

# CASHBOX

June 12, 1976

NEWSPAPER



## STEELY DAN/IRREPRESSIBLE

Videodiscs To Play Key  
Role In Leisure Market  
Bar Coding Seen By Retailers  
As Huge Boost For Industry  
FCC Closed Season  
Irks Radio Apologists

National LP Price Roundup  
RCA's R&B Division Profiled  
Titles Of Songs In  
Beats Repackage Revealed

Elton, Eagles Set Tours  
Motown First Among Black Firms  
Communication: Can It Transcend Competition (Ed)

The Sensational New Single Following  
Their Incredible Smash Hit,  
**Boogie Fever!**

# COTTON CANDY

(4255)

by  
*The* **SYLVERS**

From Their Chart Album  
**SHOWCASE.**



(ST-11465)

Produced by Freddie Perren  
Direction & Management: Al Ross



# CASH BOX

VOLUME XXXVIII — NUMBER 4 — JUNE 12, 1976

**GEORGE ALBERT**  
President and Publisher

**MARTY OSTROW**  
Executive Vice President

*Editorial*

**DAVID BUDGE**  
Editor In Chief

**GARY COHEN**  
East Coast Editor

*New York*  
PHIL DIMAURO  
ERIC RUDOLPH

*Hollywood*  
JESS LEVITT  
STEPHEN FUCHS  
J.B. CARMICLE  
JOHN MANKIEWICZ  
NICK NICHOLS

*Research*  
HOWARD LOWELL, Director  
STEVE OSTROW  
BOB SPEISMAN  
LARRY CARLAT  
MARK ALBERT  
JACKIE WHITE  
LINDA CAUTHEN

*Art Director*  
WOODY HARDING

*Coin Machine*  
*Chicago*  
CAMILLE COMPASIO, Manager  
KAREN SHENK

*Circulation*  
THERESA TORTOSA  
Manager

**PUBLICATION OFFICES**

**NEW YORK**  
119 West 57th St., N.Y., N.Y. 10019  
Phone: (212) 586-2640  
Cable Address: Cash Box, N.Y.

**CALIFORNIA**  
6565 Sunset Blvd. (Suite 520)  
Hollywood, Ca. 90028  
Phone: (213) 464-5121

**NASHVILLE**  
JUANITA JONES  
BARBARA O'DELL  
1511 Sigler St., Nashville, Tenn. 37203  
Phone: (615) 244-2898

**CHICAGO**  
CAMILLE COMPASIO  
29 E. Madison St., Chicago, Ill. 60602  
Phone: (312) 346-7272

**WASHINGTON, D.C.**  
REBECCA MOORE  
2831 28th St. N.W., Washington, D.C.  
Phone: (202) 483-5533

**ENGLAND** — KIM THORNE  
97 Uxbridge Rd., London W 12  
Phone: 01-749-6724

**ARGENTINA** — MIGUEL SMIRNOFF  
Belgrano 3252, Piso 4 "B"  
Buenos Aires, Argentina  
Phone: 89-6796

**CANADA** — DAVID FARRELL  
1946 Bloor St. W., Apt. 14  
Toronto, Ontario, Canada M6P 3K9  
Phone: (416) 766-5978

**HOLLAND** — PAUL ACKET  
Theresiastraat 59-63, The Hague  
Phone: 837700

**ITALY** — GABRIELE G. ABBATE  
Via A. Doria 10, 20124 Milano

**BELGIUM** — ETIENNE SMET  
Postbus 56, B-2700 Sint-Niklaas  
Phone: (03) 76-54-39

**AUSTRALIA** — PETER SMITH  
6 Murrill Ct., Doncaster  
Victoria, Australia 3108  
Phone: 848-7878

**JAPAN** — Adv. Mgr., SACHIO SAITO  
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo  
Phone: 504-1651  
Editorial Mgr., FUMIYO TACHIBANA  
1-11-2-Chome Shinbashi, Minato-Ku, Tokyo  
Phone: 504-1651

**FRANCE** — CLAUDE EM MONNET  
262 bis Rue des Pyrenees  
Paris, France 75020  
Phone: 797 42 61

SUBSCRIPTION RATES \$50 per year anywhere in the U.S.A. Published weekly by CASH BOX, 119 West 57th St., New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices.  
Copyright © 1976 by The Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention.  
POSTMASTER: Send form 3579 to CASH BOX, 119 West 57th St., New York, N.Y. 10019

## cash box editorial

### Communication: Can It Transcend Competition?

Communication, to put it simply, is the name of the game. This is particularly true in the record industry. Aside from the fact that what we're selling is a communicative tool, music, open discussion must pervade all levels of our business.

If one label comes up with a good merchandising idea, it would be silly and counter-productive to share that information with other labels. Obviously, it would be a mistake. The other companies would do more business and would destroy the effect of the original idea. Right? Wrong.

Competition traditionally implies a struggle between two parties for the same goal. In our case, that goal is selling records. In the last few months, however, it has been made clear that our market is far from exhausted. We saw reports from industry organizations (like the RIAA and NARM) and reports conducted by the labels that drove the point home. There are strong indications in these reports that we have barely scratched the surface: we can sell a lot more records.

A good example right now is bar-coding. But it's just an example — there are endless merchandising and sales possibilities. This week, an art department of a major label said that bar-coding might possibly interfere with graphic design of album covers. But they said that if bar-coding would help sell records, the art department would find a way to work with it. The head of a major retail chain said that he would put scanning machines in every one of his stores. If it would help business, he would work with it. The willingness is there.

The nature of our commodity is unique, therefore our industry is in a special position. We are, in fact, selling communication. It makes common sense that we use that same item in conducting and organizing our business.

**Cash Box** is not downplaying the important role of competition in an open market. Rather, we call for a higher level of discussion so that the competition can be meaningful, so that it can spur us on to greater heights. It makes good sense.



**NUMBER ONE  
SINGLE OF THE WEEK**  
LOVE HANGOVER  
DIANA ROSS  
Motown M1392F  
Writers: P. Sawyer, M. Mcleod  
Pub: Jobete/ASCAP

**NUMBER ONE  
ALBUM OF THE WEEK**  
AT THE SPEED OF SOUND  
WINGS  
Capitol SW 11525



# CASH BOX TOP 100 SINGLES

June 12, 1976

Table with 5 columns: Rank, Song Title, Artist, Weeks On Chart, Chart Position. Includes songs like 'LOVE HANGOVER', 'GET UP AND BOOGIE', 'SILLY LOVE SONGS', etc.

Table with 5 columns: Rank, Song Title, Artist, Weeks On Chart, Chart Position. Includes songs like 'SHOW ME THE WAY', 'GET CLOSER', 'LET YOUR LOVE FLOW', etc.

Table with 5 columns: Rank, Song Title, Artist, Weeks On Chart, Chart Position. Includes songs like 'WHERE DID OUR LOVE GO', 'LIVIN' AIN'T LIVIN'', 'GOOD VIBRATIONS', etc.

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Alphabetized list of 100 songs with their respective publishers and licensees. Includes entries like 'A Fifth Of Beethoven (RFT - BMI)', 'Afternoon Delight (Cherry Lane - ASCAP)', etc.

# Donna Summer

"Could It Be Magic" the first single from the "Love Trilogy" album sold 489,832\* albums. How many albums will the new single "Try Me, I Know We Can Make It" sell?

\*Effective May 26, 1976

Booking:  
WILLIAM MORRIS  
AGENCY, INC.  
ESTABLISHED 1898  


  
CASIS  


Management:  
Summer Nights, Inc.  
Direction: Joyce Biawitz

# We're loading your bases with hits!



M6-866S1



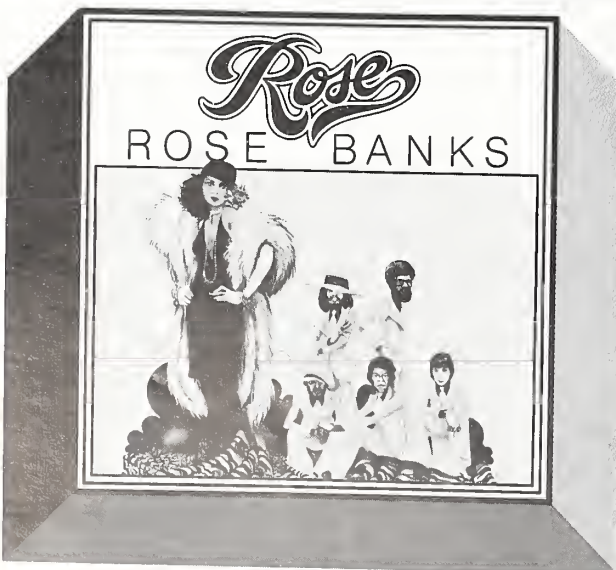
M6-864S1



S6-746S1



M6-855S1



M6-845S1



M6-857S1

**The Motown Team Means Business!**



## A&R Influences RCA's Growth Trends In R&B

by Steve Scharf

NEW YORK — "RCA Records have totally committed themselves to the black music scene," explained Ron Moseley, division vice president of R&B A&R.

In just six months' time, Moseley has changed RCA's R&B department by adding new artists to their roster as well as by expanding the artist development department.

Presently, RCA is represented on the **Cash Box** R&B charts with "It's Cool" by the Tymes, at 32 and "Turn The Beat Around" by Vicki Sue Robinson at 58. Robinson is also charted at 49 on the pop charts.

Moseley has a two-fold plan for R&B music's development. "On a long range basis, I want to build RCA on the black side as a powerful force and on a short term basis spend money on securing major acquisitions that will benefit the black artist," commented Moseley.

### Sixth Avenue Records

Sixth Avenue Records, a recently reactivated custom label, has started to develop

its roster with two R&B acts, Carol Townes and Fifth Avenue, and State Department. Renewed interest within the company, which resulted in the revitalization of the Sixth Avenue Records label, is another aspect of RCA's commitment to the development of black music. Moseley hopes that RCA's music will be crossover music, not exclusively R&B. This opinion is shared by the other two A&R department heads, Michael Berniker (pop) and Jerry Bradley (country). In addition, all R&B product will be separately marketed and merchandised for a more concentrated sales effort.

RCA's other custom labels, such as Midland International, Soul Train and Flying Dutchman, have aided in sales on R&B product. Moseley's main concern lies in bettering communications throughout the company. "The newly activated artist development department, improved communications and the artist awareness of the company, will help take RCA to the top."

## Videodiscs To Be Major Part Of Leisure Market

Two Systems

NEW YORK — Next year, at least in some parts of the United States, you will be able to buy a videodisc for \$10 and a record player for \$500 on which you can play, among other things, first run movies, concerts, or Broadway shows. In fact, every home equipped with color TV (75% in the U.S.) is already half ready for them.

Videodiscs may well be the biggest phenomenon in home entertainment since color TV. The potential is, indeed, enormous. Last year, Americans spent \$2.36 billion on records and tapes (according to RIAA statistics), and an additional \$1.9 billion on movie admissions. Given the opportunity to integrate the two, the American public could well create a multi billion dollar industry, almost instantly.

A business of this magnitude could make quite a difference to even the largest corporation, and so, not surprisingly, some of the biggest names associated with leisure time activities have wagered huge sums of money on research and development, hoping for commensurate returns and more.

Two systems are being developed. One is the creation of RCA Corp. which will manufacture both discs and players. However, RCA has licensed seven other manufacturers to augment its production if the need arises. The other system will be the result of a joint effort between MCA, Inc., the Hollywood entertainment conglomerate, and N.V. Phillips' Gloeilampfabriek, the Dutch electronics giant. Phillips will make the Phillips/MCA system's player overseas, and its U.S. subsidiary, Magnavox, will make it in the U.S. MCA will make the records and provide the programming in the U.S.; Polygram (which is 50% Phillips owned) will begin the disc production in Europe.

Phillips and MCA say they are committed to regional marketing of their system sometime next year, according to reports published in *Forbes* magazine, the business and financial weekly. RCA's introductory model could become available

continued on pg. 28

## Bar-Code Would Be 'Biggest Industry Boost': Retailers

LOS ANGELES — "Bar-coding would be the biggest boost the industry's had," declared Lou Fogelman, president of the Music Plus chain in Los Angeles. "It would be bigger than a new Beatles record, if it happened," he added.

This view was consistent with most of the reaction to the recent move by Joyce Records to bar-code their first LP to aid in sales and inventory control. Last week's **Cash Box** editorial (6/5) called for an industry-wide bar-coding committee, one which would set up a universal system that would increase overall sales effectiveness. Music retailers and manufacturers, it was argued, would benefit greatly from such a system.

Wayne Velot, president of Joyce Records, reported that he has received nothing but favorable reactions to his bar-code move. "Everyone I talk to is all for it," he declared gleefully, "and would love to see the thing pull through."

Ron Geiger, head buyer for the Licorice Pizza chain, was looking forward to a day

by John Mankiewicz

when bar-coding would become a viable Pizza and industry reality. "At this stage in our business it really wouldn't help," Geiger admitted. "In the future, however, we're going to have to go to computers for inventory, and bar-coding would be great. While we don't have any use for a system right now, eventually we will."

### Not For Everybody

Small, independent retailers were not enthused about the project, at least for themselves. "It would take away from the personality of our store," one such retailer told **Cash Box**. "We don't really need it for the volume of business we do." This retailer, however, admitted the possibility of increased business with a universal inventory and sales control system. The major fear of the system expressed here, is that it would cut into the jobs of the people working, and possibly eliminate some jobs entirely.

Certainly no one is talking about a man-

datory system, at least at the retail level. If a retailer feels no need for a scanner, well, participation is not required.

A heavy volume of business requires, per force, attention to the details of inventory, and Paul Pennington, business manager of Odyssey Records chain, is excited about the possibilities of centralized computer control.

"I'd put one in every single store I've got if we could get the machines and they would work," Pennington declared. "The problem is that we have difficulties with our electronic cash registers. They break down and don't record properly. If they could perfect a register, then we'd definitely go for it."

### A Lot Of Sales Information

Ira Heilicher, of the Heilicher rack operation and the Musicland stores, talked about some possible problems for the bar-coding system. "It only goes part of the way," Heilicher remarked. "it's great, the retailer knows what he sold, but it doesn't take ag-

ing into account. There's no room for date coding. The system may help the vendor, and will definitely be a source of a lot of sales information, but it can't tell how old the record is, how long it's been sitting on the shelf. But it will certainly help in the returns department. Manufacturers should look into the bar-coding so that they can lower the costs of handling returns and thus lower record prices."

### If Everybody Got Together . . .

Another retailer emphasized the need for a cohesive industry move in this direction: there must, he stressed, be a universal system. "If every store got together," said Ed Shocker, general manager of the Music Street store in Seattle, "we could really make it work." Shocker had some experience with inventory control systems, when ABC's Wide World Of Music stores (Music Street is part of that chain) started their own system. "We tried it," Shocker explained, "but we could never get the program right. Now we have a card system,

continued on pg. 44

## National LP Price Survey Finds Regional Variety

by Julian Shapiro

NEW YORK — An examination of retail selling prices of records and tapes in eight major markets around the country reveals certain interesting marketing practices and procedures utilized by record retailers and discounter/department stores to stimulate sales. In order to crystallize initial observations and, perhaps, identify trends in retailing methods, **Cash Box** has expanded its survey to 17 metropolitan areas from last week's total of 12.

Information has been gathered from the Sunday editions of major daily newspapers to determine what is being advertised, at what price, and by what accounts. All findings are revealed in the accompanying chart.

Average "sale" prices remain close to \$4.00 encompassing a range from \$3.64 to \$4.44, depending upon the sector of the country, for recordings listed at \$6.98. Similarly, "sale" prices for tapes fluctuate

from a low of \$4.88 to \$5.99. Still, the most common "sale" prices for records are \$3.69 and \$3.99; the most common "sale" price for tapes, \$4.99.

This price variance is not only regionally operative among competitors, but apparent within outlets of national retail chains. Musicland, for instance, which operates stores in Baltimore, Chicago, and Los Angeles runs identical ads in all these cities with different sale prices. In Chicago, featured albums cost \$4.67. They sell for \$4.44 in Baltimore, and are only \$3.99 in Los Angeles. Curiously, the "sale" price of tapes remains constant in all stores surveyed. Likewise, A&M's "Christmas in May" promotion, highly visible in Denver, New York, and San Francisco, is characterized by prices which differ according to region. Korvettes, to the contrary, maintains a uniform "sale" pricing structure in markets as distant as Detroit and Washington, D.C.

### Retail LP and Tape Selling Prices:

**Atlanta:** Franklin Music — Columbia Masterworks catalog at \$4.19/\$5.40 tape for \$6.98/\$7.98 list with feature on recent work of Leonard Bernstein. Odyssey catalog \$2.39 per disc from \$3.98 list. (*Sunday Atlanta Journal & Constitution*).

continued on pg. 39

## FCC's 'Closed Season' Makes Radio Applicants Unhappy

by Rebecca Moore

WASHINGTON, D.C. — The FCC's 6-month "closed season" for AM/FM radio applications that begins June 30 has made "nobody really very happy," according to the FCC's John Morgan. "But they're understanding," he added. The commission announced the freeze on new and major change applications, which ends December 31, a month ago.

### Open And Closed Sessions

When it relaxed the technical standards for AM/FM applications last summer, the FCC then threatened periodic "open" and "closed" seasons to process the increased number of applications. Faced with 6 times the previous number of applications, and a 6 month backlog, the Commission called for the freeze to catch up on its paperwork.

"Basically it's an administrative freeze," said Morgan, "to eliminate the burden of so many pending applications." He noted that the number of applications due to relaxed standards was, "considerably more than expected."

### Detailed Investigation

Part of the problem is that each application requires a detailed engineering in-

vestigation. The case by case examination of the stations can take days to weeks to complete. "We don't have the staff to handle them all," claimed Morgan.

Tom Thomas, representative for the National Federation of Community Broadcasters, said the freeze is "essentially just a legal recognition of a situation that already exists." Thomas felt the freeze would mean only a few months' more delay for some applicants and an incentive to meet the June 30 deadline for others. "It's a kick in the seat of the pants to get it in by the 30th."

### Private Inconvenience

The FCC has thus far received only one formal complaint pleading against the freeze. The Commission rejected the petition on the grounds that its case was made only for "private inconvenience" rather than public interest consideration.

Despite the lack of formal objections to the freeze, some applicants fear the closed season deadline may be extended a few months beyond December 31. "There's trepidation in the woodwork on that score," noted Thomas. "When the door is open, it's harder to close, but once it's closed, it's easier to keep it closed." continued on pg. 39

# Aretha sparkles.

COMPOSED & PRODUCED BY  
CURTIS MAYFIELD



SD 18176

ATLANTIC  
SD 18176

## Aretha Franklin

sings music from the Warner Bros. Motion Picture

## "Sparkle"

Composed and Produced by Curtis Mayfield

on Atlantic Records & Tapes





# Taupin Merchandising Missing The Market?

by Stephen Fuchs

LOS ANGELES — Lyricist Bernie Taupin has just come off the road where he appeared for three weeks in support of his new book, "The One Who Writes The Words For Elton John." During an eight-city tour Taupin accommodated a wide media cross-section from the Mike Douglas television show to Rolling Stone magazine, enduring numerous Q&A sessions, all in an effort to tease the public to the counter. But which counter?

Although a general audience is the one that provides foundation for best-seller lists, it was realized by both Taupin's public relations people at ICPR and his literary publisher Alfred A. Knopf, Inc., that Taupin's appeal lies mostly with those familiar with the music of his partner, Elton John. Aside from the natural promotional reach toward gift-buying parents and MOR readers who frequent the book shop circuit ordinarily, it was determined that the best

way to reach this particular market would be through the music pages. For instance, instead of approaching Los Angeles Times book reviewer Digby Diehl, ICPR and Knopf took their case to Times music editor Robert Hilburn who is more widely read by the type of record-oriented public which would be inclined to seek out and purchase a book by Taupin.

## ICPR's Idea

Dick Grant of ICPR claims it was his company's proposal to push the campaign in this direction: "out of the book pages and into the other sections of the newspapers" to supplement a schedule of magazines, wire services, radio and TV shots.

Jane Becker Friedman, director of promotion for Knopf agrees, saying the publishing house feels the "general public reacts basically to the book page, but we know more and more that people that read the music page may not read the book page."

This raises a natural question. Could it be that the people who patronize record stores (i.e., those who buy Elton John records) may not patronize the bookstore? In other words, the market is well-defined. Does the merchandising effort follow through with distribution through record chains where

*continued on pg. 38*

## FRONT COVER



Durability and conviction are two characteristics that have made Steely Dan one of the most successful recording groups in America today. Contrarily, perhaps due to lack of public exposure, it is possibly one of the most underrated of recording groups in America. The brainchild of Donald Fagan and Walter Becker, Steely Dan has weathered numerous personnel changes and has put forth five top selling LPs and a half dozen or so hit singles. The group's latest ABC release, "Royal Scam" is probably its most progressive effort to date. At the same time, it is probably the band's most accessible work as evidenced by its bulleted position on the **CB** Album Chart at #23 in only five weeks. Fagan and Becker do all of the writing and their latest single "Kid Charlemagne" (see **CB** singles review) is yet one more example of how Steely Dan maintains with conviction a rather unique, almost eccentric approach to music. Steely Dan has been successful. They have survived. They are different.

## 28 Beatle Titles Comprise Capitol Double Album Set

NEW YORK — Capitol Records will release a \$10.98 double album set containing 28 selections from the Beatles' catalog, as originally reported in **Cash Box**. Entitled "Rock 'n' Roll Music," the album's release date is June 7, continuing an American marketing campaign that began with the release of the single "Got To Get You Into My Life," currently #46 bullet after two weeks on the **Cash Box** top 100.

The full tracking list is: Side One — "Twist And Shout," "I Saw Her Standing There," "You Can't Do That," "I Wanna Be Your Man," "I Call Your Name," "Boys," "Long Tall Sally."

Side Two — "Rock 'n' Roll Music," "Slow Down," "Kansas City," "Money," "Bad Boy," "Matchbox," "Roll Over Beethoven."

Side Three — "Dizzy Miss Lizzy," "Any Time At All," "Drive My Car," "Everybody's Trying To Be My Baby," "The Night Before," "I'm Down," "Revolution."

Side Four — "Back In The U.S.S.R.," "Helter Skelter," "Taxman," "Got To Get You Into My Life," "Hey Bulldog," "Birthday," "Get Back."

## Elton John Sets East Coast Tour

LOS ANGELES — Elton John's U.S. east coast tour commences in Washington, D.C., June 29, and culminates at Madison Square Garden, August 10.

The full itinerary as announced by John Reid Enterprises, Inc., includes Capitol Centre, Largo, MD (6/29-30 & 7/1); Schaefer Stadium, Foxboro, MA (4); The Spectrum, Philadelphia (6-8); Pontiac Stadium, Detroit (11); Coliseum, Greensboro, NC (13); Coliseum, Charlotte, NC (14); The Omni, Atlanta (16); University of Alabama, Tuscaloosa (18); Freedom Hall, Louisville (20); Market Square Arena, Indianapolis (21); St. Paul Civic Center Arena, St. Paul (24); Chicago Stadium, Chicago (26-28); Richfield Coliseum, Richfield, OH (8/1-2); Riverfront Coliseum, Cincinnati (3); Rich Stadium, Buffalo (7); and, Madison Square Garden, New York (10, 11, 12, 13 & 15).

# WEA's Merchandising Presentation 'Tailor-Made'

by John Mankiewicz

LOS ANGELES — This week, on June 11, the Western Merchandisers convention will hold its Eighth Annual Sales Seminar at the Villa Inn Convention Center in Amarillo, Texas. WEA, along with other distributors, will make a presentation to the seminar, which will be attended by all the sales personnel of Western Merchandisers.

WEA conducts about ten of these presentations every year, and they customize the audio-visual show to the specific accounts. Vic Faraci, vice president/marketing for WEA, makes the initial contact and sets up the ground rules for each conference.

## 'Total Sales Program'

"It's really a total sales program," Faraci told **Cash Box**. "It encompasses a total marketing approach to the product we're featuring."

The program is historical in nature, according to Faraci. It features, along with the new releases, good-selling catalog items.

"It gives us a little extra sell-through," Faraci remarked. "It's kind of a blitz campaign. We show slides of all kinds of merchandising ideas, ideas for in-stores displays, for windows, and for advertising. It gives us a chance to come into close contact with our accounts."

After the initial presentation of WEA material, Faraci said that a representative from each label — Warner Brothers, Elektra/Asylum, and Atlantic — gives a short talk about four specific albums on those labels.

Lou Dennis is making the trip to Amarillo for the first time; he is a recent appointee to the position of national sales manager for Warners. Dennis, who admitted that he didn't have much truck with most conventions, said that he was excited about the upcoming seminar.

## 'Learn To Listen'

"You've got to learn to listen," Dennis declared. "This is as much an opportunity for the accounts to meet with the manufacturers as it is for us to get a chance to talk with these people."

Sal Uterano, the representative from

## Polydor Inks With Oyster

NEW YORK — Polydor Incorporated has signed a long term licensing agreement with Oyster Records for worldwide distribution and marketing. Oyster artists included in the initial agreement are Blackmore's Rainbow, whose just released "Rainbow Rising" album was the first under the new deal; Roger Glover, whose album is set for a release shortly and Ian Gillian, whose "Child In Time" album is slated for release early this month. Also included in the arrangement are the English recording group The Strawbs.

Atlantic (also national sales manager), emphasized Dennis' point.

## 'A Concentrated Meeting'

"It's a personalized thing," Uterano said. "We're working with their salesmen. Our local guys are in contact with them throughout the year, but this is more of a concentrated meeting. It's a way for both of us to find out what's going on."

Uterano expanded the statement as he continued. "You know, you really can't generalize about markets," he mused. "This gives us a chance to meet with smaller groups of people, to get close to them. You've got to realize that lifestyles, and therefore the record business, is dif-

*continued on pg. 38*

## Motown First Among All Black-Owned Firms

NEW YORK — Motown Industries retained first place in sales among the 100 largest black-owned businesses in the United States in 1975. This information was revealed in a survey conducted by **Black Enterprise**, a New York-based magazine which has compiled and published its list for four years.

Motown's sales were \$43.5 million, down 3.3% from \$45 million in 1974. This, however, was consistent with an overall 7.6% decline in aggregate sales for those companies which were polled. Total sales for the 100 companies in 1975 totalled \$623.9 million, marking the first year since the magazine started compiling statistics that the overall figure has failed to increase. A year earlier, the nation's 100 largest black-owned businesses posted sales of \$675.2 million.

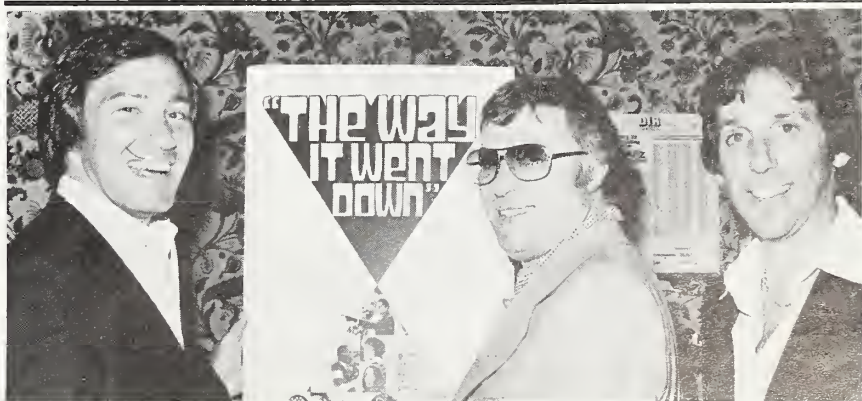
## Goody Reorganizes Top Management

NEW YORK — Sam Goody, Inc. has effected a reorganization of its top management with the election of George Levy, formerly treasurer of the corporation, as president and chief executive officer. In addition, Sam Goody was elected chairman of the board with authority to coordinate the activities of all departments of the home entertainment retail chain.

Results of the annual meeting of the board of directors, held May 27, included the naming of Barry Goody to the board and the election of Howard Goody as senior vice president. The latter will have full responsibility for the operation of the stores, new locations, personnel, warehouse operations, and all related matters. Currently, the company operates 27 outlets located in New York, Pennsylvania, New Jersey, Connecticut and North Carolina.

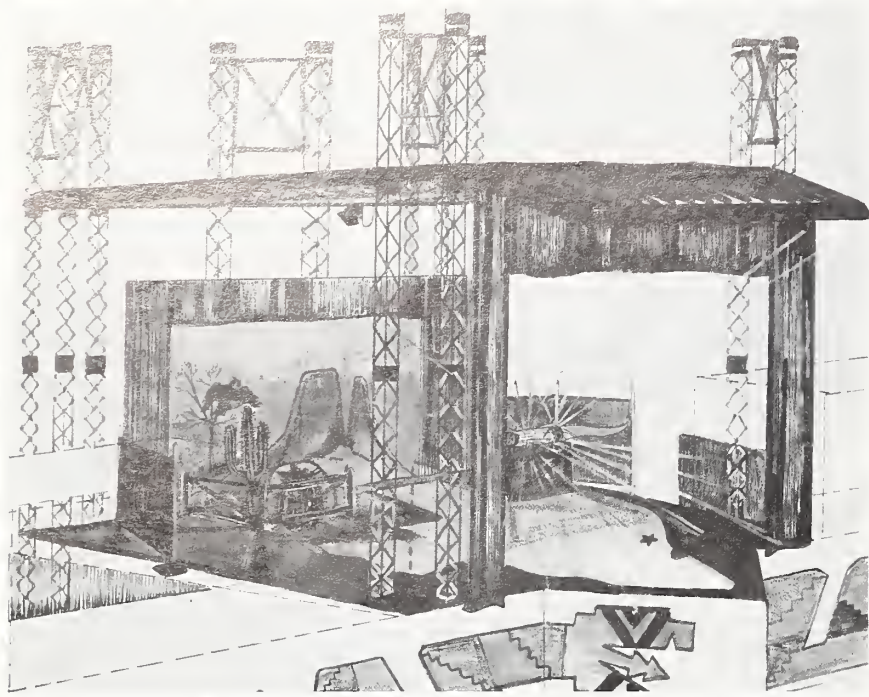
## INDEX

Album Chart 1-200 .....	49
Album Reviews .....	18
Coin Machine News .....	40
Country Music Section .....	29
Country Top 100 Singles .....	34
Country Top 50 LPs .....	36
FM Analysis .....	22
For The Record .....	14
International Section .....	45
Looking Ahead .....	25
New Additions To Playlist .....	23
Pop Radio Analysis .....	25
Radio Report .....	21
R&B Top 100 Singles .....	37
R&B Top 50 LPs .....	36
Singles Bullets .....	24
Singles Chart Top 100 .....	4
Singles Reviews .....	16
Talent On Stage .....	35



**DIR'S FOURTH** — At **DIR** Broadcasting's fourth anniversary luncheon their most recent show was introduced, "The Way It Went Down." Standing here beside a promotional poster for the program are (l. to r.) Bob Meyrowitz, executive producer; Scott Muni, WNEW-FM program director and narrator for the show; and Peter Kauff, executive producer.

# ZZ Top's Texas Trek: A Look At Complexity



NEW YORK — "ZZ Top's Worldwide Texas Tour" will, according to a spokesman for the group, "reach a larger audience than any single connected series of dates in the history of rock and roll." Also, the group will carry the largest stage ever used for a rock and roll tour.

The complex arrangements necessary for such an undertaking are evidenced by the artists' renderings of details of the tour, provided by the group's management.

The tour is scheduled to reach over two million people throughout the U.S., Europe, Australia and Japan. Many of the dates in the United States will be in arenas with capacities of over 60,000.

The stage measures 63 by 48 feet, with two 20 by 40 foot sound wings. The stage weighs in at a total of 35 tons, three times as heavy as the stage carried by the Rolling

Stones on their last U.S. tour. The platform is shaped like the state of Texas and is tilted at a four degree angle to display the outline of the state. Behind the stage is a three dimensional panorama of the Texas prairies, made up of five scrims which will be individually lit in order to achieve effects simulating anything from sunrise to sunset.

## Crew Of Forty

In order to assemble the stage, a crew of forty men have to work from eight am to three pm. Including the stage, lighting and sound equipment, there are 75 tons of hardware in all. This gear will travel in a caravan of seven forty-foot semi-trucks, two Silver Eagle crew buses, and a customized bus with ventilated trailers for animals to be used on stage and a prop truck. Each of the four lead semi-trailers will be painted with a Texas scene, and when travelling in convoy, the paintings will merge into a single 160 foot landscape. The production package and crew are insured for \$10,000,000.

In order to hold a full dress rehearsal, the group rented the Houston Astrodome Astro Arena for a week.

A longhorn steer, a 2,000 pound black

*continued on pg. 44*

The illustration on the left is an artist's rendering of the stage (not to scale) which shows the panorama, the tilted stage, the Texas outline and the sound and light towers and platforms. Below is a rendering of the three lead semi-trucks, as they will appear with their Texas drawings lined up to create the 160 foot landscape.



## Graham Central Station Leads Warner Bros. June LP Release

LOS ANGELES — The fourth album from Graham Central Station, "Mirror," heads up the list of June releases from Warner Bros. and its affiliates. (See pages 18, 20).

Also representing the soul side of Warners is "Young Hearts Run Free," the new LP by Candi Staton and "Right There," the Warners debut of writer-singer Lamont Dozier.

Also from Warner Bros. come "High and Mighty," Uriah Heep's fourth album for the label and their first group-produced effort, and "Ranier," the debut of keyboard artist Tom Ranier. "Concertos For The '70s" is the latest Warners LP from Argentine conductor Waldo de los Rios. Due shortly is James Taylor's latest.

Reprise Records offers two albums for June. "Summertime Dream" is Gordon

Lightfoot's eighth Reprise set, and "Pratt & McClain, featuring 'Happy Days'" is the Reprise debut for the duo.

"Give, Get, Take And Have," Curtom Records' sole June release, is newest solo album by Curtis Mayfield and Capricorn Records bows The Marshall Tucker Band's fifth album in "Long Hard Ride."

## Hopkin Returns Via RCA

NEW YORK — Mary Hopkin, one of the first artists to be signed when the Beatles started their own label in the late '60s, returns to records via a single, "If You Love Me" on RCA Records. Ms. Hopkin has been in semi-retirement and produced no recordings for the past three years, confining her activities to back-up singer on her husband Tony Visconti's productions.

## Motown Sets June LP Sked.

LOS ANGELES — The new Commodores LP, "Hot On The Tracks," leads a list of June album releases from Motown Records.

Other new releases include Jerry Butler's debut album, "Love's On The Menu," Jr. Walker's "Sax Appeal," and a three-record anthology by the Jackson 5.

The track from the new Universal-Motown film, "The Bingo Long Traveling All-Stars and Motor Kings," will be a new single for Motown artist Thelma Houston.

## ELO Keys UA LPs

LOS ANGELES — Electric Light Orchestra's "Ole ELO" highlight United Artists Records' June album releases.

### Others

Other albums in the June 11 UA release include Bobby Womack's "BW Goes C&W"; a special two-record set, recorded live, by the Grateful Dead, "Steal Your Face"; the debut album by Mark Radice, "Ain't Nothin' But A Party"; the debut album from new British rock band Widow Maker; "Hugo The Hippo," the soundtrack to the animated film which features the voices of Donny and Marie Osmond.

## Richard Heads MCA LP Release

LOS ANGELES — Cliff Richard's "I'm Nearly Famous" album on Rocket heads MCA's June release. Other LPs in the release are Tracy Nelson's "Time Is On My Side," Loretta Lynn and Conway Twitty's "United Talent," Jerry Jeff Walker's "It's A Good Night For Singing," Jerry Clower's "The Ambassador Of Goodwill," and Mel Tillis' "Love Revival."

## A Platinum 'Helping'

LOS ANGELES — "Second Helping" by MCA recording artists Lynyrd Skynyrd has been certified platinum by the RIAA.

## Nonesuch LPs Offer Variety

NEW YORK — Four classical albums, each covering a major period of western music, make up Nonesuch Records' album release for June, along with two editions of the Explorer Series, featuring the music of Mexico and Tibet.

"The Pleasures Of The Royal Courts" is a vocal and instrumental compendium of pieces from the 13th to 16th centuries, performed by the Early Music Consort of London, directed by David Munrow. The music of Alessandro Grandi, a little known Baroque master, is performed by the Accademia Monteverdiana and Trinity Boys' Choir under the direction of Denis Stevens on an album entitled "Music For San Marco, Venezia, San Giorgio, Ferrara & Santa Maria Maggiore, Bergamo." Pianist Gilbert Kalish follows up an earlier recording with "Joseph Haydn: Piano Music Volume II," featuring three sonatas of the classical period, while "The Requiem In D Minor by Anton Bruckner," is a performance of an early work by the Romantic composer with the Laubacher Kantorei and the Werner Keltch Instrumental Ensemble conducted by Hans Michael Beuerle.

In the Explorer Series, "Mexico/Fiestas of Chiapas and Oaxaca," was recorded by Davis Lewiston, as was "Tibetan Buddhism: The Ritual Orchestra and Chants."

## Quatro On 2 Labels

LOS ANGELES — Michael Quatro has terminated his agreement with United Artists following recent administration changes in the company and his already released UA album "Dancers, Romancers, Dreamers and Schemers," will be rush-released on Motown's subsidiary Prodigal label.

United Artists retains distribution rights on its current product in four territories, Canada, the Philippines, Scandinavia, and France, while Motown will gain world-wide distribution rights on all forthcoming Quatro releases.



**I'LL TAKE MANHATTANS** — Columbia recording artists *The Manhattan*s were given a party recently to celebrate the success of their single "Kiss And Say Goodbye." Shown at the festivities are (standing l. to r.) Mickey Eichner, vice president of east coast A&R for Columbia Records; Richard Mack, director of promotion for special markets for CBS Records; Bruce Lundvall, president of the CBS records division; Jack Craigo, vice president and general manager of marketing for CBS Records; Ron Piccolo, northeast regional director for CBS Records and Stan Monteiro, vice president of national promotion for Columbia Records. Seated are (l. to r.) the *Manhattan*s, Sonny Bivins, Jerry Alston, Kenny Kelly and Blue Lovett.



THEIR SENSATIONAL FIRST ALBUM  
WILL BE RELEASED ON JUNE 14.

ST-11539



PRODUCER: JACK DOUGLAS FOR ROCK STEADY. CAREER DIRECTION BY

**AUCOIN**

MANAGEMENT INC. 645 MADISON AVE. NEW YORK, NEW YORK 10022



NATIONAL TOUR FOR SUMMER 76 WILL INCLUDE: ALABAMA BIRMINGHAM MOBILE • CALIFORNIA FRESNO LOS ANGELES SAN FRANCISCO • COLORADO DENVER • WASHINGTON DC • FLORIDA JACKSONVILLE LAKELAND MIAMI TALLAHASSEE • GEORGIA ATLANTA • KANSAS KANSAS CITY WICHITA • LOUISIANA LAKE CHARLES SHREVEPORT • NEBRASKA OMAHA • NEW MEXICO ALBUQUERQUE • NEW YORK NEW YORK CITY •

NORTH CAROLINA WINSTON SALEM • OHIO CINCINNATI • OKLAHOMA OKLAHOMA CITY TULSA • OREGON EUGENE PORTLAND • PENNSYLVANIA HARRISBURG PHILADELPHIA PITTSBURGH • SOUTH CAROLINA GREENVILLE • TENNESSEE MEMPHIS NASHVILLE • TEXAS WORTH HOUSTON SAN ANTONIO • VIRGINIA NORFOLK • WASHINGTON SEATTLE

## Eagles Set 1st New Tour Dates

NEW YORK — The Eagles have set the first four dates of their summer world concert tour, which will encompass dates in the United States, Canada and Europe. The tour opens with a concert at the Speedway in Winston-Salem, North Carolina on July 2.

Earlier this year, the group toured Japan, Australia, New Zealand and Hawaii in a series of concerts which marked the first time that Joe Walsh had performed officially as a member of the Eagles. They have most recently performed in concerts to benefit Proposition 15 in California, and California Governor Brown's presidential campaign in Maryland.

The Eagles current Elektra/Asylum album, "Their Greatest Hits," was the first LP to be officially certified Platinum by the RIAA. Their next album is tentatively scheduled for this summer to coincide with their tour.

Further dates of the tour, which will encompass concerts in the United States, Canada and Europe, will be announced shortly.

## UA, Chi-Town Set New Deal

LOS ANGELES — United Artists Records will manufacture and distribute Chi-Town Records, a new record company headquartered in Chicago, according to an agreement between UA president Artie Mogull and Carl Davis, president of C&H Davis Productions.

The Chi-Town roster includes Walter Jackson, Major Lance, the Ebony Rhythm Funk Campaign, Margie Alexander and soul groups Windy City and The Peddlers.

## New CTI Album Release: James, Schifrin, Benson

NEW YORK — "Three," keyboardist/composer Bob James' third album for CTI Records, heads off the label's new release, with Grover Washington, Jr., Harvey Mason, Eric Gale, Hubert Laws and Hugh McCracken as contributing musicians. George Benson's latest on CTI is entitled "Good King Bad," with guests Ronnie Foster, Roland Hanna, Randy and Mike Brecker, David Sanborn, and Fred Wesley.

Lalo Schifrin, recently signed to CTI, debuts on the label with "Black Widow," including players Hubert Laws, John Tropea, Joe Farrell and Popper Adams, while "The Main Attraction" brings guitarist Grant Green to the Kudu family of artists, on an album which also features Will Lee, Don Grolnick, Hubert Laws, Mike Brecker, Joe Farrell, Andy Newmark and Steve Kahn. The album was arranged by another newly signed CTI recording artist, composer/big band leader David Matthews.

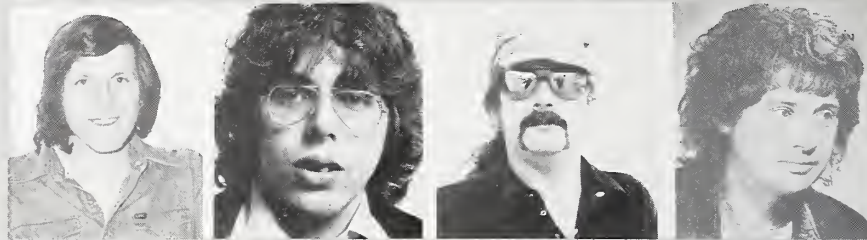
## Stones Earn Platinum LP

NEW YORK — "Black And Blue," the sixth album by the Rolling Stones on Rolling Stone Records (distributed worldwide by Atlantic Records), has been certified platinum by the RIAA.

## TK Inks Skyliners

HALEAH, FLA. — Steve Alaimo, executive vice president of TK Records, has concluded negotiations with Joe Rock, manager of Jimmy Beaumont and the Skyliners. The Skyliners will now be on Drive Records, a subsidiary of TK. First release is the Clarence Reid song "The Day The Clown Cried." The group is well known for its big rock and roll smash of a decade ago, "Since I Don't Have You."

## EXECUTIVES ON THE MOVE



Reynolds

Nathan

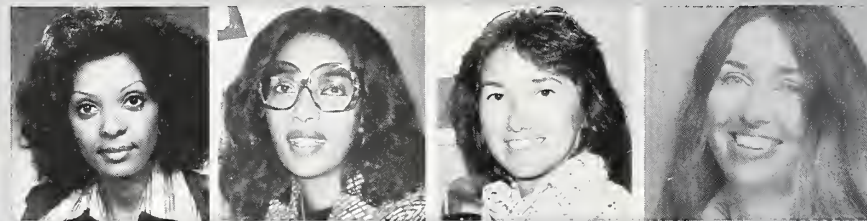
O'Hair

Ellis

**Playboy Taps Reynolds, Nathan** — Evan Reynolds has been named national promotion director for Playboy Records and Marc Nathan has been added to Playboy's national promotion staff. Reynolds joins Playboy from Tom Cat Records where he was director of national promotion. Previously he was general manager of Fairfield Music Publishing and prior to that, director of national promotion for Capitol Records. Nathan enters the Playboy fold following a year at Casablanca in the regional and national promotion departments. Previously he worked in all facets of the Bearsview Records operation including national promotion coordinator for four years. Atlanta promotion man Chris Morgan will be reporting to Reynolds, and John Wellman and Barbara Comstock will be assisting Reynolds in his Los Angeles office.

**Capricorn Appoints O'Hair and Ellis To Regional Posts** — Thom O'Hair and Paul Ellis have been named regional promotion managers for Capricorn Records. O'Hair joins Capricorn from radio station KMET-FM, where he served as creative director. Prior to that, he served as program director for WQIV. O'Hair's radio experience also includes three years as program director at KSAN-FM and a two-year stint at KZEL-FM. O'Hair will be based at Capricorn's office in Burbank. Ellis rejoins Capricorn after an association with the Macon-based label from May 1974 to November 1975. Ellis' previous experience includes work as west coast regional manager for Elektra Records, midwest regional manager for ABC/Dunhill Records, and midwest regional manager for Paramount Records. Ellis will be based in Cincinnati, Ohio.

**Green Upped At CBS Special Markets** — Joan Green has been named to the position of coordinator of administration of special markets for CBS Records. Ms. Green will be responsible for the administrative operations for the special markets department. She will monitor the budget as well as the day to day operations of the department. Ms. Green joined CBS Records in 1974 as executive secretary. Prior to that, she was administrative assistant for Sylvan Ginsbury Ltd.



Green

Doe

Slocum

Alsobrook

**Doe, Slocum And Deutsch Upped At CTI** — Simo Doe has been named to the position of publicity director at CTI Records. In addition, Kris Slocum has been named director of FM and college promotion, and Didier Deutsch has been named director of press and advertising. Ms. Doe, who joined CTI in 1972, will be in charge of the day-to-day contacts with the press, with an emphasis on setting up interviews for the CTI/Kudu artists, and servicing reviewers. Kris Slocum is promoted to her new position from national FM promotion coordinator, a position she has held since shortly after joining CTI two years ago. In her new capacity, she will be in charge of coordinating activities on a national basis with the distributors' promotional personnel. She will also be involved with the national promotion of the CTI/Kudu product at the disco level. Didier Deutsch has been, for the past three years, CTI's publicity director. In his new position, he will coordinate activities between the publicity and advertising departments, with an emphasis on developing and implementing campaigns on behalf of the CTI/Kudu artists and their product.

**Alsobrook Promoted At ABC Records** — Jane Alsobrook has been promoted to the position of national director of press and public relations for ABC Records. Formerly west coast manager of publicity for ABC, Ms. Alsobrook has been with the company since April 1975. Ms. Alsobrook's new responsibilities will encompass the supervision of activities of the west coast, east coast and Nashville branches of the ABC press and public relations department.

**Schroeder Upped By ABC Records & Tape** — Topper Schroeder has been named general manager of the Los Angeles branch of ABC Record and Tape Sales Corp. Schroeder, a veteran of 12 years in the record sales promotion industry, joined ABC Record and Tape Sales Corp. in September 1975 as sales manager for Los Angeles. Prior to that he was national album sales manager for RCA; national sales manager, Ampex Records; and branch manager for Mercury Records.

## Duke & The Drivers Head ABC Releases

LOS ANGELES — "Movin' On," the second album by Duke and The Drivers, heads a list of seven LPs set for May release by ABC Records.

ABC/Dot Records' two May LP releases are Randy Cornor's debut album, "My First Album," and Red Steagall's ABC/Dot album debut named after his big hit single, "Lone Star Beer & Bob Wills Music."

Impulse has set for release "B.B. King and Bobby Bland Together Again Live."

Sire Records will premiere the debut disc by The Beckies, and Passport Records presents Synergy's second album, entitled "Sequencer."

Sire Records and Passport Records are

distributed by ABC.

Last, but not least in this lucky seven release schedule, is the ABC/Songbird Record album "War On Sin," by Gospel artist Inez Andrews.

## Alpert Cuts Solo LP

LOS ANGELES — A&M artist Herb Alpert has recorded his first solo album, "Just You And Me."

All but one of the songs on "Just You And Me" (which ships this week) are Alpert originals. Musicians on the album include drummer Russ Kunkel, percussionist Emil Richards, cellist Ed Lustgarten, mandolinist Tom Tedesco, and singer Lani Hall.

A Hit Pic... ★★★★★

# High Pouch

Squeeze me! Love me!  
Never leave me. Take me  
wherever you go.  
"The trippiest bag you ever had!"



Whatever your bag!  
I'll keep your  
favorite blend fresh

Girls stick  
your goodies  
in me.



I'm the loveable sensual non-spillable bust-proof (Dig it!) pouch for tobacco and whatever turns you on.

★★★★ A smash hit every time. \$3.95 + 50¢ for the handling hassle.



Diameter 4" Weight 1 oz.

Written & Produced by Limitless Advertising Unlimited  
a division of: Business In America Corporation  
P.O. Box 3778, Beverly Hills, CA 90212

Enclosed is my check for \$4.45

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

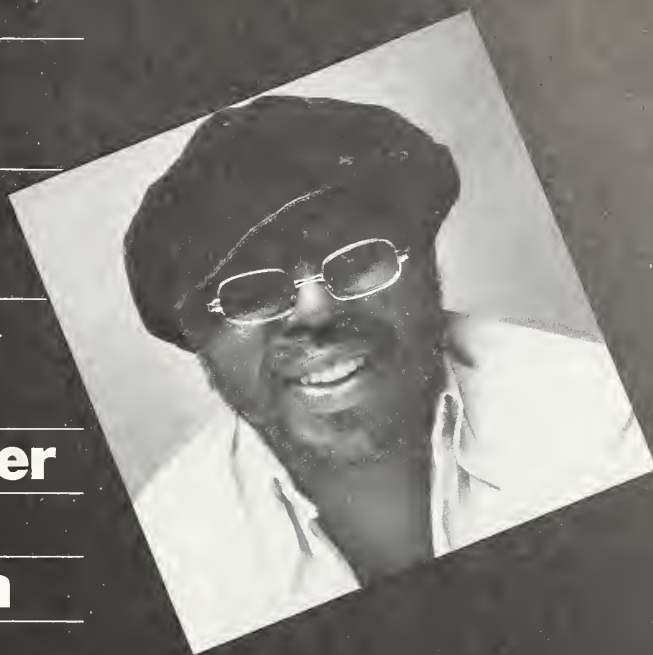
Refund guaranteed if not satisfied.

GREAT PROMO ITEM FOR ALBUMS & CONCERTS—BE FIRST.  
(213) 274-5913

Courtesy to dealers.

# CURTIS MAYFIELD FOR LOVERS:

The composer-producer  
of *Let's Do It Again*  
and *Sparkle* unveils an  
album of tight, tough,  
romantic, sensuous new  
music. Curtis Mayfield's  
*Give, Get, Take and Have.*  
To be used with care.



On Curton records and tapes,  
distributed by Warner Bros.

CU 5007

**EAST COASTINGS** — In the wake of *Wings'* tour of America, at least one New Yorker is attempting to direct the forces of reactivated Beatlemania toward a reunion of the Beatles. The International Committee to Reunite the Beatles, proclaimed in newspaper advertising as a "buy the people for the people promotion," has organized a Manhattan rally, and offers by mail order an iron-on decal depicting two hands clasped in friendship with the legend "Let It Be!" at a cost of one dollar. The idea is that the huge sums of money offered the Beatles by promoters could be no substitute for the voice of the public. The promoter is **Alan Amron**, a man in the toy business, who says proceeds from the decals will be re-invested in advertising designed to bring the movement to larger audiences and wider areas, with the eventual goal being to reach the group through attorneys with "the support of the people and the people's dollars." He claims to be making the effort "for the beauty of the music," rather than any profit motive. If the Beatles do perform, outstanding funds will be turned over to them.

**TALK TO THE ANIMALS** — Keyboardist-composer **Paul Bley**, who has recently been busy with his own *Improvising Artists* label, will be playing several benefits for research into the language of porpoises. His interest is related to "music as non-verbal communication," and he pointed out that vocalist **Urszula Dudziak** had been using her unique high-low vocal range in relating to the intelligent aquatic beasts with scientists in the Bahamas. "The interaction of improvising musicians has all the characteristics of a conversation," remarked Bley, "if one person dominates, the result is bad music or a bad conversation." . . . **Jefferson Starship** percussionist **John Barbata**, sitting on a San Francisco park bench extolling to his lady friend the virtues of the recent decriminalization of marijuana, lit up a number and was promptly given a \$100 summons. . . . **Perry Como** has set the first official U.S. concert tour of his career, beginning the middle of July. Como, who appeared on the covers of *Cash Box* year-end issues for at least 15 years in a row through the fifties, will play in the New York area for the first time since his appearance at the Paramount in 1944. . . . **Yes**, **Peter Frampton** and **Gary Wright** have sold out the 102,000 seat John F. Kennedy stadium in Philadelphia. . . . As hinted, the **Bay City Rollers** will record their next album in Toronto with producer **Jimmy Ienner**. . . . Atlantic Records will be putting out a **Ray Barretto** album, but the percussionist will continue his relationship with Fania Records, with a live recording of his Beacon Theater performance due shortly. . . . **Danny Kalb**, guitar inspiration of the **Blues Project**, opens with his new group at Carnegie Hall, June 25.

**COMEDY TONIGHT** — *The Comic Strip*, a new upper east side night spot, opened successfully June 1, the realization of partners Robert Wachs, Richard Tienken and John McGowan. The club intends to showcase new and aspiring musicians, vocalists and comedians, and features comic book menus and decor, food and drink. In attendance were Lifesong recording artist **Henry Gross** and comedian **Bill Crystal**.

**NEW & DIFFERENT** — **Frank Zappa** is producer of the new **Grand Funk Railroad** album, with basic tracks already completed in Detroit and vocals currently being done at L.A.'s Record Plant. Eddie, are you kidding? . . . **Morton Wax Associates** have been named the new public relations counsel to **Curtom Records** and affiliates. . . . **Mike Montgomery**, formerly of **Back Street Crawler**, is starting his own group, which includes the fiery drummer of **Mountain** fame, **Corky Laing**. . . . While **Television** is in the midst of label deal negotiations, New York's **Mink DeVille** also seems to have a recording contract in the offing. . . . **Diana Ross** will be touring the U.S. in the fall, according to Mike Martineau of Gemini Artists, which will handle the bookings. . . . Violinist **Noel Pointer** is recording a debut with **Dave Grusin**, of Grusin/Rosen Productions. Grusin will also score a Warners/Columbia co-production, "Bobby Deerfield," starring **Al Pacino**. . . . Aspiring songwriters will have the opportunity to display their wares at BMI headquarters on 57th Street, June 16, at an American Guild of Authors and Composers showcase. . . . Meanwhile, ASCAP's London-bound **Walter Wager** will bring back no presents. . . . **B.B. King** will receive two awards from *Ebony Magazine*. . . . "Inner-view," a nationally syndicated radio show, will feature the **Who's Roger Daltrey** in its first "intercontinental headphone experience."

**IT'S ONLY NATURAL** — Private Stock artists **Natural Gas** will kick off their first American tour July 1, backing **Peter Frampton** on several dates. The members are currently scattered between New York, London and L.A., pending their return to the west coast to begin rehearsals. . . . Roxy Music guitarist **Phil Manzanera** has become the third six-stringer to join the London production of "Go!," the **Stomu Yamashta** multi-media extravaganza that features the first work in quite a while by **Steve Winwood**. The album will be on Island. . . . **Buddah's Andrea True Connection** on tour. . . . **David Bedford's** next concept work is based on *Homer's Odyssey*. . . . Former Genesis front man **Peter Gabriel** returned to England after negotiations in the U.S. . . . Jazz keyboardist **Billy Taylor** has contracted with **Herbert Barrett Management** for concerts, lecture-concerts, and symphony orchestra appearances. . . . **The Ellington Saga**, a four-concert, five-orchestra series will salute the Duke as part of this year's **Newport Jazz Festival** in New York. Performers will include former Ellington associates **Cootie Williams**, **Norris Turney**, **Quentin "Butter" Jackson** and **Harold Ashby**, along with the orchestra of **Mercer Ellington**. The concerts trace the legendary bandleader through the major periods of his repertoire. The Newport Festival also will move to **Waterloo Village** in Stanhope, New Jersey, where it will present a gospel picnic, a jazz picnic, and an evening salute to **Count Basie**, with the Count and pianist **Eubie Blake**, the 93 year old veteran of ragtime and composer of "I'm Just Wild About Harry."

phil dimauro

**POINTS WEST** — **Radio Shack** is sponsoring a \$100,000 song search with 50 prizes from \$1,000 to \$18,000 to be awarded to the best song submissions having to do with the current *Citizens Band Radio* craze. Patrons of the 4,300 stores throughout the U.S. and Canada can enter. **Radio Shack** is an extension of the **Tandy Company**. . . . **Little David** will ship 100,000 units, it says, of "The **Watergate Comedy Album**" this month, featuring the comic evaluation of "that period in our history" as interpreted by **Avery Schreiber**, **Jack Burns**, **Ann Elder** and **Frank Welker**. . . . **A&M** recording artist **Paul Jabara**, whose single "Dance" (from the "Mother, Jugs & Speed" soundtrack) is making radio headway, was the bearer of bad news on "Mary Hartman, Mary Hartman" last week. He was the salesman who told Mary about the sexual proclivities of her neighbors. That's not a bad show to do a guest spot on — not only are the ratings terrific, but the message is "hip". . . . Scratch the rock 'n' rumor that **Bob Dylan** actually discovered **Judas Priest** through his 1968 "John Wesley Harding" LP. The real J.P. will take a bow shortly via **Janus**. . . . **Glen Campbell** will star in his second TV special of the year, "Hi! I'm Glen Campbell," July 7 over CBS (9 p.m.). . . . **Knott's Berry Farm** opens a new disco palace June 12. **Cloud Nine** will accommodate 800 dancers at a time, featuring live rock bands nightly during the summer. . . . A celebrity soccer warmup

continued on pg. 44



**THREE SHILLINGS, TWO PAULS AND A BRUCE** — In the midst of the "Wings Over America" tour, **Paul Drew** (left), vice president, programming, **RKO Radio**, met with **Paul McCartney**, who repaid Drew three shillings the rock star had borrowed at the first *Wings* appearance in Liverpool several years ago. **Bruce Wendell** (center), vice president, promotion, **Capitol Records, Inc.**, arranged the meeting between the two Pauls backstage at the **Spectrum** in Philadelphia.

## ASCAP Deems Taylor Awards Are Scheduled

**NEW YORK** — The 9th Annual ASCAP-Deems Taylor Awards will be presented at a champagne reception at ASCAP's headquarters here at 4 pm on the afternoon of Wednesday, June 23rd.

Named in honor of the late ASCAP composer and former president of the performing rights society, the Deems Taylor Awards recognize non-fiction books and articles about music and/or its creators published in the United States during the previous calendar year. Four prizes of \$500 each go to the authors of the best books, and four identical awards go to the writers of the best articles. The publishers of the winning works will receive plaques in recognition of their contributions.

## 335 Music Formed

**LOS ANGELES** — **Larry Carlton** has formed a new BMI publishing company, **335 MUSIC**. The company will be administered by Carlton along with his ASCAP company, **Pal Dog Music**.

Material should be submitted to **Steve Carlton**, 3209 Tareco Drive, Los Angeles, California, 90068. Phone is (213) 876-4471.

## Two New Firms Offer Management Services

**NEW YORK** — Two new firms which are specializing in assisting contemporary musicians with their financial problems have been formed recently.

**John Carter Music Directions**, a firm specializing in career consultation and guidance as well as catalog administration, was launched several months ago. Carter is an attorney who has specialized these areas, and states that the goals of his company are helping artists, both new and established, to negotiate better recording deals and to help them receive all publishing monies due them. Some of the initial clients of the company are **Jimmy Owens**, **Kenny Baron**, **Billy Taylor**, **Ron Carter** and **Oscar Brown, Jr.**

Carter served for four years as the managing director of the **American Guild of Authors and Composers** and for six years before that as administrator of their royalty collection and monitoring program, where he was involved with contract interpretation, auditing and royalty collection for many top recording artists.

Carter is also a member of the board of directors of **Collective Black Artists**, a non-profit organization partly funded by state and federal arts foundations. Carter is currently teaching a class for the **CBA** on business aspects of the music business.

**Glickman/Marks Management Corp.**, was recently formed by **Carl Glickman**. The company has offices in New York and Cleveland, Ohio. The company is offering business advisory, investment and financial management services to rock performers.

Glickman explains the purpose of the company as helping performers to "Preserve and expand capital and maximize cash flow." His firm will oversee tax and estate planning, investments and daily financial supervision of tours and record production as well as handling personal money matters.

Glickman has been chairman of the board of several banks and public companies, and Marks is president of **Hicks/Marks Advertising** and has produced rock music television programs.

## 'Mothership' Is Gold

**LOS ANGELES** — **Parliament's "Funk Opera," "Mothership Connection"** on **Casablanca Records**, has been certified gold.



**IN THE GRAND MANNER** — **MCA** recording artists **Grand Funk** and their new producer, **Frank Zappa**, are currently in Los Angeles putting the finishing touches on the upcoming **Grand Funk** album tentatively titled, "Good Singin', Good Playin'." Work on the record began the first part of May. All of the basic tracks were laid down at **Grand Funk's** studio near their homes in Michigan. The project then moved to the **Record Plant** in Los Angeles last week for the vocals and overdubbing. Zappa will also mix the album in Los Angeles. The album, **Grand Funk's** first for **MCA Records**, is presently scheduled for release in August. Pictured in the studio are (foreground) **Frank Zappa** and **Mel Schacher**, (standing) **Craig Frost**, **Mark Farner**, **Andy Cavaliere** (**Grand Funk's** manager), and **Don Brewer**.



**picks of the week**

**DARYL HALL & JOHN OATES** (Atlantic 45-3332)  
**She's Gone** (3:24) (Unichappell/BMI) (D. Hall, J. Oates)  
 From the somewhat overlooked gem of an album "Abandoned Luncheonette," this is a beautiful ballad. The sweet, high harmony vocals are immensely pleasing, and the melody line is chock full of hooks, particularly in the chorus. "Sara Smile" is still in the upper regions of the charts, and this tune from older Atlantic material is going to the same place.

**AEROSMITH** (Columbia 3-10359)  
**Last Child** (3:27) (Daksel/Song and Dance/Vindaloo/BMI) (S. Tyler/B. Whitford)  
 Aerosmith's remarkable popularity will not be dimmed by this single. It's right in the groove: a straightforward rock tune with a slick, rhythm oriented arrangement. From the album "Rocks" this will rise high on the pop charts and receive tremendous FM and AM play.

**STEELY DAN** (ABC-12195)  
**Kid Charlemagne** (3:56) (ABC/Dunhill/BMI) (D. Fagen, W. Becker)  
 Steely Dan is one of the most sophisticated bands around, and this tune (the first from "Royal Scam") is only more evidence. The melody and arrangement are complicated, but accessible. Every note is necessary in this clean Gary Katz production. The album is selling extremely well, and this single will too. Certain for heavy FM rotations.

**BLOODSTONE** (London 5N-1067)  
**Just Like In The Movies** (3:10) (Pap/Taya/ASCAP) (P. Adams, B. Carhee)  
 A languorous R&B tune, this will benefit from the band's appearance in the popular "Train Ride To Hollywood" movie. This sounds like a hit, a little more solid than "Do You Wanna Do A Thing." The movie concept is carried all the way through. Should get a large share of pop and R&B play.

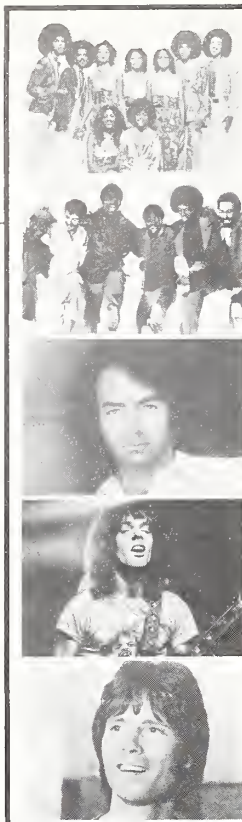
**THE CHARLIE DANIELS BAND** (Epic/CBS 8-50243)  
**Wichita Jail** (2:45) (Night Time/BMI) (C. Daniels)  
 Charlie Daniels has come up with a good jail song for his first Epic single. The tune moves right along, relating the misfortunes of a man stuck in jail for thirty-four days; he's got to wait that long to see his girl. Great instrumentation — piano and guitar solos are terrific. The tune really swings. Country and FM progressives.

**KGB** (MCA-40573)  
**Sail On Sailor** (3:13) (Brother/BMI) (B. Wilson, R. Kennedy)  
 KGB should have released this tune in the first place. Ray Kennedy has got an extremely powerful voice and he adds a touch of blues to this song first recorded by The Beach Boys. Michael Bloomfield has since left the group, but his guitar work is evident full force here. Should receive tremendous FM airplay; by covering the song with a slightly slower beat the band brings out every nuance of phrasing and melody.

**JESSE COLIN YOUNG** (Warner Bros. WBS 8225)  
**Sunlight** (2:43) (Pigfoot/ASCAP) (J.C. Young)  
 Jesse Colin Young has come up with a redefined Youngbloods tune, and this version is suited well to a jazzier arrangement. The song is slower this time around, and much more sophisticated. A couple of terrific breaks, and an ever-present flute floats above the track. From his live album, this will get a lot of FM and MOR play.

**BELLAMY BROTHERS** (Warner Bros. WBS 8220)  
**Hell Cat** (3:10) (Famous Music/ASCAP) (D. Bellamy)  
 "Let Your Love Flow" was the group's last single, and that hit the top of the pop singles charts. This one is not quite as strong, but has definite chart potential. The melody is good, and there's a hook in the chorus. Well-produced track.

**10CC** (Mercury 73805)  
**Life Is A Minestrone** (3:58) (Man-Ken Music/BMI) (L. Creme, E. Stewart)  
 From the "Original Soundtrack" LP, this is a very funny cut; the music is great. The vocals are handled stylishly, as is the entire arrangement. "Drinking tea on the White House lawn," they sing. Someday, perhaps, they really will, but for now the band must be content with this single's imminent chart success.



**THE SYLVERS** (Capitol P-4255)  
**Cotton Candy** (2:57) (Perren-Vibes/Bull Pen/ASCAP-BMI) (St. Lewis, Perren, Yarlán)  
 Now that the whole country has gotten "Boogie Fever," The Sylvers feel it's time for some carnival food. The song is terrific, full of single and double entendres. Foster Sylvers' high vocal is expressive and he is able to carry the weight of the tune. Good for discos, R&B, and will get a lot of pop play.

**SANTANA** (Columbia 3-10353)  
**Dance Sister Dance** (3:11) (Light/Polo Grounds/BMI) (L.N. Chancler/T.Coster/D. Rubinson)  
 Subtitled "Baila Mi Hermana" this is a fast followup to "Let It Shine." It's easy to forget Santana's contribution to today's dominant salsa sound, but the band was one of the first and still one of the best. The Latin rhythms give the tune a lot of energy — it's a much better selection than the previous single. Should get a lot of FM airplay. From the "Amigos" LP.

**NEIL DIAMOND** (Columbia 3-10366)  
**If You Know What I Mean** (3:43) (Stonebridge/ASCAP) (N. Diamond)  
 This tune marks somewhat of a departure for Diamond. The first single from his upcoming album, the song is thoughtfully planned; it has a couple of diverse, yet distinct musical moods. The chorus, underscored by a first class string section, builds the song up to an emotional peak. Produced well by Robbie Robertson, this should hit the pop charts strong.

**PETER FRAMPTON** (A&M 1832)  
**Baby, I Love Your Way** (3:28) (Almo/Fram-Dee/ASCAP) (P. Frampton)  
 The second single from the "Frampton Comes Alive" LP, this is different from "Show Me The Way." Primarily, this is an acoustic tune, and Frampton sings with sensitivity over the soft backing. An excellent tune that shows another side of Frampton's considerable talent, this will get a vote from virtually every FM progressive programmer.

**CLIFF RICHARD** (Rocket/MCA PIG-40574)  
**Devil Woman** (3:21) (Chappell/ASCAP) (C. Hodgson, T. Britten)  
 This is the first single from the upcoming "I'm Nearly Famous" LP. The song gets into quite a groove; Richard spits out the vocal with conviction. Well-edited from the longer LP cut, this is a terrific choice for a single offering. The arrangement is spare, economical and a perfect foil for an excellent lyric. A good bet for the top of the pop. FM and AM stations will grab this one quick.

**DEODATO** (MCA-40578)  
**Theme From Star Trek** (3:17) (Bruin/BMI) (A. Courage, G. Roddenberry)  
 Eumir Deodato is as good at arranging as he is at keyboards, and that's saying quite a lot. He's taken the soaring melody line and laid it carefully over a subtle disco arrangement. Some great rhythmic counterpoint here; the power of the cut sneaks up on you. The straightforward, often boring "Up against the wall, man" style is not for Deodato. For disco, R&B, and pop play.

**BILL WITHERS** (Columbia 3-10357)  
**Hello Like Before** (3:25) (Golden Withers/BMI) (B. Withers, J. Collins)  
 After a tentative acoustic guitar introduction, Withers' warm voice breaks into the song with confidence. A tune about seeing a friend after some time has passed by, there's a wonderful melody here. This is a cut that will be covered by many other artists. Should get some concentrated spins on FM, progressive, jazz, and MOR radio outlets. From the "Making Music" LP.

**TERRY JACKS** (Private Stock 45,094)  
**In My Father's Footsteps** (3:36) (Dorchester/Red Apple/N.Y. Times/BMI) (M. Mandel, N. Sachs)  
 It's been a couple of years since "Season in The Sun" hit the number one spot for Jacks, and this tune is a powerful MOR and pop ballad in a somewhat different vein. Timed right for Father's Day, the song packs a lot of emotion, and Jacks' voice blends well with a good arrangement.

**BO DONALDSON AND THE HEYWOODS** (Capitol P-4282)  
**Teenage Rampage** (3:08) (Chinnichap Pub./BMI) (N. Chinn, M. Chapman)  
 Screaming electric guitars kick the tune off, there's a break in the music, and then a rock shuffle is quickly established. The lyric, an ode to teenage revolution, is clever, inventive. "At fourteen they were foolin'/At sixteen they'll be rulin'." Donaldson injects just the right touch of humor into his vocal. The tune should get a lot of FM airplay.

**LES DUDEK** (Columbia 3-10358)  
**City Magic** (3:27) (Dudzack Music) (L. Dudek)  
 Dudek was originally a Steve Miller protege, and on this single the production chores are handled by Boz Scaggs. Dudek is an excellent guitarist, and a good writer. He sings this strong, really belts it out, and the upbeat cut should get FM and AM play. Good soloing throughout the tune.

**THE CHANTER SISTERS** (Polydor PD 14327)  
**Cuckoo Cuckoo** (2:38) (Cookaway/ASCAP) (R. Cook, D. Troy)  
 The Chanter Sisters have done a lot of studio backup vocal work and it shows. While the melody itself is fairly ordinary, the voices are dynamic and full of energy. A good funk arrangement adds an extra punch. One of the sisters has a strong, high-pitched voice that sounds like another instrument at times. Should get some disco and R&B play.

**MANHATTAN EXPRESS** (Friends and Co. F-127-A)  
**Bad Girl (Mala Femmena)** (3:13) (Romance/Ding Dong/BMI)  
 A sizzling tempo is set in the first bar and it never lets up. The bass predominates; it seems that the melody line is drawn from the instrument. Anyway, this is a fine disco cut that will receive considerable dance-club play. Good synthesizer work.

**DAVID POMERANZ** (Arista AS 0190)  
**Thea** (3:12) (Warner-Tamerlane/Upward Spiral/BMI) (D. Pomeranz)  
 Pomeranz' last single did not do very well, but "Thea" is another story, we think. A descending chord sequence for the chorus is a powerful hook device, and the rest of the melody is pure Top 40. A good lyric line and arrangement will give the song an extra boost. MOR programmers should check this out too.

**MARLENA SHAW** (Blue Note/UA BM-XW790-Y)  
**It's Better Than Walking Out** (3:04) (Island/BMI) (L. Garrett/R. Taylor)  
 The first single from her new "Just A Matter of Time" LP, this is a driving disco and R&B cut that will receive considerable radio attention. The arrangement is slick, with the drums accentuating the backbeat and the rhythms in Shaw's unique phrasing.

**SILVER PONY** (Lotta/T.K. 2302)  
**The Lonely Ranger** (2:59) (E.B. Marks/BMI) (B. Jerome, Jr., E. Shuman)  
 This is a fairly straightforward treatment of the theme from the Lone Ranger television show. It comes complete with horse sound effects and a manly narrator. A sultry female voice repeats the word "Kimosabe" in a suggestive manner. A nice novelty record.

**L.A. JETS** (RCA PB-10668)  
**Dancin' Thru The Night** (3:09) (Koppelman/Bandier/BMI) (Desautels)  
 A power rock riff starts this tune off in the right direction. Lead singer Karen Lawrence latches onto the vocal with a passion. Straight-ahead rock 'n' roll, this should get some FM airplay, aided, in part, by some great twin guitar fills. FLIP: Money Money (2:33) (reviewed 6/5/76)

**JEANNE NAPOLI** (Vigor/Pip VI-1731)  
**Forget That Girl** (2:39) (Delightful/BMI) (T. Valor/S. Martin)  
 A quickly ascending scale, played by strings, gets this disco thing happening fast. Jeanne Napoli mixes her voice in with the arrangement, the short lyric phrases punctuated by short, snappy horn riffs. Disco, pop radio.



*Welcome back,  
Eddy!*



EDDY'S NEW SINGLE:  
**"COWBOY"**

PB-10701

Written by Ron Fraser & Harry Shannon  
Published by Welbeck Music (ASCAP) / Sweco Music (BMI)

Management:  
Gerard W. Purcell Associates  
133- 5th Avenue  
New York, NY 10003

**RCA**  
RECORDS

# ALBUM REVIEWS

**SPARKLE** — Aretha Franklin — Atlantic SD 18176 — Producer: Curtis Mayfield — List: 6.98

The Queen of Soul comes alive with this collection of tunes from the motion picture, "Sparkle." It goes without saying that Aretha is right up front with some of the most confident vocals we've had the pleasure to hear in many a moon. Her devastatingly strong vocals are finely augmented by a strong background vocal unit, all of which falls cleanly into place via the production and arranging of Curtis Mayfield. R&B and pop programmers alike will go for "Hooked On Your Love" and "Jump."



**MIRROR** — Graham Central Station — Warner Bros. BS 2937 — Producer: Larry Graham — List: 6.98

Larry Graham Central Station comes on strong with an offering which is right on target in the funk vein. The feel is tight and crunchy, with tunes ranging in intensity from the boogie-down funk of "Entraw" to the progressive throes of "Mirror." Graham shows his stuff on this one as group leader, writer, arranger and he even conceived the cover concept — which, incidentally, is very unique and should prove to be a nice sales feature. The Tower of Power horn section lends a hand on this LP which should do well in several markets.

**FABULOUS** — The Stylistics — H&L 69013 — Producers: Hugo, Luigi — List: 6.98

The Stylistics show good form in their first offering for the new H&L label. Their soaring vocal lines float effortlessly atop a strong current of rhythm and tasteful strings. The slick arrangements of Van McCoy and Horace Ott lend a light pop presence to the selections that will make them prime choices for pop and MOR programmers as well as the R&B listeners. Pay particular attention to "You Are" and "Because I Love You, Girl."



**SUMMERTIME DREAM** — Gordon Lightfoot — Warner Bros. MS 2246 — Producers: Lenny Waronker, Gordon Lightfoot — List: 6.98

In his typically smooth and heart-rending fashion, Lightfoot sings this collection of self-penned tunes which treat a wide variety of topics ranging from the military to lost love. The feel is spare and effective, the clean instrumentation providing the perfect foil for Lightfoot's perceptive story lines. The subtle application of some searchingly soft synthesizer lines make "The Wreck Of The Edmund Fitzgerald" a haunting melody. A solid offering from a very consistent artist.

**LONG HARD RIDE** — The Marshall Tucker Band — Capricorn CP 0170 — Producer: Paul Hornsby — List: 6.98

This album is composed of a collection of songs which provide the soundtrack to a film short recently made by the Marshall Tucker Band and scheduled for showings in major theaters. The music is typical Tucker — solid country music with a lot of influence from the pop and rock genres, a combination which makes for a wide ranging audience appeal from C&W to pop-rock. The standard Marshall Tucker personnel is augmented by the likes of Charlie Daniels and the LP's producer, Paul Hornsby. "Property Line" and the title track are choice offerings.



**GIVE, GET, TAKE AND HAVE** — Curtis Mayfield — Curtom CU 5007 — Producer: Curtis Mayfield — List: 6.98

Curtis Mayfield's soft-touch vocals, this LP finds strength in a strong rhythm section and a full complement of tasty background vocalists (Kitty Haywood & The Haywood Singers). The songs are rhythmic to be sure, yet the ever-present strings and keyboards insure pop and MOR play as well as the obvious R&B potential. "This Love Is Sweet" and "Soul Music" stand out as excellent examples of the Mayfield touch.

**HIGH AND MIGHTY** — Uriah Heep — Warner Bros. BS 2949 — Producer: Uriah Heep — List: 6.98

On this LP Uriah Heep not only lays down some fine hard core rock 'n roll, but the group also treads many paths that lean well into the progressive vein. The talents of keyboard wizard Ken Hensley manifest themselves through an impressive collection of instruments which includes: organ, piano, Moog synthesizer, tubular bells (remember Mike Oldfield?), electric piano — not to mention a vast armada of guitars. Progressive rock stations will drool over the likes of "Weep In Silence" and "Can't Keep A Good Band Down."



**RIGHT THERE** — Lamont Dozier — Warner Bros. BS 2929 — Producer: Lamont Dozier — List: 6.98

Legendary songwriter, Lamont Dozier, comes up with an impressive collection of his own material, cleanly played by some top studio men. Though the tunes are musical gems, the star is always Lamont — his smooth vocal technique provides the guiding force for the finely crafted melodies, some of his best to date. The feel is definitely low-key, giving the LP a lot of crossover potential covering R&B, pop, MOR and easy listening markets with ease. Keep an eye on the title tune and "Jump Right On In" — don't overlook the bright, up-tempo feel of "Good Eye."

**RESOLUTION** — Andy Pratt — Nemperor NE 438 — Producer: Arif Mardin — List: 6.98

This offering is an excellent showcase of a talented artist. His songs show depth and maturity, qualities which manifest themselves intellectually as well as musically in his material. The instrumentation is clean and pure, with acoustic guitar riffs romping playfully with the piano lines. Much attention has been given to the production by Arif Mardin, the effective application of light strings dramatically bear this out. The progressive rock market will jump at this LP, with "Karen's Song" and "Treasure That Canary" top picks.



**A DIFFERENT SCENE** — Lou Donaldson — Cotillion SD 9905 — Producers: John Brantley, Rick Willard — List: 6.98

Alto Saxophonist Lou Donaldson turns in fine renditions of tunes by greats like Cole Porter and contemporaries like the Isley Brothers and Minnie Riperton. The feel is smooth and soft with the emphasis on an easy movin' disco beat. The strings are pure, the horns tight and the vocals enticing on the melodies of "Lovin' You," "You Are My Sunshine" and "For The Love Of You." Great shot in the MOR vein.

**HEARTS ON FIRE** — Baker Gurvitz Army — Atco SD 36-137 — Producer: Eddie Offord — List: 6.98

The Baker Gurvitz Army wants you — to listen. Though the tunes are basically a collection of heavy metal trio doodlings, the group turns in a credible ballad in the form of "Tracks Of My Life," which features some fine orchestration and background vocals. The album is sure to find eager ears in the progressive rock audience but perceptive programmers should not overlook the pop potential of the title track and "Smiling."



**I ONLY HAVE EYES FOR YOU** — Johnny Mathis — Columbia PC 34117 — Producer: Jack Gold — List: 6.98

With his rich and commanding vocal style, master songster Johnny Mathis breezes through such beautiful pieces as "(Do You Know Where You're Going To) Theme From Mahogany" and the Barry Manilow hit, "I Write The Songs." His vocal expertise is consistently strong, but pleasingly mellow — smooth as silk. The orchestration is tasteful and not overbearing due to the arranging talents of Gene Page. This LP is an MOR natural and is sure to receive much airplay in the easy listening market as well.

We love her...you'll adore her...introducing LESLEY DUNCAN

Singer and songwriter  
Lesley's from England and  
her songs have been recorded  
by scores of top artists.  
'Love Song' being one of them  
by Elton John, his latest single.  
Her debut album for MCA  
contains more love songs by  
Lesley, you're gonna love her.

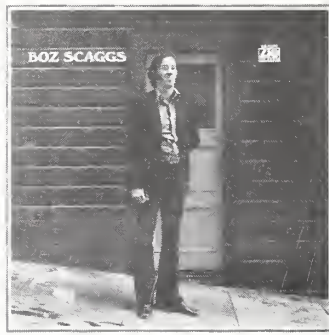
Moon Bathing



MCA RECORDS

**BUBBLING BROWN SUGAR** — Original Broadway Cast — H&L HL 69011 — Producers: Hugo & Luigi — List: 6.98

The original cast of the hit Broadway musical pay tribute to the heavies who made the swing era swing. The tunes put you right up on the stage with the cast soft-shoeing your way to a good time via the memorable melodies of Duke Ellington's "Sophisticated Lady" and "It Don't Mean A Thing," not to mention the infectious strains of "Sweet Georgia Brown" and "Honeysuckle Rose." The heart-rending sounds of the Billie Holiday classic "God Bless The Child" will move any listener as will Earl "Fatha" Hines' "Stormy Monday Blues." This is a musical celebration not to be missed!



**BOZ SCAGGS** — Boz Scaggs — Atlantic SD 8239 — Producers: Boz Scaggs, Jann Wenner, Marlin Greene — List: 6.98

This is a re-release of the first offering by Boz Scaggs when he was on Atlantic. The LP sets the pace for Scaggs' future development as one of the leading artists in the "blue-eyed soul" vein. His cover of Jimmie Rodgers' "Waiting For A Train" is worthy of a close listen as is his own "I'll Be Long Gone." A strong shot for retailers.

**PRATT & McCLAIN** — Pratt & McClain — Warner Bros. MS 2250 — Producers: Steve Barri, Michael Omartian — List: 6.98

Truett Pratt & Jerry McClain have produced a strong offering of tuneful pieces which dramatically demonstrate their mastery of the pop hook. The tunes are clean and simple, sporting memorable melody lines and clean harmonies. The instrumental end of the spectrum is deftly handled by a very tight backup unit lending very strong pop potential to the album's obvious MOR appeal. The LP includes P&M's monster hit "Happy Days," but keep a close watch on "Raised On Rock" and their cover of the Neil Sedaka tune "Our Last Song Together."



**I'M EASY** — Keith Carradine — Asylum 7E-1066 — Producer: John Guerin — List: 6.98

Keith Carradine displays one of his many creative facets on this album which garnered the coveted Academy Award for the title tune "I'm Easy." The actor, singer-songwriter shows himself to be a singer whose style is sensitive in its interpretation of this collection of entirely self-penned material. His voice is rich and gentle, setting the pace for the album which also features Carradine's guitar work along with the instrumental wizardry of a backup unit comprised of some of the best in the business. Crossover potential runs high, especially with "High Sierra" and "Raining In The City."

**THE BEST OF TWO WORLDS** — Stan Getz — Columbia PC 33703 — Producer: Stan Getz — List: 6.98

Stan Getz is once again joined by his old friend Joao Gilberto in this offering of cool, clean latin jazz. Several of the tunes feature the music of Gilberto's compatriot Antonio Carlos Jobim. Gilberto lends not only his guitar talents to the effort, he also sings several vocals in his native Portuguese, while the English vocals are deftly handled by Heloisa (Muicha) Buarque de Hollanda. Jazz, MOR and easy listening stations will thoroughly enjoy such treats as "Double Rainbow" and "Waters Of March (Agua De Marco)."

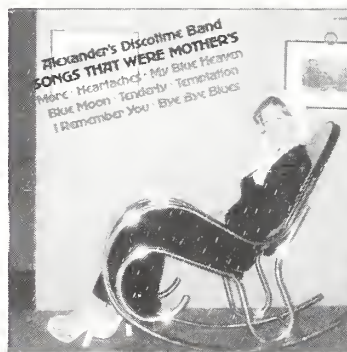


**PHIL WOODS AND HIS EUROPEAN RHYTHM MACHINE** — Phil Woods and his European Rhythm Machine — Inner City 1002 — List: 6.98

Phil Woods and his European Rhythm Machine have produced an album which consists of five compositions and some very entertaining liner notes. The major work on the album, "Chromatic Banana," is an atonal jazz piece which, one must assume, is about a chromatic banana. When asked what a chromatic banana is, Woods answered intuitively, "I haven't the faintest idea." Other tracks include "Ultimate Choice" and "The Last Page/Sans Melodie."

**SONGS THAT WERE MOTHER'S** — Alexander's Dance Band — Ariola America ST 50009 — Producer: Dave Crawford — List: 6.98

A slick disco offering which consists of some all-time heavy melodies rendered in the ever-popular disco style. All of the elements are here: super-clean production work, tight horns, full strings and scratchy guitar riffs. The musical unit is comprised of some top studio men whose instrumental expertise makes this a top in this genre. The tunes you'll find on this disk include "Blue Moon," "More," "Bye, Bye Blues" and "Temptation." The tasty cover won't hurt album sales a bit!



**LOVINGLY** — Sylvia Syms — Atlantic 18177 — Producer: Ilhan Mimaroglu — List: 6.98

Sylvia Syms is one artist who definitely approaches her chosen art in exactly that way — lovingly. Her delicate renditions of tunes by such greats as Rodgers & Hart, Cole Porter, Cy Coleman and Johnny Mercer prove that she is an undeniable virtuoso whose performances are truly memorable. These tunes are bound to strike a chord with many listeners who'll joyfully recall the likes of "I Get A Kick Out Of You" and "Honeysuckle Rose." Great MOR/easy listening fodder.

**LIVE AT THE PALACE** — Shirley MacLaine — Columbia PC 34223 — Producers: Cy Coleman, Teo Macero — List: 6.98

A dazzling performance by a captivating lady. This LP doesn't really do justice to the multifaceted talents of this dynamic singer-dancer-actress, but it is an excellent representation of how she sounded on stage at the Palace in April 1976. This collection includes numbers from the stage and motion picture versions of such memorable performances as "Sweet Charity" ("If My Friends Could See Me Now" and "I'm A Brass Band") and "Seesaw" ("The Gypsy In My Soul/It's Not Where You Start"). The liner notes by pop luminary Elton John are a tribute to the talents of Ms. MacLaine, a true professional.

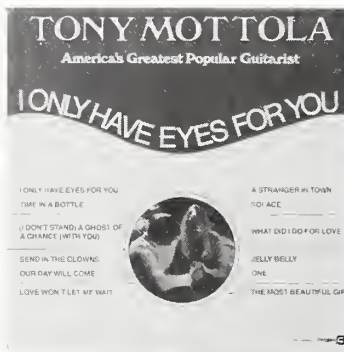


**SCRAPS & WORKSHOP** — NRBQ — Annuet Coeptis AC 1001-2 — Producer: Eddy Cramer — List: 6.98

This is a must for those music cultists who thrived on the music of this outstanding group early in this decade. This two-disk set represents the work of NRBQ in the early seventies and the re-release of these two LPs marks a turning point in the music scene. For those of you who have never thrilled to the strains of "C'mon If You're Comin'" or "RC Cola And A Moon Pie," you have a real treat in store. This collection will prove to be invaluable to progressive rock programmers.

**DON'T LET GO** — Derek Smith and Venus — Project 3 PR 5095 SD — Producer: Enoch Light — List: 6.98

A tasty collection of material which is tailor-made for the MOR audience, this LP is chock-full of the kind of slick stuff that is immensely pleasing by virtue of its funky back beat. The orchestration is thoughtfully executed working hand in hand with the disco-oriented vocals and percussive keyboards. Pick up on such greats as "Our Day Will Come," "Besame Mucho (Kiss Me Much)" and "Summertime."



**I ONLY HAVE EYES FOR YOU** — Tony Mottola — Project 3 PR 5094 SD — Producer: Enoch Light — List: 6.98

This collection of tunes by one of the leading MOR artists of the day includes his interpretive renditions of such popular standards as Jim Croce's "Time In A Bottle" and "Our Day Will Come." The guitar lines stand out as a tribute to Mottola's virtuosity and his backup unit is comprised of some equally gifted players. MOR and easy listening programmers should grab this one.

# CASH BOX RADIO

## WROV's Numberless Survey Helpful To 'Mass Appeal' Programming

by J.B. Carmicle

LOS ANGELES — "When the survey number of a record becomes more important than the music our station is playing, we've lost the point in programming," said David Levine, WROV's (Roanoke, Va.) operations director, noting the station's decision to eliminate a numerical countdown of survey songs. Although progressive rock stations have for the most part never utilized a numbered record survey, mass appeal top 40 stations, as WROV is considered, have implemented a numbered survey of song popularity for a number of reasons. Determining the number of a survey record could involve local sales, requests, and airplay. A number on a record gives trade magazines and local/national record promoters an idea of where their product stands in relation to other records. Radio station countdowns are based on a survey number. And generally, surveys giving certain records certain numbers based on station research have been around for years.

### Mass Appeal

But does that mean that the numbered survey is a must for programming? "Not so," says Levine, speaking of the 1000-watt station's "mass appeal" approach that includes programming both album and single product.

"Ever since we've been a top 40 station, we've had a numbered playlist," he continued, "but we decided recently that we didn't necessarily need numbers on records. We struggled with the idea . . . we then decided to get our feet wet, and dropped the numerical system."

### Two Questions

The two questions that come to mind are why drop the numbers and what will be the response from the audience/trades/promoters if there are no numbers available. Levine answered both questions patly.

"On Labor Day weekend, 1975, WROV finalized the concept of recognizing LPs in mass appeal programming. When we find only a handful of singles are selling well in our market, we know we can program album cuts to supplement that loss of balanced sound. If we programmed only singles, we'd have the same tight playlist as other stations."

Insisting that WROV is different, Levine told **Cash Box** that "we were fairly convinced of the power of the LP. Since we've switched over, we are much more convinced of that power."

### Not Calculated

It is obvious that album cuts would not

necessarily show up in store sales. Album cuts could not be calculated saleswise the same as single product. The only barometer of album cuts that would help put a numbered order of tune popularity together might be requests for an individual cut. Therefore, a station programming both album cuts and singles in any rotation, could not effectively put a popularity number on either entity. It may be like the old comparison of apples and oranges, which just doesn't compute.

And what was the listener response when the station dropped broadcasting the weekly countdown of survey records in descending order? "We didn't get a single call," says Levine.

### Accustomed To Numbers

Perhaps the more important response, positive or negative, would come from the people who were accustomed to dealing with numbers on records. "Everybody wanted a number from us . . . the numbers made the industry happy . . . but we were pretty frustrated . . . in fact we got thoroughly disgusted about the validity of record popularity numbers . . . and we decided to investigate music more in depth. We can give a record company 'hard data' like sales, request demographics, and amount of airplay, but we don't feel like it has to be in the form of a survey number. We're among the first top 40 mass appeal stations in the U.S. to drop survey numbers," Levine remarked, "and the response hasn't been unfavorable."

"Record promoters work this area primarily by phone . . . most have been very understanding about the elimination of numbers. We watch each record's feedback very carefully . . . and then let promoters and companies know how their product is doing on airplay and sales without giving them a number. People don't talk numbers that much anymore, anyway. The more important concept is the 'did you know WZZZ went on the record?' approach."

### Big Barriers

Levine said that he felt the station had removed a big barrier by dropping the numerical popularity. "If all stations would drop the numbers, everyone would be a lot happier . . . but for some reason the record companies and radio stations still feel they have to play the number game."

"The fact is that we're able to expose music, sometimes making or breaking a

*continued on pg. 44*

## New FM Action LPs

### Most Added LPs

1. **Together** — Johnny & Edgar Winter — Blue Sky/Epic
2. **Agents Of Fortune** — Blue Oyster Cult — Columbia
3. **Resolution** — Andy Pratt — Nemperor/Atlantic
4. **Free In America** — Ben Sidran — Arista
5. **Long Hard Ride** — Marshall Tucker Band — Capricorn
6. **Slippin' Away** — Chris Hillman — Asylum
7. **Airborne** — Flying Burrito Bros. — Columbia
8. **Body English** — Michael Urbaniak — Arista
9. **Those Southern Knights** — Crusaders — Blue Thumb/ABC
10. **Warren Zevon** — Asylum
11. **Howlin' Wind** — Graham Parker — Mercury
12. **The Way They Were** — Guess Who — RCA
13. **Live At Carnegie Hall** — Renaissance — Sire/ABC
14. **Seed Of Memory** — Terry Reid — ABC
15. **Too Stuffed To Jump** — Amazing Rhythm Aces — ABC
16. **Helluva Band** — Angel — Casablanca
17. **Changes One Bowie** — David Bowie — RCA
18. **Runaways** — Mercury

### Most Predicted Hits

1. **Slippin' Away** (entire LP) — Chris Hillman — Asylum
2. **Warren Zevon** (entire LP)/Carmelita — Warren Zevon — Asylum
3. **Resolution** (entire LP) — Andy Pratt — Nemperor
4. **Firefall** (entire LP)/You Are The Woman — Firefall — Atlantic
5. **Too Old To Rock 'N Roll** (entire LP)/You Are The Woman — Jethro Tull — Chrysalis

### Most Requested Cuts

1. **Fly Like An Eagle** (entire LP) — Steve Miller Band — Capitol
2. **Last Child/Rats In The Cellar/Sick As A Dog** — Aerosmith — Columbia
3. **Royal Scam** (entire LP)/Kid Charlemagne — Steely Dan — ABC
4. **Crazy On You/Magic Man/Sing Child** — Heart — Mushroom
5. **Firefall** (entire LP) — Atlantic

## station breaks

Two new air personalities in at **WXRT-FM**, progressive outlet in Chicago. **Scott McConnell** in as morning man from **KZAP**, Sacramento. **Ken Terry** doing the all-night show from **KLOL-FM**, Houston. Other jocks on the airstaff include **John Bell**, **Mitch Michaels**, **John Platt**, **Bob Shulman** and **Terri Hemmert**. The station recently switched to 24-hour a day programming, having been a part-time broadcasting station since its inception.

**Sheila Bryan Butler** named promotion director for **68/WCBM** radio, Baltimore. She last worked at **WJZ-TV**.

New lineup at **KWST**, Los Angeles includes **Jim LaFawn**, **Chuck Marshall**, **Mark Cooper**, **Rich Dalton** from **KWKI**, Kansas City, **Bill Bowker** and **Michael Benner** from **KNAC**, Long Beach. Weekends feature **Alexia** who works swing shift and **Karen Brenner** from **KEZY-FM**, Anaheim, Calif.

Earth News for week of June 7-13 includes a special 12-part interview of **Led Zeppelin** and an interview with **Brass Construction**, United Artists recording artists.

Chicago White Sox owner **Bill Veeck** and wife **Mary Frances** host a new show that debuted on Chicago's **WMAQ** on May 30. The hour show on Sundays is called "Mary Frances Veeck and Friend" and features the Veecks' own brand of conversation with studio guests and the public by phone.

**Century 21 Productions**, Dallas, has completed a six-hour special, "Epic of the Seventies," hosted by Los Angeles radio

personality **Larry McKay**. The series is a contemporary look at the music of the seventies.

**WYZE**, Atlanta, broadcast an all-Beatles weekend June 5-7 creating the Beatlemania of the middle '60s complete with recorded interviews, Beatles trivia, Beatles history, and news items recreating

*continued on pg. 44*



**W4 WEAVES GOLD:** A festive gold record award ceremony took place recently in Detroit when WWWW was presented with a gold album in recognition of the station's early support of Gary Wright's "Dream Weaver" album. Participants in the presentation included (left to right) Warner Bros. regional marketing manager Al Frontera, Warner Bros. promotion manager Mike Stone, W4's Jerry Lund (with gold record), station general manager Bart Walch and music director Karen Savelly.



**OVATION FOR O'BRIEN** — Big Ron O'Brien (2nd from left), WOKY, Chicago, p.m. drive personality, recently signed a recording pact with Illinois-based Ovation Records, who are readying the release of his debut single "Everybody Knows Matilda." Pictured at the signing are (left to right) Ovation president Dick Schory with O'Brien's executive colleagues from Big Ron Productions, Jim Bernard Hebel (a fellow WCFL air alumnus of O'Brien) and Ed Redmond, co-producers of the record.









# THE CASH BOX POP RADIO ANALYSIS

<i>most added records</i>	This Week	To Date	<i>station adds this week</i>
1. Kiss And Say Goodbye — Manhattans — Columbia	24%	72%	KJR, WIXY, WSAI, WPEZ, WOAM, WMAK, KISN, KCBQ, WLAC, WGH, WIRL, KAFY, WPRO, Y-100, KLEO, WNCI, WDRC
2. You're My Best Friend — Queen — Elektra	21%	58%	KJR, KYA, WHBQ, WMAK, WBLI, U-100, KIIS, KSTP, KCBQ, WOKY, WLAC, WIRL, WLEE, WBBQ, WJET, WDRC
3. The Boys Are Back In Town — Thin Lizzy — Mercury	16%	71%	KXOK, WMAK, WPGC, WHBQ, WBLI, KISN, WOKY, WSGN, WVBF, WLEE, WSGA, WAKY
4. Let Her In — John Travolta — Midland Int'l./RCA	16%	45%	WPIX, KIMN, WBLI, U-100, KISN, KCBQ, WOKY, WSGN, WLEE, WBBQ, KEEL, WERC
5. Rock And Roll Music — Beach Boys — Reprise/WB	16%	32%	WSAI, WPIX, KNOE, KRSP, WKLO, Z-93, WAYS, WSGA, KEEL, KIOA, WAKY, WDRC
6. Framed — Cheech & Chong — A&M	16%	24%	KILT, KTLK, WPEZ, KSTP, KING, WOKY, WLAC, KAFY, KRSP, WKLO, WPRO, WAYS
7. Today's The Day — America — WB	15%	66%	KJR, WPEZ, KISN, WGH, WIRL, WGCL, WDFH, Z-93, WLEE, WBBQ, WSGA
8. Got To Get You Into My Life — Beatles — Capitol	12%	21%	WSAI, KING, WCOL, KRSP, WBBF, WBBQ, WSGA, WERC, WCAO
9. Get Closer — Seals & Crofts — WB	9%	54%	KLIF, WBLI, KRSP, WAPE, WERC, WING, WORC
10. I Need To Be In Love — Carpenters — A&M	9%	20%	WIXY, WFIL, KING, WDFH, WLEE, KLEO, WAKY
11. Good Vibrations — Todd Rundgren — Bearsville/WB	9%	13%	KILT, KIIS, WLAC, WGCL, WLEE, WBBF, KEEL
12. Making Our Dreams Come True — Cyndi Greco — Private Stock	8%	50%	KILT, KTLK, KING, WGH, WVBF, WLEE
13. I'll Be Good To You — Brothers Johnson — A&M	8%	47%	KXOK, WGCL, WPRO, WSGA, KLEO, WHHY
14. Movin' — Brass Construction — UA	8%	46%	WABC, WDGY, WHB, WVBF, KRIZ, KISN
15. Tear The Roof — Parliament — Casablanca	8%	36%	WQXI, WAPE, WLEE, WSGA, KEEL, WJET
16. I'm Easy — Keith Carradine — ABC	8%	19%	KIMN, WBBQ, WSGA, WHHY, WING, WDRC
17. You'll Never Find — Lou Rawls — Phila. Int'l./Epic	8%	15%	WDRQ, WPGC, KIMN, WAYS, WING, WCAO
18. Last Child — Aerosmith — Columbia	8%	12%	WAVZ, KSTP, Z-93, WCOL, WAKY, WDRC
19. If You Know What I Mean — Neil Diamond — Columbia	8%	8%	WRKO, KHJ, WFIL, KLIF, WPIX, KIIS

## radio active singles

- Afternoon Delight** — Starland Vocal Band — Windsong/RCA  
KJR 17-11, KILT 28-18, KYA Ex-19, WMAK 26-20, KIIS 30-25, WGCL 19-1, WERC 7-2, U-100 12-4, KAFY 10-4, WNCI 14-4, KIOA 17-5, WAPE 15-10, WIRL 23-13, WSGN 22-13, WING 20-14, WGH 27-17, KING Ex-19, KEEL 27-19, KCBQ 30-22
- Love Is Alive** — Gary Wright — WB  
WRKO 22-17, WHBQ 21-13, KXOK 22-17, WPGC 15-9, Z-93 17-12, KING 19-12, U-100 20-13, KLEO 18-10, WSGA 26-15, WLEE 25-18, WVBF 25-20, WAVZ 27-20, KSTP Ex-21, WLAC Ex-23
- More, More, More** — Andrea True — Buddah  
KHJ 18-11, WQAM 14-2, WQXI 12-7, WHB 17-13, WDGY 17-13, KTLK 24-14, WMAK 20-15, Y-100 8-3, WBBF 10-4, WBLI Ex-10, KRSP 24-18, KISN 29-22
- Misty Blue** — Dorothy Moore — Malaco/TK  
KHJ 20-16, KLIF 5-1, KTLK 28-19, WLAC 5-1, KNDE 9-2, KNUS 14-6, KISN 15-7, WLS 14-10, KING 20-11, WSAI 18-13, KLBO 27-17
- Moonlight Feels Right** — Starbuck — Private Stock  
WPGC 18-11, KXOK 20-16, KIIS 22-17, KILT 37-20, WFIL 24-20, KTLK 39-33, WJET 13-8, KING 18-10, U-100 21-16, KIMN 29-19
- Takin' It To The Streets** — Doobie Brothers — WB  
KIIS 14-9, KTLK 21-16, WIXY 38-29, WAPE 8-2, WYBF 19-9, WSGN 15-9, WLEE 18-11, WING 21-15, KLEO 21-16, WAYS 25-18, WCAO 25-18
- Never Gonna Fall In Love** — Eric Carmen — Arista  
WLS 22-13, WRKO 23-14, WPGC 13-7, WQXI 22-16, KIIS 26-20, KILT Ex-35, WBBQ 13-6, KIOA 21-12, WAVE 22-15, WDRC 26-20
- Today's The Day** — America — WB  
WHBQ Ex-27, WIXY 34-27, KLIF Ex-23, KILT 34-25, WCAO 24-14, WHHY 24-15, WDRC 25-18, WAPE 26-19, WAVZ Ex-26
- Get Closer** — Seals & Crofts — WB  
KJR Ex-22, KTLK 22-15, WSAI 27-18, WHHY 12-7, WDRC 16-10, WNCI 15-10, WOKY 19-12, WORC 25-17, WING 40-32


## looking ahead to the top 100

- |   |   |
|---|---|
| 101 <b>TOWN CRYER</b><br>(Planetary/Karolann — ASCAP)<br>SCOTT KEY (Pyramid/Roulette P8002)           | 111 <b>BREAKER, BREAKER</b><br>(Hustlers — BMI)<br>OUTLAWS (Arista AS 0188)                                   |
| 102 <b>THIS IS IT</b><br>(Warner Tamerlane/Van McCoy — BMI)<br>MELBA MOORE (Buddah BDA 519)           | 112 <b>THEME FROM MASH</b><br>(20th Century — ASCAP)<br>THE NEW MARKETTES (Seminole SEM-501)                  |
| 103 <b>NUTBUSH CITY LIMITS</b><br>(Unart/Hub — BMI)<br>BOB SEGER (Capitol P4269)                      | 113 <b>AMERICA THE BEAUTIFUL</b><br>(Public Domain)<br>RAY CHARLES (Crossover 985)                            |
| 104 <b>LET IT SHINE</b><br>(Light — BMI)<br>SANTANA (Columbia 3-10336)                                | 114 <b>FLAMING YOUTH</b><br>(Cafe Americana/Rock Steady — ASCAP/All By Myself — BMI)<br>KISS (Casablanca 858) |
| 105 <b>SAVE YOUR KISSES FOR ME</b><br>(Easy Listening — ASCAP)<br>BOBBY VINTON (ABC 12186)            | 115 <b>WILL YOU LOVE ME TOMORROW</b><br>(Screen Gems — BMI)<br>DANA VALERY (Phantom JB 10566)                 |
| 106 <b>OPEN</b><br>(Jobete & Bertram — ASCAP)<br>SMOKEY ROBINSON (Tamla/Motown 54267)                 | 116 <b>HARD WORK</b><br>(Hard Work — BMI)<br>JOHN HANDY (ABC Impulse IMP 31005)                               |
| 107 <b>TVC15</b><br>(Bewlay/Moth/Fleur — BMI)<br>DAVID BOWIE (RCA 10664)                              | 117 <b>YES, I'M READY</b><br>(Dandelion/Stilran — BMI)<br>TOM SULLIVAN (ABC 12174)                            |
| 108 <b>RAINBOW IN YOUR EYES</b><br>(Teddy Jack — BMI)<br>MARY AND LEON RUSSELL (Paradise/WB PDS 8208) | 118 <b>THE FLAG</b><br>(Unart — BMI)<br>CHARLIE VAN DYKE (UA 810)   |
| 109 <b>BUTTERFLY FOR BUCKY</b><br>(Unart/Pen in Hand — BMI)<br>BOBBY GOLDSBORO (UA XW793Y)            | 119 <b>IT MUST BE LOVE</b><br>(Tennessee Swamp Fox — ASCAP)<br>TONY JOE WHITE (20th Century TC 2276)          |
| 110 <b>LET IT SHINE</b><br>(Jec/Al Green — BMI)<br>AL GREEN (Hi/London 5N 2306)                       | 120 <b>HUSTLE ON UP (DO THE BUMP)</b><br>(Dandelion — BMI)<br>HIDDEN STRENGTH (UA XW 733Y)                    |

AMERICA'S FAVORITE.  
ASK FOR IT BY NAME.



"CHICAGO X." THEIR TENTH PLATINUM ALBUM,  
PC 34200

CHICAGO and  are trademarks of the U.S. Pat. & Tm. Office.  
Produced by James William Guercio



Chicago

WT. 1.05 OZS

ON COLUMBIA RECORDS AND TAPES.

- NORTH CENTRAL**
1. BARRY MANILOW
  2. DONNY & MARIE OSMOND
  3. SEALS & CROFTS
  4. ELVIS PRESLEY
  5. NEIL SEDAKA
  6. TED NUGENT
  7. ERIC CARMEN
  8. HEAD EAST
  9. ROD STEWART
  10. R.E.O.

- MIDWEST**
1. CHARLIE DANIELS
  2. BOB SEGER
  3. BOOTSY'S RUBBER BAND
  4. FIREFALL
  5. BLACKMORE'S RAINBOW
  6. TODD RUNDGREN
  7. POCO
  8. HALL & OATES
  9. HEAD EAST
  10. ALAN PARSONS
  11. R.E.O.
  12. LOU RAWLS
  13. RUNAWAYS
  14. RAMSEY LEWIS
  15. RENAISSANCE

- NORTHEAST**
1. HALL & OATES
  2. SILVER CONVENTION
  3. MANHATTANS
  4. JOHN TRAVOLTA
  5. TRAMMPS
  6. RENAISSANCE
  7. BILLY JOEL
  8. LOU RAWLS
  9. CAMEL
  10. ARETHA FRANKLIN
  11. NAZARETH
  12. LOUDON WAINWRIGHT III
  13. RONNIE LAWS
  14. SUPREMES
  15. GENTLE GIANT

- WEST**
1. TOWER OF POWER
  2. SEALS & CROFTS
  3. LEE OSKAR
  4. DOROTHY MOORE
  5. SONS OF CHAMPLIN
  6. STEPHEN STILLS
  7. TUBES
  8. TAVARES
  9. BILL COSBY
  10. STANLEY TURRENTINE
  11. PLEASURE
  12. CHOCOLATE MILK
  13. BUBBLIN' BROWN SUGAR
  14. TYMES
  15. SPECIAL DELIVERY

## NATIONAL BREAKOUTS

- |                   |                 |                            |
|-------------------|-----------------|----------------------------|
| 1. ISLEY BROTHERS | 5. NATALIE COLE | 9. DAVID BOWIE             |
| 2. STEELY DAN     | 6. HEART        | 10. OHIO PLAYERS           |
| 3. STEVE MILLER   | 7. CRUSADERS    | 11. STARLAND VOCAL BAND    |
| 4. JETHRO TULL    | 8. B.T. EXPRESS | 12. ATLANTA RHYTHM SECTION |
|                   |                 | 13. BLUE OYSTER CULT       |

- BALT./WASH.**
1. BILL COSBY
  2. MANHATTANS
  3. BOOTSY'S RUBBER BAND
  4. TRAMMPS
  5. RAMSEY LEWIS
  6. LEE OSKAR
  7. SUPREMES
  8. ARETHA FRANKLIN
  9. HALL & OATES
  10. RONNIE LAWS
  11. NORMAN CONNERS
  12. MELBA MOORE
  13. LOU RAWLS
  14. CROWN HEIGHTS AFFAIR
  15. JIMMY McGRUFF

- DENVER/PHOENIX**
1. CHARLIE DANIELS
  2. SEALS & CROFTS
  3. STEPHEN STILLS
  4. BILLY JOEL
  5. RONNIE LAWS
  6. CAMEL
  7. GERARD
  8. TOWER OF POWER
  9. STANLEY TURRENTINE
  10. CHRIS HILLMAN

- SOUTH CENTRAL**
1. LEON RUSSELL
  2. BOOTSY'S RUBBER BAND
  3. STEPHEN STILLS
  4. JOHN HANDY
  5. POCO
  6. MICHAEL FRANKS
  7. JOE COCKER
  8. SONS OF CHAMPLIN
  9. RONNIE LAWS
  10. RUNAWAYS

- SOUTHEAST**
1. THIN LIZZY
  2. FIREFALL
  3. LEON & MARY RUSSELL
  4. ELVIS PRESLEY
  5. J.D. SOUTHER
  6. POCO
  7. JOHN TRAVOLTA
  8. BOOTSY'S RUBBER BAND
  9. MAXINE NIGHTINGALE
  10. JOE COCKER

Albums listed as regional breakthroughs are consensus choices of the accounts listed below. These accounts assess hit potential of new LP releases based on regional sales, overall sales potential and per-

sonal predictions. Albums listed as national breakthroughs have been reported by a minimum of 75% of outlets listed below and have appeared in a minimum of six markets.

REGIONAL ALBUM ACTIVITY is compiled from sales information from the following national, regional and local wholesalers and retailers: **NATIONAL ACCOUNTS:** ABC Record & Tape Sales, Disc Records, Korvettes, Lieberman Enterprises, J.L. Marsh/Musicland & Record Bar. **REGIONAL AND LOCAL ACCOUNTS:** Alexander's/N.Y., Alwiik/N.J., Ambat/Cincinnati, Angott/Detroit, Apex-Martin/N.J., Aravox/N.Y., Best Service/Boston, Bee Gee/Albany, Bovis Two/Providence, Brass Ear/Seattle, Bromo/Dallas-Houston-Okla. City, Buffalo One Stop/Buffalo, Cactus/Houston, Capers Corner/Kansas City, Cassells/L.A., Central/Hartford, Central South/Nashville, Circles/Phoenix, Commercial/Portland, Consolidated/Detroit, Norman Cooper/Phila., Cutlers/New Haven, Dan Jay/Denver, Dick's/Boston, Disco/Boston, Discomat/N.Y., D.J.'s/Seattle, Double B/Long Island, Ernie's/Chicago, 1812 Overture/Milwaukee, El Roy-TSS-Record World/Long Island, Everybody's Records/Seattle, Evolution/Phoenix, E-Z One Stop/Boston, Father's & Sun's/Indianapolis, For The Record/Baltimore, Franklin/Atlanta, Galgano/Chicago, Gardner's/Chicago, Gary's/Richmond, Giant/Virginia, Handleman/Detroit, Harmony House/Detroit, Harmony House/N.J., Harvard Coop/Boston, Inner Sanctum/Austin, Interstate/Miami, J&J-Record Museum/Phila., Jerry's/4Phila., King Karol/N.Y., Knox/Knoxville, L.A. City One Stop/L.A., Licorice Pizza/L.A., M.J.S./Miami, Mighty Fine-Record Factory/S.F., Mile High/Denver,

Modern/Milwaukee, Mushroom/New Orleans, Music City/Nashville, Music Menu/S.F., Music Millennium/Portland, Music Plus/L.A., Music Scene/Atlanta, Music Street/Seattle, Musical Isle/St. Louis and S.F., National Record Mart/Midwest, Northern Records/Cleveland, Odyssey/Southwest, Peaches/Atlanta, Cleveland, Denver, Ft. Lauderdale, L.A., & St. Louis, Peter's/Boston, Potomac/Baltimore, Prospect/Cleveland, Radio Doctors/Milwaukee, Rapid Sales/Madison, Record & Tape Collectors/Baltimore, Record Cove/Monterey, Record Dept. Merch./Memphis, Record Masters/Baltimore, Record Revolution/Cleveland, Record Shack/N.Y., & Atlanta, Record Theatre/Cleveland-Akron, Recordland/Midwest, Richman Bros./Phila., Rose/Chicago, Sam Goody/N.Y. & Phila., Schwartz Bros.-Harmony Huts/D.C., Sieberts/Little Roch, Shulman-Listening Booth/N.J.-Phila., Soul Shack/D.C., Sound Town/Dallas, Sound Unlimited/Chicago, Sound Warehouse/Houston-Dallas, Southern/Miami, Spec's/Miami, Stark-Camelot/Midwest, Strawberrys/Boston, Streetside/St. Louis, Swallens/Cincinnati, Tape City/New Orleans, Tosh's One Stop/Seattle, Tower/L.A., Sacramento & S.F., Town Hall/N.Y., Trans World/Albany, Two Guys/East Coast, United/Miami, Waxie Maxie/D.C., West Coast Music Sales/L.A., Western Merchandisers/Southwest, Wilcox/Okla. City, Win One Stop/N.Y.

## Videodisc

at any time, although this will probably not occur before mid-1977. Additionally, RCA management feels that its player and records are closer to volume production than its counterparts at Phillips and MCA.

### Guarded Optimism

The reason for such guarded, wary optimism is that at stake may not be just a portion of the videodisc market, but the entire market itself. Although to look at them, the systems appear to be compatible, each turns the microscopic bumps and squiggles on their records into TV pictures very differently from the other. There is such a difference, that discs made for one system will not be able to be played on the other.

Essentially, the Phillips/MCA prototype bounces a low-power laser beam off the record without touching it. The RCA pickup stylus rides in the groove of the record like a phonograph needle. Because the former uses the science of optics, it is called an

"optical system." Because the RCA metal tipped sapphire stylus senses tiny changes in electrical capacitance to produce the signal, it is called a "capacitance system."

RCA's player is technologically simpler, which should keep production and subsequent cost problems minimal. Because the RCA pickup stylus rides in the grooves of the record, it does not need the controls the industry calls "servo systems" to stay on track. Also, the capacitance system necessarily rotates at a much slower speed than the optical system (450 vs. 1800 rpm), reducing the possibility of excessive vibration.

### Mass Production A Problem

Still, the Phillips/MCA collaboration has kept pace with its adversary in tests run by audio-visual experts, who have called it a brilliantly conceived piece of electronics. Furthermore, since the player doesn't touch the record, it can do things the RCA system can't; speed up the program, slow it down, or freeze the action. These features, thus, become highly attractive when one contemplates use of the system for com-

plicated teaching techniques. Yet, the manufacturers will have to succeed in mass producing a product that uses lasers, which no one has done previously. Not only is the core of the player untested in mass production, but it is questionable as to whether this model can be competitively produced due to the expense of construction required for use of the laser.

If the optical player is more complicated than RCA's, its discs are less so. They are sturdy and easily handled, and because there is no actual contact with the players, they should last virtually forever. RCA's discs, obversely, should be treated like phonograph records and have a "life" of approximately 500 hours. RCA's projected retail price for a one-hour disc is \$10 and for a full length movie \$15 to \$18. MCA has announced that an MCA-owned movie (the company owns Universal Pictures as well as a movie library) will cost \$10. It is expected though, that the average price of videodiscs for all types of programming will range from \$10 to \$18 for both competitors.

## Casablanca To Distrib. Douglas Records

LOS ANGELES — Casablanca records has entered an agreement with Douglas records to market and distribute all Douglas products, according to Neil Bogart, president of Casablanca and Alan Douglas, president of Douglas.

The first three Douglas releases set for release by Casablanca are (1) John McLaughlin's "My Goals Beyond," (2) Eric Dolphy's "Jitterbug Waltz" and (3) "The Last Poets' "Jazzoetry."

## BNB Forms Big Heart

LOS ANGELES — BNB Associates, Ltd. has announced that their new publishing company, Big Heart Music, Inc. will co-publish the entire Harmony & Grits Catalogue containing songs of young writers Becky Hobbs and Lewis Anderson. Hobbs and Lewis have had tunes recorded by such artists as Helen Reddy, Shirley Bassey and The Carpenters.

# CASH BOX COUNTRY

## COUNTRY ARTIST OF THE WEEK

### Johnny Cash



"The Johnny Cash Phenomenon" — Johnny Cash is one of the biggest things that has happened to country music since its recorded beginnings a half century ago. The Cash style and performance crosses virtually all social boundaries. He fills the biggest arenas in America, the most elegant theatres in Europe, racetracks in Australia, the "show rooms" in Nevada and prison yards from San Quentin in California to Stockholm, Sweden. Old and young alike identify with him.

The son of an Arkansas cotton farmer, Cash has come a long way through the years, paying his dues as he went along. He was hauling water for a road gang when he was ten, and pulling a nine-foot cotton sack when he was twelve. After finishing high school he enlisted in the Air Force and was sent to Germany, where he bought his first guitar. It was during this period in Germany that Johnny wrote one of his most important songs, "Folsom Prison Blues." The song has since sold millions, and has served Cash well as a vocal signature.

Returning to civilian life, Cash and "The Tennessee Two," Marshal Grant and Luther Perkins, got together and recorded for Sun Records the releases "Cry, Cry, Cry" and "Hey Porter" in June of 1955. By the mid-sixties Cash was one of country music's top artists, but he unfortunately became involved with amphetamines and barbituates and his career went into a decline. After a long hard struggle he overcame the problem, renewed his career, and it was at this time that he married June Carter.

In November of 1971 John and June took a film crew to Israel, where he wrote and produced a feature length film entitled "Gospel Road." This project was the end result of the Cashes' dreams to tell the story of the life of Christ as they envisioned it. Twentieth Century Fox originally distributed the film, and more recently, Billy Graham's World Wide Pictures of Burbank, California, purchased "Gospel Road" for distribution.

John's list of motion picture and TV credits is impressive. He co-starred with Kirk Douglas in "A Gunfight" for Paramount Pictures, has guested and hosted on all of the top variety shows, and played opposite Peter Falk in a top-rated dramatic "Columbo" segment in March of 1974. A recent ABC-TV special, "Ridin' The Rails," depicting the history of the American railroad, was a landmark in the documentary field for its historical as well as its entertainment value.

Johnny Cash has recently been honored with a Doctorate of Humanities degree from Gardner Webb College in North Carolina, the dedication of The Retreat Mental Hospital in Decatur, Alabama, in his name, and the Faith in Freedom Award by Religious Heritage of America, Inc.

Cash still performs ten to twelve prison shows per year along with his television and concert commitments, while enjoying a lasting relationship with Columbia Records. His book about his experiences and philosophy of life as well as his spiritual world, entitled "Man In Black," was published in 1975 by Zondervan.

*continued on pg. 30*



**NOVA PACTS DICKEY LEE** — RCA recording artist Dickey Lee has been signed by Chuck Glaser's Nova Agency, which also handles Waylon Jennings, Jessi Colter and Tompall. Looking over Dickey's shoulder are Chuck Glaser, Lee's manager, Juan Contreras, and agent Joe Hupp.



**RABBITT VISITS CB IN L.A.** — Elektra recording artist Eddie Rabbitt visited Cash Box's offices on a recent visit to Los Angeles in conjunction with the release of his latest album, "Rocky Mountain Music." Rabbitt is shown with CB publisher George Albert.

## Schedule Set For Fan Fair '76

NASHVILLE — Fan Fair '76 will kick off in Nashville on June 7 with this year's Third Annual Fan Fair Softball Tournament, which will continue June 8.

Plans are being finalized to broadcast the championship game live on WSM radio. Trophy presentations will immediately follow the men's championship game.

Teams in the men's division include Billboard's Music Row Rebels, Ray Griff's Rays of Sunshine, Ronnie Milsap's Blind Faith, WSM's Big Country Machine, Kenny Price's Super Sidemen, Playboy's Chartbusters, RCA's Nippers, ABC/Dot's Hot Shots, Nashville Pickers, The Jones Boys, Ernest Tubb Record Shop Rejects, Bill Anderson's Po' Boys, Cal Smith's Country Bumpkins, Mercury Records, Super-sound's Super Dukes, WMAK All Americans, and Conway Twitty's Twitty Birds.

Teams in the women's division include: Mary Reeves' Reev-ettes, the Po' Girls, ABC/Dot's Hot Shots, and WSM's Mouth of the South. Attendance is free to the public.

### Record Label Shows

Wednesday June 9 will feature a bluegrass concert with such artists as Bill Monroe and the Bluegrass Boys, Lester Flatt and the Nashville Grass and many others. The record labels will showcase their artists on Thursday and Friday. Capitol artists appearing on Thursday include Gene Watson, Linda Hargrove and Freddie Hart. Also appearing Thursday June 10 are ABC/Dot artists Narvel Felts, Barbara Mandrell and Tommy Overstreet; MCA artists Bill Anderson, Conway Twitty and Loretta Lynn; and Mercury artists Johnny Rodriguez and Cledus Maggard.

Appearing at the RCA show on Friday are Danny Davis and the Nashville Brass, Dickey Lee and Dave & Sugar. Don Gibson

*continued on pg. 30*



**LISTEN YOU GUYS** — Singer Eddy Arnold (l), stops to give some pointers to fellow RCA Records artists Bobby Bare and Danny Davis. The RCA trio met at Nashville's Ryman Auditorium to do a brief TV filming stint for the label. Arnold, who recently returned to the RCA label, celebrated the return with a new single "Cowboy."



**AT LEAST HE DOESN'T HAVE A TRUNK** — Roger Miller, who used to play drums in Faron Young's band, turned the tables on Young by putting him to work as his "personal valet" at the Nashville airport.



**THE SADDLE TRAMP IN MUSIC CITY** — Epic Records' Charlie Daniels was joined by label executives during his recent benefit concert in Nashville. Pictured (l. to r.) are: Ron Bledsoe, vice president, Nashville operations, CBS Records; Ron Alexenburg, senior vice president and general manager, Epic Records and associated labels; Charlie; Bruce Lundvall, president, CBS Records; and Billy Sherrill, vice president, A&R, CBS Records, Nashville.

## Music Mill Moves In

NASHVILLE — Music Mill, a Muscle Shoals-based music complex, has opened facilities in Nashville which will deal primarily with the publishing arm of the company. Don Putnam has been appointed vice-president in charge of Nashville operations by Music Mill execs Al Cartee and George Soule. Music Mill has twenty-five contracted songwriters, and the new Music Mill label has signed and recorded John Wesley Ryles, Bob Yarborough and Stan Hitchcock

## New Dist. For Cin-Kay

LOS ANGELES — Cin-Kay records will now distribute all their future releases from their home office in Sherman Oaks, California. The product now being released is "C.B. Widow" (CK-107) by Linda Cassady and "Howard's Will" (CK-108) by Buford Hiram & The Contestors.

## Dean Gets Gold "I.O.U."

NASHVILLE — The single "I.O.U." by Jimmy Dean on Casino Records has been certified gold by the RIAA.

# ADDITIONS TO COUNTRY PLAYLISTS

**AS — INDIANAPOLIS**  
 Undercloud — Polydor  
 Back — Roy Head — ABC/Dot  
 The Tables To Turn — Wayne Kemp — United

One Of These Days — Emmylou Harris — Reprise  
 Livin' On Love Street — Shylo — Columbia  
 Why Do We Carry On — Sandy Posey — Monument

**KCKH — KANSAS CITY**  
 Say It Again — Don Williams — ABC/Dot  
 I'll Get Better — Sammi Smith — Elektra  
 Do You Right Tonight — Eddie Rabbitt — Elektra  
 Give Her What She Wants — Charlie Ross — Big Tree  
 Crying — Ronnie Milsap — Warner Brothers  
 Frog Kissin' — Chet Atkins — RCA  
 A Cowboy Like You — The Hecksels — RCA  
 A Couple More Years — Dr. Hook — Capitol  
 Because You Believed In Me — Gene Watson — Capitol  
 Hey Shirley — Shirley & Squirrelly — GRT  
 It Doesn't Hurt To Ask — Jeanne Pruett — MCA  
 I Met A Friend Of Yours Today — Mel Street — GRT  
 It's A Good Night For Singing — Jerry Jeff Walker — MCA

**KENR — HOUSTON**  
 A Butterfly For Buckey — Bobby Goldsboro — United Artists  
 Negatory Romance — Tom T. Hall — Mercury  
 Here Comes That Girl Again — Tommy Overstreet — ABC/Dot

**KFDI — WICHITA**  
 Hey Shirley — Shirley & Squirrelly — GRT  
 Doing My Time — Don Gibson — Hickory  
 Who's Been Here Since I've Been Gone — Hank Snow — RCA  
 We Don't Want The World — Mike & Mickey — Starday  
 I'll Get Better — Sammi Smith — Elektra

**KFOX — LONG BEACH**  
 When Something Is Wrong With My Baby — Sonny James — Columbia  
 Crying — Ronnie Milsap — Warner Brothers  
 Say It Again — Don Williams — ABC/Dot  
 Golden Ring — George Jones & Tammy Wynette — Epic  
 MacArthur's Hand — Cal Smith — MCA

**KLAC — LOS ANGELES**  
 Flash Of Fire — Hoyt Axton — A&M  
 Love Revival — Mel Tillis — MCA  
 In Some Room Above The Street — Gary Stewart — RCA  
 Solitary Man — T.G. Sheppard — Hitsville  
 Woman — David Willis — Epic  
 Golden Ring — George Jones & Tammy Wynette — Epic  
 Rocky Mountain Music — Eddie Rabbitt — Elektra

**KSOP — SALT LAKE CITY**  
 Frog Kissin' — Chet Atkins — RCA  
 Hey Shirley — Shirley & Squirrelly — GRT  
 The Way He's Treated You — Nat Stuckey — MCA  
 Sleepin' All Mornin' — Ed Bruce — United Artists  
 Crying — Ronnie Milsap — Warner Brothers  
 It Doesn't Hurt To Ask — Jeanne Pruett — MCA  
 I Met A Friend Of Yours Today — Mel Street — GRT  
 Say It Again — Don Williams — ABC/Dot  
 Because You Believed In Me — Gene Watson — Capitol  
 Rodeo Cowboy — Lynn Anderson — Columbia  
 MacArthur's Hand — Cal Smith — MCA  
 Think Summer — Roy Clark — ABC/Dot  
 Golden Ring — George Jones & Tammy Wynette — Epic  
 Solitary Man — T.G. Sheppard — Hitsville  
 Number One — Billy Swan — Monument  
 Do You Right Tonight — Eddie Rabbitt — Elektra  
 You Don't Need A Cadillac — Jeris Ross — ABC/Dot

**WHK — CLEVELAND**  
 When A Man Loves A Woman — John Wesley Ryles — Music Mill  
 #1 With A Heartache — Billy Larkin — Casino  
 Love Revival — Mel Tillis — MCA  
 Goodnight My Love — Randy Barlow — Gazelle  
 Flash Of Fire — Hoyt Axton — A&M  
 If I'm A Fool For Loving You — Dottie West — RCA

**WIRE — INDIANAPOLIS**  
 Cowboy — Eddy Arnold — RCA  
 Goodnight My Love — Randy Barlow — Gazelle  
 I Love The Way That You Love Me — Ray Griff — Capitol  
 Have A Dream On Me — Mel Daniels — Capitol  
 Solitary Man — T.G. Sheppard — Hitsville  
 Teddy Bear — Red Sovine — Starday  
 Was It Worth It — Joe Stampley — Epic  
 Love Revival — Mel Tillis — MCA  
 The Letter — Conway Twitty & Loretta Lynn — MCA  
 Woman — David Willis — Epic  
 Faded Love — Billie Jo Spears — Capitol

**WKDA — NASHVILLE**  
 Flash Of Fire — Hoyt Axton — A&M  
 Sleepin' All Mornin' — Ed Bruce — United Artists  
 The Letter — Conway Twitty & Loretta Lynn — MCA  
 Bring It On Home — Mickey Gilley — Playboy

**WMC — MEMPHIS**  
 The Letter — Conway & Loretta — MCA  
 Rocky Mountain Music — Eddie Rabbitt — Elektra  
 One Of These Days — Emmylou Harris — Reprise  
 So Sad — Connie Smith — Columbia  
 Golden Ring — George Jones & Tammy Wynette — Epic

**WPLO — ATLANTA**  
 Love Revival — Mel Tillis — MCA  
 Say It Again — Don Williams — ABC/Dot  
 Cowboy — Eddy Arnold — RCA  
 The Way He's Treated You — Nat Stuckey — MCA  
 Think Summer — Roy Clark — ABC/Dot  
 Because You Believed In Me — Gene Watson — Capitol  
 Family Reunion — Oak Ridge Boys — Columbia

**WRCP — PHILADELPHIA**  
 Lovin' Somebody On A Rainy Night — LaCosta — Capitol  
 Negatory Romance — Tom T. Hall — Mercury  
 In Some Room Above The Street — Gary Stewart — RCA  
 Vaya Con Dios — Freddy Fender — ABC/Dot  
 Here Comes The Freedom Train — Merle Haggard — Capitol  
 That's What Friends Are For — Barbara Mandrell — ABC/Dot  
 Gone At Last — Johnny Paycheck — Epic  
 Do You Right Tonight — Eddie Rabbitt — Elektra

**WSDS — DETROIT**  
 Can You Hear Those Pioneers — Rex Allen Jr. — Warner Brothers  
 Here Comes The Freedom Train — Merle Haggard — Capitol  
 On The Rebound — Del Reeves & Billie Jo Spears — United Artists  
 Vaya Con Dios — Freddy Fender — ABC/Dot  
 Save Your Kisses For Me — Margo Smith — Warner Brothers

**WSLR — AKRON**  
 Family Reunion — Oak Ridge Boys — Columbia  
 Cowboy — Eddy Arnold — RCA  
 Heart Don't Fail Me Now — Randy Cornor — ABC/Dot  
 I Met A Friend Of Yours Today — Mel Street — GRT  
 Because You Believed In Me — Gene Watson — Capitol  
 Warm And Tender — Larry Gatlin — Monument  
 God Bless America Again — Conway Twitty & Loretta Lynn — MCA  
 Shame — T.G. Sheppard — Hitsville

**WUBE — CINCINNATI**  
 I Really Had A Ball Last Night — Carmol Taylor — Elektra  
 That's What Friends Are For — Barbara Mandrell — ABC/Dot  
 Do You Right Tonight — Eddie Rabbitt — Elektra  
 Save Your Kisses For Me — Margo Smith — Warner Brothers

**WVOJ — JACKSONVILLE**  
 So Sad (To Watch Good Love Go Bad) — Connie Smith — Columbia  
 Misty Blue — Billie Jo Spears — United Artists  
 I Met A Friend Of Yours Today — Mel Street — GRT  
 Makin' Love Don't Always Make Love Grow — Dickey Lee — RCA  
 The Letter — Conway & Loretta — MCA

**WWOK — MIAMI**  
 I Don't Want It — Chuck Price — Playboy  
 The Letter/ God Bless America Again — Conway & Loretta — MCA  
 One Of These Days — Emmylou Harris — Reprise  
 Think Summer — Roy Clark — ABC/Dot

**WXCL — PEORIA**  
 Golden Ring — George Jones & Tammy Wynette — Epic  
 Say It Again — Don Williams — ABC/Dot  
 The Letter — Conway Twitty & Loretta Lynn — MCA  
 Here Comes That Girl Again — Tommy Overstreet — ABC/Dot  
 Woman — David Willis — Epic  
 Truck Drivin' Man — Red Steagall — ABC/Dot

## 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. Say It Again — Don Williams — ABC/Dot
2. Because You Believed In Me — Gene Watson — Capitol
3. I Met A Friend Of Yours Today — Mel Street — GRT
4. One Of These Days — Emmylou Harris — Reprise
5. Frog Kissin' — Chet Atkins — RCA
6. Love Revival — Mel Tillis — MCA
7. Do You Right Tonight — Eddie Rabbitt — Elektra
8. Here Comes The Freedom Train — Merle Haggard — Capitol
9. Crying — Ronnie Milsap — Warner Brothers
10. Sleepin' All Mornin' — Ed Bruce — United Artists

## 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. Vaya Con Dios — Freddy Fender — ABC/Dot
2. You've Got Me To Hold On To — Tanya Tucker — MCA
3. Love Revival — Mel Tillis — MCA
4. Golden Ring — George Jones & Tammy Wynette — Epic
5. Have A Dream On Me — Mel Daniels — Capitol
6. Lovin' Somebody On A Rainy Night — LaCosta — Capitol
7. Makin' Love Don't Always Make Love Grow — Dickey Lee — RCA
8. Solitary Man — T.G. Sheppard — Hitsville
9. Lonely Teardrops — Narvel Felts — ABC/Dot
10. Save Your Kisses For Me — Margo Smith — Elektra

**WJJD — CHICAGO**  
 I Really Had A Ball Last Night — Carmol Taylor — Elektra  
 The Letter — Loretta Lynn & Conway Twitty — MCA  
 Save Your Kisses For Me — Margo Smith — Warner Brothers  
 A Butterfly For Buckey — Bobby Goldsboro — United Artists  
 Solitary Man — T.G. Sheppard — Hitsville

**WNMI — COLUMBUS**  
 Here Comes The Freedom Train — Merle Haggard — Capitol  
 #1 With A Heartache — Billy Larkin — Casino  
**WONE — DAYTON**  
 Frog Kissin' — Chet Atkins — RCA  
 Have A Dream On Me — Mel Daniels — Capitol  
 I Love The Way That You Love Me — Ray Griff — Capitol  
 Goodnight My Love — Randy Barlow — Gazelle

**Fan Fair '76** fr 29  
 and Don Everly highlight the show by Hickory Records, and the show by Columbia, Epic, Monument and Lone Star Records will feature Joe Stampley, Jody Miller and Johnny Gimble. Many more artists are set to appear for all these labels. Also set for Friday June 11 is the show by the Nashville Songwriters Association, which will feature Harlan Howard, Ernest Tubb and Bill Anderson.

**Reunion Show**  
 Saturday June 12 is the day for the Fan Fair Reunion Show, which will be attended by such stars as Jimmy Dickens, Leon McAuliffe, Patsy Montana, Minnie Pearl, Merle Travis and Kitty Wells. On Sunday June 13 Fan Fair '76 will wind up with a fiddlin' contest featuring Marty Robbins, Roy Acuff and Porter Wagoner.

**Johnny Cash** fr 29  
 Since joining Columbia Records, Johnny

Cash has amassed an amazing string of hits including "A Boy Named Sue," "What Is Truth," "Sunday Morning Coming Down," "Man In Black," "Oney," "Any Old Wind That Blows," "Ragged Old Flag," "The Lady Came From Baltimore," "Texas 1947" and his current "Once Piece At A Time" which is #1 in **Cash Box** this week.

Charlie Bragg is currently directing production of Johnny Cash's material; his booking is by Marty Klein and Lou Robbins.

## K-BOX Radio Sponsors 2nd Cotton Bowl Show

**DALLAS** — The second annual K-BOX Radio Cotton Bowl Show drew upward of thirty-thousand people to the Cotton Bowl on Sunday, May 23rd. Appearing at the free listener-appreciation concert were Roy Head, T.G. Sheppard, Jody Miller, Freddy Fender, Dave Dudley, Tony Booth, Sammi Smith and others. Artists who did not bring their own bands were backed by Dallas' Bobby Smith and the Country Blues.

CASH BOX

## SUBSCRIPTION ORDER

119 WEST 57th ST. • NEW YORK, N.Y. 10019 • Judson 6-2640

1 Year (52 ISSUES) \$50.00
  1 Year VIA AIR MAIL (U.S.A) \$85.00  
(including Canada and Mexico)

NAME \_\_\_\_\_

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

ADDRESS  BUSINESS  HOME \_\_\_\_\_

CITY \_\_\_\_\_ STATE PROVINCE COUNTRY \_\_\_\_\_ ZIP CODE \_\_\_\_\_

NATURE OF BUSINESS \_\_\_\_\_

PAYMENT ENCLOSED      DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

OUTSIDE USA FOR 1 YR.  
AIRMAIL \$90.00  
1st Class Steamer Mail \$70.00

Please Check Proper Classification Below

DEALER

ONE STOP

DISTRIB

RACK JOBBER

PUBLISHER

RECORD CO.

DISC JOCKEY

JUKE BOXES

AMUSEMENT

GAMES

VENDING MACHINES

OTHER

Warner Bros. Records is proud to announce the release of the first Warner Bros. single by

# BUCK OWENS

## "HOLLYWOOD WALTZ"

b/w  
"RAIN ON YOUR PARADE"  
WBS 8223



from the  
forthcoming album



Produced  
in Nashville  
by Norro Wilson.  
BS 2952



**Back Trent** has signed with ABC/Dot with his first release titled "The Wrestling Matches" . . . The **Spurrlovs** are set to play a string of military engagements June 10-17 . . . The **Statler Brothers** have just received word from England that they were voted "best international group" at the Eighth International Country Music Festival in Wembley, England. The winners of the various awards were voted for this year for the first time by the British public through various British country music magazines. The event was staged in front of 30,000 people and was covered for network television by the BBC.

**Little Richie Johnson** is working on several new singles by such artists as **Dee Mullins**, **Faron Young**, **Will Powers**, **Lloyd Green** and **Albert Young Eagle**. Deejays may obtain info by writing Little Richie Johnson, Box 3, Belen, New Mexico 87002 . . . **Loretta Lynn's** autobiography, "Coal Miner's Daughter," achieved the unique distinction of having its third and fourth printing within the same week. B. Dalton & Co., which is the largest book distributor in the country, reported it as their #2 best seller. Loretta just finished taping the Mike Douglas show in Philadelphia. It will be seen in various markets throughout the country during this month . . . There was a "big to-do in Yazoo" (Yazoo City, Miss., that is) when comedian **Jerry Clower** renewed his MCA recording contract on the small delta town's main street. Present for the signing of the five-year pact were Jerry's producer **Snuffy Miller**, **Roger Sovine**, director of BMI's writer administration, **Tandy Rice** and **Barbara Farnsworth** of Top Billing (the agency which books Jerry), and various local officials and friends. Following a luncheon, Jerry took visitors on a tour of a cotton compress plant and a catfish farm. Also present for the signing was **Jim Richards** of Simon & Shuster, who produced the paperback book rights to Jerry's book "Ain't God Good."

A Japanese film crew recently visited **Tanya Tucker** at her ranch near Ashland City, Tenn. in order to make a short film promoting her appearance at the Tokyo Music Festival June 21-30. The film will be shown on Japanese television and Tanya will sing her new MCA single, "You've Got Me To Hold On To," at the festival . . . **Joni Lee** is presently recuperating from surgery at her home in Hendersonville, Tenn. Her tour dates have been cancelled until June 14. While her MCA recording "Angel On My Shoulder" is a smash, the youthful singer says she is especially proud of her first album entitled "Joni Lee" . . . **David Houston** recently introduced his new single, "Lullaby Song," on the Wheeling Jamboree when he drew two full houses. It was his first Wheeling appearance since he introduced his all-time hit "Almost Persuaded" there in the late '60s. "Lullaby Song" is also the first David Houston production by **Billy Sherrill** in three years.

The Country Music Foundation of Colorado is holding its 14th Annual Colorado Country Music Festival and Trade Convention during the week of June 21-26 at the Continental Denver Hotel. The week's activities will include entertainment, business seminars and an awards banquet . . . **Jacky Ward**, Mercury recording artist, has retained **Joan B. Guertin** of Las Vegas, Nev. to handle national publicity and public relations. He joins a small select roster of clients which include country artists **Johnny Tillotson**, **Jan Freeman**, **Larry Trider** and the R&B group **The Imperials** . . . **Roy Clark** is set to headline the St. Louis Municipal Theatre's summer festival July 1-2. They have scheduled some of the biggest names in the country field for their first country package, including MCA recording artist **Mel Tillis & The Statesiders**, ABC/Dot recording star **Don Williams**, comedienne **Minnie Pearl**, **George "Goober" Lindsay**, **Buck Trent** and **The Country Boogie Bunch**, along with **Charley Pride** and **Gunilla Hutton**. The show is being produced by the **Jim Halsey Co.**

**Dottsy**, RCA recording artist, was crowned "Miss Snake Charmer 1976" and officially opened Brackettville Lions Club 1st Annual Rattlesnake Roundup in Brackettville, Texas. **Roy Dea**, RCA executive producer, and **Happy Shahan**, Dottsy's personal manager, were on hand when Dottsy made her first catch . . . It's "anchors away" for MCA recording artist **Nat Stuckey** on Sept. 5 when he and his wife **Anne** will be a part of the "Country Cruise" aboard the S.S. Mardi Gras. The ship will leave Miami Sept. 5 and return Sept. 12 after visiting St. Thomas, San Juan and Nassau. The venture is being sponsored jointly by Carnival Cruise Lines and Mission Broadcasting Co. Nat's new single on MCA Records is titled "The Way He's Treated You" . . . **Eddy Arnold** has re-signed with RCA Records. His first single "Cowboy" will ship in the next few weeks. **Owen Bradley** produced. Eddy just finished two weeks at the Sahara in Las Vegas. He also taped the "Dinah" TV show on May 20, where he sang his just-released single.

**Conway Twitty** took time out of his busy schedule to bring a ray of sunshine into the life of a crippled and dying woman recently in Edgewood, Ky. **Anna Smith**, 29, and her brother **Kenny**, 15, have been crippled since infancy with muscular dystrophy. Conway fulfilled a lifelong dream of the woman when he visited her at home. Anna is one of his most devoted fans. Not only did the singer spend the afternoon with Anna, serenading her with a string of her favorite Conway hits, but he also invited her to attend his show that evening in nearby Cincinnati, Ohio. Anna, paralyzed from the neck down, was wheeled to the front of the auditorium, where she sang along with Conway on "Don't Cry Joni," a song made popular by Conway and his daughter **Joni** . . . **Carl Knight** (Peterbilt) is talking with officials about using part of that song for announcing by Carl for the National Hot Rod Association radio spots . . . RCA artists **Waylon Jennings** and **Jack Ruth** have been tapped to appear on the Johnny Cash TV shows being taped here in early June.

**Leona Williams**, who records on Tally Records, distributed by MCA Records, is glad **Merle Haggard** decided to take a few weeks off to go fishing. While "The Hag" is fishing, Leona is using his backup band **The Strangers** for appearances at Harrah's Lake Tahoe . . . **Chet Atkins** and **Ray Stevens** got their heads together on Chet's latest single for RCA. The outcome was Chet singing on his first record for RCA since his early days. The song "Frog Kissin'" also features Ray as producer and harmony singer. Oddly enough, after the record was released both Chet and Ray left the country. Chet went on tour to Canada and Ray did the same in Australia . . . **Dave & Sugar's** current hit "The Door Is Always Open" was penned by fellow RCA'er **Dickey Lee**. Incidentally, Dickey Lee revealed that his real first name is **Royston** when he recently visited with **Ralph Emery** on his radio show in Nashville.

Recent visitors to Nashville to appear on the **Dolly Parton** TV show "Dolly" tapings included **The Hues Corporation**, **Linda Ronstadt**, **Emmylou Harris**, **Karen Black** and **Captain Kangaroo**. The show is scheduled to hit the airwaves in Sept. . . . MCA recording artist **Kenny Starr** has "stars" in his eyes after returning from a recent trip to Canada where he was dazzled by a laser light show. Kenny saw the show in the planetarium of the University of Toronto. The exhibit was complete with sound effects and various colors flashing on a background of stars. Kenny's new single on MCA Records, "Calico Cat," is due to be released soon .

juanita jones

## TOP 50 COUNTRY ALBUMS

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

## LOOKING AHEAD TO COUNTRY TOP 100

**One Of These Days**  
Emmylou Harris (Reprise)  
**The Way He's Treated You**  
Nat Stuckey (MCA)  
**I Met A Friend Of Yours Today**  
Mel Street (GRT)  
**Frog Kissin'**  
Chet Atkins (RCA)  
**Bring It On Home**  
Mickey Gilley (Playboy)  
**Sleepin' All Mornin'**  
Ed Bruce (United Artists)  
**Number One**  
Billy Swan (Monument)  
**Hey Shirley**  
Shirley & Squirrelly (GRT)  
**Cowboy**  
Eddy Arnold (RCA)  
**The Letter**  
Conway Twitty & Loretta Lynn (MCA)  
**Warm & Tender**  
Larry Gatlin (Monument)  
**Truck Drivin' Man**  
Red Steagall (ABC/Dot)  
**#1 With A Heartache**  
Billy Larkin (Casino)

**Misty Blue**  
Billie Jo Spears (United Artists)  
**Crying**  
Ronnie Milsap (Warner Bros.)  
**Give Her What She Wants**  
Charlie Ross (Big Tree)  
**It Doesn't Hurt To Ask**  
Jeanne Pruett (MCA)  
**Honky Tonk Women Love Redneck Men**  
Jerry Jaye (Hi)  
**Layin' In The Sunshine**  
Tony Douglas (Cochise)  
**Family Reunion**  
Oak Ridge Boys (Columbia)  
**The Lullaby Song**  
David Houston (Epic)  
**It's Different With You**  
Mary Lou Turner (MCA)  
**Livin' On Love Street**  
Shylo (Columbia)  
**Waiting For The Tables To Turn**  
Wayne Kemp (United Artists)  
**It's A Good Night For Singing**  
Jerry Jeff Walker (MCA)



# COUNTRY SINGLES REVIEWS / ALBUM REVIEWS

**EDDY ARNOLD** (RCA JH 10701)

**Cowboy** (3:10) Welbeck Music ASCAP (Sweco Music BMI) (Ron Fraser-Harry Shannon)  
Eddy is back at RCA riding the range with the sound that made him famous. Owen Bradley produced this laid-back country story of a little boy's dream.

**EMMYLOU HARRIS** (Reprise RPS 1353)

**One Of These Days** (3:03) Altam Pub. Co. - BMI (Earl Montgomery)  
Pulled from the LP "Elite Hotel" and already receiving heavy airplay, this smooth country ballad about better times to come features an excellent vocal performance by Emmylou, coupled with fine production and arrangement.

**NAT STUCKEY** (MCA 40568)

**The Way He's Treated You** (3:42) Contention Music SESAC (Gary Jackson Price)  
Nat's got his heart into this "bluesy-country" tune pulled from the "Independence" LP and already receiving airplay.

**DAVID HOUSTON** (Epic 8-50241)

**The Lullaby Song** (2:50) Tree Publishing Company BMI (C. Putnam/R. Vanhoy)  
Soft and smooth, this tender lullaby is an easy listening number with cross-over capabilities. Production is by Billy Sherrill.

**MICKEY GILLEY** (Playboy P 6075)

**Bring It On Home To Me** (2:20) Kags Music BMI (Sam Cooke)  
With a mild slow-beat musical backing, Mickey Gilley's country version of this past popular pop hit should produce another easy winner. Produced by Eddie Kilroy.

**TROY SEALS** (Columbia 3-10354)

**Tall Texas Woman** (2:30) Danor Music/Blackwood Music BMI (T. Seals - M.D. Barnes - R. Bledsoe)  
Excellent production by Billy Sherrill, along with a stout performance by Troy Seals on this big band, boogie sound makes for another way to say — watch out!

**BILL BLACK'S COMBO** (Hi 2924)

**Jump Back Joe Joe** (1:47) Fi Music ASCAP/Bill Black Music ASCAP (L. Rogers, B. Tucker, G. Michael)  
From the LP "The World's Greatest Honky Tonk Band," comes this fast-movin', foot stompin', hand-clappin', good-time song, rich with country fiddle and guitar pickin'. Production is by Larry Rodgers.

**DR. HOOK** (Capitol P4280)

**A Couple More Years** (3:07) Evil Eye Music, Inc./Horse Hairs Music BMI. (S. Silverstein - D. Loccorriere)  
Shel Silverstein-Dennis Loccorriere tune with appealing emotion. From the LP "A Little Bit More," it has a lot to offer and is already receiving airplay.

**CHARLIE ROSS** (Big Tree -BT 16068)

**Give Her What She Wants** (2:50) Music Of The Times/Mersac Music ASCAP (Paul Vance - Bob Mersey)  
Sounds like another "goodie" from Charlie Ross, with a smooth and sincere vocal delivery on this pop-flavored sound.

**JERRY JAYE** (Hi 2922)

**Honky Tonk Women Love Redneck Men** (2:30) Partner Music BMI/Bill Black Music ASCAP (R. Scaife, D. Hogan, B. Tucker)  
Jerry Jaye reaches into the "rock-a-billy" bag and pulls out this up-tempo, swingin' country sound produced by Larry Rodgers. Sure to keep the boxes jingling.

**JIM WEATHERLY** (ABC/Dot 12193)

**"(Apples Won't Grow) In Colorado Snow"** (3:30) Keca Music ASCAP (J. Weatherly)  
With a smooth country flavor on this self-penned disk, Jim's vocal performance complements the fine production by himself and Larry Gordon, along with the excellent arrangement.

**JACKIE DeSHANNON** (Columbia 3-10340)

**All Night Desire** (3:29) (J. DeShannon - J. Bettis)  
With shades of the progressive sound on this self-penned (along with J. Bettis) tune, Jackie delivers a sincere vocal on this Glen Spreen production.

**GARY MACK** (Soundwaves SW 4532)

**One Love Down** (2:26) Singletree Music BMI (Rick Klang & Don Earl)  
Gary Mack delivers this light up-tempo, country style tune about losing his love. Produced by Dave Burgess, it's sure to get plenty of spins.

**GLENN MARTIN** (ABC DOA 17636)

**"The Ballad Of Howard Hughes' Will (Who Said You Can't Take It With You)"** (2:52) Tree Pub./Cross Keys Pub. BMI (G. Martin/D. Wilson)  
There's a moral behind this bouncy, up-tempo, funny novelty about the controversial Howard Hughes will. Produced by Ron Chancey, it should become a 'hot' item in short order.

**JANIE BRANNON** (Zodiac ZS 1004)

**Deeper Water** (2:50) Millstone Music ASCAP (Jerry McBee)  
Janie's performance highlights this Ray Pennington production that features that "old time" black gospel sound

**FAITH ALLEN** (Denim 1003)

**Is This All There Is To A Honky Tonk?** (3:15) Brother Karl's Music/Mandina Music BMI (D. Lee - B. Duncan)  
Faith delivers well this up-tempo solid country tune that's aimed straight at the boxes. Rich with fiddle and steel guitar, this one was produced and arranged by Don Lee.

**PAT DAISY** (Country Kingdom 504)

**I'm Going Back (To The Country)** (2:28) Slither Music BMI (Patricia Daisy)  
Pat Daisy lends her distinctive vocal styling to this 'fresh as the air' rhythmic tune that should turn on the music machines everywhere.

**THE JOHN MATHEWS FAMILY** (Tempo R 7128)

**The Ragged Old Flag** (3:32) BMI (Johnny Cash)  
From the LP "The Sound Of His Name" comes this Johnny Cash-penned ballad about our country's flag.

**J. J. LIGHT** (PBR 502)

**Baby Let's Go To Mexico** (2:37) South Presa Street Music ASCAP/Stallings Music BMI/Valgroup Music USA BMI (Perez - Nettleton)  
A catchy Spanish-flavored tune with a bright and bouncy beat, this one makes for good summer listening, especially on the boxes.

**ROSE OF CIMARRON** — Poco — ABC/Dot 946

There's something for everyone here! It's a blend of pop and country with an overlay of the "progressive" sound. The arrangement of each selection gets full support musically and vocally by this talented group. It's a delightful musical journey through selections like "Rose Of Cimarron," "Stealaway," "Just Like Me," "Company's Comin'," "Slow Poke," "Too Many Nights Too Long," "P.N.S.," "Starin' At The Sky," "All Alone Together," and "Tulsa Turnaround."

**THE PEOPLE SOME PEOPLE CHOOSE TO LOVE** — Jim Weatherly — ABC/Dot 937

Containing his current release "Apples Won't Grow In Colorado Snow," this collection by Jim Weatherly features soothing "mood" music. With excellent production by Jim and Larry Gordon and equally good arrangements on each selection, it's top listening for both country and pop devotees. Selections are "The People Some People Choose To Love," "Gift From Missouri," "I Belong With You," "The Next Time Around," "White Castle Station," "The Going Ups And The Going Downs," "To A Gentler Time," "Let's Bring Back Love" and "Gonna Shine It On Again."

**THIS IS BARE COUNTRY** — Bobby Bare — United Artists UA-LA621-G

From the opening note throughout the entire LP, this solid country waxing has 'hit' engraved in its grooves. Selections are "Roses Are Red," "Lorena," "After The Divorce," "Lonely Street," "Short And Sweet," "When I Want To Love A Lady," "A Million Miles To The City," "Darby's Castle," "Jesus Christ, What A Man," "Just In Case" and "City Boy, Country Born."

**WHAT I'VE GOT IN MIND** — Billie Jo Spears — United Artists UA LA 608-G

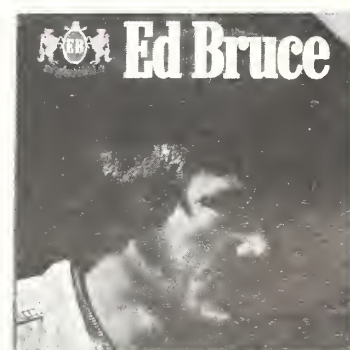
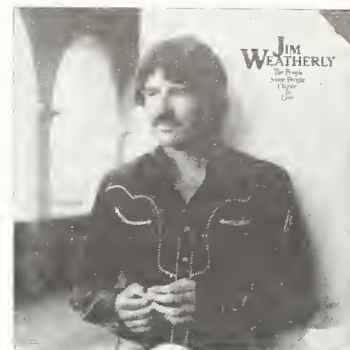
The versatility and natural talent of Billie Jo Spears are well displayed in this package featuring her hit single "What I've Got In Mind." Selections range from bright and bouncy to tender love songs. Produced by Larry Butler with string arrangements by Bill Justis, The Jordanaires give special treatment to background vocals on this fine recording. Selections include "Like A Sunflower," "Misty Blue," "Let It Shine," "Let's Try To Wake It Up Again," "Do Right Woman, Do Right Man," "Loving You Was All I Ever Needed," "Sing Me An Old Fashioned Song," "Love Let Me Down" and "Husbands And Wives."

**ED BRUCE** — Ed Bruce — United Artists UA-LA613-G

Simply titled "Ed Bruce," this is a "goodie" that hits the heart of country with the sound of success! Hit singles "Mamas Don't Let Your Babies Grow Up To Be Cowboys" and "The Littlest Cowboy Rides Again" are contained here, and Ed does a tremendous job on all numbers. With production by Larry Butler, this LP includes "Mose Rankin," "The Migrant," "Sleep All Mornin'" "Workingman's Prayer," "A Thing Called Love," "Streets Of Laredo," "Cup Of Conversation" and "Just Along For The Ride."

**MERCY, AIN'T LOVE GOOD** — Jean Sheppard — United Artists UA-LA609-G

It's pure country at its best, and any selection could be a single release. With mellow vocals such as "Come On Home," "I Can't Imagine," "Slowly" and "Wife Of A Hard Workin' Man" and hand-clappin' tunes such as "Ain't Love Good," "Sing Me An Old Fashioned Song," "Mercy," and "Name Dropper," there is something for everyone here. Other selections include "A Satisfied Woman," and "We're All The Way."





## Southside Johnny Asbury Jukes

THE STONE PONEY, ASBURY PARK, N.J. — Southside Johnny and the Asbury Jukes play at the Stone Poney every Tuesday, Thursday and Sunday, and they have for some time. But the Sunday night show during Memorial Day weekend was something special. It was special because the first set was being broadcast live to nine FM stations on the east coast; an unheard-of occurrence for a group whose first album had not even been released yet. But the combined strength of the Columbia/Epic machinery and the excitement generated by the success of Asbury Park's Bruce Springsteen makes it easier to understand why the stations would be willing to devote an hour on Sunday night to this broadcast, fed to them free of charge.

The band has so far benefited from the Springsteen connection, but they will also have to put up with a lot of backlash from it. They should only be compared to Springsteen because of a shared enthusiasm for fifties and sixties rock 'n' roll. The Jukes are basically a white R&B group, and, judging from their performance and their first Epic album, "I Don't Want To Go Home," (produced by former Juke and present Springsteen guitarist, Miami Steve Van Zandt) they are a damn good one.

Southside Johnny Lyon has a definite anti-star quality, and his voice is a natural and strong blues instrument. The Jukes are a tight, professional unit backed by an excellent four piece horn section. Standout among the fine instrumentalists are guitarist Billy Rush, drummer Kenny Pentifallo and keyboard player Kevin Kavanaugh.

The group chooses their material well, picking from old blues and R&B tunes and material written by Springsteen and Van Zandt. Springsteen's songwriting talents have been no secret lately, and are displayed on two of his older tunes, "The Fever," and "You Mean So Much To Me." Van Zandt, however, proves to be a talented songwriter himself, having written three songs included on the album and in the live show, including the title cut which is also the single. This amalgam of R&B chestnuts and boardwalk blues was churned up and spewed out by Johnny and the Jukes with a ferocity and feeling which were irresistible.

The band was joined onstage by their two guests from their album, Lee (Working In A Coal Mine) Dorsey and Ronnie Spector. Dorsey and Southside did their tongue-in-cheek duet on "How Come You Treat Me So Bad" and Spector joined him for Springsteen's "You Mean So Much To Me." During the second set (which was not broadcast) renditions of "Walkin' In The Rain" and "Be My Baby," she and the Jukes did both with amazing energy and accuracy, with the help of E Street piano player Roy Bittan on mellotron.

At the end of the hour, Van Zandt muttered, "It's boss time," and Springsteen entered, grinning broadly at the delight of the several hundred people jammed into the small club. They did the old Sam Cooke song "Havin' A Party," an appropriate choice. Fueled by the excitement of the Jukes set and by the appearance of Springsteen, the words of the song truly expressed the feeling in the room. The crowd's enthusiasm lifted the interpretation of the old song to the point where it looked as if the band couldn't have stopped if they'd wanted to. E Streeter Clarence Clemmons had joined the horn section for the song, and when he took a sax solo, it seemed as if he was blowing his brains out, letting loose a chilling blast of music.

The show was taped for distribution to radio stations which did not participate in the broadcast. If it captures half the feeling of the show, it should not be missed.

e.r.

## George Benson/McCoy Tyner/ Hubert Laws/Ronnie Laws

SHRINE AUDITORIUM, L.A. — Audiences still flock to auditoriums to see and hear artists who have a current "smash" out, and such was the case of a capacity-filled Shrine Auditorium recently. Warner Bros. recording artist George Benson has the hit, "This Masquerade," and the audience had the last word in letting him know they liked it. They stood, cheered, and raved when Benson started the doobie-doo-dah intro to the song . . . the response so overpowering that the first lyric line of the song was lost among a throng of satisfied concert-goers. Benson's voice is as equally smooth as his guitar work. He provides easy transition from tune to tune in his well balanced set and in one song, lets his spontaneous sounding doobie-doo-dahs lead the guitar into an improvisational note-by-note follow to the vocal. Then the guitar will take the lead with a series of notes, and Benson's voice will follow in like fashion. Two other notable things about the Benson show were the excellent keyboard work and a dancer in Egyptian headress who appeared midway through one of his

vocals, never explained or expected.

McCoy Tyner's keyboard wizardry highlighted his intense, involved set. Every instrument in the group was strong and willing, and the "jam" this collaboration of musicians created was a masterful mix of the avant-garde direction Tyner has moved with his music.

The success of Hubert Laws' "Chicago Theme" was enough to spark a very satisfying beginning to the night. The beautiful notes a flute emits are only made more beautiful with the Hubert Laws' interpretation behind them. Another feature of the set was "What Are You Doing The Rest Of Your Life?" utilizing only the magic flute and light keyboard instrumentation to back up the beautiful melody this song has.

Ronnie Laws, Hubert's brother, led the evening performing "Always There." After Ronnie introed the band, they got down with some very heavy funk, and that, accompanied by Ronnie's piercing horns, was enough to get everybody started for a great show.

j.b.c.

## Tubes Runaways

SHRINE AUDITORIUM, L.A. — Here is a grand building, probably one of the oldest and most charming in Los Angeles. The Shrine teases the eye even amid the tangle of dirty freeway leading to the neon blight of a Felix Chevrolet dealership competing round the corner for recognition. From the outside the Shrine looks like Red Square with its towering mosque roof; on the inside it's fit for a sultan, all chandelier and pillowed ceiling.

Whoever built this place certainly had Swan Lake in mind at the time. God knows the cultural heritage of the Shrine Auditorium was forever offset tonight with the appearance of Fee Waybill and the Tubes.

If it's serenity you want, the Tubes ain't it. But if you're ready for two nostrils full of circus and a jam-packed peanut gallery, make sure and book this group into your town.

As much a legitimate theatre production as a rock and roll effort, the Tubes serve up a generous portion of outstanding choreography and broad, slapstick role-playing in a never-ending parody of the music of our times. Playing brinksmanship in their verbal parry (addressing L.A. police chief Ed Davis by name from the stage) against the risqué nature (flesh, flesh and blatant more flesh) of their visual thrust, the Tubes often border on the gaudy but still

manage to pull it out just in time, time and again much to the delight of the audience. If it's beyond the waste of decadence (which we all know is passe), the Tubes have isolated it and are now exploiting it.

Flim-flam theatre, if you will. But, as Rex Harrison once remarked in a more conservative play, ". . . the French don't care what you do, actually, long as you pronounce it properly." Whatever they do, the Tubes certainly pronounce it properly.

Opening the show were the Runaways, Mercury Records' five-uh . . . member all-girl rock and roll band. When first seen opening for the same Tubes six months ago, the girls were raw and nervous and weak. Tonight they executed a perfect 180 and delivered the goods. Front to back, these teenaged tarts are going to thump, bump and dump on a great deal of audience this summer. They've got (a) distinct personalities, (b) an ability to hammer out the music and (c) some tailor-made material — "Cherry Bomb," "Blackmail" — which is already drawing buyers into the retail stores and reflecting airplay on both AM and FM stations. Most of all, the Runaways have managed to develop confidence and an aggressive stance onstage. Here's a group for all the punks that have to be different at *this* point in time.

s.f.

## Don Williams/Red Steagall

TROUBADOUR, L.A. — "The people I sing and write about are people who still will travel 200 miles on Saturday nights to go to a dance," says Red Steagall. "They still polish their best pair of boots and put on a clean white shirt, a pair of pressed Levis and a hat that doesn't have a band of sweat around the outside." This may not have been true at L.A.'s Troubadour recently, but the ABC/Dot recording artist was still singing to his kind of people. Steagall and his band, The Coleman County Cowboys, spend a great deal of their time playing rodeos, and look like they would feel very comfortable there, but their polished stage act is as well-received in the big city clubs as it is in the small town honky-tonks. The big red-head has one of the deepest and most powerful voices in country music, which perfectly complements his rugged appearance. Opening with his latest ABC/Dot release, "Truck Drivin' Man," Steagall did a set mostly consisting of material about those two most favored

topics, drinkin' and Texas, including "San Antone Rose," "Under The X In Texas," "Beer Drinking Music" and his recent hit, "Lone Star Beer And Bob Wills Music." His most unusual song was his self-penned story of rodeo cowboy Freckles Brown's victorious ride over a champion bull. Steagall's style could best be described as a mixture of honky-tonk and Western swing but the combination is all his own. His music is dancin' music and drinkin' music and just plain good listenin' music.

Don Williams (who was reviewed in the May 22 issue of *CB*) has been one of the most consistent hit-making artists to come out of Nashville in the last several years, producing an impressive string of number one records. He has a smooth, mellow style that is perfectly suited to the ballads he usually chooses. Williams weaves his own sort of spell with songs like "Come Early Morning," "Shelter Of Your Eyes," the country classic "Amanda" and his latest ABC/Dot hit, "Till The Rivers All Run Dry."

l.f.c.

## L.A. Jets

THE ROXY L.A. — The L.A. Jets made their L.A. debut at the Roxy last week, playing their own special brand of rock 'n' roll to an appreciative and enthusiastic audience.

The Jets ran through a number of songs from their RCA "L.A. Jets" LP. The band was fairly tight, in particular the guitar interplay between Silver Hansom and Harlin McNeas. The work of these two men had obviously been carefully prepared, in view of the excellent duet breaks, a la The Allman Brothers. Karen Lawrence is the lead singer of this seven member group, and hers is a straightforward rock style. Her voice is more than competent, and she has a good three octave range.

The band's version of Dylan's "It Takes A Lot To Laugh, It Takes A Train To Cry" was slightly overwrought, and lacked the punch of some other covers of that tune. "Music Is My Life," though, is a great tune that was obviously well-suited to the Jets' sensibilities. The singers grabbed onto the hook of the song and wouldn't let go.

The Roxy crowd called on the Jets for an encore, and the band didn't let them down. They played three songs that met with terrific response. The L.A. Jets have the potential to be a dynamic and exciting rock and roll band. They must, however, tighten up their material and solidify themselves as a musical unit.

j.m.

## Buck Owens

PALOMINO, L.A. — It seems that recently so much attention has been paid to "progressive" country that many traditional artists are being virtually ignored. Buck Owens definitely should not have to meet this fate. In his recent Palomino gig Owens, backed by his excellent band the Buckaroos and fiddler Jana Jae, showed himself to be a consummate performer. He immediately grabbed the audience's attention with a medley of several of his many hits, and never lost it. Buddy Alan joined his father onstage for two rockers, "Lodi" and "Chains," and the lovely Jana Jae's hoedown fiddling left the audience shouting for more, but neither took the spotlight away from the star. Owens is a true professional who maintains perfect contact with the audience through his entire set.

Owens' debut single on Warner Bros. records, "Hollywood Waltz," is a pleasant change of pace from his previous material, and shows a different side of this superlatively talented artist. Audience response brought Owens back for two encores, the last being "Big in Vegas." Buck Owens is big, all right, not just in Vegas, but all over the world.

i.f.c.

## Jimmy Chapel

CENTURY PLAZA HOTEL, CENTURY CITY, CALIFORNIA — Rarely does a new performer come along who possesses the potential of Jimmy Chapel. The ADA recording artist combines a smooth, yet powerful voice with a dynamic style and delivery — plus sex appeal that keeps the female members of his audience sighing. An actor as well as a singer, Chapel uses both abilities to grab the audience's attention and keep it throughout his act. His set was highlighted by his powerhouse delivery of his latest ADA single, "Standing Tall," which should bring nationwide attention to both the new artist and his new label. Backed by his impressive four-piece group, Stained Glass, Chapel roused the audience which included singer Jack Jones to a standing ovation that could be heard throughout the Century Plaza for his rendition of "The Beggar." Jimmy Chapel may still be a newcomer, but he already has the charisma of a superstar.

l.f.c./j.b.c.

## R&B INGREDIENTS

America's 200th anniversary is drawing closer day by day. As the country prepares for this mighty celebration around the country, so are the R&B charts. Singles sales are down this year from last, however there are some mighty strong singles & LPs out there. All companies involved in R&B are well represented on the charts. Groups looking for gold and platinum come the 4th are **Natalie Cole**, **George Benson**, **John Handy**, **B.T. Express**, **Eddie Kendricks**, **Chi-Lites**, **Parliament**, **Al Green**, **Leon Haywood**, **Tyrone Davis**, **Dorothy Moore**, **Smokey Robinson**, **Marvin Gaye**, **Crusaders**, **Bill Cosby**, **Lee Oskar**, **Isfeys**, **Bootsy Collins**, **Trammps**, **Manhattans**, **Candi Staton**, **Little Milton**, **Lou Rawls**, **Supremes**, **Luther**, **Aretha Franklin**, **Blue Magic**, **Dramatics**, **Johnnie Taylor**, **Marilyn McCoo & Billy Davis**, **Rose Banks**, **Crown Heights Affair**, **David Ruffin**, **Bobby Bland**, **Graham Central Station**, **Margie Joseph**, **Special Delivery**, **Ohio Players**, and **Tavares**. Most of these records have crossed over to the pop charts or should be crossing in the very near future.

The new **Earth, Wind & Fire** LP should be out in the next couple of weeks. More details forthcoming... No word about **Stevie Wonder's** LP. The **Rolling Stones** disco version of "Hot Stuff," is out... The vinyl is black and blue and it is too cold blooded!!!... **Mickey Stevenson** will be producing **Johnny Nash's** new LP for **Columbia**... **David Gest Public Relations** has signed **Leon Haywood** for exclusive world-wide public relations... **Leo Graham** is going to produce **Tyrone Davis' new LP** for **Columbia**. Leo is currently high on the charts as he produced "Friend Of Mine," for **Little Milton**... Heard from a reliable source that **Bert deCoteaux** may be doing a lot of production work for **Columbia** in the very near future.

**Papa John Creach**, managed by **Kessler-Grass Management** tore up **Disneyland** over the Memorial Day weekend. The Grandfather of Rock put on such a hot opening show that the management of Disneyland asked him to put on two more shows that night. Pops will be back at Disneyland later on this summer. The **5th Dimension** were over at **Magic Mountain** and as soon as the first show crowd was seated, hundreds of people lined up for the late show. The 5th, as usual, put on a tremendous show... **Bloodstone** taped the **Mabel John Show** last week. The guys performed and showed clips from their new film "Train Ride To Hollywood." The fellows have released a new single "Just Like In The Movies," which will be on their new **London** LP scheduled for release around the 15th of June.

Expect a new **D.J. Rogers** LP on **RCA** come the first of July... **Eddie Kendricks' new single** "Get It While It's Hot," is too cold.

**Marvin Yancy** and **Chuck Jackson** continue to be one of the hottest writer/producer duos in the country. For the past 18 months the fellows have been high on the charts. During that time they have run up a string of hits that have included "This Will Be," and "Inseparable," for **Natalie Cole**, "Loving Power," and "Same Thing It Took" for the **Impressions**, "It's Cool," by the **Tymes**, "You," by **Aretha Franklin**, and "It's Alright," by the **Notations**. Currently the guys have produced **Natalie's** new LP "Natalie," and "Free" by the **Natural Four**. Also **Ronnie Dyson's** new single "The More You Do It, The More I Like It Done To Me," was written and produced by **Marvin and Chuck**.

The **Spinners' new single** will be "Wake-Up Susan." It should be released very shortly... **Dorothy Moore** whose single "Misty Blue," looks to be a number one record, was in L.A. last week taping **Midnight Special**. No airdate as of yet... **Kellee Patterson**, the Indiana bombshell made a rare L.A. appearance at the newly remodeled **Etc. Club** in Los Angeles... **Kellee** tickled the audience with material off her new LP on **Shadybrook** entitled "Kellee." Highlights of the set included "Jolene," "You Are So Beautiful," "I'm Gonna Love You Just A Little More, Baby," and "I Love Music"... **B.B. King** and **Inez Andrews** who both record for **ABC Records** were honored with **Ebony Awards** for best blues instrumentalist, blues vocalist and best gospel vocalist.

Remember the group the **Skyliners? Well**, the "Since I Don't Have You" guys have been signed to **Drive Records** distributed by **T.K.** They will be coming out with a new single entitled "The Day The Clown Cried," produced by **Clarence Reid** and **Steve Alaimo**... **Sylvia Rhone** is the new R&B national coordinator for **Buddah**. She will be working under **Alan Lott**... **Gladys Knight** is going into the studios this month to record a new LP... The **Trammps** will be bringing their hot dancing music to the **New York Experience** in L.A. June 21st and 22nd... **David Morris, Jr.** will be releasing a new single shortly for **Buddah** entitled "Jack In The Box"... The tremendous response to **Bootsy Collins' LP** on **Warners**, "Stretchin' Out In Bootsy's Rubber Band," has prompted **Bootsy** and his band to start a major concert tour... The **Sylvers' new single** will be "Cotton Candy," off their **Capitol LP "Showcase."**

In the record business, promotion is the name of the game. A new company has been established to get the hits played. **Creative Funk Management, Inc.** is now providing promotion and marketing services for its clients. The staff there includes **April Elliot**, **Homie Perkins** and **Deek DeBerry**. They are located at 122-21 Merrick Blvd. in St. Albans, N.Y. 11434. Telephone is (212) 525-9487... that's soul.

jess levitt

## TOP 50 R&B ALBUMS

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

## KDAY Drops Singles Format FM Approach To AM Radio

by Jess Levitt

LOS ANGELES — KDAY, one of the top R&B stations in the country, in a dramatic move has dropped its singles programming format.

Jim Maddox, program director for the station in Los Angeles told **Cash Box** that this was no quick decision. "We have been doing research for months, nationally and locally, and found that singles were not selling as well as LPs. In some of the stores where we conducted our research, LPs were outselling singles 20 to 1. What we feel

this move will do for us is give us the edge in not adding or being involved with records that don't happen," Maddox said.

Maddox added, "Practically all stations add new singles ever week. Every week they also drop records. They usually call these adds hitbounds or extras. What happens is that we're hurt when we go on marginal product. The record companies aren't hurt. Now we are going to turn it around."

LP Spotlight

KDAY's new approach will be to spotlight LP cuts. "We won't play singles unless they are found to be on an LP. This way we may spotlight cuts one day a week for a month to see what happens. We'll give it low exposure and if nothing happens we will drop it. The record will only get a number when it is in our featured category and then it will go into a higher rotation," Maddox said. He has also found out from his research that people like to know or hear more than one cut on an LP. "There is a curiosity or suspicion the listener has as to whether the LP is a good buy for them. I think that stations that only play the single from an LP are fudging on their listeners. The rest of the LP may be terrible, however they are playing the long-version LP cut which also happens to be the shortened single," Maddox added.

New Rules

Maddox also said that singles are not

completely out. However the station will only play them if they get them as an exclusive and if they are by a major-major artist or the single has proven itself to be a million seller.

Retail Benefits

"I think retailers around the country are going to find this system a blessing because they won't have to worry about stocking every doggone single that comes along. I don't think record companies are going to like it, especially the ones that have artists signed to singles deals, but to them I say if you don't have enough confidence in the artist to do an LP, why should I? I realize that in some instances that new artists might be hurt by this new system, however I want to give our listeners the best music possible. The music business is a competitive business and only the strongest are going to survive."





## Morrison Announces Move Back To Britain

LOS ANGELES — Van Morrison, who has resided in the U.S. since 1967, has stated he will relocate himself near London for an "indefinite period."

Morrison, who is on Warner Bros., elaborated, "I am moving back to Britain for a while primarily because I want to get back to the roots, back to where I started off. And that also is what's happening now with my music as well. I'm getting back to basis — basic rock 'n' roll stuff. I like Britain as a place to live and it will be interesting to check it out again. I've been writing a lot of new material lately, and I'm hoping to have a new album ready for September release."

## Ellis Inks New Acts

LOS ANGELES — Singer-songwriter Stephen Bishop and the Faragher Brothers, both of whom record for ABC Records, have been signed by Robert Ellis and Associates Management.

## WEA

ferent all over the country. With these small presentations we can get to know the people that work in an individual chain operation, with maybe fifteen or twenty stores."

For Elektra/Asylum, it's Stan Marshall, national sales manager, who makes that presentation. He talked about some different accounts and how they have, accordingly, different needs.

"Some are more informal than others," Marshall explained. "The key is that the presentation is essentially the same for all of them, it's the approach that's tailored. Very tailored."

Marshall said that the three companies work on the presentation together until they get something that's approved by all involved.

### Getting To The Troops

"Besides the merchandising tools," he said, "which are, of course, really important, the general consensus in the industry is that these meetings give us a chance to get to the troops — the people who work in the stores. We're always in contact with management, but with these presentations we can talk to the people we don't often get a chance to see — people who belong to the industry and who are crucial to business."

### Helps To Merchandise

"I don't see how it can do anything but fire up our people," said Stan Marmaduke, buyer for Western Merchandisers. "I'm sure it helps them to merchandise," he added. "You have to understand that these guys are out selling records all the time, really pushing, and this thing gets them enthused."

Marmaduke also pointed out a sidelight of these conferences, which include similar presentation by companies such as Capitol, RCA, and Columbia. That is, of course, the entertainment. "We've had about thirty artists appear over the course of the last three seminars," Marmaduke said. "For the companies, I imagine it's not cheap to put on a thing like this, but it's definitely worth it."

Another aspect of the conferences is the merchandising contests run by WEA. During the year, accounts send in photographs of displays; WEA picks the best and awards prizes.

Some other accounts that WEA plans to visit in the near future are the Musicland Division of J.L. Marsh, in Minnesota in August, and the Lieberman sales meeting in September. Don Abboud, of the Musicland operation, talked to **Cash Box** about last year's meeting.

"We talked about promotion, how it had worked over the last year," said Abboud. "We find the label presentations to be excellent, informative; everybody at Musicland enjoyed it very much."

## ABC Airs Bearde Show

LOS ANGELES — Chris Bearde, via his Odin Productions, in an agreement with Katz-Gallin Enterprises and ABC will produce a 90-minute late night special for airing in July. Tentatively scheduled to headline the show is the comic team of Pat Harrison and Robin Tyler who are represented by Katz-Gallin.

Bearde is currently involved with the Gong Show, the Bill Cosby Show, and the Bobby Vinton show.

## FCC

fr. 7

### No Rumors

Morgan emphasized, however, that extension of the freeze is unlikely. "There are no rumors here that it's going to be extended," he said.

But Morgan did think the FCC might call a closed season again if the freeze were effective in catching up. "If we can get our feet back on the ground, they might go with it again," said Morgan. "As long as we don't have the staff, we may need a freeze periodically."

## Taupin

fr. 9

Bernie Taupin fans naturally wander?

### Foggy Answers

Official answers to the question are somewhat foggy. Responsibility for sales and distribution of Taupin's book certainly does not fall in the lap of either Grant or Friedman.

According to Friedman, Knopf doesn't ordinarily sell to "other than bookstores and department stores." Also because the book in question is hard-cover, she says a rack problem may further complicate matters. Knopf has just published a folk-music source book, she adds, which will appear in music stores all around the country, "but that book is in paperback, which involves less display hassle."

According to Lou Fogelman, president of Music Plus, which operates eleven Southern California outlets with plans to open four more by year's end, racks aren't really the issue.

### "Haven't Been Approached"

"We carry all kinds of accessory items peripheral to records," Fogelman contends. "These concessions are good profit items. We would definitely buy Taupin's book, as we carry as many music publications as possible, but we haven't been approached!"

Fogelman says he has a hard time getting books in general. "If I knew a major supplier," he says, "I'd put more books into my stores. Book publishers don't seem to be tuned-in to this market the way record manufacturers are, and that's a shame — I think we're both losing potential profits."

Ron Geiger, head buyer for Superior Music's eighteen Licorice Pizza stores agrees. "You definitely don't get solicited with books the same way you do with records," says Geiger. "We stock books, but usually as result of a customer request or in response to something we've seen somewhere."

### Assumed It Was Done

Even Peaches, which maintains outlets in seven states across the nation and *doesn't ordinarily sell books*, indicated that the Taupin book is the sort of item they would probably take on. According to Lana Weber, who handles public relations, promotions and publicity for the chain, this particular book has the type of "stature" that would lend itself to the image of the stores. Final approval would rest with owner Tom Heiman, she says. But, again, Peaches hasn't been approached.

Ms. Friedman concludes that she "assumed sales and distribution had contacted chain music stores" about the book. ICPR's Grant maintains that the "suggestion was made to Knopf; if they haven't followed up, I think it was a mistake."

Knopf's sales and distribution department was unavailable for comment.



**MARTELL RESEARCH LAB DEDICATED** — The T.J. Martell Leukemia Research Laboratory was recently opened at Mt. Sinai Hospital in New York City and dedicated to the memory of T.J. Martell, the late son of Tony Martell, vice president of country marketing for CBS Records. T.J. was a patient at Mt. Sinai before succumbing to leukemia in April 1975. Shortly after T.J. passed away, the T.J. Martell Memorial Foundation was created by members of the phonograph recording industry in order to raise money exclusively to research the disease. Shown at the dedication are (l to r) foundation members Aaron Levy, vice president of finance for Arista Records; Dave Rothfeld, vice president; E.J. Korvette; Floyd Glinert, vice president of marketing for Shorewood Packaging; Dean Chalmers, dean of Mt. Sinai School of Medicine; Dr. Holland; Martell and his wife Vicki; Wendy Mariner, foundation attorney; Steve Tannenbaum, foundation accountant.

## Price Survey Indicates Variety

fr. 7

**Baltimore:** Twelve selected LPs regularly \$5.87 for \$4.44; tapes of these recordings regularly \$6.99 for \$5.99 at Musicland. Latest works from Janis Ian, Ted Nugent, Phoebe Snow, Loggins & Messina, Dan Fogelberg (all Columbia/Epic) and a feature on most recent Marvin Gaye and Diana Ross albums (both Motown) all at \$3.94/\$5.69 tape at Record and Tape Collector. (*Sunday Baltimore Sun*).

**Boston:** No ads in *Sunday Boston Globe*.

**Chicago:** Musicland — Same ad that appeared in Baltimore paper with one change, sale price of 12 LPs is \$4.67; regular prices and tape sale price are the same. (*Sunday Chicago Tribune*).

**Cleveland:** Recordland — All Capricorn records at \$3.99 including a store promotion of Wet Willie's newest LP. In addition, half page ad on Kokomo (Columbia) offering the group's two albums at \$3.99/\$5.99 tape. Record Theatre offers same five Columbia and Epic albums that are sale priced at Record and Tape Collector in Baltimore, but for \$3.99/\$4.99 tape. All label sale at Gaylord's \$3.95/\$4.95 tape. Gold Circle advertising selected albums of Elton John (MCA), Todd Rundgren (Bearsville, Warner Bros.), Aerosmith (Columbia), Steely Dan (ABC), and Wings (Capitol, Apple) regularly \$5.40 for \$3.99. (*Sunday Cleveland Plain Dealer*).

**Dallas:** No ads in *Sunday Dallas Morning News*.

**Denver:** Super Books & Records — Records at half off list price all the time. Full page "Christmas in May" A&M promotion: \$3.99 from \$6.98 list, \$4.99 from \$7.98 list (an additional \$.20 off sale price with attached coupon) at Burstein Applebee. (*Sunday Denver Post*).

**Detroit:** Korvettes — "30" best selling artists campaign, catalogs of these artists reduced to \$3.64 per LP (\$3.94 for \$7.98 list). Corresponding tapes are on sale for \$4.99 for series \$6.98/\$7.98. In addition, Columbia and RCA LPs are priced at \$3.64. Tapes on these two labels are \$4.99 each. (*Sunday Detroit News*).

**Los Angeles:** Full page promotion of Smokey Robinson's upcoming concert appearance offering Robinson's four solo albums for \$3.88 (\$4.88 for tapes) at Tower Records. Musicland — Same ad that appeared in Baltimore and Chicago papers but the sale price on the 12 LPs is \$3.99. At Music Plus, all single albums are always \$3.99 or less with the exception of quads and imports. This week's feature, at Music Plus, is 24 different 2-record sets of music from the '30s and '40s (Bluebird), sale priced at \$4.20 per set (\$7.98 list). Montgomery Wards offers current albums by Don Williams and Red Steagall (both ABC/Dot) priced at \$4.47 (\$5.77 for tapes) to coincide with upcoming area concert appearance. Quarter page Licorice Pizza ad on Sailor (Epic) with mention of group's first U.S. tour in progress and date of area appearance; album sale priced at \$3.77. (*Sunday Los Angeles Times Calendar section*).

**Miami:** Viscount Records held a special five hour sale on Memorial Day. For that period of time (9 a.m.-2 p.m.), all labels on sale as follows: \$3.59 (\$5.98 list), \$4.19 (\$6.98 list), \$4.79 (\$7.98 list). Prominently displayed are Capitol and Angel titles. (*Sunday Miami Herald*).

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

**New York:** Sam Goody all label sale at \$3.99/\$4.99 tape for \$6.98/\$7.98 tape list with ad. Displays of "Christmas in May" A&M, Jethro Tull (Chrysalis), Bob Marley (Island), and Arista Records, all at above prices. King Karol — the entire Deutsche Grammophon catalog priced at \$4.91 for each LP. Multi-page ad promotion at Korvettes featuring: the same "30" best selling artists/Columbia and RCA ad that appeared in the Detroit News at the same prices, every opera on Angel Records, selected label sale highlighting Arista, Columbia, RCA Records, and a salute to the Amazing Rhythm Aces (ABC/Dot), soon to appear in the area (their latest album on sale). All sale items \$3.64/\$4.99 tape for \$6.98/\$6.98-\$7.98 tape list. (*Sunday New York Times*).

**Philadelphia:** The same Korvettes "30"/Columbia and RCA ad that appeared in the Detroit and New York areas is offered with identical prices. Sam Goody all label sale as offered in New York with special mention of new Capitol releases and other sections noting further discounts on selected recordings by Frank Sinatra (Reprise and Capitol) and Beverly Sills (Angel and ABC) (*Sunday Philadelphia Inquirer*).

**Pittsburgh:** No ads in *Sunday Pittsburgh Press*.

**St. Louis:** Capitol Records ad announcing the availability of Helen Reddy's Greatest Hits on records and tapes at retail outlets in the greater St. Louis area. (*Sunday St. Louis Post-Dispatch*).

**San Francisco:** Tower Records — "Christmas in May" A&M at \$3.88 from \$6.98 list, \$4.88 from \$7.98 list, \$4.88 per tape. (*Sunday San Francisco Examiner & Chronicle*).

**Washington:** Viscount Records ran the same Memorial Day sale as its Miami counterpart advertised with an identical ad. Korvettes — The same ad printed in the Philadelphia, Detroit, and New York papers highlighting "30" best selling artists appeared with identical prices. (*Sunday Washington Post*).

Note: All information in the above chart culled from May 30 editions.

# CASH BOX COIN MACHINE

## Williams' New Two Pl. 'Space Odyssey'



CHICAGO — An exciting 2-player version of the very outstanding Space Mission 4-player flipper game is currently in release by Williams Electronics Inc

The new model is called "Space Odyssey" and it comes equipped with all of the superb play features of its 4-player predecessor, including Spinner Gate, Double Entry, Twin Turn Around, Moving Bonus Target, Extra Ball, Replay and Match feature.

Design and cabinetry are equally outstanding to further enhance the game's appeal.

Space Odyssey is offered in 3 or 5 ball play adjustable and Williams' recommended pricing, for higher earnings, is one play per quarter, with 3 ball play a must.

As is customary with Williams' products, each game is shipped with an accompanying instruction manual.

Operators are invited to see the new unit on display at factory distributor showrooms across the country.

## Les Montooth Sells Route Enters Semi-Retirement

CHICAGO — Les Montooth announced the sale of his entire route to Bill Bush and Grady Cook, two long time employees of Montooth's Peoria, Illinois operation, who subsequently renamed the firm Bush and Cook Amusement Company. Montooth stated his intention to go into semi-retirement but remain with the firm on a consultant basis.

Les Montooth has been an operator for forty years and has the distinction of operating an exclusively phonograph route. "The jukebox is, and always has been, the basis of the coin machine business in my opinion," he said, "as evidenced by the lucrative business I have enjoyed over the past four decades. However, I am 70 years old and I think it's about time for Mrs. Montooth and myself to pursue a more relaxed lifestyle and, maybe, do a little of the traveling we've put off over the years."

**Cash Box** asked Montooth how he got started in the business and to relate some of his personal thoughts and reflections of the past forty years.

**Montooth:** I actually started out as a route man working for a firm called Sloan-Berts of Chicago. I applied for a job with the company, was hired, and my first official duty was to go out and service a machine, I believe it was a Wurlitzer P-12. This was in about 1934. At the time, of course, I had never before seen the inside of a jukebox but I took a stab at repairing the machine and obviously did it right because from then on I was sent out regularly and ultimately promoted to route supervisor.

**Cash Box:** What kind of route was it?

**Montooth:** Only phonographs. As a matter of fact the route had about 185 phonographs when I bought it from Sloan-Berts in 1936. At the time of purchase, I really had no capital of my own to speak of, except for my weekly paycheck but I took a

chance and gradually built up the business by buying out small routes; some with 30 machines and others with only 15. My final purchase was the Canteen route. I began operating in the area of Peoria and Pekin (Illinois) with three men on the staff, covering about a 50 mile area. My route was exclusively music, since I knew jukeboxes and how to handle them and didn't see the necessity for diversification.

**Cash Box:** Do you really have to sell a location on a phonograph installation?

**Montooth:** Let me put it this way, it's a sales job rather than a service job. What you have to sell the location owner is not so much the actual installation of a jukebox as its profitability. The location is usually very receptive to the idea of having a jukebox put in; what I personally do is make sure there is an awareness of the machine's earnings potential in addition to its entertainment value. I usually carry a couple of really hot records when I make a call, since this is a good promotional tool. The location owner, or a waitress perhaps, will fancy a particular record and encourage patrons to play it. Another thing, I always advise the location of the importance of where a machine is placed and how many speakers should be installed. The music shouldn't be deafening but it must be heard from all angles of the room, with speaker controls usually handled behind the bar. By the way, the best spot for a jukebox is between the two washrooms because this is where the traffic flow is the heaviest and very often, enroute to the ladies (or men's) room, a patron will stop at the jukebox.

**Cash Box:** For the most part, in what type of locations are phonographs the most profitable.

**Montooth:** Restaurants. Without a doubt they're the best there is, as far as I'm concerned. They are consistent and, of course,

*continued on pg. 41*

## Bally Launches 'Capt. Fantastic' Promo

CHICAGO — To announce the formal introduction of "Capt. Fantastic," the new 4-player flipper, tentatively scheduled for domestic marketing in mid-July, Bally Manufacturing Corp. is launching a massive, nationwide promotion campaign, paralleling that of the much heralded "Wizard" model but considerably amplified due to the unlimited promotion potential of international star Elton John, who is portrayed in the Capt. Fantastic design and will personally play a major role in the machine's promotion.

"Capt. Fantastic is the result of a nine-month project, spun off by the spectacular success of Wizard," said Bally's promotional sales manager Tom Nieman, who is spearheading the campaign.

Nieman indicated that Bally has been working closely with Elton John, his management firm John Reid Enterprises, his licensing firm Boutwell Enterprises and MCA Records, for whom he records. Major media promotions are planned for six to eight of the largest markets to be covered in the star's upcoming 27-city concert tour, tentatively scheduled to start in Washington, D.C. in late June and run until late August. Tie-ins are planned with major rock radio stations and giveaway products will include concert tickets, T-shirts, and a grand prize of a Capt. Fantastic game.

For further nationwide promotion Bally

and MCA will offer a Capt. Fantastic contest and supply over a million specially illustrated entry forms for circulation in retail record stores throughout the country.

For additional back-up some 40,000 18" x 24" posters will be distributed in the record stores and Bally will also include one in every game and supply them to distributors as well. Special Capt. Fantastic T-shirts will also be provided by the factory for circulation through its network of distributors.

Bally has been approached by Playboy Clubs Enterprises (through their advertising agency) for various cooperative promotional tie-ins, ranging from a proposed "Pinball Olympiad" at the Montreal Club in July to a celebrity competition (bunnies, athletes, entertainers) in the three major clubs, located in Los Angeles, Chicago and New York.

Bally is offering assistance to distributors and their customers on any Capt. Fantastic related promotions, on an individual basis, outside the realm of the major planned efforts.

Nieman said, "Bally feels that every operator can take advantage of Capt. Fantastic's high promotion potential," pointing out that any record store can be solicited to co-sponsor a promotion. Offers of Elton John albums (especially "Capt. Fantastic And The Brown Dirt Cowboy"), T-shirts and such, can be made, he said, for playing the game, to generate excitement and interest. With Elton John's international appeal there is no end to the promotion potential, he added, and no time parameters to cause any limitations.

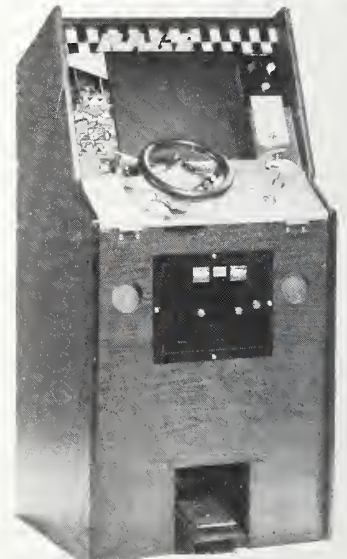


A closer view of the outstanding backglass design which obviously appeals to the smiling star, and gives us all an inkling of some of the exciting aspects of the game!



Here they are! Bally's superb "Capt. Fantastic" 4-player flipper and world renowned performer Elton John, the subjects of one of the industry's most ambitious promotional programs!

## 'Race' New 2-Pl. Video From Fun Games



AND THEY'RE OFF — Fun Games, Inc. of Oakland, California announced the release of a new game "Race" a one or two player video game. Drivers must watch out for oil slicks and wrecked race cars on the track while speeding around corners. The playfield is ever changing but the major new feature is that the playfield is 85 times larger than what the player can see.

## Sega Earnings Report

NEW YORK — Sega Enterprises, Inc. reported net earnings for the third quarter ended March 31, 1976 of \$567,000 or 30 cents per share versus \$559,000 or 29 cents per share for the comparable period last year. Revenues in the quarter were \$5,752,000 compared with \$6,717,000 last year.

For the first nine months of fiscal 1976 net earnings were \$1,630,000 or 86 cents per share versus \$1,434,000 or 75 cents per share in 1975. Revenues for the nine months were \$17,821,000 compared with \$17,559,000 for the same period last year.

Sega attributed the decline in third quarter revenues and pre-tax earnings to

*continued on pg. 44*

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

A Full Line of  
Coin Operated  
Recreational  
Tables from  
**American SHUFFLEBOARD COMPANY**  
210 PATERSON PLANK ROAD  
UNION CITY NEW JERSEY  
"The House That  
Quality Built"

**Coin Sorter Speeds Counting**

- Sorts, stacks, groups and counts
- Aids wrapping
- Verified counts
- Cuts time by 50% to 75% over hand work

Only \$39.95

Write for free details or order now for two week free trial

**NADEX Industries Inc. Dept. 17404**  
220 Delaware Ave., Buffalo, N. Y. 14202



## Atari Takes Lead With New INDY 4

LOS GATOS, CA — Atari, Inc. has just unveiled INDY 4™, a new 4 car color version of the Indy 800.



Up to 4 drivers in four different colored cars (green, red, blue and purple) can compete on a challenging new 25" color track layout.

"Indy 4 is designed for locations where space is more limited," Gene Lipkin, vice president of marketing stated. "Indy 4 will attract high volume single and team play, as well as allow an operator to place the attraction against a wall or in a smaller island-floor space."

Special design features include molded-in pockets in the control panel to hold beverage glasses and keep spills away from scratch-resistant plex video screen cover. Four separate sound effects circuits, all metal foot pedals for braking and acceleration, locking cashboxes and dual coin mechs highlight INDY 4's features. Indy 4 can also be ordered with an optional Rowe dollar bill acceptor for easier collections and more player convenience.

A new smoked-plex canopy designed for more video screen protection and increased game visibility is also a new visual feature.

For more information contact:

Mr. Gene Lipkin  
vice president of marketing  
Atari, Inc.  
14600 Winchester Blvd.  
Los Gatos, CA 95050  
Telephone (408) 374-2440

## School In Session



As revealed in the accompanying photos, when Leonard Nakielny, field engineer for Williams Electronics Inc., conducts a service school he not only attracts a good turnout but also the undivided attention of student ops and service people intent on gaining as much knowledge as possible from his very thorough presentation. This particular session was held at the See-North Distributing premises in Albany, N.Y. and, of special significance as pointed out by the distrib's Bill Prutting, was the fact that it was the first Williams' school held here in quite some time and very much requested by area ops. Prutting indicated that subsequent schools will be scheduled at the See-North branches in Syracuse and Buffalo. "Everyone praised the outstanding ability of Len Nakielny," Prutting said, "and his manner of conducting the school." More than 35 were in attendance.

## ICMOA Meets 6/11-13

CHICAGO — The picturesque French Lick Sheraton in French Lick, Indiana will be the setting for the 1976 annual Illinois Coin Machine Operators of America convention, taking place during the period of June 11 through 13.

Festivities will get underway on Friday evening with a "welcome back cocktail party," which is among the many social activities planned for attending members. ICMOA president Chick Henske, in addition to presiding over the Saturday evening president's reception and dinner, which will take the form of a western style bar-b-que complete with square dancing and all, has arranged some special group activities so that members may take advantage of the numerous recreational and sporting facilities of the French Lick Sheraton.

"Strictly business" will be the bill of fare between the hours of 7:30 a.m. and 12:00

noon on June 12. Agenda will include an early morning board of directors' breakfast, followed by the annual full membership business meeting at 9:00 a.m., which will focus on the board of directors' report as well as a review of the recent association sponsored pool tournament and an update of the ICMOA service school program.

Among guest speakers attending the conclave will be MOA president Ted Nichols, who will address his remarks to the specifics of "Controlling Your Operation" (as initially presented by Dr. John Malone of Notre Dame University); MOA's executive vice president Fred Granger, who will discuss the national and state legislative scene with emphasis on the copyright law; and Mr. Bob Rondeau of Empire Dist.-Green Bay, whose remarks will center on "Today's Coin Machine Operator."

Convention will adjourn following the official Sunday morning breakfast.

## Marcus To ChiCoin As Gen'l. Manager

CHICAGO — Jerry Marcus has been named vice president and general manager of Chicago Dynamic Industries, according to an announcement from the firm's board chairman Sam Gensburg.

Marcus was previously vice president of finance for Seeburg and prior to that held an executive position at Rowe International for several years.

In his present capacity Marcus indicated that he will concentrate heavily on ac-

*continued on pg. 44*

## Les Montooth Jr 40

they utilize a lot of wallboxes and I've always been very heavy on wallboxes. At one time I had about three wallboxes for every machine on location. Taverns are also very good spots for jukeboxes.

**Cash Box:** What procedures do you follow in programming your jukeboxes?

**Montooth:** First of all, we pay close attention to the trade charts, one-stop recommendations and the radio, as well as the requests of location regulars. If a regular patron at an establishment wants to hear a particular record we'll be sure to put it on the jukebox but we don't pay much attention to transient requests. Just as a bar owner will be select in the kind of whiskey he chooses, we are select in the records we program; taking into consideration how heavily they are played on the radio and, of course, whether or not they are being programmed by our competition. Age is also an important factor. If a location caters to a predominantly young crowd we'll make sure we include more pop sides on the jukebox; but we always include a variety of pop, country and a row of oldies. Country music is very popular on my route and we always make certain that the last record on the jukebox is "Happy Birthday." You'd be surprised at how many times this number is played. I'd also like to say something about the importance of the routeman's role, on the location level, since it is he who can turn a mediocre route into a very good one. His own personality, the way he presents himself, are just as important as the records he programs.

**Cash Box:** How do you handle the servicing of phonograph equipment? Would you say the machines can be serviced for the most part on location or must they be taken to the shop?

**Montooth:** Ninety percent of the time jukeboxes can be serviced on location.

Once in a while, however, and this happens very seldom, we might run into something that requires shop work. Speed, actually, is really the most important service tool on a phonograph route. When a machine is down the location wants it fixed right away, because they feel it holds their business, and I'm inclined to agree that when the music stops the patrons will begin departing if it isn't resumed quickly.

**Cash Box:** Do you think an operator in today's market can survive exclusively on music?

**Montooth:** Absolutely. Many people would disagree with me, I know, but based on my own experience I would say that if an operator handles it and promotes it he can certainly survive quite well. I did, for forty years! You have to be a specialist, really, and know the proper amount of machines and wallboxes to put out, and know how to rotate your equipment. There are some locations on my route that require a new machine each year so we make the installations. It's also important to know when to remove a machine from one location and place it elsewhere. If an operator finds that he gets repeated service calls from the same location, it's time to take that phonograph out of there and replace it with another one, rather than allow patrons to become disillusioned with it. Bring it into the shop for repair and install it somewhere else.

**Cash Box:** Have you any comments to make on the reported "softness" in phonograph sales experienced in some areas of the country?

**Montooth:** The fact that machines are much higher priced today probably has something to do with it. When I started out I paid \$298 for a machine; today's prices are considerably higher but I contend that if there is a softness in some areas it is due to

*continued on pg. 42*

**WILLIAMS' TWO PLAYER...  
SPACE ODYSSEY**

3 or 5 Ball Play Adjustable Replay or Extra Ball Model

NEW JET BUMPER—EASY TO REPLACE METAL RING.

Buy "SPACE ODYSSEY" a Two Player Spinoff Winner by Williams.

Today's Pricing  
1 Play per Quarter  
3 Ball Play a Must

**Williams' ELECTRONICS**  
A Division of The Seeburg Corporation of Delaware  
3401 North California Ave., Chicago, Ill. 60618  
CABLE ADDRESS: WILCOIN, CHICAGO  
Available For Immediate Delivery Through Your Williams Distributor

## NYC Legalizes Pin Machines

**NEW YORK — Pinball machines are again legal in New York City. They have been illegal in places other than amusement arcades since the time of Fiorello LaGuardia, who publicly smashed machines to demonstrate his opposition to them. The vote by the City Council to legalize was by a wide margin.**

## CHICAGO CHATTER

See the new "Space Odyssey" 2-player pingame currently in release by Williams Electronics Inc.

AT THE END OF THIS WEEK, Illinois operators will be gathering at the Sheraton Hotel & Country Club in French Lick, Indiana for the 1976 annual ICMOA convention. Among honored guests will be MOA president **Ted Nichols**, the association's executive veepee **Fred Granger** and **Bob Rondezu** of Empire Dist.'s Green Bay branch, who will each address the group. In addition, because the site is notably very picturesque and conducive to an assortment of recreational activities (golf, tennis, horseback riding, handball, etc.) ICMOA president **Chick Henske** has planned many special group activities.

CHATTED SOME WITH **Steve Heckmyer** of Brunswick's Briarwood Division upon his return from Orlando, Fla. where he attended the BBIA (Billiard & Bowling Institute of America) board meeting. Steve raved a bit about the exceptional success of the firm's "Air Handball" game which, he said, has the distinction of being one of the most durable, trouble-free pieces in the present marketplace. Arcade and location earnings reports have been excellent, he said, operators are very impressed with the game's durability and simplicity of maintenance — and "we've had no complaints from the field" about sums it up! Steve also reminded us that "Air Hockey," now in its fourth year of release, continues to be a very big seller!

ATTENTION JUKEBOX OPS: A single titled "Good Love And A Song" by vocal duo **Darrel and Jean** on the Detroit-based MSK label is reportedly generating jukebox interest in that area of the country. Give it a listen.

LOOK FOR AN EXCITING, NEW single player rifle game from Midway Mfg. Co., being scheduled for release shortly. It's called "Top Gun!" Watch for it! . . . Meanwhile, we're happy to report that aside from correcting the damaging effects of the recent tornado, Midway is currently expanding its facilities. **Larry Berke** said they've been doing quite a bit of inside construction work and have considerably widened the previous space, in addition to adding a second floor to the other side of the plant . . . Firm's service manager **Andy Ducay** will be participating in the upcoming Empire service seminar with a Midway session on Friday, June 18, at the Holiday Inn in Indianapolis.

ATLAS MUSIC CO., as **Sam Kolber** pleasantly noted, is enjoying a very good season — in all departments! Rowe R-80 phonos are moving just beautifully; vending sales are on the rise, and games, expectedly, are selling like hotcakes!

IAAPA PRESIDENT **Roger Shaheen** and executive secretary **Bob Blundred** were among the principal speakers, along with **Mayor Theodore Mann** (ma.) at the 50th annual convention of the New England Assn. of Amusement Parks and Beaches (NEAAPB) which was held at the Marriott Hotel in Newton, Ma. (May 6 . . . Incidentally, the IAAPA is currently prepping for the association's annual national Summer Convention this coming September in Hershey, Pa.

BUSINESS IS GOOD AT Chicago Dynamic Industries, as **Bob Sherwood** tells us, with the current big three sellers being "Coney Island" rifle, "Cinema" 4-player pin and "Lo Boy Demolition Derby"!

## HOUSTON HAPPENINGS

Music Operators of Texas, formed in 1972, held a very successful convention May 21-23, 1976 in the Rice Rittenhouse Hotel, Houston. The Rice Rittenhouse, oldest major downtown hotel here, has been a Houston landmark for over half a century. Briefly, convention opened at 2 p.m., May 21, 1976. **Al Novelli** spoke on how to increase profits. May 22, 1976, Round Table Discussion. Meeting led by **L.G. Moore**, Chairman, Board, Texas Amusement Machine Commission. **Jack Vaughn**, New Executive Director, Tex. Amusement Commission conducted question and answer sessions . . . Also, Board Meeting. During noon luncheon guest speakers were **Ted Nichols** and **Fred Granger**, M.O.A. president and executive vice pres. respectively. Immediately after luncheon: election of officers, Board of Directors Meeting and Pinball School, directed by **Cliff Haynes** . . . Final day, Continental Breakfast, followed by Round Table Discussion. Meeting wherein major Tex. distributors instructed operators on how to make more money as such. Distributors who participated were: **H.A. (Hoddy) Franz**, Seeburg; **Ed Blankenbeckler**, Rowe International; **L.C. Butler**, Gulf Coast Distributing Co.; **R.B. Williams**, Commercial Music Co.; **Wm. F. O'Conner**, O'Conner Distributing Co.; **Dock Ringo**, Wallace Distributing Co.; **Don Siegel**, LE Corporation; **Bob Hughes**, Rogers, Ehrie & Hughes . . . Lack of space prohibits names of and comments on huge bundle of booth holders at 5th annual convention of M.O.T. So we shall drop down to local level and mention some of those located in Houston . . . **Cliff Haynes**, who conducted the pinball machine school at conv. is head of H.A. Franz & Co. (Seeburg), Houston, service dept. . . **O.O. (Peewee) Fleshner**, salesman for International Billiards, Inc., Houston is in charge of that firm's booth . . . **Steve Bennett**, service dept., Gulf Coast Distributing Co., (Houston and San Antonio) minded L.C. Butler's Co. booth . . . **Harry Jones**, Sales Mgr., LE Corporation, was in charge of that firm's booth . . . Operator **Philip Matranga**, owner and president of Matranga Music Co., Inc., Houston, participated in most of the three day activities . . . Sales representatives, **Wade Gibson** and **Jerry Johnston**, active all three days explaining finer points of merchandise in Seeburg booth . . . Met for first time, **Mike Cassillo**, owner and mgr., Copy Products Systems, Bellaire, Tex. Bellaire joins Houston on Northwest side . . . **Al Novelli**, who spoke on How To Increase Profits, is Vice President of H.A. Franz & Co., Houston . . . **Stephanie Demos**, Innovative Coin Corporation, Santa Clara, Calif., might have traveled longest distance to attend Music Operators of Texas convention.

## MILWAUKEE MENTIONS

All distrib. reporting upswing in sales of games, with pinball and arcade pieces getting particular attention — hearing the name Williams "Space Mission" come up quite often.

SPOKE WITH **Jack Hastings** at Hastings Dist. in Milw., who told us the annual Hastings Company Picnic is going to be held this year on June 13. We understand that **Wally Bohrer**, of Hastings, has been retained to do all the cooking again this year, and employees have been warned to leave their bicarb of soda at home! All kidding aside — heard Wally usually does a great job! Jack also told us that Wally attended the Music Ops of Minnesota annual meeting in Minneapolis, June 4-6, where he addressed the operators from Minnesota. As many of you know, Wally is president of the Wisconsin Music Merchants Association.

MILWAUKEE HAPPENINGS: Advance ticket sales have begun, due to a huge demand, for the Milwaukee Kool Jazz Festival to be held in July. Tickets for the July 16 & 17 dates may be purchased at all Ticketron outlets, 1812 Overture Record Stores and Mainstream Records. Ticket prices range from \$6.50 to \$10.00, and the Festival takes place RAIN or SHINE. The toll free number for additional info is: (800) 543-1793.

## EASTERN FLASHES

Business is "better than ever" at Betson Enterprises (No. Bergen, N.J.) — and that's a direct quote from **Jerry Gordon**! He said Rock-Ola phonographs, with emphasis on the 456 and 464 models, are super sellers these days; along with such games as the Midway "Sea Wolfe" (which he can't get enough of, it seems); Fun Games' "Take Five" cocktail table and ChiCoin's "Cinema" pingame — to name a few! . . . Wurlitzer's **C.B. Ross** advised of some recent distributor appointments for the European-made Deutsche Wurlitzer line; namely, the Lovell Co. (Lubbock, Tex. and Albuquerque, N. Mex.), Southern Music Dist. Co. (Orlando, Tampa and Jacksonville, Florida) and Roth Novelty Co. (Wilkes Barre, Pa.); with a few others pending. C.B. said that in addition to rounding out a distributor network, he's been exposing the Deutsche Wurlitzer line at industry trade functions, including the recently held MOT, Texas state association convention, in Houston and, on the strength of this exposure coupled with previous acceptance, has been experiencing an exceptional sales surge on the models — plus very substantial re-orders! Incidentally, he also mentioned the outstanding turnout in attendance at the recent Lovell Co. open house in Albuquerque, which he attended on the 21st. Rarely has he ever noted so many operators in the same place at the same time! . . . We've come to the conclusion at this stage of the column that music equipment is indeed very much in the forefront these days. As further evidence, our conversation with **Frank Ash** of Active Amusement (Phila.) centered on how extremely well Rock-Ola phonographs are selling — a very decided upsurge is being felt at Active. Frank said he anticipates the summer season will be a very good one for business, not only in and around Philadelphia but the seashore area as well. Among his outstanding games of the moment are Gottlieb's "Royal Flush" 4-player and the Atari "Indy 4." LATE FLASH: **On Tuesday, June 1, Mayor Beame signed the bill to legalize pinball machines in New York City! At presstime the good news was being spread throughout the industry!**

## UPPER MID-WEST MUSINGS

**Dave Poehl** and **Don Odness**, Carrington Coin Machine Co., Carrington, No. Dakota, in the cities for a few days making the rounds . . . **Bob Kervina**, Duluth, in the cities overnight making the rounds and also attending a M.O.M. board meeting . . . **Walter Jones** of the Lieberman Music Co. retired May 14th after 25 years of service in the phonograph service department. Before being with Lieberman Music Co. he spent 15 years with Hy-G Music Co. until they sold out to Lieberman Music Co. Mr. & Mrs. Jones intend to leave next month on a six week vacation, first flying to Germany to visit Mrs. Jones's sister living there and then driving through the Scandinavian countries and London before returning home . . . Music Operators of Minnesota, (M.O.M.) held a board meeting May 11th at the Radisson South. Full attendance with the exception of **Gordon Runnberg**, Moose Lake, and **Lawrence Sanford**, Dodge Center . . . **Frank Fogelman**, Gremlin Co. in the cities for the day at Lieberman Music Co. Two of the hottest games in the past few weeks and still continuing to run hot have been Gremlin's Trap Shoot and Play Ball. Can't get enough to fill orders . . . **Mr. & Mrs. Bob Bender**, Jamestown, in the cities for a couple of days picking up equipment . . . Over 1,000,000 fishermen were on the lakes in Minnesota last weekend for the opening of the walleye season and the resorts were loaded which should make operators happy in the resort areas . . . **Mr. & Mrs. Bob Bergquist** in the cities overnight picking up a load of equipment, such as phonographs, games and pool tables . . . **Earl Ackley**, Trego, Wisc., in the business since 1946, has sold out. Earl will continue to be postmaster of Trego, a job he has held since a post office was built there about 8 years ago. **Bob Berkenmeir** of Rice Lake is the new owner of the Ackley route . . . Seen in town this past week were **Tom Roberts**, Hurley, **Ritchie Hawkins**, **Al Eggermont**, **Tom Karas**, Hayward, **Roy Stone**, **Bob Smith** and **Gabby Cluseau**, Grand Rapids . . . **Paul Jacobs** of Exidy in the cities for the day visiting their distributor Lieberman Music Co. . . .

## CALIFORNIA CLIPPINGS

Cash Box tips its hat and offers congratulations to **Pat Karns**, **Ken Anderson**, and everyone at Fun Games, Inc. in celebration of their first year in business. They've just released a new game, "Race" and Anderson says pre orders are already rushing in . . . **Chris Loumakis** from Pico Indoor Sports is off to Hawaii . . . on business!! Well the long Memorial Day weekend hasn't slowed C.A. Robinson down at all. **Hank Tronick** was just "stepping out to swim and meet the boat" carrying SEGA's "Shooting Trainer" and "Wild Gunman," but he took the time to tell me that Midway's "Sea Wolf" is going like crazy and Atari's "Indy 4" and "Tank 8" are taking the operators by storm. **Sam Stern**, former president for Williams Manufacturing Co. in town visiting with the Bettlemans.

## State Association Calendar 1976

**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**

## Les Montooth fr. 41

a lack of salesmanship on the part of the operator. A distributor sells a machine, what an operator is selling is the intake on a machine. Pricing should be adjusted to meet increased operating costs and I think a very good step would be one for a quarter, three for a half. My route was predominantly at two for a quarter, five for a half pricing, but we were gradually, and quite successfully, going into one for a quarter, three

for a half, which I really think is a vital step in our salvation.

Montooth stated that he intends to maintain close contact with the coin machine industry and participate in industry trade functions, on both the national and state levels, as he has done over the past several years and, possibly, arrange a schedule of speaking engagements at various state association meetings across the country. He was a former president of Music Operators of America and served in various capacities in the Illinois state group.





## Maple Price-Hikes Pinch, Confuse Retailers, Rackers

### Fall Re-Modelling Due If Structuring Fails To Attract Consumer Interest

TORONTO — A series of price increases set by manufacturers over the past five months has led to a complex set of situations for retailers and rack jobbers across the country. For Larry Ellenson, owner of the independent Round Records retail store, the combined effect is squeezing him into a very tight financial corner.

Operating out of a second-floor premise close to the heart of downtown Toronto, he has prided himself in keeping prices down for his customers and building up a steady clientele as a direct result of his pricing policy. "It's a squeeze right now," he says, "and in some cases customers are turning down product because they can't accept the prices."

The first increase announced this year was by Polydor Records. Pop LPs previously sporting a suggested list price of \$7.29 have been increased to \$7.98 as of March 1. Pop tapes (eight-track and cassette) moved from \$7.98 to a suggested list of \$8.98.

"In my store this affects the cost of a list because my charge to a customer is 30-percent off the suggested price. So, with a \$7.29 record, my charge is \$4.99 and a newly price \$7.98 LP now becomes \$5.89.

The second set of increases were announced by London Records. Most list prices here were raised by one-dollar, hence: double albums list at \$9.98; budget LPs-\$4.98; Bonus Packs-\$9.98; and special double-albums, such as the Rolling Stones "Hot Rocks" LP, jumped by two-dollars at list price.

As with Polydor increases, while the list price increased, percentage discounts to rack jobbers and dealers remained the same.

Columbia was the next to announce a price adjustment, effective May 14. The Columbia Records Distributors' system, however, varies from the approach taken by London and Polydor. Columbia chose to hold the list price and lower the discount to rack-jobbers and retailers; in effect, raising their cost per album supplied. For Ellenson, the cost increase is approximately 20-cents per LP. Pop LP product previously offered a basic 38-percent, less five-percent, less three-percent discount off suggested list price with an additional five-percent volume discount on goods over \$12,000. The new structure calls for a straight 40-percent off of suggested list and the five-percent volume discount requires a minimum of \$20,000 in either tape goods or LPs during the calendar year. The prior \$12,000 volume discount combined tape and LP product.

For an independent, such as Ellenson, who operates only one store, the potential to earn the additional five-percent volume discounts is now lost. According to Columbia's figures, the increase is only three-percent but Ellenson disagrees: "The prices are up five-percent. We're talking about the gross profit margin, not about the discount that they have taken away (from the small retailer)."

The MCA price increase is possibly the hardest hitting for the lone retailer. Set into two parts, the first calls for an increase in suggested list price on top-line product and a reduction in percentage discounts for dealers.

Ellenson is irate about the latter part: "This is the first time to my knowledge that there has been more than a 10-percent difference between the standard dealer and standard racker costs from the manufacturer."

The first increase calls for a readjustment on suggested list of all Olivia-

Newton-John, Elton John and The Who product, from \$7.29 to \$7.98. However, while sub-distributor prices, charged by MCA, stay constant at 38, less 10, Ellenson must now accept a 38 less eight percent discount off list, hence a 12-percent difference between a rack and retail wholesale price. For the small retailer who is trying hard to attract a steady clientele, the two-percent difference cuts his competitive edge and also alienates him from the chain record stores who can always beat his price with volume discount purchases, which he cannot hope to match. The two-percent squeeze puts the LP costs to the retailer up by approximately 10 cents and using his 30-percent-off list formula for the consumer, an Elton John LP now moves up from \$4.99 to \$5.59.

As in the case of MCA in the U.S., the majority of product here is sold through rack-jobbers, one MCA spokesman puts the figure as high as 91-percent of total volume, and the two percent squeeze could be interpreted as a move by the company to give rackers cost advantage with retailers, whereby MCA can become less involved with individual accounts.

A random survey of other majors indicates that executives are waiting to see what the outcome of these four increases will do to the market. If the consumer is going to accept the new prices, and the distributors and retailers are willing to accept them it seems likely that others will follow in suit. However, if the \$7.98 structuring fails to attract consumer interest then individual plans are going to have to be remodelled before the fall season arrives. No official comment has been served as yet as to why the increases are necessary for some companies and not for others, but the eventual outcome is going to mean a lot to the independent retailer.

### Term Increase For Nippon Phonogram

TOKYO — Nippon Phonogram Co. claims to have had its best sales term (12th) ever, having shown a 4.3% increase over its previous term of 3,654,000,000 yen.

Break shows records (87.1%) outselling tape (12.9%), 3,320,000,000 yen to 492,000,000 yen. During this period domestic music accounted for 31.7% of sales while import brought with it the larger portion of 68.3%.

### Victor 7th Term Sales Best Ever

TOKYO — Victor Musical Industries Co. has held its executive meeting for the 7th term (March 21, 1975 to March 20, 1976), reflecting the strongest sales results in the history of the company. These figures will be presented at an upcoming shareholders conference later this month.

Gross sales for the term were 26,700,000,000 yen (\$89,000,000) representing a .2% increase over the previous year of 26,400,000,000 yen. The percentage of records vs. tape was 73% (19,700,000,000 yen) to 27% (7,000,000,000 yen). At the same time, Japanese domestic music out-sold international repertoire for Victor, 60% to 40%.

Artists credited for the sales increase include Junko Sakurada, Hiromi Iwazaki, Van McCoy & The Stylistics and Silver Convention.

A sales target of a 10% increase has been set for the 8th term (March 21, 1976 to March 20, 1977).



**A RECORD GOLD RECORD** was presented to the Footscray/Yarraville City Band of Australia recently. In honor of their rather prodigious feat of having gone gold within five weeks of Australian local sales of their Crest album, "Victor's Return," the band was presented with a gold record nine feet in diameter! Pictured in front of the giant disk are the Mayor of Footscray, Jack Bristow; George Cruikshank, president of the band; Mervyn Simpson, musical director and conductor; and Don Fraser, national marketing manager, Crest International.

## Motown Goes Independent With Canadian Distribution

TORONTO — Motown Records Canada Ltd. has announced its intention to service Ontario accounts from the head branch warehouse in Toronto, effective immediately.

According to Ron Newman, vice president and managing director "Motown Canada through its former distributor (Merit Music Distributors) enjoyed comparatively good sales since its inception in April 1974. However, as sales climbed, we

felt because of Motown's greatly accelerated growth pattern, especially during the past seven months, we could more adequately service Ontario accounts and promote our own product more effectively through utilization of representatives in a promotional as well as sales capacity. This move will also help in opening the door for Motown Canada to acquire and effectively promote new product and artists in Canada."

Ontario will be serviced by two sales and promotional reps. Motown is now to distribute Memorex blank tape to all music accounts in Ontario. The former distributors, Merit Music, closed down Canadian operations on April 30. Motown was the largest account Merit contracted in Canada, considered to account for some 90 percent of total business.

### Von Winterfeldt Senior Director For CBS Germany

FRANKFURT — Michael H. Von Winterfeldt has been named senior director, marketing and sales for CBS Records Germany, by the company's managing director, Rudolf Wolpert.

Von Winterfeldt was most recently vice president of a&r at Polydor Record's headquarters in New York. During his 19 years with Polydor he held a variety of executive positions in sales, marketing, international and domestic a&r.

### Gilbey Named V.P., Albert Int'l Music

SYDNEY — J. Albert & Son Pty. Ltd. has expanded to form a new division, Albert International Music which will represent the Albert publishing company and record label in international dealings. Chris Gilbey, former a&r manager for Albert Productions, will head this new division as vice president, Albert International Music.

## Canadian Executives On The Move

TORONTO — Michael J. Kernahan has been appointed to the position of director of advertising and creative services at Capitol Records' head office in Toronto. Jean-Marie Heimrath has also joined Capitol to handle eastern region promotions for the Arista line.

**GRT has announced eight** new appointments to its staff. Elizabeth Braun has been named to the newly created position of press officer . . . Scott McDougall is to handle promotional duties in Quebec and the Maritimes, responsible to radio and all media within Ottawa, the province of Quebec and the Maritime area . . . Alex Petchkin joins GRT's sales staff in Calgary, responsible for all product, servicing of accounts and promotion. Joining him, Rita Psaid in charge of customer service, and Alex Wong, who will handle promotion for the Alberta area . . . In Ontario, Joseph Toews takes over the position of sales manager.

**Jim Fotheringham** has been appointed RCA sales manager for Alberta, Saskatchewan and Manitoba. Jim Maxwell has been appointed sales & promotion rep for RCA in the Manitoba area.

**A&M Records** has announced the appointment of Jean-Marc Corbeil to the eastern Canada sales force.

**CHOM-FM radio** in Montreal has announced that Bob Beauchamps will be joining the full-time staff of announcers.

**Smile Records in Toronto** has a new address: The Smile Music Group, 1659 Bayview Ave., Toronto, Ontario, Canada. 3C1. Phone (416) 485-1157.

## WEA (Holland) Tops Dutch Qtr.

LOS ANGELES — WEA Records (Holland) demonstrated the highest singles-entry ratio among Dutch companies during the first quarter of 1976. A survey of radio Veronica's Top 40 list shows that 72.7% of all records released by WEA during this period reached the tip list while 36.3% actually reached Top 40. Red Bullet Productions took second with 50% of its singles reaching the tip list and 30% reaching Top 40. CBS placed third during the quarter with 36.9% making tip listings and drew an overall 8th position in Top 40 charting with 13%.

Other results include EMI-Bovema, 25% (tip) and 8.3% (Top 40); Phonogram 22.2% (tip) and 18% (Top 40); Polydor 26.1% (tip) and 16% (Top 40); and RCA 23.3% (tip) and 13.3% (Top 40).

In the last quarter of 1975 WEA also had the highest success ratio in the singles charts. Ben Bunders, managing director of WEA-Holland claims WEA is selective about its release schedule, trying to avoid an overload in countries where promotion channels are limited, such as in Holland.

## 10th Hi-Fi Show Set For Milan

MILAN — The tenth Salone Internazionale della Musica e High Fidelity 1976 will be held Sept. 3-7 at the new exhibition premises of the Milan Fair. The show will be highlighted by musical performances, equipment tests and awards and a computer data system in order to speed up information and consultation.

## Carlos Ends 4-Month Stand; Prepares Tour

RIO DE JANEIRO — Roberto Carlos has wrapped up a four-month stand here at the Canecao where he drew over 300,000 fans. His show, which includes an 80-piece orchestra conducted by Chiquinho de Moraes, is a kind of musical autobiography dealing with Carlos ten years before the public.

As Pele is regarded by Brazilians as the soccer king, Carlos is the pop music king to citizens of this country. His present hit, "Alem do Horizonte," which will be recorded in English in a few weeks was one of the highlights of the show; an album containing the song was released last December here in Brazil and has sold some 600,000 copies, including sales in Argentina, Mexico and Latin America.

Carlos is now preparing for a three-month international tour which will take him to Mexico, Spain and Puerto Rico before he records his next album for CBS in New York. Carlos writes his own material which is administered exclusively by attorney Henry Gandelman of Brazil.

## 1st Int'l. Brass Congress Set For Montreux, June 13-19

MONTREUX, SWITZERLAND — The First International Brass Congress will take place in Montreux, Switzerland June 13-19. Sponsored by the Institute for Advanced Musical Studies (IHEM), the Congress will bring together members of the International Horn Society, the International Trumpet Guild, the International Trombone Association and Tubists Universal Brotherhood Association.

Brass musicians from around the world will attend discussions, demonstrations, recitals and concerts. Invited guest artists represent Austria, Australia, France, East and West Germany, Sweden, Switzerland, Romania, England, the Netherlands, Japan, Iran, Czechoslovakia, the USA and USSR.

## FLAPF Moves Headquarters; Emery Named Exec. Sec'try

BUENOS AIRES — Dr. Miguel Emery has been named executive secretary of the Latin American Federation of Record Producers (FLAPF) and Dr. Henry Jessen, one of the founders and leaders of the organization over the years of its existence, remains general secretary.

At the same time, it has been decided to move FLAPF headquarters to Buenos Aires and to create a committee to fight against record piracy. That committee will be headed by Nestor Selasco.

The board meeting which took place in

Santa Cruz de la Sierra, Bolivia, is part of a schedule of meetings in countries involved in the Federation, with the aim of explaining the purposes of the Federation and the need of laws protecting record producers against piracy.

The Argentine Chamber of Record Producers, in connection with the Federation, has started a campaign among retailers against counterfeit recordings. This campaign and all related to the matter will be managed by Enrique Rosso, a long-time record man.



**JOINT POWER EXCHANGE** managing directors Barry Authors and Paul Robinson have negotiated a deal with Jamaican based label Sound Tracs directors Pat Cooper and Rupery Cunningham whereby Power Exchange will manage the label world-wide. Also, Chappell Music of London will administer the firm's publishing interest. Power Exchange will distribute the Sound Trac label and 2nd Trac label in the UK and first release under the new deal will be a single titled "Midnight Rider" by Jamaican group Tropical. This single will also be released in America by Larry Uttal's Private Stock Records, and is currently on release on the Power Exchange label in Canada. Pictured (from left to right) are Cooper, managing director, Sound Tracs Ltd.; Authors & Robinson of Power Exchange; Cunningham and Geoff Chung of Sound Tracs.

## Pathe-Marconi Scores French Rocket Distrib.

PARIS — Pathe-Marconi has signed to distribute Rocket Records in France. First release will be an Elton John single next month to be followed by his double album in September. Kiki Dee will issue an LP at the same time as Elton, but Rocket man Neil

Sedaka will stay on with Polydor for European distribution.

**Kraftwerk's** single entry "Radio Activity" enters the French charts in style. The work was chosen as a theme tune by three radio stations (R.M.C., EUROPE & R.R.3). "Radio Activity" is also the number David Bowie has been piping into halls in order to warm up his concert audiences.

## Slater Named Creative Div., EMI Publishing

LONDON — Terry Slater has been appointed creative director of EMI Music Publishing effective immediately according to managing director Ron White. Kay O'Dwyer will continue her responsibilities as general manager of middle of the road repertoire development with the addition of arranging, copying and standard catalog promotion departments. Brian Hopkins, currently assistant manager of popular repertoire development will continue in this post but will also undertake special assignments for the creative director. John Gordon will continue as promotion services manager but will also supervise the pop promotion department. These realignments within the company are to fulfill the assignments previously handled by Peter Philips who left the company recently to go to ATV Music.

## Karl Richter Awarded 'Golden Gramophone'

HAMBURG — Karl Richter has been presented with Polydor International's highest distinction, the "Golden Gramophone." Professor Richter, harpsichordist, organist, conductor and choir-master, was given the award at the conclusion of his Munich Bach Festival.

The "Golden Gramophone" is a scale model of the historic Emil Berliner gramophone and has been presented since 1965 to artists who have served Polydor International over the years, who have numerous recordings of generally recognized artistic excellence to their credit, and who have served the cause of music all around the world.

Richter has been recording for Deutsche Gramophone and Archiv Production for more than two decades. Twenty-four years ago he made his first recording, playing the continuo in Handel's Concerti Grossi Op. 6 with Fritz Lehmann conducting the Bamberg Symphony Orchestra. Since then Richter has made over 100 records, not including many re-releases, especially his works by Johann Sebastian Bach. Richter's current recording activities revolve around a comprehensive cycle of Bach Cantatas for the church year (30 LPs in five boxed sets).

## Chappell Meet Will Focus On International

NEW YORK — Chappell Music will hold a professional meeting June 14 and 15 in New York City, incorporating international dimensions with representatives from England, France and Germany committed to attend.

Norman Weiser, president of Chappell, will preside over the two-day session to be held in the Americana City Squire Inn and in the Chappell-New York offices. The conference will cover current and future professional activities including a national and international product presentation.

The program will also cover a full range of Chappell services including copyright, royalties, administration, finance, legal, public relations, theatre, publications, special projects, the international department and the New York Songwriter's Workshop.

## Argentine News

BUENOS AIRES — CBS arranged a party at the Hotel Presidente celebrating the return of guitar player Cacho Tarao from his European tour, which included successful stints at several countries. Tarao has been contracted here for appearances at a cafe-concert and will probably tape another TV special later this year. His repertoire includes Brazilian, folk and middle of the road music, which allows him to reach markets of English and French-speaking listeners.

**Cabal** arranged a party for newsmen at the "Cano 14" night club, devoted to tango music, to present the reappearance of Horacio Saigan and Ubaldo de Lio. Both are already recording a new LP for the label, which is directed by Edmundo Calcagno.

**EMI** hosted another party, at the same "Cano 14," for the opening performances by tango chanter Ruben Juarez, considered one of the best young artists in that field. Juarez is waxing a new album for EMI, and is planning a tour of several Latin American countries for the near future.

**Microfon's vice-president**, Norberto Kaminsky, flew to the United States to get in touch with the operation of the diskery's affiliate in that country. His brother Mario returned recently from a several months stay in Miami.

# ABBA MAKES HISTORY IN AUSTRALIA.



**\*400,000 "BEST OF ABBA" IN 10 WEEKS.**

**\*360,000 "ABBA" IN 20 WEEKS.**

**\*200,000 "FERNANDO" SINGLES IN 9 WEEKS.**

**5 SINGLES IN THE TOP TEN APRIL, 1976.**

**CHANNEL 9 SPECIAL SETS NEW HIGH  
IN RATINGS (YES, HIGHER THAN N.D.!)**

RCA IS PROUD TO BE ASSOCIATED WITH STIG ANDERSON AND IVAN MOGULL  
WE THANK ABBA FOR THEIR MUSIC AND FOR BEING WHAT THEY ARE  
COME BACK – THE HEARTS OF AUSTRALIA ARE OPEN TO YOU

\* Total Australian population: 13½ million

**RCA**

# INTERNATIONAL BEST SELLERS

## Japan

- 1 Beautiful Sunday — Daniel Boon — Discomate
- 2 Mirayi — Hiromi Iwazaki — Victor
- 3 Wakatte Kudasayi — Akira Inaba — Discomate
- 4 20 Sayi No Binetsu — Hiromi Goh — CBS-Sony
- 5 Ai Ni Hashiite — Momoe Yamaguchi — CBS-Sony
- 6 Wink De Sayoonara — Kenji Sawada — Polydor
- 7 Oh Mariyana — Seyiji Tanaka — Victor
- 8 Kitano Yadokara — Harumi Miyako — Columbia
- 9 Beautiful Sunday — Tranzam — Black/Toshiba
- 10 Hizashi No Nakade — Akira Fuse — King
- 11 Ganpekino Haha — Yuriko Futaba — King
- 12 Sexy Bus Stop — Oriental Express — Victor
- 13 Koyi No See Saw Game — Agnes Chan — Warner-Pioneer
- 14 Haru Ichiban — Candies — CBS-Sony
- 15 Momen No Handkerchief — Hiromi Oota — CBS-Sony
- 16 Oyoge Tayiyakikun — Masato Shimon — Canyon
- 17 Kayazaru Hibi — Alice — Express/Toshiba
- 18 Biba America — Banayi — Overseas/Teyichiku
- 19 Kageriyuku Heya — Yumi Arayi — Express/Toshiba
- 20 Kimi Kawayiyine — Sakiko Ito — Toshiba

### TOP TEN LPs

- 1 Shootayijoo No Nayi Show — Yoosuyi Inouye — For Life
- 2 Sannenzaka — Grape Live — Warner-Pioneer
- 3 Cobalt Hour — Yumi Arayi — Toshiba
- 4 17 Sayi No Theme — Momoe Yamaguchi — CBS-Sony
- 5 Mizuno Nakano Yooseyi — Olivia Newton-John — Toshiba
- 6 Speed Of Sound — Paul McCartney & Wings — Toshiba
- 7 Presence — Led Zeppelin — Warner-Pioneer
- 8 Akayi Giwaku — Sound Truck — CBS-Sony
- 9 Amigos — Santana — CBS-Sony
- 10 Adro Saba No Jowoo — Grachella Susanna — Toshiba

## Italy

- 1 Ancora Tu — Lucio Battisti — Numero 1
- 2 S.O.S. — Abba — Dig It
- 3 Ramaja — Afric Simone — Barclay
- 4 Sandokan — Oliver Onions — RCA
- 5 Gli Occhi Di Tua Madre — Sandro Giacobbe — CBS
- 6 Storia D'Amore — Juli & Julie — Yep
- 7 Fly Robin Fly — Silver Convention — Durium
- 8 Come Due Bambini — Bottega Dell'arte — EMI
- 9 La Prima Volta — Andrea & Nicole
- 10 Preghiera — Cugini Di Campagna — Pull

### TOP TEN LPs

- 1 La Batteria E Il Contrabbasso — Lucio Battisti — Numero 1
- 2 Desire — Bob Dylan — CBS
- 3 Buffalo Bill — Francesco De Gregori — RCA
- 4 Amigos — Santana — CBS
- 5 Wish You Were Here — Pink Floyd — EMI
- 6 XXI Raccolta — Fausto Papetti — Durium
- 7 Love To Love You Baby — Donna Summer — Durium
- 8 Let The Music Play — Barry White — Philips
- 9 A Trick Of The Tail — Genesis — Phonogram
- 10 Station To Station — David Bowie — RCA

## Holland

- 1 This Melody — Julien Clerc — EMI
- 2 Sweet Love — Ferrari — Negram
- 3 Rocky — Don Mercedes — Philips
- 4 002.345.709 (That's My Number) — Trinity — Philips
- 5 Right Back Where We Started From — Maxine Nightingale — United Artists
- 6 Could It Be Magic — Donna Summer — Groovy
- 7 Glass Of Champagne — Sailor — Epic
- 8 Music — John Miles — Decca
- 9 Baretta's Theme — Sammy Davis, Jr. — Philips
- 10 Rocky — Frank Farian — Hansa

### TOP TEN LPs

- 1 Black And Blue — Rolling Stones — WEA
- 2 Amigos — Santana — CBS
- 3 Desire — Bob Dylan — CBS
- 4 Ommadawn — Mike Oldfield — Ariola
- 5 No. 7 — Julien Clerc — Bovema
- 6 First Of All — Pussycat — Bovema
- 7 Live In London — John Denver — Inelco
- 8 At The Speed Of Sound — Wings — Bovema
- 9 Rebel — John Miles — Phonogram
- 10 Best Kept Secret — Alquin — Polydor

## France

- 1 Save Your Kisses For Me — Brotherhood Of Man
- 2 1,2,3 — Catherine Ferry
- 3 Un Prince En Exil — Sheila
- 4 Fernando — Abba
- 5 Le Matin Sur La Riviere — Eve Brenner
- 6 Toutes Les Memes — Sacha Distel
- 7 Requiem Pour Un Fou — Johnny Hallyday
- 8 La Ceggal E La Foormi — Pierre Pechin
- 9 Et Si Tu N'Existaits Pas — Joe Dassin
- 10 Toi, La Musique Et Moi — Mary Cristy

## Great Britain

- 1 Fernando — Abba — Epic
- 2 Arms Of Mary — Sutherland Brothers & Quiver — CBS
- 3 No Charge — J.J. Barry — Power Exchange
- 4 Fool To Cry — Rolling Stones — Rolling Stones
- 5 My Resistance Is Low — Robin Sarstedt — Decca
- 6 Silver Star — Four Seasons — Warner Bros.
- 7 Combined Harvester — Wurzels — EMI
- 8 Love Hangover — Diana Ross — Tamla Motown
- 9 More More More — Andrea True Connection — Buddah
- 10 Silly Love Songs — Wings — EMI
- 11 Can't Help Falling In Love — Stylistics — Avco
- 12 Save Your Kisses For Me — Brotherhood Of Man — Pye
- 13 S-S-Single Bed — Fox — GTO
- 14 Midnight Train To Georgia — Gladys Knight & The Pips — Buddah
- 15 Devil Woman — Cliff Richard — EMI
- 16 Let Your Love Flow — Bellamy Brothers — Warner Bros.
- 17 Show Me The Way — Peter Frampton — A&M
- 18 This Is It — Melba Moore — Warner Bros.
- 19 Jungle Rock — Hank Mizell — Charlie
- 20 Get Up And Boogie — Silver Convention — Magnet

### TOP TWENTY LPs

- 1 Abba's Greatest Hits — Abba — Epic
- 2 Wings At The Speed Of Sound — Capitol
- 3 Black And Blue — Rolling Stones — Rolling Stone
- 4 Diana Ross — Tamla — Motown
- 5 Rock Follies — Island
- 6 How Dare You — 10cc — Mercury
- 7 Presence — Led Zeppelin — Swan Song
- 8 Best Of Gladys Knight & The Pips — Buddah
- 9 No Earthly Connection — Rick Wakeman — A&M
- 10 Love & Kisses From — Brotherhood Of Man — Pye
- 11 Instrumental Gold — Various Artists — Warwick
- 12 Juke Box Jive — Various Artists — K-Tel
- 13 Their Greatest Hits 71-75 — Eagles — Asylum
- 14 Here & There — Elton John — DJM
- 15 Love Life & Feelings — Shirley Bassey — United Artists
- 16 Best Of John Denver — RCA
- 17 Who Loves You — Four Seasons — Warner Bros.
- 18 Desire — Bob Dylan — CBS
- 19 Blue For You — Status Quo — Vertigo
- 20 Moonmadness — Camel — Decca

## Argentina

- 1 Dama De Azul — Joe Dolan — Music Hall
- 2 La Ultima Nieve De Primavera — Franco Micalizzi — RCA
- 3 Dile — The Wallis Sisters — Music Hall
- 4 Jamas — Camilo Sesto — RCA
- 5 Hoy Tengo Ganas De Ti — Miguel Gallardo — EMI
- 6 A Veces Me Parece — Luciana — EMI
- 7 Vete Vete — Los Blue Caps — Philips
- 8 Sin Tu Amor Soy Un Cobarde — Los Linces — RCA
- 9 La Luna Y El Toro — Industria Nacional — CBS
- 10 Quisiera Decir Tu Nombre — Jose Luis Perales — Microfon
- 11 Como Pretendes Que Te Quiera — Los Iracundos — RCA
- 12 Quiero Morir Por Tu Amor — Sabu — Microfon
- 13 Semaforo Rojo — Jose Augusto — EMI
- 14 Mi Amante Y Mi Companera — Daniel Blanco — Music Hall
- 15 Champagne — Peppino De Capri — CBS
- 16 Crepusculo Perdido — Los De Siempre — CBS
- 17 Liego Borracho El Borracho — Los Cantores Del Alba — Polydor
- 18 Dama Del Amanecer — Mario Echeverria — EMI
- 19 El Peso Del Pecado — Aldo Monges — Microfon

### TOP TEN LPs

- 1 El Amor — Julio Iglesias — CBS
- 2 Alta Tension — Selection — RCA
- 3 Contata De Dos Orillas — Luis Landriscina — Philips
- 4 Musica Poderosa — Selection — EMI
- 5 14 Supervoltos 76 — Selection — CBS
- 6 En Tu Piel Los MH Positivos — Selection — Music Hall
- 7 Ruidos — Selection — Polydor
- 8 Entre Gauchos Y Mariachis — Cantores Del Alba — Polydor
- 9 Como Pretendes Que Te Quiera — Los Iracundos — RCA
- 10 Corazon Corazon — Julio Iglesias — CBS

## Australia

- 1 Fernando — Abba — RCA
- 2 I Hate The Music — John Paul Young — Albert
- 3 Old Sid — Daryl Braithwaite — Infinity
- 4 Glass Of Champagne — Sailor — Epic
- 5 Dec '63, Oh What A Night — Four Seasons — WB
- 6 Rock Me — Abba — RCA
- 7 All By Myself — Eric Carmen — Arista
- 8 It Should Have Been Me — Yvonne Fair — MCA
- 9 City Lights — David Essex — CBS
- 10 I Love To Love — Tina Charles — CBS

### TOP FIVE LPs

- 1 Best Of Abba — Abba — RCA
- 2 Speed Of Sound — Wings — EMI
- 3 A Night At The Opera — Queen — Elektra
- 4 Frampton Comes Alive — Peter Frampton — A&M
- 5 Abba — Abba — RCA







COMING SOON

76



77

CASH BOX

34th

ANNUAL  
DIRECTORY

CASH BOX 34th ANNUAL DIRECTORY — COMING IN JUNE

MY BUSINESS CATEGORY:

- I want to run an ad in your Directory. Have your salesman call me.
- I want to be certain my company is represented in any free industry listing you are running in this Directory.

MY FIRM'S NAME IS BELOW.

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_


ADDRESS \_\_\_\_\_ PHONE \_\_\_\_\_

- |  |   |
|--|---|
| <input type="checkbox"/> RECORD MFR.       | <input type="checkbox"/> PUBLICIST          |
| <input type="checkbox"/> DISTRIBUTOR       | <input type="checkbox"/> PROMOTION          |
| <input type="checkbox"/> RACK JOBBER       | <input type="checkbox"/> IMPORTER           |
| <input type="checkbox"/> ONE STOP          | <input type="checkbox"/> EXPORTER           |
| <input type="checkbox"/> RECORD PRODUCER   | <input type="checkbox"/> COIN MACHINE DIST. |
| <input type="checkbox"/> MUSIC PUBLISHER   | <input type="checkbox"/> GAMES MFR.         |
| <input type="checkbox"/> PRESSING PLANT    | <input type="checkbox"/> OTHER              |
| <input type="checkbox"/> JACKET FABRICATOR | _____                                       |
| <input type="checkbox"/> RECORDING STUDIO  | _____                                       |

Diana...  
...you're the greatest!



Two #1 singles from your  
smash album "Diana Ross"  
"Theme From Mahogany" went #1  
and "Love Hangover" is #1!

 Motown Records