUS CONNECTION — In an interview with an anonymous drug dealer printed in the Philadelphia Inquirer of December 19, William Speers was informed that "every time a big rock group passes through here, there's suddenly a lot of grass available. And when the group leaves, the supply dries up." Speers asked the dealer why he felt this happens, and the response was, "Grass is a part of their act. They have to make it available to get a good audience . . . Hell, 70 percent of a rock audience is stoned out of their minds. It's part of the whole concert thing." We hope he calls in to complain if he has been misquoted.

DO-IT-YOUR-SELFER'S CORNER — "How To Make A Hit Record" is a new book by Mike Jahn, published by the Bradbury Press of Scarsdale, New York. The book features interviews with Bette Midler's manager Aaron Russo, Paul Colby, owner of the Other End club in New York City, Scott Muni, program director of WNEW-FM in New York, and Arista Records' Clive Davis and Mike Kleinfer. The book uses the structural device of a fictional artist, the steps of whose career are traced with corresponding comments from the real people who would have been involved. After a partial reading, the book looks as if it could be of interest to people outside the industry, but it should not be construed as a "how to" manual of any kind.

THE SHORTER END — Jimmy Ienner is reportedly very close to revealing details regarding the formation of his new record label, which will be distributed through a major record company . . . Frank Sinatra will play six one-week engagements on an every-other-month basis at Caesar's Palace in Las Vegas during 1977 . . . Budah recording artist Michael Henderson will play the Bottom Line in New York January 6-8. Meanwhile, the tall slim bassist/vocalist/writer/producer has reportedly been causing a sensation at in-store appearances . . . December 21, 1976 was proclaimed "Jeff Lane Day" in Brooklyn, in honor of the Brass Construction producer, for his contributions to the underprivileged children of his home borough . . . Coke Escovedo's new album, produced by Patrick Gleeson and due for January release, was just completed at Different Fur Music Studios in San Francisco . . . The Music and Performing Arts Lodge of the B'nai B'rith will open the new year with "An Evening with Joe Cayre," to be held at Central Synagogue, Manhattan, on Monday evening January 10 . . . Sigma Sound Studios, the birthplace of much of what has come to be known as the Philadelphia Sound, opened up a new 24 track room in New York on December 6. Planned are another 24 track studio and a two track production room . . . Soundmixers Inc., a new studio, is currently under construction at the Brill Building in Manhattan. Harry Hirsch has been named president of the million dollar plus complex. The Average White Band will play the Palladium January 30 on a double bill with Ray Barretto . . . On February 12, the Palladium will feature an evening of jazz-rock with Jean-Luc Ponty, Lenny White and Larry Coryell.

ONLY SIXTEEN — Check out Epic Records' smiling Susan Blond (Kenton) with Ted Nugent on page five of the February 1977 issue of Sixteen . . . The Bay City Rollers have made a formal introduction, complete with new publicity stills, of their new member Pat McGlynn, 18, who replaced departing 17-year-old Ian Mitchell. While Mitchell said that he left the group "to keep my sanity," McGlynn feels he can stand the pace, and calls himself "determined." Always under tight security in the U.K., the Rollers have had a history of nervous breakdowns, valium prescriptions and onstage collapse. Meanwhile, the group has set New York and Los Angeles concerts for January 7 and 8 respectively. Both sold out within one day.

POINTS WEST — ROCK 'N ROLL MAKES STRANGE BEDFELLOWS — What do Bob Dylan, Leonard Cohen, Phil Spector and Hollywood's Rodney Bingenheimer have in common? Well, after Rodney's salute to Phil Spector on his KROQ show (during which reclusive Phil himself called up to chat) the enigmatic jock went to visit Spector after a gracious phone invitation. Dylan and Cohen, apparently, were Phil's houseguests. (Where was Springsteen?) . . .

HERE AND THERE — According to informed sources, Wings has teamed with Star Trek creator Gene Roddenberry to make a science fiction picture to feature the band as themselves in a plot concerning an outer space invasion. Locations include Britain and America with a start date sometime this month . . . Good Karma Productions, a company based in Kansas City, Mo. has signed a production deal with Columbia Records in Hollywood, whereby it will act as the label's "eyes and ears" for Midwest talent. Don Ellis organized the pact for Good Karma and Columbia. Good Karma manages The Ozark Mountain Daredevils, among others, none of which are signed to Columbia, which is an unusual situation. Maybe we'll see some label hopping in the near future . . .

THEY'VE CLEANED UP THEIR ACT — according to Joel Cohen, of Kudos III, an L.A. based management company, which has been associated, over the years, with Three Dog Night and Steppenwolf. "There is a definite trend," Cohen discerned, "toward the cleaner, neater look among youngsters going to concerts and clubs today." We saw an old Cohen

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Retailers Comment On Xmas

(continued from page 16)

sold well, we moved a lot of Kiss, greatest hits collections by Linda Ronstadt and the Eagles, and of course, the (Peter) Frampton albums."

James Cooper, who manages Inner Sanctum Records in Austin, described holiday sales as "really last minute. In the last 5 days." Cooper said, "we've done double the business we'd ordinarily do." Cooper noted that the outlet's Christmas business was up 20 percent over last year's business and counted Monday (27) as "a very busy day. This should be like a regular day but it hasn't been that way at all." Joni Mitchell's "Hejira" was the best selling LP at Inner Sanctum over the period.

Zebra Records in Austin, an outlet of the Disc Records chain, opened a new outlet in October in time for the Christmas buying season. Geoffrey Schulman, manager of the new store, said he was surprised at the holiday figures. "When 30,000 students left town for the holidays we didn't expect a great month," Schulman said, "but things took off Christmas week and we ended up with a 40% increase over any previous month." According to Schulman the season's biggest sellers were Joni Mitchell, Stevie Wonder and the Rocky Horror Show import, but the latest from Wings and the Eagles, tied for best seller. "Nothing could touch those two," Schulman said, "they're the hottest things we have now."

'Slight Dip'

Wilcox Records in Oklahoma City, experienced a "slight dip from last year, about two or three percent," according to Ed Commander, manager. Although his store is open Sunday only during the Christmas season, Commander said Sunday sales were up between "two and four percent."

Steve Bellis, manager of Candyman Records in Santa Fe, New Mexico, said his Christmas record sales were "real fine, but down a little from last year. We've had no snow yet, so the tourists that usually buy records aren't here. But I think we did better proportionately than anyone else here." Bellis also said when the store opened two days after Christmas his business was "just fine." The Eagles, Joni Mitchell and Linda Ronstadt were Candyman's biggest holiday album artists.

West

Music Street Records in Seattle was "about even with last year," according to Rita Hubert, manager, although business was up "one and a half times" that of a normal week. Wings and Stevie Wonder were among their biggest sellers.

Carla Barton, singles buyer for the 14-store D.J.'s Sound City chain in Seattle, had "a great week! We peaked on Christmas Eve, and the day after Christmas sales were down about 50% from a normal day, but that's to be expected." In the week preceding Christmas, chainwide singles sales were about 50% to 75%, depending on location.

Dave Arnold, executive vice president of Brass Ear, Seattle, says Christmas business at his seven stores was "fantastic. We had at least a 25% increase over last year's sales and it's not over yet," Arnold commented. Stores were open Sunday after Christmas and, according to Arnold, sales were 25% better than a normal Sunday. Biggest sellers were Frampton, Wings, Stevie Wonder, Eagles and Captain & Tennille. "However," Arnold stressed, "every major artist moved very well at our stores."

'Buying Real Late'

It was a "crazy week" before and after Christmas at the five-store Music Menu, Seattle, according to coordinator Mike Kedor. "Our customers started buying real late," commented Kedor, "but once they started they didn't stop." Kedor estimates the increase over last year's Christmas sale

as between 10% and 15%. Sunday after Christmas was also a good day for the chain, with sales averaging 50% above a normal Sunday. Biggest sellers were Wings, the Eagles, Stevie Wonder and Boston, but, said Kedor, "Our established catalog items went like never before without storewide sales, although we did use TV advertising for the first time."

The six stores of Everybody's Records in Portland were "up about 35% in sales," according to president Tom Keenan. "And our figures from last year were good," he added, although he stated their two college town locations were down somewhat on Sunday after Christmas sales. For the other four locations, Sunday sales were up approximately "15% over a normal weekend." Al Stewart, Wings, Eagles, Frampton and Boston were the fastest moving LPs at Everybody's.

Dave Williams, manager of Portland's Music Millenium, had "the best year we ever had! It was great. We doubled sales over normal weeks for the Christmas season and during the last two days our sales were four times normal. I came in to do my order and found nothing but holes." Williams mentioned Al Stewart and Stevie Wonder as his two big Christmas sellers, with Boston, Wings, Joni Mitchell, George Harrison and Steve Hillage close behind.

'25% Over'

Tower Records in Sacramento had sales increases of "25% over last year" for the Christmas season, with Sunday sales up about "twice what they were in 1975," according to Mike Koontz, manager. Wings and Stevie Wonder were the two biggest selling LPs, although Koontz noted that "there weren't any one or two albums that sold so much they carried sales. We had a lot of classical and jazz go out too."

For Tower Records in San Francisco, Christmas business was up "20% from last year. In fact, we were open on Christmas, and we were up 12% from last Christmas," according to manager Stan Gomen. Biggest sellers were Wings and Stevie Wonder.

In San Francisco the Banana Records chain had sales up over the 1975 holiday season by "about 25% in the eight stores that were in operation last year," noted Barry Langham, buyer. "Until a couple weeks ago business was up, but not to the extent that we had planned. The last four days before Christmas were much more than we had anticipated." "Hotel California" and "The Eagles' Greatest Hits," along with Stevie Wonder and Wings were the biggest sellers, with the Doobie Brothers and Linda Ronstadt also doing well.

Estimating his Christmas business as "up 25-30% over last year," Record Cove (Monterey, Ca.) Owner/manager Herb Sherman called business on Monday (27) "much busier than normal. It's a matter of kids who got money for Christmas and people using the gift certificates they got over the holiday," said Sherman. Stevie Wonder and Peter Frampton albums sold the most there.

'Boom Boom' In L.A.

Cassell's Records' manager Chuck Mackey indicated business was "all of a sudden, boom, boom" on Christmas Eve. "We were planning to close at 3:30 or 4:00 but with the mad rush we didn't get out of the store until 7:30." Mackey described Cassell's first day of business after Christmas (Monday) as "very good. A lot of kids got money for Christmas and found it to be a perfect time to buy their favorite albums," said Mackey. The L.A. operation's best-selling Christmas LPs included the latest by Stevie Wonder, Peter Frampton and Rod Stewart.

The seven-store V.I.P. Records chain "started off slow this year, but business was up about 20% over last Christmas season."

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ZZ TOP HONORED — Houston's Mayor Fred Hofheinz named ZZ Top official ambassadors of goodwill from the city of Houston in appreciation for promoting the inherent value of Texas. Pictured (l. to r.) are ZZ Top's Frank Beard and Billy Gibbons, Mayor Fred Hofheinz and ZZ's Dusty Hill.

phil dimauro

THE JAZZ SIDES — Dinah Washington — Emarcy 2-401 — List: 7.98

There are not enough reminders still available of what a wonderful singer Dinah Washington was. This set should do an excellent job of acquainting the younger generation with the Queen. The performances date from 1954-58 and in addition to superb Dinah they contain gems by the likes of Clark Terry, Wynton Kelly and Lockjaw Davis. The first two sides were arranged by Quincy Jones and Melba Liston contributed two charts from a 1958 Newport Jazz Festival set. An outstanding collection.

DINAH WASHINGTON
The Jazz Sides



JUG SESSIONS — Gene Ammons — Emarcy 2-400 — List: 7.98

This is probably the most impressive of the first Emarcy reissues, since for the first time all Ammons' work for the label is issued in one package. Since these were his first recordings as a leader they bear special importance. It is interesting to note the change in style from a Lester Youngish approach in 1947 to a heavier sound by 1949 evidenced with "Brother Jug's Sermon." The accompaniment is small band all the way and the music ranges from bebop to boogie (on a date led by Gene's father, Albert).

GENE AMMONS
Jug Sessions



BOTH SIDES — Buddy Rich — Emarcy 2-402 — List: 7.98

"Both Sides" here consists of big band and small band. Of the big band sides four stem from 1946 while the remainder are from an all-star 1959 studio session. These are sparkling items all worthy of interest. The small band sides have five selections from the famous double quintet date co-led with Max Roach, Stanley Turrentine and Phil Woods have some brief moments here but drum fanatics will be especially interested in the exchanges between the two percussionists. Programming is a bit random but the recorded sound is excellent.

BUDDY RICH
Both Sides



THE BEST OF CHICK WEBB WITH ELLA FITZGERALD — MCA 2-4107 — List: 7.98

Gene Krupa and Buddy Rich both called Webb the greatest big band drummer of them all and if you aren't convinced try this set that features twenty items from 1934-39. Ella sings eight including her first hit, "A-Tiskit, A-Tasket." But the band has plenty of opportunity to shine on sides like "Undecided" and "Liza." The annotation here is brief and details of personnel are lacking but for a cross-section of a great but largely forgotten band you can't do much better than this.



SOPRANO SUMMIT IN CONCERT — Bob Wilber-Kenny Davern — Concord 29 — Producer: Carl Jefferson — List: 6.98

It is hard to see how anyone could be less than enthusiastic about this marvelous band! Wilbur and Davern alternate between clarinet and soprano and perform with a super rhythm section (Marty Grosz, Ray Brown and Jake Hanna). There is not a note of music here that doesn't bristle with the essence of jazz. The program is solidly in the swing-mainstream idiom and in the band's version of Louis Armstrong's "Wing That Music" they have created a classic that will stand the test of time. Any time.



CHARLIE BYRD SWINGS DOWNTOWN — Improv 7116 — Producer: Steven Lap — List: 6.98

This album is an excellent display of guitar virtuosity from Byrd who features himself in a live session with his regular bass and drum accompaniment. The range of material is very broad here from Scott Joplin to Jobim to Lennon-McCartney to Manilow, but everything is performed with grace and artistry. If the sound of Spanish guitar is your thing then Byrd and this album should be of special interest.



CLARK TERRY'S BIG B*A*D BAND LIVE! — Vanguard 79373 — Producer: Ed Bland — List: 6.98

This is a strong roaring crew with nine brass, five saxes and rhythm. Ernie Wilkins' deft touch is responsible for four of the seven charts and the material, save for a pair of Ellington tunes, is original. Apart from the leader's marvelous trumpet work, it is reedman Chris Woods who stands out. This band has actually been around for a decade now, and if attention is paid to this strong effort, it will begin to attain more than regional recognition.



THE COMPLETE LIONEL HAMPTON — Bluebird AXM6-5536 — List: 23.98

This is the single most important reissue package to be issued since the Pablo Art Tatum set of two years ago. It is quite possible that Lionel Hampton was the finest instrumentalist to emerge from the swing era and this set includes his entire RCA output from 1937-1941. This is small band swing and because it was recorded during the big band era it has always been somewhat overlooked in discussions of the best music of its time. Make no mistake: this collection ranks with Benny Goodman's small groups and the Billie Holiday-Lester Young collaborations as the most enduring of all middle-period jazz.



TOP 40 JAZZ ALBUMS

	Weeks On 1/1 Chart	Weeks On 1/1 Chart
1 BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	1 27	
2 SCHOOL DAYS STANLEY CLARKE (Nemperor/Atlantic NE 439)	2 16	
3 BAREFOOT BALLET JOHN KLEMMER (ABC 950)	4 18	
4 I HEARD THAT QUINCY JONES (A&M SP 3705)	5 15	
5 MAIN SQUEEZE CHUCK MANGIONE (A&M 4612)	3 10	
6 THE MAN WITH THE SAD FACE STANLEY TURRENTINE (Fantasy F9519)	6 8	
7 IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	9 7	
8 RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	8 6	
9 SECRET PLACE GROVER WASHINGTON JR. (KUDU 32)	31 2	
10 UNFINISHED BUSINESS BLACKBYRDS (Fantasy F9518)	11 7	
11 CALIENTE GATO BARBIERI (A&M 4597)	7 15	
12 THE BEST OF THE CRUSADERS (Blue Thumb/ABC BTSY 6027/2)	13 5	
13 SECRETS HERBIE HANCOCK (Columbia PC 34280)	10 18	
14 MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	30 2	
15 ROMEO & JULIET HUBERT LAWS (Columbia PC 34330)	12 10	
16 VERY TOGETHER DEODATO (MCA 2219)	14 15	
17 FOCAL POINT McCOY TYNER (Milestone/Fantasy M-9072)	21 3	
18 DONALD BYRD'S BEST (Blue Note/UA BNLA 700-G)	17 5	
19 VIBRATIONS ROY AYERS UBIQUITY (Polydor PD 1-6091)	33 2	
20 YESTERDAY'S DREAMS ALPHONSO JOHNSON (Epic PE 34364)	19 5	
21 BOB JAMES THREE (CTI 6063)	18 27	
22 LIVING INSIDE YOUR LOVE EARL KLUGH (Blue Note/UA (BNLA 667G)	15 11	
23 SOLID MICHAEL HENDERSON (Buddah 5662)	24 12	
24 BENSON & FARRELL GEORGE BENSON & JOE FARRELL (CTI 6059)	16 12	
25 SHADOW PLAY L.A. EXPRESS (Caribou/Epic PZ 34355)	27 8	
26 IT'S YOUR WORLD GIL SCOTT-HERON & BRIAN JACKSON (Arista AL 5001)	23 11	
27 "LIVE" ON TOUR IN EUROPE THE BILLY COBHAM-GEORGE DUKE BAND (Atlantic SD 18194)	25 13	
28 STUFF (Warner Bros. BS 2968)	20 11	
29 TOUCH JOHN KLEMMER (ABC ABCD 922)	32 27	
30 YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	26 27	
31 EVERYBODY LOVES THE SUNSHINE ROY AYERS UBIQUITY (Polydor PD 1-6070)	22 22	
32 SOUND OF A DRUM RALPH MacDONALD (Marlin/TK 2202)	35 16	
33 NARADA/GARDEN OF LOVELIGHT MICHAEL WALDEN (Atlantic SD 18199)	29 6	
34 CHASE THE CLOUDS AWAY CHUCK MANGIONE (A&M SP 4518)	36 3	
35 SOPHISTICATED FUNK JACK McDUFF (Chess ACH 19004)	— 1	
36 CHICK COREA — HERBIE HANCOCK — KEITH JARRETT — McCOY TYNER (Atlantic 1896)	37 3	
37 CAPRICORN PRINCESS ESTHER PHILLIPS (KUDU DU 31)	38 4	
38 PORGY & BESS RAY CHARLES & CLEO LAINE (RCA CPL 1-1831)	28 9	
39 WINDJAMMER FREDDIE HUBBARD (Columbia PC 34166)	40 19	
40 HANK CRAWFORD'S BACK HANK CRAWFORD (Kudu 33)	— 1	

On Jazz

Fantasy/Prestige/Milestone will release twelve more twofers shortly. Up until this point F/P/M have issued these packages one label at a time but this next offering will find all three labels represented. Look for Gene Ammons and Eric Dolphy among those on Prestige, Wes Montgomery and Cannonball Adderley on Milestone and Ramblin' Jack Elliot and Jean Pierre Rampal on Fantasy. In addition to this news, a new stock of imported Japanese Riverside LPs should be appearing in stores as you read this.

There will be a huge benefit January 10 at the Village Gate on behalf of the Jewish Child Care Association program "Childville." Childville is a special treatment center for emotionally disturbed children who have been severed from their families or who have no families. There will be two sets at the Gate. At 8 pm will be Herbie Mann, George Benson, Larry Coryell, Pee Wee Ellis, Michael Urbanlak, Leon Thomas and many others. At 11 pm upstairs will be Keith Jarrett, Richie Belrach and Dave Leibman among others. Admission is \$5.50 per show.

Mal Waldron, Hammett Bluiitt and Chico Freeman are among the upcoming attractions at Environ, Broadway near Grand, in New York.

The next jazz show at New York's

Palladium will feature Jean-Luc Ponty, Lenny White and Larry Coryell. Remember the date: February 12.

Bethlehem preparing a massive reissue release, details unknown at presstime, which will appear about the time you read this. Fifteen LPs are involved.

Upcoming from Xanadu: Ronnie Cuber's "Cuber Libre," "Here's Jimmy Raney," "Charles McPherson Live In Tokyo," "The Inimitable Teddy Edwards" and "Art Pepper — The Early Show."

Among the latest Blue Note reissues to arrive are: Horace Silver — "The Trio Sides," Milt Jackson's "All Star Bags" and Freddie Hubbard's "Here To Stay."

Stan Kenton and the band are taking a brief vacation. They will re-form in Chicago January 16 to begin an extensive tour.

Who said jazz singles don't sell? Check out the current R&B singles chart. Arthur Prysock, Norman Connors, Stanley Turrentine, Quincy Jones and Michael Henderson are only some of the artists with strong jazz identity who are represented.

Al Brown of Frankford-Wayne in New York cuts as many jazz lacquers as anyone. This week he leaves for sunny Florida to open a new Frankford-Wayne branch.

Upcoming reissues from Chess will include a Yusef Lateef-Roland Kirk set and a Dodo Marmarosa double.

bob porter

FCC Sets 'Payola' Hearings For Early '77 In Washington

by J.B. Carmicle

LOS ANGELES — Although the Federal Communications Commission's docket on "payola" and "plugola" by broadcasters has been open since 1964, when the FCC originated hearings that led to the convictions of two New York disc jockeys who were accused of those offenses, not much has happened since. Last week, however, the commission announced it would hold hearings early in 1977 because of evidence that had come before it concerning possible illegal activities by some disc jockeys in the Washington D.C. area. No specific date has been set for the hearings as yet.

According to one FCC spokesman, the commission had received information that some Washington disc jockeys had promoted certain acts signed up with talent agencies the deejays held interests in, and that deejays had been discouraging other Washington promoters from bringing acts into the area. Another area of speculation was that certain favors may have been asked by disc jockeys in return for their publicizing the promoters' acts, the spokesman added.

'Investigative Hearings'

Arthur Ginsburg of the FCC's complaints and compliance division told **Cash Box** that the upcoming "investigative hearings" would be held in open session, as opposed to past years' payola-plugola hearings

which were closed to the public. "It's a reverse of the earlier procedures," Ginsburg declared. "The only way they'll be closed now is if we want them closed. The past hearings were just the opposite of that. They were closed unless we wanted them open."

Although he was unsure of where the hearings would be held, Ginsburg said that an administrative law judge would be appointed by the FCC to preside over the upcoming meetings. He indicated that Section 508 of the Communications Act of 1934 specified that station licensees are "to be vigilant" in attempting to prevent any type of outside business activities or private transactions that could present a conflict of interest in regard to the station's license commitment to the commission. Section 508, which was added to the Communications Act in 1960 by Congress, also states that any person in violation of those principles can be imprisoned for one year in jail or fined not more than \$10,000 or both. The investigative hearings will be held to determine if any station licensee or individual has acted improperly in regard to that ruling, Ginsburg added.

According to Ginsburg, payola constitutes a "criminal activity, and falls under the jurisdiction of the United States Justice Department, which in turn will prosecute those found to be in violation of the law."

Blore & Richman Firm Into Record Co. Ads

LOS ANGELES — Chuck Blore and Don Richman Incorporated, a Hollywood based firm that creates radio and television commercial campaigns, has expanded into the area of record advertising for television. The firm recently completed four 30-second TV spots for two record companies, United Artists and Columbia.

'Inner View' Reports January '77 Lineup

LOS ANGELES — "Inner View," a nationally syndicated radio show airing over about 160 FM progressive stations around the country, will open its 1977 season with Boston, Burton Cummings, Black Sabbath and the Eagles all being broadcast during January. "Inner View" recently broadcast a two-part production called "The Who Headphone Experience," featuring Roger Daltrey of the Who.

KTNQ Rocks In Los Angeles

LOS ANGELES — KTNQ, a 50,000-watt 24-hour rocker, has signed on the air in Los Angeles. The station, which will be known as Ten-Q on the air, holds down a 1020 AM dial position and becomes the city's fifth (with KMPC, KFI, KNX and KPOL) 50-kilowatt station.

KTNQ's new music and program director, Jimi Fox, told **Cash Box**, "We're playing up to 40 records in rotation now and have about 700 oldies in our library." Fox indicated that he felt 36 records to be the "magic number" in programming a rock station, stressing that 36 would be the lowest number of current records that KTNQ would play.

Fox comes to KTNQ from KFMB (also known as B-100) in San Diego, where he was also program director.

KTNQ is owned by the Storer Broadcasting radio chain.



CUMMINGS DEBUTS AT ROXY — Portrait recording artist Burton Cummings made his official American debut recently at Los Angeles' Roxy Theatre. Pictured above following a reception in his honor are (l to r) Shep Gordon of Alive Productions, Burton's management; Richard Perry, producer of Burton Cummings, Cummings; Larry Harris, vice president and general manager of Portrait Records; Abe Somer, Burton's attorney; and Lorne Saifer, vice president, A&R, Portrait Records

NEW FM ACTION LPs

MOST ADDED LPs

1. **Festival** — Santana — Columbia
2. **Rock 'N' Roll Alternative** — Atlanta Rhythm Section — Polydor
3. **A Day At The Races** — Queen — Elektra
4. **My Spanish Heart** — Chick Corea — Polydor
5. **Midnight Cafe** — Smokie — RSO
6. **The Planets** — Tomita — RCA
7. **Hotel California** — Eagles — Asylum
8. **Vibrations** — Roy Ayers Ubiquity — Polydor
9. **Dreams, Dreams, Dreams** — Chilliwack — Mushroom
10. **Dirt, Silver & Gold** — Nitty Gritty Dirt Band — UA
11. **A Secret Place** — Grover Washington Jr. — Kudu

MOST REQUESTED CUTS

1. **Hotel California (title/Life In The Fast Lane/Victim Of Love/New Kid In Town/Wasted Time)** — Eagles — Asylum
2. **Maybe I'm Amazed** — Wings — Capitol
3. **Night Moves** — Bob Seger — Capitol

PREDICTIONS

1. **Rock 'N' Roll Alternative (entire LP)/Georgia Rhythm/Outside Woman Blues** — Atlanta Rhythm Section — Polydor

STATION BREAKS

As part of revamping its lineup, **KLIF**, Dallas has added **Charlie Brown** from **KJR**, Seattle in the 6-10 am slot. He replaces **Harry Nelson** who exits the station. **Larry Chase**, whose real name is **Jim Pruitt** is new weekend man and comes from **KTEM**, Temple, Texas. Other recent changes include the addition of jocks **Barry Kaye** 3-6 pm from **KILT**, Houston; **Nick Alexander** 12-3 pm from **KYNO**, Fresno; and **Truckin' Tom Kent** 6-10 pm from **KFJZ** Fort Worth. Also, **Wes Wise** is the new sports director and **Bob Richmond** is news director.

Jay Stone, former assistant PD at **KTLK**, Denver has exited the station.

A.W. Pantogia is new midday jock at **KIOA**, Des Moines.

Ken Terry, former all night man at **WXRT**, Chicago is now doing 7-midnight slot. **Bob Gelms** from **WLBK**, DeKalb, Ill. is now all night jock at the station.

Effective Jan. 17 **Rick Shannon** will be doing morning drive at **KJRB**, Spokane. Shannon comes from **WCLG**, Morgantown, West Virginia.

Mike "Mama Bear" Kelly is new 7-midnight air personality at **WPTR**, Albany.

Jim Kime has been promoted from general manager of **KING**, Seattle to vice president of **KING** broadcasting. **Keith Lollis** has been named general manager. Lollis comes from **KGW**, Portland. Also **Gale Johnson** has been appointed local sales manager of the station.

Peter Thomas Levins named sports director of the Keystone Broadcasting System. Previous to his appointment, Levins was director of broadcast operations for Campaign '76 Media Communications Inc.

Steve Marshall appointed programming consultant for **CBS** owned FM stations including **KCBS**, San Francisco, **KMOX**, St. Louis, **WEEI**, Boston, and **WBBM**, Chicago. Marshall continues as program director of **KNX-FM**, Los Angeles.

Susan Dumas Carey joins **WROR**, Boston as account executive.

Kathleen Skelley, formerly with **KDKA-TV**, Pittsburgh, named account executive for Midwest Arbitron Radio.

Bruce Hest has departed **WRVR-FM**, New York to concentrate on FFO Communications, Inc., a company formed by Hest.

Lynne Grasz, president of the Broadcasters Promotion Association has named

nineteen members to head the organizations various committees through 1977.

Former major leaguer **Jimmy Piersall** and **Mary Shane** will join **Harry Caray** and **Lorn Brown** in covering White Sox baseball on **WMAQ** and **WSNS-TV**, both Chicago during the coming baseball season.

WLW, Cincinnati has been awarded the broadcast rights for the Cincinnati Bengals for the next three years.

WTAE-FM, Pittsburgh will change call letters to **WWKX** (pending FCC approval) about Feb. 1 and will be known as 96 Kicks. The new PD, effective Jan. 10 will be **Bobby Christian** who comes from **KKKX**, Denver. The station will no longer be automated while continuing its "top 40" format.

WIXL-FM, Newton, New Jersey has changed from its beautiful music format to country format. The PD is **Jeffrey Jay Weber** who also programs sister station **WNNJ**. **Vince Geurard** is the music director and is on the air from 12-2 pm. Other jocks include **Mark Gherhoff** 6-10 am, **Jim Caine** 7-midnight, and **David Owens** midnight-6 am.

Ron Lundy, air personality of **WABC**, New York has signed a new five year contract with the station.

Jeff ray

WKQX: Newest AOR Format In Chicago

LOS ANGELES — **WNIS**, an NBC owned and operated station in Chicago that has been programming an all news format for the past 19 months, has changed its call letters to **WKQX-FM** and will now program album oriented rock effective December 31, according to station program director **Bob Pittman**.

WNIS had run NBC Radio's News and Information Service (NIS) format since June, 1975 (**CB**, Dec. 4) but recently dropped it when NIS announced it would cease operations in mid-1977. **NBC** was reportedly unhappy that more stations had not chosen to run its news format.

Asked to describe **WKQX's** new format, **Pittman** told **Cash Box**, "We'll be looser than 'DAI' and tighter than 'XRT.'" **WDAI** and **WXRT** both presently program album oriented rock formats in the Chicago area.

WNEW-FM — NEW YORK — Tom Morraera

- Love's A Prima Donna — Steve Harley & Cockney Rebel — EMI
- Festival — Santana — Columbia
- Where Did All That Money Go — Baby — Chelsea
- A Secret Place — Grover Washington Jr. — Kudu
- Jethro Tull Christmas Record — Chrysalis
- Santa Claus Is Coming To Town — Bruce Springsteen — Columbia
- Father Christmas — Greg Lake — Atlantic

WRNW-FM — WESTCHESTER COUNTY, NY — Meg Griffin

- Go Your Own Way (single) — Fleetwood Mac — WB
- A Day At The Races (single) — Queen — Elektra
- Midnight Cafe — Smokie — RSO
- Ain't That A Bitch — Johnny Guitar Watson — DJM
- New Country — Jean-Luc Ponty — Atlantic
- Fever/Gotta Get You Off Of My Mind — Southside Johnny — Epic
- New Country — Jean-Luc Ponty — Atlantic

WLIR-FM — LONG ISLAND, NY — Denis McNamara

- Wings Over America — Wings — Capitol
- Alessi — A&M
- Songs In The Key Of Life — Stevie Wonder — Tamla
- A Day At The Races — Queen — Elektra
- Thirty Three & 1/3 — George Harrison — Dark Horse
- Hotel California — Eagles — Asylum
- Morin' Heights — Pilot — EMI
- Certified Live — Dave Mason — Columbia
- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- New England — Wishbone Ash — Atlantic

WBAB-FM — BABYLON, NY — Bernie Bernard

- Festival — Santana — Columbia
- A Day At The Races — Queen — Elektra
- The Light Of Smiles — Gary Wright — WB
- Double Time — Leon Redbone — WB
- Luxury Liner — Emmylou Harris — WB
- Music Fuh Ya' — Taj Mahal — WB
- Boys Will Be Boys — Rabbitt — Capricorn
- Indigo — WB
- Lost Without Your Love — Bread — Elektra
- What's Wrong With This Picture — Andrew Gold — Elektra
- Hotel California — Eagles — Asylum
- Georgia Rhythm — Atlanta Rhythm Section — Polydor

WXRT-FM — CHICAGO — Harvey Welles

- Festival — Santana — Columbia
- A Day At The Races — Queen — Elektra
- Hotel California — Eagles — Asylum
- Imaginary Voyage — Jean-Luc Ponty — Atlantic
- Miracles Out Of Nowhere — Kansas — Kirshner
- Songs In The Key Of Life — Stevie Wonder — Tamla
- The Pretender/The Fuse — Jackson Browne — Asylum
- Wings Over America — Wings — Capitol

WSDM-FM — CHICAGO — Dave Logan

- Tatter/Lose Again — Linda Ronstadt — Asylum
- Lido Shuffle — Boz Scaggs — Columbia
- Only You Know & I Know — Dave Mason — Columbia
- Saturday Night — Earth Wind & Fire — Columbia
- Sad Old Love Song — Firefall — Atlantic
- Main Street — Bob Seger — Capitol
- Sir Duke — Stevie Wonder — Tamla
- Go Your Own Way — Fleetwood Mac — WB
- Black Crow — Joni Mitchell — Asylum
- Do Ya — ELO — UA
- Dreamboat Annie — Heart — Mushroom
- Slow Dancing — Funky Kings — Arista

KLOS-FM — LOS ANGELES — Dabar Hoorelbeke

- Festival — Santana — Columbia

KWST-FM — LOS ANGELES — Mark Cooper

- James Montgomery Band — Island
- Midnight Cafe — Smokie — RSO
- Dreams, Dreams, Dreams — Chilliwack — Mushroom
- Hotel California — Eagles — Asylum
- Night Moves — Bob Seger — Capitol
- The Pretender — Jackson Browne — Asylum
- Rock & Roll Over — Kiss — Casablanca
- Wings Over America — Wings — Capitol

WYSP-FM — PHILADELPHIA — Sonny Fox

- Festival — Santana — Columbia

- Sorry Seems To Be The Hardest Word — Elton John — Rocket/MCA
- Walk This Way — Aerosmith — Columbia
- Hotel California — Eagles — Asylum

WMMR-FM — PHILADELPHIA — Paul Fuhr

- Go Your Own Way (single) — Fleetwood Mac — WB
- Dirt, Silver & Gold — Nitty Gritty Dirt Band — UA
- The Best Of Stephen Stills — Atlantic
- Peanut Butter (single) — J. Geils Band — Atlantic
- The Things We Do For Love (single) — 10cc — Mercury
- My Spanish Heart — Chick Corea — Polydor
- Greatest Hits — James Taylor — WB
- Here Come Those Tears/The Fuse/The Pretender — Jackson Browne — Asylum
- Blue Motel Room/Coyote/Song For Sharon — Joni Mitchell — Asylum
- Tonight's The Night — Rod Stewart — WB
- Tight Rope/Telephone Line — ELO — UA

WWWW-FM — DETROIT — Greg Gillispie

- It Looks Like Snow — Phoebe Snow — Columbia
- Leftverture — Kansas — Kirshner
- Blind Dog At St. Dunstons — Caravan — Arista
- Night Moves — Bob Seger — Capitol
- Life In The Fast Lane/Victim Of Love/Hotel California — Eagles — Asylum
- Songs In The Key Of Life — Stevie Wonder — Tamla

WABX-FM — DETROIT — Ken Calvert

- Midnight Cafe — Smokie — RSO
- A Day At The Races — Queen — Elektra
- Dreams, Dreams, Dreams — Chilliwack — Mushroom
- Rock & Roll Over — Kiss — Casablanca
- Wings Over America — Wings — Capitol
- Hotel California — Eagles — Asylum
- Night Moves — Bob Seger — Capitol
- The Things We Do For Love — 10cc — Mercury
- Go Your Own Way — Fleetwood Mac — WB

KYA-FM — SAN FRANCISCO — Jay Hansen

- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- Cocaine — J.J. Cale — Shelter
- Free Bird — Lynyrd Skynyrd — MCA
- Crackerbox Palace — George Harrison — Dark Horse
- Silk Degrees — Boz Scaggs — Columbia
- Seabirds/Do You Feel It — Alessi — A&M
- Get It Up For Love — Ned Doheny — Columbia
- Rock & Roll Alternative (entire LP) — Atlanta Rhythm Section — Polydor

KSAN-FM — SAN FRANCISCO — Don Potoczak

- Festival — Santana — Columbia
- Renaissance — Lonnie Liston Smith — RCA
- Midnight Cafe — Smokie — RSO
- Go Your Own Way (single) — Fleetwood Mac — WB
- The Things We Do For Love (single) — 10cc — Mercury
- Hotel California — Eagles — Asylum
- Wings Over America — Wings — Capitol
- Space Traveler — James Vincent — Caribou
- A New World Record — ELO — UA
- Safe In Their Homes — Hoodoo Rhythm Devils — World
- Tom Petty & The Heartbreakers — Shelter
- Songs In The Key Of Life — Stevie Wonder — Tamla

WHFS-FM — WASHINGTON, D.C. — David Einstein

- A Secret Place — Grover Washington Jr. — Kudu
- Festival — Santana — Columbia
- Mountainscaping — Barry Phillips — ECM
- Vibrations — Roy Ayers Ubiquity
- Festival — Santana — Columbia
- A Secret Place — Grover Washington Jr. — Kudu
- Festival — Santana — Columbia
- A Secret Place — Grover Washington Jr. — Kudu

WBCN-FM — BOSTON — Ellen Darst

- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- Texas Cookin' — Guy Clark — RCA
- My Spanish Heart — Chick Corea — Polydor
- Black Diamond — Groundhogs — UA
- Love's A Prima Donna — Steve Harley & Cockney Rebel — EMI
- Nobody Knows What You Do — John Hartford — Flying Fish
- The Jacksons — Epic
- Boulevard — Murray McLaughlin — True North
- Outside — Tom Pacheco — RCA

- A Day At The Races — Queen — Elektra
- Festival — Santana — Columbia
- The Man With The Sad Face — Stanley Turrentine — Fantasy
- Albedo 0.39 — Vangelis — RCA
- Tejas — ZZ Top — London

WCOZ-FM — BOSTON — Beverly Mire

- A Day At The Races — Queen — Elektra
- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- Heat Treatment — Graham Parker — Mercury
- Festival — Santana — Columbia
- A New World Record — ELO — UA
- Hotel California — Eagles — Asylum
- Songs In The Key Of Life — Stevie Wonder — Tamla
- Wings Over America — Wings — Capitol
- Boston — Epic
- Hejira — Joni Mitchell — Asylum
- Thirty Three & 1/3 — George Harrison — Dark Horse

KFWD-FM — DALLAS — Tim Spencer

- Festival — Santana — Columbia
- Tejas — ZZ Top — London
- A Day At The Races — Queen — Elektra
- Year Of The Cat — Al Stewart — Janus
- Night Moves — Bob Seger — Capitol
- Hotel California — Eagles — Asylum
- A Day At The Races — Queen — Elektra

KZEW-FM — DALLAS — Charlie Kendall

- A Secret Place — Grover Washington Jr. — Kudu
- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- A Day At The Races — Queen — Elektra
- Night Moves — Bob Seger — Capitol
- Long Misty Days — Robin Trower — Chrysalis
- Stoop Down — James Montgomery Band — Island
- Maybe I'm Amazed — Wings — Capitol
- A New World Record — ELO — UA
- Take Me To The River — Foghat — Bearsville

KSHE-FM — ST. LOUIS — Ron Stevens

- James Montgomery Band — Island
- Midnight Cafe — Smokie — RSO
- Dreams, Dreams, Dreams — Chilliwack — Mushroom
- Night Moves — Bob Seger — Capitol
- The Pretender — Jackson Browne — Asylum
- Hotel California — Eagles — Asylum
- Rock & Roll Over — Kiss — Casablanca
- Wings Over America — Wings — Capitol
- Thirty Three & 1/3 — George Harrison — Dark Horse

WDVE-FM — PITTSBURGH — Marcy Posner

- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- Midnight Cafe — Smokie — RSO
- Secrets (single) — Sutherland Bros. & Ouiver — Columbia
- Walk This Way (single) — Aerosmith — Columbia
- Carry On Wayward Son — Kansas — Kirshner
- Fly Like An Eagle — Steve Miller Band — Capitol

WYDD-FM — PITTSBURGH — Steve Downes

- Bandidier — Budgie — A&M
- Kites — Jade Warrior — Island
- My Spanish Heart — Chick Corea — Polydor
- The Planets — Tomita — Mercury
- Albedo 0.39 — Vangelis — RCA
- Boston — Epic
- Hotel California — Eagles — Asylum
- Keeping The Heat Down — Lyons & Clark — ABC
- L — Steve Hillage — Atlantic

KPFT-FM — HOUSTON — Jimmy Birch

- My Spanish Heart — Chick Corea — Polydor
- The Planets — Tomita — RCA
- Breezin' — George Benson — WB
- Hejira — Joni Mitchell — Asylum
- It's Your World — Gil Scott-Heron & Brian Jackson — Arista
- Mountain Scaping — Barry Phillips — ECM
- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- Joan Armatrading — A&M
- Focal Point — McCoy Tyner — Milestone
- Vibrations — Roy Ayers Ubiquity — Polydor
- Imaginary Voyage — Jean-Luc Ponty — Atlantic
- Hardcore Jollies — Funkadelic — WB

WKTK-FM — BALTIMORE — Steve Cochran

- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- My Spanish Heart — Chick Corea — Polydor
- Vibrations — Roy Ayers Ubiquity — Polydor
- Festival — Santana — Columbia
- A Day At The Races — Queen — Elektra
- Go Your Own Way (single) — Fleetwood Mac — WB
- Wasted Time/Life In The Fast Lane/Hotel

- California — Eagles — Asylum
- Wings Over America — Wings — Capitol

WMMS-FM — CLEVELAND — Shelly Stille

- Seawind — CTI
- Luxury Liner — Emmylou Harris — WB
- Festival — Santana — Columbia
- Love Has Made A Fool Of You (single) — Greg Kihn — Berserkley
- In A Broken Dream (single) — Python Lee Jackson — Eurogram
- The Pretender — Jackson Browne — Asylum
- Rock & Roll Over — Kiss — Casablanca
- Wings Over America — Wings — Capitol
- Hotel California — Eagles — Asylum
- Year Of The Cat — Al Stewart — Janus
- Night Moves — Bob Seger — Capitol
- Bigger Than Both Of Us — Hall & Oates — RCA
- The Song Remains The Same — Led Zeppelin — Swan Song
- Songs In The Key Of Life — Stevie Wonder — Tamla
- Thirty Three & 1/3 — George Harrison — Dark Horse

KEYZ-FM — ANAHEIM — Ron Burnstein

- Hejira — Joni Mitchell — Asylum
- Slipstream — Sutherland Bros. & Ouiver — Columbia
- Roger Troy — RCA
- Hotel California — Eagles — Asylum
- Midnight Cafe — Smokie — RSO
- Dirt, Silver & Gold — Nitty Gritty Dirt Band — UA
- Year Of The Cat — Al Stewart — Janus
- Zoot Allures — Frank Zappa — WB
- Roger Troy — RCA

KOME-FM — SAN JOSE — Ed Romig

- A Day At The Races — Queen — Elektra
- The Planets — Tomita — RCA
- The Alpha Band — Arista
- Careless — Stephen Bishop — ABC
- Go Your Own Way (single) — Fleetwood Mac — WB
- Hotel California — Eagles — Asylum
- Songs In The Key Of Life — Stevie Wonder — Tamla
- Wings Over America — Wings — Capitol
- A New World Record — ELO — UA
- Boston — Epic
- The Pretender — Jackson Browne — Asylum

WMC-FM — MEMPHIS — Ron Olson

- Somebody To Love/Tie Your Mother Down (singles) — Queen — Elektra
- Hitch Hiking Hero/Georgia Rhythm/Neon Night (single) — Atlanta Rhythm Section — Polydor
- Go Your Own Way/Silver Springs (singles) — Fleetwood Mac — WB
- Garden Of Babylon (single) — Jean-Luc Ponty — Atlantic
- I've Just Seen A Face/Maybe I'm Amazed/My Love — Wings — Capitol
- Hotel California/New Kid In Town — Eagles — Asylum
- Hejira — Joni Mitchell — Asylum
- Songs In The Key Of Life — Stevie Wonder — Tamla
- Zoot Allures — Frank Zappa — WB
- High Lonesome — Charlie Daniels Band — Epic

WKDF-FM — NASHVILLE, TN — Jack Crawford


- Dirt, Silver & Gold — Nitty Gritty Dirt Band — UA
- Love Is All Around — Eric Burdon & War — ABC
- Dance — Pure Prairie League — RCA
- L — Steve Hillage — Atlantic
- Blinded By The Light — Manfred Mann — WB
- High Lonesome — Charlie Daniels Band — Epic
- Night Moves — Bob Seger — Capitol

WAIV-FM — JACKSONVILLE, FL — Bill Bartlett

- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- Leftverture — Kansas — Kirshner
- The Planets — Tomita — RCA
- Tom Petty And The Heartbreakers — ABC
- Rex — Columbia
- Hummin' — Nat Adderley — Little David
- Play 'N' The Game — Nazareth — A&M
- Classic Guitar/Jazz Piano — Claude Bolling — RCA
- High Voltage — AC/DC — Atlantic
- I'll Always Call Your Name — Little River Band — Harvest
- You Know Like I Know — Ozark Mtn. Daredevils — A&M
- Carry On Wayward Son — Kansas — Kirshner
- Once In A Lifetime — Elvin Bishop — Capricorn
- Pretending — Cowford County Band — Gold Tooth

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something totally expected.*



Lost Without Your Love, Single E-45365 and Album 7E-1094 · Elektra Records and Tapes. 

POP RADIO PLAYLIST HIGHLIGHTS

WCUE — AKRON
#1 — Stevie Wonder
No new additions

WPTR — ALBANY
#1 — McCoo/Davis
13 To 3 — Rose Royce
14 To 5 — Stevie Wonder
24 To 18 — Manfred Mann
28 To 20 — Jacksons
30 To 22 — Eagles

KPKE — ALBUQUERQUE
#1 — Stevie Wonder
No new additions

KEZY — ANAHEIM
#1 — Rod Stewart
No new additions

WRFC — ATHENS
#1 — Stevie Wonder
Stevie Miller
Kansas
Rick Dees
34 To 27 — Jacksons
28 To 24 — Manfred Mann

WOXI — ATLANTA
#1 — Rose Royce
Eagles
Manfred Mann
10 To 2 — Sylvers
14 To 8 — Mary MacGregor
16 To 12 — Aerosmith
18 To 14 — EW&F

WBTO — AUGUSTA
#1 — Sylvers
*Fleetwood Mac
*Stephen Bishop
10 To 6 — Aerosmith
13 To 9 — Eagles
16 To 12 — Rols Royce
22 To 18 — Barry Manilow
Ex To 29 — Kiss
Ex To 30 — Gene Cotton

WAUG — AUGUSTA
#1 — Sylvers
*Steve Miller
*Stephen Bishop
22 To 18 — Stevie Wonder
Ex To 24 — Al Stewart
Ex To 25 — Abba

KERN — BAKERSFIELD
#1 — Spinners
*Fleetwood Mac
*Kansas
19 To 13 — Eagles
25 To 18 — Engelbert Humperdinck
Ex To 23 — Steve Miller
Ex To 25 — Kenny Nolan

KAFY — BAKERSFIELD
#1 — McCoo/Davis
*Kansas
*Kiss
17 To 8 — Rose Royce
26 To 20 — Aerosmith
14 To 7 — Brick
20 To 16 — Eagles
Ex To 26 — Barry Manilow
Ex To 28 — Fleetwood Mac
Ex To 29 — Stephen Bishop
Ex To 30 — Kenny Nolan

WCAO — BALTIMORE
#1 — Leo Sayer
No new additions

WHNN — BAY CITY
#1 — Brick
No new additions

WERC — BIRMINGHAM
#1 — Spinners
No new additions

WGSN — BIRMINGHAM
#1 — Aerosmith
No new additions
15 To 6 — Rose Royce
16 To 1 — Aerosmith
21 To 10 — Bread
22 To 12 — Manfred Mann
Ex To 27 — Jacksons
Ex To 28 — EW&F
Ex To 29 — Elvis Presley
Ex To 30 — Stephen Bishop

KFYR — BISMARCK
#1 — Rod Stewart
No new additions

WRKO — BOSTON
#1 — Leo Sayer
No new additions
18 To 14 — Eagles
19 To 12 — Kenny Nolan
21 To 17 — Doobie Brothers
22 To 19 — Steve Miller
25 To 20 — Kiss
30 To 24 — Mary MacGregor

WBGN — BOWLING GREEN
#1 — Mary MacGregor
*Heart
*Steve Miller
*Al Stewart
19 To 15 — Rose Royce
22 To 18 — George Harrison
Ex To 17 — Barry Manilow
Ex To 25 — Eagle
Ex To 26 — Manfred Mann

WICC — BRIDGEPORT
#1 — Rod Stewart
No new additions

WKBW — BUFFALO
#1 — Spinners
No new additions

WYSL — BUFFALO
#1 — Stevie Wonder
No new additions

WTMA — CHARLESTON
#1 — Rose Royce
*David Dundas
*Barry Manilow

WBT — CHARLOTTE
#1 — Mary MacGregor
Savannah Band
Tom Jones
Kenny Nolan
Neil Diamond
Elvis Presley
5 To 1 — Mary MacGregor
24 To 19 — Eagles
25 To 16 — Barbra Streisand

WAYS — CHARLOTTE
#1 — Spinners

EW&F
*S. Wonder — Lovely
*Barry Manilow
10 To 6 — Mary MacGregor
15 To 7 — Rose Royce
19 To 11 — Manfred Mann
21 To 14 — Aerosmith
23 To 12 — Eagles
25 To 19 — David Dundas
Ex To 20 — Foghat

WFLI — CHATTANOOGA
#1 — Mary MacGregor
*Barry Manilow
*Dr. Hook
*Kiss
10 To 6 — Elton John
17 To 11 — Smokie
25 To 18 — Bob Seger
Ex To 19 — Eagles
Ex To 21 — Elvis — She Thinks
Ex To 24 — Paul Davis
Ex To 25 — Rose Royce

WGOW — CHATTANOOGA
#1 — Rod Hart
*Wild Cherry
*Barry Manilow
*Jacksons
*David Dundas
*Elvis Presley
27 To 10 — Eagles
22 To 16 — Stevie Wonder
Ex To 30 — Starland Vocal Band

WLS — CHICAGO
#1 — Manfred Mann
Rose Royce
5 To 3 — Burton Cummings
8 To 5 — Barry Manilow
14 To 11 — Brick
18 To 13 — Elton John
19 To 15 — Heart
23 To 21 — Stevie Wonder
26 To 16 — Aerosmith

WMET — CHICAGO
#1 — Manfred Mann
Heart
Queen
Jacksons
19 To 11 — Steve Miller
21 To 16 — Barry Manilow
22 To 18 — Aerosmith
24 To 20 — Eagles

Q102 — CINCINNATI
#1 — Stevie Wonder
No new additions
12 To 1 — Stevie Wonder
14 To 9 — McCoo/Davis
16 To 13 — Queen
18 To 15 — Eagles
20 To 17 — Rose Royce
27 To 21 — Manfred Mann
Ex To 26 — Bread

WSAI — CINCINNATI
#1 — Boston
Manfred Mann
Bread
Barry Manilow
8 To 4 — England Dan & Coley
14 To 7 — Sylvers
21 To 14 — Eagles
25 To 6 — Stevie Wonder
28 To 18 — Rose Royce

WGCL — CLEVELAND
#1 — Stevie Wonder
*Bob Seger
*Wild Cherry

WCOL — COLUMBUS
#1 — Aerosmith
Wild Cherry
Kansas
14 To 7 — Kenny Nolan
15 To 9 — Manfred Mann
29 To 20 — KC & Sunshine Band
33 To 26 — Stevie Wonder
36 To 31 — Al Stewart

WNCI — COLUMBUS
#1 — Sylvers
Wild Cherry
Jacksons
5 To 1 — Sylvers
17 To 11 — Eagles

KNUS — DALLAS
#1 — Stevie Wonder
Barbra Streisand
Henhouse 5 + Too
*Al Stewart
18 To 10 — Burton Cummings
23 To 18 — Eagles
26 To 20 — Manfred Mann

KLIF — DALLAS
#1 — Leo Sayer
Stevie Miller
Bob Seger
12 To 7 — Car Wash
20 To 16 — Donny & Marie
23 To 19 — EW&F
24 To 21 — Kenny Nolan

WING — DAYTON
#1 — McCoo/Davis
No new additions

WMFJ — DAYTONA BEACH
#1 — Yvonne Elliman
No new additions
10 To 4 — Rose Royce
22 To 15 — Eagles
20 To 16 — Mary MacGregor
28 To 23 — Steve Miller
Ex To 28 — Bread
Ex To 29 — 10cc

KTLL — DENVER
#1 — McCoo/Davis
Bob Seger
18 To 11 — Eagles
20 To 15 — Engelbert Humperdinck
23 To 16 — Manfred Mann
31 To 22 — Mary MacGregor
34 To 28 — Fleetwood Mac
35 To 25 — Aerosmith
39 To 31 — Steve Miller
40 To 32 — Henhouse 5 + Too

KIMN — DENVER
#1 — Leo Sayer
No new additions

KIOA — DES MOINES
#1 — Mary MacGregor
Barry Manilow
Manfred Mann
6 To 1 — Mary MacGregor
9 To 4 — Burton Cummings

13 To 8 — David Dundas
24 To 15 — Rose Royce
28 To 18 — Eagles
29 To 12 — Henhouse 5 + Too

CKLW — DETROIT
#1 — Rod Stewart
No new additions

WXYZ — DETROIT
#1 — Rod Stewart
No new additions

WDRQ — DETROIT
#1 — Stevie Wonder
Yvonne Elliman
Donny & Marie
Hall & Oates — Do What You Want
18 To 14 — Jacksons
30 To 22 — Dramatics
32 To 28 — O'Jays
33 To 29 — Manfred Mann

WDBQ — DUBUQUE
#1 — Burton Cummings
*Al Stewart
*Steve Miller
*John Denver
12 To 6 — Engelbert Humperdinck
14 To 10 — Sylvers
15 To 11 — Abba
23 To 17 — ELO
27 To 13 — Manfred Mann
Ex To 29 — Stevie Wonder
Ex To 30 — George Harrison

WEAQ — EAU CLAIRE
#1 — Spinners
Starland Vocal Band
Jim Stafford
Kansas
Fleetwood Mac
18 To 7 — Capt. & Tennille
19 To 13 — Mary Kay Place

KINT — EL PASO
#1 — Leo Sayer
*Steve Miller
*Foghat
12 To 8 — McCoo/Davis
15 To 10 — Brick
17 To 13 — Eagles
23 To 19 — Engelbert Humperdinck
24 To 17 — Manfred Mann
Ex To 25 — Queen
Ex To 23 — Bread
Ex To 24 — Barry Manilow

KRKO — EVERETT
#1 — Engelbert Humperdinck

KQWB — FARGO
#1 — Mary MacGregor
Bread
*Abba
*Rose Royce
*Beatles
16 To 7 — Stevie Wonder
22 To 10 — Manfred Mann
20 To 13 — Sylvers
21 To 16 — Aerosmith
13 To 9 — Barry Manilow
Ex To 19 — Eagles
Ex To 21 — Boz Scaggs
Ex To 25 — Barbra Streisand

WFLB — FAYETTEVILLE
#1 — Mary MacGregor
*Johnny Rivers
*Stephen Bishop
*Love Unlimited
*Wings — Maybe I'm Amazed, Yesterday
Ex To 29 — Abba
Ex To 30 — Kansas

KFJZ — FORT WORTH
#1 — Leo Sayer
Brick
Eagles
16 To 7 — Rose Royce
12 To 8 — Burton Cummings

WHOT — YOUNGSTOWN
#1 — Mary MacGregor
No new additions

KYNO — FRESNO
#1 — Leo Sayer
No new additions

WLAV — GRAND RAPIDS
#1 — Stevie Wonder
Heart
Barbra Streisand
Rose Royce
24 To 17 — Mary MacGregor
20 To 14 — Boz Scaggs
13 To 9 — EW&F
18 To 8 — Al Stewart
10 To 5 — George Harrison
9 To 4 — Engelbert Humperdinck

Z-96 — GRAND RAPIDS
#1 — Brick
*Boz Scaggs
*Barry Manilow
*10cc
*Aerosmith
7 To 2 — Stevie Wonder
8 To 3 — Manfred Mann
19 To 8 — Rose Royce
23 To 14 — Eagles
29 To 22 — Bob Seger
Ex To 27 — Barbra Streisand
Ex To 29 — Kansas
Ex To 30 — Bar-Kays

KEIN — GREAT FALLS
#1 — Mary MacGregor
No new additions

WDRG — HARTFORD
#1 — Rod Stewart
No new additions

KILT — HOUSTON
#1 — McCoo/Davis
10cc
Kiss
13 To 9 — Sylvers
19 To 15 — Rose Royce
21 To 8 — Eagles
31 To 24 — Elvis — She Thinks
40 To 35 — Kenny Nolan
Ex To 30 — Tom Jones
Ex To 34 — Fleetwood Mac
Ex To 40 — Steve Miller

KRBE — HOUSTON
#1 — McCoo/Davis
No new additions

WNDE — INDIANAPOLIS
#1 — Rod Stewart
No new additions

WIFE — INDIANAPOLIS
#1 — Rose Royce
*Fleetwood Mac
11 To 7 — Brick
12 To 8 — Stevie Wonder
13 To 9 — Mary MacGregor
19 To 10 — Engelbert Humperdinck
17 To 13 — George Harrison
Ex To 26 — Thelma Houston
Ex To 27 — Kiss

WDXJ — JACKSON
#1 — Elton John
No new additions

WAPE — JACKSONVILLE
#1 — Rose Royce
Rick Dees
Kiss
Gene Cotton
Rod Hart
20 To 14 — Manfred Mann
27 To 23 — Steve Miller

WCRO — JOHNSTOWN
#1 — Leo Sayer
No new additions

KBEO — KANSAS CITY
#1 — Rod Hart
Jacksons
Bob Seger
Stevie Miller
17 To 13 — Rose Royce
23 To 19 — Mary MacGregor
29 To 1 — Rod Hart

WOPD — LAKELAND
#1 — Rose Royce
Ozark Mtn. Daredevils
Fleetwood Mac
11 To 7 — Emotions — Flowers
17 To 12 — Abba
20 To 15 — EW&F
21 To 16 — Barry Manilow
28 To 18 — Manfred Mann
31 To 25 — Jim Stafford
40 To 22 — Elvis Presley
33 To 26 — 10cc
38 To 31 — Smokie
39 To 33 — Mystic Moods
Ex To 34 — Richie Havens
Ex To 35 — Al Stewart
Ex To 36 — Ben Atkins
Ex To 37 — Starland Vocal Band
Ex To 38 — Henhouse 5 Plus Too

KENO — LAS VEGAS
#1 — McCoo/Davis
No new additions
18 To 7 — Manfred Mann
29 To 23 — Aerosmith
24 To 17 — David Dundas
Ex To 35 — Bob Seger
Ex To 36 — Fleetwood Mac
Ex To 37 — Kiss

WBLI — LONG ISLAND
#1 — Rod Stewart
No new additions

KHJ — LOS ANGELES
#1 — Sylvers
Fleetwood Mac
15 To 8 — Eagles
16 To 11 — Brick
18 To 13 — Mary MacGregor
23 To 18 — Manfred Mann
24 To 19 — Bread
27 To 23 — Bob Seger

WAKY — LOUISVILLE
#1 — Foghat
No new additions

WISM — MADISON
#1 — McCoo/Davis
*Fleetwood Mac
*Kiss
15 To 11 — Brick
17 To 12 — Rose Royce
20 To 16 — Aerosmith
25 To 20 — Eagles
29 To 25 — Smokie
Ex To 28 — Bob Seger
Ex To 29 — Barbra Streisand
Ex To 30 — Lynrd Skynrd

WFOM — MARIETTA
#1 — Leo Sayer
No new additions

KRIB — MASON CITY
#1 — Leo Sayer
*Bee Gees — Boogie Child
*Barbra Streisand
*Kansas
28 To 20 — Manfred Mann
30 To 25 — Eagles
14 To 10 — Lynrd Skynrd
Ex To 28 — Steve Miller
Ex To 29 — Foghat
Ex To 30 — Boz Scaggs

WMPG — MEMPHIS
#1 — Brick
No new additions

WHBQ — MEMPHIS
#1 — Brick
No new additions

Y100 — MIAMI
#1 — Sylvers
Stevie Wonder
Mary MacGregor
8 To 5 — Leo Sayer
9 To 4 — Steve Miller
19 To 13 — Rose Royce
23 To 18 — Starbuck
24 To 19 — Lynrd Skynrd

WQAM — MIAMI
#1 — Leo Sayer
Emotions
Stevie Wonder
Mary MacGregor
12 To 8 — Rose Royce
18 To 13 — Eagles
22 To 18 — Manfred Mann

96X — MIAMI
#1 — Sylvers
Rose Royce
Stevie Miller
Wings — Amazed, Yesterday
Donny & Marie
16 To 8 — EW&F
20 To 12 — Spinners
30 To 17 — McCoo/Davis

WOKY — MILWAUKEE
#1 — Manfred Mann
No new additions

WZUU — MILWAUKEE
#1 — Leo Sayer

*10cc
*Gene Cotton
12 To 6 — Engelbert Humperdinck
18 To 13 — Mary MacGregor
19 To 14 — Eagles
Ex To 20 — Bread

KDWB — MINNEAPOLIS
#1 — Leo Sayer
No new additions
12 To 8 — Boston
24 To 17 — Stephen Bishop
25 To 19 — Manfred Mann
29 To 24 — ELO
30 To 26 — Kenny Nolan

WGGY — MINNEAPOLIS
#1 — Spinners
Eagles
12 To 5 — Steve Miller
24 To 18 — Manfred Mann
Ex To 7 — Henhouse 5 + Too
Ex To 15 — Barry Manilow
Ex To 25 — Rose Royce
Ex To 27 — Bread
Ex To 29 — Aerosmith
Ex To 30 — Stephen Bishop

KSTP — MINNEAPOLIS
#1 — Rod Stewart
No new additions

KNOE — MONROE
#1 — Spinners
No new additions

WHHY — MONTGOMERY
#1 — Leo Sayer
No new additions

KVOX — MOOREHEAD
#1 — Mary MacGregor
*Kansas
*Starland Vocal Band
10 To 6 — Manfred Mann
15 To 11 — Eagles
26 To 18 — Bread
33 To 21 — Steve Miller
29 To 23 — Kiss
Ex To 27 — Parker McGee

WLAC — NASHVILLE
#1 — Rose Royce
No new additions

WMAK — NASHVILLE
#1 — Engelbert Humperdinck
*Kenny Nolan
*Aerosmith
11 To 7 — Brick
17 To 12 — Rose Royce
Ex To 27 — Jacksons
Ex To 28 — Barry Manilow
Ex To 29 — David Dundas

WAVZ — NEW HAVEN
#1 — Stevie Wonder
No new additions

WNOE — NEW ORLEANS
#1 — Aerosmith
No new additions

WTIX — NEW ORLEANS
#1 — Spinners
Queen
Savannah Band
*Linda Ronstadt
*KC & Sunshine Band
*Thelma Houston
*Manfred Mann
15 To 5 — Stevie Wonder
19 To 14 — David Dundas
23 To 17 — Rose Royce
Ex To 26 — Mary MacGregor
(changes effective last week)

WABC — NEW YORK
#1 — McCoo/Davis
No new additions

WPIX — NEW YORK
#1 — Savannah Band
No new additions

99X — NEW YORK
#1 — McCoo/Davis
Queen
Fleetwood Mac
13 To 8 — Burton Cummings
15 To 9 — Sylvers
17 To 11 — Stevie Wonder
24 To 19 — Brick
25 To 21 — ELO

WGH — NORFOLK
#1 — Rod Stewart
*S. Wonder — Lovely
*ELO
*Aerosmith
18 To 8 — Manfred Mann
Ex To 10 — Eagles
Ex To 19 — Steve Miller
Ex To 20 — Bread

WKY — OKLAHOMA CITY
#1 — Sylvers
*Gene Cotton
*Al Stewart
9 To 5 — David Dundas
Ex To 17 — Steve Miller
Ex To 20 — Foghat

KOMA — OKLAHOMA CITY
#1 — Rod Stewart
No new additions
29 To 18 — Kiss
22 To 15 — Steve Miller
Ex To 39 — Foghat
Ex To 40 — EW&F

WOW — OMAHA
#1 — Sylvers
*Kansas
*Heart
*Stephen Bishop
5 To 1 — Sylvers
10 To 3 — Manfred Mann
15 To 9 — Mary MacGregor
18 To 10 — Eagles
Ex To 16 — Barry Manilow
Ex To 17 — Abba

WLOF — ORLANDO
#1 — Spinners
No new additions

KACY — OXNARD
#1 — Leo Sayer
Manfred Mann
Jacksons
23 To 19 — David Dundas
30 To 21 — Aerosmith

WIRL — PEORIA
#1 — Leo Sayer
*Bread
*Queen
18 To 13 — Kenny Nolan

21 To 16 — Mary MacGregor
Ex To 22 — Rose Royce
Ex To 24 — Barry Manilow

WFIL — PHILADELPHIA
#1 — Rod Stewart
No new additions
17 To 14 — Mary MacGregor

WIFI — PHILADELPHIA
#1 — Rod Stewart
*Dr. Hook
*Stevie Miller
*Barry Manilow

WPEZ — PITTSBURGH
#1 — Rod Stewart
Mary MacGregor
Savannah Band
11 To 5 — Burton Cummings
15 To 9 — Rose Royce
21 To 15 — Steve Miller
22 To 18 — Eagles
Ex To 22 — Manfred Mann

13Q — PITTSBURGH
#1 — Rod Stewart
*Mary MacGregor

KGW — PORTLAND
#1 — Mary MacGregor
*Donny & Marie
7 To 1 — Mary MacGregor
15 To 10 — Kenny Nolan
21 To 15 — Aerosmith
25 To 18 — Manfred Mann
30 To 22 — Rose Royce
Ex To 29 — Bread

KPAM — PORTLAND
#1 — Mary MacGregor
*Gene Cotton
*Manhattan Transfer
*Henhouse 5 + Too
*Foghat
30 To 25 — Boz Scaggs
6 To 1 — Mary MacGregor
17 To 12 — Manfred Mann
14 To 9 — Aerosmith
13 To 8 — Brick
12 To 7 — David Dundas
Ex To 29 — Stephen Bishop
Ex To 28 — Kiss
Ex To 27 — Barbra Streisand

WPRO — PROVIDENCE
#1 — Leo Sayer
No new additions

G-55 — PROVIDENCE
#1 — Rod Stewart
*Boz Scaggs
*Bob Seger
*Hall & Oates — Rich Girl
*Barry Manilow
*Kiss
13 To 4 — Sylvers
17 To 6 — Mary MacGregor
19 To 10 — Eagles
16 To 11 — Abba
27 To 16 — Stevie Wonder
30 To 20 — Savannah Band
28 To 21 — Steve Miller

WKIX — RALEIGH
#1 — Rod Stewart
No new additions

KKLS — RAPID CITY
#1 — Spinners
No new additions

WLEE — RICHMOND
#1 — Leo Sayer
No new additions

Q-94 — RICHMOND
#1 — Aerosmith
*10cc
*Sylvers
*Harrison — Crackerbox
11 To 5 — Barry Manilow
14 To 8 — EW&F
16 To 10 — Manfred Mann
18 To 12 — Rose Royce
22 To 15 — Mary MacGregor
23 To 19 — Steve Miller
26 To 20 — Kenny Nolan
29 To 24 — Kiss
30 To 25 — Yvonne Elliman
31 To 23 — Abba
Ex To 27 — Jacksons
Ex To 29 — Foghat
Ex To 30 — Heart
Ex To 32 — Al Stewart

WBBF — ROCHESTER
#1 — Aerosmith
No new additions
10 To 6 — Gene Cotton
12 To 5 — Leo Sayer
18 To 7 — Sylvers
20 To 12 — Manfred Mann
27 To 20 — Abba
Ex To 21 — Dr. Hook
Ex To 29 — Kenny Nolan

KNDE — SACRAMENTO
#1 — Stevie Wonder
No new additions

KROY — SACRAMENTO
#1 — Rod Stewart
No new additions

WJON — ST. CLOUD
#1 — Abba
No new additions

KSLO — ST. LOUIS
#1 — Spinners
No new additions

KKOK — ST. LOUIS
#1 — McCoo/Davis
Rose Royce
Aerosmith
Abba
13 To 9 — Manfred Mann
15 To 11 — Eagles
18 To 13 — Sylvers
22 To 18 — S. Wonder — Lovely

CCPX — SALT LAKE CITY
#1 — Spinners

***Cher**
12 To 6 — McCoo/Davis
15 To 10 — Manfred Mann
23 To 19 — John Denver
24 To 20 — Rick Dees
Ex To 24 — Fleetwood Mac
Ex To 27 — Kiss
Ex To 28 — Brick
Ex To 29 — Gabriel Kaplan
Ex To 30 — Sutherland Brothers

CASH BOX POP RADIO ANALYSIS

MOST ADDED RECORDS		This Week	To Date	STATION ADDS THIS WEEK
1.	FLy Like An Eagle — Steve Miller — Capitol	6%	48%	KLIF, KBEQ, WBGH, WPGC, KAKC, WIFI.
2.	Weekend In New England — Barry Manilow — Arista	5%	52%	WSAI, WIFI, KIOA, WAYS, Z-96.
3.	Save It For A Rainy Day — Stephen Bishop — ABC	5%	23%	KJR, KJRB, WBBQ, WOW, WORC.
4.	Go Your Own Way — Fleetwood Mac — Reprise	5%	22%	KHJ, 99X, WBBQ, WISM, WORC.
5.	The Things We Do For Love — 10cc — Mercury	5%	10%	KJR, KILT, WZUU, Z-96, Q-94.
6.	Torn Between Two Lovers — Mary MacGregor — Ariola	4%	79%	Y-100, WQAM, WPEZ, 13Q.
7.	Walk This Way — Aerosmith — Columbia	4%	70%	KXOK, WMAK, Z-96, WGH.
8.	Night Moves — Bob Seger — Capitol	4%	54%	WGCL, KTLK, KBEQ, KLIF.
9.	Hard Luck Woman — Kiss — Casablanca	4%	39%	KILT, WPGC, WAPE, WISM.
10.	You've Got Me Running — Gene Cotton — ABC	4%	16%	KPAM, WZUU, WAPE, WKY.

RADIO ACTIVE SINGLES

- BLINDED BY THE LIGHT — MANFRED MANN — WB**
KGW 25-18, KPAM 17-12, KJR 21-14, WORC ex-27, WOW 10-3, Q-94 16-10, KTLK 23-16, B-100 14-10, KDWB 25-19, Z-96 8-3, WQAM 22-18, KAKC 22-13, WSGN 22-12, KCPX 15-10, WAPE 20-14, Q-102 27-21, WCOL 15-9, WBBF 20-12, KXOK 13-9, WAYS 19-11, WDGY 24-18, WPEZ ex-22, KHJ 23-18, WGH 18-8.
- NEW KID IN TOWN — EAGLES — ASYLUM**
KILT 21-8, KJR 13-9, KGW 27-23, WGH ex-10, WZUU 19-14, WRKO 30-24, KHJ 15-8, WPEZ 22-18, WSAI 21-14, WAYS 23-12, KXOK 15-10, WBBQ 13-9, Q-102 18-15, KIOA 28-18, WOW 18-10, KTLK 18-11, B-100 19-11, WMET 24-20, Z-96 23-14, WNCI 17-11, WISM 25-20, WQAM 18-13, KAKC 20-10.
- CAR WASH — ROSE ROYCE — MCA**
KJR 22-19, KILT 19-15, KGW 30-23, KLIF 12-7, WPEZ 15-9, KBEQ 17-13, WDGY ex-25, WBGH 19-15, WSAI 28-18, WAYS 15-7, WBBQ 16-12, Q-102 20-17, KIOA 24-15, Q-94 18-12, WIRL ex-22, Y-100 19-13, Z-96 19-8, WMAK 17-12, WISM 17-12, WQAM 12-8, KAKC 11-4, WSGN 15-6.
- TORN BETWEEN TWO LOVERS — MARY MacGREGOR — ARIOLA**
WRKO 30-24, KHJ 18-13, KBEQ 23-19, WFIL 17-14, WAYS 10-6, WIRL 21-16, WQXI 14-8, KTLK 31-22, Q-94 22-15, WOW 15-9, KIOA 6-1, WZUU 18-13, KGW 7-1, KPAM 6-1.
- FLY LIKE AN EAGLE — STEVE MILLER — CAPITOL**
KJR 25-21, WGH ex-19, WRKO 22-19, WPEZ 22-15, WDGY 12-6, WAPE 27-23, Y-100 9-4, WMET 19-11, KTLK 39-31, Q-94 23-19, WKY ex-17.
- I LIKE DREAMING — KENNY NOLAN — 20th CENTURY**
KILT 40-35, KGW 15-10, WRKO 19-12, KLIF 24-21, WBBF ex-29, WCOL 12-7, KAKC 26-19, WIRL 18-13, KDWB 30-26, Q-94 26-20, WORC 22-15.
- WALK THIS WAY — AEROSMITH — COLUMBIA**
KTLK 35-25, WQXI 16-12, WMET 22-18, WISM 20-16, WSGN 16-1, WBBQ 10-6, WAYS 21-14, WDGY ex-29, KGW 21-13, KPAM 14-9.

SECONDARY RADIO ACTIVE

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

- DANCING QUEEN — ABBA — ATLANTIC**
Adds: WKWK, KQWB; Jumps: G-55 16-11, WDBQ 15-11, WQPD 17-12, WAIR 27-22, WOW ex-17, WSPT ex-23, WAUG ex-25, WFLB ex-29, WTRY ex-29.
- GO YOUR OWN WAY — FLEETWOOD MAC — WB**
Adds: WIFE, WQPD, KERN, WORD, WAIR WISM, WEAQ, KSLQ, KSLY; Jumps: KAKC ex-30, KENO ex-36.
- CARRY ON WAYWARD SON — KANSAS — KIRSHNER**
Adds: KRIB, KERN, WTRY, WRFC, KAFY, WEAQ, WFLB, KVOX, WOW; Jumps: KELI ex-26.
- YEAR OF THE CAT — AL STEWART — JANUS**
Adds: WSGN, WKY, WKWK, WDBQ, WTRY; Jumps: WLAV 18-8, WSPT 16-10, WAUG ex-24, KELI ex-24, WQPD ex-35.
- HARD LUCK WOMAN — KISS — CASABLANCA**
Adds: WFLI, KAFY, G-55; Jumps: KOMA 29-18, KVOX 29-23, WIFE ex-27, WKWK ex-30, KENO ex-37.
- LIVING NEXT DOOR TO ALICE — SMOKIE — RSO**
Adds: WSPT; Jumps: WFLI 17-11, KELI 27-18, KAKC 30-23, WISM 29-25, WQPD 38-31, WKWK ex-29, WAIR ex-30.
- DREAMBOAT ANNIE — HEART — MUSHROOM**
Adds: WKWK, KELI, WTRY, WLAV, WBGH, WOW; Jumps: WSPT ex-28.
- THINGS WE DO FOR LOVE — 10cc — MERCURY**
Adds: KELI, WTRY, WKWK; Jumps: WQPD 33-26, WMFJ ex-29, WAIR ex-31.
- LOVE THEME FROM 'A STAR IS BORN' — BARBRA STREISAND — COLUMBIA**
Adds: KRIB, WORD, WLAV; Jumps: KAKC ex-24, KQWB ex-25, WISM ex-29.
- HAIL! HAIL! (ROCK 'N' ROLL) — STARLAND VOCAL BAND — WINDSONG**
Adds: WEAQ, WSPT, KVOX; Jumps: WGOW ex-30, WQPD ex-37.
- SAVE IT FOR A RAINY DAY — STEPHEN BISHOP — ABC**
Adds: WFLB, WOW, WAUG; Jumps: KAFY ex-29, KELI ex-30.

ALBUM CHART ANALYSIS

#8* LINDA RONSTADT

Already certified gold, "Ronstadt's Greatest Hits" should obtain platinum status in a few weeks based on the overwhelming volume witnessed this Christmas season. Market reports confirm top ten action in all regions, highlighted by reports from: Sam Goody, King Karol, Harvard Coop, Alexanders, Jimmy's, TSS/Record World, Record & Tape Coll., Bee Gee, Central, Norman Cooper and Waxie Maxie in the Northeast/Balt.-Wash. Region; Record Dept. Merch., Record Shack, Western Merch. Music Scene and Peaches (Atlanta & Dallas) in the Southeast/South Central Region; National Record Mart, Camelot, Wax Museum, Swallen's and Peaches (Columbus), in the Midwest Region; and Licorice Pizza, Music Plus, Tower (S.F.), Everybody's, Dan Jay, Odyssey, Banana and Peaches (Denver) in the West/Denver-Phoenix Region. J.L. Marsh reports movement of 10-7 on the computer run and Record Bar reports Ronstadt in the #6 position.

#36* A STAR IS BORN

Christmas Day saw the opening of "A Star Is Born" in all markets. Sales prior to the opening were consistent, but mass exposure created explosive sales in the West/Denver-Phoenix Region as reported by Licorice Pizza, Music Plus, Tower (S.F.), Everybody's, Warehouse, Independent, Banana, Peaches (L.A.) and Tower (Sacramento & San Diego). The Southeast/South Central Region also exhibited exceptionally strong sales, as indicated by Record Shack, Music Scene, Gary's, Soundtown, Tape City, Western Merch., Southern and Peaches (Atlanta & Dallas). The Northeast Region reflects an upsurge in sales as reported by Sam Goody, Strawberries, Win, Bee Gee, Norman Cooper, Dick's and Vornado. The J.L. Marsh Computer run displays the soundtrack at #39.

#42* BRICK

Returning to the #1 position on the CB R&B Singles chart, "Dazz" continues to make headway on the CB Top 100 Singles chart, reflected at #7 bullet. "Good High" makes its debut on the National Breakout Chart this week in the #4 position. While maintaining top five strength in the Balt.-Wash. Region, (Morey's/3, For The Record/4, Record & Tape Coll./5), the West Region proves to be the next strongest market as reflected by reports from Soul City, Tower (S.F.), Banana, Tower (Sacramento & San Diego), Peaches (L.A.) and Record Cove. Black oriented accounts in the Northeast Region continue to report significant action, including Jimmy's, Strawberries and Jimmy's. The J.L. Marsh computer run displays significant growth with movement of 282-208.

#44* BARRY MANILOW

While the majority of radio stations froze their playlists, "Weekend In New England" managed five new adds to become #2 on the "Most Added Records" chart. Although Manilow has managed to maintain top thirty status on the J.L. Marsh computer run, retailers and one-stops are experiencing a strong resurgence on "This One's For You" thanks to the success of the single. The Northeast/Balt.-Wash. Region proves strongest in renewed sales indicated by Sam Goody, King Karol, TSS/Record World, Alwik, Richman Bros., Bee Gees, Morey's and Waxie Maxie. Other accounts reporting top thirty action include National Record Mart, Gary's, Peaches (Dallas) and Tower (Sacramento & San Diego). J.L. Marsh displays Manilow at .13 on this week on the computer run.

#46* LOGGINS & MESSINA

This week's #5 National Breakout finds its strongest market to be the West/Denver-Phoenix Region as reported by Music Plus, Everybody's, Tower (S.F. & San Diego), Odyssey, Peaches (Denver) and Rolling Stone. Other accounts indicating top thirty sales include Sam Goody, Central and Double B in the Northeast, Record Shack, Music Scene, Bromo and Soundtown in the Southeast/South Central, and Streetside and Swallen's in the Midwest Region. J.L. Marsh reports upward movement of 140-119 on the computer run.

#47* BOB SEGER

"Night Moves" has moved to #29 bullet on the CB Top 100 Singles chart this week, and has finally broken the Midwest boundaries of Seger's cult following. Overwhelming Southeast/South Central Region and West Region acceptance best describes Seger's newfound audience, #1 in the Southeast and South Central Region on the Regional Breakout chart this week results from reports out of Peaches (Atlanta & Dallas), Music Scene, Gary's, Bromo, Soundtown, Zebra and Southern. In the West Region Seger's #2 position is a result of reports from Music Plus, Soul City, Warehouse, Tower (S.F., San Diego & Sacramento) and Odyssey. Rack growth is indicated by movement on the J.L. Marsh run of 180-158.

#52* KISS

The entire Kiss collection remains the hottest catalogue on the CB Top 200 LP chart with

"Destroyer" at #52 bullet and "Alive" at #64. Although the J.L. Marsh computer run displays "Alive" at #19 vs. "Destroyer" at #40 on the computer run, the retail accounts are experiencing greater success with "Destroyer" as indicated by Northeast Region accounts including Listening Booth, Win, Cavages, Bee Gee, Norman Cooper, Dick's, Waxie Maxie and Harmony House. Other accounts reporting Destroyer include Record Dept. Merch. (#2), Southern, Camelot, Swallen's, Music Plus and Peaches (Denver).

#69* SATURDAY NIGHT LIVE

"Saturday Night Live" proves to be the strongest album to emerge from the heavy Christmas sales this season. Northeast Region reports from Sam Goody, King Karol, Harvard Coop, Listening Booth, TSS/Record World, Cavages and Waxie Maxie are topped only by an outstanding jump of 243-55 on the J.L. Marsh computer run. Initial West Denver Region action is reported by Everybody's, Independent and Tower (San Diego), as well as reports from Record Shack and Mushroom to result in a #6 National Breakout.

#84* WAYLON JENNINGS

The Southeast/South Central region continues to be strongest for Waylon's "Live" effort as indicated by Record Shack, Music Scene, Western Merch., Peaches (Dallas) and Zebra, resulting in a #2 position in the South Central Region on the Regional Breakout chart, and #6 in the Southeast Region. The Denver-Phoenix Region reports consistent sales as reflected by reports from Independent and Rolling Stone. J.L. Marsh computer run confirms positive growth with movement of 92-77.

#85* AEROSMITH

"Toys In The Attic" one of Aerosmith's platinum catalog, continues to enjoy new life with the success of the single "Walk This Way" at #12 bullet. Accounts reporting resurgence in sales include Sam Goody, Cavages, Peter's, Dick's, Richman Bros., Waxie Maxie, Record Shack, Peaches (Columbus), Swallen's, Music Plus and Soul City, while maintaining top fifty status on the J.L. Marsh computer run, this week at #38.

#89* MANFRED MANN

"The Roaring Silence" reobtains its bullet this week thanks to a #16 bullet single on the CB Top 100 Singles chart. The South Central Region reflects this turnaround strongest with reports from Mushroom, Peaches (Dallas) and Zebra, resulting in a #3 position on the Regional Album Breakout chart. West Region action comes from Licorice Pizza, Dan Jay and Odyssey. A strong cover version of Springsteen's "Blinded By The Light" should make Manfred Mann the highly saleable group they were ten years ago.

#127* THELMA HOUSTON

The success of an R&B single crossing over to pop often results in huge overall sales. "Don't Leave Me This Way" shows all indications of doing the same. This week at #41 bullet on the CB R&B Singles chart, Thelma enjoys immediate pop acceptance as indicated by #77 bullet on the CB Top 100 Singles chart. Resultant album sales come from accounts including Alwik, Strawberries, Alexander's, Tower (S.F.) and Record Shack. Strong sales from black accounts have aided Thelma in achieving #36 bullet on the CB R&B LP chart.

#139* ATLANTA RHYTHM SECTION

As with most of A.R.S.'s previous releases, the Southeast/South Central Region is among the first to experience strong sales. Accounts including Gary's, Peaches (Atlanta & Dallas) and Zebra report top thirty or breakout sales, as well as Dan Jay, Independent, Peaches (Denver), and Odyssey in the Denver-Phoenix Region.

#145* CHICK COREA

With every new effort, Chick's jazz to pop crossover seems to increase. This two record set should be no exception, and initial sales response indicates a bright future. The West Region and the East Region, strong markets for jazz and jazz crossover product report strong initial sales, including reports from Everybody's, Dan Jay, Independent and Rolling Stone in the West/Denver-Phoenix Region, and Bee Gee, Peter's, TSS/Record World and Cavages in the East Region. Other reporting accounts are Zebra and Peaches (Atlanta & Dallas).

#159* GROVER WASHINGTON

Initial action comes from Dan Jay, Record & Tape Coll., Strawberries, For The Record, Zebra and Peaches (Atlanta). Much like Chick Corea, Grover should enjoy strong jazz to pop crossover (as did "Mr. Magic" and "Feels So Good"). "A Secret Place" appears at #9 bullet on the CB Jazz LP chart, and should be a contender for the number one spot as market saturation reaches its height.

RETAIL LP SELLING PRICES

(continued from page 8)

At **Montgomery Ward** (17), with purchase of any of 15 budget albums, any of 15 budget tapes for \$2.99. (Sunday Los Angeles Times).

The Miami Herald

At **Spec's** (7 locations), 12 CBS releases, including the newest albums by Neil Diamond, Lou Rawls, Hubert Laws, Ted Nugent, Aerosmith and Bob Dylan, for \$3.88; and the soundtrack to "A Star Is Born," price not included. At **Woolco** (9), assorted cutouts for \$1.99 per LP or tape. At **Gold Triangle** (4), the soundtrack to "A Star Is Born" for \$5.99 per LP or tape. (Sunday Miami Herald).

The Times-Picayune

At **K Mart** (4 locations), same ad with the identical features and prices that appeared in Indianapolis and Houston. At **Woolco** (4), these features: assorted cutouts for 97¢-\$1.99 per LP or tape, assorted budget albums for \$2.97 per LP or tape; 12 releases, including Boston's debut LP and the latest albums by John Denver, Tomita, Rod Stewart and Joni Mitchell, for \$3.99/\$4.99 tape; and the soundtrack to "A Star Is Born" for \$5.66/\$6.66 tape. At **Gaylord's** (4), all-label sale for \$3.93/\$4.96 tape, (all \$7.98 list releases for \$4.96/\$5.94 tape); assorted cutouts for 59¢-\$1.99/\$1.59-\$2.99 tape; and all 45s for 79¢. At **Robert Hall Village** (3), nine releases, including the latest LPs by Leon Russell,

Captain & Tennille, War, Boz Scaggs and Steve Miller, for \$3.99/\$4.99 tape; the newest release by Lynyrd Skynyrd (2 LPs/\$7.98 list) for \$4.99/\$6.99 tape; the latest releases by Stevie Wonder (\$13.98 list) and Elton John (\$12.98 list) for \$6.99/\$8.99 tape; six releases, including the newest albums by the Bee Gees, Barry Manilow, Eric Capton, and Ringo Starr for \$2.99 each; and assorted budget albums for \$2.99. At **Wilson's Jewelers/Distributors** (2), 16 releases, including the latest LPs by Donny & Marie Osmond, Thin Lizzy, Olivia Newton-John, Glen Campbell, Pure Prairie League and Hot Tuna, for \$3.99/\$5.33 tape. (Sunday New Orleans Times-Picayune).

The New York Times

At **Sam Goody** (27 locations), these features over three pages; multi-label sale (including CBS, RCA and Arista) for \$4.19/\$5.49 tape; "Wings Over America" for \$7.99/\$9.99 tape (the rest of Wings' catalog for \$3.99/\$5.49 tape); eight "Picks Of The Week," including the latest albums by Donna Summer, Engelbert Humperdinck, Orleans and Al Kooper, for \$3.79/\$5.19 tape; 17 RCA releases, including the debut LP by Dr. Buzzard's Original Savannah Band and the latest albums by Jefferson Starship, Hot Tuna, Vicki Sue Robinson, John Denver and Aztec Two-Step, for \$4.19/\$5.79 tape; the newest LP by Tomita on RCA for \$3.99/\$5.49 tape; six Pablo jazz releases (\$7.98 list) for \$4.79/\$5.49 tape; the original

cast recording of "Fiddler On The Roof" on RCA (\$7.98 list) for \$4.39/\$6.19 tape; the original London cast recording of Steven Sondheim's "Side By Side" (2 LPs/\$9.98 list) for \$5.38/\$6.79 tape; Barry Manilow's catalog for \$4.19/\$5.49 tape tied to area concert appearance; Verdi's "Macbeth" on DG (3 LPs/\$23.94 list) for \$14.37; either J. Strauss's "Die Fledermans" or Puccini's "Tosca" on DG (both 2 LPs/\$15.96 list) for \$9.58; Wagner's "Die Meistersinger" on DG (5 LPs/\$39.90 list) for \$23.95; "The Concert Of The Century" on Columbia (2 LPs/\$15.98 list) for \$9.99/\$10.99 tape; four double and two triple classical sets on Columbia (all \$13.98 list) for \$8.38 each; and four Columbia classical sets (3 LPs/\$20.98 list) for \$12.57 each. At **Korvettes** (30), these features over two pages; multi-label sale (including WEA, RCA, UA, ABC, Island, Private Stock and 20th Century) for \$4.19/\$5.79 tape; six "super-specials," including the latest albums by ELO, Brass Construction and Leon Russell, for \$2.99 each; three albums by the Bee Gees on RSO, including their latest LP, for \$3.99; four Arista albums, including the newest releases by Patti Smith and Barry DeVorzon's debut LP, for \$3.99; five A&M albums, including the newest LPs by Captain & Tennille and Chuck Mangione, for \$3.99; "Nadia's Theme" on A&M (\$5.98 list) for \$3.49; the latest albums by Peter Frampton and Quincy Jones on A&M (both 2 LPs/\$7.98 list) for \$4.79; four ABC releases, including the latest albums by the Four Tops and the debut LP by McCoo/Davis, for \$3.99; the newest albums by Graham Parker and Thin Lizzy on Mercury for \$3.99, and "The Best Of Rod

Stewart: Vol 2" and the newest Rush album (both 2 LPs/\$7.98 list) for \$4.79; Helen Reddy's catalog for \$3.99/\$5.79 tape; 19 WEA releases, including the latest albums by James Taylor, Leo Sayer, the Doobie Bros., Rod Stewart, the Eagles, Linda Ronstadt, ABBA and Jackson Browne, for \$3.99/\$5.79 tape; and Led Zeppelin's latest album (2 LPs/\$11.98 list) for \$5.99/\$10.99 tape. At **Jimmy's Music World** (4), all-label sale for \$3.99 and 26 albums including the debut LPs by Heart and Dr. Buzzard's Original Savannah Band and the newest discs by the Bee Gees, Donna Summer, Norman Connors, Jackson Browne, Kiss and Gladys Knight, for \$2.99. (Sunday New York Times).

The Philadelphia Inquirer The Sunday Bulletin

At **Korvettes** (5 locations), multi-label sale (including Warner Bros., RCA, A&M, Atlantic, UA, Elektra, ABC, Island, Private Stock, and 20th Century) for \$4.19/\$5.79 tape; three A&M releases, including the latest album by Joan Baez, for \$3.88 and "Nadia's Theme" on A&M for \$3.38; four CBS releases, including the latest releases by Phoebe Snow and the Jacksons, for \$3.88; the soundtrack to "A Star Is Born" (\$8.78 list) for \$5.99; and the latest album by Dave Mason (2 LPs/\$7.98 list) for \$4.99. At **Listening Booth** (9), 18 CBS releases, including the debut LPs by Boston and Burton Cummings and the newest albums by the Jacksons, Ted Nugent, Boz Scaggs,

(continued on page 27)

REGIONAL ALBUM ACTION

NORTH CENTRAL

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

1. JOHN DENVER (SPIRIT)
2. BARRY MANILOW (THIS ONE'S FOR YOU)
3. CAPTAIN & TENNILLE (LOVE WILL KEEP)
4. KISS (ALIVE)
5. BEE GEES
6. NADIA'S THEME
7. OLIVIA NEWTON-JOHN
8. JOHN DENVER (GREATEST)
9. KISS (DESTROYER)
10. AEROSMITH (ROCKS)
11. DONNY & MARIE (NEW SEASON)
12. AEROSMITH (TOYS)
13. BOB SEGER
14. WAYLON JENNINGS
15. BEACH BOYS

MIDWEST

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

1. KANSAS
2. BOZ SCAGGS
3. BEE GEES
4. AL STEWART
5. KISS (DESTROYER)
6. GEORGE HARRISON (CAPITOL)
7. AEROSMITH (TOYS)
8. FRANK ZAPPA
9. STEPHEN STILLS
10. EARL KLUGH

NORTHEAST

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

1. DR. BUZZARD
2. McCOO & DAVIS
3. BOB SEGER
4. KISS (DESTROYER)
5. DONNY & MARIE (NEW SEASON)
6. BRASS CONSTRUCTION
7. BARRY MANILOW (THIS ONE'S)
8. KANSAS
9. DAVE MASON
10. AEROSMITH
11. BURTON CUMMINGS
12. SALSOU ORCHESTRA
13. ALLMAN BROTHERS
14. JOHN DENVER (SPIRIT)
15. GEORGE HARRISON (CAPITOL)

WEST

(California, Seattle, Portland)

1. AL STEWART
2. BOB SEGER
3. ALICE COOPER
4. NADIA'S THEME (A&M)
5. McCOO & DAVIS
6. AEROSMITH (ROCKS)
7. BLACKBYRDS
8. AEROSMITH (TOYS IN THE ATTIC)
9. J.J. CALE
10. JOAN BAEZ
11. MANFRED MANN
12. LEO SAYER
13. SEALS & CROFTS
14. DAVID LaFLAMME
15. CHICK COREA

NATIONAL BREAKOUTS

1. CAR WASH
2. A STAR IS BORN (SOUNDTRACK)
3. ENGELBERT HUMPERDINCK
4. BRICK
5. LOGGINS & MESSINA
6. SATURDAY NIGHT LIVE

BALTIMORE/WASHINGTON

1. BLACKBYRDS
2. BAR-KAYS
3. KC & THE SUNSHINE BAND
4. JACKSONS
5. BARRY MANILOW (THIS ONE'S)
6. HALL & OATES (RCA)
7. GROVER WASHINGTON JR.
8. OSMONDS
9. DENIECE WILLIAMS
10. GLADYS KNIGHT
11. PATTI AUSTIN
12. BRASS CONSTRUCTION
13. ROY AYERS UBIQUITY
14. MOMENTS
15. McCOY TYNER

DENVER/PHOENIX

1. ATLANTA RHYTHM SECTION
2. CHICK COREA
3. KANSAS
4. J.J. CALE
5. WAYLON JENNINGS
6. TOMITA
7. GROVER WASHINGTON JR.
8. FRANK ZAPPA
9. CHUCK MANGIONE
10. JADE WARRIOR

SOUTH CENTRAL

(Dallas, Houston, New Orleans, Little Rock)

1. BOB SEGER
2. WAYLON JENNINGS
3. MANFRED MANN
4. BAR-KAYS
5. ATLANTA RHYTHM SECTION
6. KANSAS
7. CHICK COREA
8. TOMITA
9. BEACH BOYS (LIVE IN LONDON)
10. ALLMAN BROTHERS

SOUTHEAST

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

1. BOB SEGER
2. KISS (DESTROYER)
3. BURTON CUMMINGS
4. BLACKBYRDS
5. KISS (ALIVE)
6. WAYLON JENNINGS
7. DAVE MASON
8. MANFRED MANN
9. McCOO & DAVIS
10. JACKSONS
11. CHICK COREA
12. ATLANTA RHYTHM SECTION
13. GROVER WASHINGTON JR.
14. ROY AYERS UBIQUITY
15. NITTY GRITTY DIRT BAND

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

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

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

RETAIL LP SELLING PRICES

(continued from page 26)

Labelle, Chicago and Michael Murphy, for \$4.19/\$5.69 tape; the latest release by Engelbert Humperdinck for \$3.88/\$5.39 tape; "Certified Live" by Dave Mason (2 LPs/\$7.98 list) for \$4.49/\$5.99 tape. At **Sam Goody** (10), multi-label sale (including CBS, RCA and Arista) for \$4.19/\$5.49 tape; eight "Picks Of The Week," including Boston's debut LP and the latest albums by the Eagles, Steve Miller, Chicago and Rod Stewart, for \$3.99; "The Best Of Rod Stewart" on Mercury (2 LPs/\$7.98 list) for \$4.69; the latest albums by Stevie Wonder, Wings and Elton John for \$7.99; "Caruso: A Legendary Performer" on RCA (\$7.98 list) for \$4.89/\$6.79 tape; Tchaikovsky's "The Nutcracker" and "Mozart/Rossini: Opera Arias" on Philips (both 2 LPs/\$15.98

list) for \$9.79; and Rossini's "Elisabetta" and Handel's "Messiah" (both 3 LPs/\$23.94 list) on Philips for \$14.69 each. (Sunday *Philadelphia Enquirer* and Sunday *Philadelphia Bulletin*).

The Pittsburgh Press

At **K Mart** stores, same ad with the identical features and prices that appeared in Houston, New Orleans and Indianapolis. At **Murphy's** stores and marts, 20 WEA releases, including the latest LPs by Abba, Joni Mitchell, the Eagles, Linda Ronstadt, Rod Stewart, Leo Sayer, and Seals & Crofts, for \$4.17/\$5.27 tape; and assorted budget and cutout LPs and tapes for 99¢-

\$2.94 each. At **Hills** (5 locations), assorted budget and cutout LPs and tapes for 97¢-\$2.97 each. At **National Record Mart** stores, the soundtrack to "A Star Is Born," price not included. (Sunday *Pittsburgh Press*).

ST. LOUIS POST-DISPATCH St. Louis Globe-Democrat

At **Venture** stores, all-label sale for \$3.98-\$4.98 tape; and assorted budget and cutout LPs and tapes for \$1.77-\$2.77 each. At **Target** (6 locations), assorted budget, cutout and children's releases for \$1.29-\$2.99. At **J.C. Penney** (7), nine releases, including the latest albums by the Eagles, Olivia Newton-John, Engelbert Humperdinck, Captain & Tennille and ELO, for \$3.99/\$4.99 tape; "Wings Over America" for \$8.99/\$10.99 tape; and assorted budget

and cutout releases for 99¢-\$2.99 each. At **Sears** (7), eight releases, including the latest albums by EWF, ELO, Linda Ronstadt and the Eagles, for \$3.99/\$4.99 tape; and the soundtrack to "Car Wash" and the newest releases by Peter Frampton and Lynyrd Skynyrd (all 2 LPs/\$7.98 list) for \$4.99/\$6.99 tape. At **Woolworth** stores, assorted cutout LPs and tapes for \$1.99.

San Francisco Examiner

At **The Warehouse** (18 locations), these features: 13 CBS releases, including the debut albums by Boston and Burton Cummings and the latest LPs by Phoebe Snow, Boz Scaggs, Chicago and EWF, for \$3.88/\$4.88 tape; the newest release by Dave Mason (2 LPs/\$7.98 list) for \$4.88/\$5.88 tape; the soundtrack to "A Star

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Dept. Store Analysis Of Consumer Electronics Sales

(continued from page 9)

When the album is sold, the store tears off the computer ticket and mails it back to Marsh the same day. If the code specifies immediate replacement, the computer gives an order for one number of that album to be refilled. If the computer ticket contains a "conditional" code, then the computer can be programmed to stop replacing certain amounts of a particular album as demand for it tapers off.

In addition, Marsh tries to ensure a steady rotation of inventory by having one of its field representatives call on each of its accounts on a regular basis. From the date-coding on computer tickets, Marsh personnel can determine how long a particular album has been in the store. If it has been there for some time, the album can either be returned or a line can be drawn through the ticket so that the computer won't replace it after it is sold.

Managers' Flexibility

Marsh's representative is not the only person who periodically checks on inventory movement in the Mohr Value record department investigated by **Cash Box**. Mohr Value monitors all of its inventory, including the 30% of it which has been supplied by jobbers since the chain closed down its warehouse. According to the manager of the particular store in question, his part-time record salesperson keeps him informed about record turnover on a daily basis.

The store manager stated that, based on this information and on his knowledge of

what local radio stations are playing, he sometimes calls up Marsh to order an album not ordinarily supplied to him. However, he couldn't remember the last time he had done this.

Frank Schlosser, record buyer for Mohr Value, noted that the chain's store managers are given "flexibility to order whatever they want to at a local level. You might have one store that's got 24 running feet of hard rock and four feet of country-western. You might reverse that in another store, depending on its location. So in that instance, we'll move the picture around quite a bit. But we get to J.L. Marsh on a periodic basis and give them the guidelines we want to go by per store. And then, as I said, the manager has flexibility; he writes in an order each week. He calls it into J.L. Marsh. And in that instance, we're specifying exactly what we want to put into that particular store and the quantities we want."

'Aligning Inventories'

Schlosser added that these orders are placed at a local level and only constitute adjustments to the basic program laid out by Marsh. "What albums they put in and what quantities within the dollar range, I figure, that's their baby, because they're pros in the business. What I have done is say, 'J.L. Marsh, you're a pro. Here's the dollar inventory you're at, here's the level I want you to be at. You reach my dollar inventory level, period, and it's up to you to put the best mix in there for the money that you possibly can.'"

Eric Paulson, manager of J.L. Marsh's St. Louis branch, presented essentially the same picture of his company's operation as it affects Mohr Value. Asked whether or not any of the chain's store managers specify what kinds of records they want, however, Paulson replied, "They don't really do that. We do that for them. No matter what they say, their manager really looks at our printouts, which show what type of music is selling by category. That's really what their store management goes on, in aligning those inventories to get the proper turns out of them. And our people actually do the guiding, not their people. Because they have no way of telling. They get one figure for records. They don't know what percentage of it is derived from country records as compared to rock 'n' roll as compared to female or male vocalist."

Price Competition

Both Schlosser and Paulson pointed out that record price competition is very stiff in the college town where the Mohr Value store under discussion is located. Both of them also indicated that, although there are a couple of fairly good music stores in town, general merchandisers sustain the bulk of record sales in the area. Chains such as K-mart and Penney's are Mohr Value's main competitors in the local record market.

Until recently, the shelf price of \$6.98 list albums at the Mohr Value store was \$5.57. But now, "to meet local competition" according to Paulson, the shelf price for top 20 albums has been lowered to \$4.99. Similarly, the unit's current advertised sale

price for front-line product is \$4.66; however, that will soon be lowered to \$3.99, a common sale price for records in the area.

Cutouts Boast Gross Margins

Like any other rack-serviced mass merchandiser, Mohr Value receives its records via a two-stage distribution process. Therefore it pays more for its albums than do retailers which buy directly from distributors. A \$3.99 sale price for selected front-line releases could well represent a loss to Mohr Value on those items. This was implied by Schlosser when he said, "we might have to sacrifice a little bit of gross (profit) in order to be competitive."

Nevertheless, this type of loss is balanced by Mohr Value's emphasis in its advertising on more profitable kinds of records, especially cutouts. "Cutouts afford a retailer a higher gross margin," explained Paulson, whose J.L. Marsh branch coordinates Mohr Value's record advertising. "And today they're looking at their gross margins, because they're selling a lot of product at \$3.99 (and in this case at \$4.66), where they don't get that high a gross. So by mixing cutouts with better-priced items (in print ads), that affords them a higher overall gross on their department at the end of the year, because they're working with basically a 30% markup on cutouts. If you're making 6% on top-line goods and 30% on cutouts, I'll always have cutouts in a print ad."

CLASSIFICATION	SPACE		SALES				PROFIT				
	Sales Space In Sq. Ft.	% of Dept.	Annual Sales	% of Dept.	Sales Per Sq. Ft.	Gross Profit %	Annual Gross Profit \$	% of Dept.	Return on Investment	Turnover	Profit-Productivity Index*
CONSUMER ELECTRONICS											
Personal care appliances	55	5.9	\$ 21,198	13.7	\$885	23.5	\$ 4,962	13.6	1.1	3.7	\$91
Audio, electronic acces.	456	48.5	60,456	39.0	133	18.0	10,866	29.6	2.8	2.0	24
Pre-recorded, blank tapes	87	9.3	21,461	13.8	247	26.9	5,770	15.7	1.9	2.0	66
Records	241	25.7	45,061	29.0	187	26.6	11,986	32.6	1.2	3.2	50
Record holders & acces.	100	10.6	6,992	4.5	70	44.6	3,119	8.5	1.6	1.4	31
TOTAL CONSUMER ELECTRONICS	938	100%	\$155,168	100%	\$165	23.7	\$36,723	100%	1.8	2.4	\$39

Reprinted with permission from *Discount Store News*, Dec. 6, 1976

*Annual gross profit per sq. ft. of sales space

RETAIL LP SELLING PRICES

(continued from page 26)

Is Born" for \$5.88 per LP or tape; all Columbia classical albums for \$3.88 per LP; and all Odyssey classical albums (\$3.98 list) for \$2.22 per LP. At **PayLessDrug** stores, Helen Reddy's catalog for \$3.99/\$4.99 tape; and assorted cutouts for \$1.99/\$2.99 tape. (Sunday *San Francisco Examiner & Chronicle*, Datebook/This World).

The San Diego Union

At **K Mart** (5 locations), same ad with the identical features that appeared elsewhere, except that the 12 current releases were for \$3.88/\$4.96 tape. At **Sears** (14), assorted children's albums for \$1.29 and assorted cutouts for \$1.99/\$2.99 tape. At **J.C. Penney**, assorted cutout, budget and children's releases for 99¢-\$2.99. (Sunday *San Diego Union*).

The Seattle Times

At **Pay'N'Save** (24 locations), these features: 17 releases, including the latest albums by the Bee Gees, John Denver, Captain & Tennille, Rod Stewart, the Eagles, Abba, Linda Ronstadt and Gordon Lightfoot, for \$4.49/\$5.49 tape each; five 2-LP budget sets on Pickwick for \$3.49/\$4.49 tape; "Frampton Comes Alive" for \$4.99/\$6.49 tape; "Nadia's Theme" on A&M

(\$5.98 list) for \$3.99/\$4.99 tape; Elton John's latest release for \$8.49/\$9.49 tape; the latest release by Lynyrd Skynyrd (2 LPs/\$7.98 list) for \$5.49/\$6.99 tape; and "Wings Over America" for \$8.99/\$9.99 tape. At **J.C. Penney** (5), assorted cutout, budget and children's releases for 99¢-\$2.99 each. (Sunday *Seattle Times*).

The Washington Post

At **K Mart** (10 locations), same ad with the identical features and prices that appeared in Baltimore, Cincinnati and Cleveland. At **Korvettes** (5), same ad with the identical prices and features that appeared in Baltimore. At **Kemp Mill Records** (5), 15 CBS releases, including the debut album by Boston and the latest LPs by Phoebe Snow, Chicago, Aerosmith, EWF and the Jacksons, for \$3.99; the newest albums by Eric Clapton and the Bee Gees on RSO for \$3.99; and the soundtrack to "A Star Is Born" for \$5.99. At **Drug Fair** stores, same ad with the identical features and prices that appeared in Baltimore. At **Hecht Co.** stores, 19 WEA releases, including the latest albums by Rod Stewart, Leo Sayer, the Doobie Bros., the Eagles, Joni Mitchell, Jackson Browne and Linda Ronstadt, for \$3.84. (Sunday *Washington Post*).

Note: All information in the above list gathered from December 26 editions unless otherwise indicated.

Accounts X-Mas Comments

(continued from page 18)

explained Cletus Anderson, owner of the Los Angeles-based chain. "We didn't do anything with singles, but Michael Henderson, Gladys Knight, Stevie Wonder, Car Wash (soundtrack) and Brick sold well. Soul Christmas was our best Christmas season LP, and Funky Christmas was our worst." Sunday trade was up about 10% over a normal Sunday figure, according to Anderson.

Peaches Records in Hollywood had business that "doubled last Christmas," according to Jeff Magid, assistant manager. "Each day this last week was a record for the store, and Sunday night after Christmas we were packed." Magid selected "Hotel California" by the Eagles as his biggest seller, with Stevie Wonder, Joni Mitchell, Wings and older Stones and Beatles catalog moving very well.

Joe Bravo, assistant manager for Tower Records' Los Angeles store declared that "Christmas business was excellent" and that sales were up "about 5% over last year." Bravo also said the store had "a normal Sunday" the day after Christmas. Tower's biggest sellers, according to the assistant manager, were the Eagles' "Hotel California," Elton John, Stevie Wonder, Linda Ronstadt, Peter Frampton and Wings.

Business was up "50% per store" in the 15-store Music Plus chain in Los Angeles,

according to Dave Berkowitz, one of the chain's owners. Berkowitz elaborated that his Sunday after Christmas trade was "good, but not as good as we hoped. Of course, there were two football games, and the Rams played." LPs that moved well for Music Plus during the buying season were Wings, Stevie Wonder, Peter Frampton and both the "Best Of" and "Hotel California" albums by the Eagles.

The record department at a Southern California May Co. store experienced a 5-10% increase in Christmas sales this year, according to Geoff Barden, manager of the chain's highest volume record department. "Most of our catalog was priced to compete with the discount record chains," Barden related, "and the strategy worked very well. We did at least 15% better than last year." Biggest sellers, according to Barden, were Frampton, Elton John, the Eagles and Stevie Wonder.

The two Midtown Records stores in Los Angeles experienced a "fair" Christmas, down approximately 15% from last year, according to owner Frank Johnson. Midtown had "even selling," which Johnson explained as a lack of any standout seller, although he noted that the Jackson Five "moved a little better than other LPs." Midtown's Sunday trade was "better than average," although the proprietor speculated that lack of money in the community where Midtown outlets are located

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Cash Box Country

Top 50 Country Albums

	Weeks On 1/1 Chart		Weeks On 1/1 Chart
1 GREATEST HITS VOLUME II CONWAY TWITTY (MCA 2235)	3 8	26 CRYSTAL CRYSTAL GAYLE (United Artists UA LA 614G)	26 20
2 DON'T STOP BELIEVIN' OLIVIA NEWTON-JOHN (MCA 2223)	5 8	27 TEXAS RED RED STEAGALL (ABC/Dot DOSD 2068)	30 3
3 WAYLON LIVE WAYLON JENNINGS (RCA APL 1-1108)	4 5	28 HIGH TIME LARRY GATLIN (Monument MC 6644)	44 2
4 GILLEY'S SMOKIN' MICKEY GILLEY (Playboy PB 415)	6 9	29 HERE'S SOME LOVE TANYA TUCKER (MCA 2213)	28 27
5 RONNIE MILSAP LIVE (RCA APL 1-2043)	7 7	30 GOLDEN RING GEORGE JONES & TAMMY WYNETTE (Epic KE 34291)	29 20
6 ARE YOU READY FOR THE COUNTRY WAYLON JENNINGS (RCA APL 1-1816)	2 27	31 HASTEN DOWN THE WIND LINDA RONSTADT (Asylum 7E-1067)	31 18
7 THE BEST OF CHARLEY PRIDE VOL. III (RCA APL 1-2023)	1 9	32 THE BEST OF CHET ATKINS CHET ATKINS & FRIENDS (RCA APL 1-1985)	42 5
8 THE BEST OF GLEN CAMPBELL (Capitol ST 11577)	8 7	33 DOIN' WHAT I FEEL NARVEL FELTS (ABC/Dot DOSD 2065)	22 9
9 CRASH BILLY "CRASH" CRADDOCK (ABC/Dot DOSD 2063)	10 8	34 MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOSD 2067)	37 3
10 THE ROOTS OF MY RAISING MERLE HAGGARD & THE STRANGERS (Capitol 11586)	14 5	35 I'M NOT EASY BILLIE JO SPEARS (United Artists UA LA 684G)	35 5
11 I DON'T WANT TO HAVE TO MARRY YOU JIM ED BROWN & HELEN CORNELIUS (RCA APL 1-2024)	16 4	36 20-20 VISION RONNIE MILSAP (RCA APL 1-666)	34 33
12 TONITE! AT THE CAPRI LOUNGE MARY KAY PLACE (Columbia PC 34353)	12 9	37 LINDA RONSTADT'S GREATEST HITS (Asylum 7E-1092)	46 2
13 THE TROUBLEMAKER WILLIE NELSON (Columbia KC 34112)	13 14	38 SPIRIT JOHN DENVER (RCA APL 1-1694)	41 17
14 SOMEBODY SOMEWHERE LORETTA LYNN (MCA 2228)	11 12	39 L.A. SESSIONS BRENDA LEE (MCA 2233)	43 4
15 EL PASO CITY MARTY ROBBINS (Col. KC 34303)	15 18	40 ALL I CAN DO DOLLY PARTON (RCA APL 1-1665)	39 19
16 IF YOU'RE EVER IN TEXAS FREDDY FENDER (ABC/Dot DOSD 2061)	9 13	41 HIGH LONESOME CHARLIE DANIELS BAND (Epic PE 34377)	48 2
17 WELCOME TO MEL TILLIS COUNTRY MEL TILLIS (MGM 1-5022)	19 6	42 THE OUTLAWS WAYLON JENNINGS/WILLIE NELSON JESSI COLTER/TOMPALL GLASER (RCA APL 1-1321)	— 1
18 YOU AND ME TAMMY WYNETTE (Epic KE 34289)	17 13	43 SAX LIFE IN NASHVILLE MAURY FINNEY (Soundwaves SWS 3301)	45 5
19 KENNY ROGERS (United Artists UA LA 689G)	21 5	44 DANCE PURE PRAIRIE LEAGUE (RCA APL 1-1924)	— 1
20 AFTER THE STORM WYNN STEWART (Playboy PB 416)	24 4	45 SOLITARY MAN T.G. SHEPPARD (Hitsville H6-40451)	36 11
21 DAVE & SUGAR (RCA APL 1-1818)	18 19	46 I'M ALL WRAPPED UP IN YOU DON GIBSON (ABC/Hickory AH 44001)	— 1
22 REFLECTING JOHNNY RODRIGUEZ (Mercury SRM 1-1110)	20 11	47 UNITED TALENT LORETTA LYNN & CONWAY TWITTY (MCA 2209)	47 28
23 ANGELS, ROSES AND RAIN DICKEY LEE (RCA APL 1-1725)	27 6	48 COWBOY HALL OF FAME GENE AUTRY (Republic IRDA R6013)	40 4
24 ALONE AGAIN GEORGE JONES (Epic KE 34290)	23 11	49 COUNTRY CLASS JERRY LEE LEWIS (Mercury SRM 1-1109)	49 10
25 THE MAGNIFICENT MUSIC MACHINE TOM T. HALL (Mercury SRM 1-1-1111)	25 12	50 HERE I AM DRUNK AGAIN MOE BANDY (Columbia KC 34285)	50 9

Concert At Carnegie Hall To Feature ABC/Dot Country Acts

NASHVILLE — "Country Comes To Carnegie Hall" will be the theme of a two-hour program of country music on February 9 featuring ABC/Dot Records artists Roy Clark, Freddy Fender, Hank Thompson, Buck Trent and Don Williams. The concert will be a joint presentation of ABC/Dot and radio station WHN.

Because of the growth country music has experienced in recent years in New York, Chicago and other large northern metropolitan areas, ABC/Dot and Halsey have been planning a show in New York for almost a year. "We wanted to do a concert in New York, and we wanted to expose our artists to press, radio and fans in a prestigious setting," said Dot president Jim Foglesong. "What more prestigious setting is there than Carnegie Hall?"

Radio Broadcasts

Plans for the show currently call for broadcast by WHN in New York and WMAQ in Chicago. Other stations may be added to form a "mini-network" to carry broadcasts. The program will also be recorded for release as a live album by ABC/Dot.

"The main reason for this show is that, due to the efforts of stations like WHN, country music in New York is thriving and growing," said Foglesong. "We'd like to give some of our top acts some exposure to their fans there. Fortunately, Halsey and the artists wanted to do this show, too. The promoters have made every effort to keep the prices well below the normal Carnegie Hall fees for maximum exposure to all interested fans."



ANTIQUE INKS ALLRED — Bucky Allred has been signed to a recording contract by Antique Records, with his initial single to be the Webb Pierce-Merle Kilgore standard, "More And More." Pictured at the signing are l to r: Antique Records president John Poznick; Starburst Records executive Bobby Fischer; Starcrest head of A&R Scott Turner (who will produce Allred); manager Buddy Allred and artist Bucky Allred.

Ember Sets 1977 European Concerts

LONDON — Jeffrey Kruger, president of Britain's Ember Concert Attractions, claims that the recent November Charley Pride ten city tour of the United Kingdom broke every existing box office record previously created for a visiting American country artist. Playing 19 performances in venues where the average seats were only for 2000 people and with ticket prices scaled to \$6.50, Charley played to over 43,000 paying customers and grossed in excess of \$213,000.

Plans for 1977 announced by Kruger are tours by Faron Young, Bill Anderson and Glen Campbell. Faron Young will play a 10 city tour opening on February 1 in Belfast, Northern Ireland, and also play the London Palladium; Eastbourne, Portsmouth, Wolverhampton, Glasgow and Aberdeen in Scotland; Manchester, Liverpool and Peterborough.

Glen Campbell will celebrate a 10 year association with Ember and Kruger when he tours in April. Bill Anderson with Mary Lou Turner and the Po' Boys open a 10 city tour on May 1st.

Ember Records (a division of Ember Concerts) has signed its first Nashville artist, Jo Ann Steele. Jo Ann's first session

"The real benefits to ABC/Dot, the Halsey Agency and WHN are intangible," Foglesong continued. "The prestige and public relations aspects are there, of course, but we also feel very strongly the need to support the country fans we have in New York by giving them some top acts that they ordinarily don't have the opportunity to see."

The show will begin at 7:30 p.m. and proceeds will benefit the Taos County (New Mexico) Mental Health Council, a non-profit organization concerned with the rehabilitation of drug addicts and alcoholics in the predominantly Spanish/Mexican/Indian community.



PEANUTS FOR OCTOBER — Don Shambelin, vice president of October Records; Carl Knight; Diane Minor and October Records president Henry Strzelecki dip into a bag of peanuts in celebration of Carl's latest release, "Peanuts In Heaven." Diane's new October single is "Put Some Country On This Country Girl."

Academy Of Country Music Sets Awards

LOS ANGELES — The Academy of Country Music has scheduled its 12th Annual Academy of Country Music Awards Show for Thursday, February 17th, at the Shrine Auditorium in Los Angeles.

The show, which will be co-hosted by Pat Boone and Patti Page, will be aired on February 28th as an ABC-TV Monday Night Special. Artists already scheduled to appear include Marty Robbins, Loretta Lynn, Ronnie Milsap, Donna Fargo, Tom Bresh, rodeo star Larry Mahan, and actor Claude Akins.

Tickets for the event will be available through the Academy of Country Music offices and Mutual Ticket Agencies.

was produced last week by George Richey and featured top Nashville sidemen including CMA musician of the year 'Pig' Hargus; Pete Drake; Dave Kirby and the Nashville Edition. Jo Ann will also tour Europe with the Faron Young show next February.

Death Claims Wally Cochran

NASHVILLE — Wally Cochran, nationally known music executive, died in Nashville of a heart attack on Tuesday night, December 28, just a few hours short of his 56th birthday.

Wallace Daniels (Wally) Cochran, president of his own firm, Wally Cochran and Associates Public Relations, had devoted most of the past two years to music-oriented public relations and promotion, and served as a promotion director of the Amana Corporation. Mr. Cochran had previously been associated with RCA Records in Atlanta and Nashville for approximately 30 years in various executive positions, and was also briefly associated with GRC Records.

Survivors include his wife, Diane Cochran, three sons, two daughters, three brothers and three sisters. Burial was in Nashville Springhill Cemetery on Friday, December 31.



ABC/DOT AIDS NEEDY CHILDREN — Ron Chancey (second from left), vice president of ABC/Dot Records, presents a check representing proceeds from the "Toys For Needy Children" benefit show sponsored by ABC/Dot and the Nashville chapter of the National Academy of Recording Arts and Sciences to Major Herbert Bergen of the Salvation Army (second from right). Funds from the show were earmarked for use in providing toys for underprivileged children in the Nashville area. Assisting in the presentation are (left to right) Tommy Overstreet, Barbara Mandrell and Red Steagall.

Country Singles Reviews - Album Reviews

MEL TILLIS (MCA 40567)

Heart Healer (2:31) (Sawgrass — BMI) (Thomas Gmeiner, John Greenebaum)

The CMA Entertainer of the Year's latest single is a bouncy tune similar in overall sound to his recent big hit, "Love Revival". The title cut from Mel's forthcoming LP, this one is a sure thing to continue Mel's unabated stream of hits.

CHET ATKINS AND FRIENDS (RCA JE 10864)

Do I Ever Cross Your Mind (2:39) (Owepar — BMI) (Parton)

Terry On The Turnpike (2:28) (Athens — BMI) (Atkins)

With two cuts on each side, this single is double dynamite. The first tune is a casually constructed collaboration between Chet and Dolly Parton on her gospel-tinged love song. The second finds Chet teaming with saxational Boots Randolph for a robust instrumental with the Atkins gloss of pure perfection. Programmers, take your choice — you can't go wrong.

THE CHARLIE DANIELS BAND (Epic 8-50322)

Billy The Kid (2:36) (Hat Band/RadaDara-BMI) (C. Daniels)

The theme carries on the current fascination with the Old West and gunfighters, and the sound is as big as Charlie Daniels himself. Like most CDB material, this one could easily cross over to pop.

MICHAEL MURPHEY (Epic 8-50319)

Cherokee Fiddle (3:28) (Mystery-BMI) (M. Murphey)

Still in the progressive groove, this is a more western sound than we usually hear from Michael Murphey. It has an interesting message, full of longing for the past, and has already seen considerable FM play as a cut from Michael's LP "Flowing Free Forever."

DON EVERLY (ABC/Hickory AH 54005)

Since You Broke My Heart (3:00) (Acuff-Rose — BMI) (Don Everly)

Don puts a low and dirty blues feeling on this song of rejection and heartbreak. Very interesting and offbeat instrumentation makes for a different and individual sound.

JOE ELY (MCA 40666)

All My Love (3:09) (ERE — ASCAP) (Joe Ely)

Watch out Gary Stewart, Little David Wilkins and other honky-tonkers — Joe Ely is joining your ranks. This one will make the juke joints jump, with a great instrumental break and a rockabilly flavor. Programmers can't afford to pass this one up.

DOUG SAHM (ABC/Dot DOA 17674)

Cryin' Inside/Sometimes (2:16) (Grand Prize-BMI) (G. Thomasson)

More fifties nostalgia - this one could have come straight out of "American Graffiti." Doug forsakes his usual Tex-Mex flavor for a fifties bluesy sound. It's so offbeat and attention-getting that it could catch on.

GENE DAVIS (Maverick MVK 301)

Oh Those Texas Women (3:25) (The Three of Us/Jay-Gene-BMI) (Gene Davis)

Everyone on the West Coast who's into country knows Gene Davis, and this record could bring him into national prominence. Feminists might find sexist leanings in this tribute to the lovely ladies of the Lone Star State, but it still makes for good listening.

RITA REMINGTON & JAMES O'GWYNN (Plantation PL 147)

Rings On The Bar (2:18) (Power Play — BMI) (Jim Fagan)

She's keeping the home fire burning while he's burning the candle at both ends in this old-fashioned duet reminiscent of George and Tammy. These two sound very good together, and complement each other well.

JERRY CLARK (AMC/IRDA 2050)

You'll Still Be On My Mind (2:28) (Youngwood — BMI) (Jerry Clark)

The heavy, pulsating beat makes this tune a good one for the boxes. It really grows on you, and sounds better each time you play it. It's a midtempo tune with a rock flavor and a nice piano break.

SONGS OF BOBBY LEE — Bobby Lee — Little Ritchie Records 1012 — Producer: Ritchie Johnson — List: 5.98

Mellow, melodic ballads comprise a large part of this set, and Bobby Lee's smooth, rich voice is very well-suited to them. Backing by super sidemen like Charlie McCoy, Pig Robbins, Bob Moore and Buddy Harmon, and vocalizing by the Nashville Edition, all contribute to a polished, professional sound. An interesting variation is Bobby's version of Floyd Tillman's bluesy "I Gotta Have My Baby Back".



THE SADDER THE STORY THE SWEETER THE SONG — Gary Sefton — R.P.A. 1008 — Producer: Earl Richards — List: 5.98

Gary Sefton is a so-far unheralded but definitely gifted singer-songwriter with an especially interesting way with lyrics. Gary wrote all eleven songs on this LP, and they're all melodically well done as well as lyrically excellent. He is an enthralling storyteller of the Tom T. Hall genre, able to weave a magical spell with words. Several of these songs will almost certainly be recorded by other artists, and this LP portends great things for Gary Sefton.



NUMBER ONE — The Osborne Brothers — CMH 6206 — Producer: Arthur Smith — List: 6.98

The Osborne Brothers are a legend in the field of bluegrass, having won every honor a group could be awarded in that area. For their first LP on the CMH label, they have compiled a set of largely new material, with the exception of "Each Season Changes You," "Memories Never Die" and "Fair And Tender Ladies", all of which date back to their days on MGM. The entire album showcases the classic Osborne Brothers style. This is their first LP in quite a while, and bluegrass fans will certainly be glad they're back.



WESTERN GOLD — Sleepy LaBeef — Sun 138 — Producer: Shelby S. Singleton Jr. — List: 4.98

Recently there seems to be a trend toward putting the western back into country & western, as evidenced by the resurgence of interest in Roy Rogers, Gene Autry, the Sons of The Pioneers and other singing cowboys. Sleepy LaBeef has compiled one of the most authentic collections of cowboy songs to be released in the last several years, including classics like "Cool Water," "Streets of Laredo" and "Wagon Wheels." No lover of the true Western sound can fail to appreciate this LP.



ABC To Hold 13 Meetings

LOS ANGELES — ABC Records will initiate a series of nationwide dealer meetings beginning January 3 in Miami. Each of the 13 meetings will be attended by approximately 300 people, and features an audiovisual presentation of 32 product releases set for January, which will run approximately an hour and a half.

Performances by the Ramones in Los Angeles and the Big Wha Koo in New York highlight the evening sessions, and ABC is offering special incentives, including extratouring, to any account that pre-orders. Recording artists from ABC and Shelter, Dot, Sire, and other label affiliates will be on hand.

Other meetings will be held in Minneapolis, Washington, D.C., Detroit, Dallas, Chicago, San Francisco, New York City, Atlanta, Los Angeles, Cleveland, Cambridge, Mass. and Cherry Hill, New Jersey.

Bad Co. Gets Platinum

NEW YORK — "Run With The Pack" by Bad Company on Swan Song Records has been certified platinum by the RIAA.

MCA Disco-Vision Inc. Enters Non-Entertainment Market

UNIVERSAL CITY, CA. — MCA Disco-Vision, Inc. has entered into a contract with the U.S. government for the manufacture by MCA Disco-Vision of advanced industrial model optical videodisc players which can be used for high density information storage and retrieval applications and other non-entertainment uses.

The advanced industrial model's freeze-frame capability permits hard copies of the frozen still picture to be made off the tube by use of a video copier which turns out hard copy "stills" in the number of copies desired much in the same manner as a regular photocopier machine.

MCA also supplies supporting videodisc mastering and replication services.

The operation and functional design of the advanced industrial model is designed for sophisticated information storage and computer applications. For example, in the random access area, the government model permits the automatic search-out of each of the disc's 54,000 frames per side. Each of the disc's frames is encoded with a number at the time of mastering so that each frame can be called up and made to appear on the screen automatically by use of MCA's hand-held digital controller which bears a rough resemblance to a TV set's

hand-held remote control channel selector. The MCA digital controller, which operates remotely from the player, permits a particular frame to be searched out and locked onto automatically in a few seconds by simply dialing in the desired frame number on a five-digit thumb wheel index built into the controller and pressing its search button.

Entrance into the non-entertainment market is consistent with MCA Disco-Vision's earlier announcement of its continuing work, independent of others, on the additional non-entertainment "new businesses" applications and other uses of its videodisc system in both the analog and digital domains.

MCA's non-entertainment activities involve the manufacture and marketing of an advanced industrial player and other types of hardware for use of the system as an effective communications tool in professional, institutional, commercial, educational and instructional training, as a computer peripheral and in other non-entertainment markets.

Non-entertainment general application areas include micrographics, education, instruction, broadcasting, image storage and retrieval, document storage and retrieval and computer-associated inter-

face.

MCA's non-entertainment developments continue on schedule as an effort independent of those in the home consumer field, which are in association with N.V. Philips and Magnavox. Home consumer players and supporting discs are scheduled for market entry on a regional basis in the latter part of 1977, after user and marketing tests in demographically selected homes have been analyzed and evaluated.

Chappell, Presser Ink Print Services Pact

NEW YORK — Chappell Music Company and the Theodore Presser Company of Bryn Mawr, Pennsylvania have signed a print services agreement that includes an arrangement for Presser to handle print functions such as warehousing, promotion, sales, shipping and billing for Chappell.

In a separate agreement, Presser has been contracted to act as Chappell's exclusive representative for library rentals in the United States and Canada. Unlicensed live performances in Chappell's library will be licensed and rented by Presser, according to the terms of the recently signed agreement.

CASH BOX TOP 100 COUNTRY

January 8, 1977

		Weeks On 1/1 Chart			Weeks On 1/1 Chart			Weeks On 1/1 Chart			
1	BROKEN DOWN IN TINY PIECES BILLY CRASH CRADDOCK (ABC/Dot DOA 17659)	2	13	34	SHE NEVER KNEW ME DON WILLIAMS (ABC/Dot DOA 17658)	10	12	66	HER L-O-V-E'S GONE RED STEAGALL (ABC/Dot DOA 17670)	76	3
2	I CAN'T BELIEVE SHE GIVES IT ALL TO ME CONWAY TWITTY (MCA 40649)	7	8	35	TWENTY FOUR HOURS FROM TULSA RANDY BARLOW (Gazelle/IRDA 330)	39	6	67	HOT AND STILL HEATIN' JERRY JAYE (Hi 2318)	70	7
3	STATUES WITHOUT HEARTS LARRY GATLIN (Monument 45201)	4	10	36	WHISPERS BOBBY BORCHERS (Playboy P6092)	38	5	68	HERE'S TO THE NEXT TIME BILLY LARKIN (Casino GRT 097)	81	3
4	TWO DOLLARS IN THE JUKEBOX EDDIE RABBITT (Elektra E45357)	8	10	37	INSTEAD OF GIVIN' UP BILLY WALKER (RCA JB 10821)	37	8	69	I'M GIVING YOU DENVER JEAN SHEPPARD (United Artists UA XW 889Y)	69	8
5	YOU NEVER MISS A GOOD THING CRYSTAL GAYLE (United Artists UA XW 833Y)	6	10	38	RIDIN' RAINBOWS TANYA TUCKER (MCA 40550)	52	8	70	THE SON OF HICKORY HOLLOR'S TRAMP/I WONDER HOW SHE'S DOING NOW JOHNNY RUSSELL (RCA 10853)	77	3
6	DON'T BE ANGRY DONNA FARGO (ABC/Dot DOA 17660)	9	11	39	IF NOT YOU DR. HOOK (Capitol P4364)	42	6	71	THINKING OF A RENDEZVOUS JOHNNY DUNCAN (Columbia 3-10417)	32	14
7	SWEET DREAMS EMMYLOU HARRIS (Reprise RPS 1371)	1	12	40	TWO LESS LONELY PEOPLE REX ALLEN JR. (WB 8297)	43	4	72	VEGAS BOBBY & JEANNE BARE (RCA JB 10852)	84	2
8	LET MY LOVE BE YOUR PILLOW RONNIE MILSAP (RCA PB 10843)	15	7	41	WHEN THE NEW WEARS OFF JODY MILLER (Epic 8-50304)	47	4	73	I KNEW YOU WHEN JERRY FOSTER (Hitsville 6043)	73	5
9	ARE YOU READY FOR THE COUNTRY/SO GOOD WOMAN WAYLON JENNINGS (RCA PB 10852)	12	8	42	BABY, YOU LOOK GOOD TO ME TONIGHT JOHN DENVER (RCA PB 10854)	45	4	74	DRINKIN' MY WAY BACK HOME SHYLO (Columbia 3-10456)	—	1
10	SHE TOOK MORE THAN HER SHARE MOE BANDY (Columbia 3-10428)	18	10	43	RAMBLIN' ROSE JOHNNY LEE (GRT 096)	48	5	75	AFTER THE LOVIN' ENGELBERT HUMPERDINCK (Epic 8-50270)	82	3
11	YOUR PLACE OR MINE GARY STEWART (RCA PB 10833)	14	7	44	'ROUND THE WORLD WITH THE RUBBER DUCK C.W. McCALL (Polydor PD 14365)	49	6	76	HILLBILLY HEART JOHNNY RODRIGUEZ (Mercury 73855)	44	13
12	CHEATIN' IS BARBARA FAIRCHILD (Columbia 3-10423)	13	11	45	CRAZY LINDA RONSTADT (Asylum E4536-1)	53	4	77	GOOD 'N' COUNTRY KATHY BARNES (Republic 338)	—	1
13	LAWDY MISS CLAWDY MICKEY GILLEY (Playboy P6039)	3	13	46	EVERYTHING I OWN JOE STAMPLEY (ABC/Dot DOA 17654)	11	12	78	POOR WILTED ROSE ANN J. MORTON (Prairie Dust PD 7606)	78	8
14	SAYING HELLO, SAYING I LOVE YOU, SAYING GOODBYE JIM ED BROWN & HELEN CORNELIUS (RCA JH 10822)	16	8	47	MOODY BLUE ELVIS PRESLEY (RCA JB 10857)	56	3	79	MY MOUNTAIN DEW CHARLIE RICH (RCA PB 10859)	—	1
15	BABY BOY MARY KAY PLACE (Columbia 3-10422)	5	13	48	MIDNIGHT ANGEL BARBARA MANDRELL (ABC/Dot DOA 17668)	60	4	80	LOVIN' YOU, LOVIN' ME SONNY THROCKMORTON (Starcrest 094)	96	2
16	HANGIN' ON VERN GOSDIN (Elektra E45353)	19	9	49	THE SHADY SIDE OF CHARLOTTE NAT STUCKEY (MCA 40658)	58	3	81	MY EYES ADORED YOU MARTY MITCHELL (Hitsville H6044)	83	4
17	A LITTLE AT A TIME SUNDAY SHARPE (Playboy P6090)	17	10	50	IF YOU WANT TO MAKE ME FEEL AT HOME DeWAYNE ORENDER (RCA JH 10813)	51	6	82	IT SHOULD HAVE BEEN EASY PATTI LEATHERWOOD (Epic 8-50303)	97	2
18	LIARS ONE, BELIEVERS ZERO BILL ANDERSON (MCA 40661)	20	6	51	THE LAST TIME YOU LOVE ME JERRY NAYLOR (Hitsville H6046)	65	5	83	IT'S MIDNIGHT (DO YOU KNOW WHERE YOUR BABY IS) SANDY POSEY (Warner Bros. 8289)	—	1
19	SING A SAD SONG WYNN STEWART (Playboy P6091A)	21	7	52	THERE SHE GOES AGAIN JOE STAMPLEY (Epic 8-50316)	57	4	84	TAKIN' WHAT I CAN GET BRENDA LEE (MCA 40640)	72	9
20	C.B. SAVAGE ROD HART (Plantation PL 144)	24	8	53	IF LOVE WAS A BOTTLE OF WINE TOMMY OVERSTREET (ABC/Dot DOA 17672)	74	2	85	NEON LIGHTS NICK NIXON (Mercury 73866)	89	2
21	(ONE MORE YEAR OF) DADDY'S LITTLE GIRL RAY SAWYER (Capitol 4344)	22	8	54	THE CLOSEST THING TO YOU JERRY LEE LEWIS (Mercury 73872)	63	3	86	FOX ON THE RUN TOM T. HALL (Mercury 73850)	50	13
22	OLD TIME FEELING JOHNNY CASH & JUNE CARTER (Columbia 3-10436)	23	7	55	THE LAST OF THE WINFIELD AMATEURS RAY GRIFF (Capitol 4368)	66	3	87	TEDDY TOAD BOBBY (SO FINE) BUTLER (Pantheon Desert 77)	95	4
23	WHEN IT'S JUST YOU AND ME DOTTIE WEST (United Artists UA XW 898Y)	26	10	56	IN THE MOOD HENHOUSE FIVE PLUS TOO (WB 8301)	61	3	88	BACK SIDE OF THIRTY JOHN CONLEE (ABC/Dot DOA 17671)	90	3
24	WIGGLE WIGGLE RONNIE SESSIONS (MCA 40624)	25	8	57	A STRANGER TO ME MACK WHITE (Commercial 1320)	62	6	89	9,999,999 TEARS DICKEY LEE (RCA JH 10764)	46	19
25	WHY LOVERS TURN TO STRANGERS FREDDIE HART & THE HEARTBEATS (Capitol P4363)	28	6	58	SAY YOU'LL STAY UNTIL TOMORROW TOM JONES (Epic 8-50308)	80	2	90	YOU'VE GOT ME RUNNIN' GENE COTTON (ABC 12227)	93	4
26	MY GOOD THING'S GONE NARVEL FELTS (ABC/Dot DOA 17664)	27	10	59	GOOD WOMAN BLUES MEL TILLIS (MCA 40627)	29	15	91	TAKE MY BREATH AWAY MARGO SMITH (WB WBS 8261)	55	14
27	STEALIN' FEELIN' MIKE LUNSFORD (Starday SD 145)	30	7	60	IT'S ALRIGHT BILLY THUNDERKLOUD & THE CHIEFTONES (Polydor PD 14362)	64	5	92	THANK GOD I'VE GOT YOU STATLER BROTHERS (Mercury 73846)	54	15
28	ORDINARY MAN DALE MCBRIDE (Con Brio CBK 114)	33	7	61	I HAVE A DREAM, I HAVE A DREAM ROY CLARK (ABC/Dot DOA 17667)	75	3	93	WOMAN STEALER BOBBY G. RICE (GRT 084)	59	8
29	NEAR YOU GEORGE JONES & TAMMY WYNETTE (Epic 8-50314)	34	4	62	ANGEL WITH A BROKEN WING ROY HEAD (ABC/Dot DOA 17669)	68	3	94	LOOKING OUT MY WINDOW THROUGH THE PAIN MEL STREET (GRT 083)	88	10
30	HEY DAISY (WHERE HAVE ALL THE GOOD TIMES GONE) TOM BRESH (Farr FR 102)	31	7	63	MAY I SPEND EVERY NEW YEAR WITH YOU T.G. SHEPPARD (Hitsville H6048F)	71	3	95	I JUST CAN'T (TURN MY HABIT INTO LOVE) KENNY STARR (MCA 40637)	92	10
31	UNCLOUDY DAY WILLIE NELSON (Columbia 3-10453)	40	4	64	I'M ALL WRAPPED UP IN YOU DON GIBSON (ABC/Hickory AH 54001)	35	10	96	EVERY FACE TELLS A STORY OLIVIA NEWTON-JOHN (MCA 40642)	94	10
32	A MANSION ON A HILL RAY PRICE (ABC/Dot DOA 17666)	41	5	65	REDNECK ROCK BILL BLACK COMBO (Hi N2317)	67	7	97	SHE'S FREE BUT SHE'S NOT EASY JIM GLASER (MCA 40636)	87	9
33	MILES AND MILES OF TEXAS ASLEEP AT THE WHEEL (Capitol 4357)	36	7					98	I'M GONNA LOVE YOU DAVE & SUGAR (RCA JH 10768)	98	18
								99	NEVER DID LIKE WHISKEY BILLIE JO SPEARS (United Artists UA XW 880Y)	86	11
								100	LAURA (WHAT'S HE GOT THAT I AIN'T GOT) KENNY ROGERS (United Artists UA XW 868Y)	100	14

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Lovin' (Silver Blue — ASCAP/	Hot And Still (Partner/Julip — BMI)	67	My Eyes (Stone Diamond/Tannyboy — BMI/	Takin' What (Natural Songs — ASCAP)	84
Oceans Blue — BMI)	I Can't Believe (Twitty Bird — BMI)	2	Kenny Nolan — ASCAP)	Teddy Toad (Wolfhound — ASCAP)	87
A Little At A (Jack & Bill — ASCAP)	If Love (Tree — BMI)	53	My Good Thing's (Narvel The Marvel — BMI/	Thank God I've Got (Amer. Cowboy — BMI)	92
A Mansion On The Hill (Milene — ASCAP)	If Not You (Horse Hairs — BMI)	39	Driftaway — ASCAP)	The Closest Thing (Hall-Clement — BMI)	54
Angel With (Highball — BMI/Lowball — ASCAP)	If You Want (Lawday — BMI)	50	My Mountain (Charles Rich — BMI)	The Last Of (Blue Echo — ASCAP)	55
Are You Ready (Silver Fiddle — BMI)	I Have A Dream (House of Bryant — BMI)	61	Near You (Supreme — ASCAP)	The Last Time (Caseyem/Alta Mesa/Winner Circle/	
A Stranger (Acuff-Rose — BMI)	I Just Can't (Royal Oak — ASCAP)	95	Neon Lights (Window — BMI)	Stone Diamond — BMI)	51
Baby Boy (Sook — ASCAP)	I Knew You (Jack & Bill — ASCAP)	73	Never Did Like (Hungry Mountain — BMI)	There She (Gallico — BMI)	52
Baby, You Look (Cherry Lane — BMI)	I'm All Wrapped (Acuff-Rose — BMI)	64	9,999,999 Tears (Lowery — BMI)	The Shady Side (Tuckahoe — BMI)	49
Back Side (House of Gold/Pommar — BMI)	I'm Giving You (Tree Pub. — BMI)	69	Old Time Feeling (Almo — BMI)	The Son Of (Acuff-Rose — BMI)	70
Broken Down (Pick-A-Hit — BMI)	I'm Gonna (Dunbar/Westgate — BMI)	98	One More Year (Horse Hairs — BMI)	Thinking Of A (Tree — BMI)	71
C.B. Savage (Shelby Singleton — BMI)	Instead Of (Best Way — ASCAP)	37	Ordinary Man (Con Brio/Blue Branch — BMI)	Twenty-Four Hours (Arch — ASCAP)	35
Cheatin' Is (Tree — BMI)	In The Mood (Shapiro-Bernstein/Lewis — ASCAP)	56	Poor Willed (Me & Pam — ASCAP)	Two Dollars In (Briar Patch — BMI)	4
Crazy (Tree — BMI)	It's Alright (Jack & Bill — ASCAP)	60	Ramblin' Rose (Sweco/ATV — BMI)	Two Less Lonely (Maplehill/Vogue — BMI)	40
Don't Be Angry (Acuff-Rose — BMI)	It's Midnight (Baby Chick — BMI)	83	Redneck Rock (Bill Black/Fi — BMI)	Uncle Sam (Willie Nelson — BMI)	31
Drinkin' My (Partner/Julip — BMI)	It Should (Hall-Clement — BMI)	82	Ridin' (Paddle Wheel — ASCAP/Dick James — BMI)	Vegas (Evil Eye — BMI)	72
Every Face Tells (Chrysalis/Bruce Welch/	Laura (Al Gallico — BMI)	100	Round The World (Amer. Gramophone — SESAC)	When It's Just You (House of Gold — BMI)	23
Dejamas — BMI/ASCAP)	Lawdy Miss Clawdy (Venice — BMI)	13	Saying Hello (Don Kirshner/Kirshner Songs)	When The New (Black Sheep — BMI)	41
Everything I Own (Colgems-EMI — ASCAP)	Let My Love (Chess — ASCAP)	8	Say You'll (Dick James — BMI)	Whispers (Chappell — ASCAP)	36
Fox On The Run (Dick James — BMI)	Liars One (Tree — BMI)	18	She Never Knew (Hall-Clement/Vogue — BMI)	Why Lovers (Hartline — BMI)	25
Good 'N' Country (Singletree — BMI)	Looking Out My (Chess — ASCAP)	94	She's Free (Inmy/Clancy — BMI)	Wiggle (Ahab — BMI)	24
Good Woman Blues (Sawgrass — BMI)	Lovin' You (Tree — BMI)	80	She Took More (Acuff-Rose — BMI)	Woman Stealer (White Tornado — BMI)	93
Hangin' On (ATV — BMI)	May I Spend (Highball — BMI/Lowball — ASCAP)	63	Sing A Sad (Four Star — BMI)	You Never Miss (Hall-Clement — BMI)	5
Her L-O-V-E's Gone (Flagship — BMI)	Midnight (Music City — ASCAP)	48	Statues Without Hearts (First Generation — BMI)	You've Got Me (Dawnbreaker — BMI)	90
Here's To The Next (Peer/Seesaw — BMI)	Miles And Miles (Brazos Valley — BMI)	33	Stealin' (Power Play — BMI)	Your Place (Chappell — BMI)	11
Hey Daisy (Fiddleback/Creature Comfort — BMI)	Moody Blue (Screen Gems-Col./		Sweet Dreams (Acuff-Rose — BMI)		
Hillbilly Heart (Dan Penn/Easy Nine — BMI)	Sweet Glory — BMI)	47	Take My Breath (Jidobi/Al Gallico — BMI)		

Cut-Outs Lace Year-End Ads

(continued from page 7)

Sound, characterized the calendar sale of front-line releases as a "loss leader." Since Sight-In-Sound is primarily a retailer of audio equipment and car stereos, he noted, "Records are strictly a traffic item. You can sell a ton of records, and you let one (audio) system go out your door, and you've matched your day's figures in records."

He added, however, that albums "pull very well" in his store, and that the record sale, run in conjunction with a special promotion on audio equipment, had been quite successful. "Yesterday (Monday), we had 400-500 people standing outside the door and tomorrow we should do it again," Biddle said gleefully. "It was a well-rounded sale. We pulled in a little bit of everybody. And we had a valid reason (for the sale) because it's the end of the year."

One reason for the sale's success was apparently the ad's clever phraseology. The headline at the top of the ad was "Count 100,000 records & tapes? You've got to be kidding!" Actually, as Biddle pointed out, Sight-In-Sound has only enough floor space right now to accommodate 36,000 records, with enough back-up capacity to store an additional 18-20,000 discs. The six-year-old company is, however, scheduled to open a second outlet in the near future.

Noted For Low Prices

Promoting current releases for "15% off" instead of for a stated price also seems to have played a role in boosting Sight-In-Sound's record sales. Normally, the store's shelf price for albums is \$4.69 (or \$4.22 if the purchase is for more than \$10.00, and it "sometimes" runs sales on specific releases at \$3.77, according to Biddle. But this is the first time, he said, that Sight-In-Sound has advertised a percentage discount on records.

"We're noted for our low prices in records, but they've always been promoted at a dollar figure. And 15% is the same, but it sounds like a lot more. You see, we're going to take a percentage off of list (price)." Biddle stated that use of the percentage discount "worked out pretty well this time." He did not explain why Sight-In-Sound advertised a reduction of its "discount price" when it was actually offering a discount on list.

\$300 Purchasers

As for the bonus to purchasers of more than \$300 worth of classical albums, Biddle asserted that he did in fact, expect one or more customer to buy at least that amount of records. He claimed that it was not unusual for buyers from schools or libraries to purchase up to \$15-20,000 worth of classical releases at once. He explained that these buyers come to Sight-In-Sound because the store has the best classical selection in the area.

Why don't they go directly to distributors? "They can't go to a distributor or rack and buy them at the price that we can sell them at and get all the labels," Biddle responded.

Sutton Exports \$2.99 Price

While Sight-In-Sound was advertising its record low prices in Cincinnati, Robert Hall was promoting six current releases, including the newest albums by Barry Manilow, the Bee Gees, Ringo Starr and Eric Clapton, for \$2.99 in the New Orleans Times-Picayune. Aside from a couple of prices which wound up in print ads by mistake, this was the lowest advertised price for front-line records which has been observed outside the New York metropolitan area since the retail price survey began.

A record department manager at one of Robert Hall's three area stores confirmed that the price was no mistake. To his knowledge, he said, Robert Hall had never before advertised current releases for \$2.99. "But these albums do not come in from the regular people we buy our albums from (J.L. Marsh). We get them from Sutton Distributors."

Sutton Distributors, of course, is the firm which owns Jimmy's Music World, a major instigator of the current New York pricing situation. It is also a distributor of cutout records and tapes. Because Jimmy's has consistently advertised front-line records for \$2.99 since the chain opened its first store, industry sources have speculated that it makes up the loss on these albums through Sutton's favored access to cutouts.

Automatic Returns

In the opinion of David Hampton, the J.L. Marsh field representative who services Robert Hall in New Orleans, Sutton has set up the same type of deal with the mass merchandiser that it has with its own subsidiary, Jimmy's. "They (Robert Hall) usually buy a package, and they (Sutton) include new releases such as "No Reason To Cry" (by Eric Clapton), and that impresses the buyers when they see new releases at such a low price. They get stuck with some dead ones, too, but they get an automatic return, so it's hard to beat it (Sutton's package). But they don't sell well here at all because they're not serviced. They (Sutton) don't have a rep. So when I come in here and do my stuff, we outsell them pretty well."

Hampton stated that Sutton ships "30 cartons at a time" to Robert Hall's stores in New Orleans. Altogether, said Hampton, there were about 50 cartons from Sutton's sitting in the chain's area units at the time he was interviewed. "I just went back into the stockroom of this Robert Hall store here," he said, "and three-fourths of the stock there is Sutton's. They're shipping all of it back today."

According to Hampton, returns on the Sutton merchandise were running at about 80%. "I don't know how they're going to make money. And I do know they (Sutton) are taking a loss on these top albums (advertised for \$2.99). It's just a loss leader."

Marsh Racks Appropriated

Normally, the lowest advertised sale price for records in New Orleans at the present time is \$3.99, which is what Robert Hall asks for the records it buys from Marsh when they go on sale. Now and then, however, area retailers will put one or two current releases on sale for \$2.99. Therefore, while Robert Hall may have been the first in New Orleans to promote releases at this price in print, \$2.99 is not a startling figure to discriminating area shoppers.

What really annoyed Hampton was the fact that merchandise purchased from Sutton was being sold on J.L. Marsh store racks. "They use our racks when we're not around. But if I come in and see my racks being filled up with that stuff, I stick it underneath."

"I don't have any trouble, because I get along with all the department managers. Most of them go so far as to say, "I'll put it somewhere for you for a while. But then of course they can't keep it there very long, because someone will get on top of them."

"It's the buyers (for Robert Hall) who do it. We do all the service for them and then they get us back by ordering cheaper stuff. But it doesn't happen very often."

At press time, neither Dick Botwin, national record buyer for Robert Hall, nor David Sutton, vice president of Sutton Distributors, was available for comment.

'Inner View' Reports January '77 Lineup

LOS ANGELES — "Inner View," a nationally syndicated radio show airing over about 160 FM progressive stations around the country, will open its 1977 season with Boston, Burton Cummings, Black Sabbath and the Eagles all being broadcast during January. Inner View recently broadcast a two-part production called "The Who Headphone Experience," featuring Roger Daltrey of the Who.

Points West (continued from page 18)

client recently, **John Kay of Steppenwolf**, who did, it must be said, have shorter hair and is very neat in appearance . . .

PRINT TELLS ALL — An interview in the latest issue of *Chic*, the slickest men's rag around, revealed that **Mick Jagger** is scared of the dark, and that the **Stones** usually record from "four in the afternoon (after breakfast) to four in the morning." . . . **Harry Chapin**, master of story-songs, will have that particular talent exploited in a new music production called "Chapin" that should hit at Los Angeles' Improvisation Theatre on January 30. The show features 21 songs from his Elektra LPs and will be produced by **Joseph Stern** and **William DeVane**, directed by **Gary Davis** . . . **The Boone Girls**, four daughters of Pat Boone, have signed with **Lamb and Lion Records**, with the debut album called "Glass House" . . .

SPEAKING OF VERSATILITY — **Leonard Rosenman** has been signed to compose and conduct the score for "An Enemy Of The People," a film of the Ibsen play to star **Steve McQueen**, **Bibi Anderson** and **Charles Durning**. Warner Bros. will release the **Solar Productions** and **First Artists** presentation. **First Artists**, by the way, just might be getting its own record label . . .

ON THE ROAD — **Thin Lizzy** will join headliner **Queen** on the upcoming tour of **United States and Canada**. **Injured Lizzy Brian Robertson** will be replaced by English guitarist **Gary Moore**. **Robertson**, if all goes well with the healing of his accidentally-cut picking hand, will step back in after the tour with **Queen**, to end March 18. **Lizzy's** label, **Mercury**, says that it will take advantage of the **American** exposure, and back up the group on tour with retail merchandising — posters, displays and discount programs for the group . . .

REEL TO REEL — **Richie Havens** in at L.A.'s **Cherokee**, and so's **John Oates** (of **Hall & Oates**) working on a solo (!) effort with **Arif Mardin** . . . **Aretha Franklin** in at **ABC Studios** here working on her next **Atlantic LP**, and **Rufus** is doing the final mix on their next for **ABC**

NEW MANAGEMENT — company, at least. **Natalie Neilson** has formed her own company, taking **Graham Central Station** as her continuing client for her **San Francisco** based firm. She is, reportedly, the only woman on the west coast to run her own management . . . **Della Reese** has inked with **Chi Sound Records** . . . With the last **Band LP** in **Capitol's** hands, word has it that it's renegotiation time. And, as of yet, no label has made a deal for the "Last Waltz" tapes, although **Rick Danko** told **Points West**, "We've gotten some pretty good offers." No matter what happens with **Capitol**, those live concert tapes, barring label infighting over the various acts, are a definitely powerful bargaining tool . . .

john mankiewicz

Pop Radio Playlists (continued from page 24)

KRSP — SALT LAKE CITY

#1 — Aerosmith
No new additions
B-100 — SAN DIEGO
#1 — Stevie Wonder
*Abba
14 To 10 — Manfred Mann
19 To 11 — Eagles
29 To 22 — Leo Sayer
Ex To 29 — Al Stewart
Ex To 30 — Deniece Williams

KCBQ — SAN DIEGO

#1 — Leo Sayer
No new additions

KFRC — SAN FRANCISCO

#1 — Rod Stewart
No new additions

KYA — SAN FRANCISCO

#1 — Sylvers
No new additions

KSLS — SAN LUIS OBISPO

#1 — Engelbert Humperdinck
Fleetwood Mac
Jacksons

11 To 3 — Aerosmith
12 To 8 — Stevie Wonder
14 To 7 — Gene Cotton
22 To 13 — Eagles

WWSA — SAVANNAH

#1 — Mary MacGregor
No new additions

KJR — SEATTLE

#1 — Sylvers
*Stephen Bishop
*10cc
13 To 9 — Eagles
15 To 10 — David Dundas
21 To 14 — Manfred Mann
22 To 19 — Rose Royce
25 To 21 — Steve Miller
Ex To 24 — Bob Seger

KING — SEATTLE

#1 — Sylvers
No new additions

KEEL — SHREVEPORT

#1 — Leo Sayer
No new additions

WORD — SPARTANBURG

#1 — Rose Royce
*Wild Cherry
*Barbra Streisand
*Fleetwood Mac
*Rick Dees
16 To 7 — Stevie Wonder
22 To 13 — Manfred Mann
23 To 17 — Elvis Presley
Ex To 20 — William Bell
Ex To 24 — Bob Seger
Ex To 25 — Jacksons

KJRB — SPOKANE

#1 — Spinners
*Henhouse 5 + Too
*Stephen Bishop
*Eagles

WSPT — STEVENS POINT

#1 — Manfred Mann
*Starland Vocal Band
*Smokie

*Atlanta Rhythm Section

16 To 10 — Al Stewart
15 To 11 — Queen
20 To 12 — Eagles
22 To 17 — Dickey Lee
26 To 18 — Bread
27 To 22 — Gene Cotton
Ex To 23 — Abba
Ex To 24 — Jim Gregory — Earth
Ex To 28 — Heart
Ex To 29 — Johnny Rivers
Ex To 30 — Cliff Richard

KJOY — STOCKTON

#1 — Stevie Wonder
No new additions

WNDR — SYRACUSE

#1 — McCoo/Davis
Stephen Bishop
24 To 17 — Mary MacGregor
25 To 20 — David Dundas

WOLF — SYRACUSE

#1 — Leo Sayer
No new additions

KTAC — TACOMA

#1 — Stevie Wonder
*Kenny Nolan
*Stevie Miller
Ex To 25 — Bob Seger

WLCY — TAMPA

#1 — Sylvers
No new additions

WTRY — TROY

#1 — Rose Royce
10cc
Heart
*Al Stewart
*Foghat
*Kansas
14 To 10 — Queen
16 To 12 — Manfred Mann
24 To 19 — Eagles
27 To 23 — Steve Miller
Ex To 30 — Kiss
Ex To 29 — Abba
Ex To 28 — Bob Seger

KAKC — TULSA

#1 — David Dundas
*Stevie Miller
*Elvis Presley
11 To 4 — Rose Royce
20 To 10 — Eagles
22 To 13 — Manfred Mann
26 To 19 — Kenny Nolan
27 To 18 — Barry Manilow
30 To 23 — Smokie
Ex To 24 — Barbra Streisand
Ex To 26 — Bob Seger
Ex To 28 — Jacksons
Ex To 29 — Heart
Ex To 30 — Fleetwood Mac

KELI — TULSA

#1 — Stevie Wonder
*Rick Dees
*Heart
*Foghat
*10cc
*Dickey Lee
*Thelma Houston
27 To 18 — Smokie

16 To 10 — Manfred Mann

Ex To 22 — Kiss
Ex To 24 — Al Stewart
Ex To 25 — Steve Miller
Ex To 26 — Kansas
Ex To 27 — Jacksons
Ex To 30 — Stephen Bishop

98Q — VIDALIA

#1 — Rose Royce
No new additions

WPGC — WASHINGTON

#1 — Rose Royce
*Stevie Miller
*Bread
*Kiss

WKWK — WHEELING

#1 — Leo Sayer
*Abba
*10cc
*Wild Cherry
*Gene Cotton
*Al Stewart
*Heart
24 To 20 — Stevie Wonder
16 To 12 — Brick
Ex To 30 — Kiss
Ex To 29 — Smokie

KLEO — WICHITA

#1 — Sylvers
Henhouse 5 + Too
Stevie Miller
14 To 5 — David Dundas
18 To 12 — Engelbert Humperdinck
19 To 14 — Kansas
22 To 11 — Barry Manilow
28 To 21 — S. Wonder — Lovely

WAIR — WINSTON-SALEM

#1 — Brick
*Fleetwood Mac
*Stevie Miller
20 To 14 — EW&F
28 To 20 — Queen
27 To 22 — Abba
Ex To 26 — Barry Manilow
Ex To 30 — Smokie
Ex To 31 — 10cc

WORC — WORCESTER

#1 — ELO
*Stephen Bishop
*Thelma Houston
*Starbuck
*Copeland & Hall
*Donny & Marie
*H. Chapin — If My Mary
*Ozark Mtn. Daredevils
*Fleetwood Mac
13 To 8 — Stevie Wonder
22 To 15 — Kenny Nolan
23 To 16 — Al Stewart
27 To 21 — Brick
Ex To 25 — Bob Seger
Ex To 27 — Manfred Mann
Ex To 28 — Barbra Streisand
Ex To 29 — Gene Cotton
Ex To 30 — Kiss

WHOT — YOUNGSTOWN

#1 — Mary MacGregor
No new additions

Golden Crest Income Declines In First Half

NEW YORK — Net income for Golden Crest Records, Inc. declined \$83,292 for the first 26 weeks of the fiscal year ending October 1, from the same period last year. Golden Crest's first half sales dropped \$203,425, compared to first half sales in 1975.

Golden Crest reported net income of \$43,108 for the first half, compared to net income of \$126,400 for last year's first half. Golden Crest's first half sales were \$1,767,375, contrasted to sales of \$2,030,800 for the same period in 1975.

Avco Record Execs Plead Guilty To Conspiracy Charge

by Cookie Amerson

NEW YORK — Luigi Creatore, Hugo Peretti and Albert (Bud) Katzel, executives of Avco Records, have pleaded guilty to participating in a conspiracy to pay radio announcers to play their product. The charge further states that funds were generated by the company by selling records to a distributor, and failing to record monies received for these sales in the company books and using fictitious credit invoices. Monies received from the sales of this product were allegedly given to now deceased Otis Pollard, who was director of promotions for the company. Since Pollard is now deceased, none of the people who

were to have allegedly received the payments have been contacted, but the U.S. Attorney's office has records of bank deposits made by the defendants, who allegedly then credited these monies into an account of Southland Distributing Company for promotional activities under a fictitious invoice.

Supposedly, the defendants paid approximately \$170,000 to radio station personnel over the period from January 1, 1971 to January 1, 1975, while all three were vice presidents of the Avco Records Corporation. The record company was bought from the Avco Corporation in early 1976 by defendants Creatore and Peretti, and is now known as H&L Records.



THIS IS NEICY — Deniece Williams recently performed at the Roxy Theatre in Los Angeles to a packed house. Pictured backstage: (l to r): Rod McGrew, station manager of KJLH, Billy Davis, Bobby Scott, Deniece Williams, Don Mack, air personality at KGFJ, Deniece's mother, and O.C. Smith.

FCC To Investigate Concert Promo Company In D.C. Area

By Cookie Amerson

LOS ANGELES — The FCC is initiating an investigation into charges made by a local concert promoter stating that air personalities at WOL in Washington are plugging concerts that they bring into the city during their respective shows, with his company being unable to secure ample air time to promote his incoming concerts. Other sources, both inside and outside the industry, claimed that D.J. Productions, owned by the announcers, is also approaching record companies to grant them special favors by getting top name artists for the company.

Jim Kelsey, general manager of WOL in Washington, denied this stating "even though this problem has little to do with the station itself, it has been stated that WOL received fourteen thousand dollars, which is totally untrue. The money that has been talked about, was money that D.J. Produc-

tions received from a deal they had in conjunction with Dimensions Unlimited to bring Earth, Wind & Fire into the Capitol Centre. With both companies approaching the group's management to bring the group to the city, there was slight confusion with both companies eventually going into a partnership to bring the group into the city, with the money simply being their share from that partnership. From what the FCC has told me, they are only investigating complaints that they have received from certain people, with no charges having been made."

2 Golds For 'Car Wash'

LOS ANGELES — The original motion picture soundtrack album of "Car Wash" has been certified gold by the RIAA. The RIAA's certification of the LP followed by two days its gold certification of the first single from the album, also titled "Car Wash."

Reflections N' Black

Billy Paul will be starting a cross country tour in support of his current album "Let 'Em In." The tour package with Paul headlining will include Jean Carn, and Dexter Wansel, who arranged and produced some of the tunes on Paul's album. Upcoming music by Paul will turn more towards the goodness of life, steering away from things that appeal only to a few. A single will be released from the album in a few weeks, with many speculating it will be "How Good Is Your Game," even though the title cut from the album is presently drawing the most attention from programmers.

American Bandstand's twenty-fifth anniversary special will be airing February 4, 1977, on the ABC television network from 9

p.m. - 11 p.m. Some of the black artists that will be featured live will be: Chubby Checker, Chuck Berry, Les McCann, Donald Byrd, Booker T, Junior Walker, Pointer Sisters, McCoo and Davis, and Stevie Wonder, who will perform a song he has composed in honor of the anniversary. Other artists will be included by film clip insertions.

Jeff Lane, producer of Brass Construction and Randy Muller, leader of the group have decided to become partners in forming a new label called Bigboro Records. Plans are presently being made for the label to be distributed by a major company, with an announcement to be made at a later date.

cookie amerson

TOP 75 R&B ALBUMS

	Weeks On 1/1 Chart		Weeks On 1/1 Chart
1	13	39	16
2	10	40	13
3	9	41	6
4	13	42	11
5	8	43	3
6	25	44	19
7	16	45	25
8	7	46	4
9	16	47	18
10	14	48	14
11	8	49	5
12	9	50	9
13	15	51	5
14	7	52	13
15	29	53	4
16	10	54	9
17	7	55	4
18	8	56	1
19	14	57	5
20	7	58	2
21	8	59	1
22	9	60	14
23	22	61	2
24	12	62	1
25	24	63	9
26	12	64	2
27	24	65	2
28	12	66	9
29	11	67	5
30	15	68	2
31	10	69	9
32	16	70	3
33	25	71	6
34	14	72	1
35	17	73	1
36	3	74	12
37	25	75	3
38	8		

Vital Statistics Of R&B Radio Reporters

WAOX — ATLANTA 1350/AM — 24 hours daily
Tom Cordy — General Manager
Frank Barrow — Program Director
Owned by: Broadcast Enterprises Network Incorporated
Monday-Friday Scheduling:
6am-9 Bob McKee, 9-noon John Rodgers, noon-3 Al Parks, 3-7 Larry Tinsley, 7-11 Doug Steele, 11-midnight talk show, midnight-4 Marc Boyd
Monday-Saturday 4am-6am religious programming
Sunday: 8 hours religious/public service programming

WIGO — ATLANTA 1340/AM 24—hours daily
Joseph Fife — General Manager
Rick Fly — Program Director
Owned by: Mogul Broadcasting
Monday-Friday Scheduling:
6am-10 Rick Fly, 10-3 Zilla Mays, 3-7 Dwayne Jones, 7-midnight religious feature, midnight-6 Fast Eddie
Sunday: 10 hours religious/public service programming

WWIN — BALTIMORE 1400/AM — 24 hours daily
Shelton Earp — General Manager
Al Jefferson — Program Director
Owned by: Belvidere Broadcasting
Monday-Friday Scheduling:
6am-10:30 Kelson Fisher, 10:30-2 Al Jefferson, 2-7 Don Brooks, 7-midnight Anthony Davis, midnight-6 Lee Cross
Sunday: 4 hours religious/public service programming

WBUL — BIRMINGHAM 1220/AM (Daytimer)
Hal Hodges — General Manager
Victor Boykin — Music Director
Owned by: Radio Broadcasting Of Birmingham
Monday-Friday Scheduling:
6am-10 Victor Boykin, 10-2 Bill Coleman, 2-sign off Shelley Pope
Sunday: 9 hours religious/public service programming, noon-1 jazz

WILD — BOSTON 1090/AM (Daytimer)
Gretchen Worthan — General Manager
Charlene Watts — Program Director
Owned by: Sheridan Broadcasting
Monday-Friday Scheduling:
sign-on-7am religious feature, 7-11 Charlene Watts, 11-2 Sonny Joe White, 2-sign off Elliott Frances
Sunday: 9 hours religious/public service programming

WUFO — BUFFALO 1080/AM (Daytimer)
Donald Mullins — General Manager
Harold Lewis — Program Director
Owned by: Sheridan Broadcasting
Monday-Friday Scheduling:
sign-on-10 David Wilson, 10-1 Robert Mouzon, 1-sign-off Harold Lewis
Sunday: religious/public service programming all day

WGIV — CHARLOTTE 1600/AM 24 hours daily
Ken Goldblatt — General Manager
Manny Clark — Program Director
Owned by Broadcast Enterprise Network Incorporated
Monday-Friday Scheduling:
6am-10 Manny Clark, 10-2 Slack Johnson, 2-6 David Wilson, 6-10 Joan Graham, 10-4 Karlyn Foster, 4-6 religious feature
Sunday: 9 hours religious/public service programming

WBMX — CHICAGO 103/FM 24—hours daily
Ronald K. Craven — General Manager
Ernest James — Program Director
Owned by: Sponderling Broadcasting Corporation
Monday-Friday Scheduling:
6am-10 Ray Cooper, 10-2 John Silver, 2-6 James Alexander, 6-11 LaDonna Tittle, 11-4 Steve Harris, 4:30-6 religious feature
Sunday: 3 hours religious/public service programming

WVON — CHICAGO 1390/AM — 24 hours daily
Bernadine C. Washington — General Manager
Jerry Boulding — Operations Manager
E. Rodney Jones — Program Director
Owned by: Globe Broadcasting
Monday-Friday Scheduling:
6am-10 Joe Cobb, 10-3 Herb Kent, 3-7 Cecil Hale, 7-11 Butterball, 11-midnight talk, midnight-4 Pervis Spann, 4:30-6 religious feature
Sunday: 18 hours religious/public service programming

WJPC — CHICAGO 950/AM (Daytimer)
Mary Dobson — General Manager
Richard Steele — Program Director
Owned by: Johnson Publishing Company
Monday-Friday Scheduling:
6am-10 Jeff Harrison, 10-1 Ron Rodgers, 1-sign-off Richard Steele
Sunday: 8 hours religious/public service programming

WCIN — CINCINNATI 1480/AM 24 hours daily
Sonny Burns — General Manager
Bob Long — Program Director
Owned by: Rounsaville Radio
Monday-Friday Scheduling:
7am-10 Bob Long, 10-3 Frank Bailey, 3-7 Val Coleman, 7-midnight Lincoln Ware, midnight-5 Sid Kennedy, 5-7 religious feature
Sunday: Religious/public service programming all day

WJMO — CLEVELAND 1490/AM — 24 hours daily
Curtis Shaw — General Manager
Lynn Tolliver — Program Director
Owned by: United Broadcast Corporation
Monday-Friday Scheduling:
6am-10 Lynn Tolliver (8:30-8:45 religious feature), 10-3 Jessie Brooks, 3-7 Mike Love, 7-midnight Jimmie Perdue, midnight-6 Elgan Reynolds
Sunday: 15 hours religious/public service programming

WVCO — COLUMBUS 94.7/FM — 24 hours daily
Burt Charles — General Manager
Bill Moon — Operations Manager
Carl Conner — Program Director
Owned by: Sky Way Broadcasting
Monday-Friday Scheduling:
5:30-6 religious feature, 6am-10 Frank Kelley, 10-3 Kirk Bishop, 3-7 Carl Conner, 7-midnight Barney Ruffin, midnight-5:30 K.C. Jones
Sunday: 6 hours religious/public service programming

KKDA — DALLAS 730/AM (Daytimer)
Hyman Childs — General Manager
Chuck Smith — Program Director
Owned by: Service Broadcasting Corporation
Monday-Friday Scheduling:
6am-10 Dwayne Dancer, 10-3 Farlie Artis, 3-sign-off Don Earl Allen
Sunday: 3 hours religious/public service programming

WDAO — DAYTON 107.7/FM — 24 hours daily
Joe Whalen — General Manager
Turk Logan — Program Director
Dwayne Hoard — Music Director
Owned by: WADI Broadcasting Corporation
Monday-Friday Scheduling:
5am-6 religious feature, 6am-10 Kenny Ray Ketevis, 10-12 Dwayne Hoard, 2-5 Turk Logan, 5-9 Phillip Gee, 9-1 Dale Bell 1am-5 Vicky Estelle
Sunday: 11½ hours religious/public service programming 5pm-8:30 jazz

KDKO — DENVER 1510/AM — sign-on 5:30 am-sign-off 1:00 am (24 hours Friday and Saturday)
David Segal — General Manager
Bob Moore — Program Director

Owned by: KDKO Broadcasting Corporation
Monday-Friday Scheduling:
5:30am-9 Bob Moore, 9-1pm Pepper Martinez, 1-5 Jim O'Brien, 5-7 Jim Walker, 7-1am Chase Landers
Sunday: 4 hours religious/public service programming

WCHB — DETROIT 1440/AM—24 hours daily (sign-off midnight-2 am Sundays)
Dr. Wendell Cox — General Manager
Wade Briggs — Program Director
Owned by: Bell Broadcasting
Monday-Friday Scheduling:
6am-10 Wade Briggs, 10-3 Bill Meyers, 3-7 Fred Gorie, 7-midnight Clarence Rome, midnight-6 Kenny Johnson
Sunday: 20 hours religious/public service programming

WJLB — DETROIT 1400/AM — 24 hours daily
Norman Miller — General Manager
Tony Jamison — Program Director
Al Perkins — Music Director
Owned by: Booth Broadcasting
Monday-Friday Scheduling:
6am-10 Al Perkins, 10-12 Tony Jamison, noon-1 religious feature, 1-6 Claude Young, 6-10 Donnie Simpson, 10-midnight Vincent Frughi, midnight-5 John Edwards
Sunday: religious/public service programming all day

KNOK — DALLAS/FT. WORTH 970/AM (Daytimer — simulcasting with FM/107.5 24 hours daily)
Dean McClain — General Manager
Nat Jackson — Program Director
Owned by: KNOK Broadcasting Corporation
Monday-Friday Scheduling:
6am-10 Nat Jackson, 10-3 Bob Stewart, 3-7 Don Kendrick, 7-midnight Andy Perpner, midnight-6am Bill Wright
Sunday: 8½ hours religious/public service programming

WCKO — FT. LAUDERDALE 102.7/FM 24 hours daily
Mike Korman — General Manager
Joe Fisher — Operations Manager
Owned by: Radio Broad Incorporated
Monday-Friday Scheduling:
7am-11 Big John, 4-8 James "T," 8-midnight Tina Terry (remaining time is automated)
Sunday: 6 hours religious/public service programming

WRBD — FT. LAUDERDALE 1470/AM (Daytimer)
Mike Korman — General Manager
Joe Fisher — Operations Manager
Crown Prince — Music Director
Owned by: Radio Broad Incorporated
Monday-Friday Scheduling:
6-7 religious features, 7-11 Mad Hatter, 11-3 Crown Prince, 3-sign-off Chuck Anthony
Sunday: 6 hours religious/public service programming simulcast from FM

WOKJ — JACKSON 1550/AM (1pm sign-off, 24 hours during summer, starting in March)
Zane Roden — General Manager
Bob Collins — Program Director
Dick Dawkins — Music Director
Owned by: Tri-city Broadcasting
Monday-Friday Scheduling:
6am-9 Bob Collins, 9-11 religious feature, 11-3 Dick Dawkins, 3-7 Gene Mitchell, 7-8 talk show, 8-sign-off Gwen Cannon
Sunday: 7 hours religious/public service programming (3pm-5pm jazz)

KPRS — KANSAS CITY 103.3/FM — 24 hours daily (automated)
John Carter — General Manager
Dell Rice — Program Director
Owned by: KPRS Broadcasting Corporation
Announcers: Chris King, Freddie Bell, James Tindall, Dell Rice
Sunday: 2½ hours religious/public service programming

WTLC — INDIANAPOLIS 105.7/FM — 24 hours daily
Al Hobbs — General Manager
Fred Moore — Program Director
Roger Holloway — Music Director
Owned by: Community Media Corporation
Monday-Friday Scheduling:
6am-10 Roger Holloway, 10-2 H.B. Davis, 2-6 Jay Johnson, 6-10 Fred Moore, 10-2 am — Collette Bates (jazz)
5am-6 religious program
Sunday: 13 hours religious/public service programming

KOKY — LITTLE ROCK 1440/AM (Daytimer)
Gene Moorehead — General Manager
J.D. Black — Program Director
Kelley Carson — Music Director
Owned by: Pensacola Broadcasting
Monday-Friday Scheduling:
6am-9 Kelley Carson, 9-10 religious feature, 10-3 Mark Elliott, (12-1 jazz), 3-sign-off J.D. Black
Sunday: 8 hours religious/public service programming (2pm-7 Jazz)

KALO — LITTLE ROCK 1250/AM — 24 hours daily (sign-off midnight-6 on Sundays)
Seldon Spurlock — General Manager
Barry Mayo — Program Director
Owned by: Ron Curtis Communications
Monday-Friday Scheduling:
6am-10 Donnie Deane, 10-2 Ron Jefferies, 2-5 Bob Harrison, 5-7 Barry Mayo, 7-midnight Sonja Thrasher, midnight-6 Roshon Vance
Sunday: 13 hours religious/public service programming

KDAY — LOS ANGELES 1580/AM — 24 hours daily (3am-sign-off on Sundays)
Gary Price — General Manager
Jim Maddox — Program Director
Steve Woods — Music Director
Owned by: Rollins Broadcasting Corporation
Monday-Friday Scheduling:
5:30am-9 J.J. Johnson, 9-noon Jim Maddox, noon-4 Jack Patterson, 4-8 Steve Woods, 8-midnight Jewel McGowan, midnight-5:30 Spanky Lane
Sunday: 10 hours religious/public service programming

KUTE — LOS ANGELES 102/FM — 24 hours daily
Arnold Schorr — General Manager
Larry Williams — Operations/Program Manager
Lucky Pierre — Music Director
Owned by: Tracy Broadcasting Corporation
Monday-Friday Scheduling:
5am-9 Mark Alexander, 9-noon Lucky Pierre, noon-4pm Bill Stevens, 4-8 Lon Thomas, 8-midnight Chris Roberts, midnight-5 David Donn
Sunday: 6 hours religious/public service programming

KGFJ — LOS ANGELES 1230/AM — 24 hours daily
Arnold Schorr — General Manager
Larry Williams — Operations/Program Manager
Lucky Pierre — Music Director
Owned by: Tracy Broadcasting Corporation
Monday-Friday Scheduling:
6am-9 Don Mack, 9-noon Darcel Howell, noon-4 Gene West, 4-8 Alvin John Waples, 8-midnight Bill McKinney, midnight-6 Lee Bailey
Sunday: 12 hours religious/public service programming

KJLH — LOS ANGELES 102.3/FM — 24 hours daily
Rod McGrew — General Manager
Owned by: John L. Hill
Monday-Friday Scheduling:
6am-10 Ted Terry, 10-2 Tony Valdez, 2-6 Rod McGrew, 6-10 Ollie Harris, 10-2 Patrick Damion, 2-6 Langley Patterson
Sunday: 18 hours religious/public service programming

WLOU — LOUISVILLE 1350/AM (Daytimer)
William E. Summers III — General Manager
Seretha Tinsley — Program Director
Neal O'Rea — Music Director
Owned by: Summers Broadcasting
Monday-Friday Scheduling:
6am-10 Dee Humphrey, 10-noon religious feature, noon-2 Dell Rice, 2-sign-off Neal O'Rea
Sunday: religious/public service programming all day; 2:30pm-4:30 jazz

WBB — MACON 1290/AM (Daytimer)
J.R. Honeycutt — General Manager
Hamp Swain — Program Director
Owned by: WBB Incorporated
Monday-Friday Scheduling:
6am-8:30 Lafayette Haynes, 8:30-1:30 Ray Brown, 1:30-3 sign-off Hamp Swain
Sunday: 9 hours religious/public service programming

WDIA — MEMPHIS 1070/AM — 24 hours daily
Charles Scruggs — General Manager
Mike Frisbee — Program Director
Max Fortune — Music Director
Owned by: Sponderling Broadcasting Corporation
Monday-Friday Scheduling:
6:30am-9 A.C. Williams, 9-noon Robert Thomas, noon-3 Warren Epps, 3-7 Max Fortune, 7-11 Herb Kneeland, 11-3 Vince Wayne, 3-6:30 religious feature
Sunday: 21 hours religious/public service programming

WEDR — MIAMI 99.1/FM — 24 hours daily
Dewitt Ingram — General Manager
Jerry J. Russian — Program Director
Owned by: Star Incorporated
Monday-Friday Scheduling:
6am-11 — Leo Jacks, 11-3 Jimmy Griffith, 3-7 Jerry Russian, 7-midnight Johnny Dolan, midnight-6 George Jones
Sunday: 9 hours religious/public service programming

WAWA — MILWAUKEE 1590/AM — 24 hours daily
Neal Searies — General Manager
O.C. White — Program Director
Larry O'Jay — Music Director
Owned by: Suburbanair Incorporated
Monday-Friday Scheduling:
6am-10 O.C. White, 10-noon Phil Klingler, noon-4 Butch Mayo, 4-8 Larry O'Jay, 8-midnight King James, midnight-6 Manny Mauldin (jazz)
Sunday: 20 hours religious/public service programming

WVOL — NASHVILLE 1470/AM — 24 hours daily
Clarence Kilcrease — General Manager
Fred Harvey — Program Director
David Lombard — Music Director
Owned by: Roundsville Broadcasting
Monday-Friday Scheduling:
6am-10 John Heidelberg, 10-11 religious feature, 11-3 David Lombard, 3-7 Fred Harvey, 7-midnight Loyal Hoard, midnight-6 Eleanor Boglin
Sunday: 18 hours religious/public service programming

WVRL — NEW YORK 1600/AM 24 hours daily
Mark Olds — General Manager
Sonny Taylor — Program Director
Gerry Shannon — Music Director
Owned by: Sponderling Broadcasting Corporation
Monday-Friday Scheduling:
5am-9 Enoch Gregory, 9-noon Bobby Jay, noon-3 Jeff Troy, 3-7 Gerry Bledsoe, 7-10:45 Hank Spann, 10:45-midnight religious feature, midnight-5 Gary Bird
Sunday: 14½ hours religious/public service programming

WBSL — NEW YORK 107.5/FM — 24 hours daily
Dorothy Bronson — General Manager
Frankie Crocker — Program Director
Wanda Ramos — Music Director
Owned by: Inner City Broadcasting
Monday-Friday Scheduling:
5:30am-9 Ken Webb, 9-noon B.K. Kirkland, noon-4 Lamarr Renee, 4-8 Frankie Crocker show, with J.P. Holiday, 8-1 Vaughn Harper, 1-5:30 Al Roberts
Sunday: 6½ hours religious/public service programming

KDIA — OAKLAND 1310/AM — 24 hours daily
J. Walter Carroll — General Manager
Keith Adams — Program Director
Johnny Morris — Music Director
Owned by: Sponderling Broadcasting
Monday-Friday Scheduling:
6am-10 Marv Roberts, 10-3 Bob Jones, 3-7 Johnny Morris, 7-11 pm Jay Sweet, 11-6 Barbara Oster
Sunday: 8 hours religious/public service programming

KOWH — OMAHA — 94.1/FM — 24 hours daily
Keith Donald — General Manager
Richard Baker — Operations Manager
Owned by: Reconciliation Incorporated
Monday-Friday Scheduling:
6am-10 Richard Baker, 10-6 Andrew Clark Senior, 6-

midnight German Womack, midnight-6 Jim Cecil
Sunday: 10 hours religious/public service programming

WORL — ORLANDO 1270/AM (Daytimer)
Emil Corona — General Manager
Steve Crumley — Program Director
Owned by: Orlando Radio and Television Broadcasting Corporation
Monday-Friday Scheduling:
6am-10 Steve Crumley, 10-2 Count Barnes, 2-sign-off Nathan Hemphill
Sunday: 5½ hours religious/public service programming

WAMO — PITTSBURGH 105.9/FM — 24 hours daily
Skip Finley — General Manager
Mat Leadbetter — Program Director
Owned by: Sheridan Broadcasting
Monday-Friday Scheduling:
6am-10 Chuck Woodson, 10-11 talk show, 11-3 Del King, 3-7 Mat Leadbetter, 7-midnight Vincent Price, midnight-6 John Anthony
Sunday: religious/public service programming all day

WENZ — RICHMOND 1450/AM — 24 hours daily
George Lund — General Manager
Al Scott — Program Director
Owned by: Baron Radio Incorporated
Monday-Friday Scheduling:
6am-10 Al Scott, 10-3 Billy Black, 3-7 Mickey Arnold, 7-midnight Walter Jamison, midnight-6 George Wilson III, 4-6 religious feature
Sunday: 9 hours religious/public service programming

WANT — RICHMOND 990/AM (Daytimer)
Ben Miles — General Manager
Curby Carmichael — Music Director
Owned by: Old Dominion Broadcasting
Monday-Friday Scheduling:
sign-on-10 Ken Crandall, 10-11 religious feature, 11-2 Chocolate Chip, 2-sign-off Curby Carmichael
Sunday: religious/public service programming all day

KATZ — ST. LOUIS 1600/AM — 24 hours daily
Doug Eason — General Manager
J.J. Jackson — Program Director
Chico Brown — Music Director
Owned by: Arnoia Hartley
Monday-Friday Scheduling:
6am-9 Doug Eason, 9-noon J.J. Jackson, noon-4 Chris Hall, 4-8 Barry Pope, 8-midnight Rick Roberts, midnight-6 Eddie O'Jay
Sunday: 13 hours religious/public service programming

WSOK — SAVANNAH 1230/AM — 24 hours daily
Ben Tucker — General Manager
Don Wilson — Program Director
Elliott Nealy — Music Director
Owned by: Black Communications Corporation
Monday-Friday Scheduling:
6am-10 Don Wilson, 10-11:30 religious feature, 11:30-3 Sharon Love, 3-7 Marvin Brooks, 7-midnight Elliott Nealy, midnight-4 Dick Green, 4-6 religious feature
Sunday: 22 hours religious/public service programming

KYAC — SEATTLE 96.5/FM 1250/AM — 24 hours daily (simulcast 11:15 pm-4:15 pm)
Don Dudley — General Manager
Robert L. Scott — Program Director
Owned by: Carl Dek Incorporated
Monday-Friday Scheduling:
6am-10 Jack McCrae, 10-2 Robert L. Scott, 2-7 Tom Reddick, 7-12 Cal Smith, midnight-6 Steve Davis
Sunday: 9 hours religious/public service programming on FM

WANM — TALLAHASSEE 1070/AM (Daytimer)
Al Zeoli — General Manager
Joe Bullard — Program Director
Owned by: WANM Broadcasting
Monday-Friday Scheduling:
Sign-on-noon King Strider, noon-sign-off Joe Bullard
Sunday: 7 hours religious/public service programming

WTMP — TAMPA 1150/AM (Daytimer)
Pierre Bejano — General Manager
Jerry Walker — Program Director
Owned by: Gulf South Communications Limited
Monday-Friday Scheduling:
6am-7 religious feature, 7-10 Jerry Walker, 10-2 Bobby Stoner, 2-sign-off Barry O'Neal
Sunday: 6 hours religious/public service programming noon-1 jazz

WOL — WASHINGTON, D.C. 1450/AM — 24 hours daily
Jim Kelsey — General Manager
Cortez Thompson — Program Director
Owned by: Sponderling Broadcasting Corporation
Monday-Friday Scheduling:
6am-10 Raymond St. James, 10-3 Nat Washington, 3-7 Bobby Bennett, 7-midnight Chuck McCool, midnight-6 Ron White
Sunday: 14 hours religious/public service programming



SCOTT VISITS LOS ANGELES — Columbia recording artist Bobby Scott met with local radio program directors and west coast Columbia staff. Pictured from left to right: Rich Kudolla, L.A. field sales manager, CBS Records; Dennis Hannen, L.A. branch manager, CBS Records; Warren Williams, Columbia local promotion manager; Bobby Martin, personal manager for Bobby Scott; Bobby Scott; Mike Atkinson, Columbia regional promotion manager; Terry Easter, special markets regional promotion manager; Chuck Thagard, director of national promotion, Columbia.

CASH BOX TOP 100 R&B

January 8, 1977

	Weeks On Chart	1/1		Weeks On Chart	1/1		Weeks On Chart	1/1
1 DAZZ BRICK (Bang 727)	2	14	35 SOMETHIN' 'BOUT 'CHA LATIMORE (Glades/TK 1739)	47	6	68 DANCING IN THE AISLES (TAKE ME HIGHER) SILVER CONVENTION (Midland Intl./RCA MB 10849)	76	3
2 HOT LINE SYLVERS (Capitol 4336)	1	13	36 BODY ENGLISH KING FLOYD (Chimneyville/TK 10212)	43	8	69 GET UP AND DANCE MEMPHIS HORNS (RCA JB 10836)	70	4
3 CAR WASH ROSE ROYCE (MCA 40615)	3	16	37 EASY TO LOVE JOE SIMON (Spring/Polydor SP 169)	44	6	70 LOVE'S GOT ME TIRED LAURA LEE (Ariola/Capitol 7652)	67	8
4 SATURDAY NIGHT EARTH, WIND & FIRE (Columbia 3-10439)	5	8	38 PARTY NIGHT CURTIS MAYFIELD (Curton/WB CMS 0122)	42	8	71 PSYCHOTICBUMPSCHOOL BOOTY'S RUBBER BAND (WB WBS 8291)	75	3
5 FREE DENIECE WILLIAMS (Columbia 3-10429)	6	10	39 BE MY GIRL DRAMATICS (ABC 12235)	55	4	72 LET IT FLOW TAMIKO JONES (Contempo/TK 7001)	79	5
6 I WISH STEVIE WONDER (Tamla/Motown 54272)	10	5	40 BODY HEAT (PART 1) JAMES BROWN (Polydor PD 14360)	50	5	73 SOMETIMES FACTS OF LIFE (Kayvette 5128)	82	2
7 DO IT TO MY MIND JOHNNY BRISTOL (Atlantic 45-3360)	7	13	41 DON'T LEAVE ME THIS WAY THELMA HOUSTON (Motown T54278F)	58	4	74 TOGETHER O.C. SMITH (Caribou/Epic ZS 8-9017)	66	7
8 DARLIN' DARLIN' BABY (SWEET, TENDER LOVE) O'JAYS (Phila. Intl./Epic ZS 8-3610)	9	8	42 SO SAD THE SONG GLADYS KNIGHT & THE PIPS (Buddah BDA 544)	32	15	75 YOU'RE MY DRIVING WHEEL SUPREMES (Motown M1407F)	68	9
9 I KINDA MISS YOU MANHATTANS (Columbia 3-10430)	4	12	43 TRIED, TESTED, AND FOUND TRUE ASHFORD & SIMPSON (WB WBS 8286)	46	6	76 TOGETHER ONCE AGAIN DEXTER WANSEL (Phila. Intl./Epic ZS 8-3611)	77	5
10 ENJOY YOURSELF THE JACKSONS (Epic 8-50289)	8	13	44 I DO, I DO (WANT TO MAKE LOVE TO YOU) LEROY HUTSON (Curton/WB CMS 0121)	49	9	77 HIDEAWAY FANTASTIC FOUR (Westbound/20th Century 5032)	81	6
11 YOU DON'T HAVE TO BE A STAR MARILYN McCOO & BILLY DAVIS (ABC 12208)	11	19	45 FAR EAST MISSISSIPPI OHIO PLAYERS (Mercury 73860)	35	10	78 BETCHA BY GOLLY WOW NORMAN CONNORS (Buddah BDA 554)	86	2
12 OPEN SESAME KOOL & THE GANG (DeLite DEP 1586)	12	12	46 DO THAT STUFF PARLIAMENT (Casablanca 871)	39	10	79 NINETY-NINE AND A HALF THE TRAMMPS (Atlantic 3365)	78	8
13 YOU GOTTA BELIEVE POINTER SISTERS (ABC/Blue Thumb 271)	16	7	47 LOVE SO RIGHT BEE GEES (RSO/Polydor 859)	59	9	80 JUST TO BE CLOSE TO YOU COMMODORES (Motown M1402F)	72	19
14 DO WHAT YOU WANT, BE WHAT YOU ARE DARYL HALL & JOHN OATES (RCA JH 10808)	17	12	48 ISN'T IT A SHAME LABELLE (Epic 50513)	54	4	81 GIVE IT UP (TURN IT LOOSE) TYRONE DAVIS (Columbia 3-10388)	73	22
15 FEELINGS WALTER JACKSON (UA CHXW 908Y)	19	9	49 SUMMER SNOW BLUE MAGIC (WMOT/Atlantic WM 4003)	51	5	82 YOU'LL NEVER FIND ANOTHER LOVE STANLEY TURRENTINE (Fantasy F782)	87	7
16 WITH YOU MOMENTS (Stang/All Platinum ST 5068A)	15	15	50 GOIN' UP IN SMOKE EDDIE KENDRICKS (Tamla 54277)	53	7	83 DAMN RIGHT IT'S GOOD GWEN McCRAE (Cat/TK 2005)	88	3
17 CHERCHEZ LA FEMME DR. BUZZARD'S ORIGINAL SAVANNAH BAND (RCA JB 10827)	18	10	51 DON'T MAKE ME WAIT TOO LONG BARRY WHITE (20th Century TC 2309)	37	11	84 DOWN TO LOVE TOWN ORIGINALS (Motown S35119)	74	15
18 DON'T TAKE AWAY THE MUSIC TAVARES (Capitol P4348)	13	12	52 WHO ARE YOU TEMPTATIONS (Gordy G7152F)	36	11	85 LIFE BETTY WRIGHT (Alston/TK 3725)	89	3
19 WHEN LOVE IS NEW ARTHUR PRY SOCK (Old Town 1000)	24	10	53 HA CHA CHA (FUNKTION) BRASS CONSTRUCTION (UA XW 921)	64	3	86 GIFT WRAP MY LOVE REFLECTIONS (Capitol P4358)	92	4
20 I LIKE TO DO IT KC & THE SUNSHINE BAND (TK 1020)	23	6	54 HOME IS WHERE THE HEART IS BOBBY WOMACK & BROTHERHOOD (Columbia 10437)	40	8	87 I GOT A NOTION AL HUTSON & SOUL PARTNERS (ABC 12230)	91	6
21 I DON'T WANNA LOSE YOUR LOVE EMOTIONS (Columbia 3-10347)	14	11	55 THIS TIME IMPRESSIONS (Cotillion/Atlantic 44210)	38	8	88 I FEEL LOVE IN THIS ROOM BO KIRKLAND & RUTH DAVIS (Claridge 421)	93	2
22 SUPERMAN LOVER JOHNNY GUITAR WATSON (DJM DJUS 1019)	21	10	56 MIDNIGHT SOUL PATROL QUINCY JONES (A&M AM 1878)	45	8	89 IN MY LONELINESS (WHEN WE WERE YOUNG) NANCY WILSON (Capitol 4350)	90	5
23 CATFISH FOUR TOPS (ABC 12223)	22	17	57 CLOSE TO YOU TYRONE DAVIS (Columbia 10457)	63	3	90 THE SHUFFLE VAN McCOY (H&L 4677)	96	2
24 LOVE ME, LOVE ME STAPLES (Warner Bros. 8279)	20	10	58 LIVING TOGETHER (IN SIN) WHISPERS (Soul Train 10773)	56	13	91 MY PEARL AUTOMATIC MAN (Island IS 063)	95	4
25 KEEP ME CRYIN' AL GREEN (Hi 5N-2319)	26	12	59 TRYIN' TO LOVE TWO WILLIAM BELL (Mercury 73839)	65	4	92 IF YOU AIN'T MAN ENOUGH TOMMY TATE (Koko 723)	94	4
26 FANCY DANCER COMMODORES (Motown 1408)	31	5	60 DISCO DUCK RICK DEES & HIS CAST OF IDIOTS (RSO/Polydor 857)	48	17	93 FIESTA GATO BARBIERI (A&M 1885)	—	1
27 BE MY GIRL MICHAEL HENDERSON (Buddah BDA 552)	33	5	61 FOR OLD TIME SAKE DOROTHY MOORE (Malaco M1037)	57	9	94 SAY YOU LOVE ME JAMES CLEVELAND (Savoy/Arista JC 4364)	—	1
28 FREE AND SINGLE BROTHERS JOHNSON (A&M 1881)	30	7	62 GROOVY PEOPLE LOU RAWLS (Phila. Intl. ZS 8-3604)	52	13	95 FILL THIS WORLD WITH LOVE ANN PEEBLES (Hi/London 2320)	98	6
29 SHAKE YOUR RUMP TO THE FUNK BAR-KAYS (Mercury 73833)	28	21	63 SHAKE IT, SHAKE IT WILLIE HUTCH (Motown M1411F)	60	6	96 EVER LOVIN' GIRL TYRONE DAVIS (Dakar 4561)	—	1
30 WORN OUT BROKEN HEART LOLEATTA HOLLOWAY (Gold Mine/Salsoul GM 4000)	34	7	64 GLORIA ENCHANTMENT (United Artists 912)	69	4	97 YOU MAKE ME FEEL LIKE DANCING LEO SAYER (WB WBF 8283)	—	1
31 SPRING AFFAIR DONNA SUMMER (Casablanca/Oasis 872)	41	4	65 (I LIKE BEING) CLOSE TO YOU RONNIE DYSON (Columbia 3-10441)	61	6	98 BEING WITH YOU MYSTIC MOODS (Sound Bird/Shadybrook 45004)	100	2
32 LOVE BALLAD LTD (A&M 1847)	25	20	66 JUST FRIENDS SILVER, PLATINUM & GOLD (Farr FR 011)	62	7	99 PASSION ECSTASY, PASSION & PAIN (Roulette 7205)	—	1
33 THE RUBBERBAND MAN SPINNERS (Atlantic 3355)	27	17	67 LET'S GO DOWN TO THE DISCO UNDISPUTED TRUTH (Whitfield/WB WHI 8295)	71	6	100 LOVE BUG BUMBLE BEE UNLIMITED (Mercury 73864)	—	1
34 A LOVE OF YOUR OWN AVERAGE WHITE BAND (Atlantic 3363)	29	9						

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

A Love Of (Average/WB/Long Dog — ASCAP) 34	Ever Lovin' — (Julio-Brian/Content/Early — BMI) 96	In My Loneliness (Django — ASCAP) 89	Somethin' (Sherlyn — BMI) 35
Being With (Medallion Avenue — ASCAP) 98	Fancy (Jobete/Commodores Ent. — ASCAP) 26	Isn't It A (Hastings — BMI) 48	Sometimes (Stallion — BMI) 73
Be My Girl (Electrocord — ASCAP) 27, 39	Far East (Play One/Unichappell — BMI) 45	I Wish (Jobete/Black Bull — ASCAP) 6	So Sad The Song (Screen Gems — BMI/Prince Street — ASCAP) 42
Betcha By (Bel Boy/Assorted — BMI) 78	Feelings (Fermata Intl. Melodies — ASCAP) 15	Just Friends (Farr/Precious Metal — BMI) 66	Spring Affair (Ricks — BMI) 31
Body English (Tree — BMI) 36	Fiesta (Irving/Leandro — BMI) 93	Just To Be (Jobete/Commodores — ASCAP) 80	Summer Snow (WMOT/Friday's Child — BMI) 49
Body Heat (Dynamone/Belinda/Unichappell — BMI) 40	Fill This World (Jec/Petmar — BMI) 95	Keep Me Cryin' (Jec/AI Green — BMI) 25	Superman Lover (Uri-John — BMI) 22
Car Wash (Duchess — BMI) 3	For Old (Two Knight — BMI) 61	Let It Flow (Finger Lips/For Better Or Worse/Tamiko — BMI) 72	The Rubberband (Mighty Three — BMI) 33
Catfish (ABC/Dunhill/Rail — BMI) 23	Free (Kee/Drick — BMI) 5	Let's Go Down (Stone Diamond — BMI) 67	The Shuffle (V. McCoy/Warner Tamerlane — BMI) 90
Cherchez (Miller/Fisher — ASCAP/Pink Pelican — BMI) 17	Free & Single (Kidada/Goulgris — BMI) 28	Life (Sherlyn — BMI) 85	This Time (Aandika — BMI) 55
Close To You (NY Times/Content/Little Bears — BMI) 57	Get Up And (Bridgewood — ASCAP) 69	Living Together (Van McCoy/Warner Tamerlane — BMI) 58	Together (Fox/Gimbel — BMI) 74
Damn Right It's Good (Sherlyn — BMI) 83	Gift Wrap (Kay Gee — BMI) 86	Love Ballad (Unichappell — BMI) 32	Together Once Again (Mighty Three — BMI) 76
Dancing In The Aisles (Midsong — ASCAP) 68	Give It (NY Times/Content/Little Bear's — BMI) 81	Love Bug (Sug-Sug — ASCAP) 100	Tried, Tested (Nick-O-Val — ASCAP) 43
Darlin' (Mighty Three — BMI) 8	Gloria (Desert Moon/Willow Girl — BMI) 64	Love Me (Mayfield — BMI) 24	Tryin' To Love (Belli-Kat/Unichappell — BMI) 59
Dazz (Silver Cloud/Trolley — ASCAP) 1	Goin' Up (Stone Diamond — BMI) 50	Love's Got (Peabody & Co. — ASCAP) 70	When Love Is (Mighty Three — BMI) 19
Disco Duck (Shafree — BMI) 60	Groovy People (Mighty Three — BMI) 62	Love's Got (Peabody & Co. — ASCAP) 70	Who Are You (Jobete — ASCAP) 52
Do It To My Mind (Bushka — ASCAP) 7	Ha Cha Cha (Desert Moon/Jeffmar — BMI) 53	Love So Right (Stigwood — BMI) 47	With You (Unichappell/Begonia Melodies/Aschken — BMI) 16
Don't Leave Me (Mighty Three — BMI) 41	Hideaway (Bridgewood — BMI) 77	Midnight (Kidada — BMI) 56	Worn Out Broken Heart (Moonsong — BMI) 30
Don't Make Me (Sa-Vette/January — BMI) 51	Home Is Where (Muscle Shoals — BMI) 54	My Pearl (Island/Automatic Man — BMI) 91	You Don't (Groovesville — BMI) 11
Don't Take Away (Bull Pen — BMI/Perren Vibes — ASCAP) 18	Hot Line (Bull Pen/Perren Vibes — BMI) 2	Ninety-Nine (East Memphis/Pronto — BMI) 79	You Gotta Believe (Duchess — BMI) 13
Do That (Rick's/Malbiz — BMI) 46	I Do (Silent Giant/Aopa — ASCAP) 24	Party Night (Mayfield — BMI) 38	You'll Never (Mighty Three — BMI) 82
Do What You (Unichappell — BMI) 14	I Don't Wanna (Pamjokeen — BMI) 41	Passion (Planetary/Ice — ASCAP) 99	You Make (Baintree — BMI/Longmanor — Chrysalis — ASCAP) 97
Down To Love Town (Jobete — ASCAP/Stone Diamond — BMI) 84	I Feel (Claridge — ASCAP) 88	Psychoticbumpschool (Backstage — BMI) 71	You're My (V. McCoy/Warner Tamerlane — BMI) 75
Easy To Love (Combine — BMI) 37	If You Ain't (Klondike — BMI) 92	Saturday Night (Saggifire — BMI) 4	
Enjoy Yourself (Mighty Three — BMI) 10	I Got A (Wynn's World/Mighty Three — BMI) 97	Say You (Woogie — ASCAP) 94	
	I Kinda Miss (Nattahnam/Blackwood — BMI) 9	Shake It (Stone Diamond — BMI) 63	
	(I Like Being) (Chappell/Jay's Ent. — ASCAP) 65	Shake Your Rump (Barkay — BMI) 29	
	i Like To Do (Sherlyn/Harrick — BMI) 20		

CASH BOX COIN MACHINE

'Death Race' Ruffles Scientists, But The Controversy Builds Sales & Plays

by David Boyles

LOS ANGELES — Death Race, Exidy's coin-operated, electronic driving game that allows players to score points by running down pedestrian-like figures called "gremlins," has produced some measure of controversy in the eight months since its inception. The newest flak generated over the nonetheless successful game originates out of Chicago, where a behavioral scientist has claimed that the game contributes to "an already widespread 'war and killing' mentality."

Dr. Gerald Driessen, behavioral scientist and manager of the National Safety Council's research department, wrote in a recent article for Family Safety magazine that Death Race "shifts a violent tendency into a form of behavioral action that carries no negative consequences for the actor . . . From a psychological and behavioral viewpoint," he wrote, "the device is definitely negative."

'Another Step'

Driessen, contacted by **Cash Box**, called the game "another step toward the creation of real violence, and from that standpoint, it's not too amusing, especially in the context of players using a driving simulator with a steering wheel and gearshift."

Driessen also voiced objections to other coin-operated games that allow players to destroy tanks and sink battleships in a warfare atmosphere, but said Death Race was worse, calling it a "consciousness-lowering device."

Jacobs Unconcerned

Exidy's Paul Jacobs, vice president and director of marketing, stated in a telephone interview that he wasn't concerned about

such charges, and said any controversy that has been generated about the game has helped, if anything, to sell even more units of the machine. "Death Race is 100 percent popular with the public," he claimed, "and we've never had a complaint from a person who has actually played it."



Death Race

Jacobs called the game "harmless," and said the act of playing it is "a form of escapism like the movies or television. We tried to depict in the game a graveyard atmosphere with ghosts," he explained. "The game is one of imagination, and people or scientists often read far too much into it. Writing critical articles is how they justify their existence."

Jacobs almost welcomes the controversy, he said, and added that "the more people hear criticisms of it, the more they want to play it."

Superscope Names May To Engineering Post

LOS ANGELES — Superscope, Inc., has named Edmond A. May to the position of vice president-speaker engineering for both its Marantz and Superscope speaker lines.

A veteran of the audio electronics industry, May was associated with James B. Lansing Sound, Inc., for 18 years, most recently as senior transducer engineer. He joined JBL in 1956, and then was affiliated with Gauss Electrophysics from 1970 until returning to Lansing in 1972.

According to Fred C. Tushinsky, Superscope senior vice president, May's appointment signals a "concentrated thrust on the part of the company to attain even broader design and engineering sophistication for its expanding Marantz and Superscope speaker lines."

Superscope, Inc. is the worldwide manufacturer and distributor of Marantz stereo high fidelity components and Superscope home entertainment products. The company is also the sole United States distributor for Sony model tape recorders that include stereo cartridge, reel-to-reel and stereo cassette decks.

AMOA To Hold 5th Regional Seminar In Denver For Managers And Owners

CHICAGO — AMOA has scheduled its fifth regional seminar for March 11-12 at the Hilton Airport Inn in Denver, Colorado. With the selection of Denver, AMOA is regionalizing the annual seminar and accommodating the members who specifically requested the site. This particular event has developed into one of the most notable and productive events under association sponsorship each year and has attracted capacity attendance since its inception.

The seminar program is conducted by the University of Notre Dame's Center for Continuing Education and designed for owners and management personnel. Conference coordinator is Dr. Gerry Sequin, chairman of the university's department of management, who has served in this capacity since the seminar's inauguration almost five years ago. For the 1977 series he will also preside over the opening session on Friday morning, March 11, discussing the topic "Management By Objectives and Results."

Dr. John Malone, another seminar

regular, will conduct the afternoon session on opening day, discussing an entirely new subject this year, "Salesmanship: The Road To New Business Development." Noted for his understanding of the coin machine business, Malone's financial analysis of the Shamrock Music Co., a fictitious firm he created to illustrate his presentation at past seminars, has been often used as a source of reference. Malone is associate dean for graduate study in Notre Dame's College of Business Administration.

The final session in the series will deal with security and feature Ed Toepfer, president of Edward Toepfer Company and its affiliates. Toepfer has been involved in the development and manufacture of locks and security products and systems for 25 years and is considered a specialist on the subject.

Members interested in attending the seminar are urged to make the necessary arrangements well in advance since participation is limited in number.

State Association Calendar 1977

Jan. 14-16; Oregon Amusement & Music Operators Assn., annual mtg., Village Green, Cottage Grove, Ore.

May 12-15; Music & Amusement Assn., Inc., conv. & trade show, Stevensville Country Club, Swan Lake, N.Y.

Jan. 28-30; So. Carolina Coin Operators Assn., Inc., annual mtg., Carolina Inn, Columbia, S.C.

May 20-22; Music Operators of Minnesota, conv. & trade show, Holiday Inn-Downtown, Minneapolis

Mar. 11-13; Music Operators of Michigan, annual conv., Kalamazoo Center, Kalamazoo, Mich.

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

Mar. 18-20; Wisconsin Music Merchants Assn. Inc., spring conv., Olympia Hotel & Spa, Oconomowoc, Wis.

Sept. 23-25; No. Carolina Coin Operators Assn., Inc., annual mtg., Raddison Hotel, Charlotte, N.C.

Rene Pierre And Son Establish New Full-Service Headquarters In U.S.

NEW YORK — In a joint statement, Rene Pierre and his son Thierry have announced the establishment of a new full-service U.S. headquarters.

According to Rene Pierre, "The new American headquarters will have total management responsibility over all distribution of Rene Pierre football machines in the United States and will be under the on-site direction of Thierry Pierre. The new headquarters will be fully staffed to coordinate all ordering, delivery, billing, information and service requirements and will, for the first time, allow distributors a direct connection with the Rene Pierre factory."

Thierry Pierre, now a New York resident, explained that the U.S. headquarters had been planned due to the growth of the Rene Pierre line in this country, but had been moved ahead of schedule as a result of the overwhelming response of professional players, distributors and operators to the new "Westerner" model during the recent AMOA show in Chicago. He further noted that the new "Westerner" football game was designed specifically for the U.S. market and has the features most preferred by American players, including slide-through rods, non-slip playing surface and heavy "wide-stance" legs for maximum stability.

Mobile Showroom

The Rene Pierre mobile showroom is scheduled to begin its itinerary from New York on February 1, in order to cover the maximum number of distributor locations.

Around The Route

CHICAGO CHATTER

Happy New Year!

Among the first big conventions scheduled for Chicago in 1977 is the annual National Sporting Goods Assn. show to be housed in McCormick Place. Dates are February 3-6; headquarters hotels are the Conrad Hilton and the Palmer House; estimated attendance, 45,000! Several coin industry manufacturers, as in the past, are expected to exhibit this year, with home line product dominating most of their displays.

WITH THE ATE London show just a couple of weeks away (1/25-27), World Wide Dist. execs **Nate Feinstein** and **Fred Skor** are all but packed for their trip to London. Both annually cover the show fullscale and manage to spend considerable time with their many customers and friends out there.

STATE ASSOCIATION NEWS: The Music Operators of Michigan-sponsored, statewide billiard league tournament gets underway around February 1, to be climaxed by state tournament finals on April 16 in Lansing, when cash prizes amounting to \$5000 will be awarded to the top 64 finalists . . . Also coming up is the state group's third annual convention,

(continued on page 38)



X-RATED — "Duke," a new adult film projection-play unit, is now being introduced by Target Industries of Rock Island, Ill. The equipment, says its makers, offers "ease of operation, durability, and inconspicuous design," and is intended for various locations, including bars, discos, late night spots, truck stops, among others. The firm says operators will be able to purchase film according to acceptability. Coinage is 25¢ for 2½ minutes of color film, and each film is 10 minutes in length and would require \$1 to see in its entirety.

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COIN MACHINES WANTED

WANTED: Bally Shoot-A-Lanes and Fun Spots. WILL PAY CASH. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

WANT Seeburg AY160, DS160, LPC-1, LPC-480, Electra, Fleetwood, SS160, LS-1, LS-2. We pay cash and pick up our truck unpacked. PAN AMERICAN AMUSEMENTS, INC. 1211 Liberty Ave., Hillside, NJ 07205. (201) 353-5540.

COIN MACHINES FOR SALE

SALE: 400 assorted Gottlieb, Bally, Williams flippers, '70-'76, Bingos, Bali, Stockmarket, Tickertape, Wallstreet, Mysticgate. NEW PAN AMERICAN AMUSE. 1211 Liberty Ave., Hillside, New Jersey. (201) 353-5540.

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI. 1520 Missouri, Oceanside, Ca. 92054.

FOR SALE: ADD-A-Balls — Gottlieb: Jungle King \$395, Captain Card \$425, Bally: Delta Queen \$395, Williams: Star Action \$395, Skylab \$450, Hi Deal \$645. No crating. (518) 377-2162. MOHAWK SKILL GAMES CO., 67 Swaggettown Road, Scotia, NY 12302

FOR SALE: 5,000 jukebox 45s and EPs. 100 different \$8.50; foreign \$12. Rock, Disco, Polkas, Spanish, Country. 25 assorted EPs \$6.50. AL's, 2249 Cottage Grove, Cleveland Heights, Ohio 44118.

FOR SALE: Big Indian \$550, Dealer's Choice \$575, Bally Monte Carlo \$500, Star Pool \$685, Super Soccer \$625, Pat Hand \$750, "300" \$775, Magnotron \$650, and many others. Limited quantity for limited period. Prices quoted valid in U.S. only. Our reference: any major factory. Phone LANIEL AUTOMATIC at (514) 731-8571. Address: 151 Rockland, Montreal, Quebec, Canada H3P 2W3.

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15 each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave. D., Killeen, Texas 76541.

ATTENTION metropolitan & upstate New Yorkers: We have a large selection of new & used add-a-balls and arcade equipment. Also jukeboxes, pool tables, shuffles, cigarette & candy. We deliver & accept trades. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566. Call (914) 737-5050.

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR 1 National 21CE candy machine — Vendo Visi-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment. Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS. Call (214) 792-2806, 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting, Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending, Cigarettes, candy, cold drink. National Smokeshop, Rock-Ola. All kinds shipped to perfection or buy-as-is and save. We have the right price and equipment on hand to serve your needs. Write or call. FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y.

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$138 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 25c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street, Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper, Jumbos, and late used Gottlieb flippers. These games are completely shopped. Call WASSICK NOVELTY, (304) 292-3791, Morgantown, W. Va.

FOR SALE: Travel Time, Satin Doll, Wild Life, Flying Carpet, Super Star, Playball, Sky Jump, 2001 Mibs, Super Shifters, Tankers, Ramtek Baseball, TV Ping Pongs, World Series, Batting Champ, Sega Sea Devil, U Boat, Drag Races, Flying Carpet, Gun, Speedway, SAMI, Invaders, Winners, Paddle Battle, Pong, Computer Quiz, Brunswick Air Hockeys, Wurlitzer 3110, Seeburg D S160 and Model R. D&L DISTR. CO. INC., Box 6007, Harrisburg, Pa. 17112. Phone (717) 545-4264.

FOR SALE: Spirit of '76 \$875, Royal Flush \$925, El Dorado \$550, Far Out \$690, Hot Shot \$550, Super Soccer \$740, Toledo \$695, Strato-Flite \$675, Star Pool \$695, Valencia \$725, Hi Deal \$650, Road Runner \$145, Hollywood \$640, Cinema \$725, TV Goalee \$425, Shoot Out Gun \$875, Speed King \$450, Chopper (motorcycle) \$525, Monte Carlo \$195, Knock Out \$595, Fire Power \$695, Super Shifter \$550, Tennis Tourney \$175, Air Attack \$450, Grand National \$450, Grand Prix \$225, Tank Cocktail Table \$865, Owak Gun \$525, Anti Aircraft \$625, Quiz Show \$750, Gran Trak 10 \$665, Formula K \$595, Drop Zone 4 \$425, Flim Flam II \$425, Bombs Away \$525, Trivia \$775, Ball Park \$565, Pace Racer (unshopped) \$225, Champion Soccer \$175, Dymco (butcher block model) \$325, Big Shot Rifle \$825, Pool Table (unshopped) \$225, Air Hockey (unshopped) \$300, Air Hockey (perfect shape) \$425, Firey Chief \$565, Bumper Pool \$250, Pachinko \$325, Twin Jokers (brand new) \$465, or three or more \$450, Far Out \$690, Stunt Cycle \$1075, Rock On (solid state) \$785, Top Ten \$575. NEW ORLEANS NOVELTY CO., 1055 Dryades Street, New Orleans, La. 70113. Tel: (504) 529-7221.

FOR SALE One of the largest selections of new & used add-a-balls & arcade machines in the northeast. Call or write for our list. COIN MACHINE DISTRIBUTORS, INC., 213 N. Division St., Peekskill, N.Y. 10566 (Westchester Co.) (914) 737-5050.

RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290.

FOR SALE: Midway Bulls Eye, Golf Champ, ESP Electro Dart, wall games \$150. D&L DISTRIBUTING CO., 6691 Allentown Blvd., Harrisburg, Pa. (717) 545-4264.

FOR SALE: Rock-Ola 504 wallbox \$100, Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51 Rue de Longvic, 21300 Chenove France telex 350018.

IMMEDIATE DELIVERY — Hollycrane motors, Bally Bingo Control Motors, Bally O.K. Games, Lido, Roller Derby, Circus Oueen, Bikini, New Sweet Shawnee, New Twin Knight, Used Uprights, New Big Three backglasses. LOWELL ASSOCIATES, P.O. Box 386, Glen Burnie, Md. 21061. (301) 768-3400.

SEEBURG LPC 150, AMI 200, N 150. Johnson coin sorter & counter 295. Tennis Tourney 200. Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

JUBILEE SHERIFF, Jack in Box, Hot Shot, Pro Football \$595 each. U.S. Billiards, Air Hockey \$400. Midway Sea Raider, Stunt Pilot, Invaders, Sea Rescue \$300 each. Foolsballs \$250. STARK NOVELTY CO. 239 30th St., N.W. Canton, Ohio. 44709. (216) 492-5382.

WURLITZER Model 1100, Rockola model 2, Seeburg models B and C, Motoscope Candy Shoppe Grabber, Western Sweepstakes — Make Offer. BRENON'S COIN MACHINES, INC., P.O. Box 117, Brownville, New York, 13615.

NEW GAME CLOSE-OUT — LESS THAN FACTORY COST. Bio-Rhythm \$995, Allied Fire Power \$995, Century World Series Baseball w/stand \$695, C.C. Rifle Gallery \$795, Electra Eliminator IV \$795, Electra Pace Race \$495, Fun Games Bi-Plane \$995, Garlando Giant Soccer \$300, Meadows Drop Zone 4 \$595, PSE Maneater \$995, LIKE NEW USED GAMES — Bally Old Chicago \$995, C.C. Sound Stage \$845, C.C. Coney Island Gun \$1175. HARD TO GET PARTS FOR OLDER GAMES: We have back glasses and parts for many games dating back to 1956. Central Distributors, Inc., 2315 Olive St., St. Louis, Missouri 63103. Call toll free in USA 1-800-325-8997. (In Missouri 1-800-392-7747.)

FLIPPERS: At all times more than 400 late model Gottlieb, Bally, Williams, Chicago, Spanish mfr. available, immediate delivery call for lists. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey (201) 353-5540.

FOR SALE: Completely reconditioned: 1 Bally Twin-Win (4 pl) \$595; 1 Bally Sky Kings (1 pl) \$495; 1 Bally Hi-Lo Ace (1 pl) \$395; Midway Twin Pirate \$695; Midway Ball Park \$695; Playtime \$445; Leader Upright \$445; Leader Lo-Boy \$445; Winner IV \$395; Winner I \$195; Dart Champ \$95. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, PA 16512. Phone (814) 452-3207.

BINGOS FOR EXPORT ONLY. Available 25 Big Wheels. Write for special price. Also OK games, and Ticker Tapes. Late pin balls, and Arcade equipment. D&P MUSIC CO., 1237 Mt. Rose Ave., York, Penn. 17403. P.O. Box 243. (717) 848-1846.

"THE HIT SOUNDS OF TODAY" — Albums #50-60-70-80-9067 - Major label records. P.O. Box 305, N. Palm Springs, CA 92258.

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SCHOOL FOR GAMES AND MUSIC, two and three week courses. Coin Flippers and Bingos. By Schematics! CAL'S CHIN COLLEGE, P.O. Box 810, Nicoma Park, Okla. 73066. (405) 769-5343.

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WANTED: SERVICE MANAGER. Established music and game operator has excellent opportunity for service manager. Must have five year's working experience and thorough knowledge of audio and video electronics plus good mechanical ability. Excellent salary plus fringes. Send resume stating experience and references to: MODERN SPECIALTY CO., INC., 405 N. Broom Street, Madison, Wisconsin 53703.

YOUNG WRITER-PRODUCER with sources for artists and material desires association with a progressive record company needing same and prepared to make offers. Write C.K. Aspinwall of 652 Azalea Drive in La Grange, Ga. 30240.

SERVICE SCHOOL FOR GAMES AND MUSIC. Ten week night course teaches practical theory, schematics. \$75 full price. COMMIT, 2115 Beverly Blvd., Los Angeles, Ca. 90057. (213) 483-0300.

WANTED: Expert bingo mechanic. No drunks, derelicts or drifters. No managers. Workers only. COLLINS MUSIC CO., INC., 1341 Rutherford Road, Greenville, S. Carolina 29609. Phone toll free 1-800-845-5160.

JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business. — Write BAR-JO at 83-45 Vioter Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

HEAD BUYER WANTED: Young, energetic L.A. based retail chain is looking for a take charge buyer with excellent management skills, strong written and oral communications ability and keen product flow/inventory control knowledge. Qualifications include 6-8 years buying experience, 1-2 years at retail level and 2-3 years at sub-distribution level. Label rapport and a feel for effective operations is desirable. Excellent growth opportunity for a career with a good salary and benefit plan. Send resume to P.O. Box 3845, Glendale, Calif. 91201. All replies confidential.

ONE OF THE NORTHEAST'S most respected record-audio retail companies is seeking to implement its staff by adding a capable buyer-manager. Extensive record buying background and an exceptional retail work history essential. Our man has got to be a "take charge" retailer who wants to start the year right in a new job with a growing company. Send replies to: Cash Box, Box 100, 6363 Sunset Blvd., Suite 930, Hollywood, Calif., 90028.

SERVICES COIN MACHINE

ACE LOCKS KEYS ALIKE: Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 50 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

LOGIC REPAIRS: All makes, all models, \$12.50 plus parts, 60-day guarantee, 24-hour turnaround. ASC DISTRIBUTOR SALES, 265 Willard St., Quincy, Ma. (617) 773-1804.

RECORDS-MUSIC

INTERNATIONAL RADIO STATIONS, MUSIC PUBLISHERS, discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

WANT RECORDS & TAPES, 45s AND LPs, surplus returns, overstock cut-outs, etc. Call or write Harry Warriner at KNICKERBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705. (914) GR 6-7778.

OPERATORS — We buy used records right off your jukeboxes on a steady basis. We pay fast. Call Mr. Andrews (516) 822-3733.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023.

FOR SALE, Approx. 20,000 45's from 1966 through 1975. Take all 5c each plus ISC postage. Charles Zierer, P.O. Box 482, Tarpon Springs, Fla. 33589.

OPERATORS — We buy used records not over 1 year old — 10c each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif. 92644 (714) 537-5939.

RARE RECORD SHOPS AND FINDERS. List of 31 United States shops. Up to date list personally compiled \$2. MACLEAN'S, 312 Belanger St., Houma, La. 70360.

HOUSE OF OLDIES — We are the world headquarters for out of print LPs and 45s. Also, the largest selections of old rock 'n' roll and rhythm and blues albums. Our famous 3 in 1 catalog. \$1.25. HOUSE OF OLDIES, 267 Bleeker St., N.Y., N.Y. 10014. (212) 243-0500.

FOR EXPORT: All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LTD. 1468 Coney Island Avenue, Brooklyn, N.Y. 11230. Cable: EXPODARO, NEW YORK.

HUMOR

DEEJAYS! Here's top drawer comedy for you! 11,000 one-line gags for radio: only \$10! Unconditionally guaranteed! Catalog of one-liners, funny stories, putdowns, trivia, breaks, and lots more, free on request. Edmund Orrin, 2786-C West Roberts, Fresno, CA 93711.

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Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6363 Sunset Blvd., Hollywood, CA 90028

Make sure your check is enclosed

Accounts Comment On Xmas

(continued from page 28)

caused the Christmas slowdown.

Christmas sales were up at Harry's Music Store, Honolulu, according to record department manager Al Yoshioka. "It was a much better year than last year," Yoshioka stated, "with at least a 50% increase in sales." Biggest sellers were Tower of Power, Frampton, Eagles, Stevie Wonder and Earth, Wind & Fire.

Associated Distributors in Phoenix, which owns three Circles Record Stores and four Cheap Records retailers, did not have precise holiday figures in yet, but president Leonard Singer stated "business

was up at all locations, at least an easy 10%, which in a high-volume store represents a significant increase." Singer explained that exact figures would be available the first week of January, but observed that buying patterns for 1975 and 1976 holiday seasons were different. "My day after Christmas, which was a Sunday this year, was not as strong as the day following Christmas last year. That's to be expected through, because Christmas was in midweek in 1975." His biggest selling LP? "Stevie Wonder was a monster."

Brian Handy, manager at Phoenix's Rolling Stone Records, said his store's Christ-

(continued on page 40)

1977 Looms As Year Of Broadcast Change

(continued from page 7)

needed copyright revision. And for the same reasons.

The 1934 act was originally written for radio, not TV. With an antiquated law, the FCC has had to make policy for numerous new communications technologies: TV, cable, fiber optics, video discs, satellites. A patchwork quilt of different policies is pleasing no one. In some cases, also, there is no policy.

Some feel, in fact, the FCC may be acting beyond its authority. Kyle Moore, president of the Community Antenna Television Association (CATA), last year testified, "We believe there is no power in the Communications Act of 1934 to allow the FCC to license (cable) receivers."

Others feel the FCC should have more authority, for instance, that the FCC should involve itself in radio format questions. So far the commission has resisted both public and court pressure to do so. Only a clear mandate from Congress, say the FCC attorneys, will prompt the commission to consider format.

Sleeping Dogs

The power of the broadcasters, pitted against the power and influence of the cable owners, has encouraged a laissez-faire attitude in Congress. "Let sleeping dogs lie" has been the motto. The 1962

Communications Satellite Act was the last time the members of Congress considered communication policy.

Unfortunately for Congress, the sleeping dogs are stirring. Cable TV, a major hang-up in the copyright revision process, is this time spurring a reluctant Congress to action.

Last year the House Communications Subcommittee held 15 hearing days on cable TV. The hearings followed release of a staff report on cable which shook up cable and broadcasters alike. Although many felt it had been written by and for the cable industry, even cable owners were upset by some of the report's recommendations.

Subcommittee chairman Lionel Van Deerlin (D-Cal) and counsel Harry Shoo-shan predict further shake-ups as well. No one is being very specific right now, though.

The Senate Communications Subcommittee, decimated by the loss of its three top Democrats and one Republican, will probably wait for House action. Sen. Ernest Hollings (D-S.C.), who withdrew from the majority leader race, is expected to be the next subcommittee chairman. Hollings distinguished himself as a spokesman for the jukebox industry during copyright revision last year.

Chicago Chatter

(continued from page 36)

March 11-13, which will be highlighted by an exhibit of amusement machines and related products.

SAM KOLBER'S PERSONAL ENTHUSIASM for the new Rowe R-81 phono line is obviously shared by customers at Atlas Music Co. who are buyin' 'em up these days! As he told us, ops realize, with the assortment of fronts available, there's one to fit just about every location! Games-wise, a very big item out there is Allied's solid state "Thunderbolt" pinball machine.

AT PRESS TIME LAST WEEK it appeared very likely that the 25 year old ban on pinball machines in the city of Chicago might shortly be lifted. The city council was expected to review a proposed ordinance to legalize and license the machines, however, the death of Chicago's Mayor Daley two days prior to the council's scheduled meeting necessitated a postponement. An article appearing in the Chicago Sun-Times revealed that among the specifications under the ordinance would be a \$200 annual license fee and a \$75 annual tax per machine. No further details were available as **Cash Box** went to press, however, there was no apparent opposition reflected in local media coverage and as the Sun-Times article further noted "no parents' groups had objected during extensive hearings after Mayor Daley urged the changes months ago."

FOLLOWING THE ANNUAL Christmas party held in the Williams Electronics Inc. premises — and a big fun event it was, with plenty of food, beverages, and all the trimmings — the factory is back to concentrating on shipping out "Cavalier" shuffle alleys which are in very big demand! **Bill De Selm** is also pleased to note that the "Blue Chip" single player pin has been so well received by ops, distributors, et al!

ON THE SINGLES SCENE: Among the hot operator singles in the area, according to **Gus Tartol** of Singer One Stop For Ops, are: "Torn Between Two Lovers" by **Mary MacGregor** (Ariola/America); "Say You'll Stay Until Tomorrow" by **Tom Jones** (Epic); "In The Mood" by **The Henhouse Five Plus Too** (WB); "Hard Luck Woman" by **Kliss** (Casablanca); "Moody Blue" b/w "She Thinks I Still Care" by **Elvis Presley** (RCA); "New Kid In Town" by **The Eagles** (Asylum).

EASTERN FLASHES

We welcome 1977, a new year, and trust it will be a happy and prosperous one! . . . **Sol Lipkin** of American Shuffleboard reports that present business is "fantastic." Not only are shuffleboards selling like crazy but the firm is literally swamped with inquiries for league information which certainly reflects the public's growing interest in the game. The longboards seem to be in exceptional demand and Sol also noted heavy interest in the American Shuffleboard 12' cushion and 9' Royal Bank Shot. The new solid state scoreboard, introduced at the recent AMOA convention, is also attracting much operator interest, he added. . . . In the spotlight at Betson Enterprises (No. Bergen) these days is the gorgeous new Rock-Ola 470 phonograph, the subject of three highly successful showings in New York, New Jersey and Connecticut — which each attracted between 150-200 persons! Firm's **Jerry Gordon**, who just returned from visiting some of the factories on the west coast, also had high praise for the current crop of new games on the market, like **Gremlin's** "Blockade", **Meadow's** "Bonkers", **Ramtek's** "Barricade" (4-player upright), **Atari's** "Sprint II" and "Night Driver" ("Breakout" is also still strong out there), **Midway's** "280 Zap," to name a few! . . . November and December were excellent sales months at See-North Dist. Inc. — contributing factors being the Williams "Blue Chip" single player pin, according to **Bill Prutting**, and the Seeburg "Sunstar" phonograph, which they can't seem to keep in stock out there. Since the territory is an exceptional market for shuffles, as **Bill** further pointed out, the United shuffle line consistently sells and he is currently looking forward to delivery of the newest model, "Cavalier."

CALIFORNIA CLIPPINGS

Various California-based coin-op people are gearing up for the **ATE** show in London, which should be interesting this year. **Cash Box** will feature a list of exhibitors in an upcoming issue. Calls around the state had various folks reporting Christmas holiday events in-house, one of which was Project Support Engineering's **Bill Carrier**, who said the gang slowed up production long enough to enjoy themselves. **Bill** said a couple of new things will soon be coming off the line. **Ira Bettelman** of C.A. Robinson said he's expecting some new games in soon. **Atari** will be bringing out a pinball and another game while **Midway** is reportedly almost ready with a new one, he said. And speaking of **Death Race** — **Ira** would only say the game was an approved game, a good seller, and he was definitely disinclined to further fuel any controversy. **Swan Manufacturing, Inc.**, of Long Beach, is apparently enjoying a level of prosperity with their "Pachinko," "Flipchinko," and "Tic-Chinko" electronic games.

ON THE SINGLES SCENE — **California Music** supplies this week's top ten jukebox playlist: #1 "You Make Me Feel Like Dancing," Leo Sayer (Warner Bros.); #2 "You Don't Have To Be A Star," Marilyn McCoo & Billy Davis (ABC); #3 "Hot Line," Sylvers (Capitol); #4 "Tonight's The Night (Gonna Be Alright)," Rod Stewart (Warner Bros.); #5 "I Wish," Stevie Wonder (Tamla); #6 "I Never Cry," Alice Cooper (Warner Bros.); #7 "Sorry Seems To Be The Hardest Word," Elton John (MCA/Rocket); #8 "Car Wash," Rose Royce (MCA); #9 "Dazz," Brick (Bang); #10 "The Rubberband Man," Spinners (Atlantic).

NY Times Names Head

(continued from page 9)

years "off into the distant future, to see if they can once more build it up into something worthwhile."

In his new position, **Beal** noted that he plans no substantial changes, but added, "The company will once more become a very active music company, looking to make deals and looking to expand. If we survive the next few weeks, I think everyone here is prepared to make a real success of the company, but we have to wait a few weeks to see if a sale is consummated."

Double Platinum For Wings

LOS ANGELES — "Wings At The Speed Of Sound," by Paul McCartney & Wings on Capitol Records, has been certified "double platinum" by the RIAA.

Jan. Album Releases

(continued from page 7)

music program).

If a trend can be discerned from these facts, it is that record companies are no longer treating the month of January as a "throwaway" month in terms of releases. Records by big-selling artists are not, anymore, being relegated to any particular season. Certainly, September and remaining months of the year still show the bulk of representation from major artists, but the schedules are being spread out. Out of MCA's seven records set for release this month, four of them are debuts, but three are from well-known artists like The New Riders of The Purple Sage. The company released the same amount last January, but there were no established acts.

FM Analysis

(continued from page 21)

KLBJ-FM — AUSTIN, TX. — Steve Smlth

- Wings Over America — Wings — Capitol
- Hotel California — Eagles — Asylum
- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- My Spanish Heart — Chick Corea — Polydor
- Jukes Live — Southside Johnny — Epic
- Solo — John Hammond — Vanguard
- Love Is All Around — War/Eric Burdon — ABC
- Play 'N' The Game — Nazareth — A&M
- Tull Christmas Sampler — Jethro Tull — Chrysalis
- Marscape — Lancaster/Lumley — RSO/Impact
- * Wings Over America — Wings — Capitol
- * Year Of The Cat/Borderstage — Al Stewart — Janus
- * Song For Sharon — Joni Mitchell — Asylum
- † Outside Woman Blues — Atlanta Rhythm Section — Polydor
- † Tobacco Road — War/Eric Burdon — ABC

KTIM-FM — SAN RAFAEL, CA — Tony Berardini

- Rock & Roll Alternative — Atlanta Rhythm Section — Polydor
- My Spanish Heart — Chick Corea — Polydor
- Mind Exploding — Lucifer's Friend — Janus
- The Planets — Tomita — RCA
- Hotel California — Eagles — Asylum
- Love Has Made A Fool Of You (single) — Greg Kihn — Beserkley
- Somebody To Love (single) — Queen — Elektra
- So It Goes (single) — Nick Loew — Stiff (IMP.)
- * Hotel California (single)/Life In The Fast Lane/Victim Of Love/Wasted Time — Eagles — Asylum

WROV — ROANOKE, VA — Bill Jordan

- Hotel California — Eagles — Asylum
- Wings Over America — Wings — Capitol
- Hotel California (title) — Eagles — Asylum
- * Cyclone — Melanie — Atlantic
- † Cyclone — Melanie — Atlantic
- † Cinderella — Firefall — Atlantic

Issac Hayes Files For Chapter XI

(continued from page 9)

Chip," on the labels.

At one time the labels were touted as the successors to Memphis-based Stax Records' soul music success. Stax was declared bankrupt earlier this year. Hayes now records for ABC Records in Los Angeles.

Plotkin said recent tax liens against the singer, including a \$463,969 lien for 1974 federal personal income taxes, "were precipitating factors (in the bankruptcy). It began years ago. There was a lot of financial mismanagement and poor business advice given Mr. Hayes and now it's something that can't be helped.

"We started looking into the situation

about two years ago and Mr. Hayes has paid off some of his creditors. But now we're going ahead and filing the petitions in hopes of getting his mind free and clear of these harassments."

The largest debt listed by Hayes and his wife, Mignon, was a \$1.76-million loan with interest from Union Planters National Bank of Memphis.

Hayes listed hotel debts, overdue credit card and department store accounts and debts to airlines, flower shops and doctors. He said he owes his second wife \$3,400.

The petition also listed 14 lawsuits pending in Tennessee, California and Georgia against Hayes or his former businesses.

BNB/Paradine-Paterson To Organize Australian And New Zealand Tours

LOS ANGELES — Paradine-Paterson, Australian production company headed by David Frost, Pat Condon and Robert Paterson, has concluded negotiations with BNB Associates of Beverly Hills for exclusive representation in the United States of artists and organizations planning concert tours and other attractions in Australia and

New Zealand, it was announced by Paterson and Bash.

The arrangement is effective immediately, and Bash further announced that Richard Halem has been named to the new post of director of BNB's international division, and will coordinate all activities in the collaboration.

Juno Awards To Reflect Changes

TORONTO — Canada's Juno Awards CBC Television special has been moved to a Wednesday evening, March 16 at 9:30 p.m., it was recently announced. Normally scheduled Monday nights, the show's date was changed to accommodate the CBC's "Special Feature" series running on Wednesdays during the second half of the winter season. This year the show will originate from the Canadian Room of the Royal York Hotel in Toronto.

Category Changes

TORONTO — Following a recent meeting of the CARAS directors, advisory board, and regional representatives, the voting categories for the Juno Awards have also been changed, and are as follows:

The best selling album and best selling single categories will continue to be based on sales only.

Canadian material is eligible for the best selling international album and the best selling international categories.

All best selling categories are to be audited.

The folk category has been deemed outdated and has been dropped.

Additional categories will be established for jazz and classical records.

Changes in the direction and production of the show will also be implemented this year. After two years of assigning producer/director roles to one person, CBC will be appointing a separate producer and director, in addition to a head writer for the program.

The CBC board of directors and the network's advisory board are now working toward the selection of artists, presenters, and a host for the show, all of whom will be announced in this month.

CBS Germany Names New Deputy Director

FRANKFURT — Karl G. Arbenz has been appointed to the newly created position of deputy managing director, finance, administration, operations and music publishing, by Rudolf Wolpert, managing director, CBS Schallplatten.

Columbia Earns Gold, Platinum At Fast Rate

TORONTO — Columbia Records of Canada has achieved a record in gold and platinum awards, receiving them for best-selling singles and albums at the rate of two a week.

In October, November and December of this year the company earned seven gold singles and 12 gold albums, as well as seven platinum albums, for a total of 26 awards in a 13-week period. In addition, two gold albums, both for Canadian artists, are pending: one for Murray McLachlan's "Boulevard" LP and the other for "L'Hep-tade" by Harmonium, a French group signed this year to CBS Disques, Montreal.

For all of 1976, Columbia garnered 14 gold singles, one platinum single (for Tina Charles' "I Love To Love"), 18 gold albums and ten platinum albums.

Boone To Launch European Tour

LOS ANGELES — Pat Boone has been scheduled for a two week concert and personal appearance tour of Europe. He departs January 3 and will perform in concerts in Sweden, Finland, Denmark and Norway. He will also tape a two hour television special for the BBC which will be produced by R.A. Stewart and aired throughout the world as an Easter special. Appearing as guest stars on the special will be Andre Crouch and The Disciples. Debby Boone, Pat's daughter, will accompany her father on the trip and make her solo singing debut both on the TV special and in concert appearances.

Mathis Disc Sets One-Day Record

LONDON — Johnny Mathis' Christmas single, "When A Child Is Born," sold a record 199,000 units on December 20 beating a sale of 90,000 units in a single day the week previous.

The single also places number one on singles sales charts for the 1976 pre-Christmas week. It entered the top twenty two weeks ago and climbed into the top ten a week later.

The new Christmas "standard" was originally a track on Mathis' "I Only Have Eyes For You" album, first released in the U.S. in May 1976.

Cole In Canadian Gigs

ONTARIO — Natalie Cole is scheduled to make her first Canadian concert appearances this month, and will play Ottawa's National Arts Centre, Montreal's Place Des Arts and Hamilton's Hamilton Place.



MARILYN & BILLY DOWN UNDER — ABC recording artists Marilyn McCoo and Billy Davis Jr. stopped by ABC International's offices in Los Angeles to tape an interview for the Digamae network, Australia's major radio chain which includes the top stations in Sydney (2SM) and Melbourne (3XY). Pictured left to right are Barry Chapman, programme director, radio 2NX, Newcastle, Australia; Davis and McCoo.

B.T.O. Film Gathers Five Canadian Awards

CHICAGO — Bachman Turner Overdrive's television special, "The B.T.O. Documentary," has won five awards at the Canadian Film Awards. The film, viewed by an estimated audience of 2.4 million, won Best Film, Best Promotional Film, Best Musical Score, Best Cinematography, and Best Editing awards. Randy Bachman has also recently taped a Canadian Broadcasting Co. "Guitar Special," which also features Les Paul, Merle Travis and Mason Williams.

Benton To Tour

LOS ANGELES — Barbi Benton is scheduled for a 14-date concert tour of Scandinavia for January and February. Playboy Records is planning an extensive promotion campaign for the tour, which will take Benton to Norway, Sweden, Denmark and Finland.

Little River Band In Australia, Japan

ONTARIO — Little River Band is now concluding a U.S. tour and will soon leave for Australia to work on their third album. Further, plans include tours of Japan and Canada.

Manhattan Transfer To Tour UK & Europe

LOS ANGELES — Manhattan Transfer, Atlantic recording artists, will debut their new stage show in the UK in February. The group will play three UK dates as part of an extensive European tour which begins with an appearance at the Midem Festival in late January and includes concerts in France, Holland, Belgium, Germany and Scandinavia.

The group's single, "Chanson D'Amour," has been a recent number one record on the French charts.

Argentinian News

BUENOS AIRES — Although it is expected that the record market will recover from the April 1976 slump which dropped sales by nearly 50 percent and cassette and cartridge sales even more, the record industry is cautious regarding 1977 forecasts, informed sources report here.

At the moment, even those who were optimistic last October and expected a strong December with its usual Christmas buying spree now recognize that sales are not going up as expected, and that dealers who stocked records had some difficulty in selling them. However, certain companies have been enjoying good sales.

Summer is usually not a strong season for records here, although some of the top hits have first appeared in January and February. Sales estimates for the next three months are conservative, but they could reach an acceptable level in June, especially if economic measures planned by the government are successful.

LP figures have been growing in the last three months of 1976, but singles have remained more or less at the same level. The difficulties in promoting singles hits on the radio here are considered to be partly responsible for the situation.



UNICEF BENEFIT — Australian star Renee Geyer recently performed at The Rights of a Child Concert presented by the Australian government at the General Assembly Hall of the United Nations. The concert, which featured Australian acts in all fields of music, was in honor of UNICEF's 30th birthday. Seen after the show are (l to r): Rick Stevens, A&R director for Polydor Inc.; Paul Schindler, attorney; Lou Simon, executive vice president and general manager of Polydor Inc.; Renee Geyer; Ray Evans, managing director of Evans Gudinski and Associates Pty. Ltd.; Allan Grubman, attorney; and Hank Cosby, R&B, A&R director for Polydor Inc.

INTERNATIONAL BEST SELLERS

Argentina

- 1 **Mi Promesa** — Pomada — RCA
- 2 **Esclavo Y Amo** — Los Mensajeros — CBS
- 3 **Si** — Jose Luis Perales — Microfon
- 4 **Respirando** — Barbara & Dick — RCA
- 5 **Porque Te Vas** — Jeanette — Microfon
- 6 **En Este Momento Y A Estas Horas** — Mario Echeverria — EMI
- 7 **El Amor Duele** — Nazareth — Phillips; Yndio- Phillips
- 8 **Dulce Flor De La Manana** — Daniel Blanco — Music Hall
- 9 **Echame A Mi La Culpa** — Albert Hammond — CBS
- 10 **Dos Cosas** — Los Terricolas — EMI

TOP TEN LPs

- 1 **America** — Julio Iglesias — CBS
- 2 **Flecha Juventud** — Selection — RCA
- 3 **40 Minutos** — Pepe Galan — TK
- 4 **Los Mas Grandes Exitos** — Teen Tops — CBS
- 5 **Wheel 77** — Selection — Philips
- 6 **Romanticos De Hoy** — Selection — EMI
- 7 **Porsuigleco** — Porsuigleco — Music Hall
- 8 **Musica De Rock And Roll** — Beatles — EMI
- 9 **Entre Gauchos Y Marlachs Vol. 2** — Cantores del Alba — Polydor
- 10 **Los Mas Grandes Exitos** — Roberto Carlos — CBS

Brazil

- 1 **My Life** — Michael Sullivan — Top Tape
- 2 **Don't Go Breaking My Heart** — Kiki Dee — Elton John — Odeon
- 3 **Because I Love You Girl** — The Stylistics — Top Tape
- 4 **Nobody Knows** — Dommis Gordon — Top Tape
- 5 **Nao Se Va** — Jane E Herondy — RCA
- 3/4 **Castelo De Ilusoes** — Fernando Augusto — CBS
- 7 **When You're Gone** — Magic MacNeal — WEA
- 8 **Children** — Paul Denver — RGE-Fermata
- 9 **Soy Latino Americano** — Ze Rodrix — Odeon
- 10 **Angel** — Julian — RGE-Fermata

TOP TEN LPs

- 1 **O Progresso** — Roberto Carlos — CBS
- 2 **Estupido Cupido** — Various — Som Livre
- 3 **O Casarao (Internacional)** — Various — Som Livre
- 4 **Hit Machine** — Various — K-Tel
- 5 **Rosa Do Povo** — Martinho Da Vila — RCA
- 6 **Canto Das Tres Racas** — Clara Nunes — Odeon
- 7 **Africa Brasil** — Jorge Ben — Philips
- 8 **Morte De Um Poeta** — Alcione — Philips
- 9 **Licao De Vida** — Elza Soares — Tapeclar
- 10 **Passaro Proibido** — Maria Bethania — Philips

Holland

- 1 **If You Leave Me Now** — Chicago — CBS
- 2 **Somebody To Love** — Queen — EMI
- 3 **Upside Down** — Teach In — Negram
- 4 **Livln' Thing** — E.L.O. — United Artists
- 5 **Don't Take Away The Music** — Tavares — Capitol
- 6 **Leo** — Ria Valk — Park
- 7 **Rock And Roll Star** — Champagne — Ariola
- 8 **Bombay** — Golden Earring — Polydor
- 9 **Beautiful Noise** — Neil Diamond — CBS
- 10 **Sandokan** — Oliver Onions — RCA Victor

TOP TEN LPs

- 1 **Arrival** — Abba — Polydor
- 2 **New World Record** — ELO — Bovema
- 3 **Hotel California** — The Eagles — WEA
- 4 **Once Upon A Time In The West** — Ennio Morricone — Inelco
- 5 **Chicago X** — Chicago — CBS
- 6 **Beautiful Noise** — Neil Diamond — CBS
- 7 **Songs In The Key Of Life** — Stevie Wonder — Bovema
- 8 **A Day At The Races** — Queen — Bovema
- 9 **Blue Moves** — Elton John — Bovema
- 10 **Skyhigh** — Tavares — Bovema

Japan

- 1 **Kita No Yadokara** — Harumi Miyako — Columbia
- 2 **Seyshunjidayi** — Kooichi Morita & Top Garan — CBS-Sony
- 3 **Akay! Shoogek!** — Momoe Yamaguchi — CBS Sony
- 4 **Abayo** — Naoko Ken — Canyon
- 5 **Doozo Konomama** — Keyiko Maruyama — King
- 6 **Pepper Keylbu** — Pink Lady — Victor
- 7 **Soul Korekiri Idesuka** — Minor Chewing Band — CBS-Sony
- 8 **Moochidodake Furlmuyte** — Junko Sakurada — Victor
- 9 **Dream** — Hiroshi Iwazaki — Victor
- 10 **Melancholy** — Michiyo Azusa — King

Top Ten LPs

- 1 **Toozakaru Fukeyl** — Keyi Ogura — Polydor
- 2 **The 14th Moon** — Yumi Araya — Toshiba — EMI
- 3 **Don't Stop Believin** — Olivia Newton John — Toshiba — EMI
- 4 **Windless Blue** — Kaze Third Album — Crown
- 5 **Kikyorayl** — Masashi Sada — Warner — Pioneer
- 6 **Pearl Colour Ni Yurete** — Momoe Yamaguchi — CBS-Sony
- 7 **Tokyo** — Washington Club — Yooosuyi Inouye Live — For Life
- 8 **Keyiko Maruyama** — Tasogare Memoley — King
- 9 **Paul Mauriat Greatest Hits 24** — Phonogram
- 10 **Dedication** — Bay City Rollers — Toshiba — EMI

Conclusion Of Account Survey On Christmas Business

(continued from page 38)

mas week was "hectic. We would have been even busier," he said, "if two new record stores hadn't opened up near us. We were about 10 to 15% above last year at this time. The best selling LP was probably the Eagles' new one, but the 'big three' were Eagles, Boston and Al Stewart." He added that Sunday business was merely "average."

In Reno, Eucalyptus Records experienced "insanity," according to John Adcock, assistant manager. "It was four times the volume of a normal week," he added. "We weren't open last Christmas, but our Sunday after Christmas business was about 75% more than an average Sunday. We sold a lot of Eagles' 'Hotel California' and Boston. Wings went well and Stevie Wonder, of course, was a hit." Adcock noticed that most of the sales were "of our top product."

Mirabelli's in Reno was "even with last year, which was terrific," commented manager Peggy Lehman. "We've been here 25 years and this was one of our best." Frampton, Loggins & Messina, Eagles Wings, Lynyrd Skynyrd and Walter Murphy's Big Apple Band were Mirabelli's top holiday hits.

The Music Works in Boise, Idaho celebrated their second Christmas in business with a 50% increase in sales over last year, according to manager Gary Apter. Customer response to the store's entire catalog was "outflaming-rageous." The Sunday after Christmas was especially good, reported Apter, with sales up 50-60% over a normal Sunday. Biggest sellers for Apter's store were Eagles, "Best Of Doobie Brothers," Boston and "Linda Ronstadt's Greatest Hits." "For some reason," Apter

explained, "Warner was extremely hot. 50% of my top 20 sellers was Warner product."

In Denver, Bill Slater, owner of Underground Records, said that "business was terrible. They just weren't spending money. I had plenty of sales at \$3.99 and \$4.49, but the fifty dollar sale was missing." Wings, The Eagles, Stevie Wonder, Heart and Michael Murphey were fast Christmas LPs at Underground, but Slater added that business was down from last year's holiday spending pattern by about 20%. Slater thought the lack of snow, an unusual Christmas occurrence in Denver, might have slowed sales. "It just didn't feel like Christmas to a lot of people," he added.

"It was phenomenal," stated Mel Goodenow, manager of the Peaches outlet in Denver. "I'd say we were up over 70% of last year's Christmas totals. Even what's going on today (12/27) seems like the day before Christmas instead of two days after. We sold a lot of Stevie Wonder, Eagles, Wings and Linda Ronstadt. We still can't get over how many records left the store."

10 More Stores

Dan Jay Records, Denver, opened 10 new outlets in time for Christmas sales, and according to buyer Roger Adcock, sales were "very good." At all 40 stores, said Adcock, "the product moved out at the speed of light." No figures are available yet, but Adcock said the increase over last year's sales was "substantial." Biggest sellers for the chain included The Eagles, Stevie Wonder, Jackson Browne, Heart, Frampton and Steve Miller.

Bruce Bayer, owner of Independent Records in Denver, said his store experienced "an incredible weekend. We were up about 300% over a normal weekend and about 80% over last year's Christmas. In August

we moved to a much bigger location, which has really increased sales for us. Stevie Wonder was easily the biggest seller, with McCartney's new album and Peter Frampton albums being the others."

It was a very good Christmas for Argus Records in Wichita, Kansas, according to Stan Smith, manager of the highest-volume store in the chain. Sales over last year were "much better than expected," according to Smith, who reported an increase of 30% over 1974 sales and a 50% increase over 1975 figures. Smith also noted that stores were open Sunday after Christmas, and at his store sales averaged \$350 an hour — a 40 to 50% increase over usual Sunday sales.

It was a better Christmas this year than last at David's department stores, Wichita, according to Vicky Steen, record department manager of the chain's highest volume outlet. "Sales were up quite a bit this year," Ms. Steen indicated, "at least 25-30% better than last Christmas." Biggest sellers, according to Steen, were Stevie Wonder, the Eagles, Frampton, "The Doobie Brothers Greatest Hits," J.J. Cale, Nitty Gritty Dirt Band, Chicago and the "Best Of Bread." The Sunday after Christmas was "better than average," Ms. Steen related, "but Sundays are always good for us."

'Definitely Up'

Holiday record sales were "definitely up" in the Cheyenne, Wyoming Music Box, according to Linda Mitchell, bookkeeper for the record store. Throughout the year "we usually do about \$200 worth of record business per day," Mitchell said. "I'd say we averaged about \$700 per day the week before Christmas," she observed. When the store opened two days after Christmas, "we did excellent Monday business."

The Cheyenne Music Box is half of a two-store chain in Wyoming, with the other store located in Laramie. Mitchell said the best-selling albums in the days before Christmas were "Boston and the Steve Miller Band — all the top 10."

At Des Moines' Co-op sales were up 25% over the 1975 Christmas figures, according to Steve Goettsch, manager. "Our market is geared to the top forty, so there's not too much progressive airplay in this area. And our sales reflect this sort of bend." Goettsch singled out Stevie Wonder, Wings, James Taylor (Greatest Hits), The Eagles' "Hotel California" and Boston as holiday movers, noting that his Sunday sales figures were also up by "about a quarter."

At the Budget Tapes and Records franchise in Helena, Montana, owner/operator Bob Liston reported sales of "four times a normal week. We had a gift certificate plan that went over real well and our Warner Bros. sales helped quite a bit. Music is always a good gift and it's inexpensive, so we played up that angle." Liston singled out Rod Stewart, Boston and Peter Frampton as the three biggest Christmas LPs for Budget.

"Business was up probably 15% over last Christmas," stated owner Terry Moore of Lincoln, Nebraska's Dirt Cheap Records. "We're not normally open on Sunday, but we're running a week-after-Christmas sale and it's done real well. Good enough to keep us open Sunday." Moore cited Boston, Frampton, the new Eagles LP, the soundtrack from "Car Wash," Wings and Stevie Wonder as the most popular December LPs.

Management personnel for New England Music City, Boston; J.C. Penney and Two Guys, New Jersey were unavailable for comment.

Cashbox Top Albums/101 to 200

January 8, 1977

		Weeks On Chart			Weeks On Chart			Weeks On Chart						
101	DEDICATION BAY CITY ROLLERS (Arista 4093)	6.98	90	17	135	RENAISSANCE LONNIE LISTON SMITH & THE COSMIC ECHOES (RCA APL 1-1822)	6.98	141	6	169	GRANK FUNK HITS GRAND FUNK RAILROADS (Capitol ST 11579)	6.98	162	6
102	OPEN SESAME KOOL & THE GANG (DeLite DE 2023)	6.98	99	8	136	CHAMELEON LABELLE (Epic PE 34189)	6.98	140	17	170	PRIME PRINE, THE BEST OF . . . JOHN PRINE (Atlantic SD 18292)	6.98	177	2
103	SOMETHING SPECIAL SYLVERS (Capitol ST 11580)	6.98	107	8	137	ALL THINGS IN TIME LOU RAWLS (Phila. Intl./Epic PZ 33957)	6.98	129	31	171	FOCAL POINT McCOY TYNER (Milestone/Fantasy M9072)	6.98	179	2
104	RADIO ETHIOPIA PATTI SMITH (Arista AL 4097)	6.98	102	8	138	ON THE ROAD TO KINGDOM COME HARRY CHAPIN (Elektra 7E-1082)	6.98	128	11	172	VIBRATIONS ROY AYERS UBIOUITY (Polydor PD 1-6091)	6.98	—	1
105	ABANDONED LUNCHEONETTE HALL & OATES (Atlantic SD 7269)	6.98	104	54	139	A ROCK AND ROLL ALTERNATIVE ATLANTA RHYTHM SECTION (Polydor PD 1-6080)	6.98	169	2	173	MOMENTS WITH YOU MOMENTS (Stang 1030)	6.98	180	5
106	HELP IS ON THE WAY MELISSA MANCHESTER (Arista 4095)	6.98	103	8	140	BEACH BOYS '69 BEACH BOYS (Capitol ST 11584)	6.98	150	3	174	NEW ENGLAND WISHBONE ASH (Atlantic SD 18200)	6.98	173	5
107	CHRISTMAS JOLLIES SALSOU ORCHESTRA (Salsoul SZS 5507)	6.98	115	4	141	I HEARD THAT QUINCY JONES (A&M SP 3705)	6.98	138	16	175	LIVING INSIDE YOUR LOVE EARL KLUGH (Blue Note/UA NBLA 667G)	6.98	184	3
108	TED NUGENT (Epic PE 33692)	6.98	109	57	142	IMAGINARY VOYAGE JEAN-LUC PONTY (Atlantic SD 18195)	6.98	142	7	176	TECHNICAL ECSTASY BLACK SABBATH (Warner Bros. BS 2969)	6.98	144	12
109	ALL THE WORLD'S A STAGE RUSH (Mercury SRM 2-7058)	7.98	108	13	143	THE PLANETS TOMITA (RCA ARL 1-1919)	6.98	153	4	177	THE PAINTER PAUL ANKA (United Artists UA-LA 653-G)	6.98	147	10
110	CALIENTE GATO BARBIERE (A&M SP 4597)	6.98	114	13	144	OSMONDS CHRISTMAS ALBUM (Polydor PD 2-8001)	7.98	148	4	178	CARELESS STEPHEN BISHOP (ABC ABCD 954)	6.98	182	6
111	WHITE BIRD DAVID LaFLAMME (Amherst AMH 1007)	6.98	119	5	145	MY SPANISH HEART CHICK COREA (Polydor PD 2-9003)	9.98	171	2	179	ACT LIKE NOTHING'S WRONG AL KOOPER (United Artists UA LA 720G)	6.98	170	4
112	HISTORY — AMERICA'S GREATEST HITS AMERICA (Warner Bros. BS 2894)	6.98	117	60	146	BICENTENNIAL NIGGER RICHARD PRYOR (Warner Bros. BS 2960)	6.98	137	15	180	LOVE IS ALL AROUND WAR FEATURING ERIC BURDON (ABC ABCD 968)	6.98	186	3
113	DIRT, SILVER & GOLD NITTY GRITTY DIRT BAND (United Artists UA LA 670-L3)	11.98	121	4	147	HOPKORV HOT TUNA (RCA BFL 1920)	6.98	132	10	181	THE BEST OF GLEN CAMPBELL (Capitol ST 11577)	6.98	174	5
114	WILD CHERRY (Epic/Sweet City 8-50025)	6.98	113	25	148	SOUL SEARCHING AVERAGE WHITE BAND (Atlantic SD 18179)	6.98	145	26	182	KALAPANA II KALAPANA (Abattor KALA 0002)	6.98	185	5
115	BEST OF B.T.O. (SO FAR) BACHMAN-TURNER OVERDRIVE (Mercury SRM 1-1101)	6.98	116	22	149	FEELING GOOD WALTER JACKSON (CH LA 657G)	6.98	149	15	183	MADHOUSE SILVER CONVENTION (Midland/RCA NB 10849)	6.98	176	6
116	JOHNNY THE FOX THIN LIZZY (Mercury SRM 1-1119)	6.98	111	110	150	THE MAN WITH THE SAD FACE STANLEY TURRENTINE (Fantasy F9519)	6.98	156	7	184	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista AL 4060)	6.98	192	2
117	LOVE TO THE WORLD LTD (A&M 4589)	6.98	106	23	151	DONNY & MARIE — TV SHOW SONGS DONNY & MARIE OSMOND (Polydor PD 6068)	6.98	157	6	185	THE GIST OF THE GEMINI GINO VANNELLI (A&M SP 4596)	6.98	151	22
118	HAVE A GOOD TIME AL GREEN (Hi/London SHL 32103)	6.98	118	7	152	MELBA MELBA MOORE (Buddah BDS 5677)	6.98	158	5	186	DAVID SOUL DAVID SOUL (Private Stock PS 2019)	6.98	—	1
119	DIANA ROSS' GREATEST HITS (Motown M6869S1)	6.98	123	23	153	STILL STILLS — THE BEST OF STEPHEN STILLS (Atlantic SD 18201)	6.98	163	2	187	YOU ARE MY STARSHIP NORMAN CONNORS (Buddah BDS 5655)	6.98	154	36
120	OLE ELO ELECTRIC LIGHT ORCHESTRA (UA LA 630G)	6.98	126	28	154	AIN'T THAT A BITCH JOHNNY "GUITAR" WATSON (DJM/Amherst DJLPA-3)	6.98	146	25	188	WELCOME TO OUR WORLD MASS PRODUCTION (Atlantic SD 9910)	6.98	—	1
121	HOMETOWN BOY MAKES GOOD ELVIN BISHOP (Capricorn CP 0176)	6.98	110	7	155	L STEVE HILLAGE (Atlantic SD 18205)	6.98	160	3	189	HEARD YA MISSED ME, WELL I'M BACK SLY & THE FAMILY STONE (Epic PE 34348)	6.98	190	3
122	ROCK AND ROLL HEART LOU REED (Arista AL 4100)	6.98	112	10	156	HARDCORE JOLLIES FUNKADELIC (Warner Bros. BS 2973)	6.98	152	8	190	LAVERNE & SHIRLY SING PENNY MARSHALL & CINDY WILLIAMS (Atlantic SD 18203)	6.98	191	5
123	ELTON JOHN'S GREATEST HITS (MCA 2128)	6.98	131	114	157	KING KONG ORIGINAL SOUNDTRACK (Reprise/WB MS 2260)	6.98	161	3	191	TORN BETWEEN TWO LOVERS MARY MacGREGOR (Ariola America/Capitol SMAS 850015)	6.98	—	1
124	DANCE PURE PRAIRIE LEAGUE (RCA APL 1-1924)	6.98	120	10	158	LIVE BULLET BOB SEGER (Capitol SKBVB 11523)	6.98	155	37	192	THE HUSTLE AND THE BEST OF VAN McCOY (H&L 69016)	6.98	181	4
125	CRYSTAL BALL STYX (A&M SP 4604)	6.98	122	12	159	SECRET PLACE GROVER WASHINGTON JR. (Kudu/CTI KU 32)	6.98	—	1	193	END OF A RAINBOW PATTI AUSTIN (CTI 5001)	6.98	—	1
126	THE DREAM WEAVER GARY WRIGHT (Warner Bros. MS 2868)	6.98	124	74	160	JOY RIDE DRAMATICS (ABC ABCD 955)	6.98	159	11	194	THE BEST OF THE CRUSADERS (Blue Thumb/ABC BTSY 6027/2)	6.98	187	4
127	ANYWAY YOU LIKE IT THELMA HOUSTON (Motown T6-34551)	6.98	139	4	161	IS THIS WHATCHA WONT? BARRY WHITE (20th Century T516)	6.98	164	9	195	ROCK 'N' ROLL MUSIC THE BEATLES (Capitol SKBO 11537)	6.98	193	29
128	AT THE SPEED OF SOUND WINGS (Capitol SW 11525)	6.98	127	40	162	CATFISH FOUR TOPS (ABC ABCD 968)	6.98	165	6	196	KITES JADE WARRIOR (Island ILPS 9393)	6.98	—	1
129	HARD RAIN BOB DYLAN (Columbia PC 34349)	6.98	125	15	163	FLOWING FREE FOREVER MICHAEL MURPHEY (Epic PE 34220)	6.98	143	8	197	TWO'S COMPANY AZTEC TWO-STEP (RCA APL 1-1497)	6.98	189	4
130	PLAY 'N' THE GAME NAZARETH (A&M SP 4610)	6.98	130	5	164	THE BEST OF ROD STEWART VOL. 2 (Mercury SRM 2-7509)	7.98	172	3	198	THE BEST OF DONALD BYRD (Blue Note/UA NBLA 700G)	6.98	188	4
131	PIPE DREAMS (ORIGINAL SOUNDTRACK) GLADYS KNIGHT & THE PIPS (Buddah BDS 5676 ST)	6.98	134	8	165	HEAT TREATMENT GRAHAM PARKER (Mercury SRM 1-1117)	6.98	167	6	199	THE BEST OF THE POINTER SISTERS (ABC/Blue Thumb BTSY 6026/2)	9.98	183	4
132	ROCKY MOUNTAIN CHRISTMAS JOHN DENVER (RCA APL 1-1201)	6.98	135	4	166	MIDNIGHT LOVE AFFAIR CAROL DOUGLAS (Midland Intl./RCA BKL 1-1798)	6.98	168	13	200	HOW LATE'LL YA PLAY 'TIL DAVID BROMBERG (Fantasy F9007)	6.98	178	15
133	NADIA'S THEME (THE YOUNG AND THE RESTLESS) BARRY DeVORZON (Arista 4104)	6.98	136	9	167	STUFF (Warner Bros. BS 2968)	6.98	166	6					
134	15 BIG ONES BEACH BOYS (Warner Bros. MS 2251)	6.98	133	26	168	JOHN DENVER'S GREATEST HITS (RCA APL 1-0374)	6.98	175	184					

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Abba	70	Campbell, Glen	181	Grand Funk	169	Lynyrd Skynyrd	24	Prine, John	170	Thin Lizzy	116
Aerosmith	62,85	Captain & Tennille, The	19,67	Green, Al	118	MacGregor, Mary	191	Pryor, Richard	146	Tomita	143
Allman Brothers	78	Chapin, Harry	138	Hall & Oates	50,105	Manchester, Melissa	106	Pure Prairie League	124	Trower, Robin	100
America	112	Chicago	18,82	Harrison, George	15,29	Mangione, Chuck	95	Rawls, Lou	137	Turrentine, Stanley	150
Anka, Paul	177	Clapton, Eric	51	Hart	28	Manilow, Barry	44,184	Reed, Lou	122	Tyner, McCoy	171
Atlanta Rhythm Section	139	Commodores	54	Hillage, Steve	155	Mann, Manfred	89	Ronstadt, Linda	8,48	Vannelli, Gino	185
Austin, Patti	193	Connors, Norman	187	Hot Tuna	147	Marshall & Williams	190	Ross, Diana	119	War	75
Average White Band	148	Cooper, Alice	56	Houston, Thelma	127	Mason, Dave	32	Rush	109	War/Eric Burdon	180
Ayers, Roy	172	Corea, Chick	145	Humperdinck, Engelbert	40	Mass Production	188	Russell, Leon	80	Washington, Grover	159
Aztec Two-Step	197	Crusaders	194	Jackson, Walter	149	McCoo/Davis	45	Salsoul Orchestra	107	Watson, Johnny Guitar	154
Bachman-Turner Overdrive	115	Cummings, Burton	35	Jacksons	86	McCoy, Van	192	Savannah	38	White, Barry	161
Baez, Joan	79	Daniels, Charlie	91	Jade Warrior	196	Miller, Steve	11	Sayer, Leo	76	Wild Cherry	114
Barbieri, Gato	110	Denver, John	30,132,168	Jefferson Starship	97	Mitchell, Joni	12	Scaggs, Boz	26	Williams, Deniece	88
Bar-Kays	96	DeVorzon, Barry	133	Jennings, Waylon	84	Moments	173	Seals & Crofts	83	Wings	3,128
Bay City Rollers	101	DeVorzon & Botkin	37	John, Elton	16,123	Moore, Melba	152	Seeger, Bob	47,158	Wishbone Ash	174
Beach Boys	94,134,140	Diamond, Neil	90	Jones, Quincy	141	Murphey, Michael	163	Silver Convention	183	Wonder, Stevie	2
Beatles	195	Douglas, Carol	166	Kalapanana	182	Murphy, Walter	68	Sly & The Family Stone	189	Wright, Gary	126
Bee Gees	23,93	Dramatics	160	Kansas	39	Nazareth	130	Smith, Lonnie Liston	135	Zappa, Frank	59
Benson, George	81	Dylan, Bob	129	KC & The Sunshine Band	61	Newton-John, Olivia	34	Smith, Patti	104		
Bishop, Elvin	121	Eagles	1,17	Kiss	10,52,64	Nitty Gritty Dirt Band	113	Snow, Phoebe	33		
Bishop, Stephen	178	Earth, Wind & Fire	20	Klemmer, John	99	Nugent, Ted	49,108	Soul, David	186		
Blackbyrds	65	Electric Light Orch.	13,120	Klugh, Earl	175	Ohio Players	58	Spinners	73		
Black Sabbath	176	Emotions	66	Kool & The Gang	102	O'Jays	87	Stewart, Al	25	All This & WW II	63
Blue Oyster Cult	57	England Dan/Coley	53	Kooper, Al	179	Osmond, Donny & Marie	77,151	Stewart, Rod	6,164	A Star Is Born	36
Boston	5	Fleetwood Mac	74	Labelle	136	Osmonds	144	Stills, Stephen	153	Car Wash	21
Brass Construction	55	Firefall	74	LaFlamme, David	111	Palmer, Robert	71	Stills-Young Band	72	King Kong	157
Brick	42	Fleetwood Mac	27	Le Zeppelin	22	Parker, Graham	165	Stuff	167	Pipe Dreams	131
Bromberg, David	200	Foghat	43	Lightfoot, Gordon	31	Parliament	60	Styx	125		
Browne, Jackson	9	Four Tops	162	Little River Band	92	Pointer Sisters	199	Summer, Donna	41		
Byrd, Donald	198	Frampton, Peter	4	Loggins & Messina	46	Ponty, Jean-Luc	142	Sylvers	103		
Cale, J.J.	98	Funkadelic	156	LTD	117	Prime Time Players	69	Taylor, James	14		

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