

CASHBOX

April 10, 1976

NEWSPAPER

\$1.50



GARY WRIGHT/HIT 'WEAVER'

**WEA U.S. Sales Total
\$220 Million In 1975
Cassette Sales Rising
St. Louis Distributor
Battle A Possibility**

**4 Firms Issue Annual Reports
Atlantic Stunned By
Stones. Zep Radio Previews
Let The Press In (Ed)**

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CASH BOX

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cash box editorial

Let The Press In

In the business-like atmosphere of the recent NARM Convention of a few weeks ago, during which the credo of "let's face up to the problems of the industry and come to grips with them in a mature manner" was heard as an opener in almost every seminar and business discussion, it was quite childish of some NARM members to ban the press from the opening manufacturer, distributor and rack jobber "closed meetings."

By keeping the press out, those people who for whatever reasons are unable to attend NARM miss out totally because no experienced journalist is present to record the "happenings." Certainly barring the press is no answer; **Cash Box** reported on the discussions at all three meetings, as those who attended were quick to provide information on what happened behind the closed doors.

But there's more to the issue than that. Only the medium of the press can expose key issues to a broader segment of the industry. Only the press can continue reporting and analyzing the issues. NARM is once a year. The trade press is weekly, with news of interest to all segments of the industry. And it's the press that brings news of NARM, and the rest of the industry, to every sector, NARM members or not, all the time.

There should be nothing secretive about NARM business. Off the record comments during these individual meetings can remain off the record, while the important comments, news, data, information and opinions on the issues expressed by those in attendance can be presented. That reportage is **Cash Box's** duty.

The independent distributors and manufacturers voted to admit the press, by a vote from the floor that those present stated was 80%-90% of those in attendance. We'd like to know what those who voted against the press are trying to hide.

The NARM Board of Directors must permit coverage of these meetings in the future, for a fairer discussion of the issues on all sides — by those who attend the convention and those who don't. It would also be consistent with the openness being sought by the majority of NARM members who are tired of the dishonest and secretive nature of some people involved in the business.

**NUMBER ONE
SINGLE OF THE WEEK**DISCO LADY
JOHNNIE TAYLOR — Columbia
Writers: H. Scales, L. Vance, D. Davis
Pub: Groovesville — BMI/Conquistador
— ASCAP**NUMBER ONE
ALBUM OF THE WEEK**
EAGLES — THEIR GREATEST
HITS 1971-1975
Asylum 7E-1052

CASH BOX TOP 100 SINGLES

April 10, 1976

	4/3	3/27		4/3	3/27		4/3	3/27
1 DISCO LADY Johnnie Taylor (Columbia 3-10281)	2	3	35 TAKE IT TO THE LIMIT Eagles (Asylum 45293)	35	30	68 SPANISH HUSTLE The Fatback Band (Event/Polydor 229)	76	86
2 LONELY NIGHT (ANGEL FACE) Captain & Tennille (A&M 1782)	1	2	36 SARA SMILE Hall & Oates (RCA PB 10530)	42	50	69 SALLY Grand Funk Railroad (Capitol 4235)	73	85
3 RIGHT BACK WHERE WE STARTED FROM Marvin Gaye (United Artists XW 752-Y)	4	8	37 50 WAYS TO LEAVE YOUR LOVER Paul Simon (Columbia 3-10270)	32	29	70 LOVE HANGOVER Diana Ross (Motown M1392F)		
4 LET YOUR LOVE FLOW Bellamy Brothers (Warner Bros /Curb 8169)	8	10	38 MISTY BLUE Dorothy Moore (Majaco M1029) (Dist. T.K.)	49	56	71 HE'S A FRIEND Eddie Kendricks (Tama/Motown T54266F)	74	76
5 DREAM WEAVER Gary Wright (Warner Bros WBS 8167)	3	1	39 COME ON OVER Olivia Newton-John (MCA 40525)	46	51	72 ANYTIME (I'LL BE THERE) Paul Anka (United Artists XW789-Y)	84	
6 SWEET THING Rufus featuring Chaka Khan (ABC 12149)	5	5	40 YOUNG BLOOD Bad Company (Swan Song/Atlantic 70108)	44	55	73 I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN) A. Wilson (Playboy 6062)	81	91
7 ONLY 16 Dr. Hook (Capitol 4171)	10	11	41 FOPP Ohio Players (Mercury 73775)	43	46	74 FALLING APART AT THE SEAMS Martha & Ariola America/Capitol 7619	83	
8 BOOGIE FEVER The Sylvers (Capitol 4179)	16	19	42 GET UP AND BOOGIE Silver Convention (Midland Int./RCA 10571)	50	59	75 TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY Harold Melvin & The Blue Notes (Phila Int./CBS ZS 8-3588)	87	
9 BOHEMIAN RHAPSODY Queen (Elektra E45207)	11	13	43 SHOUT IT OUT LOUD Kiss (Casablanca 854)	52	64	76 GOOD HEARTED WOMAN Waylon Jennings & Willie Nelson (RCA PB 10529)	45	37
10 ACTION Sweet (Capitol 4220)	12	16	44 WITHOUT YOUR LOVE (MR. JORDAN) Charlie Ross (Big Tree/Atlantic 16056)	47	49	77 LET'S GROOVE Archie Bell & The Drells (TSOP/CBS ZS 8-4775)	80	84
11 SWEET LOVE Commodores (Motown M 1381FA)	14	17	45 RHIANNON Fleetwood Mac (Warner/Reprise 1345)	54	62	78 HEAVY LOVE David Ruffin (Motown M 1388F)	82	87
12 THERE'S A KIND OF HUSH (ALL OVER THE WORLD) Carpenters (A&M 1800)	13	15	46 SLOW RIDE Foghat (Bearsville/WB BSS 0306)	28	26	79 LET'S MAKE A BABY Billy Paul (Phila Int./CBS ZS 8-3584)	85	88
13 DECEMBER 1963 (OH WHAT A NIGHT) Four Seasons (Warner Bros /Curb 8168)	9	4	47 LOVE FIRE Jigsaw (Chelsea 3032)	34	36	80 WHEN LOVE HAS GONE AWAY Richard Cocciante (20th Cent 2275)	93	
14 SHOW ME THE WAY Peter Frampton (A&M 1795)	18	25	48 YOU'LL LOSE A GOOD THING Freddie Fender (ABC/Dot 17607)	36	38	81 LOVE IN THE SHADOWS Neil Sedaka (Rocket MCA 40543)		
15 DREAM ON Aerosmith (Columbia 3-10278)	6	6	49 MOZAMBIQUE Bob Dylan (Columbia 3-10298)	51	54	82 IT'S OVER Boyz Scaggs (Columbia 3-10319)		
16 MONEY HONEY Bay City Rollers (Arista AS 0170)	7	7	50 FANNY (BE TENDER WITH MY LOVE) Bee Gees (RSO/Atlantic 519)	38	31	83 THAT'S WHERE THE HAPPY PEOPLE GO The Trammps (Atlantic 3306)	89	92
17 GOLDEN YEARS David Bowie (RCA PB 10441)	15	12	51 TANGERINE Salsoul Orchestra (Salsoul 2004)	40	43	84 MIGHTY HIGH Mighty Clouds of Joy (ABC 12164)	90	94
18 LOOKING FOR SPACE John Denver (RCA PB 10586)	20	23	52 HURT Elvis Presley (RCA PB-10601)	69	80	85 THE FONZ SONG The Heyettes (London 5N-232)		
19 FOOLED AROUND AND FELL IN LOVE Elvin Bishop (Capricorn/WB CPS 0252)	24	33	53 HAPPY MUSIC Backbeats Fantasy 7621	62	69	86 WHERE DID OUR LOVE GO The J. Geils Band (Atlantic 3320)	91	95
20 DEEP PURPLE Donny & Marie Osmond (MGM 14840)	21	24	54 MORE, MORE, MORE Andrea True Connection (Buddah 515)	60	68	87 ONE PIECE AT A TIME Johnny Cash & The Tennessee Three (Columbia 3-10321)		
21 ALL BY MYSELF Eric Carmen (Arista AS 0165)	17	9	55 DON'T PULL YOUR LOVE/THEN YOU CAN TELL ME GOODBYE Glen Campbell (Capitol 4245)	65	75	88 DON'T STOP IT NOW Hot Chocolate (Big Tree/Atlantic 16060)	95	
22 WELCOME BACK John Sebastian (Warner/Reprise 1349)	48	72	56 UNION MAN Cate Brothers (Asylum 45294)	59	61	89 ONCE A FOOL Kiki Dee (Rocket/MCA 40506)	92	93
23 LOVE MACHINE Miracles (Tama/Motown 54262)	19	14	57 CAN'T HIDE LOVE Earth, Wind & Fire (Co. 3-10309)	66	77	90 DAYLIGHT Bobby Womack (United Artists XW763-Y)	96	97
24 LOVE HURTS Nazareth (A&M 1671)	22	18	58 THERE WON'T BE NO COUNTRY MUSIC C.W. McCall (Polydor 14310)	64	70	91 JEALOUSY Major Harris (Atlantic 3321)		
25 CUPID Tony Orlando & Dawn (Elektra E45302)	23	21	59 WE CAN'T HIDE IT ANYMORE Larry Santos (Casablanca 844)	57	58	92 DOUBLE TROUBLE Lynyrd Skynyrd (MCA 40532)	98	99
26 I DO, I DO, I DO, I DO, I DO Abba (Atlantic 3310)	29	35	60 I THOUGHT IT TOOK A LITTLE TIME Diana Ross (Motown M 1387F)	61	67	93 LOVE HANGOVER 5th Dimension (ABC 12181)		
27 LIVING FOR THE WEEKEND O'Jays (Phila Int./CBS ZS 8-3587)	30	34	61 LOVE REALLY HURTS WITHOUT YOU Billy Ocean (Ariola America 7621)	78		94 QUEEN OF CLUBS KC and The Sunshine Band (T.K. 1005)	63	65
28 TRYIN' TO GET THE FEELING AGAIN Barry Manilow (Arista AS 0172)	31	40	62 HIT THE ROAD JACK Stamper (Quincy/P.S. 501)	41	42	95 ARMS OF MARY The Sutherland Brothers (Columbia 3-10284)		
29 THEME FROM S.W.A.T. Rhythm Heritage (ABC 12135)	26	22	63 MOVIN' Brass Construction (United Artists XW 775-Y)	75	89	96 EVERYDAY WITHOUT YOU Hamilton, Joe Frank & Reynolds (Playboy 6068)		
30 LORELEI Styx (A&M 1786)	33	39	64 FALLEN ANGEL Frankie Valli (Private Stock 45074)	77	57	97 HEY BABY Ted Nugent (Epic 8-50179)	100	
31 ONLY LOVE IS REAL Carole King (Ode/A&M 66-119)	27	27	65 SILLY LOVE SONGS Wings (Capitol P-4256)			98 I'M MANDY, FLY ME 10cc (Mercury 73779)	99	100
32 STRANGE MAGIC Electric Light Orchestra (UA XW 770-Y)	37	44	66 OPHELIA The Band (Capitol 4230)	70	73	99 GET CLOSER Seas & Crofts (Warner Bros 8190)		
33 SHANNON Henry Gross (Lifesong 45002)	39	45	67 HAPPY DAYS Pratt & McClain (Warner/Reprise 1351)	88		100 WORDS Donny Gerrard (Greedy G-101)		
34 JUNKFOOD JUNKIE Larry Groce (Warner Bros /Curb 8165)	25	20						

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Action (Sweet/WB -- ASCAP)	10	Get Up And Boogie (Midson -- ASCAP)	42	Love Fire (Coral Rock/American Dream/Beisize -- ASCAP)	47	Rock Steady -- ASCAP)	43
All By Myself (CAM-USA -- BMI)	21	Golden Years (Bewlay -- BMI)	17	Love Hangover (Jobete -- ASCAP)	70, 93	Show Me The Way (Almo/Fram-Dee -- ASCAP)	14
Anytime (I'll Be There) (Spanka -- BMI)	72	Chrysalis/MainMan -- ASCAP)	17	Love Hurts (House of Bryant -- BMI)	24	Silly Love Songs (ATV -- BMI)	65
Arms Of Mary (Island -- BMI)	95	Good Hearted (Baron/Willie Nelson -- BMI)	76	Love In The Shadows (Don Kirshner/Kirshner -- BMI/ASCAP)	81	Slow Ride (Knee Trembler -- ASCAP)	46
Bohemian (B. Feldman T/AS Trident -- ASCAP)	9	Happy Days (Bruin -- BMI)	67	Love Machine (Jobete/Grimora -- ASCAP)	23	Spanish Hustle (Cita/Sambo -- BMI)	68
Boogie Fever (Terren Vibes/Bulpen -- ASCAP/BMI)	8	Happy Music (Ely -- BMI)	53	Love Really Hurts (Black Sheep -- BMI)	61	Strange Magic (Unart/Jet -- BMI)	32
Can't Hide (Aie/scar/Unichappell -- BMI)	57	Heavy Love (Interior/Van McCoy/Warner/Tamerlane -- BMI)	78	Mighty High (ABC/DaAnn -- ASCAP)	84	Sweet Love (Jobete/Commodores -- ASCAP)	11
Come On Over (Casserole/Flamm -- BMI)	39	He's A Friend (Stone Diamond/Mighty Three -- BMI)	71	Misty Blue (Taimont -- BMI)	38	Sweet Thing (American B. casting -- ASCAP)	6
Cupid (Kags -- BMI)	25	Hey Baby (Magicaland -- ASCAP)	97	Money Honey (Hudson Bay -- BMI)	16	Take It To The Limit (Benchmark/Kicking Bear -- ASCAP)	35
Daylight (Unart/Bobby Womack -- BMI)	90	Hit The Road Jack (Tangerine -- BMI)	62	More, More, More (Gee/Diamond -- ASCAP)	54	Tangerine (Famous -- ASCAP)	51
December 63 (Seasons/Jobete -- ASCAP)	13	Hurt (Miller Music Corp -- ASCAP)	52	Movin' (Desert Moon/Jeff Mar -- BMI)	63	Tell The World (Mighty Three -- BMI)	75
Deep Purple (Robbins -- ASCAP)	20	I Do, I Do (Countless -- BMI)	26	Mozambique (Ram's Horn -- ASCAP)	49	That's Where (Burma East -- BMI)	83
Disco Lady (Groovesville -- BMI/Conquistador -- ASCAP)	5	I'm Mandy (Man-Ken -- BMI)	98	Once A Fool (ABC/Dunhill/One of a Kind -- BMI)	89	The Fonz Song (Adamo -- ASCAP)	85
Don't Pull (ABC/Dunhill/Acuff-Rose -- BMI)	55	I Thought It Took A (Jobete -- ASCAP)	60	One Piece At (Tree -- BMI)	87	Theme From S.W.A.T. (Spellgold -- BMI)	29
Don't Stop It Now (Finchley -- ASCAP)	88	It's Over (Boz Scaggs)	82	Only Love Is Real (Colgems -- ASCAP)	31	There's A Kind Of Hush (Glenwood -- ASCAP)	12
Double Trouble (Dutchess/Get Loose -- BMI)	92	I've Got A Feeling (Irving -- BMI)	73	Only 16 (Kags -- BMI)	7	There Won't Be (Amer. Gramophone -- SESAC)	58
Dream On (Dakel -- BMI)	15	Jealousy (WIMOT/Sacred Pen -- BMI)	91	Opheila (Medicine Hat -- ASCAP)	66	Tryin' To Get (Warner/Tamerlane -- BMI)	28
Dream Weaver (Warner Bros -- ASCAP)	5	Junkfood (Peaceable Kingdom -- ASCAP)	34	Queen Of Clubs (Sherlyn -- BMI)	94	Union Man (Fiat River -- BMI)	56
Everyday Without You (Spitfire -- BMI)	96	Let's Groove (Mighty Three -- BMI)	77	Rhiannon (Rockhopper -- BMI)	45	We Can't Hide (Groovesville -- BMI)	59
Fallen Angel (Big Secret/Almo -- ASCAP)	64	Let's Make A Baby (Mighty Three -- BMI)	79	Right Back Where (Unart/ATV -- BMI)	3	Welcome Back (John Sebastian -- BMI)	22
Falling Apart At (Macaulay -- BMI)	74	Let Your Love Flow (Loaves & Fishes -- BMI)	4	Sally (Crom Renraff -- BMI)	69	When Love Has Gone (Sunbury -- ASCAP)	80
Fanny (Be Tender) (Casserole -- BMI)	50	Living For The Weekend (Mighty Three -- BMI)	27	Sara Smile (Unichappell -- BMI)	36	Where Did Our Love (Jobete -- ASCAP)	86
50 Ways To Leave (Paul Simon -- BMI)	37	Lonely Night (Angel Face/Kirshner -- BMI)	2	Shannon (B. endingwell -- ASCAP)	33	Without Your Love (Music of the Time -- ASCAP)	44
Fooled Around (Crabshaw -- ASCAP)	19	Looking For Space (Cherry Lane -- ASCAP)	18	Shout It Out Loud (Cafe Americana/Rock Steady -- ASCAP)	43	Words (ATV -- BMI)	100
Fopp (Play One -- BMI)	41	Lorelei (Almo/Stygian -- ASCAP)	30	Shout It Out Loud (Cafe Americana/		You'll Lose A Good (Crazy Cajun -- BMI)	48
Get Closer (Dawnbreaker -- BMI)	99					Young Blood (Quintet/Unichappell/Freddy Bienstock -- BMI)	40

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Congratulations Olivia Congratulations Elton



Thank You NARM

WEA '75 U.S. Record Sales \$220 Mil.

Company First To Take 'Fuller Disclosure' Step In Effort To Boost Disk Industry On Wall St.: CBS Record Division Sales Estimated At \$200 Million

by Gary Cohen

NEW YORK — The Warner-Elektra-Atlantic group of companies had domestic record sales of \$220 million in 1975, according to a breakdown of their overall record division sales appearing in the 1975 Warner Communications Inc. (WCI) annual report. In addition, WEA International had sales last year of \$75 million, while music publishing accounted for an additional \$17 million in sales, for an overall total (previously reported) of \$313 million.

The \$220 million figure represents the distributor's selling price, or the price of records and tapes from the WEA branches, to each retail and wholesale account in the country that buys from WEA. The total sales, therefore, of Warner/Reprise, Elektra/Asylum and Atlantic/Atco, in albums, singles and tapes, came to \$220 million. Separate breakdowns on how much was done by WEA were not revealed.

Sales Breakdown

The breakdown of record division sales by WCI into component parts — in this case domestic record sales, international record sales and publishing represents the first move by a major public company involved in the record business to break out individual categories of sales. Previously, all that had been released was one overall figure encompassing all divisions, and not the separate figures in each division.

It was understood that the decision to provide a breakdown of sales came in response to requests from the investing public and Wall Street, for fuller disclosure of sales and earnings of companies involved in the record business. The need for more comprehensive and realistic figures on domestic record sales had been a key topic at the recent NARM convention in Florida, and these

figures represent a first step for a major label involved in the record business. They also enable people both inside and outside the industry to examine and understand the relative size and importance of those corporations involved in the record business.

Other companies involved in the record industry followed their traditional disclosure policies, usually providing one amount for their record division sales (including publishing and related fields), and in some cases, record division earnings.

CBS

CBS, for example, reported their record division sales at \$484.3 million for 1975, including domestic and international record sales, music publishing, record pressing and custom production sales in the overall \$484 million figure. CBS does not provide a breakdown as to

how much in sales are done by each part of the overall operation.

Market Shares

Cash Box surveyed a number of key retail and rack jobber accounts, to determine what percentage of their business was done with each major branch operation and with independent distributors. From the information gathered, particularly on the two industry leaders, CB estimates that the WEA group controls somewhere between 17%-19% of the overall market, with the CBS group accounting for 14%-17% of the overall market. Those figures mean that for every dollar spent by a retailer or rack jobber on records, 17¢-19¢ goes to WEA, and 14¢-17¢ goes to CBS, while the rest goes elsewhere. At the very least, the WEA group of labels is slightly larger, and is responsible for somewhat more in sales overall, than the CBS group of labels.

If this is so, then the sales of the Columbia/Epic/Custom labels in 1975 came to somewhere between \$190-\$215 million, out of the \$484 million reported. The other \$260 million of the CBS/Records group sales, then, are done in international sales, publishing, pressing and production.

International

Breaking those figures down further, since CBS has claimed to be three times the size of their "nearest competitor" in international sales, and maintained the accuracy of that claim after seeing WEA's \$75 million internationally, CBS International sales would approximate \$200 million. That would leave another \$80-\$100 million, the bulk of which is probably done by their pressing and production arm.

Cash Box discussed these sales figures, projected breakdowns and market shares with a Wall Street securities analyst familiar with record industry operations. He felt we couldn't be "terribly far off on these figures," and

continued on pg. 28

Nationwide Survey Of Cassette Sales Finds Penetration, Sales Increasing

NEW YORK — A nationwide survey of manufacturers, distributors and retailers has revealed several points about the market for pre-recorded cassettes:

- Cassettes account for roughly 20% of all tape sales, which are generally 30% of total sales, making the cassette share of the total market roughly about 6%.

- Cassettes are generally limited to established artists and proven sellers. Many retailers complain that this constitutes a lack of product which hurts their cassette sales.

- Cassettes and tapes in general present special problems for the retailer in terms of display and theft because of their small size.

- Many retailers are reluctant to stock cassettes because when they were initially marketed there were few high-quality cassette players on the market, which severely limited sales. This reluctance on the part of retailers is what causes manufacturers to limit their production.

- Cassettes are strongest among classical buyers, the military, and in Europe. They are the weakest in the south, and therefore, with country music buyers.

Upsurge

There are many indications, according to those polled, that cassette sales are on the upsurge, with many reasons given. One is that the auto industry, long used to installing only eight track machines, is now beginning to install a larger number of cassette players. There has been an increase in quality cassette decks for the home, with the widespread use of the Dolby noise reduction system. Also, the use of the Dolby system in the making of the tapes by an increasing number of manufacturers has improved the sound quality.

Russ Solomon, president of Tower Records in California and a leader in the retailing of cassettes, said, "If the manufacturer would issue cassettes like they do eight tracks the market would increase. You can't sell them if you don't have them. Retailers are becoming enlightened about the quality hardware available for playing cassettes. There are more machines in cars, people are becoming aware of the good sound. In

by Eric Rudolph

ten years, I think, cassettes will be the standard for tape. There is a responsibility on the part of the retailers to stock them and there is a more serious responsibility on the part of the manufacturers to make them available."

Not Enough Retail

Biruta McShane, however, manager of marketing services for GRT, said, "The problem with cassettes is that there is not enough exposure at the retail level."

The problem of retailing cassettes is two-sided. Retailers are reluctant to stock them because of past failure and because of security and display problems, and manufacturers are reluctant to make them because the retailers are reluctant to buy them.

Says Solomon, "It's hard to control and display them. It is amazing that tape is as big as it is because all tape is small and therefore easier to steal." Retailers have good reason to be afraid for that reason. Tower's supermarket display techniques allow for great quantities of tape to be on the floor instead of behind glass and they cope with security problems by watching customers and by prosecuting everyone caught.

Ben Karol of King Karol in New York, says, "It is impossible to let the customers browse through the tape. You have to give tape customers personal attention. And when customers can't touch the product, whatever it is, they tend to buy less."

Only Proven Artists

Rick Frio of MCA said that they do not make cassettes on unproven product. They must feel that a record will sell between 1000 and 2000 cassettes before a cassette will be made. However, for product which is certain to go top 30, cassette sales for MCA are 5-6% of LP sales. As for country, where cassettes are weakest and eight track strongest, MCA makes cassettes only on its top two artists. Top country artists will do up to 50% of sales on tape as compared with a top pop album, which will do almost 30%.

Strength Tied To Product

Frio sees the strength of cassettes

directly tied to the strength of the individual product. "As product gets better, cassettes will grow. The cassette buyer is not an impulse buyer." Tom Van Gessel of CRP, the manufacturing division of CBS Records agrees, saying "If Elektra has an Eagles, they'll sell a lot of tape."

Harold Suiman, head buyer for ABC Record and Tape Sales, said of cassettes, "We don't even buy them except for our top 200 and key new releases." He added that some branches literally buy no cassettes.

Some manufacturers have seen a rise in cassette sales, however. Bob Elliot, head of the tape division of A&M, said he has seen a rise of a few percent in cassette sales recently and thinks that it is due in large part to the MOR field.

continued on pg. 34

Salstone/Heilicher/Roberts St. Louis Battle Shaping Up

by Gary Cohen

ST. LOUIS — Is the independent manufacturer ready to take a stand against putting too many of his eggs in one basket distributor-wise? The question has risen to the forefront with the expected announcement that Milt Salstone will open a branch of M.S. Distributing in St. Louis. And since this situation can't exist without Salstone picking up a number of key independent labels, there was immediate speculation on which lines would switch from Roberts, a part of the Transamerica operation, and Commercial Music, a part of the Heilicher/Pickwick organization, over to Milt Salstone.

Tumult

The move by Salstone to open in St. Louis, long awaited but now imminent, is expected to create a tumult in independent distribution, and bring to a head the conflict between independently owned independent distribution and corporate-owned independent distribution (such as Roberts and Heilicher in St. Louis). Those two are presently the only two indie distributors in the market.

A Choice

It was believed throughout the industry that Salstone was opening up to offer a choice to the manufacturers, whose business, in many cases, is becoming increasingly concentrated in the hands of a few. The Heilicher organization, it is understood, already controls between 5 and 10% of the overall retail/rack jobbing/one stop business in the country. And with their independent distribution facilities in Minneapolis, Dallas, Miami, and in the last year Atlanta and then Memphis, along with Commercial in St. Louis, Heilicher is a considerable force in indie distribution. One

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Mogull New UA Prexy; Al Teller Resigns

LOS ANGELES — Last Thursday, April 1, Artie Mogull was named president of United Artists Records by L. Joseph Bos, chairman of the United Artists Music and Records Group. Mogull replaces Al Teller, who announced his resignation as president.



20th Century Records presents

Tales of Mystery and Imagination . Edgar Allan Poe

The Alan Parsons Project

Kansas Is 41st Anti-Piracy State

TOPEKA, KANSAS — Kansas now becomes the 41st state, as Governor Robert F. Bennett has signed an anti-piracy bill into law. The new statute, which takes effect July 1, prohibits the unauthorized duplication and/or wholesaling of pirated sound recordings, and makes it a misdemeanor to sell recordings without the name and address of the manufacturer clearly imprinted on the outside cover or jacket.

FRONT COVER



After almost ten years on the professional music scene, Gary Wright last year embarked on a solo recording career at Warner Bros. It was a calculated gamble for Wright who had taken it upon himself to not only compose and produce but perform virtually all vocal and instrumental parts on his debut for the label. The gamble paid off handsomely and the resultant album, "The Dream Weaver," has not only turned gold but has yielded two hit singles, the recent #1 record "Dream Weaver" and his current hit "Love Is Alive."

The excitement of "The Dream Weaver" is reflected in Gary Wright's live performance; it, like the album, is an adventurous departure from the ordinary. He leads an all-keyboard (plus drums) group with a sound that is a curiously appealing mixture of progressive rock and rhythm and blues.

Wright's path to his current solo success began in the sixties when he left his native New Jersey to study medicine in Europe. He eventually formed Spooky Tooth in England and recorded and toured with the band from 1967 through 1974 with time out for some solo experiments plus production and session work with a variety of artists including George Harrison, Tim Rose and Steve Gibbons.

Wright is now preparing his follow-up Warner Bros. album and has produced the next album for fellow Warners artist, Peter Ivers. His current success on the charts and on the road has confirmed that he is one of the most professional people in contemporary music.

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Stones, Led Zeppelin Airings Stun Atlantic L.A.'s KMET-FM, KHJ 1st On Unreleased LPs

by J.B. Carmicle and David Budge

LOS ANGELES — In the wake of an angry boycott by three L.A. FM stations protesting the premature exclusive airing of the new Wings LP on Capitol, Atlantic Records was shocked last week by sneak previews of new albums by Led Zeppelin and the Rolling Stones. According to Dick Kiene, Atlantic promotion vice president, Led Zeppelin was scheduled for release April 5 with Stones' product to follow ten days later.

With FM broadcasters crying "foul play" and suggesting that record companies are unfairly giving powerful stations important new product for exclusive airing, KMET-FM (Metromedia's L.A. affiliate) last Tues. (30) aired a tape of the Led Zeppelin LP "Presence." Six hours later, KHJ followed through on its promise made earlier in the week and played the new Stones album "Black And Blue."

'Cease and Desist'

Shortly after the KHJ airing, attorneys for the Stones in L.A. sent a "cease and desist" demand to the station asking it to withdraw the album from its playlist immediately.

The Led Zeppelin situation with KMET-FM was resolved when Atlantic issued a telegram okaying advance play

of the LP nationally. The label rushed the Zeppelin's first product since "Physical Graffiti" (a year ago) and most stations were believed to be in possession of it by nightfall on Tues. (30).

Jagger Comments

Last Wed. night (31), Mick Jagger (through a spokesman) issued the following statement to **Cash Box**: "Beyond all the craziness and fun, and everything else associated with pop-rock music, lies a certain basic set of standards, an understanding. What has been happening with the album smacks of elitism and favoritism, and has no place in music. Something like this is not within the realm of that implicit agreement. The Rolling Stones are going to continue with their legal action to make sure this doesn't happen again."

Stones attorneys appeared in court in L.A. last Thurs. (Apr. 1) seeking to ascertain the group's legal rights with regard to publishing and copyright, but the matter was still unresolved at press time. Atlantic Records, according to Kiene, had no reason to take legal action. He did say, however, that the company intended to tighten security on future

product releases.

Atlantic Reacts

The airing of the Led Zeppelin LP elicited an immediate reaction from Atlantic in which the company asked the station to withdraw the product. KMET operations director Sam Bellamy issued a formal memo to her on-air staff that no further use of the Zeppelin tape was to be made. Thom O'Hair, however, ignored the memo and repeated the previous airing of the tape on his evening program. Bellamy told **CB**, "They (Atlantic) called immediately and we took the LP off the air." Ms. Bellamy declined to comment whether KMET planned to discipline O'Hair, but she did face the touchy subject of advance exclusive product preview: "We have the Rolling Stones too, but we're not going to play it until Atlantic gives us the go-ahead. If we get advance exclusives from reliable sources, we won't stop airing them unless ordered by the record companies specifically through an injunction. It is something one party or another offered us... it's nothing we planned for... like KHJ... we didn't promote the fact that we were going to play the Zeppelin to the whole world, we just did it."

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NYC Price War Escalates As Goody, Korvette Do Battle

NEW YORK — The price war among the two dominant retail record forces in New York City, Sam Goody and Korvettes, seems to be heating up and escalating, at least judging by their ads in the Arts & Leisure section of the Sunday New York Times.

In last Sunday's Times, Goody continued their weekly "with this ad" policy of \$4.29 for any album on the Atlantic/Atco, Capitol or MGM/Verve/DG labels, among others. In addition, an extra coupon was included in the ad offering one Warner/Reprise album for \$4.29, or three or more for \$3.66 each. There was also a coupon good for one Angel album at \$3.99 for one, or three or more for \$3.33 each.

All On Sale

In the Times of a week ago, Goody had the same \$4.29 for one/\$3.66 for three or more for Columbia, and a similar group of labels at \$4.29. The prior week, Goody, in a departure from offering sale merchandise only with an ad, put every album in the store on sale for \$3.99,

without needing the ad to qualify for the special price.

Korvette has not been standing by idly watching. After a series of \$4.26 for pop/\$3.66 for classical specials on a selected group of labels, this week Korvettes put a series of labels out for \$3.69, including product on RCA, Capitol, Elektra and Mercury. In addition, Korvettes devoted an additional full page to the new Paul McCartney & Wings album, the McCartney catalogue and the entire Beatles catalogue, all at \$3.69. There was an additional half page for the David Bowie album at \$3.69.

Factors

The retail price competition may have intensified for a number of reasons. First, the retail picture has turned soft and sales of records are down. Perhaps the release of the Wings and Led Zeppelin albums will draw consumers back into the stores (see separate story on sales). Secondly, the retail scene in New York City is compounded by the aggressive

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Yetnikoff Details Success Of CBS For Securities Analysts

NEW YORK — Walter Yetnikoff, president of the CBS/Records group, in an address before a group of securities analysts, detailed a three-pronged program in which CBS will build sales and carry momentum on established artists, while developing new ones. He also pointed with pride to CBS domination of album charts in January, with the numbers one, two, three and four albums for four weeks in a row, and that CBS had the number one album for 14 consecutive weeks. He also noted that a record in the top ten may have sales 20 to 30 times greater than an album on the bottom 50 of the chart.

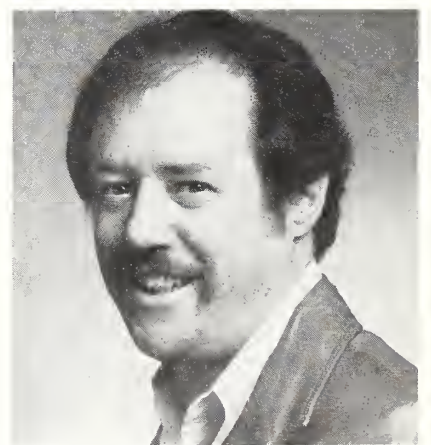
Explaining his marketing strategy, Yetnikoff outlined the three key elements. "The first was to sharply raise the sales

levels of as many of our established artists as possible. The second point was to carry this momentum into 1976. And the third is to accelerate the development of new artists." As examples of point one, Yetnikoff pointed to Earth, Wind & Fire, who have gone from 200,000 unit sellers before joining Columbia, to a group that in 1975 sold four million albums in the U.S. alone, and Janis Ian, who enjoyed two gold records and a number one single with CBS. Yetnikoff attributed the momentum to increased sales throughout the entire CBS artist roster, a 40% increase in singles sales this year over the first two months of last year, and his personal assurance that 14 albums Columbia will be released

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Bob Sherwood Is New Columbia Nat'l Promo Dir.

NEW YORK — Columbia Records has promoted Bob Sherwood to the position of director of national promotion and given him extended responsibilities in that area. Sherwood will be responsible for Columbia's regional promotion marketing manager and associate directors regarding the promotion of Columbia product, and will also direct and implement programs, campaigns and projects to increase national activity on Columbia artists' records. Sherwood will report directly to Stan Monteiro, vice president of national promotion. Sherwood has been with Columbia since 1973.



Sherwood

Kirshner Scores Four #1's In Year

LOS ANGELES — Don Kirshner has been involved in the publishing of four number one records during the past year, all of them written by Neil Sedaka: "Love Will Keep Us Together," "Lonely Night (Angel Face)," both by Captain & Tennille on A&M; and "Bad Blood" and "Laughter In The Rain" done by Sedaka himself on Rocket. All four songs, which went gold as singles, also appear on albums by Sedaka.

Committees Seek Broadcast Music License Revision

by Sue Forrest

LOS ANGELES — 7,000 broadcast stations throughout the nation are currently licensed with ASCAP and BMI, the two major non-profit musical performing rights licensing bodies. Each station is required to fill out a "statement of account" to the licensing organizations based on their gross revenue. TV broadcasters such as Warren Larson and Hai Christensen have for many years found the necessary licensing forms "difficult to understand," and fear that artists, writers, and publishers whose songs cross the airwaves may not be getting their just due.

To bring the music licensing and broadcast industries to a clearer understanding, and to secure payment for the artists, writers and publishers involved, the All Industry TV Music License Committee and the All Industry Radio License Committee were formed. The Institute of Broadcast Financial Management, another arm concerned with music rights, was also put together for the express purpose of informing fellow broadcasters about activity in the music license area.

Enormous Vagaries

Hai Christensen, vice president, director of business affairs and controller of Metro-Media Television, heads the IBFM committee, and states that "when you read the license over you find enormous vagaries." Warren Larson of Golden West Broadcasters, an IBFM member, confirms this general attitude saying, "There are many grey areas in the licenses themselves that need to be cleared up; we on the IBFM committee want to eliminate the greys and secure a clear, black and white understanding with the licensing bodies. We want to know what we are paying for and why."

Doubt Accuracy Of Airplay Logs

A major matter of contention being researched by the IBFM is the actual record or log of each artist's airplay. Each TV station is asked to keep a log of its music airplay for one week out of the year, and these logs, when averaged with those of other television stations coast to coast and added to the information gathered from TV Guide, is the only means of determining the artist's revenue. The IBFM committee questions what happens to the other 51 weeks in the year when the log is not kept, and the TV Guide is the only source of information. How many artists' writers' and publishers' revenues are left by the wayside because their songs failed to be included in the one-week

sampling at the station?

ASCAP and BMI total assets are in excess of six billion dollars. It is up to them to see that the money is funneled smoothly and accurately to each artist, songwriter and publisher. As non-profit organizations, and non-public corporations, it is not possible for broadcasters to check the distribution of funds to the artists and songwriters. The concerned stations are willing to keep a complete log and accurate account of airplay on a day-to-day basis, or as an alternative to this laborious task, propose that daily video tapes be sent to a central source for monthly screenings to determine writers' artists', and publishers' earnings from broadcast sources.

Lack Of Understanding

As Christensen puts it, there is a general "lack of understanding, knowledge, and interpretation" of the ASCAP/BMI licensing procedure. He feels that before you sign something, you should "know what you are signing. We broadcasters feel that the music licensing authorities are conduits for our dollars and we would like to see how the dollars are appropriated, and what it takes to run a music licensing organization." He also noted that a considerable amount of BMI's revenue is calibrated from the percentage of the station's gross obtained by ASCAP. When BMI heads were questioned on this matter, no one was available for comment.

Besides the blanket percentage of a station's gross earnings paid to licensing authorities (of which the broadcasters say they do not know what exactly they are paying for), revenue is also claimed from each musically oriented television show, such as variety shows. Clearance rights must be obtained for these programs over and above the yearly blanket fee which generally yields close to 2% of a station's income. These specialty fees generally run into thousands of dollars per show, and the only way a station can keep them low is to include "public domain" music, which hurts the current songwriters.

Question 'Deductible Items'

Another licensing area currently concerning the committee is the section labeled "itemized deductions" on the ASCAP statement of account. Sports and news-oriented stations airing little or no music are also paying a percentage of their gross revenue, and the expenses of their non-music shows are still considered nondeductible. This hurts many

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Capt. & Tennille To ABC-TV; Music, TV Ties Explored

by Rochelle Weiner

Editor's Note: The following is the first of a two part article on the multi-faceted relationship between the record business and television programming. Next week, Cash Box will examine the difficulties in programming music and presenting artists on television.

NEW YORK — ABC-TV has announced a deal with Captain and Tennille for a regular weekly show as part of the network's program schedule for the coming season. The Captain and Tennille series is scheduled for Monday nights at 8 pm.

Edwin Vane, vice president and national program director, ABC entertainment, has revealed a number of deals with music artists over the past six months. Included in Vane's roster are Barry Manilow, John Denver, Bette Midler, Olivia Newton-John and Lola Falana. All have been signed for specials to be aired during the coming year.

MOR Trend

The middle-of-the-road trend in ABC's packaging carries with it further implications for television shows dealing with musical entertainment. ABC's move apparently reflects a growing cynicism on the part of a large network to showcase rock and progressive artists. The begin-

nings of this trend date back to television's early years. Some of the top recording stars have, in the course of their careers, served time with the networks. Some good examples of this are: Mac Davis, who records for Columbia, having his own series on NBC; Tony Oriando and Dawn, Eiekra artists, whose summer series garnered a heavy response for a fall renewal; and Sonny and Cher, Warner Brothers and MCA artists respectively, whose summer series led to one of the most successful musical variety series on television.

Conversely, the record industry has benefited from hit songs based on TV themes and personalities. And this is not a new angle: one can trace its roots back to the Musketeers and the Mickey Mouse Club theme, an unequalled success with a large audience. Ed Byrnes and Connie Stevens, of "77 Sunset Strip," immortalized their show (and men's toiletries) in "Kookie, Kookie, Lend Me Your Comb" for Warner Brothers. Jazz themes were popularized by Henri Mancini, whose contemporary scores for "Peter Gunn" and the "Pink Panther" cartoons were hits for RCA. Laio Schifrin's "Theme from Mission: Im-

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ATLANTIC CELEBRATES RINGO SINGING — Atlantic Records recently signed Ringo Starr to a long term recording contract whereby the label will solely distribute Ringo's recordings in the U.S. and Canada. The signing ceremony took place in the Presidential Suite of the Hilton Hotel in Amsterdam. Bottom photo, standing (l.-r.): Hillary Girard, friend and business associate of Ringo; Earl McGrath, director of press and artist development for Atlantic; Atlantic president Jerry Greenberg; Ahmet Ertegun, chairman of Atlantic; and Ringo's lawyer Bruce Grakal. Seated (l.-r.): Ben Bunders, managing director of WEA Holland; and Ringo Starr. Top left photo; Ringo points to a banner prepared to welcome him to Atlantic, as Ahmet Ertegun looks on. Top right photo: Ringo and Ertegun cut the cake, specially prepared for Ringo with a mini-drumset perched on top, as the dancing ladies of the Folies Bergeres crowd around.

INDEPENDENT DISTRIBUTORS HAVE NATURAL GAS.

Number One six times.

“Disco Lady” is No.1 on the national singles charts in Billboard, CashBox and Record World and No.1 on the Soul charts, also across the board.

**Johnnie Taylor's first Columbia single, from the album "Eargasm":
the keystone of our soul/progressive program, now under way.
On Columbia Records.**

First Amendment Plays Role In FCC Radio Controversy

by Rebecca Moore

WASHINGTON, D.C. — The controversy surrounding the Federal Communication Commission's inquiry into its role deciding radio format issues will not end when all the formal comments are in April 5. With broadcasters, citizens groups, and the FCC all claiming First Amendment protection, the format question may eventually have to be resolved by the

Smokey Re-Signs With Motown

HOLLYWOOD — Smokey Robinson has been re-signed to an exclusive long-term producer, recording and writer's contract with Motown Record Corporation, it was announced today by Barney Ales, executive vice president for the label and its affiliate publishing company.

Ales noted: "Smokey is a very important artist. As a matter of fact, he has become a legend in his own time with his accomplishments as a writer, producer and arranger.

"Smokey structured the foundation on which Motown was built, and all of us in the family are happy to have him remain an important part."

Speaking about his new contract with Motown, Smokey stated: "If it had not been for Motown, so many of us would not have enjoyed the worldwide acclaim that comes with success in the entertainment industry.

"Aside from my immediate family, there is no other family that means more to me than the Motown family."

Smokey is currently making plans for a national tour in connection with his latest album, "Smokey's Family Robinson."



Smokey, Ales

Supreme Court. Previous lower court decisions have supported citizen opposition to changing "unique" formats.

Inquiry Challenged

The FCC's inquiry itself was challenged with a "petition to reconsider, rescind, suspend, or redirect" the inquiry. The FCC denied the petition, explaining the inquiry's intent was "to raise the general question, and identify some problem areas, for the purpose of illiciting comments from any person upon any matter felt to be relevant to the subject."

The petition made by the Citizens Communications Center (CCC), a public interest law firm, claimed the commission had predetermined its position on formats, and was attempting to subvert prior court decisions.

Radio broadcasters are adamantly opposed to any consideration of format by the FCC. "The FCC has no business at all involving itself in format decisions," declares Charles Jones of the NAB. He adds, "the government has no business whatsoever dictating formats."

Jones feels that the issue has already been decided — in favor of broadcasters' freedom of choice through First Amendment rights. As far as we're concerned it's already law.

Unsuccessful Formats

The broadcaster's main fear is of being locked into unsuccessful formats. Commissioner Glen Robinson expressed this concern when he noted that, "by the subjective standards the court seems to embrace, any format is unique, from which it follows, all must be preserved."

The whole sticky format problem began in 1970 with a citizens challenge to a license transfer involving the proposed abandonment of a classical music format on Atlanta's WGKA-FM. While the FCC denied a hearing in the case, the court of appeals reversed the FCC holding that "a format change involving abandonment of a unique format, protested by a significant sector of the community, is a matter material to the public interest and thus one on which a hearing must be held if there are substantial questions of fact." Other decisions since WGKA have upheld citizen complaint against format changes.

Traditional View

The FCC's traditional view is that format decisions are best left to the discretion of the licensee or applicant, "since he will tend to program to meet certain preferences of the area, and fill significant voids which are left by the

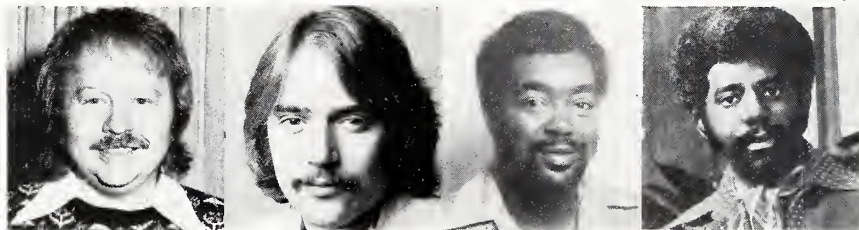
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Executives On The Move

Motown Promotes Lewerke — Stan Lewerke, west coast regional promotion director for Motown Record Corporation, has been promoted to the newly created position of director of album promotion. Lewerke will be responsible for enhancing album exposure through setting up contests, campaigns, working closely with touring acts, distributors, rack jobbers, retailers, etc. Lewerke will continue to serve as west coast regional promotion director and will be reporting directly to Paul Johnson.

Lovelace To Elektra/Asylum C&W Post — Paul Lovelace has been named to the newly-created post of national country promotion and sales manager. The announcement underscores recent expansion of the Elektra/Asylum Nashville office, where Lovelace will be based, reporting to Mike Suttler, Elektra/Asylum's director, marketing, country operations. Lovelace comes to the company after three years as national promotion director for 20th Century Records, a post he assumed at the inception of that company.

Hartley To Caribou — Mark Hartley has been appointed vice president of national promotion and marketing for Caribou Records. Hartley will be responsible for coordinating all promotional and marketing activities of the label in conjunction with Epic Records. Hartley will also work closely with all artists involved with Caribou Manage-



Lovelace

Hartley

Johnson

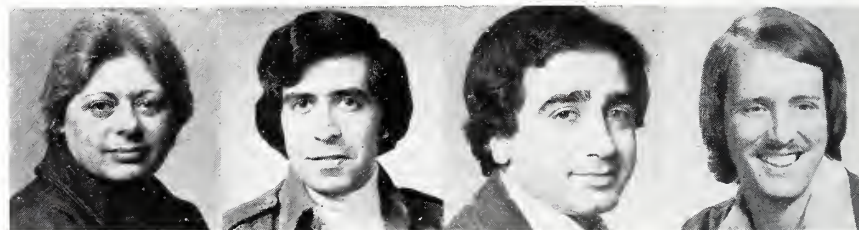
Thomas

ment. Hartley began his career five years ago as a college rep for CBS Records, moved to local promotion manager in Denver and San Francisco for Columbia and most recently has held a product management post in Los Angeles for Epic Records. Hartley can be reached at Caribou Records: (213) 659-1301.

A&M Taps Johnson, Thomas — The appointments of Derry Johnson Jr., and Alvin Thomas to the newly created post of regional special projects coordinators for A&M Records was announced last week by label vp Harold Childs. Johnson and Thomas will work the Horizon line as well as black product released on A&M. Thomas, who will work the midwest region out of Chicago, was formerly national promotion director for Holland-Dozier-Holland. He was also national promotion director of Baby's On Recording Corporation in New York, and vice-president of Thomas Associates, an independent promotion organization which earned gold records for the Independents and Stylistics. Johnson, who will work out of Atlanta, covering the southeast, was formerly in charge of returns at Together Distributors.

Marra And Gordon Promoted At CBS — The appointments of Ina Marra to the position of associate director, local advertising material, CBS Records, and Bob Gordon to the position of associate director, point of purchase material, CBS Records, were announced last week by Roz Blanch, director of merchandise planning and administration. Ms. Marra will be responsible for the production of all local advertising material for Columbia, Epic/CBS Custom labels and for its delivery to the labels field personnel, coordinating with Columbia and Epic merchandising departments, especially concentrating on special artist campaigns and customized newspaper advertising campaigns. Gordon will be responsible for the production of all display materials for Columbia, Epic/CBS Custom labels, coordinating with Columbia and Epic product management. He will produce display material for special sales programs. He will continue to supervise the Computer-Pak operation.

Ragusa Named To CBS Publishing Post — Louis Ragusa has been named to the position of director, music publishing, CBS Records International, by M. Richard Asher,



Marra

Gordon

Ragusa

Edmondson

president. Ragusa will coordinate the music publishing activities of all CRI publishing operations and encourage representation of CBS-owned catalogues and copyrights in all markets. He will also aid in the acquisition of sub-publishing rights to foreign and domestic musical material. Ragusa comes to CBS from his own management firm.

Edmondson Appointed Assistant Director At Myrrh Records — The appointment of Frank M. Edmondson, Jr., as assistant director of artists and repertoire for Myrrh Records has been announced by Kurt Kaiser. Myrrh is part of Word Records, a division of Word, Inc. Edmondson has been with Word since January, 1975, when he joined the company to do promotion work for Myrrh.

CBS Int'l. Fills Two Posts — Juan Truden has been named director of Latin American Operations, southern zone, CBS Records International. Truden will report to Manuel Villarreal, vice president of Latin American operations and will be responsible for all operations of our Argentine and Brazil subsidiaries. He will also supervise licensees in Uruguay and Chile. Hecio Cuomo will succeed Truden as general manager of the Argentine company. Cuomo has held the position of commercial manager of that company for several years.

Winter, Gray Dissolve PR Partnership

LOS ANGELES — Winter/Grey Public Relations will be dissolved effective April 15, 1976, according to Linda Grey and Norm Winter.

Ms. Grey, former vp of Levinson Associates, will open new corporate offices

under Linda Grey Ltd. Public Relations in Beverly Hills May 1, while Winter will remain at the same address and continue to operate under Norm Winter Associates.

PRIVATE STOCK RECORDS HAS NATURAL GAS.

BE ON THE LOOKOUT FOR THIN LIZZY.



Phil Lynott alias "The Brain"
Group's leader, lead singer,
bass and acoustic guitar.



Brian Downey alias
"Downeybeat." Drums and
percussion.



Scott Gorham alias "Fingers"
Lead guitar.



Brian Robertson alias "Twang"
Lead guitar.



Mercury SRM-1-1081 8-Track MC8-1-1081
Musicassette MCR4-1-1081

And be on the lookout for
Thin Lizzy's newly released album,
"Jailbreak." It's on everyone's
"most wanted list."



products of phonogram, inc., one IBM plaza, chicago, ill.
a polygram company

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



DANIELS' EPIC DEBUT — Epic recording artist Charlie Daniels was in town recently with the members of his band to deliver his debut Epic album, "Saddletump," at a listening session for company executives. The album, recorded in Macon, Ga. and produced by Paul Hornsby, contains all new material written by Daniels and members of the Charlie Daniels Band. "Saddletump" will be released April 26. Pictured above (l.-r.): Paul Smith, vice president of sales & distribution for CBS Records; Lou Rawls, TSOP (CBS custom) recording artist; Waite Fagen, president of the CBS Records Group; Jim Tyrrell, vice president of marketing for Epic Records and CBS custom labels; Daniels; Ron Alexenburg, vice president and general manager of Epic Records and CBS custom labels; Irwin Segestein, president of the CBS Records Division; and Tony Martelli, vice president of marketing of country music for CBS Records.

Teamster Strike! How Much Will It Hurt Record Industry? Industry Reaction To April 1 Walkout Varies

by Stephen Fuchs

LOS ANGELES — As of midnight April 1, members of the International Brotherhood of Teamsters joined together in a nationwide trucking strike. While wage negotiations are in progress, specific demands fluctuate and are unavailable at this time. The strike itself is a certainty, however, and although the government could step in with an injunction at any time, it is unknown exactly how long the standstill will last. One spokesman from Local 208 in Los Angeles said such a determination would be "pulled out of the sky." The importance of this strike in relation to the record industry is overwhelming, as a prolonged walkout could seriously imperil spring product flow. In order to get an overview of the situation, **Cash Box** contacted several labels and record chains for comment.

Cross-Section

Among those who responded to our questions, reactions ran the gamut from tolerant scrutiny to a fit of anger.

Bob Murphy, WEA sales manager, expressed the calm voice of reason with the opinion that the strike would be over in a matter of days. According to WEA's sources, trucks could be rolling by the time this story hits the streets.

Motown's vice president of sales, Mike Lushka, viewed the problem from another perspective. Lushka offered that the depth of the pain will be proportionate to the length of the strike. He went on to say that the walkout didn't come totally unexpected, as truckers had discussed the possibility over recent

weeks. Motown's distributors had, therefore, anticipated the problem and made it a point to stock up where they felt it might be necessary.

Backlash

Another executive was somewhat more terse in summing up his feelings on the matter. Inasmuch as it was a rather large company he was speaking for, we assume his negative approach was strictly a personal one: "Obviously," he growled, "the complete product flow of our company will stop if the Teamsters Union remains on strike."

According to Don England, vice president of sales and distribution for ABC Records, the strike will affect the industry in varying degrees of severity, depending on the attitudes of individual locals throughout the nation. For instance, Don had been on the telephone to Chicago fifteen minutes before our call and he found that Teamsters there will deliver within the state of Illinois, but will not cross state lines to pick up or deliver product. In other words, if product is flown in, truckers from the brotherhood will continue to deliver, again, within the state.

Alternatives

ABC has independent trucking alternatives available to meet local needs but, according to England, the label would be "unable to go anywhere near solving the overall problem" by itself. When asked about Teamster reaction to such independent gestures, England

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Eagles' Hits Remain In #1 Spot By Wide Margin, But Perhaps Not For Long

by Gary Cohen & Steve Ostrow

NEW YORK — The Eagles Greatest Hits album continues its hold on the number one position on the **Cash Box** album chart, in this, its fourth week as the number one album. The album debuted at number seven with a bullet on the chart on March 6, jumped to two with a bullet the following week, and has been number one ever since.

Not only is the album number one at many retail and rack jobber locations around the country, but it is outselling the number two album by as much as four to one, on album and on tape. At one major rack jobber, the Eagles album sold 2298 last week, while the number two album sold 761, or one third of the Eagles sales. Another rack jobber reported Eagles sales of 1366, while the number two album sold 350. A third raked account had Eagles sales of 1195 while the second best seller chalked up sales of only 320. And in a larger rack jobber's sales report, the Eagles showed up with 6251, while the next album sold 2703. Similar figures were received in tape: Eagles over the second album, by 2265 to 1205, 886 to 279 and 854 to 316.

Market Overview

Not only do the Eagles sales far overshadow the sales of all other albums, they also pointed up how weak the overall record market is. In many cases, while the Eagles album is outselling the number two album by as much as four to one, it outsells the number 10 album by as much as six to one, and the number 25 album by as much as 10 to one. For example, on some of the rack jobber printouts, the sales spread from the numbers 1, 2, 10 & 25 albums are 2298 to 761 to 112 to 388; 1366 to 350 to 212 to 127; 1195 to 320 to 244 to 163; and 6251 to 2703 to 1415 to 969.

That is the essence of the record market today: the top album is selling, but few titles beyond the top album are doing any sort of significant volume. In many instances throughout the year, the difference between the top album and the next best selling album is anywhere

Goody Sales Up While Net Drops

MASPETH, NY — Sam Goody Inc. reported an increase in sales for 1975 of 25% over 1974, while income dropped by 33%. Sales for the year rose to \$43,529,101 from \$35,030,518 in 1974, while income dropped to \$467,645, from \$702,479 in 1974. Goody blamed the drop in income on the cost of absorbing six stores in the Philadelphia area, and the opening of two new stores. For the fourth quarter, sales rose 32% from \$11,496,770 to \$15,195,501, while income increased by 22%, from \$385,532 to \$470,733. The net income of more than \$470,000 was responsible for Goody's yearly profit of \$467,000, which tends to show that the fourth quarter is the best quarter for many record retailers.

GRT To Distribute Sutton-Miller Product

LOS ANGELES — GRT will henceforth distribute all Sutton-Miller U.S. product on GRT Music Tapes. The long-term agreement was concluded by White Sonner, GRT's president, and Joe Sutton, Sutton-Miller Ltd. president.

between 10% and 50%, with one album selling perhaps 2500 and the next 2000 on a rack printout. But when the number one album outsells the number two album by margins of more than 100% (2 to 1, 4 to 1), there is a significant weakness in the market.

Retailers are hoping the new Led Zepelin and McCartney albums will draw buyers back into the stores, and lead to increased sale on more titles, not just the top three.

Self Help Theme At NAIRD Confab

NEW YORK — "Profit without huge volume" is the goal of the National Association of Independent Record Distributors and Manufacturers. NAIRD (to quote an officer, the "M" is silent) convened in Washington, D.C. the weekend of March 27-28, to discuss the problems facing record manufacturers and distributors committed to being independent. A spokesman for the organization summed up its general viewpoint this way: "It's not that we're in competition with each other so much as we're competing with the way most of the record industry is structured. There's not much room on the airwaves for records that don't sound like other records that have come before, at least not for manufacturers without huge advertising budgets."

NAIRD members include manufacturers and distributors of folk, jazz, bluegrass, blues, educational and many other varieties of records, most of which would not fall into standard broadcasting formats or large label distribution. The convention included presentation of new lines for distribution, new releases, workshops, and a talent showcase. The Bluegrass Cardinals, recording on Takoma, The Nighthawks on Adephi and another blues act on the same label, Bill Holland and Rent's Due performed.

The most popular and involved workshop, entitled Label-Distributor Corporation, was at the heart of the convention. The spokesman pointed out that this type of distribution involved "knowing a lot about the music." The co-opting of ten labels to hire their own promotion man to work out of a Denver distributor was one of the new approaches discussed.

Other developments included the replacement of a structure of officers with a five man board of trustees empowered with greater fund raising and spending abilities than before. The members are: Ed Denson, chairman, of Kicking Mule Records in San Francisco; Irv Kratka, of Music Minus One, NYC; Billie Thomas, of Tant Ent's. of Detroit; Charlie Morrison of Tropical Record Distributors of Miami; and Gene Rosenthal, of Adephia Records and Distributing in Silver Springs, Md.

About 45 record manufacturers attended the convention. Distributors in attendance included: Adephi, Md.; Associated, Phoenix; House, Kansas City; Orwaka, Denver; Record People, N.Y.; Richman Bros., Philadelphia; Rounder, Mass.; Tant, Detroit; Dean Wallace, Ct.; Waterfall, N.Y.; New Music Dist. Service, N.Y.; Tropical, Miami; Rainbow, N.J.; and Almada Distributors of Montreal.

A full catalog of product available from members, and an organization pool of useful promotion information, are now in the planning stages.

FELIX PAPPALARDI HAS NATURAL GAS.

WINGS (Capitol P4256)

Silly Love Songs (3:28) (ATV BMI) (McCartney)

What's wrong with silly love songs, McCartney asks? There's certainly nothing wrong with this one; the production is slick and the arrangement filled with drive. The ex-Beatle's voice is as good as ever, and this is headed straight for the top.

NEIL SEDAKA (Rocket PIG-40543)

Love In The Shadows (3:18) (Don Kirshner/Kirshner Songs — BMI — ASCAP) (N. Sedaka, P. Cody)

This is a beautifully produced tune that will surely rise to the top of the pop charts. Like "Bad Blood," the entire cut is infested with hooks. There's a steady shuffle kind of beat, and a surprising and satisfying guitar fill toward the end of the cut. AM directors will go on this immediately, in all pop markets.

BACHMAN-TURNER OVERDRIVE (Mercury 449)

Lookin' Out For #1 (3:50) (Ranbach/Top Soil — BMI) (Randy Bachman)

A real surprise from BTO — this is a beautiful acoustic ballad with some evidently Spanish influence. This is the best thing this band has done in a long time and should widen their already fanatic audience. The broad musical scope should take this into AM and FM, MOR lists.

RUFUS FEATURING CHAKA KHAN (ABC 12179)

Dance With Me (3:57) (MoCrisp — ASCAP) (G. Christopher)

A good singles group, Rufus and Chaka Khan have come up with a tune that will rocket to the top of r&b charts. With any push at all it will cross pop. The refrain, "Dance With Me," is something you won't be able to get out of your head. Chaka Khan's lead voice seems to have magnetic powers. A driving funk bassline provides hit foundation.

THE BROTHERS JOHNSON (A&M 1806)

I'll Be Good To You (3:30) (Kidada/Gougris — BMI) (G. Johnson, L. Johnson, S. Sam)

Quincy Jones produced this single that was pulled from the steady-charting "Look Out For #1" LP. It's a hot r&b tune, with clear vocals and an irresistible rhythm. The back up vocals, chanting the title, lend an additional structure to the tune. This will be, besides the obvious r&b play, a smash in the discos, and could cross pop with ease.

MELISSA MANCHESTER (Arista AS 0183)

Better Days (3:39) (Rumanian Pickleworks/Columbia/New York Times — BMI) (M. Manchester, C.B. Sager)

This is the second single from Melissa Manchester's fast-rising "Better Days And Happy Endings" LP. The first "Just You And I" was strong, and this ballad is even stronger. The production by Vini Poncia is ambitious, and Manchester sings it with her customary professional flair. Look for this to get heavy FM play, and AM too. MOR stations should check it out.

THE RIGHTEOUS BROTHERS (Haven HS 800)

Hold On (To What You Got) (3:30) (ABC/Dunhill/One of a Kind — BMI) (Lambert, Potter)

The Brothers are back with this first Haven single distributed through Arista. It's a killer, the vocal arrangements are as dynamic as they ever were with this group. "Rock 'n' Roll Heaven" hit the top a couple of years ago, and this looks to do the same. Heavy AM, maybe r&b play.

L. A. EXPRESS (Caribou ZS8 9012)

Down The Middle (3:50) (Mad Man's Drum — BMI) (J. Guerin)

The L.A. Express is the band comprised of studio all-stars like Robben Ford and John Guerin. Anything they offer is sure to be a professional tune, but this has something extra. Funk rhythms are all over the place, and there are some extremely smooth horn-handled melody lines. Look for this on FM progressives and jazz stations. Their recording and performing popularity will be a sales bonus.

JOURNEY (Columbia 3-10324)

On A Saturday Night (2:39) (Weed High Nightmare — BMI)

This is a hard rocker from Journey and everything about it points to high quality. The vocals, soaked in the soul of rock, have an appealing edge to them. It's taken from an LP that's rising to the top of pop charts; the popularity of the album should focus sales. A natural AM add.

ROY AYERS UBIQUITY (Polydor PD 14316)

Mystic Voyage (3:30) (Roy Ayers Ubiquity — ASCAP) (R. Ayers)

Roy Ayers is a top flight vibes player; more than that, he can write. This tune is liquid, the melody lines played fast on the ear. Strings, carefully orchestrated, provide an almost classic counterpoint. This is a sure add at any jazz station, and should get some heavy FM play as well. Flip: Evolution (2:57).

WILLIE BOBO (Capitol P4253)

Funky Sneakers (3:29) (Alistan/Funky Sneakers — ASCAP — BMI) (Bobo, Meivoin, Silverberg)

With Bobo's first Capitol release, the jazzman shows that he has many developed musical styles. The arrangement by Stan Silverberg is excellent: horns and backup vocals add punch to an already powerful r&b tune. The artist's reputation will get this record heard, and the song will keep people listening.

BILL WYMAN (Rolling Stone RS 19303)

Apachs Woman (3:00) (DeShufflin — ASCAP) (Wyman)

The bass player for the Stones steps out on his own, with a single drawn from his "Stone Alone" LP. Naturally, bass is the predominant driving force in this cut. The instrumentation is rich, kind of jazzy, with overtones of funk. Some different and catchy rhythms abound, and this is headed straight for all FM lists and AM play too. Interest in Rolling Stones will give this an added sales push.

GINO CUNICO (Arista AS 0181)

Daydreamer (3:18) (WB — ASCAP) (T. Dempsey)

Gino Cunico sings this light spirited ballad well, couched in a slick, yet likeable arrangement. Cunico was last heard with "Fanny" — that tune got lost in the shuffle of cover battles, but at least it paved the way for this well-aimed shot at the pop charts.

KGB (MCA 40544)

Magic In Your Touch (3:29) (X-Ray — BMI) (R. Kennedy)

KGB is comprised of rock heavies Mike Bloomfield, Ray Kennedy, Barry Goldberg, and an excellent decision was made about this single. The band does have some hard-driving numbers on their first LP, but that's what everybody expects. This ballad, sung beautifully by Ray Kennedy, will make people pay attention. Look for it in all pop markets, both AM and FM. The song builds perfectly, and this is one supergroup that has a cohesive sound.

SPIDERS FROM AMRS (Pye 71063)

(I Don't Wanna Do No) Limbo (3:27) (Tro-Essex — ASCAP) (T. Bolder, P. McDonald)

This band used to back up David Bowie, and has since gone its own way. This song is a rocker, with churning rhythm guitar riffs. The vocals are done up with style, the back-ups are intelligently harmonized. The association with Bowie will give this record the chance to be heard; once it's heard, it will stick around on its own merits.

LITTLE MILTON (Giades 1734)

Friend Of Mine (3:38) (Maico — BMI) (J. Lewis, J. Puckett, M. Campbell)

Little Milton has come up with a record that's going to shake up r&b. His vocal is the essence of soul. The arrangement is tight, with trebly guitars used for punctuation. A catchy wah-wah solo is placed tastefully. Program directors: check this one out.

TANYA TUCKER (MCA 40540)

You've Got Me To Hold On To (3:04) (Leeds/Antique — ASCAP) (D. Loggins)

By now, it shouldn't be surprising that Tanya Tucker sings with the grace and maturity of a woman twice her years. This tune is just another example: the production is less country-oriented than in the past, however, and it has a definite shot at all pop markets. Her country reputation has not faded though, and those stations will pick this up fast.

JOSE FELICIANO (Private Stock PS 45062)

Angela (3:25) (Colgems/J&H — ASCAP) (J. Feliciano, J.M. Feliciano)

Feliciano has always been a distinctive stylist whose interpretations of other writers' material ("Light My Fire") have been immensely successful. His own writing has matured. This is a powerful love ballad that will, no doubt, be covered by others. The guitar solo by Jose is stunning. FM, MOR program directors will add this immediately.

KATE & ANNA MCGARRIGLE (Warner Bros. WBS 8193)

Complainte Pour Ste. Catherine (2:45) (Montreal Rose — CAPAC) (A. McGarrigle, P. Tatartcheff)

This song starts out with some beautiful accordion playing. This is a haunting melody, sung in French by these two sisters, and it will receive a lot of FM progressive airplay. The quality of the voices is clear and sweet, plaintive. The tune is a favorite in Holland, we hear, and will be the same here.

THE WHISPERS (Soul Train JH10628)

(You're A) Special Part Of My Life (2:45) (New Bag — ASCAP) (J. Williams, C. McDonald, L. Groves)

The Whispers have come up with a gentle ballad. The vocals, always their trademark, are extremely smooth. The interesting melody should make this record show up on every r&b playlist. The high notes are amazing; clear, sweet, and right on target.

JOHNNY CASH (Columbia 3-10321)

One Piece At A Time (4:00) (Tree — BMI) (W. Kemp)

Joined by his excellent band, The Tennessee Three, Cash turns in a talking blues that should chart just like his "A Boy Named Sue." Cash's vocal is supercharged with energy, expressive as always. This should get serious country and FM play. A natural crossover.

DON HARRISON BAND (Atlantic 45-3323)

Sixteen Tons (2:55) (Unichappell/Elvis Presley — BMI) (Merle Travis)

Imaginative interpretation has turned this country classic into a serious piece of rock 'n' roll. The Don Harrison Band, while a new musical entity, are no strangers to recording. Two members of Creedence Clearwater Revival are featured: Stu Cook and Doug Clifford. A great new act, this single should be added to AM and FM stations and climb swiftly up the charts.

WAYNE NEWTON (Chelsea CH 3041)

The Hungry Years (3:38) (Don Kirshner — BMI) (Sedaka, Greenfield)

Newton covers this beautiful Sedaka ballad with enormous feeling. The arrangement is fairly sparse, with an evenly chorded piano providing a strong rhythmic foundation. Newton has a big MOR audience, and this tune will only make that audience larger. Inspired a&r work.

JOHN TRAVOLTA (Midland International JH-10623)

Let Her In (3:03) (Midsong — ASCAP) (G. Benson)

John Travolta, with this first single from the "John Travolta" LP, is kicking off a second career. His first is acting; he's the tough guy Vinnie Barbarino on the popular television show "Welcome Back Kotter." He's a good singer, he performs this ballad with consummate taste. AM, FM, MOR.

BROTHERHOOD OF MAN (Pye 71066)

Save Your Kisses For Me (3:05) (Tony Hiller — ASCAP) (T. Hiller, L. Sheriden, M. Lee)

This is a bouncy MOR tune. The melody has kind of a polka feel to it. Strings are excellent, placed well. This lyric is built around the chorus, and will hit hard in adult radio markets.

SVENNE & LOTTA (Morningstar Records MST 507A)

Bang-A-Boomerang (2:59) (Countless Songs — BMI) (S. Anderson, B. Anderson, B. Uivaeus)

A powerful organ lick kicks off this tune. It's a rock 'n' roll offering from this duo, with some driving bass lines that should earn the song disco play. Some catchy hooks are evident at times — chart success is the order of the day.

SUN (Capitol P4254)

Wanna Make Love (3:36) (Glenwood, Osmosis — ASCAP) (Byron Byrd)

This is the second single from the band's "Live On, Dream On" LP. It's a sure add for r&b stations. The seven member group understand harmony, and play their instruments well. The beat is strong, and should get some serious disco play. Look for this group to break big with this one.

CHECKMATES, LTD. (Polydor PD 14313)

All Alone By The Telephone (3:15) (El Patricia — BMI) (H.B. Barnum, J.A. Clay)

The Checkmates have resurfaced. With this song, they are getting away from their lounge-act image. This will be an r&b favorite because of the smooth vocals and good melody. Their last hit was some time ago, "Black Pearl," and they should make it high on the charts with this one. Crossover is expected.

FIRE AND RAIN (20th Century TC 2280)

Make Love To Me (2:41) (New York Times/Antique/Sweet Home — BMI) (M. Freiser, P. McCarren)

This is an excellent disco record. It's got a full production, the horns and strings are more than ornament. The vocal, too, is packed with longing emotion. Look for this one to break big in dance clubs and pick up some serious r&b play as well.

Crossovers — Part 1 Radio Stations Of Primary Importance

by J.B. Carmicle

LOS ANGELES — This is the first part of a four-part study by **Cash Box** on crossover. Crossover has been called "outdated," "no longer a valid term" and "a misnomer" by the industry. But radio stations, retailers and one-stops, record companies, and artists themselves have all contributed to and been a part of the crossover concept of music and the music business.

We deal first with radio stations, then following in respective weeks: retailers, record companies and artists. **CB** will get much insight from many sources and the combination of research from these four "action" points of product should show a correlation or non-correlation of whether crossover is as valid a subject as **Cash Box** feels it is.

Obvious Influence

The most obvious two segments of music culture that have crossed are black and country. Contemporary music stations have felt the influence of both. Country stations have melted from the strict hard-country formats to allow a more progressive country sound for the most part. Black stations may play "Love Will Keep Us Together" to supplement their too typically ethnic sounding formats. It seems crossover is an advantage that stations have as an "ace in the hole" for garnering a new audience, new listeners, being careful not to go too far resulting in turning what listeners they have off.

WAKY, Louisville has long been the contemporary music leader in that city. John Randolph, pd, told **CB**, "We're probably later on pop records than anyone else in the country. We have kind of an unwritten deal with other Louisville stations... we don't go on anything right out of the box... we have a great rapport with the black and country outlets here, and when a record reaches a top position on their charts, we certainly don't ignore it. That doesn't mean we necessarily go on it... but a lot of times all the pieces begin to fall into place for us to go on a certain record. We play country crossover stuff in the daytime, black crossover at night and as they increase in popularity with our audience, we increase their rotation."

Market Influence

WPGC, Washington, D.C.'s "contemporary" was the first major on the Brothers Johnson. WPGC's Jim Collins said, "There were 70,000 LPs sold in Washington alone in six weeks on that LP." Although the station is not programmed black, this black oriented group was added, perhaps as a result of the mostly black Washington market. "We're under ratings pressure here, not

necessarily promotional pressure. It's knowing which black music is going to be black and what will possibly be accepted by the white audience. The Commodores are another example. They'll go both ways usually and can be programmed effectively on a contemporary station."

Heavy Crossover

Detroit's WDRQ is another station in another market that deals heavily with crossover. Station pd Ted Ferguson told **CB**, "You want an example of crossover... how about 'I Destroyed Your Love' by Special Delivery... it was recorded stone black... it's now crossed white. I went on '50 Ways' by Paul Simon and took it 'home' black." WDRQ plays about 65% black music, so the influence of black and white product must be measured carefully to get the most listeners for the station.

"A stone white or stone black record doesn't make it any more. You've got to have crossover in Detroit," noted Ferguson. "I heard '50 Ways' in San Diego at Christmas... I knew it would cross black. Then take a song like E.W.&F's 'Reasons'... it started black, went stone black, but finished white on requests and sales in our market. We're usually on black records earlier but no matter whether it's black or white, people have been brought up to appreciate superior product in music here. That's where it's at. People don't have to settle for bad product anymore."

WDRQ competes with, among other notable stations in the city, CKLW and WXYZ. Crossover means something at WDRQ and to Ted Ferguson.

Country-Progressive Country

What about country outlets experiencing groups like Marshall Tucker Band, Charlie Daniels Band, the Flying Burrito Brothers and others on their playlists? Ted Cramer programs WWOK-WIGL-FM, Miami, which respectively utilize country-progressive country formats. "We're playing Jimmy Buffett, Willie Nelson, Charlie Daniels, Tompall Glaser and some of these artists are aiming toward progressive country strictly. We had trouble finding product when WIGL first went on the air about a year ago," Cramer said. He went on to explain that product for that particular format abounds now, especially from LP play.

But crossover? "There's really no such term anymore," Cramer told **CB**. "We're concerned with programming WIGL by the human ear, by listening and evaluating product separately. A record may go

continued on pg. 39

New FM Action LPs

New FM Action LPs is compiled exclusively from radio activity and is not based on sales. The LPs listed below are new releases currently receiving the most airplay and are compiled from music and program directors at key FM stations around the country. This chart reflects new additions, request reaction and predictions of hit potential.

- 1 Speed Of Sound — Wings — Capitol
- 2 You Can't Argue With A Sick Mind — Joe Walsh — ABC
- 3 Takin' It To The Streets — Doobie Brothers — WB
- 4 Amigos — Santana — Columbia
- 5 Presence — Led Zeppelin — Swan Song
- 6 Lady In Waiting — Outlaws — Arista
- 7 Marriott — Steve Marriott — A&M
- 8 Wetter The Better — Wet Willie — Capricorn
- 9 Cry Tough — Nils Lofgren — A&M
- 10 Life And Times — Billy Cobham — Atlantic
- 11 Jailbreak — Thin Lizzy — Mercury
- 12 Black Market — Weather Report — Columbia
- 13 Counterpoint — Argent — UA
- 14 Romantic Warrior — Return To Forever — Columbia
- 15 A Trick Of The Tail — Genesis — Atco
- 16 I Want You — Marvin Gaye — Tamla
- 17 Morning Sky — Fool's Gold — Arista
- 18 Any Road Up — Steve Gibbons Band — MCA
- 19 Pistol Packin' Mama — The Good Old Boys — Round
- 20 Lenny LeBlanc — Big Tree
- 21 Starbright — Pat Martino — WB
- 22 Volume II — Earl Scruggs Revue — Columbia
- 23 2112 — Rush — Mercury
- 24 Art Of Tea — Michael Franks — WB
- 25 Robin Trower Live — Chrysalis



ALL SHE COULD CARRY — WPLJ and Columbia Records recently sponsored an interesting promotion — journey through a record store. WPLJ's Jim Kerr drew the winner from many entries at the brand new King Karol store in New York City. The winner had two minutes to walk off with all the albums she could carry. She journeyed off with 85 albums. Pictured above with the winner and an armload of records are (l. to r.) Ed Hynes, northeast promotion, CBS Records; Morris Weissman of King Karol; the lucky winner, Marie Masciello; WPLJ's morning man, Jim Kerr; John Kotecki, New York sales manager; Danny Yarbrough, New York field sales manager and Matty Matthews, New York promotion, CBS Records.

station breaks

Sheldon Grafman appointed to national director of operations for **Century Broadcasting** properties; **KSHE**, St. Louis, **WABX**, Detroit, and **KWST**, Los Angeles. **Robert Burch** named national program director for same stations.

Lathrop Chicago Boys Club honored **WGN**, Chicago as "Corporation of the Year" at a luncheon April 2.

Philip J. Giordano named controller at **WLS**, Chicago and sister FM station, **WDAI**.

Earth News, for week of April 5-11 features **Kris Kristofferson** talking about his role in "A Star Is Born," a west coast pet cemetery's services, and **Merle Haggard's** comments on "Oakie From Muskogee."

Steve Bossin named local sales manager of **WIXY**, Cleveland.

Sonny Melendrez, KMPC, Los Angeles set to do voice of **Keenan Wynn's** parrot in upcoming 20th Century TV movie, "Jeremiah of Jacob's Neck."

WHO, Des Moines, recently dropped

much of country format, and will concentrate again on feature talk shows, with morning and afternoon "adult contemporary" music featured on the station.

KBRT-AM, Los Angeles now programming **MOR**. Station is owned by **Bonneville International Corporation**.

Michael Kakoyiannis named general sales manager at **WNEW-FM**, New York, **Metromedia** outlet there. Appointment effective today (5).

Stuart Levy appointed general sales manager of **KLAC**, Los Angeles.

j.b. carmicle

An LA Radio First

LOS ANGELES — For the first time in Los Angeles radio history, an FM station is number one in the ratings.

In Arbitron winter survey on TSA, **KBIG's** estimated average quarter-hour audience of total persons 12+, Monday through Sunday 6 a.m.-12 midnight was 83,600. The FM station got a 6.5 share of all radio listening in the metro area.

LARRY UTTAL HAS NATURAL GAS.

Most Added LPs

- 1. You Can't Argue With A Sick Mind - Joe Walsh - ABC
2. Speed Of Sound - Wings - Capitol
3. Takin' It To The Streets - Doobie Brothers - WB

Most Predicted Hits

- 1. Jailbreak (entire LP)/The Boys Are Back In Town/Romeo And The Lonely Girl - Thin Lizzy - Mercury
2. Everybody's Stoned/Baby Fat/Everything That You Do - Wet Willie - Capricorn
3. (Entire LP) - Pousette Dart Band - Capitol
4. It Keeps You Running/Wheels Of Fortune/Takin' It To The Streets (single cut) - Doobie Brothers - WB

Most Requested Cuts

- 1. Do You Feel/Baby I Love Your Ways/Show Me The Way - Peter Frampton - A&M
2. Takin' It To The Streets (entire LP)/Eighth Avenue Shuffle - Doobie Brothers - WB
3. Lowdown/Lido Shuffle/We're All Alone - Boz Scaggs - Columbia
4. Fooled Around - Elvin Bishop - Capricorn
5. Time To Hide/Silly Love Songs/Let 'Em In - Wings - Capitol

KISW-FM -- SEATTLE

Lee Michaels

- A Trick Of The Tail - Genesis - Atco
• Morning Sky - Foo's Gold - Arista
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Earl Slick Band - Capito
• Speed Of Sound - Wings - Capitol
• Takin' It To The Streets - Doobie Bros - WB
• Do You Feel - Peter Frampton - A&M
• Let 'Em In - Wings - Capitol
† - (None)

KSAN-FM -- SAN FRANCISCO

Cristie Joy Marcus

- Speed Of Sound - Wings - Capitol
• Moon Shadows - Alphonso Johnson - Epic
• Romantic Warrior - Return To Forever - Columbia
• Volume II - Ear Scroggs Revue - Columbia
• Reflections Of A Golden Dream - Lonnie Liston Smith - Flying Dutchman
• Never Gonna Let You Go - Vicki Sue Robinson - RCA
• Counterpoint - Argent - UA
• Richard Cocciante - 20th Century
• Breezin' - George Benson - WB
• Starbright - Pat Martino - WB
• Magica Shepherd - Miroslav Vitous - WB
• One For The Road - Ronnie Lane's Slim Chance - IMP!
† - (None)
† - (None)

KLOS-FM -- LOS ANGELES

Ruth Pinedo

- You Can't Argue With A Sick Mind - Joe Walsh - ABC
† - (None)
† I Want You (entire LP) - Marvin Gaye - Tamia
† You Can't Argue With A Sick Mind (entire LP) - Joe Walsh - ABC

KMET-FM -- LOS ANGELES

Bob Coburn

- Presence - Led Zeppelin - Swan Song
• Dreamboat Annie - Heart - Mushroom
• Lowdown - Boz Scaggs - Columbia
• Do You Feel - Peter Frampton - A&M
† Tubular Bells - Champs Boys Orchestra - Janus

KWST-FM -- LOS ANGELES

David Perry

- Presence - Led Zeppelin - Swan Song
• Lenny LeBlanc - Big Tree
• Lady In Waiting - Outlaws - Arista
• Cry Tough - Niis Lofgren - A&M
• Amigos - Santana - Columbia
• Morning Sky - Foo's Gold - Arista
• Status Quo - Capito
• Takin' It To The Streets - Doobie Brothers - WB
• Marriott - Steve Marriott - A&M
• Nanette Workman - Big Tree
• Speed Of Sound - Wings - Capitol
• Takin' It To The Streets (entire LP) - Doobie Brothers - WB
• Speed Of Sound (entire LP) - Wings - Capitol
† It's Not A Crime - Niis Lofgren - A&M

KNAC-FM -- LONG BEACH

Bobby Blue

- You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Speed Of Sound - Wings - Capitol
• Amigos - Santana - Columbia
• Marriott - Steve Marriott - A&M
• Takin' It To The Streets - Doobie Brothers - WB
• Lady In Waiting - Outlaws - Arista
• Wetter The Better - Wet Willie - Capricorn
• 2112 - Rush - Mercury
• Any Road Up - Steve Gibbons Band - MCA
• Jailbreak - Thin Lizzy - Mercury
• Too Rolling Stone - Robin Trower - Chrysaix
• Do You Feel - Peter Frampton - A&M
† Jailbreak (entire LP) - Thin Lizzy - Mercury

• ALBUMS ADDED

KGB-FM -- SAN DIEGO

Art Schroeder

- Takin' It To The Streets - Doobie Brothers - WB
• Speed Of Sound - Wings - Capitol
• Presence - Led Zeppelin - Swan Song
• Lee Oskar - UA
• Any Road Up - Steve Gibbons Band - MCA
• Open Your Eyes You Can Fly - Flora Purim - Milestone
• Kingfish - Round
• Cry Tough - Niis Lofgren - A&M
• Amigos - Santana - Columbia
• Destroyer - Kiss - Casablanca
• Smile - Laura Nyro - Columbia
• Trouble - Sailor - Epic
• Life And Times - Billy Cobham - Atlantic
• Robin Trower Live - Chrysaix
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• TVC15 - David Bowie - RCA
• Show Me The Way - Peter Frampton - A&M
• Shout It Out Loud - Kiss - Casablanca
• Fooled Around - Elvin Bishop - Capricorn
† - (None)

KSML-FM -- LAKE TAHOE/RENO

Barry Everitt

- Amigos - Santana - Columbia
• Black Market - Weather Report - Columbia
• Marriott - Steve Marriott - A&M
• Memphis Jeanyour - Stefan Grossman - Kicking Mule
• Vo's 2 & 3 - Chieftans - Island
• Breezin' - George Benson - WB
• The Return Of The Five Thousand Pound Man - Rahaan Ro and Kirk - WB
• Life And Times - Billy Cobham - Atlantic
• Treemish - Scott Joplin - Polydor/DG-Gramophone
• Whiskey Before Breakfast - Norman Blake - Rounder
• Lowdown - Boz Scaggs - Columbia
• Everybody's Stoned - Wet Willie - Capricorn
† Marriott (entire LP) - Steve Marriott - A&M

KDKB-FM -- PHOENIX

Linda Thompson

- Presence - Led Zeppelin - Swan Song
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• When Scopes Collide - Kaleidoscope - Pacific Arts Corp
• Happy In Hollywood - David Batteau - A&M
• Pisto! Packin' Mama - The Good Old Boys - Round
• Cry Tough - Niis Lofgren - A&M
• Takin' It To The Streets - Doobie Brothers - WB
• Lady In Waiting - Outlaws - Arista
• Speed Of Sound - Wings - Capitol
• Counterpoint - Argent - UA
• Spanish Train - Chris DeBurgh - A&M
• Lowdown - Boz Scaggs - Columbia
† Stick Around For Rock And Roll - Outlaws - Arista
† Zero To Sixty In Five - Pablo Cruise - A&M

KIMN-FM -- DENVER

Scott Kenyon

- Eargasm - Johnnie Taylor - Columbia
• Smile - Laura Nyro - Columbia
• Takin' It To The Streets - Doobie Bros - WB
• Speed Of Sound - Wings - Capitol
• Lady In Waiting - Outlaws - Arista
• Wetter The Better - Wet Willie - Capricorn
• Dreamboat Annie (entire LP) - Heart - Mushroom
• Prisoner - Outlaws - Arista
† - (None)

KPFT-FM -- HOUSTON

Larry Foster

- A Trick Of The Tail - Genesis - Atco
• Takin' It To The Streets - Doobie Brothers - WB
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Ethos - Capito
• I Want You - Marvin Gaye - Tamia
• Back Market - Weather Report - Columbia

• MOST REQUESTED LP CUT(S)

- Bicentennial: Gathering Of The Tribes - Buddy Miles - Columbia
• Lotus - Santana - CBS/Sony IMP!
• Amigos - Santana - Columbia
• Any Road Up - Steve Gibbons Band - MCA
• Shamaia - Gong - Virgin IMP!
• Attic And Thoughts - Bo Hansson - Charisma IMP!
• Le Orme Smogmagica - Philips - IMP!
• Mailard - Virgin IMP!
• Heien Of Troy - John Cale - Island IMP!
• Light Of The Night - Randa Bramblett - Polydor
• Life And Times - Billy Cobham - Atlantic
• Voyage Of The Acoyte - Steve Hackett - Chrysaix
• Man In Cognito - Alphonso Mouson - Blue Note
• Back Market (entire LP) - Weather Report - Columbia
• Everybody's Stoned - Wet Willie - Capricorn
† Everybody's Stoned - Wet Willie - Capricorn

KZEW-FM -- DALLAS

Mark Christopher

- Amigos - Santana - Columbia
• Speed Of Sound - Wings - Capitol
• Cry Tough - Niis Lofgren - A&M
• Radio Radrals - Greezy Wheelis - London
• I Want You - Marvin Gaye - Tamia
• Do You Feel - Peter Frampton - A&M
• Fooled Around - Elvin Bishop - Capricorn
† Stick Around For Rock And Roll - Outlaws - Arista
† Everything That You Do - Wet Willie - Capricorn

KYYS-FM -- KANSAS CITY

Max Floyd

- Jailbreak - Thin Lizzy - Mercury
• Amigos - Santana - Columbia
• Lady In Waiting - Outlaws - Arista
• Speed Of Sound - Wings - Capitol
• Takin' It To The Streets - Doobie Brothers - WB
• Presence - Led Zeppelin - Swan Song
• Fooled Around - Elvin Bishop - Capricorn
• Do You Feel - Peter Frampton - A&M
† Jailbreak (entire LP) - Thin Lizzy - Mercury
† Wetter The Better (entire LP) - Wet Willie - Capricorn
† Beware My Love - Wings - Capitol

KSHE-FM -- ST. LOUIS

Mark Cooper

- Marriott - Steve Marriott - A&M
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Lenny LeBlanc - Big Tree
• Rat City In Blue - Good Rats - Rat City
• Heaven And Hell (entire LP) - Vangelis - RCA
• Kingfish (entire LP) - Round
• At The Sound Of The Bell (entire LP) - Pavlov's Dog - Columbia
• 2112 (entire LP) - Rush - Mercury
† The Boys Are Back In Town - Thin Lizzy - Mercury
† Amigos (entire LP) - Santana - Columbia

WXRT-FM -- CHICAGO

John Platt

- Amigos - Santana - Columbia
• Lady In Waiting - Outlaws - Arista
• Reflections Of A Golden Dream - Lonnie Liston Smith - Flying Dutchman
• Counterpoint - Argent - UA
• Back Market - Weather Report - Columbia
• Cry Tough - Niis Lofgren - A&M
• Marriott - Steve Marriott - A&M
• Speed Of Sound - Wings - Capitol
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Pisto! Packin' Mama - The Good Old Boys - Round
• Whiskey Before Breakfast - Norman Blake - Rounder
• Benzaiten - Osamu Kitajima - Antilles
• Ted Nugent (entire LP) - Epic
• Time Honoured Ghosts (entire LP) - Barclay James Harvest - Polydor
† Jailbreak (entire LP) - Thin Lizzy - Mercury
† A Trick Of The Tail (entire LP) - Genesis - Atco

WABX-FM -- DETROIT

Ken Calvert

- Nanette Workman - Big Tree
• Lenny LeBlanc - Big Tree
• Hit The Road - Stampeders - Private Stock
• Rock Your Socks Off - Bobby Whitlock - Capricorn
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Presence - Led Zeppelin - Swan Song
• Do You Feel - Peter Frampton - A&M
• Too Rolling Stone - Robin Trower - Chrysaix
• The Boys Are Back In Town - Thin Lizzy - Mercury
† The Boys Are Back In Town - Thin Lizzy - Mercury

WMMS-FM -- CLEVELAND

Charlie Kendall

- Romantic Warrior - Return To Forever - Columbia
• Presence - Led Zeppelin - Swan Song
• Rat City In Blue - Good Rats - Rat City
• Black Market - Weather Report - Columbia
• A Trick Of The Tail/Squonk - Genesis - Atco
• Baby I Love/Do You Feel - Peter Frampton - A&M
† Ships In The Night - BeBop Deluxe - Harvest
† It's Over - Boz Scaggs - Columbia
† It Keeps You Running - Doobie Brothers - WB
† Romeo And The Lonely Girl - Thin Lizzy - Mercury

WKLS-FM -- ATLANTA

Steve Mitchell

- Speed Of Sound - Wings - Capitol
• Recycled - Nektar - Passport
• Takin' It To The Streets - Doobie Brothers - WB
• Amigos - Santana - Columbia
• Lady In Waiting - Outlaws - Arista
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• You Can Sing On The Left - Dirk Hamilton - ABC
• Art Of Tea - Michael Franks - WB
• Jailbreak - Thin Lizzy - Mercury
• Cry Tough - Niis Lofgren - A&M
• Do You Feel - Peter Frampton - A&M
† Grow A Rose - Dirk Hamilton - ABC

† P.D./M.D. PREDICTED HITS

WINZ-FM -- MIAMI

Dave Sousa

- You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Presence - Led Zeppelin - Swan Song
• Lady In Waiting - Outlaws - Arista
• Wetter The Better - Wet Willie - Capricorn
• You Can Sing On The Left - Dirk Hamilton - ABC
• Art Of Tea - Michael Franks - WB
• Breakaway - Gallagher & Lyrie - A&M
• Amigos - Santana - Columbia
• Eighth Avenue Shuffle - Doobie Brothers - WB
• Time To Hide - Wings - Capitol
† - (None)

WHFS-FM -- WASHINGTON, D.C.

Dave Einstein

- Takin' It To The Streets - Doobie Brothers - WB
• Beyond - Ayers Rock - A&M
• Man In Cognito - Alphonso Mouson - Blue Note
• I Want You - Marvin Gaye - Tamia
• Starbright - Pat Martino - WB
• Sun Sessions - Elvis Presley - RCA
• Vol II - Ear Scroggs Revue - Columbia
• Open A Night - Nighthawks - Adephi
• Dance Sister Dance - Santana - Columbia
† Dance Sister Dance - Santana - Columbia

WMMR-FM -- PHILADELPHIA

Paul Fuhr

- Amigos - Santana - Columbia
• Speed Of Sound - Wings - Capitol
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Romantic Warrior - Return To Forever - Columbia
• Sun Sessions - Elvis Presley - RCA
• Counterpoint - Argent - UA
• Recycled - Nektar - Passport
• That Was Only Yesterday - Gary Wright & Spooky Tooth - A&M
• Marriott - Steve Marriott - A&M
• Lido Shuffle/We're All Alone - Boz Scaggs - Columbia
• Share A Little/Cry Tough - Niis Lofgren - A&M
• Lady In Waiting (entire LP) - Outlaws - Arista
• Gitano/Europa - Santana - Columbia
• Daydream/Lady Love - Robin Trower - Chrysaix
† Presence (entire LP) - Led Zeppelin - Swan Song

WYSP-FM -- PHILADELPHIA

Sonny Fox

- Presence - Led Zeppelin - Swan Song
• Heat For The Feet - Lee Garrett - Chrysaix
• Voyage Of The Acoyte - Steve Hackett - Chrysaix
• Life And Times - Billy Cobham - Atlantic
• Look Out For Number One - Brothers Johnson - A&M
• Wetter The Better - Wet Willie - Capricorn
• Get The Funk Out Of My Face - Brothers Johnson - A&M
• Baby Fat - Wet Willie - Capricorn
† Achilles Last Stand - Led Zeppelin - Swan Song
† Wino Junkie - Wings - Capitol

WYDD-FM -- PITTSBURGH

Steve Downs

- The Leprechaun - Chick Corea - Polydor
• Reach For The Sky - Sutherland Brother & Ouiver - Columbia
• Marriott - Steve Marriott - A&M
• Morning Sky - Foo's Gold - Arista
• Night Life - Luther Allison - Gordy
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Takin' It To The Streets (entire LP) - Doobie Brothers - WB
• Elvin Bishop (entire LP) - Capricorn
• Popsicle Toes - Michael Franks - WB
• A Trick Of The Tail (entire LP) - Genesis - Atco
† Pousette Dart Band (entire LP) - Capitol
† Baby Fat - Wet Willie - Capricorn

WNEF-FM -- NEW YORK

Dennis Elsas

- Speed Of Sound - Wings - Capitol
• Marriott - Steve Marriott - A&M
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• Shiner - Tremeloes - DJM
• Home Is Where The Heart Is - David Cassidy - RCA
• Presence - Led Zeppelin - Swan Song
• The Promise - Michael Pinder - London
† - (None)
† - (None)

WBAB-FM -- LONG ISLAND

Bernie Bernard

- Pousette Dart Band - Capitol
• You Can't Argue With A Sick Mind - Joe Walsh - ABC
• City Boy - Vertigo (IMP)
• Our Pleasure To Serve You - Stanky Brown Group - Sire
• Rebel - John Miles - London
• Watercourse Way - Shadowfax - Passport
• Hit The Road - Stampeders - Private Stock
• Status Quo - Capito
• Nine - Tim Hardin - Antilles
• Life And Times - Billy Cobham - Atlantic
• Shiner - Tremeloes - DJM
• Reason To Kill - Good Rats - Rat City
• Takin' It To The Streets (entire LP) - Doobie Brothers - WB
† Wheel's Of Fortune - Doobie Brothers - WB
† Nobody's Fool - Slide - WB

WLIR-FM -- LONG ISLAND

Gil Colquitt

- Presence - Led Zeppelin - Swan Song
• Nine - Tim Hardin - Antilles
• Beyond - Ayers Rock - A&M

continued on pg 39

the cashbox pop radio analysis

most added records	this week	to date	station adds this week
1. Welcome Back - John Sebastian - Reprise	24%	59%	WDRQ, 13Q, 99X, WKLO, KIOA, WMAK, WNCI, WGCL, KNOE, Y-100, KSTP, WAPE, WPRO, WNOE, WPEZ, WMPS, KING
2. Silly Little Love Songs - Wings - Capitol	24%	33%	KIIS, WLAV, WBBQ, WSGA, WCAO, WBBF, WROV, WERC, WSGN, WGH, KAFY, WPRO, WHHY, KNOE, KISN, KRBE
3. Happy Days - Pratt & McClain - Reprise	20%	27%	CKLW, KIIS, WFIL, 99X, WCOL, WORC, WDRC, WLAV, WCAO, WBBF, WSGN, KRSP, WHBQ, WHHY, KISN, U-100
4. Love Really Hurts Without You - Billy Ocean - Ariola	17%	27%	CKLW, KYA, WCAO, WSGN, WLAC, WGH, KSTP, KRSP, WHBQ, WIFI, KTLK, U-100, KJOY
5. Love In The Shadows - Neil Sedaka - Rocket	13%	13%	KYA, KIIS, WIXY, KILT, WKLO, WBBQ, WLAC, WGCL, KRBE, KTLK
6. Boogie Fever - The Sylvers - Capitol	11%	84%	WABC, WHB, WDGY, 13Q, WPRO, KNUS, KTLK, WPIX
7. Misty Blue - Dorothy Moore - Malaco	11%	17%	WPIX, WTIK, KILT, Z-93, WCAO, WKLO, WERC, WLAC
8. Tryin' To Get The Feelin' - Barry Manilow - Arista	10%	61%	WRKO, KJR, WIXY, KSLQ, KILT, WTIK, WBBF
9. Shout It Out Loud - Kiss - Casablanca	10%	24%	WRKO, WPGC, Z-93, KSTP, WIRL, WSGA, KEEL
10. Love Hangover - Diana Ross - Motown	10%	18%	WIXY, WPGC, WPRO, KRSP, WING, WSGN, WCAO
11. Strange Magic - ELO - United Artists	8%	49%	KHJ, KIMN, WIFI, WMPS, KISN, WDRC
12. More, More, More - Andrea True - Buddah	8%	29%	WIXY, WPIX, WGH, WLEE, WKLO, WAKY
13. Medley - Glen Campbell - Capitol	8%	20%	WTIX, KJOY, WGH, WLEE, WING, WLAV
14. Hurt - Elvis Presley - RCA	8%	16%	KILT, WAKY, KEEL, WBBQ, WMAK, WBLI
15. There's A Kind Of Hush - Carpenters - A&M	7%	97%	WABC, WHB, WDGY, KNUS, KRBE
16. Shannon - Henry Gross - Lifesong	7%	56%	WQXI, WPGC, KLEO, WNCI, WIRL
17. Rhiannon - Fleetwood Mac - Reprise	7%	41%	WLS, KIOA, WIRL, WDFH, KRBE
18. Fooled Around And Fell - Elvin Bishop - Capricorn	6%	94%	WSAI, WGCL, KLEO, KNUS
19. Show Me The Way - Peter Frampton - A&M	6%	86%	WABC, WLS, KSLQ, U-100
20. Fallen Angel - Frankie Valli - Private Stock	6%	10%	KIMN, KEEL, KTLK, KISN
21. When Love Has Gone Away - Richard Coccianta - 20th Cent.	6%	9%	KJR, WORC, WDFH, WNCI

radio active singles

1. Boogie Fever - The Sylvers - Capitol WLS 12-3, KHJ 15-4, KFRC 12-5, WRKO 20-13, WQXI 12-5, KJR 23-13, KSLQ 15-10, WPGC 19-13, WSAI 24-9, WIFI 21-15, WDRQ 15-10, WIBG 25-16, WHHY 11-1, KRSP 28-13, KAFY 26-16, KISN 39-17, KING 18-11, KRBE 19-11, WHBQ 10-5, WIRL 31-21, WLAC 13-6, WERC 8-3, WCAO 26-20, WMAK 12-3, WSGA 21-14, KLEO 18-7, WDRC 17-10, WROV 36-20
2. Welcome Back - John Sebastian - Reprise KHJ Ex-18, KFRC 26-19, WRKO 14-5, WFIL 24-10, WIXY 39-27, KYA 30-18, WPGC 28-16, WQXI 30-19, WCOL 34-14, WIBG 17-6, WCAO Ex-26, WHBQ 26-18, WIFI 17-8, U-100 Ex-25, KJOY 29-5, WBBF 27-9, WSGA 28-22, WERC Ex-4, WORC Ex-15, WBBQ 28-17, WSGN Ex-18, WING 31-25, KAFY 23-12, WLAC Ex-24
3. Fooled Around And Fell In Love - Elvin Bishop - Capricorn WRKO 13-6, WIXY 26-19, WXOK 22-14, WKLO 30-25, WXAK 16-8, WCAO 23-18, WERC 17-8, WSGN 15-5, WAPE 20-10, WPRO 17-12, WHBQ 27-11, WLAV 23-14, KRBE 23-16, KTLK Ex-35, KING 15-5, WROV 22-11, U-100 Ex-24, KNDE 9-2
4. Disco Lady - Johnnie Taylor - Columbia WLS 10-6, KJR 11-6, WTIK 9-3, WHB 5-1, WDGY 5-1, 13Q 20-9, WPIX 15-6, KING 20-12, WBLI 6-1, WOKY 21-11, WPRO 8-1, KRSP 18-8, WGH 13-1, WIRL 15-9, WMAK 23-16, WBBF 24-14, KLEO 6-2
5. Let Your Love Flow - Bellamy Brothers - WB/Curb WLS 26-18, WABC Ex-12, KHJ 16-9, WIXY 20-15, KSLQ 26-20, KXOK 17-10, KYA 19-12, WDGY 8-2, WIFI 14-9, KRIZ 15-5, WPRO 9-4, KSTP 29-15, WLEE 8-3, WBBF 14-3, WLAV 12-4, KIOA 25-17
6. Show Me The Way - Peter Frampton - A&M WFIL 19-13, KJR 13-8, WSAI 16-6, WIXY 14-9, KXOK 24-18, WDRQ 22-17, WAYS 21-15, KNUS 21-12, KLEO 23-16, WERC 12-6, WSGN 19-13, WGH 20-13, KRBE 14-9, KING 13-4, WPIX 26-20, KISN 18-10
7. Right Back Where We Started From - Maxine Nightingale - UA WABC 14-7, WLS 18-9, U-100 12-5, WMAK 19-10, KNUS 17-10, KRBE 13-8, KNDE 20-13, WLAV 14-7, WDRC 19-12, WORC 5-1

looking ahead to the top 100

101 STRANGERS IN THE NIGHT (Champion/Screen Gems-Cole - BMI) Bette Midler (Atlantic 3319)	111 IT SHOULD HAVE BEEN ME (Stone Agate - BMI) Yvonne Fair (Motown M1384F)
102 MOONLIGHT FEELS RIGHT (Brother Bird - ASCAP) Starbuck (Private Stock 039)	112 HUSTLE ON UP (DO THE BUMP) (Dandelion - BMI) Hidden Strength (UA XW 733Y)
103 HOPE WE GET TO LOVE IN TIME (Groovesville - BMI) Marilyn McCool/Billy Davis (ABC 12170)	113 TODAY I STARTED LOVING YOU AGAIN (Blue Book - BMI) Bobby Bland (ABC 12156)
104 BROKEN LADY (First Generation - BMI) Larry Gatlin (Monument 8-8680)	114 NORMA JEAN WANTS TO BE A MOVIE STAR (Natural - ASCAP) Sundown Company (Polydor PD 14312)
105 (EVERYBODY'S GOIN') HOLLYWOOD (Chappel & Co - ASCAP) Marc Allen Trujillo (Private Stock PS 45 072)	115 CARA MIA (Leo Feist - ASCAP) Paul Delicato (Artists of America 111)
106 HOLDING ON (Landers-Roberts - ASCAP) The Road Apples (Polydor PD 14307)	116 MOONLIGHT SERENADE (Robbins - ASCAP) Bobby Vinton (ABC 12178)
107 I'M SO LONESOME I COULD CRY (Rose - BMI) Terry Bradshaw (Mercury 73760)	117 PEACE MAKER (Gnosso/Portofino/ASCAP - BMI) Unichappel/Munon/Saimon - BMI Loggins & Messina (Columbia 3-10311)
108 LOVE AND UNDERSTANDING (Delightful/Gang - BMI) Kool and the Gang (DeLite DEP 1579)	118 AMERICA THE BEAUTIFUL (Public Domain) Ray Charles (Crossover)
109 JASPER (Famous/Antique/Leeds Music - ASCAP) Jim Stafford (Polydor 14309)	119 HOW CAN I BE A WITNESS (East Memphis - BMI) R B Hudman (Atlantic 3318)
110 FOREVER AND EVER (Famous - ASCAP) Siik (Arista AS 0179)	120 THE LOVE I NEVER HAD (ABC/Dunhill/One of a Kind - BMI) Tavarez (Capitol 4221)

Country Artist Of The Week Tammy Wynette



"The First Lady" — Tammy Wynette was born in Itawamba County, Mississippi. Daughter of a talented musical family, Tammy has succeeded in capturing the hearts and ears of the record buying public to the extent that she became the first female singer with a solely country repertoire to have an album certified gold.

Tammy's first trip to Music City was as a song plugger rather than as a singer. She had come to Epic Records to try to interest them in some material a friend had written for one of Epic's top artists. It is not known what became of the songs or the friend, but for Tammy, it was the beginning of an entire new life. Within a few weeks she had her first single out, "Apartment #9" and country music fans, as well as pop fans, were proclaiming her a new star. She rose to the top of the charts and polls so quickly that there was no time for her to be proclaimed as best new female vocalist or best upcoming this or that... she was instantly at the top of everyone's list and a favorite on country, pop, and top 40 stations.

Following her initial hit single, she has been at the top of the charts constantly with singles and albums. Her outstanding singles include "I Still Believe In Fairytails," "Your Good Girl's Gonna Go Bad," "I Don't Wanna Play House," "I'll See Through Him," "He Loves Me All The Way," "Run, Woman, Run," "The Wonders You Perform," "Good Lovin',"

"Bedtime Story," "D-I-V-O-R-C-E," "It's All Over," "Take Me To Your World," "Singing My Song," "My Elusive Dreams," "The Ways To Love A Man," "Reach Out Your Hand," "Kids Say The Darndest Things," "Till I Get It Right," "My Man (Understands)," "Take Me," "Send Me No Roses," "Another Lonely Song," "Woman To Woman," and "Stand By Your Man," have proven to be outstanding singles.

Tammy's appearances include "The Midnight Special," hosting "In Concert," "Tony Orlando And Dawn," "Dinah Shore Show," "Merv Griffin," "Hollywood Squares," "Kraft Music Hall," "Hee Haw," "Joey Bishop," "Johnny Cash Show," "Music Country USA," "Dean Martin Show," "Country Music Hit Parade," "CMA Awards Show," "Mike Douglas," "Wembley Pool Festival (England)," and "Pop Goes The Country."

Additionally, Tammy has become one of the most popular country entertainers in every phase of the media. Virtually every major periodical and publication in America has featured her life. She is one of the most honored performers in the country music field, repeatedly receiving just about every award from the industry.

Tammy's current Epic hit single and album are titled "Till I Can Make It On My Own." All production is directed by CBS vice-president Billy Sherrill, with booking by Shorty Lavender Talent, Inc.

WHN's Arnold To Keynote ESCM Confab

MONTICELLO, N.Y. — WHN radio personality Lee Arnold will present the keynote address at this year's Eastern States Country Music's confab, to be held April 8-11 at Kushers Country Club, Monticello, New York. Arnold is a former member of the CMA board of directors and last year's recipient of the ESCMI dj award.

Registration fee for the convention is \$10 for membership and \$15 for non-members and may be mailed to Kutshers Country Club, Monticello, New York.

Autry Honored In Great Britain

NASHVILLE — One highlight of the Eighth Annual Festival of Country Music at Empire Pool, Wembley, London, England will be the Country Music Association of Great Britain honoring Gene Autry with the title "Father of Country Music," on April 18.

Autry will be in England to personally accept the title, and at the time he will introduce his protege, Kathy Barnes, formerly an MGM recording artist who was the first artist signed to Autry's recently reactivated Republic Records.

Int'l. Country Music Festival Set

LONDON — The eighth International Festival of Country Music is scheduled to take place April 17, 18, 19 at Empire Pool, Wembley. According to the Mervyn Conn Organization the event will be videotaped and televised on May 26, June 2 and June 9. BBC radio will tape programs to be transmitted after the event for twelve weeks for their country club series.

The festival features country acts from the United States, Sweden, the United Kingdom, and Eire; and, an added feature is the "Mini Festival," approximately forty up-and-coming British acts competing for recording contracts and cash prizes. Gene Autry will be on hand for the awards presentation. Also, for the first time, this year's festival will include a country/rock segment.

Conn will fly some of the artists appearing at the festival to Gottenburg,

Sweden to perform at the Scandinavium on April 19 where an audience of 16,000 is expected.

Artists scheduled to appear are: Jack Greene and Jeannie Seely, Connie Smith, Don Williams, Wanda Jackson, Vernon Oxford, Tammy Wynette, Skeeter Davis, Lloyd Green, Dolly Parton, Kathy Barnes, Red Sovine, Jeannie Pruett, Marty Robbins, Carl Perkins, Jeannie Denver, Frank Jennings & Syndicate, Philomena Begley, Ray Lynham & The Hillbillies, Leapy Lee, Tex Withers, Jim & Jesse & The Virginia Boys, Pete Sayers & The Grand Ole Opry Road Show, Jimmy Payne, Johnnie Gimbe, Dodie West, Kenny Johnson's North Wind, Country Gazette, John Hartford, The Ozark Mountain Daredevils, Buffy St. Marie, The Dillards, Brewer & Shipley, Country Express, and Rick Nelson & The Stone Canyon Band.

'Bloodline' Is New Campbell LP

LOS ANGELES — Capitol Records has planned an April 1 release date for Glen Campbell's latest LP, "Bloodline," which features his single, "Don't Pull Your Love/Then You Can Tell Me Goodbye."

The album was produced by Dennis Lambert and Brian Potter, also responsible for "Rhinstone Cowboy," with ar-

rangements by Tom Sellers.

Titles in addition to the single include "Baby Don't Be Givin' Me Up," "See You On Sunday," "Christian No.," "Bloodline," "Everytime I Sing A Love Song," "Lay Me Down," "The Bottom Line," "I Got Love For You Ruby" and "San Francisco Is A Lonely Town."

Magnolia Music Fest Set In Mississippi

NASHVILLE — Ray Stevens, Tanya Tucker, Mei Tillis and the Statesiders, Red Steagall and the Coleman County Cowboys, Wayne Jennings, Jessi Colter, Jerry Jeff Walker, Tompall and the Outlaw Band, Asleep at the Wheel, Jerry Reed, The Earl Scruggs Revue, O. B. McCintion, Carmelita and the Roy Clark Show, have been set for the first annual Magnolia Country Music Festival, to be held April 16-18.

The festival will take place on the 1,000 acre Noble Farms outside Magnolia, Mississippi.

Information and tickets may be secured by sending a check or money order to the Magnolia Country Music Festival, P.O. Box 106, Magnolia, Mississippi 39652.

Advance ticket prices for three days is \$20. At the gate, three day tickets will be \$25. Single day tickets are available at \$10 per day. Children 12 and under will be admitted free.



CHICAGO — In accordance with Phonogram/Mercury's recent country music campaign, Nashville's WSM dj, Ralph Emery (seated), was presented a limited edition "Country Mercury" jacket by Mercury promotion man, Frank Lefler.

Luman Critical After Surgery

NASHVILLE — Epic recording artist Bob Luman remains in serious condition in the critical care unit of St. Thomas Hospital after undergoing surgery which removed his enlarged spleen to relieve pressure on his abdominal blood

vesse's.

Luman had suffered a setback when he experienced another spell of severe bleeding similar to that which caused his hospitalization in Dallas, Texas Feb. 28.



NASHVILLE — Mei McDaniel has signed with Capitol Records. His debut release is entitled "Have A Dream On Me." Shown (left to right) are Capitol promotion man Ed Keeley, producer John Macrae, Capitol vp Frank Jones, McDaniel and head of Capitol's country promotion Bill Williams.

top country LP's

1	THE OUTLAWS Waylon Jennings/Willie Nelson/ Jessi Colter/Tompall Glaser (RCA APL 1-1321)	1	26	PRISONER IN DISGUISE Linda Ronstadt (Asylum 7E 1045)	21
2	ROCK 'N' COUNTRY Freddie Fender (ABC/Dot DOSD 2050)	4	27	LONGHAIRD REDNECK David Allan Coe (Col. KC 33916)	35
3	WHEN THE TINGLE BECOMES A CHILL Loretta Lynn (MCA 2179)	6	28	THE HAPPINESS OF HAVING YOU Charley Pride (RCA APL 1-1241)	23
4	LOVIN' AND LEARNIN' Tanya Tucker (MCA 2167)	3	29	WHAT CAN YOU DO TO ME NOW Willie Nelson (RCA APL 1-1234)	26
5	ELITE HOTEL Emmylou Harris (Reprise MS 2236)	2	30	THE SWEETEST THING Dottie (RCA APL 1-1358)	38
6	SOMETIMES Bill Anderson & Mary Lou Turner (MCA 2182)	8	31	TEXAS COUNTRY Various Artists (U.A. LA 574 H2)	33
7	THE WHITE KNIGHT Cledus Maggard & The Citizen's Band (Mercury SRM 1-1072)	10	32	THE WORLD OF CHARLIE RICH (RCA APL 1-1242)	27
8	EASY AS PIE Billy "Crash" Craddock (ABC/Dot DOSD 2040)	9	33	ARE YOU READY FOR FREDDY Freddie Fender (ABC/Dot DOSD 2044)	32
9	IT'S ALL IN THE MOVIES Merle Haggard (Capitol ST 11483)	12	34	I LOVE YOU BECAUSE Jim Reeves (RCA APL 1-1224A)	28
10	200 YEARS OF COUNTRY MUSIC Sonny James (Columbia KC 34035)	7	35	RONNIE MILSAP/NIGHT THINGS (RCA APL 1-1223)	31
11	THE GREAT TOMPALL AND HIS OUTLAW BAND (MGM M3G-5014)	18	36	ALL THE KING'S HORSES Lynn Anderson (Col. KC 34089)	40
12	NARVEL THE MARVEL Narvel Felts (ABC/Dot DOSD 2033)	16	37	REDHEADED STRANGER Willie Nelson (Columbia PC 33482)	37
13	JASON'S FARM Cal Smith (MCA 2172)	15	38	THE SHEIK OF CHICAGO Joe Stampley (Epic KE 34036)	39
14	JESSI Jessi Colter (Capitol ST 11477)	5	39	'TIL I CAN MAKE IT ON MY OWN Tammy Wynette (Epic KE 34075)	42
15	TWITTY Conway Twitty (MCA 2176)	11	40	THE VERY BEST OF RAY STEVENS (Barnaby BR 6018)	34
16	OVERNIGHT SENSATION Mickey Gilley (Playboy PB 408)	13	41	HANK WILLIAMS JR. & FRIENDS (MGM M3G 5009)	48
17	CHESTER AND LESTER Chet Atkins & Les Paul (RCA APL 1-1167)	22	42	BLACKBIRD Stoney Edwards (Capitol ST 11499)	45
18	STEPPIN' OUT Gary Stewart (RCA APL 1-1225)	14	43	MACKINTOSH & T.J. Waylon Jennings (RCA APL 1-1520)	—
19	THE SOUND IN YOUR MIND Willie Nelson (Lone Star/ Columbia KC 34092)	29	44	SONGS WE FELL IN LOVE TO Connie Smith (Columbia X598)	—
20	THE BLIND MAN IN THE BLEACHERS Kenny Starr (MCA 2177)	17	45	INDEPENDENCE Nat Stuckey (MCA 2184)	—
21	BLACK BEAR ROAD C.W. McCall (MGM 5008)	19	46	PEOPLE PUT TO MUSIC Freddie Hart & The Heartbeats (Capitol ST 11504)	—
22	COME ON OVER Olivia Newton-John (MCA 2186)	30	47	SOMEBODY LOVES YOU Crystal Gayle (United Artists LA 543G)	41
23	LOVE PUT A SONG IN MY HEART Johnny Rodriguez (Mercury SRM 1-1057)	20	48	FLOYD CRAMER COUNTRY (RCA APL 1-1541)	—
24	RAY GRIFF (Capitol ST 11486)	24	49	GREATEST HITS VOL. II Tom T. Hall (Mercury SRM 1044)	36
25	COUNTRY WILLIE Willie Nelson (United Artists LA 510-G)	25	50	THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	46

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Country Singles — Active Extras

She'll Throw Stones At You
Freddie Hart (Capitol)
Strangers
Johnny Duncan (Columbia)
**Yesterday Just Passed My Way
Again**
Don Everly (Hickory)
Nothin' Takes The Place Of You
Asleep At The Wheel (Capitol)
High & Wild
Earl Conley (GRT)
Sweet Dreams
Troy Seals (Columbia)
Sweet Sorrow
Jeanne Pruett (MCA)
You Oughta Be Against The Law
Rex Kramer (Columbia)
It's So Good Lovin' You
O.B. McClinton (Mercury)
Under Your Spell Again
Barbara Fairchild (Columbia)
Get Ready, Here I Come
Don Gibson & Sue Thompson (Hickory)
Let Me Love You Where It Hurts
Jim Ed Brown (RCA)
I'm Knee Deep In Lovin' You
Jim Mundy (ABC/Dot)

Mercy
Jean Sheppard (United Artists)
The Biggest Airport In The World
Moe Bandy (Columbia)
Colorado Call
Shad O'Shea (Fraternity)
**Love Still Makes The World Go
Round**
Stoney Edwards (Capitol)
Your Picture In The Paper
The Statler Brothers (Mercury)
I Love A Beautiful Guy
Connie Cato (Capitol)
You've Got Me To Hold On To
Tanya Tucker (MCA)
El Paso City
Marty Robbins (RCA)
Alone Again
Billy Walker (RCA)
Kentucky Moonrunner
Cledus Maggard (Mercury)
The Door Is Always Open
Dave and Sugar (RCA)
I'd Be Just Fool Enough
Faron Young (Mercury)

country roundup

Melodyland's T.G. Sheppard has been set to tape "Pop Goes The Country" and "Nashville On The Road."

MCA recording artists Conway Twitty and Loretta Lynn have begun their spring '76 concert tour. The tour, which began March 5 in Chattanooga, Tenn., will cover cities over a two month period. The award winning duo, who recently collected seven awards from the Academy of Country Music, will have as a special guest MCA recording artist Kenny Starr on selected dates in March. Kenny has been a part of the Loretta Lynn Show for several years. With the #1 success of his single, "The Blind Man In The Bleachers," Kenny has been in demand on his own, making club appearances around the U.S. Conway and Loretta's show also features appearances by The Coal Miners and The Twitty Birds.

The Mel Tillis show debut at Harrah's, Lake Tahoe, drew unusually large crowds for the club's second shows of the evening. The engagement served to introduce Mer's eighth band member, Bobby Hicks, from Greensboro, N.C. He plays banjo and doubles fiddle, thus making the Statesiders the largest country band on the road and the only group carrying three fiddle players. Statesiders drummer, Bob Younts, also took advantage of the site for his wedding on the banks of the beautiful Lake Tahoe.

Melodyland Records is set to re-release "Right Or Wrong" by Ronnie Dove. In 1964 the song was number one on the r&b charts and number two on the pop charts for Ronnie. He is hoping that this new release will do equally well. The 1976 version of "Right Or Wrong" has a little more of a country flavor.

Ronnie Prophet acted as Grand Marshall of the 15th annual Can-Am Festival recently in Myrtle Beach. Approximately 35,000 Canadians attended the festival and Myrtle Beach is their winter haven. Following the parade a reception was held in Ronnie's honor along with local and visiting dignitaries.

Joe Gibson, president of Nationwide Song Distributors in Nashville has signed distribution agreements with Diamond Blue Records. Their first release will be by Debra Barber titled "Ain't He Something Out Of Sight." The record was produced by Danny Walls who also doubles as Debra's manager. Playboy Records' main man in Music City, Eddie Kilroy predicts big product success on the label's newly-released LP titled "Gilley's Greatest Hits, Vol. 1." "Advance orders on the album instantly hit 100-

thousand," Kilroy claims, "and figures surpass anything we've done so far on immediate sales out front." Among the hits featured by Mickey Gilley on the Playboy package are "Room Full Of Roses," "City Lights," "Mickey's Movin' On" and "Overnight Sensation."

Mike Sheppard of International Record Distributing Association has announced the completion of a distribution deal with Column One Records of Springfield, Missouri. The release on the Column One label will be "Break-One Nine" by Urel Albert, the world's greatest country imitator. The record features Urel doing the voices of Roy Acuff, Ernest Tubb, Hank Snow, Grandpa Jones and Bill Anderson.

Danny Davis, leader of the Nashville Brass, who has worked practically every stage in existence throughout his career, claims "Our appearance in Sheboygan, Wisconsin (April 3) marks an initial performance for me in that city, and believe me, there's not many of those left anymore after all those years I've been traveling on-the-road!"

Cedarwood Publishing Company is excited over the news received recently from Australia. The song "I Can Feel Love" is the winner of the Australasian Country Music Annual Awards for 1976 in the female vocal category. The song was written by Cedarwood staffer Jim Hayner and recorded in Australia by top artist Heather McKean.

Jeannie C. Riley has been added to the growing list of Nashville performers to guest on the Christian Broadcasting Network's "700 Club," originating out of the CBS's Norfolk, Virginia Studios. Following the taping, Jeannie was Wheeling, West Virginia-bound for a guest appearance on the WWVA "Jamboree."

Dean Kay, vice-president and general manager of Hall-Clement Publications (a division of Vogue Music, Inc.) announced the re-signing of Bob McDill to a long term exclusive writer's agreement, effective March 1, 1976. McDill has been hot on the charts during his first year with the Lawrence Welk-owned firm, having racked up a number one hit for Don Williams - "(Turn Out The Lights) Love Me Tonight" a top five smash for Mickey Gilley with "Overnight Sensation" the current climber for Nick Nixon "Rocking In RosaLee's Boat" plus several important album cuts by Johnny Rodriguez and Don Williams.

In conjunction with the release of T.G. Sheppard's "Motels And Memories," vice-president of Creative for Motown, Herb Belkin, has announced an extensive Melodyland push on behalf of Sheppard. A Motels and Memories contest will be held at the key stations around the country. Each station will designate a mystery motel in their area. Contestants will be asked to write in and guess the motel. Winners will be continued on pg. 39

additions to country playlist

KKKY - SAN ANTONIO

I Gotta Get Drunk - Willie Nelson - RCA
There Won't Be No Country Music - C.W. McCall - Polydor
Marbles - Charlie Walker - Award
I Think I'll Go To Mexico - Eddie Jo Downs - Thimble
Two Dollar Bill - Jody Payne - Columbia
I Love A Beautiful Guy - Connie Cato - Capitol
Don't Pull Your Love - Glen Campbell - Capitol

WINN - LOUISVILLE

Strangers - Johnny Duncan - Columbia
Under Your Spell Again - Barbara Fairchild - Columbia
Your Picture In The Paper - Statler Brothers
Welcome Back - John Sebastian - Reprise
I'd Be Just Fool Enough - Faron Young - Mercury
You've Got Me To Hold On To - Tanya Tucker - MCA

WHK - CLEVELAND

The Door Is Always Open - Dave and Sugar - RCA
Mr. Doodles - Donna Fargo - Warner Brothers
There Won't Be No Country Music - C.W. McCall - Polydor
All These Things - Joe Stampley - ABC/Dot

KLAC - LOS ANGELES

That's What Made Me Love You - Bill Anderson & Mary Lou Turner - MCA
After All The Good Is Gone - Conway Twitty - MCA
That's All She Wrote - Ray Price - ABC/Dot
I'll Get Over You - Crystal Gayle - United Artists
Mr. Doodles - Donna Fargo - Warner Brothers
One Piece At A Time - Johnny Cash - Columbia
I Gotta Get Drunk - Willie Nelson - RCA
Rocking In RosaLee's Boat - Nick Nixon - Mercury

WAME - CHARLOTTE, N.C.

I Gotta Get Drunk - Willie Nelson - RCA
Play The Saddest Song On The Jukebox - Carmo Taylor - Elektra
Let Your Love Flow - Bellamy Brothers - Warner Brothers
Mental Revenge - Mel Tillis - MGM
Walk Softly - Billy "Crash" Craddock - ABC/Dot
I'll Get Over You - Crystal Gayle - United Artists
Red White And Blue - Loretta Lynn - MCA
Kentucky Moonrunner - Cledus Maggard - Mercury

WIRE - INDIANAPOLIS

E! Paso City - Marty Robbins - Columbia
Under Your Spell Again - Barbara Fairchild - Columbia
Kentucky Moonrunner - Cledus Maggard - Mercury
Put Your Picture In The Paper - The Statler Bros - Mercury
Just Want To Taste Your Wine - Billy Swan - Monument
You've Got Me To Hold On To - Tanya Tucker - MCA

Alone Again - Billy Walker - RCA

Ask Any Old Cheater Who Knows - Freddy Weiler - Columbia
WWVA - WHEELING, W.V.
That's What Made Me Love You - Bill Anderson & Mary Lou Turner - MCA
Looking For Space - John Denver - RCA
Yesterday Just Passed My Way Again - Don Everly - Hickory
Lonely Teardrops - Narvel Felts - ABC/Dot
Red White And Blue - Loretta Lynn - MCA
All The King's Horses - Lynn Anderson - Columbia
The Door I Used To Close - Roy Head - ABC/Dot
My Eyes Can See Only As Far As You - Charley Pride - RCA

Hey, Lucky Lady - Dolly Parton - RCA

The Winner - Bobby Bare - RCA
What Goes On When The Sun Goes Down - Ronnie Milsap - RCA
Lunkhead Junkie - Larry Groce - Warner Brothers
WWOK - MIAMI
Without You - Jessi Colter - Capitol
Kentucky Moonrunner - Cledus Maggard - Mercury
The Door Is Always Open - Dave & Sugar - RCA
You've Got Me To Hold On To - Tanya Tucker - MCA

WJJD - CHICAGO

One Piece At A Time - Johnny Cash - Columbia
Let Your Love Flow - The Bellamy Brothers - Warner Brothers

WRCP - PHILADELPHIA

Some Days Are Diamonds - Dick Feller - Elektra
The Winner - Bobby Bare - RCA

WMC - MEMPHIS

Ask Any Old Cheater Who Knows - Freddy Weiler - Columbia
Strangers - Johnny Duncan - Columbia
Sun Comin' Up - Nat Stuckey - Capitol
Till It Like It Is - John Wesley Ryles - Music Mills
Ashes Of Love - Jody Miller - Epic
Mr. Doodles - Donna Fargo - Warner Brothers

WXCL - PEORIA

E! Paso City - Marty Robbins - Columbia
That's All She Wrote - Ray Price - ABC/Dot
The Last Letter - Willie Nelson - United Artists
Love Still Makes The World Go Round - Stony Edwards - Capitol
When She's Got Me (Where She Wants Me) - David Allan Coe - Columbia
You've Got Me To Hold On To - Tanya Tucker - MCA
Rocking In RosaLee's Boat - Nick Nixon - Mercury
She'll Throw Stones At You - Freddie Hart - Capitol
Kentucky Moonrunner - Cledus Maggard - Mercury
Welcome Back - John Sebastian - Reprise

WAXU - LEXINGTON, KY

There Won't Be No Country Music - C.W. McCall - Polydor
Find Yourself Another Puppet - Brenda Lee - MCA
The Winner - Bobby Bare - RCA
Walk Softly - Billy "Crash" Craddock - ABC/Dot
This Life Of Mine - Roy Drusky - Capitol
Sun Shone Lightly - Pure Prairie League - RCA
Red White And Blue - Loretta Lynn - MCA
For The Heart - Elvis Presley - RCA
My Eyes Can See Only You - Charley Pride - RCA

WSLR - AKRON

One Piece At A Time - Johnny Cash - Columbia
E! Paso City - Marty Robbins - Columbia
Wild Side Of Life - Maurey Finney - Soundwaves

KENR - HOUSTON

She'll Throw Stones At You - Freddie Hart - Capitol
One Piece At A Time - Johnny Cash - Columbia
The Feminine Touch - Johnny Paycheck - Epic
I'd Be Just Fool Enough - Faron Young - Mercury

KCKN - KANSAS CITY

She'll Throw Stones At You - Freddie Hart - Capitol
Don't Pull Your Love - Glen Campbell - Capitol
Love Still Makes The World Go Round - Stony Edwards - Capitol
I'd Be Just Fool Enough - Faron Young - Mercury
Mercy - Jean Sheppard - United Artists
One Piece At A Time - Johnny Cash - Columbia
Living Proof - Hank Williams Jr. - MGM
The Biggest Airport In The World - Moe Bandy - Columbia
My Dog Underdog - Andy Griffith

KBOX - DALLAS

After All The Good Is Gone - Conway Twitty - MCA
Hurt - Elvis Presley - RCA
Don't Pull Your Love - Glen Campbell - Capitol
Ginny - Leon Rausch - Derrick
I'll Get Over You - Crystal Gayle - United Artists
Let Me Love You Where It Hurts - Jim Ed Brown - RCA
She'll Throw Stones At You - Freddie Hart - Capitol

KRAK - SACRAMENTO

She'll Throw Stones At You - Freddie Hart - Capitol
One Piece At A Time - Johnny Cash - Columbia
Red White And Blue - Loretta Lynn - MCA
The Biggest Airport In The World - Moe Bandy - Columbia
Alone Again - Billy Walker - RCA
Living Proof - Hank Williams, Jr. - MGM
I'll Get Over You - Crystal Gayle - United Artists
For The Heart - Elvis Presley - RCA
Don't Pull Your Love - Glen Campbell - Capitol
Mercy - Jean Sheppard - United Artists
Let Me Love You Where It Hurts - Jim Ed Brown - RCA
I'd Be Just Fool Enough - Faron Young - Mercury

WUNI - MOBILE

Nothin' Takes The Place Of You - Asleep At The Wheel - Capitol
Yesterday Just Passed My Way Again - Don Everly - Hickory
The Littlest Cowboy Rides Again - Ed Bruce - United Artists
Mr. Doodles - Donna Fargo - Warner Brothers
Don't Pull Your Love - Glen Campbell - Capitol
She'll Throw Stones At You - Freddie Hart - Capitol
Walk Softly - Billy "Crash" Craddock - ABC/Dot
That's What Made Me Love You - Bill Anderson & Mary Lou Turner - MCA

WBAP - FT. WORTH

One Piece At A Time - Johnny Cash - Columbia
Break One Nine - Urel Albert - IRDA
She'll Throw Stones At You - Freddie Hart - Capitol
You've Got Me To Hold On To - Tanya Tucker - MCA
Red White And Blue - Loretta Lynn - MCA
There Won't Be No Country Music - C.W. McCall - Polydor
Kentucky Moonrunner - Cledus Maggard - Mercury
I'll Get Over You - Crystal Gayle - United Artists
KYAL - DALLAS
The Door Is Always Open - Jack & Mity - RCA
Under Your Spell Again - Barbara Fairchild - Columbia
Belinda - Roy Orbison - Monument
Ain't No Heartbreak - Dorsey Burnette - Melodyland

country radio active most added singles

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

1. She'll Throw Stones At You - Freddie Hart - Capitol
2. For The Heart - Elvis Presley - RCA
3. You've Got Me To Hold On To - Tanya Tucker - MCA
4. One Piece At A Time - Johnny Cash - Columbia
5. Don't Pull Your Love - Glen Campbell - Capitol
6. I'll Get Over You - Crystal Gayle - United Artists
7. Mr. Doodles - Donna Fargo - Warner Brothers
8. I'd Be Just Fool Enough - Faron Young - Mercury
9. Red, White And Blue - Loretta Lynn - MCA
10. Walk Softly - Billy "Crash" Craddock - ABC/Dot

most active singles

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

1. After All The Good Is Gone - Conway Twitty - MCA
2. My Eyes Can See Only As Far As You - Charley Pride - RCA
3. What Goes On When The Sun Goes Down - Ronnie Milsap - RCA
4. Come On Over - Olivia Newton-John - MCA
5. Together Again - Emmylou Harris - Reprise
6. I Couldn't Be Me Without You - Johnny Rodriguez
7. Lonely Teardrops - Narvel Felts - ABC/Dot
8. 'Till I Can Make It On My Own - Tammy Wynette - Epic
9. For The Heart - Elvis Presley - RCA
10. What I've Got In Mind - Billie Jo Spears - United Artists

WKDA - NASHVILLE

That's All She Wrote - Ray Price - ABC/Dot
You've Got Me To Hold On To - Tanya Tucker - MCA
Rocking In RosaLee's Boat - Nick Nixon - Mercury
Forever Lovers - Mac Davis - Columbia

WHN - NEW YORK

Sun Comin' Up - Nat Stuckey - MCA
Don't Pull Your Love - Glen Campbell - Capitol
One Piece At A Time - Johnny Cash - Columbia
What Goes On When The Sun Goes Down - Ronnie Milsap - RCA

KJJJ - PHOENIX

Come On Over - Olivia Newton-John - MCA
What I've Got In Mind - Billie Jo Spears - United Artists
The Good Night Special - Little David Wilkins - MCA
Together Again - Emmylou Harris - Reprise
My Eyes Can See Only As Far As You - Charley Pride - RCA
Sentimental Journey - Dave Dudley - United Artists
She'll Throw Stones At You - Freddie Hart - Capitol
Ask Any Old Cheater Who Knows - Freddy Weiler - Columbia
For The Heart - Elvis Presley - RCA
Mr. Doodles - Donna Fargo - Warner Brothers
I Wanna Live - Eddie Raven - ABC/Dot

singles

TANYA TUCKER (MCA 40540)

You've Got Me To Hold On To (3:04) (Leeds/Antique — ASCAP) (Dave Loggins)

Departing from her usual "driving" style, Tanya has reached more deeply into the "pop" field with a smooth flowing "big" arrangement by Bergen White. Produced by Jerry Crutchfield and pulled from her "Lovin' And Learnin'" LP, Tanya's versatility is an excellent case in point. **Flip:** No info. available.

MARTY ROBBINS (Columbia 3-10305)

El Paso City (4:13) (Mariposa — BMI) (Marty Robbins)

An entertaining balance of Marty Robbins' vocal and Mexican flavored music. In his unique style, Marty tells his mysterious self-penned story of El Paso City, and the emotional influence of the writer is apparent. Produced by Billy Sherrill, it's a rare musical treat. **Flip:** No info. available.

JESSI COLTER (Capitol P-4252)

Without You (3:14) (Baron — BMI) (Jessi Colter)

From Jessi's creative pen, she says, "Without you I've got no song to sing" ... but she's got a powerful song to sing here, and she SINGS it! With waves of country soul, it moves fast and Jessi gets full support musically. It's a hit. **Flip:** No info. available.

STONEY EDWARDS (Capitol 4246)

Love Still Makes The World Go 'Round (3:03) (Babcock North/Charlie Finch — BMI) (Aaron Allen)

From the album "Blackbird," it's three minutes of delightful music. With effective harmonica and guitar sounds, Stoney convinces the listener that love really does make the world go 'round, and the vocal accompaniment by children makes the message even stronger. **Flip:** No info. available.

THE STATLER BROTHERS (Mercury 73785)

Your Picture In The Paper (2:29) (American Cowboy — BMI) (Don Reid)

It's brilliant harmonizing by the country music award-winning Statler Brothers. The lyric deals with a wedding picture in the paper. From the LP, "Harold/Lew/Phil/Don," it's a charter for sure. **Flip:** No info. available.

MOE BANDY (Columbia 3-10313)

The Biggest Airport In The World (2:21) (Acuff-Rose — BMI) (S.D. Shafer)

With a super country musical arrangement in moderate tempo, Moe's searchin' that big airport for his "lost" love ... was he stood-up or was she really lost in that Big D/Fort Worth airport? Produced by Ray Baker, it's already getting heavy air play and charting should be steady. **Flip:** No info. available.

JOHNNY CASH AND THE TENNESSEE THREE (Columbia 3-10321)

One Piece At A Time (3:10) (Tree — BMI) (W. Kemp)

A clever lyric about a plan to build a car "One Piece At A Time" over a period of years. The plan backfired, but Johnny's got a surefire hit with this one. **Flip:** No info. available.

FARON YOUNG (Mercury 73782)

I'd Just Be Fool Enough (3:00) (Acuff-Rose — BMI) (M. Endsley)

From the LP bearing the same title, it's a love ballad, and the smoothness of Faron Young's vocal makes for easy listening. Produced by Jerry Kennedy, the country steel and background voices blend well and heavy charting is predicted. **Flip:** No info. available.

THE KENDALLS (United Artists UA XW 782-Y)

Imaginary Harmony (3:00) (Tomake — ASCAP) (J. Kendall)

The balanced harmony of this father/daughter team is definitely not "imaginary." It's a brilliant duet with obvious musical appeal. Produced by Pete Drake, it's certainly a chart contender. **Flip:** No info. available.

HELEN CORNELIUS (RCA JH 10629)

A Morning Made For Lovin' (2:16) (Dutchess — BMI) (Michael Stephen Dunn)

Helen's vocal style is a perfect match for this catchy, up tempo tune. Delivered with zest, it's a chart bet. Produced by Bob Ferguson, The Nashville Edition vocal accompaniment adds that certain touch. **Flip:** No info. available.

MIKE LUNSFORD (Starday SD 138)

Comin' Down Slow (2:32) (Blue Moon — ASCAP) (Earl Conley)

Mike Lunsford's "Comin' Down Slow" could be goin' up fast on station charts. Produced by Tommy Hill, it's a hand-clappin', sobering up tune. It's ideal for box play. **Flip:** No info. available.

ANDY KIM (Capitol 4234)

Oh, Pretty Woman (2:45) (Acuff-Rose — BMI) (Roy Orbison/Bill Dees)

With a country/rock beat Andy Kim likes what he sees in that "Pretty Woman," and he puts the song over with plenty of pep. It's danceable and a good box bet. **Flip:** No info. available.

JIM CHESNUT (Hickory H-369)

A Country Love Song (2:38) (Acuff-Rose — BMI) (Jim Chesnut)

This single introduces Jim Chesnut, former country music dj at KVET in Austin, Texas. Not only does he prove here that he is a top-notch vocalist, the multi-talented artist wrote the song he sings. We'll be hearing more from Jim Chesnut. **Flip:** No info. available.

OAK RIDGE BOYS (Columbia 3-10320)

Where The Soul Never Dies (2:34) (PD-USA) (W.M. Golden)

From the guitar intro to the close and clear harmony of the Oak Ridge Boys, it's down-home country/gospel all the way through to the hand-clapping finish. **Flip:** No info. available.

LEON RAUSH (Derrick 45DRC-106A)

Ginny (3:08) (Tree — BMI) (Gienn Martin)

Leon Raush sings a sad country song about Ginny's dream to be a singer and Ginny's fate while trying to make it on Music Row. Harmonica sounds emphasize the mood of the lyric. **Flip:** No info. available.

UREL ALBERT (IRDA 198-A)

Break One Nine (Help Me Find The Grand Ole Opry) (5:42) (Hotei — ASCAP) (Kuan Yin — BMI)

A clever novelty number. Urel does his impersonations of several Opry favorites, and, by golly, you'd think they really were the voices of the stars. It's an entertaining pace breaker from the usual. **Flip:** No info. available.

LPs

FASTER HORSES — Tom T. Hall — Mercury SRM 1-1076

It's Tom T. Hall, "the storyteller," with more delightful tales set to music. Every word and note has its meaning and worth. An extra attraction is Tom's "How I Spent My Winter Vacation," written on the back of the album cover. All song selections are self-penned with the exception of "Big Motel On The Mountain." Other selections: "Faster Horses (The Cowboy And The Poet)," "It's Got To Be Kentucky For Me," "No New Friends Please," "Little Brown Suitcase," "I'm A Cowboy Too," "Negatory Romance," "It Feels Better Now," "Beer Drinker's Waitz," "The Songwriter," "I'm Forty Now."

THE GREATEST HITS OF JOHNNY RODRIGUEZ — Mercury SRM 1-1078

A great package with the one and only Johnny Rodriguez. It's a bonus album with fourteen fantastic songs done in the famous Rodriguez fashion. The LP is a delight throughout and, produced by Jerry Kennedy, the musical accompaniment is "outta this world!" Selections: "I Couldn't Be Me Without You," "Pass Me By (If You're Only Passing Through)," "Something," "Faded Love," "Ridin' My Thumb To Mexico," "Born To Lose," "I Just Can't Get Her Out Of My Mind," "Love Put A Song In My Heart," "Dance With Me (Just One More Time)," "You Always Come Back (To Hurting Me)," "We're Over," "Jealous Heart," "Just Get Up And Close The Door," "That's The Way Love Goes."

I'D JUST BE FOOL ENOUGH — Faron Young — Mercury SRM 1-1075

Faron Young, dubbed "The Singing Sheriff," sings some of his big hits including "Here I Am In Dallas" and "Feel Again." The smoothness of Young's style makes for some fine listening, and the outstanding musical arrangements complement the mood of each selection heard here. Other selections: "I'd Just Be Fool Enough," "Do What I Want To," "The Man Who Came Around," "What You See Is What You Get," "A Lot Of Catchin' Up To Do," "Too Much Of Not Enough Of You," "My World Of Memories," "Night Time Promises."

HAROLD, LEW, PHIL & DON — The Statler Bros. — Mercury SRM 1-1077

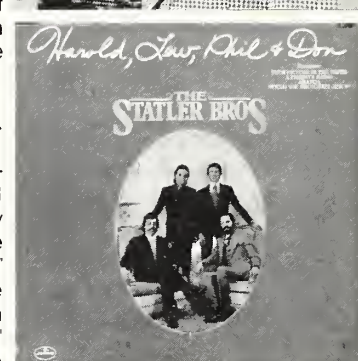
The ever-popular Statler Brothers with a collection of happy, sad, humorous, and gospel songs. They're all found here, and produced by Jerry Kennedy, it's an album Statler fans can't be without. Selections: "Your Picture In The Paper," "All The Times," "Something I Haven't Done Yet," "The Times We Had," "I've Been Everywhere," "Amanda," "A Friend's Radio," "Maggie," "Virginia," "Would You Recognize Jesus?" "The Statler Brothers Quiz."

KIND OF COUNTRY — Lettermen — Capitol S-W 11508

The Lettermen discover the roots of country music and give their interpretation of some major songs that have become country standards. A tremendous recording with super country musical production. Selections: "For The Good Times," "Loving Her Was Easier," "Today I Started Loving You Again," "Country Roads," "Storms Of Troubled Times," "The Last Thing On My Mind," "Before The Next Teardrop Falls," "I Can't Help It (If I'm Still In Love With You)," "Kiss An Angel Good Mornin'," "Leavin' With The First Light."

MUSIC FROM MACKINTOSH AND T.J. (The motion picture starring Roy Rogers) — Waylon Jennings, Willie Nelson, The Waylors — RCA APL 1-1520

Songs from the motion picture "Mackintosh And T.J." which stars Roy Rogers. Vocals on the LP are by Waylon Jennings, Willie Nelson, and instrumentals are by The Waylors. A very nice album for the collector. Selections: "All Around Cowboy," "Back In The Saddle Again," "Ride Me Down Easy," "Gardenia Waitz," "Bob Willis Is Still The King," "Shopping," "(Stay All Night) Stay A Little Longer," "Crazy Arms," "All Around Cowboy."



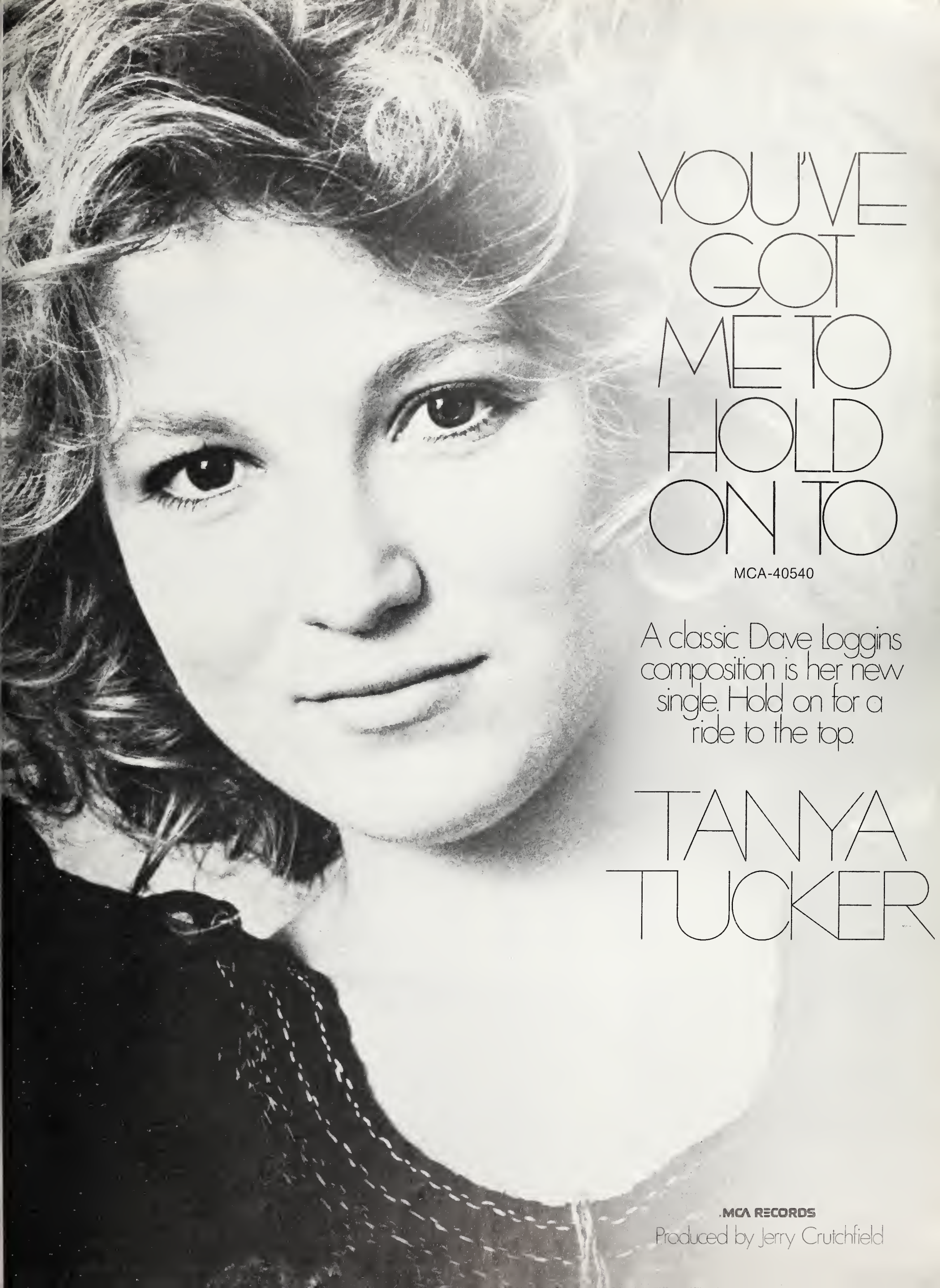
CASH BOX TOP 100 COUNTRY

April 10, 1976

1	IF I HAD TO DO IT ALL OVER AGAIN	4/3	35	AS LONG AS THERE'S A SUNDAY	4/3	67	FOREVER LOVERS	4/3
2	YOU'LL LOSE A GOOD THING	2	36	THE ROOTS OF MY RAISING	44	68	LONELY TEARDROPS	86
3	'TIL I CAN MAKE IT ON MY OWN	3	37	REMEMBER ME	25	69	WALK SOFTLY	-
4	BROKEN LADY	9	38	SOMEONE'S WITH YOUR WIFE	28	70	DON'T PULL YOUR LOVE	-
5	DRINKIN' MY BABY (OFF MY MIND)	5	39	WHAT GOES ON WHEN THE SUN	46	71	THAT'S ALL SHE WROTE	77
6	('TIL) I KISSED YOU	10	40	ONLY SIXTEEN	51	72	I'M IN LOVE WITH MY PET ROCK	74
7	IF I LET HER COME IN	6	41	THE WINNER	45	73	ASK ANY CHEATER WHO KNOWS	81
8	TILL THE RIVERS ALL RUN DRY	7	42	SHEIK OF CHICAGO	60	74	I'LL GET OVER YOU	-
9	DON'T THE GIRLS ALL GET	1	43	TONIGHT I'LL FACE THE MAN (WHO	61	75	I GOTTA GET DRUNK	-
10	THE BATTLE	18	44	YOU'RE NOT CHARLIE BROWN	47	76	PINS AND NEEDLES (IN MY HEART)	85
11	THE PRISON SONG/BACK IN THE	15	45	SENTIMENTAL JOURNEY	57	77	SNAP, CRACKLE AND POP	79
12	I'M SO LONESOME I COULD CRY	11	46	LET YOUR LOVE FLOW	55	78	FOR THE HEART	91
13	ANGELS, ROSES AND RAIN	13	47	MENTAL REVENGE	48	79	RED, WHITE AND BLUE	-
14	THE GOOD NIGHT SPECIAL	8	48	THE DEVIL IN YOUR KISSES (AND	59	80	SHAKE 'EM UP AND LET 'EM ROLL	89
15	YOU COULD KNOW AS MUCH	14	49	I'M A TRUCKER	29	81	YOU'VE GOT TO STOP HURTING ME	82
16	I COULDN'T BE ME WITHOUT YOU	16	50	LOOKING FOR SPACE	50	82	ASPHALT COWBOY	83
17	OH SWEET TEMPTATION	19	51	ROCKING IN ROSALEE'S BOAT	58	83	LIVING PROOF	100
18	TOGETHER AGAIN	17	52	THERE WON'T BE NO COUNTRY	66	84	LOVE, YOU'RE THE TEACHER	84
19	THUNDERSTORMS	26	53	THAT'S WHAT MADE ME LOVE YOU	68	85	ONE PIECE AT A TIME	-
20	ALL THE KING'S HORSES	20	54	AFTER ALL THE GOOD IS GONE	73	86	YOUR WANTING ME IS GONE	87
21	THE DOOR I USED TO CLOSE	22	55	GOOD HEARTED WOMAN	80	87	MR. DOODLES	-
22	THE CALL	21	56	LET ME BE YOUR FRIEND	39	88	ASHES OF LOVE	88
23	WITHOUT YOUR LOVE (MR.	23	57	FIND YOURSELF ANOTHER	56	89	I WANNA LIVE	90
24	SUN COMIN' UP	24	58	TO SHOW YOU THAT I LOVE YOU	49	90	HERE COME THE FLOWERS	93
25	FASTER HORSES	27	59	I'VE GOT LEAVING ON MY MIND	62	91	A SATISFIED MIND	31
26	YOU ARE THE SONG	12	60	THE LITTLEST COWBOY RIDES	72	92	WHAT A NIGHT	41
27	WHAT I'VE GOT IN MIND	4	61	JUST WANT TO TASTE YOUR WINE	71	93	TRYIN' LIKE THE DEVIL	-
28	HEY, LUCKY LADY	30	62	STANDING ROOM ONLY	43	94	SWEET SENSUOUS FEELING	63
29	LONE STAR BEER AND BOB WILLS	35	63	SHOW ME WHERE/SOMEWHERE	54	95	MOTELS AND MEMORIES	42
30	COME ON OVER	34	64	THE LAST LETTER	78	96	DOG TIRED OF CATTIN' AROUND	64
31	MY EYES CAN SEE ONLY AS FAR	37	65	I JUST GOT A FEELING	52	97	QUEEN OF THE STARLIGHT	67
32	PLAY THE SADDEST SONG ON THE	32	66	THE FEMININE TOUCH	40	98	A MANSION ON THE HILL	98
33	TEXAS	33				99	I AIN'T GOT NOBODY	69
34	PALOMA BLANCA	36				100	I LOVE YOU BECAUSE	53

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After Aii The Good (Twitty Bird - BMI)	54	If I Let Her Come In (Blue Echo - ASCAP)	7	Pins And Needles (Miene - ASCAP)	76	The Prisoner's (Shapiro Bernstein - ASCAP)	12
All The King's (Starship - ASCAP)	20	I Gotta Get Drunk (Tree - BMI)	75	Play The Saddest (Aigee/Ai Gallico - BMI)	32	There Won't Be No	-
A Mansion On The Hill (Miene - ASCAP)	98	I Just Got A Feeling (Ai Gallico/Aigee - BMI)	65	Queen Of The Starlight (Sheimar-Poe/	97	American Gramophone - SESAC)	52
Angels Combine (BMI/Music City - ASCAP)	13	I'll Get Over You (Puierybone - ASCAP)	74	Unchappel - BMI)	97	The Roots Of My Raising (Blue Book - BMI)	36
A Satisfied Mind (Fort Knox - BMI)	91	I Love You Because (Acuff-Rose - BMI)	100	Remember Me (Vogue - BMI)	39	The Winner (Evi Eye - BMI)	41
Ashes Of Love (Acuff-Rose - BMI)	88	I'm A Trucker (Jack & Bili - ASCAP)	49	Rocking In Rosaiee's Boat (Hali Clement - BMI)	51	Thunderstorms (Tree - BMI)	19
Ask Any Cheater (Jack & Bili - ASCAP)	73	I'm In Love (Barrett/Hill - ASCAP)	72	Sentimental Journey (Morley - ASCAP)	45	Til I Can Make It (Aigee/Aitam - BMI)	3
As Long As There's (Tree - BMI)	35	I'm So Lonesome (Fred Rose - BMI)	12	Shake 'Em Up (Trio - BMI)	80	Til I Kissed You (Acuff-Rose - BMI)	6
Asphalt Cowboy (Sheiby Singletton/	82	I've Got Leaving (Cedarwood - BMI)	59	Sheik Of Chicago (Ai Gallico - BMI)	80	Till The Rivers All (Horsecreek - BMI)	8
Western Hills - BMI)	82	I Wanna Live (Acuff-Rose - BMI)	89	Show Me Where (Blue Echo - ASCAP)	63	Together Again (Centrai - BMI)	18
Broken Lady (First Generation - BMI)	4	Just Want To Taste (Youngun - BMI)	61	Snap, Crackle And Pop (Tree - BMI)	77	Tonight I'll Face The Man (Music City - ASCAP/	43
Come On Over (Casseroie/Fiann - BMI)	30	Let Me Be Your (Acuff-Rose - BMI)	56	Someone's With Your (Chappel - ASCAP)	38	Combine - BMI)	43
Dog Tired (Partner/Juep - BMI)	96	Let Your Love Flow (Loaves & Fishes - BMI)	46	Standing Room Only (Sunbury - ASCAP)	62	To Show You (Tree - BMI)	58
Don't Pull Your Love (ABC/Dunhill/	70	Living Proof (Bocephus - BMI)	83	Sun Comin' Up (Stuckey - BMI)	24	Tryin' Like The Devil (Hardhit - BMI)	93
Acuff-Rose - BMI)	70	Lone Star Beer (Rodeo Cowboy/	68	Sweet Sensuous Feeling (Ai Cartee - BMI)	94	Walk Softly (Tamerlane and Van McCoy - BMI)	69
Don't The Girls Aii (Singitree - BMI)	9	Otter Creek - BMI)	29	Texas (Kama Sutra/Rada Dara - BMI)	33	What A Night (Aigee/Ai Gallico - BMI)	92
Drinkin' My Baby (Unchappel/S-P-R - BMI)	5	Looking For Space (Cherry Lane - ASCAP)	50	That's Aii She Wrote (Fullness - BMI)	71	What Goes On When (Chess - ASCAP)	39
Faster Horses (Hainote - BMI)	25	Love, You're (Beachwood/Window - BMI)	84	That's What Made Me (Stalton - BMI)	53	What I've Got (House of Gold - BMI)	27
Find Yourself Another (Goldine - ASCAP)	57	Mental Revenge (Cedarwood - BMI)	47	The Battle (Ai Gallico - BMI)	10	Without Your Love (Mr Jordan)	23
Forever Lovers (Tree - BMI)	67	Motelis And Memories (Offjack - BMI)	95	The Call (Beechwood - BMI)	22	Music Of The Times - ASCAP)	23
For The Heart (Combine - BMI)	78	Mr Doodles (Prima Donna - BMI)	87	The Devil In Your Kisses (Ahab - BMI)	48	You Are The Song (Proud Bird - BMI)	26
Good Hearted (Baron/Willie Nelson - BMI)	55	My Eyes Can See (Ensign - BMI)	31	The Door I (Acuff-Rose/Aitam - BMI)	21	You Could Know As (Hotei - ASCAP)	15
Here Come The Flowers (Baby Chick - BMI)	90	Oh Sweet Temptation (Rose Bridge - BMI)	17	The Feminine Touch (Window - BMI)	66	You'll Lose A Good Thing (Crazy Cajun - BMI)	12
Hey, Lucky Lady (Owepar - BMI)	28	One Piece At A Time (Tree - BMI)	85	The Good Night (Forrest Hillis - BMI)	14	Your Wanting Me (Tree Pub - BMI)	86
I Ain't Got (Unart/Brougham Hall - BMI)	99	Only Sixteen (Kags - BMI)	40	The Last Letter (M M Cole - BMI)	64	You're Not Charlie (Prima Donna - BMI)	44
I Couldn't Be Me (Return/ATV - BMI)	16	Paloma Blanca (Hans Bouwens)	34	The Littlest Cowboy (Contention - SESAC)	60	You've Got To Stop (Acuff-Rose - BMI)	81
If I Had To Do It (House of Gold - BMI)	1						



YOU'VE
GOT
ME TO
HOLD
ON TO

MCA-40540

A classic Dave Loggins composition is her new single. Hold on for a ride to the top.

TANYA
TUCKER

MCA RECORDS

Produced by Jerry Crutchfield

BRASS AT NARM

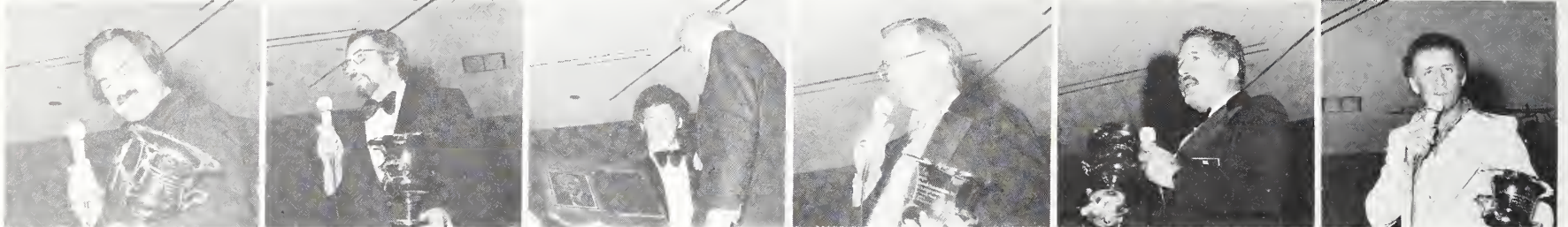
If ever there was a question of NARM's strength as an industry

association, that question must be erased when one looks at the array of record industry brass as they accept awards for their labels' artists



1) MCA's Mike Maitland accepting an award for "Captain Fantastic" 2) Atlantic's Ahmet Ertegun picking up an award for "The Wiz" 3) Columbia's Irwin Segelstein accepting for Mac Davis. 4) Elektra/Asylum's Joe Smith accepting for the Eagles. 5)

RCA's Mel Liberman receiving the award on behalf of Tomita 6) The "M" of A&M, Jerry Moss waving the Captain & Tennille award while commenting, "here's one for independent distributors."



1) MCA's Rick Frio accepting for Olivia Newton-John. 2) Polydor's Lou Simon accepting for the "Tommy" soundtrack. 3) NARM president Jay Jacobs presenting Pickwick's Cy Leslie with the "Record Man of the Year" award. 4) ABC/Dot's Jim

Fogelsson expressing thanks for Freddy Fender's award. 5) Ira Moss of Pickwick accepting for the best selling economy record his label issued featuring the Beach Boys. 6) A&M's Bob Fead accepting a second Captain and Tennille award.



1) Warner's Ed Rosenblatt accepting Richard Pryor's cup. 2) Motown's Mike Lushka accepting Grover Washington's jazz award. 3) Jay Jacobs presenting closing night performer Neil Sedaka with a special presidential award for his long-time contribution through music to America's culture. 4) Rocket Records' John Reid accepting Elton John's best album of 1975 award. 5) Andy Anka, Paul Anka's father, receiving a

special presidential award for Paul's continuing contribution to music 6) 20th's Tom Rodden accepting the soul award for Barry White. 7) Disneyland's Sandy Beach accepting the award for the best selling kiddie LP, the "Mickey Mouse Club" and shouting to the audience, "We're a Mickey Mouse company and we're proud of it." 1500 NARM attendees roared their collective approval.

RCA April Release: 10 Debuts Plus Whittaker, Pride, Others

LOS ANGELES — RCA Records and its affiliated labels have planned for April release 10 debut albums, including "The Surprise Sisters," "Turns You On" by Fancy, "Joe And Bing," "L.A. Jets," "Carol Townes And Fifth Avenue" and "In Trance" by Scorpions. Other debuts are "Sometime Other Than Now" by Steve Marcus Count's Rock Band on Flying Dutchman, "Disco Magic" by Inner City Symphony, "John Travoita" on Midland-International, and "Silverado" on Tom Cat. Other RCA April releases include "Roger Whittaker," "Sunday Morning With Charley Pride," "Concert Of Film Music" with Henry Mancini conducting the London Symphony Orchestra; "Michel Legrand And Friends — Recorded Live"; "Disco Express, Vol. 1" with various artists; "Willie Nelson Live"; "New Birth Disco"; "Neil Sedaka Live In Australia"; "Every Day Of My Life" by Michael Boiotin and "Texas" with Danny Davis and the Nashville Brass.

On Flying Dutchman are "I'm In The Mood For Love" by Groove Holmes and "A Dream Deferred" by Oliver Nelson.

On Pablo are "The Ellington Suites" by Duke Ellington, "Another Epoch Stride Piano" by Joe Turner, "Here's Ray Bryant," "Youngblood" by Jon Faddis and "Oscar Peterson In Russia."

Red Seal releases are Sibelius: Symphony No. 2 in D, opus 43, with the Philadelphia Orchestra conducted by Eugene Ormandy; Respighi: The Great Tone Poems — Pines of Rome, Fountain of Rome and Roman Festivals — with the Philadelphia Orchestra conduct-

ed by Eugene Ormandy, Richard Strauss: Till Eulenspiegel, Don Juan and Rosenkavalier Suite, with Eugene Ormandy conducting the Philadelphia Orchestra, David Raksin: Great Film Scores, with Raksin, the composer, conducting the New Philharmonica Orchestra; and Mozart: Concerto No. 14 in E-Flat and Concerto No. 15 in B-Flat, with pianist Peter Serkin and the English Chamber Orchestra conducted by Alexander Schneider.

New 45 But No Wings' Flight

LOS ANGELES — Capitol recording group Wings has been forced to postpone their first North American tour due to a hand injury sustained by lead guitarist Jimmy McCulloch. The tour, which was to begin April 8, has been rescheduled for May and June.

Despite the postponement of the tour, the group's latest album, "Wings At The Speed Of Sound," is continuing its strong sales after being certified gold upon release.

"Silly Love Songs," the first single from the Capitol LP, has been rush-released after receiving extensive airplay as an album cut.

Gold For Brass

LOS ANGELES — Brass Construction's debut album by the same name on United Artists has been certified gold by RIAA.

Drennon Record Fights Battle With 'Identical' Cover Disk

NEW YORK — Eddie Drennon, who faced a cover battle on his "Let's Do The Latin Hustle" in America, is now encountering a similar difficulty abroad. "Let's Do The Latin Hustle" by the M&O band on Cradle Records appeared on the UK charts five or six days before the Drennon version and rose to the mid-teens. Eddie Drennon's recording did about the same.

Drennon was asked to listen to the M&O Band and reported a remarkable similarity, more so than an excellent sound-alike record. Drennon went as far as stating, "It is the same recording."

Friends And Company, Drennon's label, took a voice pattern of the competition's cut that confirmed that the songs were identical. Other tests made by sound engineers resulted in the same opinion, with the exception of an added

percussion and female voice on the M&O recording. Drennon contents that the M&O cut is an "unauthorized duplication" of his song, and served a restraining order and then a temporary injunction stopping airplay and sales pending trial.

Unique Situation

This is a unique situation as Eddie Drennon finds himself fighting a cover battle against himself. Norman Kurtz, Drennon's counsel, brings this point to mind. Drennon probably would have gone top 10 but this way they split and both stayed in the teens. This also affects all future Drennon material. The split effect can also extend itself to the sales aspect, and conjectures can be made to double sales and airplay.

The trial procedure can take anywhere from eight months to a year and until then "Let's Do The Latin Hustle" remains in limbo.

Polydor Sets 12 For Apr. Release

LOS ANGELES — Polydor Inc. has announced their April releases. Scheduled for April first release are C.W. McCall's "Widerness," Millie Jackson's "Free And In Love," Creative Source's "Consider The Source," and Ian Lloyd of Stories solo debut "Ian Lloyd."

Stated for a 15th release date are "Rainbow Rising" by Blackmore's Rainbow, Atlanta Rhythm Section's "Red Tape," and six two-record sets from the Verve jazz archives Charlie Parker, Billie Holiday, Lester Young, Dizzy Gillespie, Sonny Rollins and Sonny Stitt.

The Greek Predicts

SUNNYVALE, CALIF. — GRT Music Tapes is now providing distributors with Jimmy "The Greek" Snyder's monthly sports newsletter quoting odds on sporting events with a special section devoted to album artists.

The most recent newsletter correctly predicted Gladys Knight & The Pips, "Second Anniversary"; "Rufus Featuring Chaka Khan"; and Barry Manilow "Tryin' To Get The Feeling" as "sure shots."

Albums in the "favored to win" category are: Eric Carmen, Kayak, "Royal Bed Bouncer"; and Ron Banks & The Dramatics, "Drama V."

PRESENCE — Led Zeppelin — Swan Song SS 8416 — Producer: Jimmy Page — List: 6.98

The long awaited return to the ring by heavy-weight champs Led Zeppelin is marked by the release of their newly developed punch, "Presence." The tunes are long and strong, the production clean and crunchy. All members of this rock institution are definitely in their prime as they blitz their way through heavies like "Achilles' Last Stand" and "Hots On For Nowhere." "Royal Orleans" is the only cut whose length makes it suitable for AM airplay without considerable cutting, but don't let that scare you off. Much of this LP will find its way onto the airwaves, with play potential covering AM and FM markets like a blanket.

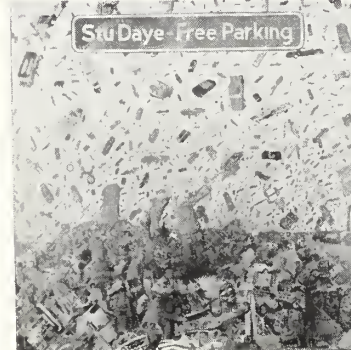


ROCKY ROAD — The New Ventures — United Artists LA 586 G — Producer: Denny Diante — List: 6.98

They've come a long way since the days of surf music. The Ventures are definitely "new" as is proved with this album. A solid shot in the super-popular disco vein, "Rocky Road" displays some fine playing and clean production work. Strings, vocals and disco rhythm are all synthesized into a cohesive unit creating that tasty sound that is so much in demand in such a wide variety of markets. Contemporary, MOR and easy listening programmers will find the entire LP usable while the AM/pop programmers should see some action out of "Moonlight Serenade" and "The Stroke," disco in the Silver Convention tradition.

AMERICAN PASTIME — Three Dog Night — ABC D928 — Producer: Bob Monaco — List: 6.98

"American Pastime" takes Three Dog Night in a new direction, featuring a collection of tunes ranging from sick production cuts to the ever popular disco beat. Vocals are as clean and distinctive as ever, leaning toward a meticulous pop production. AM programmers will find "Billy the Kid" and "Southbound" prime pop cuts, while "Drive On, Ride On" and "Everybody's A Masterpiece" should appeal to the growing disco market. Some cuts (witness "Easy Evil") will work nicely in easy listening and MOR areas.



FREE PARKING — Stu Daye — Columbia PC 33936 — Producer: Jack Douglas — List: 6.98

Stu Daye's new release, "Free Parking," is an exciting excursion into the original. Opening with the soaring harmonies of "Firefly," his treatment has the feel of an early Byrds flight via heavymetal wings. "Foxes Owl" and "The Good Head" are cuts which graphically display Daye's lyric-writing abilities, as well as his penchant for no nonsense vocals and instrumentation. Daye takes three chord rock to new vistas with his cover of the Simon and Garfunkel hit "The Boxer," adding distinct FM possibilities to the LP's list of potential markets.

COUNTERPOINTS — Argent — United Artists LA 560G — Producers: Chris White, Ron Argent — List: 6.98

"Counterpoints" is a consistently strong offering by Argent, long a leader in the progressive arena. The group's instrumental innovativeness does indeed provide fine counterpoints for its soaring, popish harmonies. Ron Argent's inimitable keyboard style stands out as the group's strongest reference point. While tunes like "On My Feet Again" and "I Can't Remember, But Yes" will delight progressive audiences, the album also contains some cuts whose clean, straight ahead approach should appeal to pop markets as well. "Rock 'n' Roll Show" and "Butterfly" show possibilities for AM play.



LAVADA — Lavada — Pye 12126 BS — Producer: Peter K. Siegel — List: 6.98

Lavada sings about experiences. Lavada is an experience. Her songs are glimpses into a sweeping panorama of life, portrayed in an intensely personal and dramatic medium. From the humor of "Neighbors" to the emotional appeal of "Central Park And Me," Lavada expresses herself in a very theatrical manner. Sparse piano accompaniment leaves the listener to be confronted by the stark reality of Lavada, and the listener can't help but be drawn into Lavada's just-for-life approach to her music. MOR programmers should watch this one, paying special attention to her tribute to the Hollywood sign, "Big H."

VENUS — Frankie Avalon — DeLite DEP 2020 — Producer: Billy Terrell — List: 6.98

In a very strong comeback Frankie Avalon shows himself to be a versatile artist. "Venus" is an excellent showcase of Frankie's smooth vocals and professional poise. This album is an easy listening natural with its rich and lustrous tunes sung by Frankie in the flowing style that he popularized with his timeless hit, "Venus." "Venus" is represented in this collection, but not as an MOR love ballad. Frankie added some slick strings and backing voices and upped the tempo to make it a very palatable disco tune. AM programmers should pick up on "It's Never Too Late," a tune with strong pop potential.



WATERCOURSE WAY — Shadowfax — Passport PPSD 98013B — Producers: Marty Scott, Larry Fast — List: 6.98

"Watercourse Way" is a study in contrasts. Songs range from the shape of ordered chaos, as in "The Shape Of A Word," to the pastoral bliss of the Vivaldi-flavored "Petite Aubade." Classical interludes featuring tight reeds dramatically set off progressive passages in the likes of "Book Of Hours" and "A Song For My Brother" while the application of an almost eerie oboe is intricately faced throughout the eastern fascination of the title track. A strong offering in the progressive genre, this album should find a welcome home at FM progressive stations.

REBEL — John Miles — London PS 669 — Producer: Alan Parsons — List: 6.98

"Rebel" is a presentation of ultra-clean production and vocals, tasty guitar and keyboard lines and credible lyrics all wrapped up in a slick pop offering that should turn some heads. Miles' vocals, reminiscent of Arthur Lee and Michael Fennelly, work well with his tasteful keyboard posturings, particularly on the single cut, "Highfly." The album also showcases Miles' versatility on such tunes as the Stevie Wonder flavored ballad, "Lady Of My Life." Several great AM offerings include "Everybody Wants Some More" and "When You Lose Someone So Young."

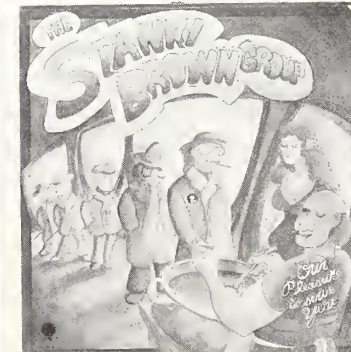


HIT THE ROAD — Stampeders — Quality QLP 1001 — Producer: Mel Shaw — List: 6.98

The Stampeders cover the country-rock genre with a collection of tunes which run the musical gamut from mellow country to clean rock, never missing a step in between. The production is clean, lending a polished and pleasing force to the horn section. The overall feel bears a striking resemblance to Bachman-Turner Overdrive in its rough-and-ready approach which should prove an excellent selling point, particularly to the AM market. "Sweet Love Bandit" is a choice cut as is the BTO-flavored "San Diego."

REGGAE, SOUL, AND ROCK'N'ROLL — Johnny Wakelin — Pye 12131 BS — Producers: Robin Blanchflower, S. Elson and K. Rossiter — List: 6.98

As the title implies, this album is a strong offering of reggae, soul and rock'n'roll featuring a predominance of disco flavored tunes. The disco cuts (witness the title track) are characterized by clean strings and tight overall orchestration plus strong rhythm work. Though several cuts have definite reggae overtones, "Cream Puff" is full on reggae and along with Wakelin's cover of the Stones' "Out Of Time" makes competent MOR fodder. Rock cuts lean to the pop ambience displaying a clean sound reminiscent of Gary Puckett and the Union Gap. "Me, I'm A Capricorn" is well-suited to the AM/pop market.



OUR PLEASURE TO SERVE YOU — The Stanky Brown Group — Sire SASD 7516 — Producer: Jim Mason — List: 6.98

"Our Pleasure To Serve You" is an album with something for every musical taste. Moods range from the quietly emotional "Masquerade" to the cinematic "A Hundred Times Around." James Brown's deft handling of the keyboards adds depth and cohesion to the band's structural dynamics. Always pleasant and varying, this LP provides several singles possibilities. Watch this offering for solid AM, MOR and even some FM action.

Four Public Companies Release Their '75 Annual Reports

NEW YORK — Four companies involved in the record industry — Warner Communications, CBS, ABC and Transamerica (United Artists) — all released their annual reports to stockholders and the public this week.

Warner Communications

The most significant news to come out of all the annual reports was in the Warner Comm. report, which broke down the sales of their record division into the various categories (see separate story). Included in the WCI report was the recap of the year for the WEA labels, including the fact that they gathered a third (36) of all the gold albums awarded last year. The report also indicated that while business had gone soft in the first part of last year, sales have rebounded from June '75 on, and that the upturn has continued into 1976. WCI also revealed that the deal they have signed with Capitol to manufacture all WEA tape and Warner Bros. albums, was "one of the most important developments of 1975" and "the substantial cost saving from this contract will begin to have impact in 1976." Discussing their depth, WCI stated that 78 different WCI albums sold 200,000 or more copies in 1975.

CBS

The CBS Records Group, as reported previously, had pretax income of \$56 million on sales of \$484 million. CBS also touched on economic difficulties in their annual report, noting that "the domestic CBS Records division, which was affected by the economic problems experienced by the entire U.S. recording industry in the early months of 1975, made a dramatic turnaround in the second half to finish the year with record sales and income. Improvement in profit margins throughout the division reflected the impact of operational and cost efficiencies instituted during the past two years." CBS also noted the receipt of 32 gold records (singles and albums). CBS International's good year was detailed, along with plans for a new joint venture company in Jamaica.

32%

Thirty-two percent of CBS' overall business came from records in 1975, 1974 and 1973, as record sales kept pace with overall CBS growth. \$625.5 million was done on records last year; \$484 million in the record division and the rest, \$140 million, apparently done in the record clubs. CBS set aside more than \$8 million as a provision for estimated losses arising from the sale of Discount Records; there was also a loss arising from end of the Stax distribution deal. Finally, a dollar graph in the CBS

Records International section showed international record sales in 1975 pushing the \$3.5 billion dollar mark worldwide, according to CBS International estimates. 1975 domestic sales were shown increasing from \$2.2 billion to close to \$2.4 billion.

ABC

The American Broadcasting Companies annual report showed sales for

the number of records released was reduced by more than half, and the ratio of new singles to new albums was evenly balanced. Steps were taken to tighten operating procedures. Restructure and reevaluation called for the writing down of catalog inventory with marginal sales potential. This occurred during a year whose first half was characterized by an exceptionally high rate of product re-

turns throughout the industry. The combination of these two factors was a major cause of the record company's loss for the year." But ABC also pointed to 10 gold records last year as signs the company has "turned around," while mentioning the resignings of ABC artists and the signings of new ones.

ABC indicated "though the domestic recorded music industry recovered strongly in the second half of 1975, the industry's long term growth lies overseas. To participate in that growth, ABC signed in 1975 extensive licensing arrangements with major companies throughout the world." ABC Record & Tape Sales saw revenues rise during the year while profits dipped, primarily due to "unprecedented" returns and the close of the W.T. Grant Co., one of whose major suppliers was ABC. A portion of the \$28 million loss is a reserve against potential losses from Grant. ABC also opened three additional Wide World of Music stores for a total of 10, while Word Inc., the gospel label, improved its performance despite higher returns.

Transamerica

Transamerica, who owns United Artists, reported the "United Artists record group achieved another profitable year, and a number of artists enjoyed success." On the publishing side, "profits from music publishing continued to grow." While the overall entertainment division had sales of \$319.7 million, sales in the "record sales and related items" category dropped from \$101,968,000 in 1974 to \$98,738,000 in 1975. No information was given on record division earnings.

Broder To New Qtrs.

LOS ANGELES — Dick Broder has moved his personal management company to 9151 Sunset Blvd., Los Angeles, California 90069, phone (213) 278-4071.

ABC's Various Business Lines

(Dollars in thousands)	1975	1974	1973	1972	1971
Revenues from continuing operations:					
Broadcasting	\$766,648	\$725,670	\$673,900	\$628,901	\$521,213
Theatres	74,362	66,438	57,546	64,413	61,397
Records	157,426	143,916	106,514	82,501	87,345
Motion Pictures	6,477	4,843	9,024	14,619	13,320
Publishing, Scenic					
Attractions and Other	59,735	45,173	33,521	29,064	30,162
	\$1,064,648	\$986,040	\$880,505	\$819,498	\$713,437
Earnings from continuing operations before income taxes and extraordinary items:					
Broadcasting	\$63,655	\$86,281	\$80,150	\$68,689	\$26,763
Theatres	7,843	10,202	9,082	8,819	7,398
Records	(28,285)	4,195	2,332	911	6,350
Motion Pictures	834	1,000	287	(11,775)	(15,989)
Publishing, Scenic					
Attractions and Other	(8,325)	1,128	2,580	5,312	3,986
	\$35,722	\$102,806	\$94,431	\$71,956	\$28,508

WCI Record Division Breakdown

Recorded Music and Music Publishing	Years ended December 31 (Thousands)				
Revenues:	1975	1974	1973	1972	1971
Domestic Recorded Music	\$220,700	\$217,100	\$174,900	\$170,000	\$144,300
Foreign Recorded Music*	75,400	60,800	49,000	35,100	18,200
Music Publishing — Worldwide	17,700	13,800	12,100	9,400	8,400
Total Revenues	\$313,600	\$291,700	\$236,000	\$214,500	\$170,900
Pretax income	\$50,100	\$46,700	\$42,000	\$46,200	\$35,800

*Does not include revenues of 50%-owned Japanese affiliate.

1975 for ABC Records up \$14 million, from \$143 million to \$157 million, while earnings reflected a previously announced loss that amounted to \$28 million, or double the record division income from the previous four years. Their annual report explains that "ABC Records began 1975 by changing its direction and operating philosophy. In keeping with the temper of the entire recorded music industry, ABC Records moved away from concentrating on singles to a broader approach encompassing album product and stressing the catalog of prior recordings. In the process of implementing this redirection,

WEA '75 U.S. Sales — \$220 Mil. ↑ 7

called them "good estimates."

With WEA and CBS accounting for nearly 35% of the record market domestically, and their record division sales combined at somewhere around \$400 million, total record industry sales at distributor's selling price would appear to be somewhere around \$1-\$1.2 billion yearly.

Past 4 Years

WEA's domestic record sales showed only a 1½% increase, from \$217 million to \$220 million, in 1975. The prior year, from 1973 to 1974, sales for the WEA group had jumped \$43 million to \$217 million, from \$174 million. In four years, the WEA group has increased in size by two thirds, from \$144 million in 1971 to \$220 million last year.

In international operations, WEA International has quadrupled in size during the last four years. Sales have gone from \$18 million in 1971, to \$35 million in 1972, to \$49 million in 1973, to \$60 million in 1974, to \$75 million last year. Publishing, meanwhile, has more than doubled in size in the last four years, from \$8 million in 1971, to \$17 million in 1975.

Pretax income from the WCI record division, as previously reported (**Cash Box**, Feb. 14) totaled \$50 million in 1975. A detailed breakdown of income by division was not provided by WCI.

Returns

The reason for the small increase in WEA sales from 1974 to 1975, according to their financial report, was a sharp increase in returns in early 1975 on 1974 merchandise. The report notes "in the first six months, cautious record retailers reduced inventories, occasioning a re-

turn of far more records and tapes than for the same period in 1974." Returns were also blamed as one of the reasons for ABC's loss of \$28 million on their record division sales last year (see separate story). But Warner Comm. executives state that returns in the first quarter of 1976 were far less than last year, in step with the general industry consensus that returns are down (**Cash Box**, Feb. 7).

Comparisons

While comparisons are now at least possible on sales, there can be no comparison of income between WCI and CBS record operations. For while WCI earned \$50 million pretax on record division sales of \$313 million, and CBS earned \$56 million pretax on division sales of \$484 million, the figures are not comparable, primarily because of different accounting policies and procedures. Straight company to company comparisons, therefore, between CBS and WCI are not possible, and previous attempts to compare the profit margins of the two companies were incorrect. What is said by spokesmen for both companies is that "both CBS and WCI are major companies in the record business."

More Disclosure

Warner Communications, by releasing individual figures, is hoping other public companies will do the same. A WCI executive, commenting on the move to disclose more information, stated "we've got nothing to hide, and nothing to be ashamed of. Full disclosure and less secretiveness creates better trust in the eyes of the investing public." He added that WCI would like to see other companies follow their lead.



JETS SET — RCA recording artists, the L.A. Jets, performed before 45,000 people at seven a.m. at a concert held recently at the Sun Devil Stadium in Phoenix, Arizona. The concert also featured Barbra Streisand, Kris Kristofferson, Santana, Montrose, Peter Frampton and Graham Central Station. It was staged as part of "A Star Is Born," the upcoming film which stars Streisand and Kristofferson. Shown above (l. to r.) are Charles Koppelman, president of the Entertainment Company, the Jets' production outlet; Karen Lawrence of the Jets; and Ms. Streisand. The Jets' debut LP on RCA is scheduled to be released in mid-April.

Disco Product Has Strong Effect On Singles Market

by John Mankiewicz

LOS ANGELES — Bette Midler had one on her latest album. Jazzman Ron Carter had one with a version of Cole Porter's "Anything Goes." Esther Phillips is big in the genre. Freddie Cannon is using it to kick off the rebirth of his career. The list could go on and on — the clear fact that emerges is that a lot of recording artists are using disco, so many that one becomes hard-pressed to name ten artists that haven't at least toyed with the form.

The disco recordings sell primarily in the form of singles, and they sell a lot. What kind of effect does disco have on other singles markets, like Top 40 and MOR? How are disco sales generated? What forces get together to produce a musical style that is now approaching the level of social phenomenon? These were some of the questions **Cash Box** asked the people involved in two ends of the disco field — disk jockeys who play the records in the clubs, and, perhaps most important, the retailers who sell tremendous amounts of this specialized product.

Centralized Markets

The disco market seems to have consolidated in major cities, with only minor spillover into secondary markets. New York, right now, is far and away the capitol of disco. There are more dance clubs there than anywhere else, and other markets look to the Big Apple for indications of breakout tunes.

Columbia Records in Manhattan is perhaps the retail outlet that moves the most disco product. Stacey Bartley works in the store, doing "a little bit of everything," and he is on top of the scene. "We carry all singles," he said, "rock, pop, MOR, easy listening, but I would say that fifty percent of the singles we sell are pure disco. One thing that definitely contributes to this high percentage is the fact that a straight disco customer will often buy twenty-five singles at one time; they buy a lot more than our pop customers who come in looking for a particular single."

Can this buying streak sustain itself for any length of time? "Disco is at a peak," Bartley continued, "but it's funny — the peak is at a standstill. I think there will always be a place for discos. Especially the private clubs. You understand, a lot of clubs come and go, because of drug busts and things like that, but there are some that will be around for a long time."

If this is true, then disco sales will assuredly continue in this high-speed fashion. For club play, not radio play, determines and influences the sales of disco records.

Jocks Are Organized

The power of in-club play is enhanced by disk jockey organization. Toward the end of last year, jocks in the southern California area, people from Los Angeles and San Diego, got together and formed "The Southern California Disco D.J. Organization." (There's also one in New York called "The Record Pool," and a San Francisco chapter is in the formative stages.) Jim Walters is president of the southern California organization, and he provided some interesting social analysis of the form, as well as explaining the structure and function of his organization.

"The original concept," Walters said, "was that djs would have more power with the record companies if we got together. Before, certain D.J.s were getting product before the others and there was no unity. We meet once a month with the people from the companies and they run down and distribute the new product to us. We also have an

office that's open a couple of days a week, and jocks can come down and pick up the records that come in the mail."

Product Of Recession

Jim Walters is involved with disco, and aware of the far-reaching spread of the sound. How did it start? "During the recession a couple of years ago, disco was a form of entertainment where you didn't have to spend a lot of money. As one person said, 'It finally got people on the floor.'"

This is certainly a thought which bears some close examination. The disco beat is fast, and perhaps someone dancing to those often frenetic rhythms is given a chance to let out all kinds of frustrations — tight money is a good example, but there are others.

Manipulating Moods

The jocks are aware of the psychological aspects of their work. The concept of a good D.J., Jim Walters said, "is almost to change moods. The records must be planned. We strive for several emotional peaks each evening."

Jim Walters said that two jocks could work with the exact same set of records and come up with different levels of success. It would seem, then, that a disco jock is an artist whose materials are limited strictly to records — there's no patter in between tunes, the songs run back to back.

"I never know what I'm going to play," he said, "until I check out the crowd. I'll play different records depending on the kind of people I see."

And it's not so simple as just playing the records. Discos have elaborate sound systems, Walters explained, with at least two turntables and a tape deck at hand. And the turntables have modular speed controls — if the jock feels that the tune isn't moving as fast as the crowd; well, he can edge the playing speed up to forty-seven rpms. Volume is also a tool of the trade; levels are raised in the middle of songs, to spice up the dance action.

The Twelve Inch Disk

The quality of the systems, often putting out two thousand watts, has perforce

brought an interesting item into existence: the twelve inch disk. This is a platter the size of a regular long playing record, the difference is that each side only contains one, sometimes two, cuts. The grooves are wider apart so that these powerful systems will be less prone to distortion. Here's where the "disco mix" comes in: often, on these twelve inchers, the tune has been remixed with dancing in mind. The rhythm tracks have been dialed up, so that the already straight-ahead beat is accentuated. Right now, these special disks are available only to D.J.s.

Dean Stamatopoulos owns Gramophone Records in San Francisco. The store moves a huge amount of disco product, and Dean thinks that retailers should have a shot at these twelve-inch records. "I think the companies should sell them. I don't know, maybe for a dollar ninety-eight. The longer disco versions are often not available on albums, and they could be a definite contribution to sales."

A few years ago Gramophone's singles business was only concerned with Top 40. Now, however, disco-oriented tunes account for seventy-five percent of their singles sales and they carry the chart hits only as a convenience for their customers. Total sales have experienced a sixty-five percent increase at Gramophone since the inception of the disco scene.

Can a store simply rely on the disco club to push the song, or can retail outlets do anything to help push the sales along? "In-store play is incredibly important," Dean said. "I occasionally allow my good customers to take singles home to tape for a party. People hear the tune at the party and come in to buy it. This disco influx is really the greatest thing to happen to the industry."

Radio, in this situation, is reduced to a medium of reinforcement. "By the time the tune hits the AM charts we've already been on it for weeks," Dean said.

Heavier Buying

With singles sales skyrocketing, retailers handling disco product have to order in large amounts. "Where we used to buy five or ten singles, now we're getting boxes," said the Gramophone owner.

Los Angeles is no slouch in this department. Dale Branam at The Record Depot said that for every one Top 40 single they sell *two hundred* disco singles. "I'm doing it as a service," Branam said, "because no one else is doing it."

How does he know what to buy? "I am in constant touch with the local disco jocks, and I wait for a consensus from three or four of them before I'll buy a certain tune. I know what's happening; I find out things from the Disco Association."

The Future of Disco

If the disco product is a boon to the industry, then how can it be sustained? Can disco music avoid the limited life-span of a fad?

The secret of eternal life is constant change. This became particularly apparent when **CB** talked to the experts. "Disco can keep going," said Dean Stamatopoulos, "if the companies are careful to develop new artists — instead of having older artists cut disco versions of old tunes. There are changes happening in the music. New York is getting way ahead with the Latin thing."

If disco remains stagnant, people will be bored, and the trend will be merely that — a passing musical fancy. There's real danger here, people can get too much of one thing. Truly, the string

continued on pg. 29

Motown Announces National Retail Display Competition

LOS ANGELES — Motown Records has announced a major display contest open to all establishments who stock, merchandise and sell records.

Entitled the 1976 Motown Music Revolution Display Competition, it is keyed to the utilization of Motown point-of-purchase materials with current album product. The competition is scheduled to run from April 15 through May 15, with prizes to be awarded on the basis of photos submitted from the stores.

Prizes include: A first prize of \$1,000; second prize of \$500; third prize of \$250 and ten fourth prizes of \$50 each.

According to Mike Lushka, vp. sales, the display competition is to be centered around such current releases as "Diana Ross" by Diana Ross, "I Want You" by Marvin Gaye, "Wings of Love" by the Temptations, "Smokey's Family Robinson" by Smokey Robinson, "Movin' On" by the Commodores, "Midnight Lady" by Rare Earth, "Motel and Memories" by T.G. Sheppard, "Concert in Blues" by Willie Hutch, "He's A Friend" by Eddie Kendricks, "Real Pretty" by the Pretty Things, "Speedy Return" by Steve Ashley and "Night Life" by Luther Allison.

Our overall Motown Music Revolution program was instituted primarily to make the general public more aware of Motown, both institutionally and through

its many artists," commented Lushka. "We feel that the tremendous display programs set up during the contest will achieve this goal."

A full array of display material, including posters, mobiles, buttons, calendars, counter and floor displays and flyers are currently available through Motown's independent distributors. In addition, specialized "Music Revolution" radio spots will be used in key markets, tied to individual rack and retail promotions.

Retailers are excited about the contest. Motown has been leading the pack in trends for a long time," said Tom Keenan, president of the Everybody's Records chain around the Portland, Oregon area. "This looks like another one. We're definitely going to enter. Display really helps a lot, but it's the old money thing — to get people involved you really need an incentive."

Judges for the competition will be Barney Aies, Motown's executive vice president; Mike Lushka, vp. sales; Paul L. Johnson, vp. promotion; Suzanne de-Passe, vp. creative services; Herb Beikin, vp. creative operations; Miller London Jr., national sales manager; Steve Jack, national album and tape sales manager; Pete Senoff, national advertising and merchandising director; and Frank Muivey, Motown art director.



WET WILLIE DAY — The Macon, Georgia Record Bar store recently held in-store promotion in honor of the new Wet Willie LP, "The Wetter The Better." On hand for the festivities were members of Wet Willie, who gave away Wet Willie balloons, posters, and photos of the band. Pictured (left to right) are John Anthony, Jack Hall, and Jimmy Hall of Wet Willie; Tom Fiisek, manager of the Record Bar; and Michael Duke of Wet Willie.

Radio Previews Of Stones, Led Zeppelin Jolt Atlantic tr 9

With regard to Stones product, KHJ pd Charley Van Dyke commented, "They sent me a telegram to get off the record, and that's what we're gonna do. They told me the LP's release was about three weeks off."

Security

The issue of security has become a bedfellow of record company credibility (witness the attacks on Capitol's Bruce Wendell after KHJ's premature Wings airing) and Atlantic's Kline addressed the problem, telling CB: "At Atlantic, using several different pressing plants across the country, we're unable to have the tightest security possible. Through some devious means, a copy might escape and a record company dealing with a supergroup like the Stones can only go so far."

'Strictest Instructions'

"Our promotion men are under strictest instructions with regard to release date on all product. We did not want a repeat of the Wings incident and we didn't intend to eliminate any L.A. radio station on the Zeppelin. We are caught in a very delicate situation with the Rolling Stones LP... getting caught 16 days ahead of time, with a truck strike on... we're in big trouble. We're sitting here in a tremendous bind as a record label for a supergroup. You have enormous potential problems. Our local and regional staffs take the brunt of the heat, but we get ulcers here in the home office too."

'Prepared'

"At least on the Zeppelin we were prepared... everyone had been serviced by Wednesday morning and the release was moved up to that day. But even with

that, we're sitting with hundreds of thousands of Zeppelin LPs in the warehouse because of the strike... and the worldwide release of the Stones will be kept to April 15, if the strike is settled. To kind of counteract the early LP airing though, we are working with Jagger on a possible single release next week... no exact details yet." (See For The Record, pg. 32).

the problem into focus more than the near disasters involving the Zeppelin and the Stones.

Bruce Wendell voiced the following sentiments to CB after Atlantic was embarrassed twice last week. "I hope Tom Yates (of KLOS-FM) feels just as slighted over the Zeppelin airing as he did over the Wings airing," Wendell said. (Yates

ten days, as in the example of the Stones' Atlantic release, naturally Capitol would have had to take some action."

More Precaution

Both Wendell and Klein emphasized that their companies would, in the future, take every precaution to ensure that such situations were not repeated. As of now, KHJ has given in to attorneys' requests and removed the Stones' LP from the air; the entire country is playing Led Zeppelin, forced into early release by KMET-FM (though the Teamsters' strike has delayed shipping); and Capitol continues to ponder the predicament of a boycott by angry L.A. FM outlets.

Commentary

The issue at stake is one of label-station cooperation and respect. If radio stations maintain that ratings and reputations come before record company relationships, the battle for exclusivity will continue with abandon and companies such as Capitol will face more problems in the future. Yet if record labels cannot maintain proper security over high priority product, is it fair to castigate any station for presenting an exclusive from a "reliable" source? Record companies claim they bend over backwards to help and equally service all radio stations, radio stations claim they posture in a similar fashion with regard to "sacred" label release dates. Someone is either bending too far — or not enough. With the Stones issue now in court, it seems that the matter of exclusivity must be decided by a judge, rather than the people who make and market music.

Stations React With Anger To Wings Airing

LOS ANGELES — Reaction in L.A. last week continued to be strong and angry in the wake of KHJ's premature (to release) airing of Capitol's new Wings LP.

Tom Yates, KLOS-FM — "Hey this has gone on with Capitol and KHJ for years and I'm tired of it. It's our way of protesting the action... by staying off the LP. The requests thus far have been small."

Eric Chase at K100 was unavailable for comment on Wednesday or Thursday. Consultant Bill Drake never returned numerous calls from CB for his opinion. Drake refused the LP last week. Station sources quoted him as saying, "We're still off of it."

Major Issues

The issue highlights two major concerns for both Atlantic and Capitol — profits and image. Overexposed product has to hurt sales (though a supergroup probably can weather it), especially, as in the Stones' case, when no product will be available for two and a half weeks. Perhaps more important is the question of credibility or image. The angry reaction over KHJ's airing of Wings brings

KLIS' Sharon Nelson, md — "We're off Capitol product altogether... it's going to affect unknown artists on that label... new and upcoming artists... it's a decision between myself and Charlie Tuna not to play the LP."

KNX's Tom McKay — "We're definitely on one cut from the LP... we didn't go on it last week though when the controversy first started... I sort of agree with the principle... it seems that there may be a security problem at Capitol."

KNAC-FM's Bobby Blue — "We made an initial decision not to play the LP... in fact we didn't play it for the first couple of days... we're on it now."

was one of Capitol's most outspoken critics on the Wings affair, leading the cry for a total FM boycott of the album.) "If radio stations feel Capitol has done a bad thing," Wendell continued, "I really feel sorry for Atlantic. Van Dyke (KHJ) is a good programmer and I'll have to admit he did outsmart everyone, even at our expense, but I ran with the LP within an hour and a half of when it was first played. If the LP wasn't coming out for

FCC Controversy tr 12

programming of other stations." The marketplace is the ultimate arbitrator of all format questions according to the commission.

"The FCC consistently falls back on the marketplace argument," notes Charles Firestone, attorney at FCC. "The court had consistently said there is no marketplace in broadcast. Classical and progressive music gets screwed by the so-called marketplace."

Firestone believes the 1974, 7-2 watershed decision by the U.S. court of appeals in the case of citizens committee to save WEFM v. Federal Communications Commission, which again involved a license transfer and format change, supports his viewpoint. The court claimed, "there is, in the familiar sense, no free market in radio entertainment because over-the-air broadcasters do not deal directly with their listeners."

Marketplace Question

Commissioner Robinson feels the marketplace question is a red herring, however. "It is not at all clear that in the radio format change situations that are of concern to the court, such a 'pure market' system would yield results materially differing from those the present system produces." He continues, "it had always been a centerpiece of broadcast policy that broadcasting is essentially a private enterprise..."

Some would argue with Robinson, claiming that the "public interest" should be paramount in the determination of broadcast policy. Although arguments on format changes will continue to flood the FCC, the WEFM decision apparently remains the law: "there is a public interest in a diversity of broadcast entertainment formats... the FCC is obliged to determine whether the format to be lost is unique or otherwise serves a specialized audience that would feel its loss..." How the FCC enforces the law will be another question.

U.S. Denver Tour Is Scheduled

NEW YORK — John Denver, who is currently in the midst of his first major European concert tour, has announced the complete schedule for his '76 U.S. spring tour.

The tour beginning April 23 in St. Paul at the Civic Center follows: April 24, St. Louis, Blues Arena, (25) Indianapolis, Market Sq. Arena, (26) Cincinnati, Riverfront Coliseum, (27) Louisville, Freedom Hall, (28, 29) Chicago, Stadium, (30) Detroit, Olympia Stadium, May 1, Cleveland, The Coliseum, (4) Oklahoma City, The Myriad, (5) Tulsa, Oral Roberts University, (6) Ft. Worth, Tarrant County Conv. Center, (7) San Antonio, Hemisphere Arena, (8) Houston, The Summit.

Anton Speaks To CMEA

LOS ANGELES — BMI vice president-west coast performing rights, Ron Anton will be guest speaker at the California Music Educators' Association at the Los Angeles Hilton on Tuesday, April 13. Anton will discuss "Music Careers, Reality of Music Careers Today."



A NATURAL GAS — British rock group Natural Gas will have their debut album on Private Stock Records produced by Felix Pappalardi. The agreement is a reunion for Larry Uttai and Pappalardi, who worked together when Uttai distributed the Pappalardi-produced group Mountain on the Windfall label. Seen above (l. to r.) are: assistant manager Chariton Bennett; group's attorney, Jim Cohen; group members Peter Wood & Mark Clark; Larry Uttai; producer Felix Pappalardi; group members Jerry Shirley & Joey Molland and manager William Cameron.

Capt. & Tennille — Music/TV Ties tr 10

possible" on Dot, Quincy Jones' varied music tracks for "Sanford and Son," Flatt and Scruggs' down-home theme for "The Beverly Hillbillies" on Columbia and the background music for such shows as "Bonanza," "Ben Casey" and "Dr. Kildare," have advanced the popularity of the television shows from which they came and the artists who orchestrated or sang the themes.

Concerted Efforts

More recently, there have been concerted efforts on both record and TV executives' parts to create all-inclusive links between the two industries, especially in the teen market. This trend has given the industry heavy promotion for the Monkees (an NBC show with the group's Colgems contract) and the Partridge Family, an ABC show with recording ties at one time to Bell.

Currently, the TV themes being popularized are coming in twos. For example, NBC's "Welcome Back, Kotter" has two derivative themes out on the market, the first by John Sebastian on Reprise and the second, on a Midland LP, by John Travolta. Another example of this trend

is Jose Feliciano's success with the theme from "Chico and The Man," NBC's trendsetter of last season.

Affection Getters

For Philips, the John Gregory Orchestra has recorded the music from "Cannon" while ABC's "Happy Days" has three songs vying for public affection: Reprise has recorded Pratt & McLain singing "Happy Days," Casablanca has Steve Sawyer's "Hey Fonzie" and London has put out the Heyettes' version of "The Fonz Song."

There are TV programs doing the disco dance this season, "Star Trek" among them. Charles Randolph Greene's hustle-bump version of the show's theme for Ranwood is on the market and a local label out of Brooklyn, N.Y., has recorded a disco arrangement of the "I Love Lucy" theme song.

TV Specials

One of the biggest markets for the TV-record tie-in is the TV special area. Mario Thomas' "Free To Be You And Me" for Arista garnered heavy sales while MCA's "Sunshine" and ABC's selections from "QB VII" were released for general distribution in conjunction with the TV programs' successes.

Since many of the network executives in ABC's program development department were unavailable for comment at press time, the exact reasons for the special contracts could not be ascertained. But most guesses are that ABC intends to solidify its 12-week-old number one position with a mass market appeal.

Charts Essential

"I'd say the charts are the most important thing for the selection of artists," an informed ABC source told **Cash Box**. "These people also must be types who are comfortable with TV. I guess you'd say that they are definitely MOR and, therefore, accessible to the larger segment of the audience."



Chicago

FORUM, L.A. — If there's any group who has a success story of numerous super hits behind them plus a love affair with audiences every time they appear, it's Chicago. Their concert at the Forum was Chicago just like you'd hear 'em on your Dual tables through your JBL speakers. The music comes alive, Chicago horns are notorious, but just as great are percussion, guitars, keyboards, washboards, and anything else this group could possibly get into. It came out great and the audience literally was on their feet, applauding what must have been five minutes, on Chicago's first encore to the stage. And the stage, designed with a Chicago skyline backdrop, street corner sign, stop sign and stop light hanging from the light scrim, was another asset to the show. Vocalists on keyboards and lead guitar were excellent, but bass vocalist Peter Cetera

"the voice of Chicago" was outstanding. If you want to know what a Chicago concert is like, look at their line of Columbia hits, starting with say, "Make Me Smile," to the incomparable "Twenty Five Or Six To Four." The group's success in past concerts and on wax is enhancing to the present concert tour performances, but by no means a crutch for the group. They delved into "Another Rainy Day in New York City," a reggae type delivery, and another song with a horn-charming sound of a snake out of its basket. "Color My World," always expected and performed well in concert, and the final encore song, "Twenty Five," highlighted the full Forum. "Enjoy the show?" a Forum attendant working outside asked two girls as people exited the building. They just smiled and went on. 'Nuff said about Chicago.

j.b.c.

Sweet Sammy Hager

SANTA MONICA CIVIC — How sweet it was may be a cliché, however that's the way it was when the mighty quartet from England made their return to their favorite palace of rock, the Santa Monica Civic. Even though there were many similarities in their show from the last visit, the show was non-stop electrifying rock & roll at its best.

Brian Connolly, Steve Priest, Mick Tucker and Andy Scott who compose (Sweet) started to burn up the stage from the very moment their phallic cinematic short started rolling. The audience jumped to their feet as the Capitol recording artists roared on stage and performed their smash hit from last year "Ballroom Blitz."

What made the Sweet show so exceptional was the first-rate combination of lighting, visuals, theatrics, showmanship,

and musicianship which made the evening delightful.

Debuting new material off their latest LP "Give Us A Wink," proved that the band has steadily improved in providing its fans with more tasty rock & roll. Their latest hit single "Action," brought joyous hoots & howls from the raucous crowd. Probably the two hottest numbers performed in their fast-moving exhilarating set were "AC/DC," and drummer Mick Tucker's audio/visual three-way drum war. The lads closed their triumphant show with "Fox On The Run."

Sammy Hager who opened for Sweet played adequately in spots but needs more stage work to be effective. The music was fine but sometimes the sound was too overpowering and not melodic enough.

i.l.

Flora Purim Airtó

ROYCE HALL, UCLA — In her fourth concert appearance since her release from prison, Ms. Purim showed an awestruck audience how it feels to be free. Aply accompanied by her husband, Airtó, Flora showcased many of the tunes from her new Milestone album, "Open Your Eyes, You Can Fly." Meticulous stage lighting added the finishing touches to the show, most notably on Flora's spacey delivery of the title cut of the new LP. The ethereal qualities of Flora's vocal technique were also energetically applied to tunes penned by cohort Chick Corea. An extremely appreciative audience was treated a fine performance by the Brazilian songbird whose wings could never really be clipped.

Airtó opened the show, backed by virtually the same band that supported Flora so well. David Amaro played guitars, and he has all the classy chops of

a Billy Connors or an Al DiMeola. Airtó is probably the best percussionist in the world. He took the tambourine and made it into a lead; by hitting different spots on the skin he managed to coax, aside from the fascinating rhythms, a primitive melody out of an instrument that most people use merely for emphasis. Airtó was joined at the peak of one tune by Brazilian keyboard and flute wizard Hermeto Pascoal who later, in Flora's set, turned in an unaccompanied flute solo that had the entire audience on its feet.

The energy of the show, as it travels to different cities, will do a lot more than just promote Purim's LP and Airtó's recent Arista offering. These two artists, through the tremendous spirit inherent in their performances and recorded work, are demonstrating to anyone who will listen that music can be more than just a business: it can be a way of life.

n.n./j.m.

Jean-Luc Ponty

STARWOOD, LA — It was an automatic success for Jean-Luc Ponty's recent Starwood appearance in Hollywood. The manner in which this artist can work intensity the entire length of the scale on the acoustic violin and his ability to have a "studio-produced effect" live on stage, as with his finale, were the two highlights of Ponty's show. He stepped back at the beginning of the show, turned to his musicians, admired their already begun music, waiting, paused as if to almost obtain permission to make his entrance, and did so to the delight of the over-crowded club. This man makes the instrument work with rapidity and intensity

of proportions not seen from anything less than sheer genius. The group was flawless, in their own followup to Ponty's lead, especially a song featuring only an acoustic guitar, backed by some nice mellow rolled out piano notes. Then, complete with echo, reverb and any other different means of interpreting normal sound, Ponty featured a song that, shades of 2001-Space Odyssey, was like nothing ever heard before in a club. The whole recording studio effect was there, and a one-man show at producing was taking place before your very eyes, and more importantly, your very ears.

j.b.c.

Robin Trower Wishbone Ash

MADISON SQUARE GARDEN, NYC — Robin Trower is one of the few artists of this decade to succeed with the heavy trio sound. His latest Chrysalis release, "Robin Trower Live," is the #37 bulletted album in **Cash Box** this week, securing his established status. Trower dazzled a highly appreciative crowd with stompers like "Just Keep On Rockin'," and his breakout single of last year, "Lady Love." His songwriting is most distinctive in the slow, majestic progression of "Bridge Of Sighs" or "I Can't Wait Much Longer," from his first solo album, "Twice Removed From Yesterday." James Dewar's bass playing remains in the background, although his powerful voice lends the band much of its personality. Trower's thick, penetrating guitar sound tends to enslave the other instruments, but drummer Bill Lordan manages to carve out his piece of the total effect.

Every musician has his influences, and Robin Trower has readily admitted that when he left Procol Harum for a solo career, he chose to devote himself

almost exclusively to Jimi Hendrix. While the critic of guitarism might be troubled by this intentional sacrifice in originality, one can't deny the emotionality Trower communicates through his riffs, at least his audience seems to understand. He was called for two encores, but the Garden was less than full this evening. With the status of playing this venue, the excitement which surrounded Trower's sellout of the Beacon last time around was lost.

If guitar madness was the key, then Wishbone Ash were sensibly programmed as opening act. Laurie Wisefield and Andy Powell's twin guitars continue to harmonize on "Locked In," their first release on their new label, Atlantic Records. While they achieved their most enthusiastic response with rockers like "It Started In Heaven," it is to Wishbone's credit that they varied their set in tempo and feeling. Through three quarters of an hour and an encore, high standards of musicianship were maintained.

p.d.

Bob Neuwirth & Friends Jake & Family Jewels

OTHER END, NYC — It was a night for nostalgia at this historic club, with echoes of the sixties folk-rock sound flowing out onto Bleecker Street as Bob Neuwirth and Friends headed a bill which was considerably livened by the revitalized Jake and the Family Jewels.

Both groups have their roots in the Greenwich Village scene of the sixties. Neuwirth is an old buddy of Dylan's and acted as MC and bandleader on the recent Rolling Thunder Review tour. On this turn he was backed by the nucleus of the Rolling Thunder Band and once again most members took their turns at the mike with their own songs, highlighted by bassist Rob Stoner's "Too Good To Be Wasted But Too Wasted To Be Any Good." Neuwirth's specialty is semi-serious, raspy sung songs, and out of the context of a Dylan show where he was simply overpowered, he proves a likable folkie, if that is one's taste.

Opening the show with an a cappella

Tom Rush Ed Bluestone

BOTTOM LINE, NYC — Tom Rush is an "old folkie" at thirty-four. For some, Tom is a revival of the sixties folk scene, a glimpse of the past, but for a majority he is a "turn on" that proves folk music is still very alive.

Rush opened his set with "Ladies Love Outlaws," a beautifully interpreted song written by Lee Clayton, one of many writers Tom has uncovered. Little-knowns Jackson Browne, James Taylor and Joni Mitchell were also Rush discoveries.

Tom Rush reminds one of the good guy in a western movie: a rugged appearance with a smile that makes the dance hall girls swoon. He is immediately likable and this attitude is transferred to his music. Two acoustic pieces, "Child's Song" and "Hobo's Mandolin" highlighted his "schizo" voice, switching from deep bass to more mellowed strains.

Rush is on stage by himself throughout which gives the show an added touch of intimacy. Between songs, Rush rapped to the audience and came across as a hip Will Rogers type, a perfect balance to country wit and Harvard charm. His clever and pungent lyrics on "Duncan And Brady," a long sing-talk ballad, would even make Dylan chuckle.

Rush creeps up behind you and un-

leashes euphoria, just as his name suggests. Ed Bluestone, an ex-National Lampoon staffer, opened the show. Bluestone is a young comedian and in all probability will grow old.

i.c.

Shakti Featuring John McLaughlin

BOTTOM LINE — John McLaughlin has always been a cultivator of guitar technique, and once again he harvests a bumper crop of sound. Shakti is an Indian flavored group and strictly of the acoustic temperament. With tambouras, a tabla player, and one other percussionist, the themes of the numbers were exchanged between an intense violinist and the sitar-like riffs of McLaughlin's guitar, both of whom combine to write the group's material.

Opening the show was a high energy musical ride called "Joy." The musicianship as well as the conception was stunning. The closing number featured both solos and harmonies between the two percussionists that was a refreshing treat for western ears. McLaughlin's playing was typically frantic and flawless on what appeared to be a self conceived 12 string, with six strings running downward at a 45 degree angle from the soundhole.

b.s.

POINTS WEST - Rumor Of The Week ... Will the stone faces of Mount Rushmore look down on the Stone faces of Great Britain July 4? The Muses indicate that the **Rolling Stones** have been considering chiseiling their way into an Independence Day blast at the North Dakota historical site. Now, however, it looks as though **Rocky Raccoon** may have to do it solo up there, anyway, as Mick, Keith and the others are now said to be trying on Pasadena's **Rose Bowl** for size. Of course, that venue can seat 100,000 in a contained enough area so that tickets could actually be sold. Proceeds from a gate like that? Shouldn't be taxed too heavily if the band turns around and sinks it right into another venture. How about buying England and moving it to Lake Havasu?

... **Mickey Hart (Grateful Dead)** has become staff producer for the **American Conservatory Theatre** in San Francisco. Thus far he has put together a score of "electronic and natural sounds" (with the help of **Jerry Garcia**) to accompany "General Gorgeous" by **Michael McClure** and **Eugene O'Neil's "Desire Under The Elms."** "Desire" is set on a southern plantation in the mid-1800s and Mickey has the audience squirming even before the curtain rises. A half-hour before the play begins, Hart begins piping cricket noises up through the floor. All of this in preparation for his upcoming **20th Century LP, "Diga Rhythm Band."** That effort features drums of all sorts - in the neighborhood of a dozen tracks, African, Indian, Latin.

WHAT IF THEY OUTLAWED BULLETS INSTEAD? An interesting assortment of entertainers is set to fill the bill May 6 at the Santa Monica Civic Auditorium. On tap to perform at a benefit concert for handgun control legislation are **Carol Burnette, Don McLean, George Carlin** and Oscar-winner **Keith Carradine**.

Kids are a natural barometer of uninhibited excitement. This reporter was watching the Academy Awards with a friend's children who were glued to the TV screen as **Keith Carradine** delivered his warm, confident performance of "I'm Easy." At the conclusion of the tune Carradine's eyes were fixed on the camera and Johannes (an excited six-year-old) exploded - "he looked right at me!" Indeed, Keith looked right at a whole nation. His natural balance in front of the cameras provided a brilliant counterpoint to the nervous electricity of the rest of the evening. It was a perfect showcase



MOTOWN SIGNS BUBBA PRODUCTIONS - Bubba Productions recently signed an exclusive long-term contract with Motown Record Corporation. First single release under the production agreement, "Whole New Thing" by Rose Banks, a/k/a Rose Stewart, sister of Sly Stone and former keyboard player with his Family, will be released prior to her album, "Rose Banks." Seated from left are: Rose Banks; Suzanne de Passe, Motown's vice president of the creative division; (standing from left) producer Jeffrey Bowen; Hamp Bubba Banks; and vice president of promotion Paul Johnson.



Eric Carmen, Darryl Hall and John Oates illustrate various attitudes of happiness backstage at the **Roxy Theatre** in Los Angeles. Reason for the grins? Carmen just scored a number one single in "All By Myself." Meanwhile, Hall & Oates' "Sara Smile" is blueting up the charts at #36 this week.

and should have a lot to do with any single sales Keith racks up as **ABC** re-releases the song now that their singer has an Oscar on his shelf. Should be interesting chart watching ... **WHEN ADAM WAS SLEEPING, God** took one of his ribs and made **Eve**. Some time later, while **Alice Cooper** was eating, **Goddard (Cheryl)** took one of his spare ribs and made it a marriage. No more Mr. Nice Guy? ... **Marvin Dean** of **ABC** also tied the knot last week (with a different girl) ... **John Klemmer** is set to record the follow-up LP to his highly-successful "Touch" album which, no doubt, spawned lots of proposals itself. ... **HANG IN THERE** - **Rodney Bingenheimer** remains a fixture on the L.A. rock and roll beat. Others come and go but Rodney remains. Nobody knows what his qualifications are for sure, but **Rhino Records** made it "Rodney Bingenheimer Day" April 2. Rodney is currently emcee and booker at the **Starwood** which will feature a lineup of British heavymetal bands this month including **Slade, Crack The Sky** and **Savoy Brown**.

stephen fuchs

EAST COASTINGS - **Eric Clapton** is recording in Los Angeles and has played host to some rather stellar sidemen there. Dropping in one night (all at once) were **Bob Dylan, who played bass, Pete Townshend, Ron Wood, Rick Danko and Garth Hudson** of the **Band** and **Kinky Friedman**. ... Speaking of jamming, **Bad Company** and **Noel Redding's** new band jammed at the Electric Ballroom in Atlanta recently. ... **CLUB NEWS** - The Bottom Line has repainted its interior and should be replacing the carpet (which has accumulated two years' plus worth of cigarette burns and spilled drinks) at this very moment. Speaking of cigarettes, **Tom Rush** is attempting to institute a no-smoking policy in the first few rows of his audiences. No reports are in yet on the success or failure of this project. ... If anyone needed further proof that this is indeed the year of New Jersey, one need only add Oscar winner **Jack Nicholson** (of the Neptune Nicholson) to the list of garden state luminaries which now includes **Bruce Springsteen, Phoebe Snow, Patti Smith, Frank Sinatra** and **The Asbury Jukes**.

Movies, ... the New York rock group recently signed to Arista, are recording in LA with **Melissa Manchester's** producer **Vinnie Poncia**. ... **Rich Grech** has officially left **KGB** and is forming his own band, reportedly a pure country band in the **Gram Parsons** style. Rick was featured on **Parsons'** two excellent solo albums, both as an instrumentalist and songwriter. ... **Les Dudek** stopped by the **Box** recently to talk about his new Columbia album of the same name. The album was produced by **Boz Scaggs**. ... Appearing on **Don Kirshner's Rock Concert** on April 10 will be **Uriah Heep, Eddie Kendricks** and **Mirabal**. ... **Harry Spero**, promotion director of **Midland International Records** was married March 28. ... **The Don Harrison Band**, whose new single, "Sixteen Tons," is getting considerable airplay on the coast, includes two members of **Creedence Clearwater**. ... The new **Stones** single is "Foot To Cry" backed with "Hot Stuff." One cut from the album is to be released on a twelve-inch special disco single.

eric rudolph/phil dimauro



STARK HOLDS DINNER - Stark Records, Cleveland based retailer and rack jobber, recently held their 7th annual profit sharing dinner, attended by Stark executives and employees, and representatives of different manufacturers. Paul David, president of Stark Records, announced that the Cameo of Music chain, which they operate, would add 14 more stores in 1976 for a total of 56. Pictured at the meeting (top photo) are (top row, from left): **Jon Peisinger**, director of national sales, and **Gordon Bossin**, vice president of marketing for **Arista Records**; and **Dave Prescott**, promotion man for **Piks** in Cleveland; (bottom row) **Paul David**, **Arista** artist **Eric Carmen**, and **Harvey Korman** and **Ron Shaefer**, principals of **Piks**. In the bottom photo are: (from left) **David A. Frontera**, **Warner Bros.** regional marketing manager and **Vic Faraci**, vice president and director of marketing for **WEA**.

IBFM Seeks New Understanding Of ASCAP, BMI fr 10

of the sports and news-oriented broadcasters, who pay the blanket license fee of approximately 2% of their gross revenue to the music license authorities for the privilege of using music on the air. It is true that these stations have commercials played on them, and these should be cleared, but commercials are initially cleared through the advertising agencies that produce them.

One more area of concern in the "Itemized Deduction" section on the statement of account is that of purchasing a show for broadcast. If a show is purchased directly from its source, it is considered a deductible item. If it is bought through a third party, such as a sports network, it is considered only partially deductible. Therein lies a discrepancy, especially since going through a third party is almost always more expensive and, many times, necessary.

There is also the matter of SESAC, a third music licensing source. Since the fee for SESAC is nominal compared to the two major organizations, the broadcasters don't seem to mind paying it, but they do question what it's all about. There is a great lack of knowledge as to why fees are paid to yet another clearance source.

The present statement of account for music licensing in television was revised in 1968, and it expires in December, 1977. The IBFM Committee hopes to "bring the greys to light" on what is considered to be an extremely confusing and loosely organized vehicle to channel airplay funds to the deserving artists and songwriters.

'Cuckoo' Gains 6 Oscar Awards

HOLLYWOOD — "One Flew Over the Cuckoo's Nest" picked up six Oscars at the Academy Awards presentation last Monday (29). The film was produced by Saul Zaentz and Michael Douglas for Fantasy Films, which is a subsidiary of Fantasy Records. This week the soundtrack from "Cuckoo's Nest" is bulletted at #18 in **Cash Box**.

Other music-related Oscar winners included: best sound, "Jaws"; best original music score, John Williams for "Jaws"; best original adaptation, Leonard Rosenman for "Barry Lyndon"; and best song, "I'm Easy" from "Nashville," with music and lyrics by Keith Carradine.

Additional music for the "Barry Lyndon" soundtrack album, which is bulletted at #131 this week, was composed and performed by Island Records artists The Chieftains.

NYC Price War fr 9

nature of some new retailers and some old ones. The Record Hunter chain, for example, advertised in last week's *Times* with a store-wide \$3.44 sale on \$6.98 list product. So while Korvette and Goody watched outsiders chip away at their business for the past few months, both decided to react, and reacting against the newcomers, and also each other. Finally, price is apparently becoming more of a factor in record purchases in the New York area.

An individual close to the situation commented, "The little guys better watch out, 'cause the big guys are now in the fight."



DIRK DEBUTS — ABC recording artist Dirk Hamilton made his Los Angeles debut at the Roxy Theater last week and won the affection of the Roxy patrons. Fronting his five man ensemble, Hamilton tore through the material from his ABC album "You Can Sing On The Left Or Bark On The Right" and demonstrated why he is exciting. Later backstage he was congratulated by friends and fans including (l. to r.): Steve Diener, president of ABC's international division; Jerry Rubinstein, chairman of ABC Records; Dirk Hamilton; and Otis Smith, vice president of ABC Records.

Melodyland- Motown Slates National Promotion Contest For Name Change

HOLLYWOOD — Motown is slating a national promotional contest to change the name of the country label. Motown has had unequalled success for a new country label. T.G. Sheppard started off by scoring big with two number one hits in a row. He has followed this up with two albums and two more top ten hits. Melodyland has found themselves on the charts with hit records from Jud Strunk, Pat Boone, Ronnie Dove, Dorsey Burnette and Jerry Naylor.

A substantial amount of new product is waiting to be released. This cannot be done until a new name has been selected. Through some previous unknown prior use of the name "Melodyland" by a religious organization, the label has been forced to change its name.

A contest has been set up to select a new name for Melodyland. Radio stations around the country will be asked to write in and suggest a new name. The

winner will be flown to New Orleans or Atlanta for the weekend.

Due to Melodyland's tremendous first year success, no substantial market or conceptual changes will be made, according to vice president, creative, Herb Belkin.

Additional information will be distributed to country stations immediately.

ABC Consolidates Warehouse System

LOS ANGELES — ABC Records is in the process of consolidating their warehouse operations throughout the country, according to Don England, vice president of sales and distribution for ABC Records. The warehouse in Woburn, Mass., serving the northeast area, was closed a few weeks ago, while the one in Beltsville, Maryland was closed officially on April 1. Both territories will now be serviced out of the ABC branch in Woodside (Queens), New York.

Reason

Reason for the move, according to England, is "to give us flexibility in distribution. We're in the distribution business, not in the warehouse business or the real estate business. The Woodside branch has been servicing the Boston area for about a month now, and we are sure they can handle the Washington area with no problem." England emphasized that there has been no cutback in salesmen, only in the number of warehouses. "In some cases, there are actually more salesmen in an area now than there were before."

Cleveland Next

Scheduled for a June 1 closing is the warehouse in Cleveland, with product for that market to be shipped out of Elk Grove, Illinois. "We can operate more efficiently with fewer depots," he added. "There will be considerable savings in closing down the warehouses and that had a bearing on our making this decision."

The consolidation will leave ABC with warehouses in New York, Atlanta, Dallas, Elk Grove and Los Angeles. "There will be no future closings after Cleveland as we see it now," he concluded.



FLAX PRODUCES BRITANIA — Midland Records has announced an early April release date for the single "Holl-i-Brite" by the group Britania, who have just been signed to an exclusive Midland contract. "Holl-i-Brite" was co-written and produced by Bobby Flax, whose songs have been recorded by Gloria Gaynor, Bobby Vinton, Carol Douglas and The Lettermen, among others. Shown above are Flax, left and Bob Reno, president of Midland.

Teamster Strike Effect Pondered fr 14

emphasized that, if it came to violence, ABC would not jeopardize the safety of any individual for the sake of meeting delivery schedules. ABC has no penalty clause within any of its shipping contracts as to how fast it must deliver product to its customers.

Independent Distribution

The Los Angeles branch of Record Merchandising independently distributes various labels (A&M, Motown, Chesea, Casablanca, etc.) throughout the state of California. For the most part, Record Merchandising receives goods locally from the Monarch and Wadeil pressing plants. From there warehouse manager Manny Larriva services various in-state accounts such as Superior, Music Plus and the Warehouse chain. Any delivery under 100 pounds is shipped by United Parcel; packages exceeding 100 pounds and destined within a fifty-mile radius are delivered in one of the firm's own vehicles.

On the surface, Record Merchandising appears to be immune to the effects of the Teamsters' strike. There is a gap, however, and Larriva explained:

Soft Spot

London and GRT are two lines relatively new to Record Merchandising. London, according to Larriva, carries a sizable classical catalog which is first imported from England to New York and then shipped to Los Angeles by truck. Fortunately for Record Merchandising, Larriva received the last of his London back orders March 31 — the day before the strike — thus completing his inventory. GRT, on the other hand, comes from Nashville via Republic Trucking. If that freight line is sympathetic to the union, Larriva figures some of his en route orders are on somebody's dock about now, somewhere between L.A. and Nashville. Manny isn't worried, though, because any "hot" orders could be rushed to his warehouse by air freight, the cost of which would be split down the middle between Record Merchandising and GRT.

Expense

Air freight, as an alternative to breaking picket lines on the highway, is plausible. The fact that GRT and Record Merchandising would assume equal responsibility for the cost is significant. Air freight is quite a bit more expensive than trucking — that point was vividly demonstrated during the last major Teamsters strike several years ago.

Cash Box expresses the hope that this walkout can be settled swiftly and that it does not grow into crippling capacities. For the time being, it's a wait-and-see situation.

Deja Vu To Capitol

LOS ANGELES — Rock group Deja Vu has signed with Capitol Records with their debut album tentatively set for release in May. The seven man band was brought to Capitol by producer Jimmy Ienner and manager Stan Poses.



Capitol's Don Zimmermann, Ienner

Cassette Sales On The Rise fr 7

Dennis, director of the tape division for Warner Bros., said he has also seen a rise of a few percent in their cassettes sales, but cited no specific reason for it. The pattern of sales for Warner Bros.' cassettes is typical of most.

Anticipates Upsurge

Harry Lusk of Mercury Records said that he anticipates a rise in cassette sales for the reasons which were outlined at the NARM tape seminar (CB, April 6). He especially cited the rise in factory-installed car units and said "the superior sound is starting to surface. People are happier with the sound of cassettes. There are still a lot more eight tracks out there but in 1976 I think the gap will shorten." He also blamed the initial failure of pre-recorded cassettes for the reluctance of the retailers towards the configuration.

London will begin to market their own tapes on May 1, having left Ampex. Herb Goldfarb, executive vice president of London, said that they have been pleasantly surprised by the orders they have so far received, that they had succeeded their projections in both their pop and classical lines. On the other hand, Sai Uterano of Atlantic said that he has not seen and does not anticipate growth in the cassette market.

Growth

Conversely, Herb Corsack of Island Records thinks there will be tremendous growth in the market for cassettes, and Island is now making cassettes of all their product for which there is now none. He cited the superior sound quality and equipment as the main reason for the gain. He also said it was low risk because his break even point was 600 cassettes.

Soi Gieit of the Win One Stop in Long Island City termed his cassette business "insignificant" and "not at all increasing." He cited pilferage as a main reason for this. Don Moscattelli of Peters in Boston said that they did very little cassette business. "You can buy an album and a blank cassette for the same price." He said they receive very little call for them and that it would be impossible to stock for this small demand.

Duplicator View

Russ Fields of Ampex, which was a leader in cassette manufacture, said that their decision to get out of the tape business had been coming for a long time.



ELO SHOCKS NEW YORK — The rock heavies turned out for a reception in New York after UA's Electric Light Orchestra appeared before a sold-out house at Gotham's Beacon Theater. Shown partaking of the general merriment are (from left) legendary rock producer Andrew Loog O'Dham with ELO's Jeff Lynne. ELO's currently completing their extensive appearance tour while their United Artists single, "Strange Magic," culled from their RIAA-certified gold album, "Face The Music," streaks up the charts.

"We had too many returns, and then our major lines dropped out. I see no growth in cassettes except among the discriminating listener, the classical buyer. The kids are committed to eight track."

Biruta McShane of GRT says that they predict a 5% dollar increase in the cassette field due to the elimination of budget lines and because of less bootlegging. She also said that they see a 3½% to 4% unit increase and that GRT has seen a 40% increase in the last twelve months, mostly due to hot product. She said that if they can sell 1500 eight tracks, they will make a cassette, citing that figure as their break even point. She does feel, however, that cassettes will not take over from or equal eight tracks.

Will Equal Eight Tracks

Ben Karol of King Karol predicted that cassettes would equal the sales of eight tracks because the manufacturers are improving the sound and distribution. He said that he has seen a growth in the last year, mostly due, he thinks, to the high quality of the tapes, especially in the classical lines. "It is hard to gauge the proportions of configurations to buy on a release," he said. "There is too much out there — quad disk, cassettes, eight track, quad tape, etc. If you have to let something go, you let go the least important. Cassettes are a stepchild. However, if the manufacturers paid close attention to shipping LPs, eight tracks and cassettes together, they'd have a good chance."

Eight Elected To ASCAP Review Board

NEW YORK — ASCAP's committee on elections has announced the recently elected four writers and four publishers who will serve on the board of review in two-year terms commencing April 1, 1976.

In the popular-production division lyricists Bud Green and Leonard Whitcup, with Sherman Edwards as alternate were elected. Composer John Green was also elected with Broadway tunesmith Charles Strouse as alternate. In the standard division composer Lukas Foss was picked with composer-educator Elie Siegmeister as alternate.

Publishers elected to represent the popular-production division are Murray Deutch of Music of the Times Publishing Corp., Burt Litwin of Belwin-Mills Publishing Corp., and Ivan Mogull of Ivan Mogull Music Corporation. Johnny Marks, who heads St. Nicholas Music Inc., will serve as alternate. Robert MacWilliams of E.C. Schirmer Music Company will represent the standard division publishers, and Walter Gould of Lawson-Gould Music Publishers, Inc. will be alternate.

In-Tune Music Formed

LOS ANGELES — In-Tune Music Distributing Corp. has been opened in Los Angeles by Mike Lipton, who is president of the firm. Other principals are Elliot Blaine, executive vice-president; Bernie Wechsler, vice-president of sales; and Ernie Farrell, vice-president of public relations. The firm is located at 6737 Valjean Ave., Van Nuys, Calif. 91406, phone (213) 782-6420.

Epic Inks New Acts

LOS ANGELES — New additions to Epic Records roster of artists include Jaco Pastorius, a bassist from Ft. Lauderdale, Fla., David Sancious of Bruce Springsteen's band, Doc Severinsen, Alphonso Johnson, former Weather Report bassist (who is currently touring with the George Duke Band), Lee Ritenour and Webster Lewis.



TAKE IT TO NEW YORK — The Doobie Brothers were recently toasted at Warner Bros. headquarters in New York, where their new album "Tak'n It To The Streets" was premiered for press and radio at a luncheon given in their honor. Scattered among the Doobies above are (l. to r.): Eric Rudolph, Phil Di Mauro, Steve Ostrow and Bob Speisman of Cash Box.

Motown Claims ½ Million Sales For Gaye Album

LOS ANGELES — Motown Records has reported sales in excess of 500,000 units for Marvin Gaye's newly-released album, "I Want You" less than five days after release.

The album, the first from Gaye in more than two years, is being backed by a massive marketing push from Motown and the debut single from the album, "I Want You," was rush-released last week, with initial orders reportedly exceeding a half-million units.

Gaye has embarked on a major national tour, with dates in major markets scheduled during the spring and early summer.

Reddy To Host 'Tonight Show'

LOS ANGELES — Capitol artist, Heien Reddy, will host NBC's "Tonight Show" for the first time on Monday, April 5. Guests signed for the Reddy hosted "Tonight Show" to date include Carol Burnett, Dinah Shore, and Heien Gurley Brown.

MCA April Releases

LOS ANGELES — MCA has announced the first part of their April releases beginning with Neil Sedaka's "Steppin' Out." This, Sedaka's third LP for Rocket, includes his current single, "Love In The Shadows." Due, also, are two debut LPs, "Bill Wray" on Legend Records distributed by MCA and "The Welsh Connection," by Man, who signed with MCA in Feb.



RAMONES PACT WITH SIRE — The Ramones recently completed their first album for the Sire label, "Ramones," at New York's Plaza Sound. Seen at the signing are: Danny Fields, Ramones' manager; Johnny, Tommy, Joey and Dee Dee Ramone. Seated is Sire's managing director Seymour Stein. The album is scheduled for an April release.

Sinatra Tours

LOS ANGELES — Frank Sinatra will embark upon a six-city concert tour of the U.S. and Canada from May 1 through May 10.

The tour will be highlighted by Sinatra's first appearance of his career at the Grand Ole Opry in Nashville, Tenn. on May 10.

The spring tour has been organized by Jerry Weintraub. Other dates on the itinerary which was organized by Jerry Weintraub are as follows: May 1, Maple Leaf Garden, Toronto, Ontario, Canada; (3), Wing Stadium, Kalamazoo, Mich.; (5), Civic Arena, Omaha, Neb.; (6), Milwaukee Arena, Milwaukee, Wis.; (8), Market Square Arena, Indianapolis, Ind.

Clarence Avant & RCA Prod/Consultant Deal

HOLLYWOOD — Clarence Avant is on the brink of signing a deal with RCA Records. Cash Box learned at the NARM convention in this city last week.

Avant owned and ran the Sussex label up until about six months ago, the label that introduced Bill Withers, but is also well known to many industry people as a "middle-man" who played a major role as a go-between in many record industry negotiations.

Word has it that Avant will go to RCA as a consultant and a producer in the very near future, and might decide to develop his own label thru RCA if he feels it would be advantageous to take that course. The agreement may have been concluded last week.

Avant played a key role in the sale of Stax to Gulf & Western and was also involved in the Holland-Dozier deal with Capitol, among many others.

Mogull Returns To Music Field

NEW YORK — Steve Mogull, president of Steve Mogull Assoc., a Miami based advertising agency, has announced a return to the music industry after a 12 year hiatus. In plans partially formulated at the NARM convention, Mogull has begun directing the company toward market strategy planning in the record and music print industries.

Hamilton To Siddons

LOS ANGELES — Dirk Hamilton has signed management representation with Siddons & Associates Management of Beverly Hills. Bill Siddons, manager, is currently negotiating two tours for Hamilton. Dick Hamilton's latest ABC LP is entitled "You Can Sing On The Left Or Bark On The Right."

Yetnikoff Addresses Analysts fr 9

ing over the next two months will go gold. Finally he came to new artist development. On this he commented, "This new artist development is vital to our growth, and it is now receiving more attention, time and money than ever before."

Cost of Sales

Yetnikoff touched upon an area of interest to the analysts, that of recording costs. He noted that "maintaining strength — building album sales, developing and breaking new artists — all cost money, and costs. I understand is an area of interest to you all and, by the way, to me, too." He noted that royalties represent 30% of overall costs; selling, advertising and promotion expense constituting 25% of costs; manufacturing at 35%, and unrecovered guarantees 10%. He added that CBS is maintaining a tight hold on costs, having reduced the number of shipping branches and, therefore, freight charges.

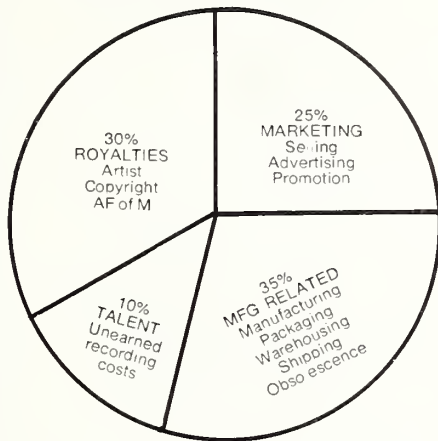
International

Yetnikoff also detailed international successes, and claimed CBS International was three times larger than any competitor. He explained that "the philosophy of developing local companies abroad, paralleling our domestic

operation, as opposed to primarily funneling American product abroad, is basic to the success in the international record business. Approximately 60 percent of all our overseas label sales is composed of local foreign product, and the remaining 40 percent is of material that originates in this country."

TYPICAL RECORD COSTS

as outlined by Walter Yetnikoff in an address to securities analysts



ASCAP Members Sue Lighthouse

NEW YORK — ASCAP members: WB Music Corp., Cherry Lane Music Co., Jobete Music Co., Inc. and Black Bull Music, Inc. have sued the Lighthouse Club in Mouma, Louisiana for copyright infringement. Mandago Inc. and Andrew Johnson operators of the establishment were named as defendants in the suit filed in U.S. District Court for the eastern district of Louisiana.

The plaintiffs claim that their copyrighted songs were performed at The Lighthouse Club without authorization and have asked the court to award statutory damages along with trial costs, and to restrain the defendants from publicly performing their songs in the future.

Those songs involved are: "One Of These Nights" by Don Henley and Glenn Frey; "Sunshine On My Shoulders" by H.J. Deutchendorf, Jr., Dick Kniss and Mike Taylor; and "Boogie On Reggae Woman" and "Higher Ground" by Stevie Wonder.

Katz Produces For WB

LOS ANGELES — Gary Katz has signed with Warner Bros. Records to produce those artists already on Warners' roster, as well as acquiring new talent. Katz is best known from his recent association with ABC/Dunhill Records where he produced all five of Steezy Dan's LPs and Dirk Hamilton's latest.



ALL SMILES — A lot of hard work typified NARM's 1976 convention in Florida, but not everyone minded. Seen enjoying themselves at the Private Stock product presentation are (l-r.) Ariene Gersh, Pamela Uttai and Carol Rubinstein.

Salstone/Heilicher/Roberts fr 7

major independent manufacturer recently estimated that Heilicher already had 17% of his overall business prior to the opening of Atlanta and Memphis. The manufacturer reportedly has refused to give Heilicher the line in any other markets for fear of what such a great concentration of business in the hands of one person would mean should Heilicher and the manufacturer have a dispute of any kind.

Challenged

Ironically, the only market in which Heilicher has failed to successfully operate independent distribution was in Chicago, where they lost in a head to head competition with Saistone. The St. Louis battle should prove an interesting confrontation between two veteran record executives.

If and when other manufacturers give their St. Louis business to Saistone, the test of strength between Heilicher and Saistone (and, of course, Roberts) will become more interesting. Saistone, an astute businessman, would not be opening without a number of major labels, or he will obviously not be able to remain open competitively in the market. Should some manufacturers choose to go with him, they will go with someone with strong financial backing, who has paid his bills, with a reputation for prompt payment in 31 years of operation. It is also believed that Saistone will be able to collect on some IOUs for favors he has done for people throughout his years in the business.

Half the Market

The St. Louis market is an interesting, yet not entirely representative battleground, for the Saistone/Heilicher/Transamerica standoff. First, St. Louis is not a very strong retail record market, with much of the business in town done by Marsh and Musical Isle. They will probably truck their goods in from outside rather than buy from Saistone. Yet Saistone is familiar with that situation; he has often complained that in Chicago he has only 50% of the market. The other part of the business is done by the rack depots who have their goods dropped in many cases by the manufacturer. M.S. may be able to pick up

some extra business, though, from the surrounding Kansas City/Des Moines/Nebraska area.

Others Affected

The M.S. move may be viewed as someone standing up to Heilicher. But the big question now is who among the manufacturers will support him. There will be hurt feelings all around should lines be pulled away from other distributors to give them to Saistone. There will also be hurt feelings should Saistone open and not be totally successful because of lack of lines.

The manufacturers, as usual, find themselves in the middle. But the issue of the concentration of business in the hands of fewer people may be of more importance than the hurt feelings of the affected distributors. The manufacturers may have wanted a "test case" on the concentration issue. It appears they now have one.

CK Int'l. Formed

NEW YORK — C.K. International, a company encompassing many facets of the entertainment industry, has been formed by Jimmy Kronides and Vic Chirumbolo. In addition to its record division, which will release its first product in mid-April, CKI will include publishing firms Vijim Music/ASCAP, and Jivic Music/BMI.

Distribution through independents is presently being lined up with a partial list including: Maiverne (N.Y., N.J., Conn., Mass.); Chips (Phila.); Blackfire (D.C., Baltimore, Va.); Heilicher Bros. (Atlanta, Dallas, Houston, Miami, Minneapolis); Arc Jay Kay (Detroit); Commercial (St. Louis); Hot Line (Memphis); Music City (Nashville); R&R Records (L.A.); Pacific Record and Tape (San Francisco); and Music Craft (Hawaii).

First product on CKI Records will be a release by vocalist/keyboardist Jeremy. Subsequent monthly releases now slated will include Simera-The Dynamic Disco Sound, Jane Burbank and Don Federico.

Kronides was most recently involved in publishing operations for ABC Records in New York. Chirumbolo, who last was with GRT's custom division, worked previously with Creed Taylor in the establishment of CTI Records.

Phantom Signs Greene To Produce Lotus

NEW YORK — Phantom Records has signed Richard Greene to produce Lotus, a poet, musician, singer, writer and comedienne who has previously performed as Maurey Haydn.

Lotus has appeared at such clubs as The Troubadour, the Bitter End, Mr. Kelly's and the Riverboat in Toronto. Her material has been recorded by Richie Havens, she's performed as an actress on and off Broadway and on the road, and she's had her own TV show.

Richard Green was in Seatrain, he toured and recorded on the last three albums with Loggins & Messina, and he has recorded with Jerry Garcia, Kenny Rankin, Maria Muldaur, James Taylor and others.

Carlin Does Benefit

LOS ANGELES — George Carlin will interrupt his current east coast tour to perform at a benefit concert for hand gun control legislation on May 6 at the Santa Monica Civic. Joining Carlin will be Don McLean, Carol Burnett and Keith Carradine.

Carlin explains, "At this moment the committee wants to put a hand gun control referendum on the June ballot, which will let all Californians vote on the measure. This is as it should be, we can all decide through voting."

George Carlin, who is on Little David Records, may also be seen in a cameo role in Universal's upcoming "Car Wash."

Rube Bloom Dies

NEW YORK — Rube Bloom, composer of such songs as "Give Me The Simple Life" and "Fool's Rush In," died at his home in the Consulate Hotel at the age of 73.

During his career he made recordings with the Dorsey Brothers, Bix Beiderbecke, Miff Mole, Red Nichols, Ethel Waters and had conducted his own combo, Rube Bloom and His Bayou Boys on records and radio. Some of his collaborators were Johnny Mercer, Harry Ruby, Mitchell Parish, Harry Woods, Ted Koehler and Sammy Gallop.

Outlaws Get The Gold

NEW YORK — Waylon Jennings' album "The Outlaws" on RCA Records has been certified gold by the RIAA.

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r&b ingredients

Where there's fire there's smoke and that is what is going to happen when **Chocolate City Records** releases the debut LP of **Smoke**. **Smoke** is **Donna Summer's** back-up group. The LP was produced by **Wayne Henderson** of the **Crusaders** and when this one is released in the next couple of weeks it will blow everybody out. **Smoke** is one group to watch out for. Also heard a couple sides of **Brenda and the Tabulations**. **Brenda** never sounded better and these will also be very hot pieces of vinyl. . . . **Blue-eyed soul** is back. **Haven Records** is now being distributed by **Arista** and their latest release is entitled "Hold On (To What You Got)" by the **Righteous Brothers**. The two soulful guys have got a monster on their hands. . . . **Brothers Johnson** really had one heck of a road trip. Their LP "Look Out For #1" is smokin'. This week it is 11 with a bullet r&b. The guys now have just released a single from the LP "I'll Be Good To You." It's a killer.



EASY LOVIN' — Freddie Hart recently surprised the staff at Claridge Records by dropping by to congratulate them on the Bo Kirkland and Ruth Davis recording of his composition "Easy Lovin'." Shown above from left to right are: Vic Catala, Claridge Records a&r director, Bob Kirkland, Claridge Records director of r&b a&r, Freddie Hart, Ruth Davis and Bo Kirkland.

Gary Gotham called in to say that the hottest thing happening in the Big Apple this week is "Foxy Lady," by the **Crown Heights Affair**. . . . The **Checkmates**, who have been doing lounges around the country of late, will be headed for the concert trail soon with the release of their latest single on **Polydor**. It's entitled "All Alone By The Telephone." It's a monster. . . . **Roy Ayers** has also pulled a single from his hot LP "Mystic Voyage" entitled "Evolution." . . . **Windy O'Grady** called in from the windy city and said that the new single by **Fire & Rain** entitled "Make Love To Me," is smokin' up Rush Street. . . . **The Brothers** on **RCA** have culled a new single from their LP entitled "Voce Abousou." **Al Green** is preparing for his first European tour. Al is getting ready to leave for England in May. . . . **Robertha**, the fiery Latin singer on **Fama Records**, is making plans for a major European club tour. . . . **T.K.** is at it again. Another major smash in the works for **Little Milton**. His latest single is entitled "Friends Of Mine," and it's on **Glades**. . . . **Mike & Bill** have released a new single for **Arista** entitled "Things Won't Be This Bad Always." Get on it. . . . Great tunes never die. One old tune beautifully redone is on **Atlantic**. It's entitled "Sixteen Tons" and it's by the **Don Harrison Band**. . . . **Reggie Banks** called in from Detroit to say that "Baby Do You Wanna Bump" by **Boney M** on **MAI Records** is the pick of the week. Watch this one climb.

Jeff Lane, the man responsible for much of the success of **B.T. Express** and **Brass Construction**, is now eyeing another hit. **Jeff** is currently recording **Mark Radice**. The single will be "Life Ain't Nothin' But A Party," and it will be on **UA Records**. . . . The **Spinners** already booked for a heavy concert schedule this summer have declined an offer to tour with the **Rolling Stones** later on this year. . . . **Mayor Tom Bradley** has declared Sunday April 11 as **Ella Fitzgerald Day** in Los Angeles. The honor came about because **Women At Work**, a L.A. based philanthropic organization, have chosen Ella as their 1976 Bicentennial Queen. A dinner will be held at the **Century Plaza Hotel** with the proceeds going to **Southwestern Christian College** and **Pepperdine University**. . . . Look for a new **Gil Scott-Heron** LP on **Arista** in the very near future. It will be a soundtrack LP from the film "Baron Wolfgang von Tripps." . . . **5th Dimension** are cookin' with a new single "Love Hangover." Besides a hot record the group appeared with **Barbara Walters** when she hosted the fourth annual "Women of the Year" show last week.

So many people hit on **Eddie Harris** for saxophone tips that Eddie has turned publisher. In five books Eddie explains his usual techniques and what to do to become another Eddie Harris. . . . **Simon Said**, a new female quartet on **Atlantic** recently had ten of their arrangements stolen out of their uncle's store. The arrangements cost them \$1300 and the group is putting up a \$200 reward for their return. . . . **Rage Records** has one of the hottest disco things happening at the moment. The tune is entitled "Dancing Free" by **Hot Ice**. Those interested in obtaining a twelve-inch copy can call over at **Rage** (213) 321-6823.

Roy Ayers has recently finished cutting his new LP entitled "Golden Rod" at both **Larrabee** in L.A. and **Electric Lady** in New York. The LP is due in June and features **Gregg Allman** joining Roy on some of the cuts which resulted into a fusion of jazz and country western. On **Freddie Hubbard's** new LP for **Columbia** entitled "Windjammer," there is going to be re-arrangement of the Gary Wright's #1 smash "Dream Weaver." Congratulations to **Maurice Green**, president of **Munah Productions**. Maurice got married to **Martha Rice** and the two are currently in Mexico for their honeymoon. . . . pd's and md's check out "Ain't That Love," by the **Infernal Blues Machine** off their latest LP on **London** entitled "Adios Amigos." It's too cold.

Capitol Records has got another **Natalie Cole** in the wings. Her name is **C.M. Lord** and her debut LP with **Capitol** will be out in a couple weeks. **Jerry Butler** is in Philly recording his latest LP for **Motown** with **Norman Harris** and the **Harris Machine**. **Bill Cosby's** talent is going to explode on the airwaves very shortly. **Bill** will be releasing a new single on **Capitol** entitled "Yes, Yes, Yes," which is a **Barry White** take-off. On the flip side will be **Bill's** version of **Michael Jackson's** "Ben." **Bill's** LP will also be out shortly and it is entitled "Not Himself These Days." He will also be headlining the **Las**

continued on pg. 38

TOP 50 R&B ALBUMS

1	EARGASM Johnnie Taylor (Columbia PC 33951)	1	26	RAISING HELL The Fatback Band (Event EV 6905) (Dist: Polydor)	16
2	RUFUS FEATURING CHAKA KHAN (ABC ABCD 909)	2	27	SPINNERS LIVE Spinners (Atlantic SD 2-910)	17
3	MOTHERSHIP CONNECTION Parliament (Casablanca NBLP 7022)	4	28	THE SALSOUL ORCHESTRA (Salsoul Records SZS 5501)	29
4	BRASS CONSTRUCTION (United Artists UA LA 545G)	3	29	SILVER CONVENTION (Midland International BKL 1-1369)	36
5	GRATITUDE Earth, Wind & Fire (Columbia PG 33694)	5	30	MYSTIC VOYAGE Roy Ayers Ubiquity (Polydor PD 6057)	25
6	WAKE UP EVERYBODY Harold Melvin & The Bluenotes (Phila. Int'l. PZ 33808)	7	31	FEELS SO GOOD Grover Washington, Jr. (Kudu KU 24)	32
7	DIANA ROSS (Motown M6 861S1)	11	32	FEEL THE SPIRIT LeRoy Hutson (WB CU 5010)	28
8	CITY LIFE The Blackbyrds (Fantasy F9490)	6	33	STRETCHING OUT IN BOOTSY'S RUBBER BAND Bootsy's Rubber Band (WB BS 2920)	38
9	DANCE YOUR TROUBLES AWAY Archie Bell & The Drells (TSOP PZ 33844)	8	34	LEE OSKAR (United Artists UA LA594-G)	39
10	HE'S A FRIEND Eddie Kendricks (Tama T6-343S1)	10	35	THE BEST OF GLADYS KNIGHT & THE PIPS (Buddah BDS 5653)	30
11	LOOK OUT FOR #1 Brothers Johnson (A&M SP 4567)	14	36	REFLECTIONS OF A GOLDEN DREAM Lonnie Liston Smith & The Cosmic Echoes (Flying Dutchman BDL1-1460)	42
12	FAMILY REUNION The O'Jays (Phila Int'l. PZ 33807)	12	37	TROPEA John Tropea (Marlin 2200) (Dist: T.K.)	37
13	I WANT YOU Marvin Gaye (Tama T6-34251)	21	38	JEALOUSY Major Harris (Atlantic SD 18160)	43
14	LOVE AND UNDERSTANDING Kool & The Gang (DeLite DEP 2018)	20	39	SECOND CHILDHOOD Phoebe Snow (Columbia PC 33951)	41
15	FULL OF FIRE Al Green (Hi SHL 32097)	19	40	ROMANTIC WARRIOR Return To Forever (Columbia PC 34076)	—
16	LET THE MUSIC PLAY Barry White (20th Century T502)	9	41	BLACK MARKET Weather Report (Columbia PC 34099)	—
17	WHEN LOVE IS NEW Billy Paul (Phila Int'l. PZ 33843)	13	42	AMIGOS Santana (Columbia PC 33576)	—
18	GROOVE-A-THON Isaac Hayes (ABC ABCD 925)	15	43	LOVING POWER Impressions (Curtom CU 5009)	40
19	TURNING POINT Tyrone Davis (Dakar DK 76918)	18	44	TRUCKLOAD OF LOVIN' Albert King (Utopia BUL 11387)	34
20	WINGS OF LOVE Temptations (Gordy 971) (Dist: Motown)	31	45	COME AS YOU ARE Ashford & Simpson (WB BS 2858)	47
21	MOVIN' ON Commodores (Motown M-848S1)	22	46	SHOWCASE The Sylvers (Capitol ST 11465)	33
22	INSEPARABLE Natalie Cole (Capitol ST 11429)	23	47	BREEZIN' George Benson (Warner Bros. BS 2919)	—
23	A LOVE TRILOGY Donna Summer (Oasis 5004) (Dist: Casablanca)	27	48	BACK TO BACK Brecker Brothers (Arista 4061)	44
24	DISCO-FIED Rhythm Heritage (ABC ABCD 934)	26	49	THE LEPRECHAUN Chuck Corea (Polydor PD 6062)	—
25	SMOKEY'S FAMILY ROBINSON Smokey Robinson (Tama T6 341S1)	24	50	BEAST FROM THE EAST Mandrill (United Artists UA LA 577G)	46

soul waves

XSOL's hot lineup includes **Bruce Ley**, **LaVel Thomas** and **Sweet C. Bruce**, who is the program director is also looking for an air personality. Please send tapes and resumes to him care of the station. The address is 4183 Market Street, San Diego, Ca. 92102.

KDKO is helping to promote the new movie "Sparkle." They will be giving away tickets for the premiere in Denver and also putting on a fashion show. **KDKO** is also having a super contest called "Stick It And Win." The **KDKO** spies run around town and when they see a bumper sticker the winner automatically receives a six-pack of the latest hot LPs.

KQIV in Portland, Oregon is making the hits happen. Their soulful lineup includes **Paul Cutchlow**, program director, from 6 a.m. to 11 a.m. From 11 a.m. to 4 p.m. it's **Michael Dee**. From 4 to 7 p.m., it's strictly three hours of disco hits. **Adrian Harris** holds down the fort from 7 p.m. to midnight and **Ray O'Neil** is the night owl from midnight to 6 a.m. **Roy J.** handles things on the weekends and also has a show called "The Spectrum Of Soul," where he features the latest pieces of vinyl. Another special feature at **KQIV** is a show from 11 p.m. to midnight every night called "Sixty Minutes Till Tomorrow" which features the latest jazz recordings.

WBMX is having a "Say You Love Me" contest in conjunction with **RCA**. Listeners will register at their favorite record store during the month of April. The two lucky winners of the contest will receive a color TV and a black & white TV.

WVKO in Columbus is also having a promotion with the movie "Sparkle." The proceeds from the event are going to the Benefit Youth Services Bureau which is going to send 14 Columbus youths to Washington, D.C. for the Bicentennial.

WKCO is having terrific success with their program "Bringing You Closer To The Stars." In the past they've had **Al Green** and **Nancy Wilson** as guest air personalities. Now **James Brown** is getting into the act. **James** will play dj and also do on the air interviews with local youths from the drug center. Also **WRBD**, its sister station is equipping itself with a cb band so listeners can call into the station and request records off their cb.

jess levitt

CASH BOX TOP 100 R&B

April 10, 1976

1	DISCO LADY Johnnie Taylor (Columbia 3-10281)	4/3	1	37	(CALL ME) THE TRAVELING MAN The Masqueraders (Hot Buttered Soul 12157) (Dist. ABC)	4/3	30	71	SARA SMILE Daryl Hall & John Oates (RCA JH 10530)	4/3	88
2	MISTY BLUE Dorothy Moore (Maico 1029)	2		38	CAN'T HIDE LOVE Earth, Wind & Fire (Columbia 3-10309)	53		72	DO YOU WANNA DO A THING Boddestone (London 1064)		
3	HE'S A FRIEND Eddie Kendricks (Tamia 54266)	3		39	CADILLAC ASSEMBLY LINE Albert King (Utopia UB 10544)	44		73	HUSTLE ON UP (DO THE BUMP) Hidden Strength (UA XW 733Y)		79
4	HAPPY MUSIC The Blackbyrds (Fantasy F762)	4		40	I THOUGHT IT TOOK A LITTLE TIME (BUT TODAY I FELL IN LOVE) Diana Ross (Motown M1387F)	42		74	NIGHT AND DAY John Davis & The Monster Orch Sam Records 76-5002)		80
5	LIVIN' FOR THE WEEKEND O'Jays (Phila Int'l ZS 8-3587)	7		41	TANGERINE Saisou Orchestra (Saisou: SZ 2004)	20		75	DOES YOUR MAMA KNOW Rudy Love & Love Family (Cala 107)		82
6	LET'S GROOVE Archie Bell & The Drells (TSOP ZS 8-4775)	8		42	YOU SEE THE TROUBLE WITH ME Barry White (20th Century TC 2277)	46		76	THANK YOU BABY PART I Leone Thomas (Don DK 102)		81
7	SWEET THING Rufus featuring Chaka Khan (ABC 12149)	6		43	INSEPARABLE Natalie Cole (Capitol P4193)	33		77	BARETTA'S THEME Rhythm Heritage (ABC 12177)		
8	DAYLIGHT Bobby Womack (United Artists)	10		44	YOU SEXY THING Hot Chocolate (Big Tree 16047)	36		78	IT'S THE MUSIC Natural Four (Curton 0114)		
9	I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN) A. Wilson (Playboy P6062)	15		45	ALL IN THE FAMILY General Johnson (Arista AS 0177)	52		79	IN A GOOD GROOVE Joneses (Mercury 73778)		
10	FOPP Ohio Players (Mercury 73775)	11		46	CRADLE OF LOVE Gwen McCrae (Cat 2000-A)	43		80	DON'T STOP IT NOW Hot Chocolate (Big Tree 16060)		
11	LET'S MAKE A BABY Billy Paul (Phila Int'l ZS 8-3584)	12		47	LOVE HANGOVER Diana Ross (Motown M 1392F)	66		81	LET YOUR MIND BE FREE Brother To Brother (Turbo TU 045) (Dist. A) (Platinum)		89
12	NEW ORLEANS The Staple Singers (Curton 113)	5		48	KISS AND SAY GOODBYE Manhattans (Columbia 3-10310)	60		82	LOVE WILL KEEP US TOGETHER Wilson Pickett (Wicked Records 8102)		90
13	KEEP HOLDING ON Temptations (Gordy G7-146F)	9		49	SUPERSOUND Jimmy Castor Bunch (Atlantic 3316)	54		83	OPEN Smokey Robinson (Tamia 54267)		
14	BOOGIE FEVER Sylvers (Capitol 4179)	13		50	FROM US TO YOU Stairsteps (Dark Horse 1005) (Dist. A&M)	41		84	WINNERS TOGETHER OR LOSERS APART George & Gwen McCrae (Cat 2002)		
15	MIGHTY HIGH Mighty Clouds Of Joy (ABC 12164)	16		51	YOU'RE MY ONE WEAKNESS GIRL Street People (Vigor 1728)	45		85	SAY YOU LOVE ME D. J. Rogers (RCA 10568)		93
16	HEAVY LOVE David Ruffin (Motown M1388F)	23		52	DO IT WITH FEELING Michael Zager (Bang 720)	47		86	HOW CAN I BE A WITNESS R. B. Hudson (Atlantic 3318)		94
17	PARTY DOWN Willie Hutch (Motown M1371F)	22		53	QUALIFIED MAN Latimore (Gades 1733)	48		87	HEY, WHAT'S THAT DANCE YOU'RE DOING The Choice Four (RCA JH 10602)		95
18	THE LOVE I NEVER HAD Tavares (Capitol 4221)	21		54	DAY AFTER DAY (NIGHT AFTER NIGHT) Reflections (Capitol 4222)	50		88	(I LOVE YOU) FOR SENTIMENTAL REASONS James Brown (Polydor 14304)		
19	LOVE AND UNDERSTANDING (COME TOGETHER) Kool & The Gang (DeLite DEP 1579)	24		55	YOUNG HEARTS RUN FREE Candi Staton (Warner Bros. WBS 8181)	86		89	SEARCHIN' FOR ANOTHER LOVE Sou Train Gang (Sou: Train 10542)		96
20	SWEET LOVE Commodores (Motown 1381)	14		56	WORDS (ARE IMPOSSIBLE) Donny Gerrard (Greedy G101 AS)	68		90	LOVE ME RIGHT Gary Toms (PIP 6517)		97
21	IT'S COOL The Tymes (RCA PB 105611)	32		57	THAT'S WHERE THE HAPPY PEOPLE GO Trammps (Atlantic 3306)	62		91	UNION MAN Cate Brothers (Asylum E45294A)		99
22	TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY Harold Melvin (Phila Int'l ZS 8-3588)	31		58	DISCO CONNECTION Isaac Hayes Movement (ABC 12171)	61		92	HOW ABOUT LOVE Chocolate Milk (RCA PB 10569)		
23	MOVIN' Brass Construction (UA XW 755-Y)	28		59	JEALOUSY Major Harris (Atlantic 3321)	65		93	EASY LOVIN'/WE GOT THE RECIPE Bo Kirkland & Ruth Davis (Caridge 414)		98
24	P. FUNK Parliament (Casablanca NB 852)	26		60	MARRIED NOT TO EACH OTHER Denise LaSalle (Westbound WT 5010)	84		94	LOVE REALLY HURTS WITHOUT YOU A. E. Brown (Roxbury 2024)		
25	QUEEN OF CLUBS KC & The Sunshine Band (TK 1005-A)	25		61	I WISH YOU WELL Bibi Withers (Columbia 3-10308)	77		95	KISS AND MAKE UP William De Vaughn (Roxbury 2018)		
26	MAKE YOURS A HAPPY HOME Gladys Knight & The Pips Buddah BDA 523)	34		62	I CAN'T SEEM TO FORGET YOU Heaven & Earth (20th Century GEC 1000)	70		96	DO WHAT YOU FEEL Atlanta Disco Band (Ario a America 7616)		
27	GET UP AND BOOGIE Silver Convention (Midland Int'l 10571)	37		63	LOVE HANGOVER Fifth Dimension (ABC 12181)	87		97	MIDNIGHT LADY (PART I) David Morris Jr. (Buddah BDA 518)		100
28	SPANISH HUSTLE Fatback Band (Event EV 299) (Dist. Polydor)	39		64	BORN TO GET DOWN Muscle Shoals Horns (Bang 721)	76		98	SUNSHINE DAY Osibisa (Island 053)		
29	MORE MORE MORE Andrea True Connection (Buddah 515)	35		65	NIGHT WALK Van McCoy (H&L Records HL 4667)	78		99	NOBODY BUT YOU O. V. Wright (ABC 12154)		
30	TURNING POINT Tyrone Davis (Dakar DK 4550)	17		66	HEAVEN ONLY KNOWS Love Committee (Ario a P7609)	72		100	RIGHT BACK WHERE WE STARTED FROM Marlene Nightingale (UA XW 752Y)		
31	THE JAM (EDITED) Graham Central Station (Warner Bros. WBS P175)	18		67	STREET TALK Bob Crewe Generation (20th Century TC 2271)	83					
32	THEME FROM S.W.A.T. Rhythm Heritage (ABC 12135)	27		68	THIS IS IT Meiba Moore (Buddah BDA 519)	85					
33	WHEN I'M WRONG B. B. King (ABC 12158)	19		69	IT'S BEEN A LONG, LONG TIME Stuff N. Ramjett (Chelsea CH 3036)	69					
34	YOU ARE BEAUTIFUL The Stylistics (Avco AV 4664)	29		70	DISCO HOP 3rd World Band (Abraxas 1701)	73					
35	TODAY I STARTED LOVING YOU AGAIN Bobby Bland (ABC 12156)	38									
36	GRATEFUL Blue Magic (Atco 7046)	40									

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

45	Are In The Family (Music In General) - BMI	45	Heavy Love (Interior/Van McCoy/ Warner Tamerlane - BMI)	16	Let Your Mind Be Free (Gambit - BMI)	81	Say You Love Me (Woogie - ASCAP)	85
79	Baretta's Theme (Lead - ASCAP/ Duchess - BMI)	79	He's A Friend (Stone Diamond/ Mighty Three - BMI)	3	Livin' For The Weekend (Mighty Three - BMI)	5	Searchin' (Black Pear / Spectrum 7 - ASCAP)	89
14	Boogie Fever (Perren-Vibes/Bull Pen - BMI)	14	Hey What's That Dance (Van McCoy/ Warner-Tamerlane - BMI)	87	Love And (Delightful/Gang - BMI)	19	Spanish Hustle (Oita/Sambo - BMI)	28
64	Born To Get Down (Muscle Shoals - BMI)	37	How About Love (Marsant - BMI)	92	Love Hangover (Jobete - ASCAP)	47.63	Street Talk (Heart's Delight/Gooserock - BMI)	67
39	Cadillac Assembly Line (Penumbra - BMI)	38	How Can I (East Memphis/Candiestick - BMI)	86	Love Me Right (BAMBAR/ Happy Endings - ASCAP)	90	Sunshine Day (W.B. - ASCAP)	98
37	(Call Me) The Traveling Man (Incase - BMI)	46	Hustle On Up (Dandevion - BMI)	73	Love Reality Hurts Without You (Black Sheep/ Common Good/Pocket Full Of Tunes - BMI)	94	Supersound (Jimpire - BMI)	49
38	Can't Hide (Aiey'scar/Unichappeil - BMI)	46	I Can't Seem (20th/Jason Sean - ASCAP)	62	Love Will Keep (Don Kirshner)	82	Sweet Love (Jobete/Commodores - ASCAP)	20
46	Cradle Of Love (Sherlyn - BMI)	88	I Love You (For Sentimental/Duchess - BMI)	88	Make Yours A (Warner/Tamerlane - BMI)	26	Sweet Thing (Amer. B. casting - ASCAP)	7
54	Day After Day (Dish-A-Tunes - BMI)	79	In A Good Groove (Landy/Unichappeil - BMI/ Dolphin - ASCAP)	79	Marrned (Oroand/Bridgeport - BMI)	60	Tangerine (Famous Music - ASCAP)	41
8	Daylight (Unart/Bobby Womack - BMI)	43	Inseparable (Jay's/Chappeil - ASCAP)	43	Midnight Lady (Lone Wolf - BMI)	97	Tea (The World/Mighty Three - BMI)	22
58	Disco Connection (Incase - BMI)	69	It's Been A Long (Sugar Tree - BMI)	69	Mighty High (Amer. B. casting/DaAnn - ASCAP)	15	Thank You Baby (NUWAUPE - ASCAP)	76
70	Disco Hop (For Better or Worse/ Fudge Tips - BMI)	21	It's Cool (Chappeil - ASCAP)	21	More More (Buddah/Gee Diamond - ASCAP)	29	That's Where The Happy (Burma East - BMI)	57
1	Disco Lady (Groovesville - BMI/ Conquistador - ASCAP)	78	It's The Music (Silent Giant/Aopa - ASCAP)	78	Movin' (Desert Moon/Jeff Mar - BMI)	23	The Jam (Nineteen Eighty-Five - BMI)	31
75	Does Your Mama Know (JAMF/Lov-Fun)	40	I Thought It Took (Jobete - ASCAP)	40	New Orleans (Warner/Tamerlane - BMI)	12	The Love (ABC Dunhill/One of a Kind - BMI)	18
52	Do It With (Web IV/Sumac Pub - BMI)	9	I've Got A Feeling (Irving - BMI)	9	Night And Day (Warner Bros - ASCAP)	74	Theme From S.W.A.T. (Spe. god - BMI)	32
80	Don't Stop It Now (Finchey - ASCAP)	61	I Wish You Well (Golden Withers - BMI)	61	Party Down (Getra - BMI)	17	This Is It (V. McCoy/Warner/Tamerlane - BMI)	68
96	Do What You Feel (Da Ann - ASCAP)	59	Jealousy (W.M.O.T./Sacred Pen - BMI)	59	P. Funk (Maibiz/Rick's Music - BMI)	24	Today I Started Loving (Blue Book - BMI)	35
72	Do You Wanna (Stone Diamond - BMI)	13	Keep Holding On (Stone Diamond/ Gold Forever - BMI)	13	Qualified Man (Sherlyn - BMI)	53	Turning Point (Julio-Brian/Content - BMI)	30
93	Easy Lovin' (Blue Book - BMI)	48	Kiss And Make Up (Meiomega/Coral Rock/ American Dream - ASCAP)	48	Queen Of Clubs (Sherlyn - BMI)	25	Union Man (F at River - BMI)	91
10	Fopp (Play One - BMI)	6	Kiss And Say (Nattahnan/Blackwood - BMI)	6	Right Back Where (ATV/Universal - BMI)	100	When I'm Wrong (ABC/Dunhill/ One of a Kind - BMI)	33
50	From Us To You (Ganga - BMI)	11	Let's Groove (Mighty Three - BMI)	11	Sara Smile (Unichappeil - BMI)	71	Winners Together (Sherlyn - BMI)	84
27	Get Up And Boogie (Midsong - ASCAP)						Words (ATV - BMI)	56
36	Grateful (WMOT/Friday's Child/ Poo Pop - BMI)						You Are Beautiful (Avco Embassy - ASCAP)	34
4	Happy Music (Eggs - BMI)						Young Hearts Run (DaAnn - ASCAP)	55
66	Heaven Only Knows (U.S. Arabia - BMI)						You're My One (Sister John/Vignette - BMI)	51

More Ingredients *Ir 36*



OSKAR IN PHILLY -- Philly air personalities were on hand with Lee Oskar recently when UA & Far Out threw a soulful listening session. Shown above standing from left to right are: Carl Heim, WDAS air personality; Dave Skoinick, UA east coast sales manager; Alex DeMers, WIOQ-FM, pd. Steve Epstein of Far Out; Tony Brown, WDAS-FM, md; Bill Paul WIOQ-FM air personality; (left to right, seated) Larry Cohen, UA east coast promotion director; Lee Oskar; A. J. Kemp WDAS air personality and Al Edmundson, r&b promotion director, Universal Distributors.

Vegas Hilton very soon along with the Las Vegas debut of **Natalie Cole** on the same show... **Dyn-o-mite**... **Ohio Players** will have their new LP out the end of April and the title is "Contradiction." More details later. The **Dells** soundtrack LP for the **Fred Williamson** film "No Way Back," will be out April 19.

New Birth, quiet for awhile, have now got it back together after some legal problems. The group's new LP will be entitled "New Birth Disco" for RCA. Also look forward another New Birth LP on **Warner Brothers** entitled "Love Potion" come June. The group is now signed to **Warners**. "Dance Wit' Me," is the latest single by **Rufus** featuring **Chaka Khan**. **Hugh Masekela** has released a single from his LP on **Casablanca** "Colonial Man." It's a beautiful new arrangement of the **Isley's** "For The Love Of You."

Bumps Doogan called in this week to say the hottest thing in the city of the angels is "Tubular Bells," done by **The Champs' Boy Orchestra** on **Janus Records**. "Easy Lovin'," the **Freddie Hart** tune by **Bo Kirkland** and **Ruth Davis** is just startin' to burn up the turntables around the country. It's on **Claridge**. The **Bionic Man & Woman** are two of the hottest shows on television and now there's a record out that is going to be just as hot. It's entitled "My Bionic's Man" and it's by **Zebera**. It's on **Brown Dog**. It's a killer. Also look for "Disco Man" by the **3 Ounces Of Love** on **IX Chains** to be a smash.

Arista jazzman **Anthony Braxton** turned in a couple of hot shows last week at **Howard Rumsey's Concerts By The Sea**. Anthony has been around for quite awhile, for years he has been the musicians' musician, and he's played in "Circle," a legendary group that also included **Chick Corea**. **CB** chatted with Anthony before one show last week and found out that being a legend does not always equal financial security. "It's only in the last couple of years that music has paid the rent," he said. Well, what did he do for money? "I hustled chess. For awhile there, it was just chess, with music on the side." Braxton has continued to explore new horizons in jazz while some of his contemporaries have moved toward a more commercial sound. Does he plan a similar shift? Braxton shook his head and smiled "I made my commitment a long time ago."

Look for a new **Rose Banks** single on **Motown** in the very near future. She is **Sly Stone's** sister. **Ralph Carter** will have a new LP out for **Mercury** entitled "Young And In Love," in a few weeks. **Coke Escevedo** is currently in the studios working on his new LP for **Mercury**.

Gospel music is making more waves into pop music and **Nashboro Records** has the hits. **The Soul Searchers** have come up with a single that should break on through on the r&b charts entitled "Save A Soul In Every Town." It's a smash. Other hot gospel sounds include "How Much Do I Owe Him," by **Prof. Harold Boggs**, "God Be With You (Until We Meet Again)" by **Rev. Cleophus Robinson**, "Dry Bones," by **Rev. Willingham** with the **Supreme Angels** and "I'll Fly Away," by **Rev. Morgan Babb** on **Creed**, "Let Our Music Make Love To You," by **Ureaus** on **Excello**.

Lee Garrett dropped by the **Cash Box** offices last week to chat about his latest LP on **Chrysalis** entitled "Heat For The Feet." There is also a single out which is **dyn-o-mite** entitled "You're My Everything." Lee is a fascinating person and had let a very colorful life, which would make a great book. Lee is blind but it has never stopped him from doing anything he wanted to do. His first musical break came while he was still in high school where he and a schoolboy chum won a talent contest by singing "Tutti-Frutti." After that it was a series of ups and downs for Lee. Lee, an outspoken and articulate young man also was a disk jockey in **Philly**, **Detroit** and **Phoenix** where he was known as **Rockin' Mister G**. In the early sixties he and **Stevie Wonder** used to sneak out together and hit the clubs. Lee and Stevie also wrote "Signed, Sealed Delivered" and "It's A Shame" together. Some of Lee's very favorite cuts on the LP include "Heart Be Still," which he wrote and "How Can I Be A Man," Lee looks like he is going to have one promising career ahead of him... that's soul.

jess levitt

additions to the r&b radio playlists

WILD -- BOSTON
Born To Get Down -- Muscle Shoals -- Bang
All In The Family -- General Johnson -- Arista
Kiss And Say Goodbye -- Manhattans -- Columbia
More, More, More -- Andrea True -- Buddah
Party Down -- Willie Hutch -- Motown
I Wish You Well -- Bill Withers -- Columbia
Right Back -- Maxine Nightingale -- UA

WWRL -- NEW YORK
Young Hearts Run Free -- Candi Staton -- WB
Thank You -- Leone Thomas -- Don

WPIX -- NEW YORK
More, More, More -- Andrea True -- Buddah
Boogie Fever -- Sylvers -- Capitol
Misty Blue -- Dorothy Moore -- Malaco
15 To 6 -- Disco Lady -- Johnnie Taylor
26 To 20 -- Show Me The Way -- Peter Frampton
21 To 16 -- Only 16 -- Dr. Hook
20 To 11 -- Mighty High -- Mighty Clouds Of Joy

WAMO -- PITTSBURGH
Can't Hide Love -- E,W&F -- Columbia
Get Up And Boogie -- Silver Convention -- Midland Int'l
Love Hangover -- Diana Ross -- Motown
Movin' -- Brass Construction -- UA
Jealousy -- Major Harris -- Atlantic
Young Hearts Run Free -- Candi Staton -- WB

WDAS -- PHILADELPHIA
Sara Smile -- Hall & Oates -- RCA
Get Up -- Silver Convention -- Midland Int'l
Love Hangover -- Diana Ross -- Motown
38 To 31 -- Young Hearts Run Free -- Candi Staton
33 To 28 -- I've Got A Feeling -- Al Wilson -- Playboy
30 To 25 -- Movin' -- Brass Construction
32 To 20 -- America The Beautiful -- Ray Charles
23 To 17 -- Jealousy -- Major Harris
31 To 14 -- Kiss And Say Goodbye -- Manhattans

WCAU -- PHILADELPHIA
Love Really Hurts -- Billy Ocean -- Ariola
Love Is Alive -- Gary Wright -- WB
More -- Carol Williams -- Salsoul
I Love Music -- David Newman -- WB
Movin' Like A Superstar -- Jackie Robinson -- Ariola

WEBB -- BALTIMORE
Get Up -- Silver Convention -- Midland Int'l
I Thought -- Diana Ross -- Motown
Let's Groove -- Archie Bell -- TSOP
Stairway -- O'Jays -- Phila. Int'l
This Is It -- Melba Moore -- Buddah
15 To 8 -- Kiss And Say Goodbye -- Manhattans
Extra To 22 -- I Wish You Well -- Bill Withers

WZTQ -- HURRICANE, WEST VIRGINIA
Midnight Lady -- David Morris -- Buddah
Wet Weekend -- Gazers -- Pilgrim
Night & Day -- John Davis -- Sam
First Shot -- Phase II -- Osris
Closer To Me -- Seals & Croft -- WB
Dance Wit Me -- Rufus -- ABC
Get Off Your Aahh! -- Foxy -- Dash
Do You Wanna Do A Thing -- Bloodstone -- London
Love In The Shadows -- Neil Sedaka -- Rocket

WAOK -- ATLANTA
Spanish Hustle -- Fatback Band -- Event
Heavy Love -- David Ruffin -- Motown
I Want You -- Marvin Gaye -- Motown
Up The Creek -- Temptations -- Motown
Tear The Roof Off -- Parliament -- Casablanca

WSOK -- SAVANNAH
Dance With Me -- Rufus -- ABC
Winners Together -- George & Gwen McCrae -- Cat
Love Really Hurts -- Alex Brown -- Chelsea
I'll Be Good -- Johnson Brothers -- A&M
This Is It -- Melba Moore -- Buddah
Sing A Happy Funky Song -- Miz Davis -- Now
Night Walk -- Van McCoy -- H&L
8 To 3 -- It's Been A Long Time -- Stuff 'n' Ramjett
4 To 1 -- Travelling Man -- Masqueraders -- ABC

WGVV -- CHARLOTTE
Dance Wit Me -- Rufus -- ABC
Nightwalk -- Van McCoy -- H&L
Theme From Baretta -- Rhythm Heritage -- ABC
Words -- Donny Gerard -- Greedy
49 To 7 -- Movin' -- Brass Construction
46 To 33 -- More -- Andrea True
Extra To 25 -- Love Hangover -- Fifth Dimension/Diana Ross

WTMP -- TAMPA
Thank You Baby -- Leone Thomas -- Don
Dance Wit Me -- Rufus -- ABC
I Wish You Well -- Eli Withers -- Columbia
Love Will Keep Us Together -- Wilson Pickett -- WR
Do What You Feel -- Atlanta Disco Band -- Ariola
Union Man -- Cate Bros. -- Asylum
What About Love -- Brief Encounter -- Capitol
Sentimental Reasons -- James Brown -- Polydor
Kiss & Say Goodbye -- Manhattans -- Columbia
Disco Lyppo -- Mandrill -- UA
Hot Lava -- Disco Tex -- Chelsea

WCKO -- FT. LAUDERDALE
Unforgettable Person -- Jeff Perry -- Arista
It's The Music -- Natural Four -- Curtom
Tear Up The Roof -- Parliament -- Casablanca
Friend Of Mine -- Little Milton -- Glades
Do You Wanna Do A Thing -- Bloodstone -- London
Could It Be Magic -- Donna Summer -- Casablanca

WRBD -- FT. LAUDERDALE
What About Love -- Brief Encounter -- Capitol
Sing A Happy Funky Song -- Miz Davis -- Now
All In The Family -- General Johnson
Love Really Hurts -- Alex Brown -- Chelsea
Married -- Denise LaSalle -- Westbound
Night Walk -- Van McCoy -- H&L
Love Jones -- Norma Jenkins -- Desert Moon

WYLD -- NEW ORLEANS
Love Hangover -- Diana Ross -- Motown
Get Up -- Silver Convention -- Midland Int'l
Heavy Love -- David Ruffin -- Motown
Married Not -- Denise LaSalle -- Westbound
I Wish You -- Bill Withers -- Columbia
17 To 10 -- Make Yours -- Gladys Knight & The Pips
12 To 15 -- Cadillac Assembly -- Albert King
33 To 17 -- Kiss And Say Goodbye -- Manhattans
35 To 19 -- Can't Hide Love -- E,W&F

WBUL -- BIRMINGHAM
Do You Wanna Do A Thing -- Bloodstone -- London
Dominos -- Donald Byrd -- UA
More, More, More -- Andrea True Connection -- Buddah
Kiss & Say Goodbye -- Manhattans -- Columbia

WDIA -- MEMPHIS
You See The Trouble -- Barry White -- 20th
Dance Wit Me -- Rufus -- ABC
Friend Of Mine -- Little Milton -- Glades
All In The Family -- General Johnson -- Arista
The Lonely One -- Special Delivery -- Mainstream
Love Hangover -- 5th Dimension -- ABC
Right Back -- Maxine Nightingale -- UA
34 To 24 -- Tear Off The Roof -- Parliaments -- Casablanca
35 To 23 -- Born To Get Down -- Muscle Shoals Horns
23 To 17 -- Union Man -- Cate Bros.

KOKY -- LITTLE ROCK
Do You Wanna Do A Thing -- Bloodstone -- London
You See The Trouble -- Barry White -- 20th
I'm Not In Love -- Dee Dee Sharp -- TSOP
Nowhere To 19 -- Daylight -- Bobby Womack

WLOU -- LOUISVILLE
Queen Of Clubs -- KC & Sunshine -- T.K.
That's Where -- Trampms -- Atlantic
Love Really Hurts -- Alex Brown -- Chelsea
Spanish Hustle -- Fatback Band -- Event
Dance Wit Me -- Rufus -- ABC
All In The Family -- General Johnson -- Arista
33 To 21 -- Kiss And Say Goodbye -- Manhattans
24 To 18 -- Get Up -- Silver Convention
20 To 7 -- Can't Hide Love -- E,W&F
6 To 1 -- Party Down -- Willie Hutch

KATZ -- ST. LOUIS
Love And Understanding -- Kool & The Gang -- DeLite
Movin' -- Brass Construction -- UA
Tell The World -- Harold Melvin -- Phila. Int'l
All In The Family -- General Johnson -- Arista
Make Yours A Happy Home -- Gladys Knight -- Buddah

WBQ -- CLEVELAND
Get Up -- Silver Convention -- Midland Int'l
Jealousy -- Major Harris -- Atlantic
Queen Of Clubs -- KC & The Sunshine Band -- TK
9 To 4 -- Living For The Weekend -- O'Jays
21 To 10 -- Love Hangover -- 5th Dimension/Diana Ross

WDAO -- DAYTON
Movin' -- Brass Construction
Get Up & Boogie -- Silver Convention -- Midland
Do You Wanna Do A Thing -- Bloodstone -- London
This Is It -- Melba Moore -- Buddah
Married -- Denise LaSalle -- Westbound
Spanish Hustle -- Fatback Band -- Event

WVCO -- COLUMBUS
Do You Wanna Do A Thing -- Bloodstone -- London
I Want You -- Marvin Gaye -- Motown
Married -- Denise LaSalle -- Westbound
Kiss & Say Goodbye -- Manhattans -- Columbia

WCIN -- CINCINNATI
Dance Wit Me -- Rufus -- ABC
Kiss And Say Goodbye -- Manhattans -- Columbia
Baretta's Theme -- Rhythm Heritage -- ABC
Party Down -- Willie Hutch -- Motown
31 To 25 -- Does Your Mama Know -- Rudy Love
18 To 8 -- It's Cool -- Tymes
30 To 20 -- Love Hangover -- Diana Ross

WBMX -- CHICAGO
I Get Lifted -- Sweet Music -- Wand
Inside Love -- Main Ingredient -- RCA
Loving You Comes Easy -- Essence -- Epic
Heaven Only Knows -- Love Committee -- Ariola
Want To Make Love -- Sun -- Capitol

WJLB -- DETROIT
Dance Wit Me -- Rufus -- ABC
Dance Your Aah! -- Foxy -- Dash
Love Really Hurts -- Alex Brown -- Chelsea
Don't You Want To Love -- Steptones -- Mainstream
Make It Sweet -- Coke Escevedo -- Mercury
This Is It -- Melba Moore -- Buddah
Masada -- Joe Thomas -- Groove Merchant
Do It With Feeling -- Atlanta Disco Band -- Ariola
Love Hangover -- 5th Dimension -- ABC
More, More, More -- Andrea True -- Buddah
Young Hearts Run Free -- Candi Staton -- WB
You Do You Do It -- Stretch -- ABC
Love Really Hurts -- Billy Ocean -- Ariola
Love Hangover -- Diana Ross -- Motown
The Lonely One -- Special Delivery -- Mainstream
Where All The Happy People -- Trampms -- Atlantic
Kiss And Make Up -- William DeVaughan -- Chelsea

WCHB -- DETROIT
Do You Wanna Do A Thing -- Bloodstone -- London
Say You Love Me -- D.J. Rogers -- RCA
Where All The Happy People -- Trampms -- Atlantic
Tell The World -- Harold Melvin -- Phila. Int'l
HB -- Love Hangover -- Diana Ross -- Motown
HB -- Love Hangover -- Fifth Dimension -- ABC

WNOV -- MILWAUKEE
Open -- Smokey Robinson -- Motown
In The Groove -- Joneses -- Mercury
Sara Smile -- Hall & Oates -- RCA
Wish That Love -- Street Corner Symphony -- Bang

WTCL -- INDIANAPOLIS
Dance Wit Me -- Rufus -- ABC
11 To 4 -- Daylight -- Bobby Womack
18 To 12 -- Get Up -- Silver Convention
20 To 13 -- Spanish Hustle -- Fatback Band
26 To 18 -- Love Hangover -- Diana Ross
34 To 27 -- Baretta's Theme -- Rhythm Heritage

KDKO -- DENVER
I'll Be Good To You -- Brothers Johnson -- A&M
Dance Wit Me -- Rufus -- ABC
Baretta's Theme -- Rhythm Heritage -- ABC
This Is It -- Melba Moore -- Buddah
Jealousy -- Major Harris -- Atlantic

KCOH -- HOUSTON
America The Beautiful -- Ray Charles -- Crossover
I'm Gonna Love You -- Kellie Patterson -- Shadybrook
If You Wanna Boogie -- Brecker Bros. -- Arista
Friends Of Mine -- Little Milton -- Glades
Wonderful World -- Johnny Nash -- Epic

KKDA -- DALLAS
More -- Carol Williams -- Salsoul
Grateful -- Blue Magic -- Atlantic
Married -- Denise LaSalle -- Westbound
Do You Wanna Do A Thing -- Bloodstone -- London
Uno Esta -- Bobbi Humphrey -- Blue Note

XSOL -- SAN DIEGO
Young Hearts Run Free -- Candi Staton -- WB
Psychotic Bump School -- Bootsie Collins -- WB
Kiss & Say Goodbye -- Manhattans -- Columbia
Two Fisted Love -- Phoebe Snow -- Columbia
Love Hangover -- Fifth Dimension -- ABC
Amigos -- Santana -- Columbia

KDAY -- LOS ANGELES
Want To Make Love -- Sun -- Capitol
Hope We Get To Love -- Marilyn McCoo & Billy Davis -- ABC
Tak'n It To The Streets -- Doobie Brothers -- WB
Young Hearts Run Free -- Candi Staton -- WB
Open -- Smokey Robinson -- Motown
Could It Be Magic -- Donna Summer -- Casablanca
25 To 3 -- Love Hangover -- Diana Ross
9 To 3 -- Wish That Love Was Magic -- Street Corner Symphony -- Bang

continued on pg. 39

Our Records Belong On Your Playlist

"I Laugh and Talk"
By Zeke Strong
(Miss Lady 419)

"It's A Helluva Thing"
b/w

"Tough Competition"
By Ray Agee
(Prowlin' 227)

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New Additions fr 19

WBLL - LONG ISLAND
 Bohemian Rhapsody - Queen - Elektra
 Hurt - Elvis Presley - RCA
 Silly Love Songs - Wings - Capitol
 6 To 1 - Disco Lady - Johnnie Taylor

WBBF - ROCHESTER
 Silly Love Songs - Wings - Capitol
 Happy Days - Pratt & McClain - Reprise
 Tryin' To Get The Feeling Again - Barry Manilow - Arista
 Rock & Roll Love Letter - Bay City Rollers - Arista
 23 To 18 - Shout It Out - Kiss
 24 To 14 - Disco Lady - Johnnie Taylor
 19 To 13 - There's A Kind Of Hush - Carpenters
 16 To 11 - Deep Purple - Omsonds
 27 To 9 - Welcome Back - John Sebastian
 13 To 8 - Action - Sweet - Capitol
 14 To 3 - Let Your Love Flow - Bellamy Brothers

WDRG - HARTFORD
 Action - Sweet - Capitol
 Happy Days - Pratt & McClain - Reprise
 Disco Lady - Johnnie Taylor - Columbia
 Strange Magic - ELO - UA
 19 To 12 - Right Back - Maxine Nightingale
 17 To 10 - Boogie Fever - Sylvers

WPRO - PROVIDENCE
 Welcome Back - John Sebastian - Warner/Reprise
 Get Up And Boogie - Silver Convention - Midland Int'l.
 Lorelei - Styx - A&M
 Action - Sweet - Capitol
 Fonzy - Heyettes - London
 Love Hangover - Diana Ross - Motown
 Silly Love Song - Wings - Capitol
 24 To 19 - Sweet Love - Commodores
 21 To 16 - The Love I Never Had - Tavares
 17 To 12 - Fooled Around - Elvin Bishop
 9 To 4 - Let Your Love Flow - Bellamy Brothers
 8 To 1 - Disco Lady - Johnnie Taylor

WRKO - BOSTON
 Shout It Out Loud - Kiss - Casablanca
 Sara Smile - Hall & Oates - RCA
 Trying To Get The Feeling Again - Barry Manilow - Arista
 14 To 5 - Welcome Back - John Sebastian
 13 To 6 - Fooled Around - Elvin Bishop
 20 To 13 - Boogie Fever - Sylvers

FM Analysis fr 18

- Pistol Packin' Mama - The Good Old Boys - Round
- Our Pleasure To Serve You - Stinky Brown Group - Sire
- Black Market - Weather Report - Columbia
- Rebel - John Miles - London
- Les Dudek - Columbia
- Marriott - Steve Marriott - A&M
- Vol. II - Earl Scruggs Revue - Columbia
- Happy In Hollywood - David Batteau - A&M
- Starbright - Pat Martino - WB
- 2112 - Rush - Mercury
- Joy Will Find A Way - Bruce Cockburn - True North (IMP)
- * Takin' It To The Streets (entire LP) - Doobie Brothers - WB
- * Silly Love Songs - Wings - Capitol
- † Pousette Dart Band (entire LP) - Capitol

WBCN-FM - BOSTON

- Bob Slavin**
- Speed Of Sound - Wings - Capitol
 - Beware Of The Dog - Hound Dog Taylor - Alligator
 - Lotus - Santana - CBS/Sony (IMP)
 - Rise And Shine - Kokomo - Columbia
 - Romantic Warrior - Return To Forever - Columbia
 - Takin' It To The Streets - Doobie Brothers - WB
 - Trouble - Sailor - Epic
 - Welcome Home - Osibisa - Island
 - You Can't Argue With A Sick Mind - Joe Walsh - ABC
 - You Know All I Am - Holly Near - Redwood
 - * (None)
 - † Takin' It To The Streets - Doobie Brothers - WB

WORC - WORCESTER
 When Love Has Gone - Richard Cocciante - 20th Century
 Happy Days - Pratt and McClain - Reprise
 Love Really Hurts - Billy Ocean - Ariola
 Arms Of Mary - Sutherland Brothers - Columbia
 5 To 1 - Right Back - Maxine Nightingale
 17 To 12 - Rhiannon - Fleetwood Mac
 Extra To 15 - Welcome Back - John Sebastian
 27 To 22 - Strange Magic - ELO
 Extra To 23 - Hurt - Elvis Presley

R&B Additions fr 38

KGFJ - LOS ANGELES
 Love Hangover - Diana Ross - Motown
 Love Hangover - 5th Dimension - ABC
 Dance With Me - Rufus - ABC
 Spanish Hustle - Fatback Band - Event
 I'll Be Good To You - Brothers Johnson - A&M
 Midnight Walker - New Image - Psyche

KDIA - OAKLAND
 More, More, More - Andrea True - Buddha
 Young Hearts Run Free - Candi Staton - WB
 Got To Move On - Swede
 Disco Hop - 3rd World Band - Jimmy B.

KQIV - PORTLAND
 Disco Baby - Nasty City
 Dance With Me - Rufus - ABC
 Winners Together - George & Gwen McCrae - Cat
 Do You Wanna Do A Thing - Bloodstone - London
 I Like To Dance - Shirley & Co. - All Platinum
 Let Me Bring The Woman - Lonnie Youngblood - Calla
 Moonlight Serenade - New Ventures - UA
 Could It Be Magic - Donna Summer - Casablanca
 Love Hangover - Fifth Dimension - ABC
 Love Really Hurts - Alex Brown - Chelsea
 Baby I'm Yours - Angela Bacari - RCA
 Extra To 51 - Sing A Happy Funky Song - Miz Davis
 Love Doctor/Stoop Down 76 - Chuck Willis - Kriss

KYAC - SEATTLE
 Dance With Me - Rufus - ABC
 Open - Smokey Robinson - Motown
 I'll Be Good - Brothers Johnson - A&M
 Can't Seem To Forget You - Heaven & Earth - 20th
 Could It Be Magic - Donna Summer - Casablanca
 Born To Get Down - Muscle Shoals Horns - Bang

L.L. Smith To Chappell

LOS ANGELES - Flying Dutchman recording artist Lonnie Liston Smith has signed a worldwide administration and publication agreement between his Cosmic Echoes Publishing Company and Chappell Music Company.

WBLM-FM - LEWISTON/PORTLAND, MAINE

- Jose Diaz**
- Les Dudek - Columbia
 - Jailbreak - Thin Lizzy - Mercury
 - Counterpoint - Argent - UA
 - Lady In Waiting - Outlaws - Arista
 - Rise And Shine - Kokomo - Columbia
 - Takin' It To The Streets - Doobie Brothers - WB
 - Life And Times - Billy Cobham - Atlantic
 - Welcome Home - Osibisa - Island
 - Speed Of Sound - Wings - Capitol
 - Open Your Eyes You Can Fly - Fiora Purim - Miestone
 - Wetter The Better - Wet Willie - Capricorn
 - Lifeine - Pablo Cruise - A&M
 - Have Morcy - Unholy Modal Rounders/Clamtones - Rounder
 - Beware Of The Dog - Hound Dog Taylor - Alligator
 - Pour Down Like Silver - Richard and Linda Thompson - Island
 - * Ooh Baby - Lou Reed - RCA
 - * It Isn't Rock And Roll - Pretty Things - Swan Song
 - † Things We Said Today - String Driven Thing - 20th Century
 - † A Trick Of The Tail (entire LP) - Genesis - Atco
 - † Pousette Dart Band (entire LP) - Capito

Roundup fr 22

given a dinner for two and a night in the motel.
Slim Williamson & Randy Moore's Scorpion label has purchased masters on Gary Parker and Terry Fell. Gary Parker's "We The Americans" has been released and the Terry Fell master "Coffee Jim, The Trucker" will be released the first week in April. In addition the label announced the signing of Stan Gunn and Don Johnson to exclusive recording contracts. Also Scorpion has taken over its own distribution through Scorpio Enterprises.

Con Brio recording artist, **Dale McBride**, literally "met himself" coming and going March 19 in Austin, Texas with more than half of the 300 attending a special champagne party wearing his face in caricature. The party was tossed to introduce his new Con Brio single, a **Eddie Rabbitt** song, "Getting Over You Again."

Playboy's **Mickey Gilley** and producer **Eddie Kilroy** returned to Nashville studios April 5-6 for his sixth album session on that label.

Danny Davis is set up in the air (but happy) again after being minus his Martin 404 for the past few months while a wing was being replaced on the privately-owned plane, which Davis uses for transportation on all Nashville Brass concert tours.

Jim and Jesse (McReynolds), members of the world famous Grand Ole Opry in Nashville, will make a rare New York City appearance on Saturday April 10, when they perform at the NYU Loeb Student Center, 566 LaGuardia Place (in the Village). Showtime is 8 p.m. (A special "pickin' party will follow the concert). The concert is being produced by **Doug Tuchman** and The Bluegrass Club of New York in cooperation with the NYU Loeb program board. Jim and Jesse have been regular members of the Grand Ole Opry since 1964, and last performed in New York City in 1973 when they played at Avery Fisher Hall. The brother group has long been considered one of the top acts in bluegrass and were nominated last year as "best vocal group" by the Country Music Association.

Crossover Pt. 1 fr 16

from chart to chart - that's maybe what you'd call crossover now."

Cramer's ratings success at WWOK-WIGL-FM, which shows the stations both virtual number ones in Miami metro, emphasizes the correctness of Cramer and his staff in programming by the sound of product, relying on the human ear. A straight country and progressive country FM sister station are making it side by side very well there.

'Rose Garden'

"Crossover has been a term used for years," Steve Gary of KOKE-FM, Austin revealed to CB. "You take a big record like Lynn Anderson's 'Rose Garden,' and you've got a big crossover record. It's kind of energetic rock and roll groups now, who have gotten into country and have become a mainstream of country influence."

"It's new horizons for country," said Gary Brazeal, pd of KCKN, Kansas City. "Someone looked at our rating book here, because every time I turn on one of the MOR or 'beautiful music' stations, I hear anywhere from 3-5 instrumental country versions of some of the most hard-country hits. There are artists who weren't and wouldn't have been played on this station five years ago, but these same artists have toned down, made a presentable sound and in the same respect, radio stations have been saying

let's get out of the tight boundaries, let's stop branding something country and program by sound first, lyric second'."

Point Hits Home

Although not mentioning crossover specifically, Brazeal's point hit home at the very term - crossover of not only black artists to white radio stations, white artists to black radio, country to rock, rock to country, but also the thinly defined line of crossover as with a Marshall Tucker record which can "go" on straight country and progressive country stations.

Crossover is helping programmers not only to program a fuller sound on their airwaves, but to garner new listeners and still not turn faithfuls off. Crossover is affecting more than radio stations though, and next week **Cash Box** examines crossover reflections of the retailers and one-stops, how it affects their end of the business cycle and their personal thoughts about the term.

j.b. carmicle

Disco Product fr 29

tracks in some of these singles sound exactly the same, almost as if the backing was recorded only once, a couple of years ago, and has since been rented out to producers.

Marc Kreiner is national disco promotion man for Ariola America, and he predicts that "fifty percent of the Top 100 will be disco by the end of the year." With disco selling the way it is now, this is no impossibility.

CASH BOX

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- RECORD CO.
- DISC JOCKEY
- JUKE BOXES
- AMUSEMENT
- GAMES
- VENDING MACHINES
- OTHER _____

Operator of

Rowe Opens L.A. Office

WHIPPANY — Rowe International, Inc. (subsidiary of Triangle Industries, Inc.) and Circle International Company jointly announced that Circle will cease acting as distributor for Rowe. Rowe has established sales and service facilities in Los Angeles as an arm of their Western Distributor Operations Group.

Ken Smith has been appointed manager of Rowe's Los Angeles dis-

tributorship. Office and showrooms are at 225 West Pico Blvd., Circle having moved to a new location. The grand opening of the showrooms will be announced soon.

D.J. Barton, president of Rowe International, Inc., stated that Rowe considers it a pleasure to have been associated with Circle International over the past years and wishes Circle the best of luck and success in their future endeavors.

Barton concluded, "We are happy that Ken Smith has accepted the position of manager because his qualifications will enable Rowe to continue to improve services to the industry."

Sam Stern Retires

CHICAGO — Samuel Stern has resigned his position as president and chief executive officer of Williams Electronics Inc. and simultaneously announced his retirement from the business. Williams is a leading manufacturer of amusement games and a subsidiary of Seeburg Industries Inc.

Reached in Palm Springs, California where he is currently enjoying an extended vacation, Stern told **Cash Box** that he has no plans at present except to rest and relax. "I decided it was time for me to retire," he said, "and for the next month or so I intend to remain in Palm Springs and just take it easy." He will continue as a director of Williams until June 30.

Stern's long, distinguished career in the coin machine industry earned him the reputation of a master builder of games. He is widely regarded for his expertise in the creation and design of pingames, and his personal intuitive "game sense" for determining, with a single look, whether a game will be successful or not. His tenure in the industry has spanned every level of the coin machine business, from operator to distributor and ultimately manufacturer, and his association with Williams dates back to around 1946.

Stern became president of Williams in 1959 when the company was still an independent enterprise, and continued in the post following its acquisition in 1964 by Seeburg.

Louis J. Nicastro, chairman of both Seeburg and Williams, will direct activities of the latter company pending the selection of a permanent successor to Stern.

Gary Stern, whose capacities at Williams included the post of assistant to the president, announced his resignation. He is the son of Sam Stern. Gary made no further announcement of future plans.

Mirco Hosts \$3000 Table Soccer Tourn.

PHOENIX — Latest in a series of territorial table soccer tournaments, sponsored by Mirco Games, Inc., was a two day event held at the Game Room Affton in St. Louis, Missouri, March 13 and 14.

Officiating as tournament director was Mirco's Bob Edgeill who noted that the \$3000 event marked the culmination of a series of warm-up tournaments held in the St. Louis area and hosted by Game Room owner Ernie Tumminia. Edgeill said the open doubles, mixed doubles and singles play categories drew entrants from Missouri, Illinois, Michigan and Kansas, who competed for cash prizes ranging from \$400 to \$25, as well as home model tables.

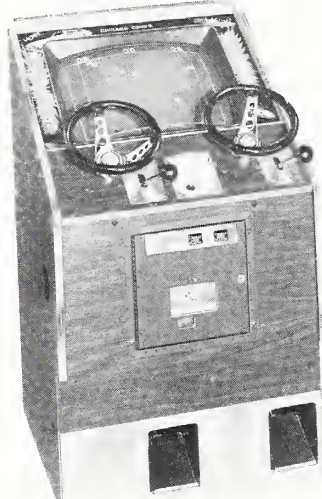
Winners of the open doubles award were Mike Montee and Scott White; mixed doubles champs were Jim Qualizza and Linda Sanderson; and the singles competition was won by Joe McCarthy.

Tournament was cohosted by Musical Sales Inc. and LaCiede Distributing, both of St. Louis.

Lo-Boy Demolition Derby In Production

CHICAGO — Chicago Coin's new Lo-Boy Demolition Derby, a compact version of the company's popular upright TV game, is now being shipped to Chicago Coin distributors, according to Robert Sherwood, director of marketing.

"The same exciting 1 or 2 player action and dependable features of the original Demolition Derby are incorporated in a handsome cabinet, only 47 inches high, 28 inches wide and 29 inches deep," Sherwood said. "Especially attractive to



locations where space is limited, Lo-Boy Demolition Derby enables operators to cultivate successfully these previously untapped sources of substantial revenue. With play priced at 1 quarter for 1

Meadows Offers Conversion Kit, For 'Ckidzo'

SUNNYVALE, CA — Meadows Games, Inc. issued a mailer to its entire distributor network, advising of the availability, at no charge, of a conversion kit for the firm's currently produced 'Ckidzo' cocktail table, primed at simplifying play and allowing greater player control.

Ckidzo, in its present form, is proving to be too challenging a game for most location patrons, as surveyed by Meadows' national sales manager Lila Zinter. The built-in inertia factor, while generating frenzy, seems to stifle the skill and individual control aspects necessary to attract players.

To rectify the situation Meadows has

prepared the aforementioned kit which will enable operators and distributors to make the change from inertia play to direct action play with a simple 8 capacitor installation, which can be made either in the field or the shop. As a further convenience, the company's technical staff will be available for consultation or telephone assistance. The toll free number to call is (800) 538-1515.

The firm advised that all future Ckidzo models will be produced with direct action play, with the exception of a very limited inventory of models with the inertia circuit for those desiring this feature.

player, and 2 quarters for 2 players, tests in both small and conventional sized locations have resulted in consistently steady play and exceptionally high earnings. Also, where or when a change from standard quarter-per-player pricing is desirable, a new optional feature permits quick, easy field adjustment to 1 quarter for 2 players."

Lo-Boy Demolition Derby offers challenging, fast-moving, super-skill play. The game never plays the same way twice. Two target drones are on the 23-inch monitor at all times, darting about in constant evasive action, as though controlled by minds of their own. When player's pursuit car hits a drone, drone is demolished and player scores a point. Drone debris remains on the screen, and another drone moves into action. As debris piles up, player must maneuver with increasing skill and speed to build up a score before time runs out.

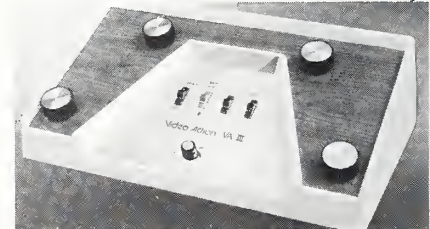
Excitement of play is heightened by 2 individually adjustable sound systems, one for realistic car crash sounds, one for realistic roar of motors. Steering wheels, forward and reverse gear shift levers and accelerator pedals give each player complete control of his car. Scores and time left to play are indicated on the monitor. Playing time is adjustable.

An important contribution to the game's dependable performance is the elimination of potentiometers which tend to wear out, Chicago Coin engineers say.

VA-111 Home Unit From Universal

CHICAGO — Control Sales of suburban Des Plaines, Illinois, is currently marketing a new home TV game, the VA-111, which is produced by Universal Research Labs of Elk Grove Village. The model, which has full FCC approval, is a new version of the popular Video Action series sold in over 1000 retail outlets across the U.S. and in foreign countries as well.

VA-111 is housed in a high impact plastic case with a solid steel base and may be instantly connected to the antenna terminals of any TV set, including pro-



jection types. Featured sports are tennis and hockey for 2 or 4 player competition or one player against the robot. The unit is battery or A/C operated and has sound and digital scoring among its outstanding features. The model sells for about \$199.00 retail.

Control Sales markets the Video Action product line for Universal Research Labs through an independent factory representative organization covering all states.

Service & Promotion Are Key Factors In Successful Operation At Singer

CHICAGO — In the past two years since purchasing Singer One Stop For Ops from its original owners, Gus Tartoi and Marty Hirsch, two seasoned and knowledgeable members of the music business, have very successfully maintained the firm as one of the key one-stop operations in the country and presently attribute approximately 95% of their total volume business to operator purchases, predominantly from the midwest market. Singer's second anniversary, under the new ownership, was celebrated on March 25.

Among the most notable special services Singer offers for inducing increased operator business is an extensive oldies catalog, composed of some 10,000 records featuring such artists of the past as Al Jolson, Eddie Howard, Glenn Miller, Artie Shaw, Vaughn Monroe, Eddie Duchin, Tommy Dorsey and others. Title strips are included, as Gus Tartoi indicated, and the catalog is regularly surveyed and restocked so that a complete lineup is available for operators at all times. In addition, Singer maintains a full roster of more contemporary material in all categories of music: pop, country, rhythm and blues, disco, jazz, easy listening, etc., and provides free title strips

and next day delivery service.

"It is very common for an operator to come in and order a record by category," Tartoi said, "so it's up to us to be on top of all current product, but it also helps to have a sixth sense. Many times an operator will just tell us the type of location he is buying for and rely upon our judgment in recommending the proper records for that specific location." Tartoi's own programming expertise was developed through his years of experience in the music business but he is

also noted for having a "good ear," an endowment shared by his business partner Marty Hirsch as well as some experts on the Singer staff. "We receive promotion copies of records," Tartoi added, "and make it a point to listen to each and every one of them, for self awareness of what's on the market, and to justify customer confidence in our recommendations."

Tartoi touched briefly on the age old problem of extra long records, which has been a bone of contention with operators for many years. Operators will, on occasion, mention a specific time length when requesting a record, he said, preferring something of 3 minutes' (or less) duration rather than a 6 or 7 minute record; however, they will compromise in favor of a top tune which is in heavy demand.

Another noteworthy aspect of the Singer operation is the firm's heavy concentration on product promotion. Incoming calls are answered with the phrase "We have the new (title and artist) record at Singer, may we help you?" so the caller immediately becomes aware of a new title he might want to add to his order list. The door at the store's entrance is adorned with record titles and painted

continued on pg. 41

See
**MIDWAY'S
'GUN FIGHT'**
upright
and
cocktail table
also
'SEA WOLF'

Sega Derby Day Plays And Vends



LOS ANGELES — Sega's Derby Day machine, which vends prizes to winners as well as exciting pinball action, is being imported exclusively into the United States by Universe Affiliated International, Inc. of Union, New Jersey.

Derby Day is unique, in that it loads like a vending machine and dispenses a prize — usually cigarettes or boxes of candy — to winners after 45 seconds of play.

The machine features three horses racing in competition with one another as original racetrack sounds emanate from the speakers. Playing like a pachinko-style amusement whereby the player flips the ball in order to advance the horse, the machine has tilt control, a winner-light, a game-over light and a formica finish. Derby Day services completely from the front and requires no removal from or away from the wall. The size of the machine is 69 inches high, 24 inches wide and 20 inches in depth, with a total weight of 275 pounds. Derby Day is available for immediate delivery.

Singer Success Story

continued from pg. 40

logos promoting new records (which are changed bi-monthly); and the store's interior has the usual assortment of posters and other promotional paraphernalia. Currently underway is a very ambitious project to utilize the entire side wall of the two story building for pro-



Here is the famous Singer door with the logos illustrating current records for promotion. Titles are changed every other week. The two gents, by the way, are co-owners Gus Tartoi (left) and Marty Hirsch.



Ever the promotion oriented organization, the Singer establishment abounds with a wide assortment of promo pieces. Staffers here pose with lifelike stand-ups of the likes of Elton John, Jessi Colter, Mac Davis, Leon Russell, Roy Clark, not to mention RCA's 'Nipper' comfortably settled in Gus' arms.

motional purposes. What a giant poster that would make!

Members of the Singer staff who joined in the firm's second anniversary celebration and contributed immensely to its present success include Henry Grossman, accountant, Sharon Ciasnocha and Gerry Lobodzinski.



It's a busy place every day of the week with operators and customers making their purchases. Recognizable in this photo are Gus with operator Morris Blume (Dubuque Vending); Marty Hirsch, Gerry Lobodzinski at the jazz roster in the rear, operator Art Ondrus (Ondrus Amusement) being attended to by Sharon Ciasnocha (right) who is checking some titles in a current **Cash Box**.



And here they are, the crew that really make it happen at Singer One Stop For Ops — (left to right) Marty Hirsch, Gerry Lobodzinski, Sharon Ciasnocha and Gus Tartoi. Absent from the photo, but an integral member of the Singer family, is accountant Henry Grossman.

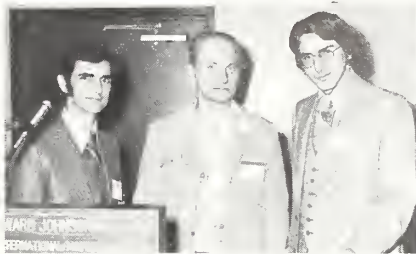
State Association Calendar 1976

April 9-11: Wisconsin Music Merch. Assn., spring conv., Scotsland Resort, Oconomowoc
 April 24-25: Kansas Amusement and Music Assn., meeting, (site to be selected)
 May 7-8: Ohio Music & Amusement Assn., annual conv., Carrousel Inn, Columbus
 May 14-16: Music and Amusement Assn. (New York), annual conv., Stevensville Country Club, Swan Lake
 June 5-6: Music Operators of Minnesota, annual conv., Radissan South, Minneapolis
 June 11-13: Illinois Coin Machine Ops.

Assn., annual meeting, French Lick Sheraton, French Lick, Ind.
 July 23-25: Montana Coin Mach. Ops. Assn., annual conv., West Yellowstone
 August 27-29: No. Carolina Coin Ops. Assn., annual conv., Sheraton Motel, Charlotte
 September 9-12: Florida Amusement Merchandising Assn., annual conv., Sheraton Towers, Orlando
 September 16-18: Music Operators of Virginia, annual conv., Hyatt House, Richmond
 October 14-16: West Virginia Music & Vending Assn., annual conv., Sheraton Inn, Clarksburg

Midway's 2-Day Service School

Among the service experts who conducted sessions during the recent, highly successful, Midway Mfg. Co. service school were (left to right) Jeff Frederickson (Midway's program engineer); Andy Ducay (Midway's service manager) and Bill Arkush of Kush 'N Stuff. Absent from the photo is



A partial view of the student assemblage in attendance at the Howard Johnson Motel in Schiller Park, Illinois where all sessions took place. Classes were held between the hours of 9 am and 5 pm each day, with question and answer periods as well as open forum segments following the various presentations. It

Sal Gazziano of Intel Corp. who rounded out the faculty panel. The two-day event attracted approximately 87 individuals, representing both domestic and foreign distributors of Midway's product line, and a great deal of the program's technical content centered on the micro computer system.



was during the two-day program that Midway introduced its new "Gun Fight" cocktail table and "Sea Wolf" upright game. Firm's director of sales Larry Berke coordinated the program and, in noting its tremendous success, expressed a desire to possibly schedule a similar series in the European area.

Midwest Showing For World Wide: Premieres Gremlin's 'Fooswall'

CHICAGO — A very significant turnout of operators from Illinois and Iowa were on hand at the Holiday Inn in suburban Elmhurst, Illinois, the evening of March 25, as guests of World Wide Distributors Company. The occasion was the premiere midwest showing of the new Gremlin "Fooswall" one or two-player game.

Following a refreshment hour, with musical accompaniment from a Seeburg "Entertainer" phonograph, World Wide vice president Fred Skor opened the meeting and introduced World Wide officers and sales staffers in attendance; following which Gremlin president Frank Fogelman joined by the firm's marketing and sales manager John Myers conducted an extensive demonstration of the new game.

"Based on comments by the coin men present, it was obvious that their enthusiasm for Fooswall is as great as ours at World Wide," Skor said. "Strong interest was shown in a number of

Fooswall features; notably the built-in self-analyzing computer that pinpoints any operating problems and enables the service man to solve them in a matter of

continued on pg. 42

Bally Schools

CHICAGO — Bernie Powers, field representative for Bally Manufacturing Corporation, will conduct a Bally service seminar on April 8 and 9 in the headquarters of Central Distributors, Inc. of St. Louis.

Subsequent to the two-day session Powers will join Midway Manufacturing Company's service manager Andy Ducay for a combination Bally-Midway presentation as part of the weeklong multi-manufacturer service school, to be sponsored by Advance Automatic Sales Company in San Francisco.

On May 6 and 7, Powers will lead an exclusively Bally Service session at Kentucky Coin Machine Distributors, Inc. in Louisville.

Michigan Governor Signs Free Play Bill

Officiating at the recent signing of Public Act 315 which decriminalized free plays on pinball machines in the state of Michigan are: (left to right) Mike Spaniola, Music Operators of Michigan executive secretary; Senator Harry DeMaso, who sponsored the bill; MOM president Ed Schultz; Governor William G. Milliken (seated); Representative Paul Rosenbaum and MOM's general manager Wait Maner. Bill's passage climaxed a hard driving campaign waged



by the state association, its officers and members and reflected the individual efforts of many concerned operators and legislators in the state.

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CHICAGO CHATTER

Last Friday's weekly open house at Empire Dist. was quite a gala — the entree of the luncheon buffet being delectable submarine sandwiches, in commemoration of the release of the new Midway "Sea Wolf"! A good-sized gathering was on hand, needless to say, to enjoy the vittles and toast the new piece!

LEARNED FROM Bill DeSelm of Williams Electronics Inc. that the factory's at full capacity production to meet the overwhelming demand for the "Space Mission" 4-player! The model is a world-wide hit, as Bill spelled out, creating Williams' biggest production run in recent times! Shuffle alleys continue as strong as ever out there — with United's "Seville" the latest in a string of perennial sellers.

DATELINE HIALEAH: Coming soon from Allied Leisure Ind. is a 4-player pin! Also on the planning board is an "exciting" new arcade piece — but that's all firm's sales co-ordinator **Ruthi Rosenson** would divulge at this time, except to add that the current "Dynomite" 2-player pin is doing extremely well, as is the "Ace" video gun game!

AUTHOR-PINBALL ENTHUSIAST Roger Sharpe is back in the states after spending considerable time researching the pinball machine scene in Europe for his upcoming book, "The Great American Pinball Machine" (E.P. Dutton). He said his personal observations, on the location, distributor and manufacturer levels out there, revealed a wealth of "inside information," complemented by some 3,000 photographs by his associate **Jim Hamilton** for incorporation into the book. Roger said he was amazed by what he learned out there and is taking a second look at the material previously gathered with an eye toward a more international flavor. He is still anxious, of course, to receive photos, brochures, et al. on domestically produced equipment to supplement what he's picked up on his travels throughout the U.S. His address is 201 W. 21st St., New York 10011.

SEE THE NEW Lo-Boy Demolition Derby just released by Chicago Coin! Has the same exciting, dependable features of its sensational big brother, according to the firm, and is a natural for the space-conscious location!

DATELINE GARLAND, TEXAS — home of Leisure Sports System Inc. and a rising new television star the American '76 Budweiser table, which will be featured in an upcoming Budweiser commercial with **Johnny Carson's** sidekick **Ed McMahon**, tentatively scheduled for airing on the April 7 Carson TV show. As firm's **Jerry Monday** pointed out, Leisure Sports' upcoming international futsal tournament, June 10-12, has already attracted heavy international response, and with the added exposure of the Budweiser table to about twelve million television viewers — wow!

ON THE SINGLES SCENE: Among current singles scoring with area ops, according to **Joe Ceddia**, our programming expert at Lormar, are: "I Take The Chance And Give Myself A Party" by **Al Morgan** (K-Y), "Anytime (I'll Be There)" by **Paul Anka** (UA), "Young Blood" by **Bad Company** (Swan Song) and "Moonlight Serenade" by **Bobby Vinton** (ABC).

MILWAUKEE MENTIONS

Received a report on the Hastings Dist., Inc. exhibit at the recent Bicentennial Exposition & Conference held at the Mecca Center in Milw. Understand the Hastings exhibit was real crowd pleaser, drawing many to examine early phonograph models and compare them with the new. Hastings also displayed their "Air Janitor" air purifier unit. The Exposition, which was billed as a bicentennial commemorative educational exposition, was designed to give citizens of Wisconsin a look at how business, industry and government have been able to contribute to the public through use of engineering, science and technical know-how. Thanks to Hastings Dist., Inc. the public was able to catch a glimpse of changes that have taken place in the coin machine industry over the past several decades.

A REMINDER THAT THE Music Operators of Minnesota have rearranged the dates for the up-coming annual meeting. New dates are: June 5-6, with the location to be Radisson South in Minneapolis. Any Wisconsin operators who will be attending should make note of the change.

CASH BOX would like to extend belated birthday wishes to **Clint Pierce** of Pierce music in Brodhead, who celebrated on March 5.

ON THE SINGLES SCENE: **John Jankowski** of Radio Doctors in Milw. gave us the following tips on new operator singles: "Fooled Around And Fell In Love" by **Elvin Bishop** (Capricorn); "Moonlight Serenade" by **Bobby Vinton** (ABC/Dot); "We Can't Hide It Anymore" by **Larry Santos** (Casablanca); and "One Piece At A Time" by **Johnny Cash** (Columbia).

EASTERN FLASHES

A surging interest in air cushion games, and specifically much arcade season demand for the Air Jai Alai and Aero Jet, is cause for celebration at U.S. Billiards. Of course, business on the whole has been excellent, as **Len Schneller** told us, and indications are it will certainly continue along these lines. The firm's Shark unit, in both the upright and cocktail table versions, is enjoying much success. Len just got back from a very productive trip to Ireland, England and Germany; in the latter country he attended the IMA show and headquartered in the See-Vend booth, where he was extended the full hospitality of **Doring and Obes**. Further evidence of Len's international reputation was displayed in the lobby of the Berlin Hilton when a gentleman from Italy, recognizing "my card" Schneller, greeted him as "la mia carta" (Italian translation of "my card")! In Berlin, however, it's "meine karte," since Len has the cards imprinted with the phrase in just about every language imaginable for use in all of his travels. People may not remember his name, he said, but they never forget the card — in some cases really mistaking it for his name. By the time this column makes print, Len will be off to South America and the Caribbean — wonder how they say "my card" out there! . . . Games Tournament Board Coordinator **Millie McCarthy** notes that the GTB recently held a very productive business meeting at the O'Hare Hilton in Chicago. Consumerism, she said, will be a key factor in the Board's program, with the main thrust of its publicity aimed directly at the player. The GTB, in addition to providing tournament information, kits, guidelines for scoring, etc., and even suggesting individuals who may be retained as tournament directors, will also serve as a clearing house for state laws and other legislative information. At present a tentative program has been set for a possible Foosball tournament in Denver, Colorado with a prize purse of \$2500. "We will try to keep the stakes low," Millie said, "to attract the ordinary player whose main interest is to play and compete, rather than the few who are just looking to make a living following foosball tournaments around the country." GTB's ultimate goal, she added, is a tournament convention in the spring of 1978.

UPPER MID-WEST MUSINGS

The largest turnout ever for a service school was held at Lieberman Music Co. Mon. & Tues. (22-23). **Ed Urgitis**, Seeburg Phonograph service engineer, couldn't believe the crowd that showed up for the two-day service school. More than 100 service men and operators turned out for the two-day school. Also, at the end of the second day session a drawing was held and the lucky holder of the winning ticket won a beautiful attache tool carrier. The winner, **Drew Kreidekamp**, Mutual Vending, Jamestown, N. Dakota. Luncheon and refreshments were served each day on the premises. Operators and servicemen attending the Seeburg phonograph school were as follows: from Twin City Novelty, Minneapolis, **Bill Ullem, Dudley La Plant, Jim Keller, Dick Kozar, Bob Thomas, Roger Messer**; Virginia, **Bob Zasmata, Don Mapes, Kevin Zaspeta, Rod Edquist**; Hazelwood Corp. Aitkin, Minn., **Tim Skog, Dennis Burt, Jim Dahl, Moose Lake, Minn., Lee Pappen, Coin Machine Service, St. Cloud, R.J. Allan**; Coin Machine Service, St. Cloud, **Jim Stolp**; Greenbush from Twin Ports Vending, **Darol Bail, Bob Wilcox, Bob Kervina**; Mpls. ops **Tom Boldman**; B&K, **Mike Hannes**, Hannes Amuse., **Charlie Holm**, Robert's Music, **Jay Nilva**. From St. Cloud, **Tim O'Hara, T&M Novelty, Lyle Widdbloom, Edwin Stangel** and **Bill Smith, Bemidji, Rod Van Vooren, Blue Earth, Lee Albrecht**, Hub Music, Aberdeen, S.D., **Vernon Woytossek** and **Steve Saginor**, Tri State Music, Breckenridge, **Dan Stalquist**, Twin Ports Vending, Duluth, **Al Heinen**, Sauk Centre Music, **Al Gusse**, Hanson Vending, Brainerd, **Duane Meyer**, Little Falls Music, **Roger Wood**, Brookings, S.D., **Marshall Keintz**, Tomahawk, Wisc., **Mike Breneman**, Dahico Music, St. Paul, **Jeff Karter**, St. Paul, **Dick Marshall, Dan Ullom** and **Glen Richmond**, Ackley Nov., **Bob Addington**, Bismarck, **Norm Hubbard**, Colfax, **Tom Gelineau**, Gelineau Dist., **Rodney Brudvig**, Mutual Vending, Aneta, N.D. From Jamestown, N.D. Mutual Vending, **Larry Ross, Roger Thompson**, and **Drew Kreidelkamp, Dick Dutchak**, Alexandria, Minn., **Jimm Melichar**, Black River Falls, **Skip Johnson**, Grand Rapids, **Robert Dahland, Eric Breing**, D&R Nov. **Bud and Clarence Vadnais**, Eagle Vend. Co. **James Gatchell** and **Gary Bahr**, C&N Sales, **Gregory Zelinko**, Worthington, **Donald Ulamick**, Marshall, **Don Hazelwood**, Aitkin, **Tom Lohman, John and Harold Mokolstad, Mr. & Mrs. Lawrence Sanford, John Galep**, Menomonie, Wisc., **Lloyd Olson**, Mpls., **Gary Southward**, Mpls., **Joe Kaseita, Bob Simmons** and **Lavern Liddy**, Grove City.

HOUSTON HAPPENINGS

They don't come any better than long established Boyd's Repair Service of Houston. The firm was organized 27 years ago as Wells Repair Service, owned and managed by brothers **Ben and Boyd Wells**. A few years ago Ben signed with Gulf Coast Dist. Co. in parts and service. Boyd Wells Jr. then became a member of the firm and the name was changed to its present one. The outfit does not engage in expensive advertising and it really isn't necessary, since satisfactory service keeps old customers and adds new ones. Might add that Boyd Wells and his son, Boyd Jr., seem an ideal combination . . . Nuptial congratulations are in order for **Mr. and Mrs. Russ Reeder** who were recently married in a local church ceremony. After a brief honeymoon, the newlyweds moved into their beautiful new home in Memorial Northwest Addition (Houston). Russ Reeder is the head of Records Service Co., Inc., which is among the largest one-stops in Texas. Mrs. Reeder, the former Jane Riggins, is secretary of the concern. Jane will continue in her present position to help Russ build the largest one-stop in Texas. **John G. Wright** (Cash Box Houston correspondent) and wife, **Erma**, personally wish The Reeders many years of wedded bliss! . . . We were recently treated to a guided tour of International Billiards, Inc. headquarters building (2311 Washington Ave., Houston). Our guide, and a most competent one if we do say so, was a long time acquaintance, the humorous and charming **Alicia Morrison**. Alicia is the wife of **Al Morrison**, president and owner of International Billiards. Lack of space prohibits detailed description of the huge plant, but to hit the high spots: the front section, along with the business office, is filled with the most pool tables and component parts we've ever seen in one bunch; many of the parts are imported, as a light shade with unique hanging equipment for ceiling attachment which came from Taiwan. The second section of the building houses service and work shop facilities and the back section is devoted to a huge warehouse. International Billiards owns the entire building. Enjoyed a brief visit with **Jack Kirby**, owner of United Record Dist. Co. (1613 St. Emanuel St., Houston), one of the largest and longest established record and tape wholesalers in the state of Texas. Former owner, old timer **Steve Poncio**, is now retired and living on the Gulf Coast; and Kirby said he's really enjoying his retirement, what with fishing and all the other pleasant activities connected with seacoast living . . . **Gene Krailo** has over four years' continuous service with Ainsworth Distributing Co. (809 Stuart St., Houston).

Foosball Showing fr 41

minutes," Skor added. "Also, when a single player is involved, a computer adjusts play to the skill of the player, giving the novice a better scoring opportunity and providing a greater skill challenge to the expert. Operators were intrigued, too, with the added earnings potential offered by the portable remote control transmitters that provide Foosball play from anywhere in the location.

"The well demonstrated quality and earning power of Gremiin products is

another reason we are so high on Foosball," he said. "For example, of the firm's earlier releases, namely Playball and Trapshoot, not one has yet been traded in."

At the conclusion of the showing, door prizes were awarded to a number of lucky operators.

Coordinator of the evening's activities was John Neville of the World Wide sales staff, and hosts at the showing included World Wide's Harold Schwartz, Irv Ovitz, Howie Freer, Bob Parker and Jack Moyle.

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In **CASHBOX**

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WANTED — BALLY MULTIPLIERS WITH HOPPER, all 3-, 5-, and 65-coin models considered. Also wanted: Williams and Gottlieb 4-ptr pinballs max. 3 years old. HANSA MYNTAUTOMATER AB, Box 300 41, S-400 43 Gothenburg, Sweden.

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WILL BUY LOTTA FUN, Barrel-O-Fun, Shoot-a-Line and Lite-a-Line. FRANK GUERRINI VENDING MACHINES, INC. 1211 W. 4th St., Lewistown, Pa 17044.

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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. CA THORP SERVI, 1520 Missouri, Oceanside, Ca 92054

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FOR SALE: Bingos for export only. County Fairs \$800, Roller Derby \$800, Silver Sails \$800, Border Beautys \$800, Can Can \$800, Big Wheels \$700, Magic Rings \$900, Sega Gran National \$600, Chicago Rifle Gallery \$750, Super Shifters \$700, Gran Trak 10s \$900, Sega Moto Champ \$700, Key Twin Racers \$1250, TV Basketball \$700, D&P MUSIC, 1237 Mt Rose Ave., P.O. Box 243, York, PA 17403. Phone (717) 848-1846.

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15¢ each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave., D Killeen, Texas 76541.

SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Ca. 90028

100 ANTIQUE COIN MACHINES, Mills roulette and dice payout machines, old slots, Bakers pacers, Evans races, etc. 40 old counter games, Keeney Twin Dragons, Bally slot machines, Fantastic hot new counter game. Want to buy Horoscope Ticket and Bead Vending machines. CANADIAN DIST & MFG CO., 1025-104 Street, North Battleford, Saskatchewan, Canada. Phone (306) 445-2989

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FOR SALE: Write or call — 200 asst. used TV games — 300 asst. arcade pieces — late model pins — ROBERT JONES INTERNATIONAL INC., 880 Providence Hwy., Dedham, Mass. 02026 — (617) 329-4880 or ROBERT JONES INTERNATIONAL INC., 601 Thompson Rd. N., Syracuse, N.Y. — (315) 463-6251.

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ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola, Rock-Ola vending Cigarettes, candy, cold drink National, Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y. 14609 (716) 654-8020. Ask for Joe Grillo.

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street, Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper Jumbos, and late used Gottlieb flippers. These games are completely shipped CALL WASSICK NOVELTY, (304) 292-3791 Morgantown, W Va.

FOR SALE: Kee Tanks, Ramtek, Baseball, Sports Center, Midway Wheels, Winner TV, Paddle Battles, Basket Ball, UBI Sport A Balls, Brunswick Karate D&L DISTRIBUTING CO., INC., Box 6007, Harrisburg, Pa (717) 545-4264.

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FOR SALE: Bally Monte Carlo \$495; Williams Triple Strike \$650; Arcade Americoin Fire Chief & Super Shifter TV Williams Pro Hockey \$395 (no crating). Call (518) 377-2162 (Ogden Whitbeck)

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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

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JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business — Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, NY 11373 or call (212) 898-1628 or 243-5668.

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Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Cal. 90028

Make sure your check is enclosed

Stones Set For Europe Tour

Longest-Ever Trek To Cover 9 Countries

LONDON — The Rolling Stones make headlines again with the news and details of their first tour since 1973. Their longest ever European trek takes them to nine countries opening April 28 in Frankfurt and ending June 23 in Vienna. A new album has been released throughout all European countries entitled "Black And Blue." Arrangements for the tour coincided with a meeting in London of all European promoters, Atlantic licensees plus Rolling Stones management. Also attending were Ahmet Ertegun chairman of the board of Atlantic; Nesuhi Ertegun president of WEA International; Jerry Greenberg president of Atlantic; Earl McGrath Atlantic artist development and Bob Kornheiser vp Atlantic Records. The meeting was filmed in its entirety for use in a possible forthcoming documentary.

April Music has acquired sub publishing rights to all material by U.S. group, Blue Oyster Cult. Through a deal concluded in New York by CBS International, April UK now handles the group's own publishing company B.O. Cult Songs Inc. in the UK and Eire as well as many parts of the British Commonwealth. Still with April, managing director Brian Hutch advises that, following their move into specially commissioned film soundtracks, they have acquired sub-publishing rights to the theme music from the "SWAT" TV series. The single version of "The Theme From SWAT" by Rhythm Heritage recently made number one on the U.S. charts and is now issued in the U.K. on Anchor. April's previous ventures into TV themes have included "Hawaii Five-O" and "The Last of the Summer Wine."

Francis Day & Hunter GmbH of Germany has signed a long-term contract with Lise Publicatie Maatschappij BV giving them sub-publishing rights to the Jobete Music catalogues for Germany, Austria and Switzerland. Deal was signed in Hamburg between Lilo Bornemann, general manager of FDH and Ken East of Lise Publicatie and vice

president of Motown's international Operations.

ATV Music managing director and general manager Geoffrey Heath and Eddy Levy have left the firm to set up their own publishing company, to be known as Heathievy Music. Levy has been with ATV since the time it was known as Weibeck Music, and Heath when it became ATV-Kirshner. No replacements have been found as yet for ATV Music and it is not known whether the Brighton office will be continued.

'Then The Music Changed'

CBC-TV Special Focus on Canadian Music

TORONTO — The CBC-TV has completed work on a one-hour music special that looks into a number of questions being provoked by the rising tide of nationalism in this country, in addition to offering the general public a mini-overview of what is claimed to be a "ten-billion dollar a year" record and tape industry around the world.

Titled "And Then the Music Changed," recording artists to appear in this well-researched program include Robert Charlebois, Fludd, Shirley Eikhard, Wolfman Jack, Anne Murray, Murray McLachlan, Joe Mendeison, the Bay City Rollers, the Stampeders, Rough Trade, Gino Vannelli, and the Guess Who.

Documentary Approach

Following a documentary style, the program switches the camera eye from stage performances to the private homes of artists and rock critics. A particularly informative section takes place at Morin Heights, Quebec, with Andre Perry at the controls of the mixing board of his own Le Studio. Perry discusses the merits of the studio's location in the rolling Laurentians and actually performs a basic mix on camera.

Pop critic, journalist and author of numerous rock biographies, Ritchie Yorke, provides some thought-provoking insights into the industry, relating the decadent flamboyance displayed by super groups today, with the movie stars of the thirties. He furthered his point by pointing out the association between the movie moguls of the time, and the corporate empires of today which now own a big chunk of the movie industry and record and tape industry.

Critical Insights

Bob Segarini of the Dudes, Ritchie Yorke and newspaper critic Peter Goddard offer insight into the international trends in music, but the big point of this program is to bring to the fore the problems inherent in Canada's own star-producing industry.

The only independent record company to be mentioned in the hour long special is Attic Records. Label chiefs, Alexander Mair and Tom Williams are articulate in voicing the problems related to operations of a small company, and the immense assets the larger multina-

Australians Among World's Top Record Buyers (Per Capita)

SYDNEY — Figures released by the Australian Bureau of Statistics make it clear that Australia is among the top record buying nations (per capita) in the world.

During the fiscal year 1974-75, 21,414,000 albums and 5,927,000 singles were manufactured in Australia.

Albums imported into the country during this period numbered 4,100,000. Singles accounted for 652,000 imports.

At the same time, Australia exported 292,000 LPs and another 28,000 singles.

Fraser Named Crest (Aust.) Nt'l. Mktg. Mgr.

MELBOURNE — Don Fraser has been appointed national marketing manager for Crest International, the Australian record concern. In announcing the move, Crest managing director Marcus Herman said that in its fifteen years of operation Crest had successfully catered to the specialized area of the disk market and had not specifically sought top 40 artists. In recent years Crest has been one of Australia's pioneers of "budget" albums. Herman told **Cash Box** he intended investigating the development of other markets to which Don Fraser will add his professional strength and experience, including key aspects of advertising, public relations and retail promotion. Fraser is a fellow of the Australian Advertising Institute.

Herman added: "Australia is on the brink of full international recognition in the record industry and we have the necessary creative talent and production techniques. Crest believes that a mature, professional approach is required. The new appointment will be a valuable asset in helping us achieve this goal."

Belgian Music Scene

BELGIUM — Barry & Eileen, a couple which met with success via "If You Go" and "Bad Times," have recorded a new single for Fonior, "Give And Take." Barry has also cut a solo single. It's a disco version of the old Johnny Ray classic, "I'll Never Fall In Love Again."

BRT Television broadcast the "Sialom" show live from the Casino of Oostende with guests Randy Edelman, Jinx and Marianne Rosenberg. The latter, a female singer from Germany who reached the number one spot in the charts with "Ich Bin Wie Du." An LP of the same name has been released by Phonogram and some people are calling her the "German Gloria Gaynor."

Phonogram also has Paul Da Vinci making a comeback. As a session singer, Paul recorded "Sugar Baby Love" with some friends. Those friends became the highly successful Rubettes and Paul went solo. His friends were more lucky and Da Vinci disappeared after only two singles.

Julus Beaucarne (RCA) has been rewarded the highest possible award in the record industry in France. The outstanding French, "Academie du Disque Charles Cros" has just proclaimed its yearly choice of Grand Prix, rewarding Beaucarne with the Grand Prix du Disque — 'in Honorem' for his outstanding recording works.

Louis Neefs is one of the veterans of Flemish showbiz. Recording since last year for CBS, he has just released a new single "N Laatste Whiskey Soda" and a brand new LP, "Mijn Dorp In De Kempen."

Canadian Gold, Tour For Kiss

LOS ANGELES — "Kiss Alive!" the last album by Casablanca recording artists, Kiss, has gone gold in Canada. On this note, the group is set to begin a Canadian tour to begin in Moncton April 18 and conclude in Winnipeg (28).

To coincide with the tour, Casablanca is releasing Kiss' newest LP, "Destroyer," which will ship gold next week. The single from the album is "Shout It Out Loud."



FIRST WEA AUSSIE PLATINUM — Rod Stewart has been awarded the first WEA platinum record signifying sales in Australia of over 100,000 units of his current album, "Atlantic Crossing." This album has sold in excess of the specified platinum award figure and has been one of the best selling albums in the company's history, according to Paul Turner, managing director of WEA Records. The platinum record, presented to Stewart in Los Angeles, was presented earlier to a cardboard cutout of Rod, used for promotion of the album. Pictured above (l. to r.) is Peter Ikin, artist & product marketing manager and Paul Turner, managing director, WEA.

Festival d'Orange, 1976 To Feature New-Look Format

PARIS — Assad Debs and Pascal Bernadin are two promoters who brought Status Quo, ELO, Kevin Ayers and Niis Lofgren to France. They were also the organizers of the Festival d'Orange in 1975. This year they will again organize that festival, only they've decided to change the formula. Instead of

tionals have at their disposal.

Mair termed Canadian signings on international label rosters as "poor cousins to American acts," and criticized the federal government for not taking more action to protect domestic interests from the international lions.

Two Schools Of Thought

The program discussed two schools of thought that some nationalists see as being the answer to exposing Canadian talent, although Attic was not in agreement with the two methods. One is that a stiff import tariff should be levied on imported masters; the second, that the foreign-based record companies be required, through legislation, to invest a fixed percentage of profits in Canadian recordings and promotions.

The importance of Windsor's CKLW radio in the U.S. market was well explained, although the program pointed out that the station had not been successful in breaking Canadian album acts, being that the station was successful only on a singles format.

Perspective

Overall, the program provides a perspective on rock music that has not been well documented on the home screen before. Early film clips of Paul Anka and Elvis Presley are included, as are clips from an early Beatles press conference and a clip of the Bay City Rollers in concert.

The one-hour special has been in production since last August and was put together by the CBC-TV's public affairs department. No plans are being considered at present for international distribution.

Carpenters Add More Japanese Successes

TOKYO — King Records of Japan has awarded Karen and Richard Carpenter four additional gold records for sales of "Please, Mr. Postman," "Only Yesterday," "Carpenters Live In Japan," and "Horizon."

The Carpenters, in the midst of a sold out tour of this country, are showing their appreciation for their popularity by performing their hit single, "Sing," in Japanese, backed by a chorus of Japanese children.

the usual three days. "Orange 1976" will be comprised of one concert each week, featuring two special acts, and the festival will last seven weeks in all. This to avoid the confusion and disturbances created by last year's program. No performers have been announced yet, but some big ones are on the list.

CASH BOX TOP 100 ALBUMS

April 10, 1976

1	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	4/3	1	36	FACE THE MUSIC ELECTRIC LIGHT ORCHESTRA (UA LA 546G)	4/3	30	71	RELEASE HENRY GROSS (Lifesong LS 6002)	4/3	72
2	FRAMPTON COMES ALIVE PETER FRAMPTON (A&M SP 3703)		2	37	LIVE ROBIN TROWER (Chrysalis CHR 1089)		63	72	DISCO-FIED RHYTHM HERITAGE (ABC ABCD 934)		78
3	RUN WITH THE PACK BAD COMPANY (Swan Song SS 8415)		3	38	LOVE WILL KEEP US TOGETHER THE CAPTAIN & TENNILLE (A&M 3505)		40	73	CLASSICAL BARBRA BARBRA STREISAND (Columbia M33452)		64
4	DESIRE BOB DYLAN (Columbia PC 33893)		5	39	DIANA ROSS Motown M6-861S1)		50	74	IF THE SHOE FITS PURE PRAIRIE LEAGUE (RCA APL 11247)		43
5	FLEETWOOD MAC Warner Bros MS 2225)		6	40	TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)		35	75	THE SOUND IN YOUR MIND WILLIE NELSON (Columbia KC 34092)		82
6	STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON (Columbia PC 33540)		7	41	HELEN REDDY'S GREATEST HITS (Capitol ST 11467)		37	76	CAPTURED LIVE JOHNNY WINTER (Blue Sky PZ 33944)		80
7	A NIGHT AT THE OPERA QUEEN (Elektra 7E-1053)		8	42	ELITE HOTEL EMMYLOU HARRIS (Warner Bros MS 2236)		39	77	THE BEST OF GLADYS KNIGHT AND THE PIPS (Buddah BDS 5653)		49
8	STATION TO STATION DAVID BOWIE (RCA APL 11327)		4	43	A TRICK OF THE TAIL GENESIS (Atco SD 36129)		51	78	FULL OF FIRE AL GREEN (Hi SHL 32097)		85
9	THE DREAM WEAVER GARY WRIGHT (Warner Bros 2868)		10	44	FAMILY REUNION THE O JAYS (Phia Int' PZ 33807)		45	79	REFLECTIONS JERRY GARCIA (Round RX LA 565G/RX 107) (Dist UA)		67
10	SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)		12	45	AFTERTONES JANIS IAN (Columbia PC 33919)		36	80	SONGS FOR THE NEW DEPRESSION BETTE MIDLER (Atlantic SD 18155)		44
11	THOROUGHbred CAROLE KING (Ode SP 77034)		9	46	NATIVE SONS LOGGINS & MESSINA (Columbia PC 33578)		38	81	LOVE TRILOGY DONNA SUMMER (Oasis OC-5004) (Dist Casablanca)		101
12	GRATITUDE EARTH, WIND & FIRE (Columbia PG 33694)		11	47	CITY LIFE THE BLACKBYRDS (Fantasy F9490)		53	82	SMOKEY'S FAMILY ROBINSON SMOKEY ROBINSON (Tania T6-341S1)		83
13	RUFUS FEATURING CHAKA KHAN (ABC ABCD 909)		13	48	FROM EVERY STAGE JOAN BAEZ (A&M SP 3704)		41	83	WE SOLD OUR SOUL FOR ROCK 'N' ROLL BLACK SABBATH (Warner Bros WBS 2923)		57
14	ONE OF THESE NIGHTS EAGLES (Asylum 7E-1039)		15	49	WINDSONG JOHN DENVER (RCA APL 1-1183)		47	84	SWEET HARMONY MARIA MULDAUR (Reprise MS 2235)		87
15	THE OUTLAWS WAYLON JENNINGS, WILLIE NELSON, JESSI COLTER & TOMPALL GLASER (RCA APL 11321)		14	50	SEALS & CROFTS' GREATEST HITS (Warner Bros BS 2886)		48	85	STARCASTLE (Epic PE 33914)		93
16	HISTORY - AMERICA'S GREATEST HITS AMERICA (Warner Bros BS 2894)		16	51	WAKE UP EVERYBODY HAROLD MELVIN & THE BLUENOTES (Phia Int' PZ 33808)		46	86	CHRONICLE CREEDENCE CLEARWATER REVIVAL (Fantasy CCRS)		89
17	SECOND CHILDHOOD PHOEBE SNOW (Columbia PC 33952)		17	52	KC AND THE SUNSHINE BAND (TK 603)		52	87	LOOK INTO THE FUTURE JOURNEY (Columbia PC 33904)		92
18	MAIN COURSE BEE GEES (RSO SO 4807)		19	53	STRUTTIN' MY STUFF ELVIN BISHOP (Capricorn CP 0165)		61	88	BABY FACE WING & A PRAYER FIFE & DRUM CORP (Wing & A Prayer HS 3025) (Dist Atlantic)		90
19	BRASS CONSTRUCTION (UA LA 545G)		23	54	ELTON JOHN'S GREATEST HITS MCA 2128)		58	89	TIMES OF YOUR LIFE PAUL ANKA (UA LA 569G)		65
20	GIMME BACK MY BULLETS LYNYRD SKYNYRD (MCA 2170)		21	55	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)		69	90	BLACK BEAR ROAD C'W McCain (MGM 5008)		66
21	EARGASM JOHNNIE TAYLOR (Columbia PC 33951)		29	56	LET THE MUSIC PLAY BARRY WHITE (20th Century T502)		42	91	ROCKIN' COUNTRY FREDDY FENDER (ABC DSD 2050)		84
22	AT THE SPEED OF SOUND WINGS (Capitol SW 11525)		-	57	I WANT YOU MARVIN GAYE (Tania T6-342S1) (Dist Motown)		91	92	EQUINOX STYX (A&M SP 4559)		86
23	FOOL FOR THE CITY FOGHAT (Bearsville 6959)		22	58	GROOVE-A-THON ISAAC HAYES (Hot Buttered Soul ABCD 925)		55	93	BORN TO DIE GRAND FUNK RAILROAD (Capitol ST 11482)		68
24	COME ON OVER OLIVIA NEWTON-JOHN (MCA 2186)		31	59	TAKIN' IT TO THE STREETS DOOBIE BROTHERS (Warner Bros BS 2899)		-	94	LOVE AND UNDERSTANDING KOOL AND THE GANG (DeLite DEP 2018)		111
25	AEROSMITH (Columbia PC 32005)		27	60	LOOK OUT FOR NUMBER ONE BROTHERS JOHNSON (A&M 4567)		79	95	DANCE YOUR TROUBLES AWAY ARCHIE BELL & THE DRELLS (TSOP PZ 33844)		96
26	HAIR OF THE DOG NAZARETH (A&M SP 4511)		20	61	HE'S A FRIEND EDDIE KENDRICKS (Tania T6-343S1)		62	96	MYSTIC VOYAGE ROY AYERS UBIQUITY (Polydor 6057)		99
27	ERIC CARMEN (Arista AL 4057)		18	62	MOTHERSHIP CONNECTION PARLIAMENT (Casablanca NBLP 7022)		71	97	ROMANTIC WARRIOR RETURN TO FOREVER (Columbia PC 34076)		138
28	ROCK 'N' ROLL LOVE LETTER BAY CITY ROLLERS (Arista AL 4071)		32	63	HAVANA DAYDREAMIN' JIMMY BUFFETT (ABC ABCD 914)		54	98	SUNBURST FINISH BE-BOP DELUXE (Capitol ST 11478)		100
29	DESTROYER KISS (Casablanca NBLP 7025)		59	64	ON THE ROAD JESSE COLIN YOUNG (Warner Bros BS 2913)		75	99	MOVIN' ON COMMODORES (Motown M6-848S1)		109
30	ALIVE KISS (Casablanca NBLP 7020)		28	65	HOW DARE YOU 10cc (Mercury SRM 11061)		56	100	PRISONER IN DISGUISE LINDA RONSTADT (Asylum 7E-1045)		76
31	GIVE US A WINK SWEET (Capitol ST 11496)		34	66	KINGFISH (Round RX LA 565-G) (Dist U A)		77				
32	CHICAGO'S GREATEST HITS (Columbia PC 33900)		24	67	THE SALSOUl ORCHESTRA (Salsoul SZS 5501)		60				
33	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista 4060)		26	68	TED NUGENT (Epic PE 33692)		70				
34	BETTER DAYS AND HAPPY ENDINGS MELISSA MANCHESTER (Arista AL 4067)		33	69	THE LEPRECHAUN CHICK COREA (Polydor PD 6062)		73				
35	M.U. THE BEST OF JETHRO TULL (Chrysalis CHR 1074)		25	70	SMILE LAURA NYRO (Columbia PC 33912)		74				

cash box top albums/101 to 200

April 10, 1976

101	WINGS OF LOVE TEMPTATIONS (Gordy 971) (Dist. Motown)	4/3	147	134	TO THE HILT GOLDEN EARRING (MCA 2183)	4/3	135	168	2112 RUSH (Mercury SRM 1-1079)	4/3
102	KGB (MCA 2166)	104		135	RAISING HELL THE FATBACK BAND (Event EV 6905) (Dist. Polydor)	143		169	JEALOUSY MAJOR HARRIS (Atlantic SD 18160)	170
103	INSEPARABLE NATALIE COLE (Capitol 11429)	88		136	THE WHO BY NUMBERS (MCA 2161)	114		170	THE BEST OF URIAH HEEP (Mercury SRM 11070)	176
104	BACK TO BACK THE BRECKER BROTHERS BAND (Arista AL 4061)	108		137	BREAKAWAY ART GARFUNKEL (Columbia PC 33700)	117		171	LIFE & TIMES BILLY COBHAM (Atlantic SD 18166)	181
105	AMIGOS SANTANA (Columbia PC 33576)			138	BACK HOME AGAIN JOHN DENVER (RCA CPL 1-0548)	140		172	DREAMBOAT ANNIE HEART (Mushroom MRS 5005)	
106	SHOWCASE THE SYLVERS (Capitol ST 11465)	107		139	CRY TOUGH NILS LOFGREN (A&M SP 4573)			173	CLAUDE BOLLING: SUITE FOR FLUTE & JAZZ PIANO J.P. RAMPAL (Columbia M33233)	177
107	YOU CAN'T ARGUE WITH A SICK MIND JOE WALSH (ABC ABCD 932)			140	GET YOUR WINGS AEROSMITH (Columbia PC 32847)	123		174	SCOTCH ON THE ROCKS BAND OF THE BLACK WATCH (Private Stock PS 2007)	175
108	BETWEEN THE LINES JANIS IAN (Columbia PC 33394)	112		141	FISH OUT OF WATER CHRIS SQUIRE (Atlantic SD 18159)	126		175	BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	
109	LADY IN WAITING OUTLAWS (Arista 4070)			142	CITY OF ANGELS THE MIRACLES (Tamia T6-339S1)	119		176	JAILBREAK Thin Lizzy (Mercury SRM 1-1081)	
110	LED ZEPPELIN IV (Atlantic SD 7208)	110		143	WHEN LOVE IS NEW BILLY PAUL (Phila Int'l PZ 33843)	145		177	CAT STEVENS' GREATEST HITS (A&M 4519)	148
111	HEAD ON BACHMAN-TURNER OVERDRIVE (Mercury SRM 11067)	81		144	RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	146		178	TAPESTRY CAROLE KING (Ode 77099) (Dist. A&M)	163
112	CONEY ISLAND BABY LOU REED (RCA APL 1-0915)	94		145	STORY THE FOUR SEASONS (Private Stock PS 7000)	127		179	CLEARLY LOVE OLIVIA NEWTON-JOHN (MCA 2148)	153
113	ROCK OF THE WESTIES ELTON JOHN (MCA 2163)	95		146	LEE OSKAR LEE OSKAR (United Artists ULA 594-G)	165		180	VENUS AND MARS WINGS (Capitol SMAS 11419)	186
114	LIVE POCO (Epic PE 33336)	116		147	THE HUNGRY YEARS NEIL SEDAKA (MCA/Rocket PIG 2157)	121		181	ONE FLEW OVER THE CUCKOO'S NEST SOUNDTRACK (Fantasy F-9500)	
115	WISH YOU WERE HERE PINK FLOYD (Columbia PC 33453)	118		148	LOCKED IN WISHBONE ASH (Atlantic SD 18164)	160		182	FEEL THE SPIRIT LEROY HUTSON (Curtom CU 5009) (Dist. WB)	182
116	WHO LOVES YOU THE FOUR SEASONS (Warner Bros./Curb BS 2900)	122		149	L.A. EXPRESS CARIBOU (PZ 33940)	159		183	PRIMAL SCREAM MAYNARD FERGUSON (Columbia PC 33953)	191
117	TO BE WITH YOU TONY ORLANDO & DAWN (Elektra 7E-1049)	97		150	TROPEA JOHN TROPEA (Marlin 3300) (Dist. T.K.)	155		184	COME AS YOU ARE ASHFORD AND SIMPSON (Warner Bros. BS 2858)	189
118	CRISIS? WHAT CRISIS? SUPERTRAMP (A&M 4560)	125		151	SIMON & GARFUNKEL'S GREATEST HITS (Columbia PC 31350)	156		185	IT'S GOOD TO BE ALIVE D.J. ROGERS (RCA APL 1-1099)	200
119	SILVER CONVENTION (Midland Int'l BKL 1-1369)	142		152	REFLECTIONS OF A GOLDEN DREAM LONNIE LISTON SMITH & THE COSMIC ECHOES (Flying Dutchman BDLI-1460)	171		186	AT THE SOUND OF THE BELL PAVLOV'S DOG (Columbia PC 33964)	190
120	BAY CITY ROLLERS (Arista AL 4049)	98		153	BEFORE THE NEXT TEARDROP FALLS FREDDY FENDER (ABC/Dot 2020)	124		187	SECOND GENERATION GAYLORD & HOLIDAY (Prodigal PLG 10009) (Dist. Motown)	188
121	RED OCTOPUS JEFFERSON STARSHIP (Grunt BFL 1-099) (Dist. RCA)	102		154	DESOLATION BLVD. SWEET (Capitol ST 11395)	128		188	AURORA JEAN-LUC PONTY (Atlantic SD 18163)	
122	DISCO CONNECTION ISAAC HAYES MOVEMENT (Hot Buttered Soul ABCD 923)	103		155	SEDAKA'S BACK NEIL SEDAKA (Rocket 463) (Dist. MCA)	133		189	BARRY WHITE'S GREATEST HITS (20th Century 493)	150
123	THE BEST OF CARLY SIMON (Elektra 7E-1048)	106		156	HONEY THE OHIO PLAYERS (Mercury SRM 1-1038)	137		190	WHO I AM DAVID RUFFIN (Motown M6-849S1)	152
124	MASQUE KANSAS (Kirshner PZ 33806) (Dist. Epic)	113		157	CATE BROTHERS (Asylum 7E-1050)	161		191	PHOTOGRAPHS AND MEMORIES, HIS GREATEST HITS JIM CROCE (ABC ABCD 835)	154
125	JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374)	120		158	VOYAGE OF THE ACOLYTE STEVE HACKETT (Chrysalis CHR 1112)	162		192	SPINNERS LIVE (Atlantic SD 2-910)	131
126	SIREN ROXY MUSIC (Atco 36-127)	105		159	DARYL HALL & JOHN OATES (RCA APL 1-1144)	166		193	SAVAGE EYE PRETTY THINGS (Swan Song SS 8414)	130
127	SAFETY ZONE BOBBY WOMACK (United Artists LA 544G)	115		160	BANKRUPT DR. HOOK (Capitol 11397)	164		194	ENDLESS SUMMER BEACH BOYS (Capitol ST 11307)	158
128	SOUND OF MUSIC ORIGINAL SOUNDTRACK (RCA LSOD 2005)	136		161	BLACK MARKET WEATHER REPORT (Columbia PC 34099)			195	BUCKINGHAM NICKS (Polydor PD 5058)	198
129	OPEN YOUR EYES YOU CAN FLY FLORA PURIM (Milestone M9065)	141		162	THE WETTER THE BETTER WET WILLIE (Capricorn CP 0166)	173		196	FEELS SO GOOD GROVER WASHINGTON JR. (Kudu KU 24S1)	197
130	LAND OF THE MIDNIGHT SUN AL DIMEOLA (Columbia PC 34704)	139		163	STONE ALONE BILL WYMAN (Rolling Stone COC 79103)	167		197	LOVE TO LOVE YOU BABY DONNA SUMMER (Oasis OCLP 500) (Dist. Casablanca)	151
131	MUSIC FROM THE SOUNDTRACK OF BARRY LYNDON (Warner Bros. BS 2903)	144		164	NEVER GONNA LET YOU GO VICKI SUE ROBINSON (RCA APL 1-1256)	169		198	THE HISSING OF SUMMER LAWN JONI MITCHELL (Asylum 7E-1051)	132
132	THE WHITE KNIGHT CLEUDUS MAGGARD & THE CITIZEN'S BAND (Mercury SRM 11072)	149		165	RECYCLED NEKTAR (Passport PPS 9811)	178		199	HORSES PATTI SMITH (Arista AL 4060)	183
133	DARK SIDE OF THE MOON PINK FLOYD (Capitol 11163)	134		166	CONCERT IN BLUES WILLIE HUTCH (Motown M6-854S1)	168		200	NUMBERS CAT STEVENS (A&M SP 4555)	129

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Aerosmith	25, 40, 140	Commodores	99	Harris, Emmylou	42	Manilow, Barry	33	Return To Forever	97	Sweet	31, 154
America	16	Corea, Chick	69	Harris, Major	169	McCall, C.W.	90	Rhythm Heritage	72	Sylvers	106
Anka, Paul	89	Creedence Clearwater		Hayes, Isaac	58, 122	Melvin, Harold/Bluenotes	51	Robinson, Smokey	82	Taylor, Johnnie	21
Ashford & Simpson	184	Revival	86	Heart	172	Midler, Bette	80	Robinson, Vicki Sue	164	Temptations	101
Ayers, Roy	96	Croce, Jim	191	Hutch, Willie	166	Miracles	142	Rogers, D.J.	185	10cc	65
Bachman-Turner Overdrive	111	Denver, John	49, 125, 138	Hutson, Leroy	182	Mitchell, Joni	198	Ronstadt, Linda	100	Thin Lizzy	176
Bad Company	3	Dimeola, Al	130	Ian, Janis	45, 108	Mu'daur, Maria	84	Ross, Diana	39	Tropea, John	150
Baez, Joan	48	Doobie Bros	59	Jefferson Starship	121	Nazareth	26	Roxy Music	126	Trower, Robin	37
Band Of The		Dr. Hook	160	Jennings/Nelson/Colter/Glaser	15	Nektar	165	Ruffin, David	190	Uriah Heep	170
Black Watch	174	Dylan, Bob	4	Jethro Tull	35	Neison, Willie	75, 144	Rufus	13	Walsh, Joe	107
Bay City Rollers	28, 120	Eagles	1, 14	John, Elton	54, 113	Newton-John, Olivia	24, 179	Rush	168	Washington Jr., Grover	196
Beach Boys	194	Earth, Wind & Fire	12	Journey	87	Nugent, Ted	68	Salsoul Orchestra	67	Weather Report	161
BeBop Deluxe	98	Electric Light Orchestra	36	Kansas	124	Nyro, Laura	70	Santana	105	Wet Willie	162
Bee Gees	18	Fatback Band	135	KC & The Sunshine Band	52	Ohio Players	156	Scaggs, Boz	55	White, Barry	56, 189
Beli, Archie/Drells	95	Fender, Freddy	91, 153	Kendricks, Eddie	61	O'Jays	44	Seals & Crofts	50	Who	136
Benson, George	175	Fleetwood Mac	5	King, Gladys & The Pips	77	Oriando, Tony & Dawn	117	Sedaka, Neil	147, 155	Wing & A Prayer File & Drum Corp	88
Bishop, Elvin	53	Foghat	23	King, Carole	11, 178	Oskar, Lee	146	Silver Convention	119	Wings	22, 180
Blackbyrds	47	Four Seasons	116, 145	Kingfish	66	Outlaws	109	Simon, Carly	123	Winter, Johnny	76
Black Sabbath	83	Frampton, Peter	2	Kiss	29, 30	Parliament	62	Simon, Paul	6	Wishbone Ash	148
Bowie, David	8	Garcia, Jerry	79	Klemmer, John	167	Paul, Billy	143	Simon & Garfunkel	151	Womack, Bobby	127
Brass Construction	19	Garfunkel, Art	137	Knight, Gladys & The Pips	77	Pavlov's Dog	186	Smith, Lonnie Liston	152	Wright, Gary	9
Brecker Brothers	104	Gaye, Marvin	57	Knott & The Gang	94	Pink Floyd	115, 133	Smith, Patti	199	Wyman, Bill	163
Brothers Johnson	60	Gaylord & Holiday	187	L.A. Express	149	Poco	114	Snow, Phoebe	17	Young, Jesse Colin	64
Buckingham Nicks	195	Genesis	43	Led Zeppelin	110	Ponty, Jean-Luc	188	Spinners	192		
Buffett, Jimmy	63	Golden Earring	134	Lofgren, Nils	139	Pretty Things	193	Squire, Chris	141		
Captain & Tennille, The	10, 38	Grand Funk Railroad	93	Loggins & Messina	46	Pure Prairie League	74	Starcate	85		
Carmen, Eric	27	Green, Al	78	Lynnyrd Skynnyrd	20	Purim, Flora	129	Stevens, Cat	177, 200		
Cate Brothers	157	Gross, Henry	71	Maggard, Cleudus	132	Queen	7	Streisand, Barbra	73	Barry Lyndon	131
Chicago	32	Hackett, Steve	158	Manchester, Melissa	34	Rampal, J.P.	173	Styx	92	One Flew Over The Cuckoo's Nest	181
Cobham, Billy	171	Hall & Oates	159			Reddy, Helen	41	Summer, Donna	81, 197	Sound Of Music	128
Coie, Natalie	103					Reed Lou	112	Supertramp	118		

Soundtracks

Barry Lyndon	131
One Flew Over The Cuckoo's Nest	181
Sound Of Music	128

Great Britain

- 1 **Save Your Kisses For Me** — Brotherhood Of Man — Pye
- 2 **I Love To Love** — Tina Charles — CBS
- 3 **Love Really Hurts** — Billy Ocean — GTO
- 4 **People Like You** — Gary Glitter — Bell
- 5 **You Don't Have To Say You Love Me** — Guys 'n' Dolls — Magnet
- 6 **Convoy** — C.W. McCall — MGM
- 7 **I Wanna Stay With You** — Gallagher & Lyle — MGM
- 8 **You See The Trouble With Me** — Barry White — 20th Century
- 9 **Falling Apart At The Seams** — Marmalade — Target
- 10 **Yesterday** — Beatles — Apple
- 11 **Concrete & Clay** — Randy Edelman — 20th Century
- 12 **December '63** — Four Seasons — Warner
- 13 **Do The Spanish Hustle** — Fatback Band — Polydor
- 14 **Music** — John Miles — Decca
- 15 **It Should Have Been Me** — Yvonne Fair — Tamla/Motown
- 16 **Take It To The Limit** — Eagles — Asylum
- 17 **I'm Mandy Fly Me** — 10cc — Mercury
- 18 **Funky Weekend** — The Stylistics — Avco
- 19 **Miss You Nights** — Cliff Richard — EMI
- 20 **Hello Happiness** — Drifters — Bell

TOP TWENTY LPs

- 1 **Their Greatest Hits** — The Eagles — Asylum
- 2 **Carnival** — Manuel & Music of the Mountains — Studio Two
- 3 **Blue For You** — Status Quo — Vertigo
- 4 **A Trick Of The Tail** — Genesis — Charisma
- 5 **Desire** — Bob Dylan — CBS
- 6 **The Very Best Of Slim Whitman** — United Artists
- 7 **The Best Of Helen Reddy** — Capitol
- 8 **The Best Of Roy Orbison** — Arcade
- 9 **Breakaway** — Gallagher & Lyle — A&M
- 10 **How Dare You** — 10cc — Mercury
- 11 **Run With The Pack** — Bad Company — Island
- 12 **The Best Of Gladys Knight And The Pips** — Buddah
- 13 **A Night At The Opera** — Queen — EMI
- 14 **The Best Of John Denver** — RCA
- 15 **The Four Seasons Story** — Private Stock
- 16 **Elite Hotel** — Emmylou Harris — Reprise
- 17 **Brass Construction** — United Artists
- 18 **Diana Ross** — Tamla/Motown
- 19 **Nobody's Fool** — Slade — Polydor
- 20 **Live** — Robin Trower — Chrysalis

France

- 1 **Michele** — Gerard Lenorman
- 2 **Requiem Pour Un Fou** — Johnny Hallyday
- 3 **Kiss Me, Kiss Me Baby** — Brotherhood Of Man
- 4 **Malheur A Celui Qui Blesse Un Enfant** — Enrico Macias
- 5 **Le Bougalou Du Loup-Garou** — Carlos (tie)
- 6 **Hafanana** — Afric Simone
- 7 **Telephone-Moi** — Nicole Croisille
- 8 **Qu'est-ce Qui Fait Pleurer Les Blondes** — Sylvie Vartan
- 9 **Let The Music Play** — Barry White
- 10 **Viens Faire Un Tour Sous La Pluie** — Il Etait Une Fois
- 11 **Big Jim Sullivan** — Pop Concerto Orchestra
- 12 **J'Attendrai** — Dalida
- 13 **Faire Un Pont** — Dick Rivers
- 14 **Fly Robin Fly** — Silver Convention
- 15 **Mlle. Angele** — Jacques Martin
- 16 **Island Girl** — Elton John
- 17 **How High The Moon** — Gloria Gaynor
- 18 **La Ballade Du Bon Et Des Mechants** — Jacques Dutronc
- 19 **Je Suis De Toutes Les Couleurs** — Krikorian
- 20 **Prete-Moi Une Chanson** — Adamo
- 21 **That's The Way** — K.C. & The Sunshine Band
- 22 **A Quoi Sert De Vivre Libre** — Nicoletta
- 23 **Sorrow** — Mort Shuman
- 24 **Inflacion** — Tabou Combo
- 25 **Love Is All** — Roger Glover
- 26 **Qui Dit Qui Rit** — Alain Souchon
- 27 **Ca Me Rappelle Les Vacances** — Jean-Noel Dupre
- 28 **Cindy** — C. Jerome
- 29 **Lady Bump** — Penny McLean
- 30 **Toi, La Musique Et Moi** — Mary Cristy

TOP TWENTY LPs

- 1 **Entangled** — Genesis
- 2 **Les Ports De L'Atlantique** — Serge Lama
- 3 **Hurricane** — Bob Dylan
- 4 **This Melody** — Julien Clerc
- 5 **Je T'Aime Tu Vois** — Daniel Guichard
- 6 **Comment Lui Dire** — France Gall
- 7 **Ce Lundi-la** — Michel Delpech
- 8 **La Philosophie** — Georges Moustaki
- 9 **Ca Va Pas Changer Le Monde** — Joe Dassin
- 10 **Vancouver** — Veronique Sanson
- 11 **Mississippi River** — Nicolas Peyrac
- 12 **Passionnement** — Danyel Gerard
- 13 **Rain** — Status Quo
- 14 **Merci Madame La Vie** — Charles Aznavour
- 15 **La Maison De Sable** — Nicole Rieu
- 16 **Love To Love You Baby** — Donna Summer
- 17 **Ile De Re** — Claude Nougaro
- 18 **Tout Va Commencer** — Mayflower
- 19 **Le Blues D'la Metropole** — Beau Dommage
- 20 **Merci John D'etre Venu** — Christophe

Japan

- 1 **Oyoge Taiyakikun** — Masato Shimon — Canyon
- 2 **Momen No Handkerchief** — Hiromi Oota — CBS-Sony
- 3 **Kimiyo Dakarete Atsukunare** — Hideki Saijo — RVC
- 4 **Haru Ichiban** — Candies — CBS-Sony
- 5 **Nakanayuiwa** — Junko Sakurada — Victor
- 6 **Nagoriyuki** — Iruka — Panama/Crown
- 7 **Fantasy** — Hiromi Iwazaki — Victor
- 8 **Onna Tomodachi** — Goro Noguchi — Polydor
- 9 **Oretachi No Tabi** — Masatoshi Nakamura — Columbia
- 10 **Ootooyo** — Yasuko Nayito — Columbia
- 11 **Ai No Shihatsu** — Hiroshi Itsuki — Minoruphone/Tokuma
- 12 **That's The Way** — K.C. & Sunshine Band — RVC
- 13 **Memayi** — Keyi Ogura — Polydor
- 14 **Beautiful Sunday** — Daniel Boon — Discomate
- 15 **Koyino Yowami** — Hiromi Goo — CBS-Sony
- 16 **Biba America** — Banzayi — Overseas/Teichiku
- 17 **Good Good Bye** — Yoosuyi Inouye — For Life
- 18 **Wakatte Kudasayi** — Akira Imba — Discomate
- 19 **Hanasuyisen** — Aki Yashiro — Teichiku
- 20 **Muyenzaka** — Grape — Elektra/Warner-Pioneer

TOP TEN LPs

- 1 **Sannenzaka** — Grape Live — Warner-Pioneer
- 2 **Oyoge Taiyakikun** — Canyon
- 3 **Negayi** — Minami Koosetsu Album 2 — Crown
- 4 **Cobalt Hour** — Yumi Araya — Toshiba
- 5 **Kokoro Ga Kazewo Hiyatahi** — Hiromi Oota — CBS-Sony
- 6 **Tokiwa Naga Rete** — Kaze Second Album — Crown
- 7 **Goro & Hiroshi** — Toorisugita Monotachi/Goro Noguchi — Polydor
- 8 **Sayonara No Suyigara** — Masatoshi Nakamura — Columbia
- 9 **Hookoo** — Keyi Ogura — Polydor
- 10 **Fantasy** — Hiromi Iwazaki — Victor

Argentina

- 1 **Jamas** — Camilo Sesto — RCA
- 2 **Dama Del Amanecer** — Mario Echeverria — EMI
- 3 **Hoy Tengo Ganas De Ti** — Miguel Gallardo — EMI
- 4 **La Nina** — Quique Villaneuva — RCA
- 5 **Dama De Azul** — Joe Dolan — Music Hall
- 6 **Hermana De Cabellos Dorados** — America — Music Hall
- 7 **Chau Chau Adios** — Raul Abramzon — CBS
- 8 **Campeño** — Georgie Dann — CBS
- 9 **Acariciame Acariciame** — Binzi — Music Hall
- 10 **Tu Cuerpo** — Roberto Carlos — CBS
- 11 **Quizas No Nos Amemos Nunca Mas Asi** — Maureen McGovern — Microfon
- 12 **Por Amor Se Da La Vida A Veces** — Daniel Toro — Microfon
- 13 **Nuestra Esquina De Amor** — Marcelo Dupre — Music Hall
- 14 **Tu Te Vas** — Carlos Javier Beltran — Microfon
- 15 **Que Tiene La Otra** — Elianna — Microfon
- 16 **Escuchame** — Tony Ronald — Music Hall
- 17 **Cuando Quieras Donde Quieras** — Dyango — EMI
- 18 **Volvere** — Diego Verdaguer — Music Hall
- 19 **Estoy Ardiendo** — Flash — CBS
- 20 **Aire Libre** — Lucien Belmont — TK

TOP TEN LPs

- 1 **Para Piel De Manzana** — Joan Manuel Serrat — RCA
- 2 **Entre Gauchos Y Mariachis** — Cantores del Aiba — Polydor
- 3 **Roberto** — Roberto Carlos — CBS
- 4 **Amor Libre** — Camilo Sesto — RCA
- 5 **Contata Criolla** — Luis Landriscina — Philips
- 6 **Corazon Corazon** — Julio Iglesias — CBS
- 7 **Musica Al Sol** — Selection — Philips
- 8 **Festival De Exitos 76** — Selection — CBS
- 9 **Desearia Que Estuvieras Aqui** — Pink Floyd — CBS
- 10 **Poemas De Amor Y Musica** — Edgardo Suarez — Cabal

Italy

- 1 **Sandokan** — Oliver Onions — RCA
- 2 **Ancora Tu** — L. Battisti — Num. 1
- 3 **La Tartaruga** — B. Lauzi — Num. 1
- 4 **Tu Ca Nun Chiagne** — Giardino Dei Semplici — CBS
- 5 **Come Pioveva** — Beans — CBS
- 6 **Un Angelo** — Santo California — Yep
- 7 **S.O.S.** — Abba — RCA
- 8 **Fly Robin Fly** — Silver Convention — Durium
- 9 **Come Due Bambini** — Bottega dell'Arte — EMI
- 10 **Lilly** — A. Venditti — It

TOP TEN LPs

- 1 **Mina Canta Lucio** — Mina — PDU
- 2 **Wish You Were Here** — Pink Floyd — EMI
- 3 **Forse Ancora Poesia** — Pooh — CBS/Sugar
- 4 **Sandokan** — Oliver Onions — RCA
- 5 **Lilly** — A. Venditti — It
- 6 **XXI Raccolta** — F. Papetti — Durium
- 7 **Hacia La Libertad** — Inti Illimani — Vedette
- 8 **Come Taste The Band** — Deep Purple — EMI
- 9 **Profondo Rosso** — Goblin — Cinevox
- 10 **Caravan** — Deodato — CBS/Sugar

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MONDAY

29

MAR. 1976

MARCH 1976						
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28	29	30	31			

BEST PICTURE

Saul Zaentz
Michael Douglas

BEST ACTOR

Jack Nicholson

BEST ACTRESS

Louise Fletcher

BEST DIRECTOR

Milos Forman

BEST SCREENPLAY ADAPTATION

FROM ANOTHER SOURCE

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3/29/76

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