

CASH BOX

April 17, 1976

NEWSPAPER

\$1.50



BAD COMPANY/ROCK MUSCLE

*NEA Begins Its
Central Returns Policy
Arista Implements Distrib. Changes;
James Salstone, Eliminates Others*

*Coury Named RSO Pres.;
Phonodisc To Distrib. Label
CBS Starts Soul Sauce Campaign
College Stations Meet In Atlanta
WB Ties With Russell's Paradise Label
More Disclosure Needed (Ed)*

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CASH BOX

VOLUME XXXVII — NUMBER 48 — April 17, 1976

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cash box editorial

More Disclosure Needed

In breaking down its record division sales into component parts, as reported in **Cash Box** last week, Warner Communications Inc. showed Wall Street, the investing public and the financial community that it has nothing to hide in its record division sales, or in any of its other divisions, where sales were similarly broken down into various categories. But the move by Warner Comm. is especially relevant to the record industry, because the corporation (with yearly sales totalling almost \$670 million) derives almost half its sales, and more than half its income, from its record division operations.

So if the investing public has faith in the combined WEA labels, they will have a greater degree of faith in the overall company. Conversely, if the public does not trust the operating philosophy and policies of the WCI record divisions (its sales, income, artists and/or management) its attitude toward the whole company suffers as a result.

Other than Warners, no public company aside from Capitol-EMI derives more than 25% of its sales and income from its record division operations (Capitol is close to 100%, CBS is near 25% while MCA is 20%; ABC is around 15% while RCA is unknown). In many ways Warners has become the company that, to many people, best signifies the fate, fame and fortune of the recorded music industry. So Warners' strides towards greater openness *must* stem from its heavy involvement in the record business.

Other companies have already started taking potshots at the Warners figures. But Warners' stature must increase as a result of their 'fuller disclosure' moves. We hope other companies involved in the business will do the same. And we commend the WEA board of directors for their decision, and salute whatever role was played by the WEA executives who have input into the board. We implore some of the other major corporations to follow Warners' lead and initiate 'fuller disclosure'. The financial credibility of the entire industry may some day be at stake if they don't.



**NUMBER ONE
SINGLE OF THE WEEK**

DISCO LADY
JOHNNIE TAYLOR — Columbia 3-10281
Writers: H. Scales, L. Vance, D. Davis
Pub: Groovesville — BMI/Conquistador
— ASCAP

**NUMBER ONE
ALBUM OF THE WEEK**
EAGLES — THEIR GREATEST
HITS 1971-1975
Asylum 7E-1052



CASH BOX TOP 100 SINGLES

April 17, 1976

| | | 4/10 | 4/3 | | | 4/10 | 4/3 | | | 4/10 | 4/3 |
|----|-----------------------------------------------------------------------------------------|------|-----|----|-----------------------------------------------------------------------------------------|------|-----|-----|--------------------------------------------------------------------------------------------------------------|------|-----|
| 1 | DISCO LADY Johnnie Taylor/Columbia 3-10281) | 1 | 2 | 35 | GET UP AND BOOGIE Silver Convention/Mid and Int./RCA 10571) | 42 | 50 | 67 | WHEN LOVE HAS GONE AWAY Richard Cocciante/20th Cent 2275) | 80 | 93 |
| 2 | RIGHT BACK WHERE WE STARTED FROM Marlene Nightingale/United Artists XW 752-Y) | 3 | 4 | 36 | YOUNG BLOOD Bad Company/Swan Song/Atlantic 70108) | 40 | 44 | 68 | FANNY (BE TENDER WITH MY LOVE) Bee Gees/RSO/Atlantic 519) | 50 | 38 |
| 3 | LET YOUR LOVE FLOW Benjamin Brothers/Warner Bros./Curb 8169) | 4 | 8 | 37 | COME ON OVER Olivia Newton-John/MCA 40525) | 39 | 46 | 69 | LOVE FIRE Jigsaw/Chelsea 3032) | 47 | 34 |
| 4 | LONELY NIGHT (ANGEL FACE) Captain & Tennie/A&M 1782) | 2 | 1 | 38 | CUPID Tony Orlando & Dawn/Elektra E45302) | 25 | 23 | 70 | I WANT YOU Marvin Gaye/Tamla/Motown T5426F) | | |
| 5 | BOOGIE FEVER The Sylvers/Capito 4179) | 8 | 16 | 39 | SILLY LOVE SONGS Wings/Capito P-4256) | 65 | - | 71 | TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY Harold Melvin & The Blue Notes/Phila Int./CBS ZS 8-3588) | 75 | 87 |
| 6 | ONLY 16 Dr. Hook/Capito 4171) | 7 | 10 | 40 | THEME FROM S.W.A.T. Rhythm Heritage/ABC 12135) | 29 | 26 | 72 | IT'S OVER Boyz Scaggs/Columbia 3-10319) | 82 | |
| 7 | BOHEMIAN RHAPSODY Queen/Elektra E45207) | 9 | 11 | 41 | LOVE REALLY HURTS WITHOUT YOU Billy Ocean/Arista America/Capito 7621) | 61 | 78 | 73 | TANGERINE Salsoul Orchestra/Salsoul 2004) | 51 | 40 |
| 8 | DREAM WEAVER Gary Wright/Warner Bros WBS 8167) | 5 | 3 | 42 | ONLY LOVE IS REAL Carole King/Ode/A&M 66-119) | 31 | 27 | 74 | HEAVY LOVE David Ruffin/Motown M 1388F) | 78 | 82 |
| 9 | SHOW ME THE WAY Peter Frampton/A&M 1795) | 14 | 18 | 43 | HURT Elvis Presley/RCA PB-10601) | 52 | 69 | 75 | ONE PIECE AT A TIME Johnny Cash & The Tennessee Three/Columbia 3-10321) | 87 | |
| 10 | SWEET LOVE Commodores/Motown M 1381FA) | 11 | 14 | 44 | MORE, MORE, MORE Andrea True Connection/Buddah 515) | 54 | 60 | 76 | WE CAN'T HIDE IT ANYMORE Larry Santos/Casablanca 844) | 59 | 57 |
| 11 | WELCOME BACK John Sebastian/Warner/Reprise 1349) | 22 | 48 | 45 | HAPPY MUSIC Blackbyrds/Fantasy 762) | 53 | 62 | 77 | MIGHTY HIGH Mighty Clouds Of Joy/ABC 12164) | 84 | 90 |
| 12 | THERE'S A KIND OF HUSH (ALL OVER THE WORLD) Carpenters/A&M 1800) | 12 | 13 | 46 | TAKE IT TO THE LIMIT Eagles/Asylum 45293) | 35 | 35 | 78 | THAT'S WHERE THE HAPPY PEOPLE GO The Trammps/Atlantic 3306) | 83 | |
| 13 | SWEET THING Rufus featuring Chaka Khan/ABC 12149) | 6 | 5 | 47 | DON'T PULL YOUR LOVE/THEN YOU CAN TELL ME GOODBYE Glen Campbell/Capito 4245) | 55 | 65 | 79 | LET'S MAKE A BABY Billy Paul/Phila Int./CBS ZS 8-3584) | 79 | 85 |
| 14 | FOOLED AROUND AND FELL IN LOVE Evin Bishop/Capricorn/WB CPS 0252) | 19 | 24 | 48 | HAPPY DAYS Pratt & McClain/Warner/Reprise 1351) | 67 | 88 | 80 | THE FONZ SONG The Heyettes/London 5N-232) | 85 | |
| 15 | ACTION Sweet/Capito 4220) | 10 | 12 | 49 | 50 WAYS TO LEAVE YOUR LOVER Paul Simon/Columbia 3-10270) | 37 | 32 | 81 | WHERE DID OUR LOVE GO The J Geils Band/Atlantic 3320) | 86 | 91 |
| 16 | DECEMBER 1963 (OH WHAT A NIGHT) Four Seasons/Warner Bros/Curb 8168) | 13 | 9 | 50 | CAN'T HIDE LOVE Earth, Wind & Fire/Columbia 3-10309) | 57 | 66 | 82 | BARETTA'S THEME Rhythm Heritage/ABC 12177) | | |
| 17 | DREAM ON Aerosmith/Columbia 3-10278) | 15 | 6 | 51 | UNION MAN Cate Brothers/Asylum 45294) | 56 | 59 | 83 | DON'T STOP IT NOW Hot Chocolate/Big Tree/Atlantic 16060) | 88 | 95 |
| 18 | LOOKING FOR SPACE John Denver/RCA PB 10586) | 18 | 20 | 52 | MOVIN' Brass Construction/United Artists XW 775-Y) | 63 | 75 | 84 | ARMS OF MARY The Sutherland Brothers/Columbia 3-10284) | 95 | |
| 19 | MONEY HONEY Bay City Rollers/Arista AS 0170) | 16 | 7 | 53 | FOPP Ohio Players/Mercury 73775) | 41 | 43 | 85 | ONCE A FOOL Kiki Dee/Rocket/MCA 40506) | 89 | 92 |
| 20 | GOLDEN YEARS David Bowie/RCA PB 10441) | 17 | 15 | 54 | JUNKFOOD JUNKIE Larry Groce/Warner Bros/Curb 8165) | 34 | 25 | 86 | JEALOUSY Major Harris/Atlantic 3321) | 91 | |
| 21 | SHANNON Henry Gross/Lifesong 45002) | 33 | 39 | 55 | THERE WON'T BE NO COUNTRY MUSIC C.W. McCall/Polydor 14310) | 58 | 64 | 87 | LOVE IS ALIVE Gary Wright/Warner Bros 8143) | | |
| 22 | TRYIN' TO GET THE FEELING AGAIN Barry Manilow/Arista AS 0172) | 28 | 31 | 56 | LOVE HANGOVER Diana Ross/Motown M 1392F) | 70 | | 88 | DAYLIGHT Bobby Womack/United Artists XW 763-Y) | 90 | 96 |
| 23 | I DO, I DO, I DO, I DO, I DO Abba/Atlantic 3310) | 26 | 29 | 57 | FALLEN ANGEL Frankie Valli/Private Stock 45074) | 64 | 77 | 89 | LOVE HANGOVER 5th Dimension/ABC 12181) | 93 | |
| 24 | DEEP PURPLE Donny & Marie Osmond/MGM 14840) | 20 | 21 | 58 | WITHOUT YOUR LOVE (MR. JORDAN) Charlie Ross/Big Tree/Atlantic 16056) | 44 | 47 | 90 | DOUBLE TROUBLE Lynyrd Skynyrd/MCA 40532) | 92 | 98 |
| 25 | STRANGE MAGIC Electric Light Orchestra/JA XW 770-Y) | 32 | 37 | 59 | MOZAMBIQUE Bob Dylan/Columbia 3-10298) | 49 | 51 | 91 | EVERYDAY WITHOUT YOU Hamilton Joe Frank & Reynolds/Playboy 6068) | 96 | |
| 26 | LIVING FOR THE WEEKEND O'Jays/Phila Int./CBS ZS 8-3587) | 27 | 30 | 60 | LOVE IN THE SHADOWS Neil Sedaka/Rocket/MCA 40543) | 81 | | 92 | MOONLIGHT FEELS RIGHT Starbuck/Private Stock 039) | | |
| 27 | ALL BY MYSELF Eric Carmen/Arista AS 0165) | 21 | 17 | 61 | I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN) A. Wilson/Playboy 6062) | 73 | 81 | 93 | HEY BABY Ted Nugent/Epic 8-50179) | 97 | 100 |
| 28 | MISTY BLUE Dorothy Moore/Maraco-TK M1029) | 38 | 49 | 62 | SLOW RIDE Foghat/Bearsville/WB BSS 0306) | 46 | 28 | 94 | THINKING OF YOU Paul Davis/Bang 724) | | |
| 29 | SARA SMILE Harris & Oates/RCA PB 10530) | 36 | 42 | 63 | ANYTIME (I'LL BE THERE) Paul Anka/United Artists XW 789-Y) | 72 | 84 | 95 | GET CLOSER Seas & Crofts/Warner Bros 8190) | 99 | |
| 30 | LORELEI Styx/A&M 1786) | 30 | 33 | 64 | SPANISH HUSTLE The Fatback Band/Event/Polydor 229) | 68 | 76 | 96 | JASPER Jim Stafford/Polydor 14309) | | |
| 31 | LOVE MACHINE Miracles/Tamla/Motown 54262) | 23 | 19 | 65 | FALLING APART AT THE SEAMS Marmalade/Arista America/Capito 7619) | 74 | 83 | 97 | I'M MANDY, FLY ME 10cc/Mercury 73779) | 98 | 99 |
| 32 | LOVE HURTS Nazareth/A&M 1671) | 24 | 22 | 66 | HE'S A FRIEND Eddie Kendricks/Tamla/Motown T54266F) | 71 | 74 | 98 | WORDS Donny Gerrard/Greedy G-101) | 100 | |
| 33 | RHIANNON Fleetwood Mac/Warner/Reprise 1345) | 45 | 54 | | | | | 99 | HOPE WE GET TO LOVE IN TIME Mariynn McCoo & Billy Davis/ABC 12170) | | |
| 34 | SHOUT IT OUT LOUD Kiss/Casablanca 854) | 43 | 52 | | | | | 100 | SIXTEEN TONS Don Harrison Band/Atlantic 3323) | | |

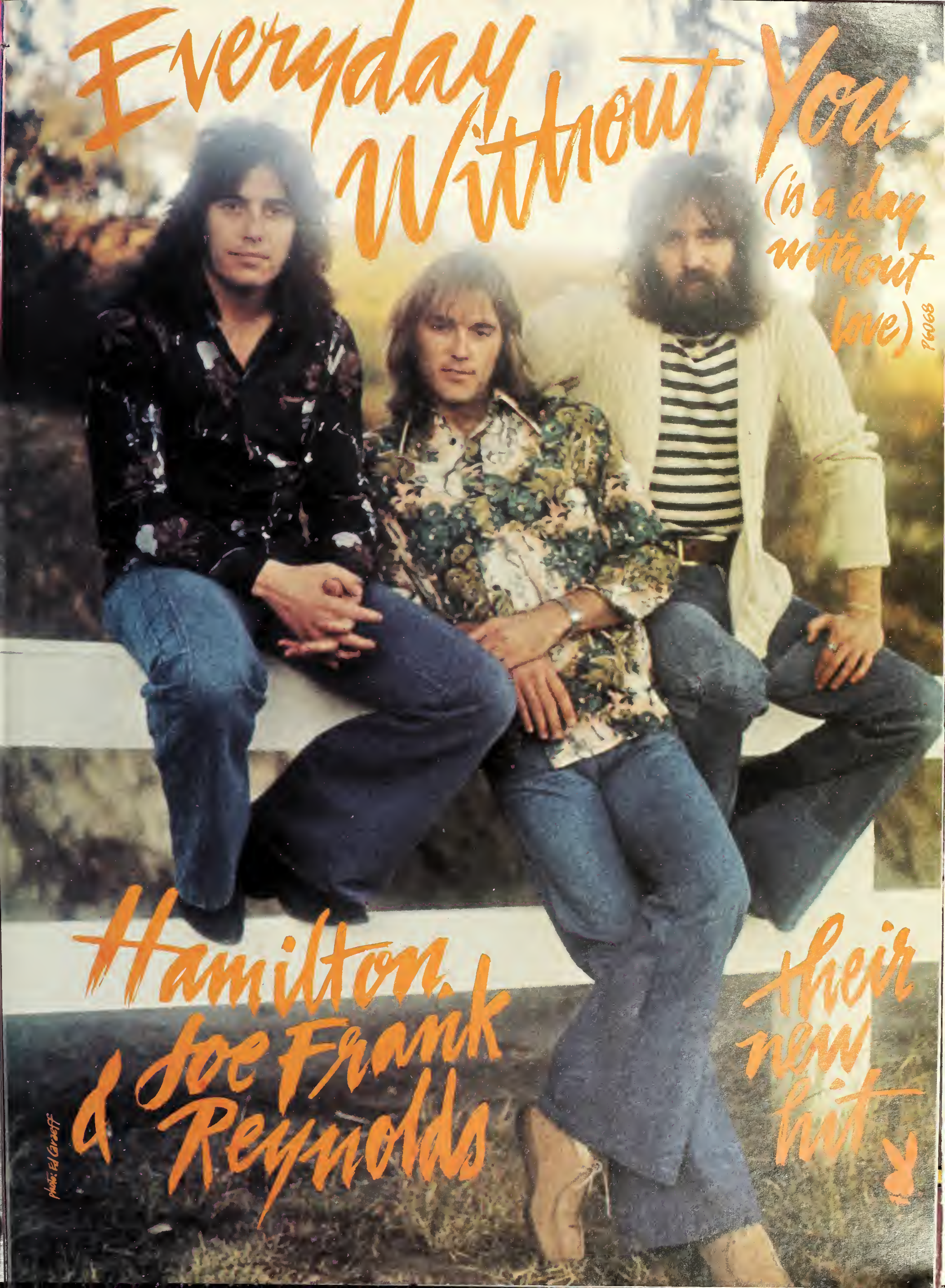
ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

| | | | | | | | |
|----------------------------------------------|----|---------------------------------------------------|----|-----------------------------------------------------|-------|------------------------------------------------------|-----|
| Action Sweet/WB ASCAP | 15 | Get Closer Dawnbreaker BMI | 95 | Love Fire Cora Rock/American Dream/Be size ASCAP | 69 | Show Me The Way A mo/Fram-Dee ASCAP | 9 |
| All By Myself CAM-USA BMI | 27 | Get Up And Boogie Midsong ASCAP | 35 | Love Hangover Jobete ASCAP | 56 89 | Sixteen Tons Unichappe/Evis Presley BMI | 100 |
| Anytime I Be There Spanka BMI | 63 | Golden Years Beway BMI | 20 | Love Hurts House of Bryant BMI | 32 | Slow Ride Knee Trember ASCAP | 62 |
| Arms Of Mary Is and BMI | 84 | Chrysa is/MainMan ASCAP | 48 | Love In The Shadows Don Kirshner/Kirshner BMI/ASCAP | 60 | Spanish Hustle Cita/Sambo BMI | 64 |
| Baretta's Theme Lead ASCAP | 82 | Happy Days Bruin BMI | 45 | Love Is A Live WB ASCAP | 87 | Strange Magic Unart/Jet BMI | 25 |
| Bohemian B Fe dman T/AS Trident ASCAP | 7 | Happy Music E gy BMI | 74 | Love Machine Jobete/Grimora ASCAP | 31 | Sweet Love Jobete/Commodores ASCAP | 10 |
| Boogie Fever Terren Vibes/Bu pen ASCAP/BMI | 5 | Heavy Love Interior/Van McCoy/Warner/Tamerane BMI | 99 | Love Rea y Hurts Back Sheep BMI | 41 | Sweet Thing American B'casting ASCAP | 13 |
| Can't Hide A e-scar/Unichappe BMI | 50 | He's A Friend Stone Diamond/Mighty Three BMI | 66 | Mighty High ABC/DaAnn ASCAP | 77 | Take It To The Limit Benchmark/Kicking Bear ASCAP | 46 |
| Come On Over Cassero e/F amm BMI | 37 | Hey Baby Magic and ASCAP | 93 | Misty B ue Ta-mont BMI | 28 | Tangerine Famous ASCAP | 73 |
| Cupid Kags BMI | 38 | Hope We Get To Love Groovesv e BMI | 99 | Money Honey Hudson Bay BMI | 19 | Te The World Mighty Three BMI | 71 |
| Daylight Unart/Bobby Womack BMI | 88 | Hurt Mir er Music Corp ASCAP | 43 | Moonlight Fee sRight Brother Bi-s ASCAP | 92 | That's Where Burma East BMI | 78 |
| December 63 Seasons/Jobete ASCAP | 16 | I Do I Do Countess BMI | 23 | More More More Gee/Diamond ASCAP | 44 | The Fonz Song Adamo ASCAP | 80 |
| Deep Purple Robbins ASCAP | 24 | I'm Mandy Man-Ken BMI | 97 | Movin' Desert Moon/Jeff Mar BMI | 52 | Theme From S W A T Spe god BMI | 40 |
| Disco Lady Groovesv e BMI/Conquistador ASCAP | 1 | It's Over Boz Scaggs | 72 | Mozambique Ram's Horn ASCAP | 59 | There's A Kind Of Hush G enwood ASCAP | 12 |
| Don't Pu ABC/Dunhi/Acuff-Rose BMI | 47 | I've Got A Fee ing Irving BMI | 61 | Once A Foo ABC/Dunhi /One of a Kind BMI | 85 | There Won't Be Amer Gramophone SESAC | 55 |
| Don't Stop It Now Finch ey ASCAP | 83 | I Want You A mo/Jobete ASCAP | 70 | One Piece At Tree BMI | 75 | Thinking Of You Wed IV BMI | 94 |
| Double Trouble Dutchess/Get Loose BMI | 90 | Jasper Famous/Antique/Leeds ASCAP | 96 | On y 16 Kags BMI | 42 | Tryin To Get Warner/Tamerane BMI | 22 |
| Dream On Dakse BMI | 17 | Jea ousy WIMOT/Sacred Pen BMI | 86 | On y Love Is Rea Co gems ASCAP | 42 | Union Man F at River BMI | 51 |
| Dream Weaver Warner Bros ASCAP | 8 | Junkfood Peaceab e Kingdom ASCAP | 54 | On y Love Is Rea Co gems ASCAP | 42 | We Can't Hide Groovesv e BMI | 76 |
| Everyday Without You Spitfire BMI | 91 | Let's Make A Baby Mighty Three BMI | 79 | Once A Foo ABC/Dunhi /One of a Kind BMI | 85 | We come Back John Sebastian BMI | 11 |
| Fa n Ange Big Secret/A mo ASCAP | 57 | Let Your Love F ow Loaves & Fishes BMI | 3 | One Piece At Tree BMI | 75 | When Love Has Gone Sunbury ASCAP | 67 |
| Fa ing Apart At Macau ey BMI | 65 | Living For The Weekend Mighty Three BMI | 26 | One Piece At Tree BMI | 75 | Where Did Our Love Jobete ASCAP | 81 |
| Fanny Be Tender Cassero e BMI | 68 | Lone y/Night Ange Face/Kirshner BMI | 3 | Sara Smie Unichappe BMI | 29 | Without Your Love Music of the Time ASCAP | 53 |
| 50 Ways To Leave Pau Simon BMI | 49 | Looking For Space Cherry Lane ASCAP | 4 | Shannon B endin ew ASCAP | 21 | Words ATV BMI | 98 |
| Foed Around Crabshaw ASCAP | 14 | Lore lei A mo/Stygian ASCAP | 30 | Shout It Out Loud Cafe Americana/Rock Steady ASCAP | 34 | Young Blood Quintet/Unichappe / Freddy Bienstock BMI | 36 |

Everyday Without You

(is a day without love)

76068

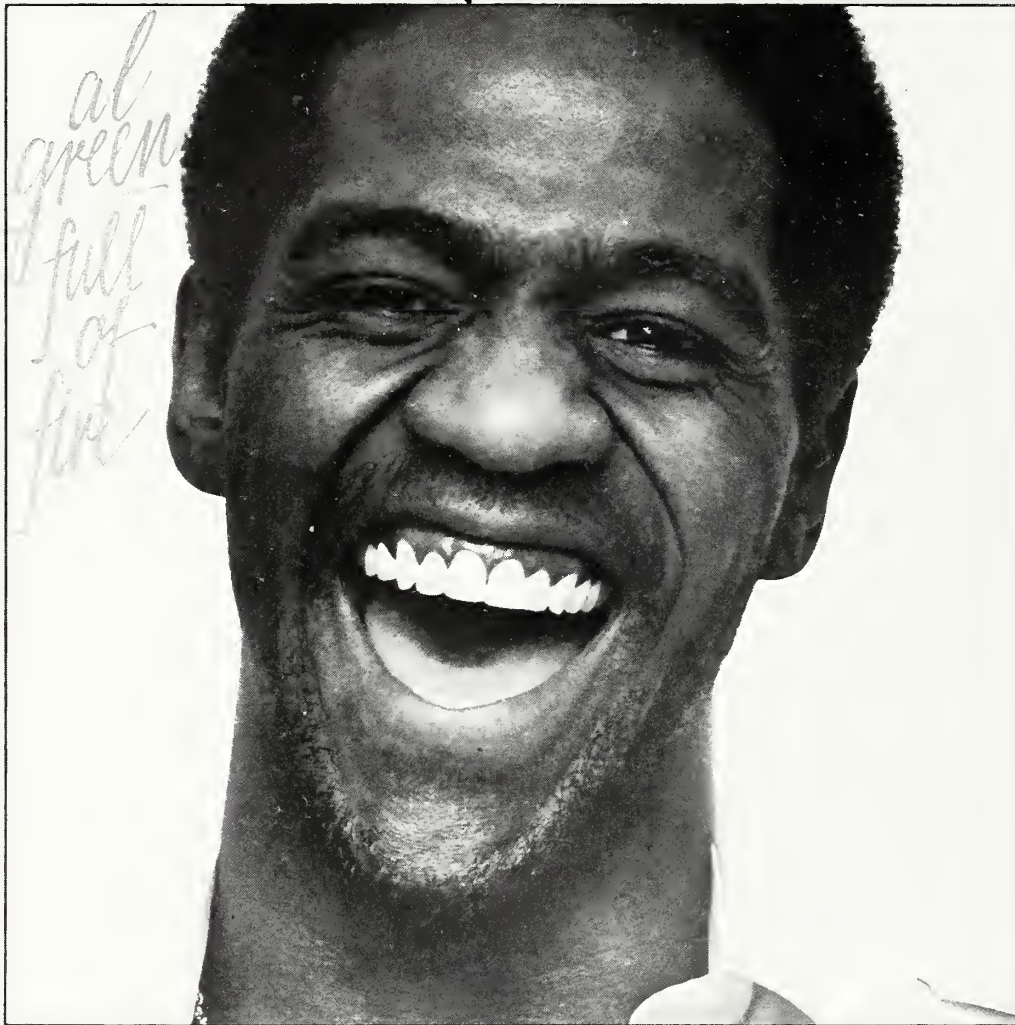


Hamilton,
Joe Frank
& Reynolds

their
new
hit

photo: Ed Carroff

"LET IT SHINE" Hi-2306



SHL 32097

***From Al Green's hit LP
pops a bright single!***

Hi

RECORDS & TAPES
Distributed by
*LONDON**

Produced by Willie Mitchell

WEA Instituting Central Returns Policy; All Records, Tapes Returned To Indiana

NEW YORK — WEA is instituting a nationwide system of consolidated returns, whereby all product on all three WEA labels, in all configurations, will be returned to a central returns warehouse in Richmond, Indiana. The move, which may save WEA significant amounts of time and money at the individual branch level where all returns had formerly gone, will not be wholeheartedly welcomed by wholesalers and retailers outside of the immediate Indiana area. They will now bear the added expense of shipping goods to a much further location, with resulting higher freight costs. The move to centralized returns is being implemented immediately, and will affect all Warner/Reprise, Elektra/Asylum and Atlantic/Atco product, on singles, albums and tapes.

WEA Statement

In response to an inquiry from **Cash Box**, WEA president Joel Friedman issued the following statement: "WEA this week confirmed that the company is experimenting with a new system of central returns. The move is designed to further streamline the company's return processing procedures and will enable customers to make returns on a direct basis to a central return processing warehouse in Richmond, Indiana, rather than to individual WEA warehouses. Customers will benefit as a consequence of improved service at the local WEA level, and similarly benefit by a central, uniform system of returns processing. WEA customers will henceforth be able to make returns of all configurations, of all WEA labels to one plant, rather than making separate returns."

Control Over Inventory

By moving to centralized returns, and freeing the individual branches of the need to deal with returns at all, WEA should gain better control over inventory costs, and provide for more expeditious handling (and ultimately, recycling back to accounts) of salable returns. For example, on albums or tapes with large initial sales, some immediate returns, and then a continued smaller sell-through of a few hundred to a few thousand pieces a week, shipments on orders of those

albums can come from this one location. As a result, it becomes unnecessary for WEA to maintain six additional inventories of varying amounts, in varying stages of being sent out or coming back, at six different warehouses around the country. Similarly, on catalog items where less than 5000 pieces or so are sold each week, all the returns and all the shipments can come from and/or go to the same place. And the lower the total weekly volume on the record, the more sense it makes and the more economical it becomes to handle the specific titles centrally.

While WEA will gain by a reduction in overall inventory levels, it, too, will be faced with higher shipping costs when its orders are sent back out to accounts. WEA will also have the added

By Gary Cohen

cost of operating an additional warehouse facility plus added personnel and managerial costs for employees involved exclusively with returns. However, since this will be a full-time operation dealing strictly with returns, operating efficiencies will result, meaning a probable overall net saving for WEA.

Higher Freight Costs

Dealers and distributors may be expected to react negatively to the new procedure, especially in those cases where their freight charges will rise. There was some speculation that the increased freight charges that would result from this plan would specifically hurt singles, where freight charges are eating up an ever larger percentage of the markup between singles cost and selling price. And the expected rise in trucking

rates, as a result of the settlement of the Teamsters strike, is expected to exacerbate the situation.

Like Indie Distributors

In what might be considered a turn of events, retail and wholesale customers of WEA who are far away from Indianapolis, and who will have to absorb higher freight costs, may be able to better understand the plight of the independent distributor, who is presently forced to pay the freight on shipments from the pressing plant to him, and then in the case of returns, to pay for the freight back to the plant. Freight charges on every level of the business are taking up a significantly larger share of overhead costs, and also have an effect on profits.

Similar ABC Move

In a related development, ABC Records, as part of their branch con-

continued on pg 16

Arista Distrib. Changes: Salstone Named In St. Louis; Industry Sees Moves As Furthering Regional Distrib. Concept

by Gary Cohen

NEW YORK — Arista Records is the first company to go with Milt Salstone's new M.S. Distributing Operation in St. Louis, and has simultaneously implemented a series of other distribution changes. Many appear to be part of the growing national trend towards regional distribution, consolidating the number of distributors and giving each one more territory or an extra market to service. News of Salstone's opening in St. Louis was revealed exclusively in **Cash Box** last week (April 10, 1976).

The move to Salstone in St. Louis, who also distributes Arista in Chicago, can be understood as part of the burgeoning regional distribution concept.

Consolidation

In addition to switching in St. Louis, it was learned that Arista was in varying stages of implementing these other distributor changes:

- pulling the line from Apex Martin in New Jersey, and giving that territory to Alpha in New York
- pulling the line from Supreme in Cincinnati, and giving that territory to Piks in Cleveland
- pulling the line from Music City in Nashville, and giving that territory to Heilicher in Memphis
- a further change, made approximately a month ago, involved switching from Almar to Record Sales in Denver.

It was not clear at press time if any further distributor changes were being considered. But it was understood that Arista was hoping to acquire additional muscle with the remaining distributors by giving them larger territories, a larger selling area, and less potential transshipping into their market while requiring extra personnel to work Arista product. Perhaps these moves are the first in a series by independent manufacturers to reduce their number of distributors, while leaving the survivors with more territory. Of course, the orders from those distributors who do remain will be expected to increase commensurate with the billing that was given up by the exiting distributor.

More Or Less

While fewer distributors with larger

territories may be in vogue right now, the contrasting philosophy, previously in vogue, was to have more distributors (with either clearly defined or overlapping territories). Multiple distribution, however, does not appear to be a viable solution for solving manufacturers' needs today.

If the consolidation trend is continued by other manufacturers, as some in the industry believe, it could mean the end of some independent distributor operations altogether. That would be especially true in two cases: 1) where the entire market would be absorbed (for distribution) by an adjacent market and/or 2) where the independent distributor was "pure," and had no non-distribution business to keep him going. But who might go, when and where are purely speculative at the moment.

'Ludicrous'

Joe Martin, owner of Apex-Martin in New Jersey, where the loss of Arista comes shortly after the loss of A&M (which also went to Alpha in a regional distribution move), termed the regional distribution concept "ludicrous." Martin made a number of pertinent comments on regional distribution, and asked, "Why have fewer distributors owing a manufacturer more money, as opposed to more distributors owing a manufacturer lesser

continued on pg 16

Coury New RSO President; Phonodisc To Distrib. Label

LOS ANGELES — Al Coury has been named president of RSO Records by Robert Stigwood, chairman of the board of The Robert Stigwood Organization. Stigwood named Bill Oakes vice president in charge of creative development, RSO television, and also announced that Phonodisc (a Polygram company) will distribute RSO product in the U.S., and that worldwide arrangements with Polydor would be continued.

Stigwood commented, "I am delighted to welcome Coury to RSO. He has a unique and formidable track record in the industry and I look forward to a close personal working relationship. Bill Oakes has been instrumental in the launching of our label and in his new assignment I expect to utilize his own talent more fully."

Coury began at Capitol Records as a salesman, and spent two years as an executive producer in their a&r department.

In 1972 he became senior vice president in charge of promotion and artist development, then expanded his duties

to take on a&r responsibilities, remaining exclusively in that area for the past year and a half.

Oakes

Oakes, whose TV affiliation began in 1973, started in the music business in 1968 as personal assistant to the Beatles. He joined RSO in New York when the company launched "Jesus Christ, Superstar!" and returned to Europe at the inception of RSO Records as international manager. Since he became label president in 1974, RSO has become a full-fledged U.S.-based company.

Reaction among RSO artists to Coury's appointment has been favorable. Eric Clapton, who is recording his new album, said, "RSO has always been a personalized company. Welcome to the family, Al!"

Chris Youle remains as European manager of RSO Records, and will be reporting to Coury, who will be headquartered at RSO's offices in Los Angeles at 9200 Sunset Blvd., phone (213) 278-1680.

Warners Will Distribute Leon Russell's Paradise

LOS ANGELES — Leon Russell's Paradise Records will be manufactured and distributed by Warner Bros. Records, who have just shipped Leon and Mary Russell's "Wedding Album," the first Paradise release under the agreement.

"We have great confidence in Leon's abilities as a performer, writer, musician, arranger, producer and executive," commented WB president Mo Ostin. "His stature in the international music community is virtually unequalled and we're pleased to be associated with Leon on both a creative and business level."

A national tour is planned in conjunction with the release of the album with

specific dates to be announced in the near future.

Leon Russell's career credits range from session musician (he worked on many of the Ronettes and Righteous Brothers sessions produced by Phil Spector) hit songwriter ("Superstar," "A Song For You," "Delta Lady" and many others are in his catalog) to producer (Joe Cocker and other) and finally major recording artist in his own right. Mrs. Russell, former Mary McCreary who recorded two previous albums as part of the Sly Stone-produced group Little Sister, has done session vocal work for many artists.

**It's just
a question
of time...**

"Anytime"
UA-XW789-Y
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On United Artists Records. 

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FRONT COVER



Internationally regarded by rock 'n' roll fans and critics as the number one band of the last two years, Bad Company has once again exploded wide open in the United States this spring. Their new album on Swan Song Records (distributed by Atlantic Records), "Run With The Pack," was certified gold by the RIAA within two weeks of its late January release. It follows two consecutive platinum albums, "Bad Co." in 1974, and "Straight Shooter" in 1975. They are currently on a sold-out coast-to-coast tour of North America, running through May with over fifty dates. In just four weeks they have broken attendance records at major arenas in Jacksonville, Florida; Mobile, Alabama and Lubbock, Texas.

In less than two and one-half years of playing together, Bad Company — vocalist Paul Rodgers, guitarist Mick Ralphs, drummer Simon Kirke and bassist Boz Burrell — have fused a sound that is a direct result of their powerful simplicity and unusual sense of mutual respect. Steve Clarke has noted in Britain's New Musical Express, "Bad Company is a group. There is no one musician pulling in an opposite direction to another. It all gets."

Bad Company came together quite casually in November 1973, four musicians of notable yet diverse backgrounds. Rodgers and Kirke had been members of Free. Ralphs was a founding member of Mott the Hoople, and Burrell had played and done lead vocals with King Crimson. Bad Company is now managed by Peter Grant, Led Zeppelin's manager and president of Swan Song Records. Led Zeppelin asked Bad Company to be the first group signed to their newly formed label, because, as Zeppelin's Robert Plant put it, "They have a vitality that's missing nowadays."

"Run With The Pack" has been a top-three album in **Cash Box** for four weeks while "Young Blood" jumped to 36 with a bullet on the singles chart. Bad Company has shown unquestionably that its talent is the stuff of which long-term superstars are made.

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Musical Maze Joins New York Price War

NEW YORK — Musical Maze, one of a number of smaller retail record shop chains in Manhattan, has dropped their in-store record prices to \$3.68 across the board, effective immediately. Commenting on the move, owner-operators Burt Goldstein and Morris Blumenfeld, who started Musical Maze three years ago with one store on East 23rd St. and have since added two more stores, noted that, "Two years ago retailing was structured more reasonably than today. All \$6.98 list catalogue items sold for \$5.79 and were sale priced between \$4.29 and \$4.99." As competition heated up, Musical Maze dropped their selling price to \$3.98 and now has lowered it to \$3.68.

Their action can be understood in light of the price war that has escalated recently between Sam Goody's and Korvettes, the two market leaders (**Cash Box**, April 10, 1976) and Maze's own

by Steve Scharf & Gary Cohen

mini-battle with the Disco-Mat chain, that features an in-store selling price of \$3.69. As to how Musical Maze is able to sell product at \$3.68, Goldstein noted, "The key to buying records for Musical Maze is to purchase them from out of town distributors who want a cash flow, and are selling them at their cost."

Penny Over Cost

These one stops have continually been advertising the top chart items at \$3.35 to \$3.36, or 1¢ above cost. The way these one stops are able to sell records at 1¢ over cost is by buying them at \$3.35, selling them immediately for cash, and investing the money in short term notes earning interest. Since the manufacturers do not require payment for sixty days, these cash one stops are making

money on money, as opposed to making money by selling them immediately for cash, and investing the money in short term notes earning interest. Since the manufacturers do not require payment for sixty days, these cash one stops are making money on money, as opposed to making money by selling records.

In addition, Musical Maze's move to \$3.68 can be seen as retaliation against Disco-Mat's across the board price of \$3.69. The strategy appears to be working. Perry Habib, manager of Musical Maze's 85th St. location, said, "Sales on LPs have increased more than ten times in two weeks, plus nobody walks out without a record."

Outlook

It is unclear what further steps will be taken by business-hungry retailers to further solidify their particular hold on the retail record market.

Jackson & Yancy Factors In Success Of Natalie Cole

by Phil DiMauro

NEW YORK — Chuck Jackson and Marvin Yancy are producers of double Grammy winner Natalie Cole. Songs they have written or produced or both have appeared on the **Cash Box** top 100 singles chart as many as four at a time. Their writing and production credits include Natalie Cole's "This Will Be" and "Inseparable," and the Impressions' "Loving Power." They wrote the Tymes' "It's Cool" and co-wrote Aretha Franklin's "You" with Jerry Butler. Jackson and Yancy are ASCAP members and Chappell songwriters, and they have been honored by the ASCAP pop awards panel for six of their compositions.

The introduction speaks for itself. Their names and that of their production company, Jay's Enterprises of Chicago, have not been spread around very much in print because they believe in keeping their roster small, thereby maintaining the highest standards of quality. **CB** caught them in New York, just concluding agreements with Columbia Records to begin producing Ronnie Dyson and the Manhattans. A few principles of their successful approach were explored.

Tailor Made

"We believe in tailor-making a song for an artist," Jackson explained. "When we met with Ronnie Dyson for the first time, he expected us to bring songs along. But that's not our way of doing things. Before we write for any artist, we try to get a feel for his personal philosophy, and we center our writing around this philosophy."

These ideals come from men of varied backgrounds. Yancy, a Chicago minister, has always been around music. As a keyboardist, he was involved with the Independents, as was Jackson. Jackson has also done some record promotion, which he says has had a "positive influence" on his production career. Both men were open-minded about their competitive situation in radio airplay, and neither felt it constrained their creativity. "We're aware of what a promotion man can and can't say," said Jackson. "The people I deal with in radio are across the board people."

Not For Discos Only

Although "This Will Be" did receive some disco play, Ms. Cole's producers were skeptical of cutting records solely for discotheques. "We don't believe the whole world is dancing at the same time," remarked Yancy, "and you can lose a lot of good artists getting hung up with fads. We believe in breaking an artist with a real song, usually a ballad.

We always keep in mind that the songs we're writing may affect many people's lives we'll never see."

Asked if they tried to maintain a relaxed atmosphere in the studio, they immediately responded, "That's all of it... We don't like a lot of pressure." Jackson continued "I think we've proven to Natalie that we have a knowledge of the type of song she should be singing." Yancy said her forthcoming Capitol album would contain "blues, scats, jazz, just about everything. I think it will surprise a lot of people."

Inherent in the atmosphere they value are the Curtom Studios in Chicago, which Jackson and Yancy use exclusively. Chicago session men were complimented as well: Phil Upchurch on guitar, Tennyson Stevens on keyboards (Yancy records at acoustic piano), Lucky Scott on bass, Quentin on drums, and Master Henry on congas. Jackson and

continued on pg. 38

CBS Records Starts Soul Sauce And The Progressives Program

NEW YORK — In response to the burgeoning markets for soul and progressive music, CBS Records is launching a merchandising program called Soul Sauce '76 and The Progressives. This program will highlight current releases and catalog items by Earth, Wind and Fire, The Isley Brothers, Johnnie Taylor, Harold Melvin and the Blue Notes, MFSB, O'Jays, Santana, Weather Report, Miles Davis, Jaco Pastorius, Alphonso Johnson, L.A. Express, Return To Forever, Al DiMeola and David Sancious.

New releases to be featured in the program include albums by B.T. Express, The Isley Brothers, People's Choice and Lou Rawls. The Progressives area will be supported by new albums from Ramsey Lewis, Freddie Hubbard and Shakti featuring John McLaughlin.

Special Markets

CBS Records' special markets, along with the Columbia and Epic merchandising departments, were actively involved

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Schwartz Bros. Reports Profitable Year in '75

WASHINGTON, D.C. — The 1975 year was a healthy one for the Schwartz Brothers operation, according to information made public previously, and contained in the 1975 Schwartz Bros. annual report. Net income for the year was \$88,003 or 12¢ a share, as compared to a loss of more than \$65,000 in 1974. Company president Jim Schwartz attributed the turnaround to cost adjustments made in the independent distribution side, along with increased profitability on the rack jobbing end.

In a breakdown of the approximate percentage contribution to sales and pretax income (printed in this issue), it is possible to chart the growth of their retail operation, from 15% of sales in 1971 to 44% of sales last year, while independent distribution held its share of overall business at 34%. Both distribution and rack jobbing were losing operations for Schwartz in both 1974 and 1975. Retailing is now the largest part of his business. (See chart below for complete breakdown.)

| Approximate Percentage Contribution to Sales and Pre-Tax Income | | | | | |
|-----------------------------------------------------------------|------|------|------|------|------|
| | 1971 | 1972 | 1973 | 1974 | 1975 |
| Retail Sales | | | | | |
| Sales | 15% | 19% | 30% | 39% | 44% |
| Pre-Tax Income* | 21% | 35% | 45% | ** | ** |
| Wholesale Distribution | | | | | |
| Sales | 54% | 46% | 37% | 34% | 34% |
| Pre-Tax Income* | 48% | 38% | 29% | ** | ** |
| Rack Merchandising | | | | | |
| Sales | 31% | 35% | 33% | 27% | 22% |
| Pre-Tax Income* | 31% | 27% | 26% | ** | ** |

* Selling, operating and general and administrative expenses of wholesale distribution and rack merchandising operations have been allocated to such operations based upon their proportionate contribution to their combined sales.

** Percentage contribution has been omitted since both the wholesale distribution and rack merchandising operations experienced pre-tax losses as compared with pre-tax income of approximately \$221,000 for retail sales in 1974 and approximately \$350,000 for retail sales in 1975.



JOHNSON = EPIC + ZEMBU — Epic Records, with regard to its exclusive production deal with Jerry Schoenbaum's and Skip Drinkwater's Zembu productions, took the opportunity to note that the first artists signed under the arrangement (Aphonso Johnson and Lee Ritenour) have just had their solo debut albums released. Johnson, formerly bassist with Weather Report, is currently touring with Billy Cobham and George Duke's band, coinciding with the release of his solo album, "Moonshadows." Ritenour, a west coast session man up to now, is represented by "Lee Ritenour." Pictured above are (l. to r.) Ron Alexenburg, vice president and general manager of Epic Records and the CBS custom labels; Aphonso Johnson; Mrs. Johnson; Skip Drinkwater; Irwin Segestein, president of CBS Records division; Greg Geller, Epic Records west coast director of a&r; Jim Tyrrell, vice president of marketing for Epic Records and CBS custom labels; and Steve Popovich, vice president of a&r for Epic Records.

Mercury Classics On Rise Since Move To Branches

NEW YORK — "In the first seven months since we joined the Phonodisc distribution system in June of 1975, we have done more classical volume than we did in any full year in our history," Jules Abramson, senior vice president of marketing for Phonogram/Mercury, reported last week. "And this is *net* volume covering June 1-Dec. 31, 1975."

Bobbit Named In Tax Charges

ATLANTA, GA. — Charles Bobbit, manager of James Brown, was indicted here by the grand jury (April 7) on four tax related counts. Counts one to three of the indictment charge that Bobbit willfully failed to file federal income tax returns for the years 1969, 1970 and 1971. The fourth count charges that he filed a return in 1973 for the year 1971, which he verified by written declaration, and that he knew and believed at that time that he had received income in addition to that he reported. The indictment reads that Bobbit misreported certain income from various companies.

The indictment comes from the office of John W. Stokes, Jr., United States Attorney for the northern district of Georgia, Atlanta division. James Fagan, Assistant U.S. Attorney, reports the indictment is part of a continuing investigation.

The information in this statement is what indie distributors should concern themselves with if they hope to compete with branch distribution for fully diversified "major" labels.

Abramson attributed the difference between the volume his label did with indies until his company moved to Phonodisc in June 1975 to the way indies are structured, in combination with the slow turning nature of classical product.

Inadequate Financing

Too many indie distributors don't have the finances to adequately invest in slow turning catalog. Abramson feels. "The indie has to sell hits." In some major markets the indies did very well for Mercury classics, he went on, and made specific mention of the strong job Malverne did in New York and Chips did in Philadelphia. But in too many other locales, the indie distributor does not have enough salesmen or inventory clerks to really stay on top of the dealer for about

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Simon To Do Benefit

NEW YORK — A special benefit concert for the preservation of the New York Public Libraries will be held at Madison Square Garden on Monday, May 3, 1976. The concert will star Columbia recording artist Paul Simon with special guests Phoebe Snow, Jimmy Cliff and The Brecker Brothers.

Judiciary Considers Royalty, But Aiken Decision Stands

by Rebecca Moore

WASHINGTON, D.C. — Royalties were the issue in last week's House Judiciary Subcommittee mark-up on copyright revision, as the subcommittee attempted to strike a balance between the interests of copyright owners and the users of copyrighted material. The subcommittee attempted to referee librarians and book publishers, universities and network television over how much copyrighted material could be reproduced.

Strikes Out

The subcommittee temporarily struck out as far as the music industry is concerned, however, when it didn't adopt the language that would have reversed the 1975 Aiken decision. In a 7-2 verdict, the Supreme Court ruled last summer that Aiken did in fact have the right to install four loudspeakers inside and outside his fast food chicken shack for retransmitting music picked up from a radio receiver. This decision meant that owners of restaurants, hotels, bus terminals — of any business establishment — could retransmit radio broadcasts, exempt from any royalty payment.

The Senate-passed copyright bill reverses the Aiken decision in Section 110. Copyright Registrar Barbara Ringer

Stones Lead 13 LP Atl. Release

NEW YORK — The Rolling Stones' new album, "Black And Blue," leads Atlantic Records' LP release for April. "Black And Blue" is the Stones' sixth album for Atlantic. Also included in the release are "Blow Your Face Out," the J. Geils Band's second live album, priced at \$7.98 for the double album and \$9.97 for the tape, and Herbie Mann's "Surprises."

Five artists make their Atlantic debut in the April release. "Ramshackled" is the first solo album by Yes drummer Alan White, and "i" represents Yes keyboardist Patrick Moraz's first. Roy Buchanan's "A Street Called Straight" is produced by Arif Mardin, while "The Don Harrison Band" includes former Creedence Clearwater members Stu Cook and Doug Clifford, and Philadelphia's Tramps bow with "Where All The Happy People Go." Willie Nelson's 1974 "Phases And Stages" reissue will be out, along with new releases by Eddie Harris, Ben E. King and Germany's progressive fusion group Passport, featuring Klaus Doldinger.

Anita Wexler Forms Own Production Co.

NEW YORK — Anita Wexler is forming her own production consultancy firm. She will leave her A&R post at Atlantic Records to concentrate on production, a field in which she worked during her two years with the label.

Atlantic's president Jerry Greenberg stated, "Atlantic will certainly continue to enjoy a working relationship with her on a special projects basis. Ms. Wexler's association with the company has had a special meaning for us, and we are proud to have her set out on an independent career."

Ms. Wexler joined Atlantic's a&r staff in 1974. Her first major project was the Disco-Trek package LP which she and Tom Moulton supervised. She has mixed several projects for Atlantic and its European affiliates, including the disco-mix version of the hit single, "Lady Bump."

pointed out that the Senate language "would lead you to the conclusion that Aiken would be liable." Report language makes clear the Senate's intent to prohibit the addition of loudspeakers.

'Mom & Pop'

But some House subcommittee members wondered if this provision would limit the music used in small "mom and pop" type enterprises where a short order cook has a radio turned on in the kitchen. "It doesn't serve the public interest to have a field marshal out checking every barber shop and supermarket for speakers," said subcommittee member Charles Wiggins (R-Cal.). "It's a source of harassment of people," he continued, "who feel their government is infringing on their right to listen to the radio."

"Couldn't you get around it by having four receivers?" asked Congressman Pattison (D-N.Y.). No one seemed to know the answer, and the subcommittee could come to no decision.

Another section of the bill which the subcommittee couldn't act on would exempt stores from royalty payments, but would, in the end, benefit copyright holders. Section 110 (7) would allow business establishments to play music if it was for the purpose of encouraging the sale of a record. For example, a record could be played in a music section of a department store, but could not be piped throughout the entire store. It could even blare out of a store into the surrounding neighborhood if the business could show the sound was limited to "the immediate area where the sale is occurring."

Strong Language

In a letter to the subcommittee counsel, ASCAP encouraged the adoption of strong language that would make clear the limitations of such use.

"It's cynical, I think," said Wiggins. "We're saying that if you're selling a record we'll let you perform that for commercial purposes. But not if you're selling beer."

"The way you display a car is to put it out," argued Pattison. "And the way you display a record is by putting it on, not just putting it out. This section aids the copyright owner."

But it was a lot of talk and no action as the subcommittee adjourned, having passed only one relatively non-controversial section. The subcommittee will be recessed until late April, and probably won't take up copyright until early May.

Kenny Rogers LP In UA Release Sked

LOS ANGELES — Kenny Rogers makes his United Artists album debut with "Love Lifted Me." Others included in UA's LP April releases are Johnny Rivers' "Wild Night," British rock band The Groundhogs' "Crosscut Saw," keyboardist Michael Quatro's "Dancers, Romancers, Dreamers and Schemers," and guitarist Earl Klugh's self-titled LP on Blue Note.

Stevens Wins RIAA Awd.

WASHINGTON, D.C. — Roger Stevens, chairman of the board of the Kennedy Center For Performing Arts, was named as recipient of the 8th annual Recording Industry Association of America Cultural Award. The Award was presented at a dinner attended by industry representatives and members of government last Weds. (7) at the Washington Hilton.

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RAY STEVENS has made a habit of hit records. In the past 14 years he's hit the pop charts 15 times with such records as "Everything Is Beautiful," "Misty," "The Streak," "Mr. Businessman" and "Ahab The Arab."

Just For The Record, Warner Bros. Records is pleased to announce the signing of Ray Stevens and the release of his first Warner Bros. album.

Just For The Record BS-2914
Including the single "You Are So Beautiful" (WBS 8198) and nine others. Arranged and produced in Nashville by Ray Stevens.



Letters To The Editor:

Dear Sir:

Having read the quotations in your magazine from my statements regarding the subject of MCA pricing policy, I feel that a full explanation of my position is in order.

Because Richman Bros. is a full-line one-stop, I will start from the one-stop position, as compared to the manufacturers' distributing branches. We are both required to perform the same services. That is, we each warehouse goods, inform stores of all new releases, give prompt deliveries, extend credit, distribute promo material and take care of defectives and returns. Using MCA as an example, we receive a six percent discount if we perform these functions instead of MCA. As you know, there is no business in this world that can operate on a six percent profit before such expenses as salary, rent, freight etc. MCA puts a smoke screen around the subject by claiming that one-stops should charge more money than MCA does. When the smoke clears, however, all they are saying is that we should charge more money for doing exactly what they tell the retailers that they will do for a much lower cost. The truth of the matter is that MCA is neither able nor willing to service retail stores at the prices they advertise. Statistics show that they in fact handle only fifteen percent of all retail stores themselves. As long as one-stops, rack-jobbers, and central warehousing retailers continue to do their retail distributing for six percent, MCA will be on-

ly too happy to continue in that fashion.

Everytime a one-stop goes bankrupt, and the manufacturer goes down the drain, for millions of dollars, he panics and automatically he tightens credit for someone else, thus cutting cash flow, resulting in more bankruptcies. If the manufacturer has ever considered the basic problem, i.e., that he is strangling the sub-distributor, he certainly never mentions it.

This brings us to my point: "Boycott MCA." Unfortunately, my choice of words at the time was poor, but my idea basic: what I want is to force MCA to service the retailer at the six percent they claim they will.

Is it a boycott to tell your customer to buy his goods directly from MCA be-

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Sweet City Inks Epic Prod. Deal

NEW YORK — Sweet City Records, part of Beikin Productions, Inc., one of the midwest's largest music promoters, handling over 250 concerts a year, has signed an exclusive production deal with Epic Records. The Sweet City deal was set through Ron Alexenburg, vice president and general manager of Epic Records/CBS Custom Labels and Steve Popovich, vice president, Epic a&r. First signing through the Sweet City/Epic deal is Cleveland group Wild Cherry, whose debut single, "Play That Funky Music," will be released on April 20. All Sweet City acts will be promoted on concert tours through the Beikin organization. Mike Beikin is vice president of Sweet City and Jules Beikin is treasurer.

Ayers Gets Extended Contract From Polydor

NEW YORK — Roy Ayers has had his agreement with Polydor Records extended to a long-term contract, it was announced by Irwin Steinberg, president of Polygram Record group and Polydor Inc.

"The past number of releases, culminating with Ayers' "Mystic Voyage" album, have seen his extension into the greater r&b/disco/pop market as well as jazz. Ayers is currently on a major club tour, with a concert tour to start sometime in May.



TRIBUTE TO ORLANDO — Tony Orlando and Dawn were presented with a tribute from the National Association for Retarded Citizens. Orlando donated the proceeds from the group's Nassau Coliseum concert to the organization. Shown (l. to r.) Dr. Phillip Roos, the executive director of NARC and Jim Wilson, senior vice-president of national association of NARC.

Executives On The Move

Halee Gets Top A&R Post At ABC — Roy Halee has been appointed to the post of vice president in charge of a&r for ABC Records, according to label chairman Jerry Rubinstein. Halee came to ABC in 1975 after a long association with Columbia Records. Halee has his offices at the headquarters of ABC Records, 8255 Beverly Blvd. in Los Angeles. Presently, Halee is producing two projects, the Mark/Almond Band and singer/songwriter Stephen Bishop.

Abramson Promoted In RCA Marketing Div. — The appointment of Michael Abramson as director, marketing projects for RCA Records was announced last week by Jack Kiernan, division vice president, marketing for the label.

Abramson will have a variety of responsibilities related to new artists being developed by RCA and with broadening the acceptance of RCA's established artists. Abramson had been director, product merchandising, for RCA Records since August of 1975. For six months prior to that, he was national album promotion manager. He joined RCA Records in 1972 as RCA's local promotion representative in Cleveland.

Harrington Named To RCA Merch. Dir. — Bob Harrington has been named director of merchandising for RCA Records, announced Jack Kiernan. Harrington will be responsible for developing marketing and merchandising concepts for all RCA artists and product. Harrington joins RCA after having been vice president and general



Halee Abramson Harrington Bergamo

manager of General Recording Corp. in Atlanta, with which company he was in charge of all marketing, promotion, publishing and management subsidiaries in addition to preparing contracts and signing artists.

CBS Sales Ups Bergamo, Chase — Al Bergamo and Jack Chase have been promoted to the positions of branch manager (by Columbia Records) for the Seattle and San Francisco market areas respectively. Both Bergamo and Chase will report directly to Del Costello, regional director of label sales, and will be responsible for the sales and promotional activities for Columbia and Epic/Columbia labels as well as for coordinating special programs and merchandising plans on all record and tape product. Bergamo joined CBS Records as branch manager in the Denver market in 1971. Chase joined CBS Records as resident sales representative in Des Moines for the Minneapolis branch in 1971.

WB Makes Berman Business Affairs VP — David Berman has been appointed to the post of vice president, business affairs at Warner Bros. Records, it was announced by Mo Ostin, Warners board chairman and president. Berman will oversee and supervise all aspects of the Warners legal department including negotiations and contract administration. Berman is also expected to participate with other Warners department heads in the general administrative policy-making of Warners. Before joining WBR, Berman was a partner in the Los Angeles law firm of Mitchell, Silberberg and Knupp. There he specialized in entertainment law, with emphasis on the music field. Continuing in Warner Bros. Records business affairs department will be Warners vp Ed West, together with attorneys Leo Harman and Bill Straw.

Thomas Named To Warner R&B Promo Post — Jackie Thomas has been named r&b promotion coordinator for Warner Bros. Records, it was announced last week by Tom Draper, Warners vice president and director of black music marketing. She will be involved in both the radio and disco areas and will be based in New York. Ms. Thomas comes to Warner Bros. from Columbia Records where she was disco coordinator for two years.

Phonodisc Appoints Two In Sales — Alan Leffler has been named field sales manager for Phonodisc, Inc. Leffler previously serviced as New York salesman for the company and prior to that held regional sales positions with U.A. and Roulette Records. Harvey Rosen has been appointed New York salesman. Rosen previously served in a similar capacity with RCA. Prior to that he was affiliated with Handlman.

Epstein And Morton Promoted By Columbia Masterworks — Steven Epstein and Larry



Chase Berman Thomas Ericson

Morton have both been promoted to associate producer status at Columbia Masterworks. Morton has done undergraduate work at Manhattan School of Music and received his B.A. and M.A. in composition from Hunter College. Epstein received his B.S. degree in music from Hofstra in June, 1973. At Hofstra he concentrated heavily on classical programming for their radio station as well as working as an engineer.

Ericson Named Associate Director Of Media For CBS — Yvonne Ericson has been appointed to the position of associate director of media for CBS Records. In her new position, Ms. Ericson will administrate the print media and TV broadcast departments of Gotham Advertising and will be responsible for buying TV, magazines, newspapers, and out-of-home media. Ms. Ericson joined CBS Records four years ago as manager of print advertising. Prior to joining CBS, she worked for Wunderman, Ricotta & Kline Advertising as print media buyer on the CBS Records account.

Aaron Copland Resigns; Jacob Druckman Joins ASCAP Board — Pulitzer Prize-winning composer Jacob Druckman has been appointed to the board of directors of the American Society of Composers, Authors and Publishers, ASCAP president

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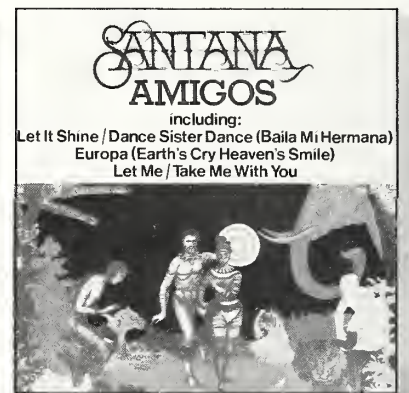
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The Big Push

On April 5, CBS Records embarked on a massive six-week program designed to highlight all of our soul and progressive artists. There's a major media campaign now under way, with extensive local and national print ads as well as radio and T.V. time buys. And there's a point-of-purchase program featuring posters and streamers.



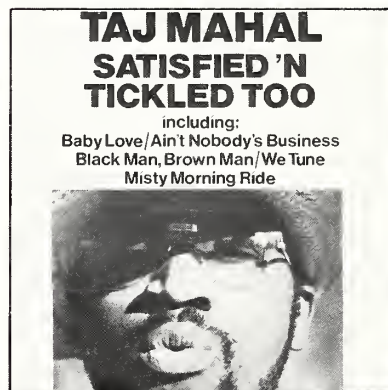
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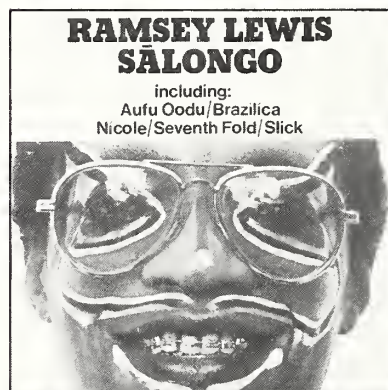


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Also featuring:

- People's Choice
- Archie Bell and The Drells
- Force of Nature
- Biddu Orchestra
- Minnie Riperton
- Sly
- The Three Degrees
- Trammps
- The Isley Brothers
- Harold Melvin & The Blue Notes
- MFSB
- The O'Jays
- Billy Paul
- Jon Lucien
- Bill Withers
- Kokomo
- and others.



PC 34173



PZ 34110

THE SOUL CHILDREN FINDERS KEEPERS

including:
If You Move I'll Fall
We Got To Get Our Thing Together/Highway
One Broken Home For Sale/Midnight Sunshine



PE 33902

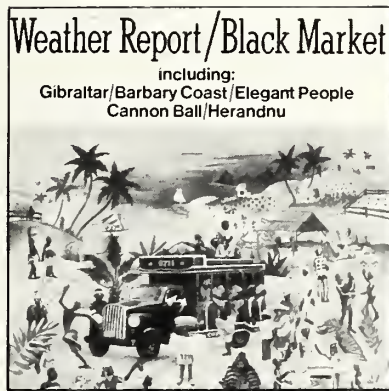
Watch out for significant new releases from B. T. Express, Freddie Hubbard and The Isley Brothers.

The Big Push program represents a major commitment for CBS Records. We've never before had such a strong soul/progressive artist roster or such incredibly good albums, but we have consistently produced outstanding albums in these categories, so the program is an important opportunity to

sell catalogue product.

And count on it: we are pushing this music and these artists as we've never pushed before. Because we believe this is a major area for growth in popular music.

See your CBS Records salesman, and get the lowdown on The Big Push. Now through May 15.



PC 34099



PC 34076



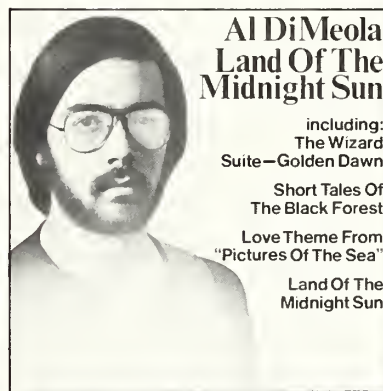
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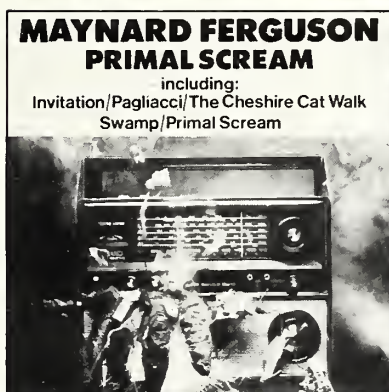
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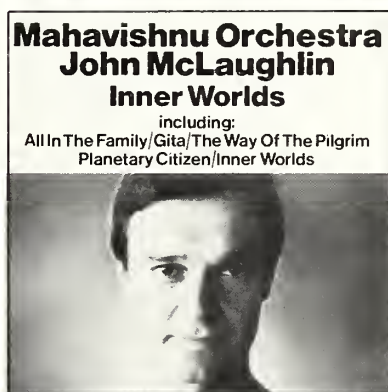
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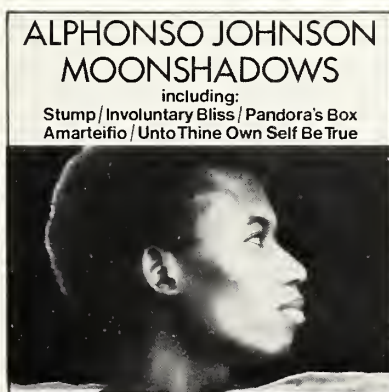
PC 34074



PC 33953



PC 33908



PE 34113



PE 33939

Progressive Leaders.

Also featuring:

Herbie Hancock
 Ramsey Lewis
 Lee Ritenour
 Freddie Hubbard
 Wayne Shorter
 Michael Urbaniak
 Paul Horn
 Paul Winter
 Stan Getz
 David Sancious
 Tony Williams
 John Blair
 L. A. Express
 Dexter Wansel
 and others.





JOE AND BING AT RCA — Newly signed RCA duo, Joe and Bing are seen with key RCA executives. From left to right are Ken Giancy, RCA records president; Don Kirshner, executive producer of the album and publisher of Joe and Bing's compositions; Mel Liberman, division vice president of commercial operations for RCA; Sid Bernstein, manager of Joe and Bing; Joe Knowlton; Mike Berniker, division vice president of popular a&r for RCA records; Bing Bingham and John Rosica, division vice president of promotion for RCA.

America Heads WB April Releases

LOS ANGELES — Warner Bros./Reprise Records and its affiliated labels are currently shipping the major portion of their April product, including America's seventh Warners LP, "Hideaway," produced by George Martin and recorded at the Caribou facilities in Colorado. Seals & Crofts deliver their first album of new material in over a year in "Get Closer," which features the single of the same name. Making his label debut is country-pop writer-singer Ray Stevens, whose "Just For The Record" album was recorded in Nashville and includes his single "You Are So Beautiful."

McKuen

Also from Warners come "McKuen Country," the first country-oriented set by Rod McKuen, and "Alright," the first album by British songwriter Roger Cook. "The Jeremiah Johnson Original Sound-track" album features the score from the recent Robert Redford motion picture. Later in the month will see Warners albums by the Bellamy Bros. ("Featuring 'Let Your Love Flow'" on Warner-Curb) and Tower of Power, whose in-concert set is "Live And In Living Color."

Part II

Later in April, Reprise Records offers the debut of singer-songwriter Peter Pringle, whose LP "Peter Pringle" was produced by Brian Ahern and hosts guest artists Emmylou Harris and Little Feat's Bill Payne. Also forthcoming in April is the release of "Welcome Back," the long awaited John Sebastian album, produced by Sebastian and Warners staffer Steve Barri. The LP features the smash hit title track and nine other Sebastian originals.

New Affiliates

Two new Warners-affiliated labels, Paradise and Gemigo, present their first releases this month. Paradise debuts with "Wedding Album" by Leon and Mary Russell, produced by the Russells and featuring ten new tunes. Gemigo, Curton Records' new label, bows with "Notations," the Chicago vocal group's first album, which features their current

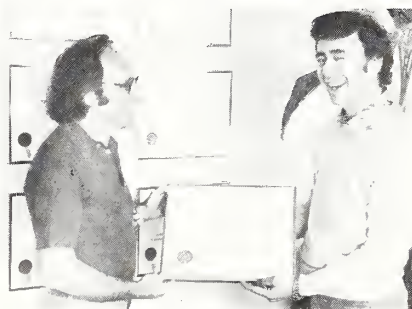
single "Make Me Twice The Man."

Curton, Capricorn, Bearsville

Curton Records' April contribution is "Nightchaser," the second set from the Natural Four, spotlighting the group's 45, "It's The Music."

Later this month, Bearsville Records will offer the new self-produced Todd Rundgren album, "Faithful," which combines six new Rundgren originals with six '60s classics, including "Good Vibrations" and "Strawberry Fields."

Capricorn Records delivers rocker Bobby Whitlock's second album, "Rock Your Sox Off," produced by Capricorn's Paul Hornsby, which features Whitlock's collaboration with Eric Clapton, "Why Does Love Got To Be So Bad," among others. Also from Capricorn is the debut of T. Talton, S. Stewart and J. Sandlin, "Happy To Be Alive." Sandlin, best known as the Allman Brothers Band's producer, is joined in the new group venture by ex-Cowboy leader Tommy Talton and session drummer Bill Stewart.



GIMBEL TIES BEATLES — Songwriter Norman Gimbel has earned his seventh and eighth million performance awards from BMI, Inc., for the songs "Meditation" and "Live For Life," putting him in a first place tie with the Beatles for number of these awards received, according to the society. Gimbel also is the author, with Charles Fox, of "How Lucky Can You Get" from the film "Funny Lady," one of the five Oscar-nominated songs this year. Here Gimbel (left) receives Million Performance Award Number 8, the tie-maker, from Ron Anton, BMI vice president, west coast performing rights.

Southern College Stations Meet Again In Atlanta

ATLANTA — Still recuperating from past industry conventions, the city of Atlanta ("Peaches"), Georgia again welcomed record industry personnel along with college radio broadcasters for the second annual Southeast College Radio Association's convention, held April 2-4.

WUOG-FM

Organized and supported through the efforts of WUOG-FM, from the University of Georgia, representatives from over twenty southeast college radio stations occupied the Stouffers Inn Hotel and focused on the reality of college radio in a commercial radio world. Running smoothly and efficiently from the start, registrants were presented with plastic binders complete with schedules, maps and other necessary information to get things off the ground. A welcome dinner followed, at which point the convention became somewhat "unconventional." Past convention procedure usually dic-

20th Debuts Parson's 'Project'

LOS ANGELES — "Tales Of Mystery And Imagination: Edgar Allan Poe," a concept album produced by Alan Parsons featuring some of the major works of Edgar Allan Poe set to music, has been set for release by 20th Century Records.

20th debuted the LP in Los Angeles last week (accompanied by a special Laserium presentation and reception) at the city's Griffith Park Observatory to a capacity crowd of over 600 opinion-makers. Recorded at London's Abbey Road Studios, the package features 300 musicians including Terry Sylvester and John Miles (of The Hollies), Arthur Brown, actor/singer Leonard Whiting and 20th's own Ambrosia.

Parsons, noted producer/engineer whose past credits include work with The Beatles, Paul McCartney & Wings, The Hollies, Pink Floyd's "Dark Side Of The Moon" and Ambrosia's debut album (the latter two earned him Grammy nominations for engineering), co-wrote the album with composer/arranger Andrew Powell and executive producer Eric Woolfson. Woolfson conceived the album concept nearly two years ago, and following a year of research and preparation, recorded the album in London.

The album package includes a 12-page book with a Poe chronology, biographies, photos and lyrics.

Arista Makes Distrib. Changes

amounts of money?" If a distributor should go bad, he continued, the manufacturer would be stuck to a much greater degree if his business is tied up in the hands of a few. Martin also asked if the financial resources of the remaining distributors are sufficient to handle a larger territory, and if they will be able to extend the credit necessary to retail and wholesale accounts in the newly acquired markets.

No Further Moves

The move to open in St. Louis by Salstone, meanwhile, has not precipitated a series of immediate distributor switches away from Roberts or Commercial Music, part of the Heilicher organization, to Salstone. There was speculation on who might be the next lines to desert the other two and switch to Salstone.

tated that record company hospitality suites be open both nights of the weekend. This year, the SECRA organizers took the initiative to change that tradition. In its place, CBS Records provided the delegates with David Bromberg and Larry Gatlin at the Great Southeast Music Hall.

Programming

Traditions were resumed on Saturday morning as the first of the seminars got underway. Entitled "General Managers/Programming," the seminar featured Kent Burkhart of Kent Burkhart Associates, who brought with him Stanley Kaplan, owner of WAYS in Charlotte and WAPE in Jacksonville, Florida, who spoke of radio, not as a toy, ego trip, or place that you find God — but as a method of communication. Covering the basic components of radio programming (i.e.: music, news, commercials, contests) he emphasized the importance of radio as a medium, stressing that being commercial or non-commercial does not necessarily indicate being good or bad. As for the future of radio, Kaplan said, "The only things that matter are talent, guts, brains, effort, integrity, creativity and compassion. Success is directly proportional to the ability of whoever is running the station to listen."

The record company forum "You Get What You Play For" was represented by a number of companies that included Paul Brown (independent college radio promoter), John Montgomery and Al Moss (Warner Brothers Records), Mike Bone (Phonogram Records), Debbie Newman and Larry Stessel (CBS Records) and Gunter Hauer, Judy Libow, Geary Tanner and Larry King (Atlantic Records). As always, the importance of college radio playlists was stressed as being a valuable tool in the record company/college radio communication process. The lists help make the stations visible, the product visible and are often points of reference for commercial radio stations. Other topics discussed were servicing techniques, artist support and album giveaways.

Record Companies

The relationship between record companies and college radio was more or less summed up when Paul Brown said, "We don't like to be hyped and we know that you don't necessarily like to be hyped." Debbie Newman added, "Our job is to let you know what's out and what's happening with a record. Your job is to relate that excitement to your staff."

The final seminar of the day "Artists In The Industry," featuring Mike Green (Mercury Records), Larry Gatlin (Monument Records) and Darryl Rhoades, exposed a side of the industry that few people hear about firsthand — the stage. The artists spoke candidly about their feelings on touring, interviews and struggling to make it in the business end of "being talent."

WEA's Policy

consolidation (Cash Box, April 10), has instructed their accounts in the northeast area to return product to the ABC warehouse in Cleveland, Ohio, rather than their local branch in Woodside, Queens in New York. This was done, according to an ABC spokesman, because of the significantly higher workload at the Queens warehouse, which is now servicing accounts in the territories formerly serviced by the closed warehouses in Boston and Washington, D.C.

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from her latest album, *Jessi*
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Ken Mansfield and Waylon Jennings.
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Crossovers — Part 2

The Retailers Viewpoint: Disco, Attitudes, Better Product

by J.B. Carmicle

LOS ANGELES — Are retailers and one-stops affected by crossover? This week, in the second part of our study, **Cash Box** examines how much and in what way crossover is affecting the marketing part of the music business cycle. Some believe crossover can be attributed to the disco wave. Some believe it's the changing attitudes of the listener/buyer coupled with better product on the market. But whatever the reason, the retail people **Cash Box** talked to felt the crossover concept, both professionally and personally.

In following weeks we will probe the record companies and artists point of view respectively. These correlated schools of thought combined with radio stations (**CB** April 10) and retailers should give our readers a complete overview of what crossover is and who it affects the most.

Tasteful Change

Ron Geiger works the Superior Music one-stop out of Los Angeles and deals with the Licorice Pizza chain. He told **CB**, "People are ready for a change. It's not hard-country I hear on stations so much anymore, but tasteful country." Geiger cited artists like Waylon Jennings, David Allan Coe and Willie Nelson who have contributed to country crossover. "And KMET (an LA progressive rock station) is playing a lot more r&b... not enough to turn listeners off, but supplementing the sound they have."

Geiger's personal observations came through most clearly in discussing product sales. Remarking that disco has been a big influence in crossover, he noted that black records have crossed to white audiences both on radio stations and in record shops. "It's hard to put a finger on how much of what product sells to who," Geiger said, "but I'd estimate we sell at least 5% r&b across the board because of disco. The Earth, Wind & Fire LP was in the top 10 for a long time... and it wasn't really a majority of blacks buying that album in the stores... it was mostly white customers we sold EWF to."

Selling black artists across the board (sales to white and black, old and young) is something that didn't occur too much in the past, Geiger commented. "We're selling the O'Jays and Harold Melvin across the board now... Dee Dee Sharp is definitely selling past the black buyers now... we can tell that."

Disco Influence

Karl Acon works the soul department at Peaches Records in St. Louis. Karl mentioned that he noticed his customers are starting to like disco because it's a big craze now and people are getting back into dancing. When they start buying disco product because of that influence, the white customers who haven't really gotten into r&b in the past, might turn on to more strictly black product in the future. It was an interesting observation by Acon and it's a good assumption.

"When our store first opened, about 15% of the soul record buyers were white," Acon told **CB**, "now it's about 35%. There are more white people listening to black stations. I see it everyday. I first noticed it on the bus I ride to work. I was surprised at first, but not anymore."

"Sooner or later, categories of music will be interrelated," he continued. "There's fusion occurring between jazz and rock right now... it's coming together... and the influence of one artist on another is important."

more types of music than what they've been accustomed to... a lot of soul and jazz fans have gone the rock route just as much as rock fans are getting into jazz and soul."

Expanding Tastes

Acon's last statement was supported with examples like Jean-Luc Ponty and John McLaughlin. He said the conventional soul buyer, the black record buyer's tastes are expanding. As far as the white record buyer, Acon's point was that more whites are getting into jazz via rock and getting into black, via disco. It

was a point well taken.

In-Store Play/Sales

"There are a lot of people becoming more aware of music without hearing it on radio stations," Tom Keenan of Everybody's Records in Portland, Oregon told **CB**. "We average about three LPs per person per sale... we think some of this is attributed to in-store play." But how does crossover come in?

"The George Benson LP is starting to crossover... no one in the area is really playing it that much, if at all... but we're getting good sales and it has to be com-

ing from in-store play." Keenan went on to say that jazz is the biggest crossover now. "It's bigger than country, although we have our fair share of that in this market too. The biggest thing we've had in the last six months has been John Klemmer's 'Touch' LP. It reached number three and four in sales overall. And that wouldn't have happened a few years ago."

"We toss around the question about crossover here in the office a lot. About what is jazz and what isn't jazz. We have discussions as to what categories certain artists fit into... or should they fit into a category at all. Where do you place the LP when racks go up in the stores... do you put one artist in four different possible categories or just one?"

Keenan's notation of mounting product in several different store locations brings the "crossover" concept into much clearer focus.

Charted Crossover

The Marvin Gaye "I Want You" LP on Tamia appeared on New FM Action LPs in **CB** last week at #16. What that says is that FM progressives are adding the Gaye LP in huge proportions. And we

continued on pg. 42

New FM Action LPs

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

1. Presence — Led Zeppelin — Swan Song
2. The Promise — Michael Pinder — Threshold
3. Rebel — John Miles — London
4. Speed Of Sound — Wings — Capitol
5. Marriott — Steve Marriott — A&M
6. Les Dudek — Columbia
7. I Want You — Marvin Gaye — Tamla
8. Black Market — Weather Report — Columbia
9. Morning Sky — Fools Gold — Arista
10. Cry Tough — Nils Lofgren — A&M
11. Takin' It To The Streets — Doobie Brothers — WB
12. Jailbreak — Thin Lizzy — Mercury
13. Pousette Dart Band — Capitol
14. You Can't Argue With A Sick Mind — Joe Walsh — ABC
15. Amigos — Santana — Columbia
16. Lady In Waiting — Outlaws — Arista
17. Words We Can Dance To — Steve Goodman — Asylum
18. Starbright — Pat Martino — WB
19. Rock Your Socks Off — Bobby Whitlock — Capricorn
20. Romantic Warrior — Return To Forever — Columbia
21. 2112 — Rush — Mercury
22. Black Rose — John David Souther — Asylum

Bowie Marks King Biscuit's Fourth

NEW YORK — RCA recording artist David Bowie, who has just completed a mammoth North American concert tour, will star on the King Biscuit Flower Hour's fourth anniversary show. The special ninety minute presentation will air over most of the King Biscuit network of 200 stations on Sunday, April 25, at 9 p.m.

King Biscuit taped Bowie's March 23 concert at Nassau Coliseum for the special.

Over the past three years, the King Biscuit Flower Hour has been aired every Sunday at 9 p.m., and has built an estimated audience of six million listeners.

In support of the Bowie special, RCA Records will be doing extensive in-store cross promotion on the show and Bowie's latest album, "Station To Station."

Upon completing his North American tour, Bowie departed immediately for Europe where he will do a six-week tour of the continent and follow that with a week of concerts in London.

station breaks

Joe Persek appointed assistant music director of **WXLO**, New York. Persek comes to **WXLO** from **ABC** radio.

Earth News new audio feature service, *The Daily Planet*, airs in approximately 200 markets by late May or early June. **Dave McQueen**, **KSAN**, San Francisco will host the show which runs five minutes in length focusing on actualities involving consciousness, the arts, politics and the environment.

WXRT, Chicago, regular **Cash Box** progressive reporter, goes 24 hours a day beginning April 26. The station will continue to feature progressive rock, along with its regular features, including Chicago's "UnConcert" series.

Ms. Anita Schmidt named account executive at **KMBC-TV**, Kansas City.

Leslie R. Gray named sales manager of **WBZ** radio, Boston.

Jeff Pollack named music coordinator at **KBPI-FM**, Denver.

j.b. carmicle



ABC 'MAN OF THE YEAR' — ABC radio president Harold L. Neal, Jr. (second from left) receives a special tribute as ABC radio's "man of the year" in celebration of a highly profitable 1975 and continuing success in 1976. The presentation to Neal was made by his department heads (l. to r.): Martin H. Percival, vice president in charge of ABC-FM spot sales; Michael Hauptman, vice president, ABC radio; Allen Shaw, vice president in charge of ABC owned FM stations; Charles A. DeBare, president, ABC owned AM stations; and Edward F. McLaughlin, president, ABC radio network.

Most Added LPs

1. Presence — Led Zeppelin — Swan Song
2. The Promise — Michael Pinder — Threshold
3. Rebel — John Miles — London

Most Predicted Hits

1. City Magic/It Can Do/(entire LP) — Les Dudek — Columbia
2. Cry Tough (entire LP) — Nils Lofgren — A&M
3. One By One/I Will Run/(entire LP) — Fools Gold — Arista
4. Music/(entire LP) — John Miles — London

Most Requested Cuts

1. (Entire LP)/Achilles' Last Stand/Tea For One/Royal Orleans — Led Zeppelin — Swan Song
2. Do You Feel/Show Me The Way — Peter Frampton — A&M
3. Silk Degrees (entire LP) — Boz Scaggs — Columbia
4. Wheels Of Fortune — Doobie Brothers — WB

WBCN-FM — BOSTON
Bob Slavin

- Black Market — Weather Report — Columbia
- Lady In Waiting — Outlaws — Arista
- Lee Oskar — UA
- Night Food — Heptones — Island (IMP)
- Nine — Tim Hardin — Antilles
- Presence — Led Zeppelin — Swan Song
- A Trick Of The Tail — Genesis — Atco
- * — (None)
- † — (None)

WNEW-FM — NEW YORK
Dennis Elsas

- Rebel — John Miles — London
- Nine — Tim Hardin — Antilles
- I Want You — Marvin Gaye — Tamia
- Faragher Brothers — ABC
- Volume II — Earl Scruggs Revue — Columbia
- Rise And Shine — Kokomo — Columbia
- * — (None)
- † — (None)

WBAB-FM — LONG ISLAND
Bernie Bernard

- The Promise — Michael Pinder — Threshold
- American Pastime — Three Dog Night — ABC
- Marriotti — Steve Marriotti — A&M
- Volume II — Earl Scruggs Revue — Columbia
- Faragher Brothers — ABC
- Black Market — Weather Report — Columbia
- Wedding Album — Leon & Mary Russell — Paradise
- Art Of Tea — Michael Franks — WB
- Country Suite — Dave Loggins — Epic
- Starbright — Pat Martino — WB
- Magical Shepherd — Miroslav Viteous — WB
- * Wheels Of Fortune — Doobie Brothers — WB
- * Presence (entire LP) — Led Zeppelin — Swan Song
- † Never Too Far — Tim Hardin — Antilles
- † Big Iron — Kingfish — Round

WLIR-FM — LONG ISLAND
Gil Colquitt

- Rock Your Socks Off — Bobby Whitlock — Capricorn
- Wedding Album — Leon & Mary Russell — Paradise
- Black Rose — John David Souther — Asylum
- The Promise — Michael Pinder — Threshold
- Ian Lloyd — Polydor
- Words We Can Dance To — Steve Goodman — Asylum
- * Presence (entire LP) — Led Zeppelin — Swan Song
- * Les Dudek (entire LP) — Columbia
- † Faithless Love/Silver Blue/Midnight Prowl — John David Souther — Asylum

WYDD-FM — PITTSBURGH
Steve Downs

- Black Market — Weather Report — Columbia
- Lifestyl — Pablo Cruise — A&M
- 2112 — Rush — Mercury
- Starbright — Pat Martino — WB
- * Takin' It To The Streets (entire LP) — Doobie Brothers — WB
- * Presence (entire LP) — Led Zeppelin — Swan Song
- † Les Dudek (entire LP) — Columbia
- † Morning Sky (entire LP) — Fools Gold — Arista
- † The Promise (entire LP) — Michael Pinder — Threshold

WMMR-FM — PHILADELPHIA
Paul Fuhr

- Presence — Led Zeppelin — Swan Song
- Takin' It To The Streets — Doobie Brothers — WB
- Dread In Babylon — U-Roy — Virgin (IMP)
- Starbright — Pat Martino — WB
- Morning Sky — Fools Gold — Arista
- * — (None)
- † — (None)

WYSP-FM — PHILADELPHIA
Sonny Fox

- Presence — Led Zeppelin — Swan Song
- Speed Of Sound — Wings — Capitoi
- Jailbreak — Thin Lizzy — Mercury
- Heat For The Feet — Lee Garrett — Chrysaia
- Voyage Of The Acolyte — Steve Hackett — Chrysaia
- * Get The Funk Out Of My Face — Brothers Johnson — A&M
- * Achilles' Last Stand — Led Zeppelin — Swan Song
- † Beware My Love/Wino Junko — Wings — Capitoi

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

- Words We Can Dance To — Steve Goodman — Asylum
- Rock Your Socks Off — Bobby Whitlock — Capricorn
- Pistol Packin' Mama — The Good Old Boys — Round
- Black Rose — John David Souther — Asylum
- Gathering At Earl Of Old Town — Various Artists — Dunwich
- Marriotti — Steve Marriotti — A&M
- Royal Flush — Terry Meicher — RCA
- Jaco Pastorius — Epic
- Moon Shadows — Aiphonso Johnson — Epic
- Rebel — John Miles — London
- * — (None)
- † City Magic — Les Dudek — Columbia
- † This Masquerade — George Benson — WB
- † I Want You — Marvin Gaye — Tamia
- † Cry Tough (entire LP) — Nils Lofgren — A&M

WORJ-FM — ORLANDO
Anita Lenz

- Amigos — Santana — Columbia
- Speed Of Sound — Wings — Capitoi
- Jailbreak — Thin Lizzy — Mercury
- Morning Sky — Fools Gold — Arista
- I Want You — Marvin Gaye — Tamia
- Tropea — John Tropea — Mariin
- Presence — Led Zeppelin — Swan Song
- Cry Tough — Nils Lofgren — A&M
- Takin' It To The Streets — Doobie Brothers — WB
- Bob Marley's Wailers Live — Island (IMP)
- Lady In Waiting — Outlaws — Arista
- Les Dudek — Columbia
- Rebel — John Miles — London
- Radio Radial's — Greazy Wheels — London
- * The Boys Are Back In Town — Thin Lizzy — Mercury
- * City Magic — Les Dudek — Columbia
- † Music — John Miles — London
- † Les Dudek (entire LP) — Columbia

WINZ-FM — MIAMI
Dave Sousa

- Pousette Dart Band — Capitoi
- Romantic Warrior — Return To Forever — Columbia
- * Silver, Blue And Gold — Bad Company — Swan Song
- * Amigos (entire LP) — Santana — Columbia
- † Locked In (entire LP) — Wishbone Ash — Atlantic

WRAS-FM — ATLANTA
Bob Bailey

- Presence — Led Zeppelin — Swan Song
- Cry Tough — Nils Lofgren — A&M
- A Good Feeling — William D Smith — WB
- Les Dudek — Columbia
- Rockin' Chair — Jonathan Edwards — WB
- * Presence (entire LP) — Led Zeppelin — Swan Song
- * Show Me The Way/Do You Feel — Peter Frampton — A&M
- † It Can Do — Les Dudek — Columbia
- † Cry Tough (entire LP) — Nils Lofgren — A&M
- † Lady In Waiting (entire LP) — Outlaws — Arista
- † The Boys Are Back In Town — Thin Lizzy — Mercury

WABX-FM — DETROIT
Ken Calvert

- Ethos — Capitoi
- The Promise — Michael Pinder — Threshold
- Houdini — Stray — Pye
- Rebel — John Miles — London
- * Presence (entire LP) — Led Zeppelin — Swan Song
- * Robin Trower Live (entire LP) — Chrysaia
- † Dance Sister Dance — Santana — Columbia

WVWW-FM — DETROIT
Jerry Lubin

- Live Bullet — Bob Seger — Capitoi
- Life And Times — Billy Cobham — Atlantic
- Les Dudek — Columbia
- Rebel — John Miles — London
- The Man Incognito — Aiphonso Mouzon — Blue Note
- The Promise — Michael Pinder — Threshold
- Status Quo — Capitoi
- Rock Your Socks Off — Bobby Whitlock — Capricorn
- Presence — Led Zeppelin — Swan Song
- Marriotti — Steve Marriotti — A&M
- Romantic Warrior — Return To Forever — Columbia
- 2112 — Rush — Mercury
- Speed Of Sound — Wings — Capitoi
- * 2112 (entire LP) — Rush — Mercury
- * A Trick Of The Tail (entire LP) — Genesis — Atco
- * Presence (entire LP) — Led Zeppelin — Swan Song
- * Sorceress — Return To Forever — Columbia
- † Cry Tough (entire LP) — Nils Lofgren — A&M
- † Live Bullet (entire LP) — Bob Seger — Capitoi
- † Rebel (entire LP) — John Miles — London

WZMF-FM — MILWAUKEE
Jim Roberts

- Presence — Led Zeppelin — Swan Song
- Beyond — Ayers Rock — A&M
- Marriotti — Steve Marriotti — A&M
- Rat City In Blue — Good Rats — Rat City
- Life And Times — Billy Cobham — Atlantic
- Black Market — Weather Report — Columbia
- Rebel — John Miles — London
- * Magic Man — Heart — Mushroom
- * Thirty Nine/You're My Best Friend — Queen — Elektra
- † Morning Sky (entire LP) — Fools Gold — Arista
- † Let Me Love You — KGB — MCA

WXRT-FM — CHICAGO
John Platt

- Presence — Led Zeppelin — Swan Song
- Words We Dance To — Steve Goodman — Asylum
- Eternity — Alice Coitane — WB
- Magical Shepherd — Miroslav Viteous — WB
- Watercourse Way — Shadowfax — Passport
- Beyond — Ayers Rock — A&M
- Mackintosh And T.J. Soundtrack — RCA
- Morning Sky — Fools Gold — Arista
- * Presence (entire LP) — Led Zeppelin — Atlantic
- * A Night At The Opera (entire LP) — Queen — Elektra
- † Black Market (entire LP) — Weather Report — Columbia

KADI-FM — ST. LOUIS
Jonnie King

- Presence — Led Zeppelin — Swan Song
- Jail Break — Thin Lizzy — Mercury
- You Can't Argue With A Sick Mind — Joe Waish — ABC
- Cry Tough — Nils Lofgren — A&M
- Morning Sky — Fools Gold — Arista
- Pousette Dart Band — Capitoi
- * Lady Love — Robin Trower — Chrysaia
- * Wheels Of Fortune — Doobie Brothers — WB
- † What Can I Say — Pousette Dart Band — Capitoi
- † Romeo And The Loney Girl — Thin Lizzy — Mercury
- † Moving To The Country — Dave Loggins — Epic

WNOE-FM — NEW ORLEANS
Brian Nichols

- Presence — Led Zeppelin — Swan Song
- You Can't Argue With A Sick Mind — Joe Waish — ABC
- Speed Of Sound — Wings — Capitoi
- * Tea For One/Royal Orleans — Led Zeppelin — Swan Song
- * Do You Feel — Peter Frampton — A&M
- * Silver, Blue, and Gold — Bad Company — Swan Song
- * I'm Be Good To You — Brothers Johnson — A&M
- † — (None)

KLOL-FM — HOUSTON
Jackie McCauley

- Presence — Led Zeppelin — Swan Song
- Black Market — Weather Report — Columbia
- Any Road Up — Steve Gibbons Band — MCA
- Nine On A Ten Scale — Sammy Hagar — Capitoi
- Rockin' Chair — Jonathan Edwards — Reprise
- Recycled — Nektar — Passport
- Light Of The Night — Randall Brambitt — Polydor
- Cry Tough — Nils Lofgren — A&M
- The Story So Far — Rory Gaiagher — Polydor
- Marriotti — Steve Marriotti — A&M
- I Want You — Marvin Gaye — Tamia
- Country Suite — Dave Loggins — Epic
- Amigos — Santana — Columbia
- Speed Of Sound — Wings — Capitoi
- * Do You Feel — Peter Frampton — A&M
- * Presence (entire LP) — Led Zeppelin — Swan Song
- † I Want You (entire LP) — Marvin Gaye — Tamia
- † Black Market (entire LP) — Weather Report — Columbia

KAMC-FM — DALLAS
Stuart McRae

- Speed Of Sound — Wings — Capitoi
- Takin' It To The Streets — Doobie Brothers — WB
- You Can't Argue With A Sick Mind — Joe Waish — ABC
- Amigos — Santana — Columbia
- Presence — Led Zeppelin — Swan Song
- Lady In Waiting — Outlaws — Arista
- Wetter The Better — Wet Willie — Capricorn
- Marriotti — Steve Marriotti — A&M
- * Presence (entire LP) — Led Zeppelin — Swan Song
- * Silk Degrees (entire LP) — Boz Scaggs — Columbia
- † — (None)

KBPI-FM — DENVER
Jeff Pollack

- Presence — Led Zeppelin — Swan Song
- The Promise — Michael Pinder — Threshold
- You Can't Argue With A Sick Mind — Joe Waish — ABC
- Any Road Up — Steve Gibbons Band — MCA
- * Silk Degrees (entire LP) — Boz Scaggs — Columbia
- * Speed Of Sound (entire LP) — Wings — Capitoi
- † All The Time In The World — Boxer — Virgin

KLOS-FM — LOS ANGELES
Dabar Hoorelbeke

- Presence — Led Zeppelin — Swan Song
- * — (None)
- † Amigos (entire LP) — Santana — Columbia
- † Silk Degrees (entire LP) — Boz Scaggs — Columbia

KMET-FM — LOS ANGELES
Bob Coburn

- I Want You — Marvin Gaye — Tamia
- Rebel — John Miles — London
- Shiner — Tremeloes — DJM
- The Promise — Michael Pinder — Threshold
- * Frampton Comes Alive (entire LP) — Peter Frampton — A&M
- * Silk Degrees (entire LP) — Boz Scaggs — Columbia
- † — (None)

KWST-FM — LOS ANGELES
Jim McKeon

- Les Dudek — Columbia
- Voyage Of The Acolyte — Steve Hackett — Chrysaia
- Reflections — Jerry Garcia — UA
- The Promise — Michael Pinder — Threshold
- Ethos — Capitoi
- Richard Cocciante — 20th Century
- * The Boys Are Back In Town — Thin Lizzy — Mercury
- * Achilles' Last Stand — Led Zeppelin — Swan Song
- † Silly Love Songs — Wings — Capitoi
- † King Of The Night Time World — Kiss — Casablanca

KZEL-FM — EUGENE, OREGON
Stan Garrett

- I Want You — Marvin Gaye — Tamia
- That Was Only Yesterday — Gary Wright And Spooky Tooth — A&M
- Pistol Packin' Mama — The Good Old Boys — Round
- The Promise — Michael Pinder — Threshold
- Pousette Dart Band — Capitoi
- For All We Know — Esther Phillips — KUDU
- First Course — Lee Ritenour — Epic
- * Fooled Around — Elvin Bishop — Capricorn
- * Do You Feel — Peter Frampton — A&M
- † Rebel (entire LP) — John Miles — London
- † One By One/I Will Run — Fools Gold — Arista
- † Starkite — Lee Oskar — UA

KSAN-FM — SAN FRANCISCO
Cristie Joy Marcus

- Yankee Heggae — Shakers — Asylum
- Presence — Led Zeppelin — Swan Song
- Pousette Dart Band — Capitoi
- The Promise — Michael Pinder — Threshold
- * — (None)
- † — (None)

• ALBUMS ADDED

* MOST REQUESTED LP CUT(S)

† P.D./M.D. PREDICTED HITS

the cashbox pop radio analysis

most added records

| | this week | to date |
|-------------------------------------------------------------|-----------|---------|
| 1. Silly Love Songs — Wings — Capitol | 30% | 63% |
| 2. Love In The Shadows — Neil Sedaka — Rocket | 21% | 34% |
| 3. Happy Days — Pratt & McClain — Warner/Reprise | 20% | 47% |
| 4. Welcome Back — John Sebastian — Reprise | 15% | 74% |
| 5. Shout It Out Loud — Kiss — Casablanca | 12% | 36% |
| 6. Tryin' To Get The Feelin' — Barry Manilow — Arista | 11% | 72% |
| 7. Love Really Hurts Without You — Billy Ocean — Ariola/GTO | 11% | 38% |
| 8. Sara Smile — Hall & Oates — RCA | 11% | 36% |
| 9. Love Hangover — Diana Ross — Motown | 11% | 29% |
| 10. Shannon — Henry Gross — Lifesong | 10% | 66% |
| 11. Rhiannon — Fleetwood Mac — Reprise | 9% | 50% |
| 12. Misty Blue — Dorothy Moore — Malaco | 9% | 27% |
| 13. Get Up And Boogie — Silver Convention — Midland | 9% | 23% |
| 14. One Piece At A Time — Johnny Cash — Columbia | 8% | 17% |
| 15. Young Blood — Bad Company — Swan Song | 7% | 40% |

station adds this week

KLIF, WCOL, KIMN, KSLQ, WIXY, KILT, WIFI, WMPS, KJOY, KRBE, KNUS, WIRL, WDHF, Z-93, Y-100, WQXI, WGCL, WLAC, WMAK, WLEE, WDRC
WABC, WCOL, KIMN, KJOY, KRBE, WBLI, WSGN, WBBF, WCAO, WLAI, WING, WORC, WAKY, WDRC

KLIF, KILT, KTLK, KJOY, WBLI, WPGC, U-100, WGH, WSGA, WCAI, WGCL, WBBQ, WLAC, WDRC

WABC, WHB, WDG, KXOK, KSLQ, WTIX, WLEE, WDHF, KLEO, WIRL, KRBE

KJOY, WHBQ, WGH, WSGN, WLAV, WLEE, WJET, WAKY, WPRO, WDRO

WLS, KXOK, WQAM, KNDE, WPRO, WJET, WKLO, WAKY

WPGC, WROV, WGCL, WBBQ, WLAV, WLAC, WKLO, WDRC

KHJ, WHHY, WGH, WSGA, WLAV, WLEE, WKLO, WAKY

KHJ, 99X, KIMN, WIXY, WHBQ, WBLI, WGH, WCAO

WQAM, KILT, WTIX, WDHF, WLAC, WMAK, WAKY

KFRC, WTIX, WPGC, WAYS, KLEO, WCAO

WCOL, WAYS, WSGN, WSGA, Y-100, WING

KFRC, 13Q, WHBQ, WMPS, WGCL, WKLO

WHBQ, WGH, WSGA, WBBF, WLAV

WTIX, WGH, Z-93, WBBF

radio active singles

- Welcome Back — John Sebastian — Reprise**
KFRC 19-14, CKLW 10-3, 99X 17-5, WQXI 19-9, KLIF Ex-19, WCOL 14-6, WIXY 27-20, KILT 27-15, KIMN 26-14, WGCL 26-11, WPEZ 24-9, KSTP 28-7, WAYS 24-7, WHHY 29-22, U-100 29-12, 13Q 20-11, WSGN 18-9, WBBF 9-3, Y-100 15-8, WNCI 20-11, WCAO 26-12, WLAV 23-14, WING 25-14, WJET 28-16, WORC 25-3, WDRC 27-20, KNDE 19-7, KRIZ Ex-15, WAPE 38-24, WPRO 15-8
- Boogie Fever — The Sylvers — Capitol**
WRKO 13-8, CKLW 16-10, KILT 12-6, WSAI 19-1, WHB 16-7, WDG 18-10, WIBG 16-9, WDRC 10-4, WORC 20-15, WLEE 13-5, WCAO 20-10, Y-100 11-3, WBBF 30-17, WSGN 12-4, WGH 19-10, WIFI 15-7, WPRO 17-9, KRBE 11-6, WAPE 23-12, KING 11-2
- Foiled Around And Fell In Love — Elvin Bishop — Capricorn**
WFIL 24-19, KLIF 20-13, KXOK 14-6, WSAI 28-18, KSLQ 25-19, KHJ 17-9, KILT 18-13, CKLW 19-12, WGCL Ex-20, WCAO 18-9, WBBF 17-10, WSGN 5-1, KLEO 29-23, KSTP 18-10, WMAK 8-2, KRIZ Ex-30, KRBE 16-11, KNUS 23-12
- Shannon — Henry Gross — Lifesong**
WQXI 28-19, WORC 17-11, WLAC Ex-26, WLAV 21-13, WBBQ 13-6, WCAO 25-19, WNCI 15-8, WBBF 25-18, WPIX Ex-2, WSGN 21-17, U-100 18-9, KLEO 27-16, WHHY 28-19, KSTP 21-11, WPRO 10-4, WHBQ 14-7, KING 24-16, KRIZ Ex-21
- Show Me The Way — Peter Frampton — A&M**
WABC 37-14, WLS 28-21, WCOL 21-12, KSLQ 20-15, WPIX 20-12, WTIX 15-9, WLEE 17-10, WING 17-10, WGH 13-6, WPRO 18-10
- Disco Lady — Johnnie Taylor — Columbia**
WFIL 7-1, WSAI 11-2, 13Q 9-1, KING 12-3, U-100 7-1, WBBF 14-5, WLAV 13-8, WMAK 16-9, WORC 13-13
- Silly Love Songs — Wings — Capitol**
KSTP 27-15, WAPE 27-19, KTLK Ex-28, KRIZ 18-6, WLAC Ex-30, WBBF 28-22, WROV 32-24, WBBQ 28-21
- Rhiannon — Fleetwood Mac — Reprise**
WLS 31-19, WQXI 23-18, KRIZ 29-20, WPRO 21-12, WGH 24-15, WSGN 15-7, WLAV 15-5

looking ahead to the top 100

- | | |
|-----------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 101 LOVE AND UNDERSTANDING (Deightful/Gang — BMI) Kool and The Gang (DeLite DEP 1579) | 110 YOU GOT THE MAGIC (Greasy King — ASCAP) John Fogerty (Asylum 45309) |
| 102 (EVERYBODY'S GOIN') HOLLYWOOD (Chappell & Co. — ASCAP) Marc Allen Trujillo (Private Stock PS 45,072) | 111 TODAY I STARTED LOVING YOU AGAIN (Blue Book — BMI) Bobby Bland (ABC 12156) |
| 103 STRANGERS IN THE NIGHT (Champion/Screen Gems-Coi. — BMI) Bette Midler (Atlantic 3319) | 112 CARA MIA (Leo Feist — ASCAP) Paul DeCicco (Artists of America 111) |
| 104 I WANT TO STAY WITH YOU (Irving — BMI) Gallagher & Lyie (A&M 1778) | 113 MOONLIGHT SERENADE (Robbins — ASCAP) Bobby Vinton (ABC 12178) |
| 105 FOREVER AND EVER (Famous — ASCAP) Sik (Arista AS 0179) | 114 FOREVER LOVERS (Tree — BMI) Mac Davis (Columbia 3-10304) |
| 106 IT SHOULD HAVE BEEN ME (Stone Agate — BMI) Yvonne Fair (Motown M 1384F) | 115 GREAT BALLS OF FIRE (Unichappell/Chappell Co. — BMI/ASCAP) Black Oak Arkansas (MCA 40536) |
| 107 NORMA JEAN WANTS TO BE A MOVIE STAR (Natura — ASCAP) Sundown Company (Poloydor PD 14312) | 116 PEACE MAKER (Gnosso/Portofino — ASCAP/ Unichappell/Munon/Saimon — BMI) Loggins & Messina (Columbia 3-10311) |
| 108 LOVE REALLY HURTS WITHOUT YOU (Black Sheep — BMI) Aler Brown (Roxbury/Cheisea RB 2024) | 117 AMERICA THE BEAUTIFUL (Public Domain) Ray Charles (Crossover 985) |
| 109 HUSTLE ON UP (DO THE BUMP) (Dandelion — BMI) Hidden Strength (UA XW 733Y) | 118 CRAZY ON YOU (Andorra Music — ASCAP) Heart (Mushroom) |
| | 119 THE LOVE I NEVER HAD (ABC Dunhill/One of a Kind — BMI) Tavares (Capitol 4221) |
| | 120 TURN THE BEAT AROUND (Sunbury/Dunbar — BMI) Vicki Sue Robinson (RCA 10562) |



**When the weather
gets warm,
Johnny Rivers
gets hot.**

It's a riding-with-the-windows-open,
turn-up-the-radio sound
that makes Johnny Rivers' music
a favorite spring/summer attraction.

**"Outside Help" is the new Johnny Rivers single,
and it sounds exactly like a hit. On Epic Records.**

additions to radio playlists

SEATTLE

- Love In The Shadows - Neil Sedaka - Rocket
- Happy Days - Pratt & McClain - Warner/Reprise
- Silly Love Songs - Wings - Capitol
- Baretta's Theme - Rhythm Heritage - ABC
- 24 To 16 - Welcome Back - John Sebastian
- 18 To 14 - Deep Purple - Donny & Marie Osmond

NO NEW ADDITIONS

- 11 To 2 - Boogie Fever - Sylvers
- 12 To 3 - Disco Lady - Johnnie Taylor
- 24 To 16 - Shannon - Henry Gross

PORTLAND

- You Know The Feeling - Steve Wightman - Farr
- Strange Magic - ELO - UA
- Sixteen Tons - Don Harrison Band - Atlantic
- When Love Has Gone Away - Richard Cocciantc - 20th Century
- Don't Pull Your Love - Glen Campbell - Capitol
- 20 To 12 - Sweet Love - Commodores
- 28 To 14 - Fooled Around - Elvin Bishop

SAN FRANCISCO

- Get Up And Boogie - Silver Convention - Midland Int'l.
- Rhiannon - Fleetwood Mac - Warner/Reprise
- 13 To 9 - Let Your Love Flow - Bellamy Bros
- 19 To 14 - Welcome Back - John Sebastian
- 20 To 16 - Silly Love Songs - Wings
- 22 To 17 - Happy Days - Pratt & McClain

SAN FRANCISCO

- Happy Days - Pratt & McClain - Warner/Reprise
- Misty Blue - Dorothy Moore - Malaco
- 33 To 20 - Silly Love Songs - Wings
- 18 To 13 - Welcome Back - John Sebastian

STOCKTON

- Love In The Shadows - Neil Sedaka - Rocket
- Happy Days - Pratt & McClain - Warner/Reprise
- Come On Over - Olivia Newton-John - MCA
- Silly Love Songs - Wings - Capitol
- Shout It Out Loud - Kiss - Casablanca
- 30 To 14 - I've Got A Feeling - Ai Wilson
- 29 To 19 - Take It To The Streets - Doobie Bros

BAKERSFIELD

- Love In The Shadows - Neil Sedaka - Rocket
- I Want You - Marvin Gaye - Tamia
- 12 To 5 - Welcome Back - John Sebastian
- 16 To 9 - Boogie Fever - Sylvers

SACRAMENTO

- Love In The Shadows - Neil Sedaka - Rocket
- Trying To Get The Feeling Again - Barry Manilow - Arista
- Bohemian Rhapsody - Queen - Elektra
- 19 To 7 - Welcome Back - John Sebastian
- 15 To 8 - It's Over - Boz Scaggs

LOS ANGELES

- Love Hangover - Diana Ross - Motown
- Sara Smile - Hall & Oates - RCA
- 17 To 9 - Fooled Around - Elvin Bishop
- 25 To 18 - Trying To Get The Feeling Again - Barry Manilow

LOS ANGELES

- Silly Love Songs - Wings - Capitol
- Happy Days - Pratt & McClain - Warner/Reprise
- Falling Apart - Marmalade - Ariola
- Love Hangover - Diana Ross - Motown
- 15 To 1 - Welcome Back - John Sebastian

LOS ANGELES

- Every Day Without You - Hamilton, Joe Frank & Reynolds - Playboy
- Boogie Fever - Sylvers - Capitol
- Sixteen Tons - Don Harrison Band - Atlantic
- I Want You - Marvin Gaye - Tamia
- 6 To 1 - Disco Lady - Johnnie Taylor
- 17 To 11 - Fooled Around - Elvin Bishop
- 21 To 15 - Sweet Love - Commodores

SAN DIEGO

- Show Me The Way - Peter Frampton - A&M
- Get Closer - Seals & Crofts - WB
- 18 To 7 - Boogie Fever - Sylvers
- 24 To 13 - Fooled Around - Elvin Bishop
- 27 To 19 - Welcome Back - John Sebastian

PHOENIX

- X To 15 - Welcome Back - John Sebastian
- X To 21 - Shannon - Henry Gross
- X To 28 - Come On Over - Olivia Newton-John
- X To 30 - Fooled Around - Elvin Bishop
- 13 To 7 - Strange Magic - ELO
- 18 To 6 - Silly Love Songs - Wings
- 29 To 20 - Rhiannon - Fleetwood Mac

SALT LAKE CITY

- Love In The Shadows - Neil Sedaka - Rocket
- Shout It Out Loud - Kiss - Casablanca
- Big Foot - Bro Smith - Big Tree
- Sara Smile - Hall & Oates - RCA
- 8 To 1 - Disco Lady - Johnnie Taylor
- 13 To 2 - Boogie Fever - Sylvers
- 17 To 10 - Fooled Around - Elvin Bishop
- 20 To 12 - Shannon - Henry Gross
- 28 To 22 - Sweet Love - Commodores

DENVER

- KTLK - DENVER
- Happy Days - Pratt & McClain - Warner/Reprise
- X To 28 - Silly Love Songs - Wings
- 36 To 27 - Boogie Fever - Sylvers
- 27 To 20 - Hurt - Elvis Presley

DENVER

- KIMN - DENVER
- Silly Love - Wings - Capitol
- Love In - Neil Sedaka - Rocket
- Hurt - Elvis Presley - RCA
- Love Hangover - Diana Ross - Motown
- 21 To 14 - Welcome Back - John Sebastian

HOUSTON

- Medley - Glen Campbell - Capitol
- Welcome Back - John Sebastian - Reprise
- Silly Love - Wings - Capitol
- Love In - Neil Sedaka - Rocket
- 11 To 6 - Boogie Fever - Sylvers
- 15 To 10 - Come On Over - Olivia Newton-John

HOUSTON

- KILT - HOUSTON
- Silly Love - Wings - Capitol
- Happy Days - Pratt & McClain - Reprise
- Shannon - Henry Gross - Lifesong
- 40 To 29 - Misty Blue - Dorothy Moore
- 28 To 19 - Fopp - Ohio Players
- 27 To 15 - Welcome Back - John Sebastian
- 18 To 13 - Fooled Around - Elvin Bishop
- 12 To 6 - Boogie Fever - Sylvers

DALLAS

- KNUS - DALLAS
- Come On Over - Olivia Newton-John - MCA
- Silly Love - Wings - Capitol
- 10 To 4 - Right Back - Maxine Nightingale
- 23 To 12 - Fooled Around - Elvin Bishop

DALLAS

- KLIF - DALLAS
- Happy Days - Pratt & McClain - Warner/Reprise
- Silly Love - Wings - Capitol
- 15 To 8 - Hurt - Elvis Presley
- Extra To 17 - Medley - Glen Campbell
- Extra To 19 - Welcome Back - John Sebastian
- Extra To 21 - Strange Magic - ELO
- Extra To 22 - It's Over - Boz Scaggs
- Extra To 24 - One Piece - Johnny Cash

WICHITA

- Welcome Back - John Sebastian - Reprise
- Rhiannon - Fleetwood Mac - Reprise
- 29 To 23 - Fooled Around - Elvin Bishop
- 27 To 16 - Shannon - Henry Gross
- 18 To 13 - I Do, I Do - Abba
- 17 To 11 - Let Your Love Flow - Bellamy Brothers

KANSAS CITY

- Fooled Around - Elvin Bishop - WB
- Welcome Back - John Sebastian - WB
- 16 To 7 - Boogie Fever - Sylvers

ST. LOUIS

- Silly Love Songs - Wings - Capitol
- Welcome Back - John Sebastian - Reprise
- 20 To 15 - Show Me The Way - Peter Frampton
- 16 To 9 - Fooled Around - Elvin Bishop
- 5 To 1 - Bohemian Rhapsody - Queen

ST. LOUIS

- KXOK - ST. LOUIS
- Tryin' To Get - Barry Manilow - Arista
- Welcome Back - John Sebastian - WB
- 10 To 4 - Let Your Love - Bellamy Brothers
- 14 To 6 - Fooled Around - Elvin Bishop

DES MOINES

- No New Additions
- 19 To 7 - Bohemian Rhapsody - Queen
- 17 To 10 - Let Your Love Flow - Bellamy Brothers

CHICAGO

- WDFH - CHICAGO
- Silly Love - Wings - Capitol
- I Do - Abba - Atlantic
- Shannon - Henry Gross - Lifesong
- Welcome Back - John Sebastian - WB

CHICAGO

- WLS - CHICAGO
- Sweet Love - Commodores - Motown
- Tryin' To Get - Barry Manilow - Arista
- 28 To 21 - Show Me The Way - Peter Frampton
- 31 To 19 - Rhiannon - Fleetwood Mac
- 18 To 11 - Let Your Love Flow - Bellamy Brothers

PEORIA

- WIRL - PEORIA
- Silly Love Songs - Wings - Capitol
- Welcome Back - John Sebastian - Reprise

COLUMBUS

- WCOL - COLUMBUS
- Misty Blue - Dorothy Moore - Malaco
- Happy Music - Backbyrds - Fantasy
- Take It To The Streets - Doobie Brothers - WB
- Love In The Shadows - Neil Sedaka - Rocket
- Silly Love Songs - Wings - Capitol
- 35 To 25 - More, More, More - Andrea True Con-

DAYTON

- WING - DAYTON
- Silly Love Songs - Wings - Capitol
- Love Really Hurts - Billy Ocean - Ariola/GTO
- Misty Blue - Dorothy Moore - Malaco/TK
- When Love Has Gone Away - Richard Cocciantc - 20th Cent
- Love In The Shadows - Neil Sedaka - Rocket
- Happy Days - Pratt & McClain - Reprise
- One Piece At A Time - Johnny Cash - Columbia
- Baretta's Theme - Rhythm Heritage - ABC
- It's Over - Boz Scaggs - Columbia
- 32 To 20 - Show Me The Way - Peter Frampton
- 23 To 17 - Hurt - Elvis Presley
- 28 To 16 - I've Got A Feeling - Ai Wilson
- 27 To 15 - Living For The Weekend - O'Jays
- 25 To 14 - Welcome Back - John Sebastian

CLEVELAND

- WGCL - CLEVELAND
- Silly Love - Wings - Capitol
- Love Really Hurts - Billy Ocean - Ariola/GTO
- Get Up & Boogie - Silver Convention
- Happy Days - Pratt & McClain - Warner/Reprise
- 15 To 7 - Happy Music - Backbyrds
- 26 To 11 - Welcome Back - John Sebastian
- Extra To 20 - Fooled Around - Elvin Bishop

CLEVELAND

- WIXY - CLEVELAND
- Love Hangover - Diana Ross - Motown
- Silly Love Songs - Wings - Capitol
- I Do, I Do - Abba - Atlantic
- Fallen Angel - Frankie Valli - Private Stock
- 35 To 25 - Tryin' To Get - Barry Manilow
- 27 To 10 - Welcome Back - John Sebastian

CINCINNATI

- WSAI - CINCINNATI
- No New Additions
- 28 To 18 - Fooled Around - Elvin Bishop
- 29 To 16 - Only Sixteen - Dr. Hook
- 11 To 2 - Disco Lady - Johnnie Taylor
- 9 To 1 - Boogie Fever - Sylvers

COLUMBIA

- WNCI - COLUMBIA
- No New Additions
- 15 To 8 - Shannon - Henry Gross
- 20 To 11 - Welcome Back - John Sebastian

MINNEAPOLIS

- WDGY - MINNEAPOLIS
- Welcome Back - John Sebastian - WB
- Fooled Around - Elvin Bishop - Capricorn
- 18 To 10 - Boogie Fever - Sylvers

MINNEAPOLIS

- U-100 - MINNEAPOLIS
- X To 25 - Double Trouble - Lynyrd Skynyrd
- X To 23 - Happy Days - Pratt & McClain
- Better Days - Melissa Manchester - Arista
- 7 To 1 - Disco Lady - Johnnie Taylor
- 18 To 9 - Shannon - Henry Gross
- 29 To 12 - Welcome Back - John Sebastian
- 20 To 15 - Shout It Out Loud - Kiss - Trying To Get The Feeling Again - Barry Manilow

MINNEAPOLIS

- KSTP - MINNEAPOLIS
- Boogie Fever - Sylvers - Capitol
- More - Andrea True Buddah
- 15 To 6 - Let Your Love Flow - Bellamy Brothers
- 28 To 7 - Welcome Back - John Sebastian
- 18 To 10 - Fooled Around - Elvin Bishop
- 21 To 14 - Shannon - Henry Gross
- 27 To 15 - Silly Love - Wings
- 30 To 18 - Shout It Out Loud - Kiss

GRAND RAPIDS

- WLAV - GRAND RAPIDS
- Shout It Out Loud - Kiss - Casablanca
- Love In The Shadows - Neil Sedaka - Rocket
- Sara Smile - Hall & Oates - RCA
- Love Really Hurts - Billy Ocean - Ariola/GTO
- One Piece At A Time - Johnny Cash - Columbia
- 24 To 16 - Sweet Love - Commodores
- 23 To 14 - Welcome Back - John Sebastian
- 21 To 13 - Shannon - Henry Gross
- 13 To 8 - Disco Lady - Johnnie Taylor
- 15 To 5 - Rhiannon - Fleetwood Mac

DETROIT

- CKLW - DETROIT
- X To 26 - Silly Love Songs - Wings
- X To 27 - I Want You - Marvin Gaye
- X To 28 - Love Really Hurts - Billy Ocean
- X To 29 - Crazy On You - Heart
- X To 30 - Anytime - Paul Anka
- 19 To 12 - Fooled Around - Elvin Bishop
- 10 To 3 - Welcome Back - John Sebastian

LOUISVILLE

- WKLO - LOUISVILLE
- Sara Smile - Hall & Oates - RCA
- Tryin' To Get - Barry Manilow - Arista
- Kiss And Say Goodbye - Manhattans - Columbia
- Love Is Alive - Gary Wright - WB
- Love Really Hurts - Billy Ocean - Ariola/GTO
- Get Up And Boogie - Silver Convention - Midland Int'l.
- 20 To 14 - Here, There - Emmylou Harris
- 24 To 13 - Shout It Out Loud - Kiss
- 11 To 4 - Strange Magic - ELO

LOUISVILLE

- WAKY - LOUISVILLE
- Tryin' To Get The - Barry Mani-ow - Arista
- Shout It Out - Kiss - Casabianca
- Shannon - Henry Gross - Lifesong
- Sara Smile - Hall & Oates - RCA

NASHVILLE

- WLAC - NASHVILLE
- Rhiannon - Fleetwood Mac - Reprise
- Happy Days - Pratt & McClain - Reprise
- X To 30 - Silly Love Songs - Wings
- X To 29 - Love In The Shadows - Neil Sedaka
- X To 27 - Misty Blue - Dorothy Moore
- X To 26 - Shannon - Henry Gross
- X To 25 - Love Really Hurts - Aley Brown
- 21 To 14 - Sara Smile - Hall & Oates
- 23 To 13 - I Do I Do - Abba

NASHVILLE

- WMAK - NASHVILLE
- Silly Love Songs - Wings - Capitol
- Shannon - Henry Gross - Lifesong
- 16 To 9 - Disco Lady - Johnnie Taylor
- 15 To 6 - Right Back - Maxine Nightingale
- 8 To 2 - Fooled Around - Elvin Bishop

MEMPHIS

- WMPS - MEMPHIS
- Silly Love - Wings - Capitol
- Get Up - Silver Convention - Midland Int'l.
- Medley - Glen Campbell - Capitol
- X To 24 - Hurt - Elvis Presley

MEMPHIS

- WBQO - MEMPHIS
- Get Up And Boogie - Silver Convention - Midland Int'l.
- Love Hangover - Diana Ross - Motown
- Shout It Out Loud - Kiss - Casablanca
- Don't Stop It Now - Hot Chocolate - Big Tree
- One Piece At A Time - Johnny Cash - Columbia
- 25 To 19 - Living For The Weekend - O'Jays
- 14 To 7 - Shannon - Henry Gross

BIRMINGHAM

- WSGN - BIRMINGHAM
- Love In The Shadows - Neil Sedaka - Rocket
- Misty Blue - Dorothy Moore - Malaco
- Strange Magic - ELO - UA
- Shout It Out Loud - Kiss - Casablanca
- 23 To 18 - Medley - Glen Campbell
- 24 To 17 - Shannon - Henry Gross
- 21 To 15 - Lorelei - Styx
- 18 To 9 - Welcome Back - John Sebastian
- 15 To 7 - Rhiannon - Fleetwood Mac
- 12 To 4 - Boogie Fever - Sylvers
- 5 To 1 - Fooled Around - Elvin Bishop

MONTGOMERY

- WHYY - MONTGOMERY
- Sara Smile - Hall & Oates - RCA
- Great Balls Of Fire - Black Oak Arkansas - MCA
- Don't Stop It Now - Hot Chocolate - Big Tree
- 29 To 22 - Welcome Back - John Sebastian
- 28 To 19 - Shannon - Henry Gross
- 23 To 16 - Moonlight Feels Right - Starbuck
- 20 To 15 - Here, There - Emmylou Harris
- 21 To 14 - Strange Magic - ELO
- 15 To 9 - Forever Lovers - Mac Davis

AUGUSTA

- WBBQ - AUGUSTA
- Love Really Hurts - Billy Ocean - Ariola/GTO
- Happy Days - Pratt & McClain - Reprise
- I've Got A Feeling - Ai Wilson - Playboy
- Arms Of Mary - Sutherland Brothers - Columbia
- There Won't Be - C W McCa - Polydor
- Extra To 30 - Love In The Shadows - Neil Sedaka
- Extra To 28 - Can't Hide Love - E W&F
- Extra To 26 - Hurt - Elvis Presley
- 30 To 25 - Sara Smile - Hall & Oates
- 29 To 22 - Medley - Glen Campbell
- 28 To 21 - Silly Love Songs - Wings
- 13 To 6 - Shannon - Henry Gross

ATLANTA

- Z-93 - ATLANTA
- Silly Love - Wings - Capitol
- Come On Over - Olivia Newton-John - MCA
- Young Blood - Bad Company - Swan Song
- 15 To 6 - Living For The Weekend - O'Jays
- 28 To 9 - Hurt - Elvis Presley

ATLANTA

- WQXI - ATLANTA
- Silly Love Songs - Wings - Capitol
- 19 To 9 - Welcome Back - John Sebastian
- 23 To 18 - Rhiannon - Fleetwood Mac
- 28 To 19 - Shannon - Henry Gross

SAVANNAH

- WSGA - SAVANNAH
- Sara Smile - Hall & Oates - RCA
- One Piece At A Time - Johnny Cash - Columbia
- Misty Blue - Dorothy Moore - Malaco
- Moonlight Feels Right - Starbuck - Private Stock
- Happy Days - Pratt & McClain - Reprise
- 28 To 22 - Silly Love Songs - Wings
- 26 To 21 - I've Got A Feeling - Ai Wilson
- 22 To 14 - Welcome Back - John Sebastian
- 18 To 10 - Shannon - Henry Gross
- 14 To 5 - Boogie Fever - Sylvers

NEW ORLEANS

- WNOE - NEW ORLEANS
- No new additions
- 10 To 5 - Feel Like - Eiton John
- 15 To 8 - Fox On The Run - Sweet

SHREVEPORT

- KEEL - SHREVEPORT
- Say - Grand Funk Railroad - Capitol
- Happy Music - Backbyrds - Fantasy
- I Want To Stay With You - Gallagher & Ly e - A&M

MIAMI

- WQAM - MIAMI
- Shannon - Henry Gross - Lifesong
- Tryin' To Get - Barry Mani-ow - Arista

MIAMI

- Y-100 - MIAMI
- Let Your Love - Bellamy Brothers - WB/Curb
- Fooled Around - Elvin Bishop - Capricorn
- Misty Blue - Dorothy Moore - Malaco/TK
- Silly Love Songs - Wings - Capitol
- 11 To 3 - Boogie Fever - Sylvers
- 15 To 8 - Welcome Back - John Sebastian
- 18 To 13 - Sweet Love - Commodores

CHARLOTTE

- WAYS - CHARLOTTE
- Misty Blue - Dorothy Moore - Malaco
- Rhiannon - Fleetwood Mac - Reprise
- Strange Magic - ELO - UA
- 21 To 13 - Happy Music - Backbyrds
- 18 To 11 - Tryin' To Get - Barry Manilow
- 24 To 7 - Welcome Back - John Sebastian

BALTIMORE

- WCAO - BALTIMORE
- Love In - Neil Sedaka - Rocket
- Rhiannon - Fleetwood Mac - Warner/Reprise
- Happy Days - Pratt & McClain - Warner/Reprise
- Love Hangover - Diana Ross - Motown
- 20 To 10 - Boogie Fever - Sylvers
- 18 To 8 - Fooled Around - Elvin Bishop
- 25 To 19 - Shannon - Henry Gross
- 23 To 18 - Tryin' To Get The - Barry Mani-ow
- 26 To 12 - Welcome Back - John Sebastian

NORFOLK

- WGH - NORFOLK
- Sara Smile - Hall & Oates - RCA
- Love Hangover - Diana Ross - Motown
- One Piece At A Time - Johnny Cash - Columbia
- Shout It Out Loud - Kiss - Casabianca
- Young Blood - Bad Company - Swan Song
- Happy Days - Pratt & McClain - Warner/Reprise
- 24 To 15 - Rhiannon - Fleetwood Mac
- 19 To 10 - Boogie Fever - Sylvers
- 13 To 6 - Show Me The Way - Peter Frampton
- 10 To 5 - On y Sixteen - Dr. Hook
- 9 To 3 - Let Your Love Flow - Bellamy Brothers

RICHMOND

Country Artist Of The Week

Eddie Rabbitt



"Hopping Ahead" — Eddie Rabbitt is a "country boy" from New Jersey. His father played classic Irish fiddle music, as well as country, and Eddie taught himself to play the guitar after being "turned on" to country music by a scout-master.

Leaving home at 15, Eddie spent the next few years working (whenever the money was good) and going to school (at nights). His first club job was at a place called "Six Steps Down" and within months, he had formed a band to play the circuit of small Jersey bars where country music was a staple. Tiring of "just picking," he began writing as well, and soon began looking for a publisher and by the end of his first day the professional manager of a major publishing house offered him his first writing job, earning \$25 a week.

That first modest stint helped him to meet other writers and performers. He continued his writing and made periodic visits to New York, where he met Dick Heard, then went with a major publishing house. Heard was working with fledgling country performers, and his Greenwich Village apartment became a rallying point for Rabbitt.

That interest in country led Eddie to Nashville. Arriving on Music Row in 1967, the first song Eddie wrote was "Working My Way Up To The Bottom" which was recorded by Roy Drusky. The song literally told it as it happened, for Elvis Presley soon recorded Eddie Rab-

bitt's penned "Kentucky Rain," followed by recordings by Tom Jones, O.C. Smith and Willie Nelson.

He set up his own publishing company, Briar Patch Music, with old friend Dick Heard as administrator. More chart success followed as the list of artists grew to include Mel Street ("Lovin' On Borrowed Time," written with Street and Dick Heard), Terry Stafford ("Captured," written with Rory Bourke) and Ronnie Milsap ("Pure Love").

Eddie himself had long been at home recording and in 1974 signed with Elektra Records. His debut single "You Get To Me," was released that summer, followed by his hit "Forgive And Forget," and "I Should Have Married You" and now his "Drinkin' My Baby (Off My Mind)" is #3 with a bullet on the **Cash Box** country chart.

Eddie has his second album in the works which should be ready for a mid-May release. All of Eddie's recording is directed by independent producer David Malloy.

Hometown Plans 'Freddie Fender Day'

LOS ANGELES — ABC/Dot recording artist Freddie Fender will be honored by his hometown of San Benito, Texas on April 17, when he will be presented with the keys to the city on Freddie Fender Day. Fender will make presentations to the Freddie Fender Boys Club and His House, a local drug rehabilitation center, during the festivities.

Artists Set For English Country Music Fest.

NASHVILLE — Artists appearing at the eighth International Festival of Country Music, April 17-19 (Empire Pool, Wembley, England) will include Jack Greene, Jeannie Seely, Wanda Jackson, Jim & Jesse & The Virginia Boys, Vernon Oxford, Connie Smith, Don Williams, Tammy Wynette, Jeannie Pruett, Skeeter Davis, Johnny Gimble, Lloyd Green, Dolly Parton, Marty Robbins, Red Sovine, Jimmy Payne, The Dillards, Country Gazette, John Hartford, The Ozark Mountain Daredevils, Buffy St. Marie, Carl Perkins, Rick Nelson & The Stone Canyon Band and Gene Autry.

George Hamilton IV will mc the first International Festival of Country Music held in Sweden which will take place simultaneously with the Wembley Festival on April 19. Both festivals will be filmed by BBC television and Swedish television and taped by BBC radio.

Tommy O'Day

Sings

"FRISCO"
(NT-901)

on

Nu Trayl Records

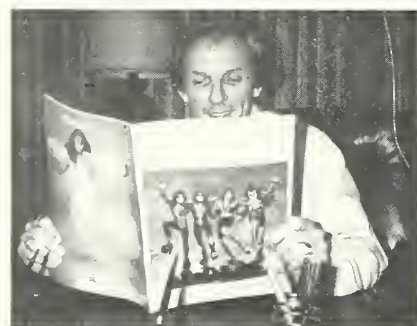
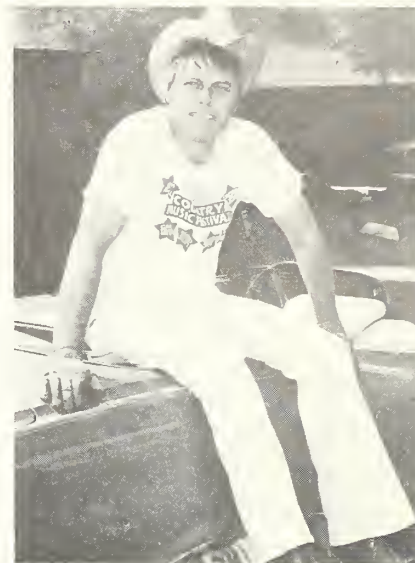
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Tom T. Hall's 'How I Write Songs' To Be Published By Chappell Music

NEW YORK — "How I Write Songs, Why You Can" by nationally known singer/songwriter Tom T. Hall is being published by Chappell Music. The book is the first for which Chappell will handle both music and book trade distribution on a worldwide basis.

"How I Write Songs" is a practical and non-technical guide to songwriting and the music industry, including definitions of music business terms and expressions, invaluable examples of songwriting contracts and extensive analyses of Tom's own biggest hits. Hall, a Phonogram/Mercury recording artist, is starting a schedule of personal appearances in April in connection with the publication of "How I Write Songs" and release of his LP "Faster Horses," which includes the hit single.

Hall's hit songs include "Harper Valley PTA," "The Year Clayton Deane Died," "I Love" and "Sneaky Snake." "How I Write Songs" will retail for \$7.95.



MEL IN L.A. — Recording artist Mel Tillis, who recently signed an exclusive contract with MCA Records, stopped by **Cash Box's** office in Los Angeles to check the progress of his latest single, "Mental Revenge," which is #29 with a bullet on the country charts this week. Mel was in town taping the Merv Griffin show and Hollywood Squares.

Luman In Fair Condition

NASHVILLE — Epic recording artist Bob Luman is currently listed in fair condition in the special care unit of St. Thomas Hospital in Nashville after successfully undergoing portal decompression surgery to relieve pressure on his esophagus. According to a hospital spokesman, Luman's condition is improving and he has experienced no further bleeding.

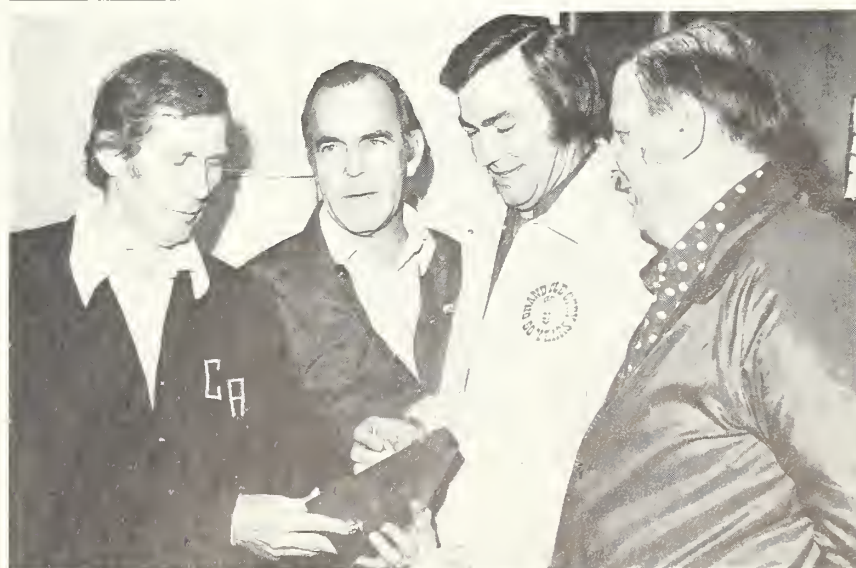
Cash To Tour Europe

NASHVILLE — Columbia recording artist Johnny Cash has embarked on a two-week European tour which will include Stockholm and Gothenberg, Sweden; Hamburg, Hanover and Ludwigshafen, Germany; Basel, Switzerland; Paris, France and Rotterdam, Holland.

Upon his return Cash will begin a tour of the northwestern states. Cash's new Columbia album is entitled "Strawberry Cake" and includes the single "One Piece At A Time."

PMI Has Duncan Rights

HOUSTON — Professional Management International (PMI), in partnership with Zantanon, Inc., has acquired the entire song catalog of the now defunct Jimmy Duncan Productions, Inc., including all music publishing and master tapes of Jimmy Duncan Productions, Inc. as well as all of the publishing companies: JDA Music, Shervick Music, Soundville Music, Gulf Music and Little Prince Music, along with over 500 copyrights and 200 songs written by Jimmy Duncan, best known for "My Special Angel." The entire catalog will be administered by Music International, Inc., the music publishing division of PMI in Houston, Texas.



RCA RECORDING ARTIST Jim Ed Brown was recently presented with an engraved metronome marking the singer's 20th year with RCA Records. Shown

with him are the label's vice president Chet Atkins, Brown's producer Bob Ferguson and RCA Records vice president Jerry Bradley.

CASH BOX TOP 100 COUNTRY

April 17, 1976

| 4/10 | | 4/10 | | 4/10 | |
|------|-------------------------------------------------------------------------------------------|------|----------------------------------------------------------------------------------------------------------|------|------------------------------------------------------------------------------------------|
| 1 | YOU'LL LOSE A GOOD THING Freddie Fender (ABC/Dot DOA 17607) | 2 | FASTER HORSES Tom T. Hall (Mercury 73755) | 25 | I GOTTA GET DRUNK Whitey Neison (RCA JH 10591) |
| 2 | 'TIL I CAN MAKE IT ON MY OWN Tammy Wynette (Epic 8-50196) | 3 | THE GOOD NIGHT SPECIAL Little David Wilkins (MCA 40510) | 14 | RED, WHITE AND BLUE Loretta Lynn (MCA 40541) |
| 3 | DRINKIN' MY BABY (OFF MY MIND) Eddie Rabbit (Elektra 45301) | 5 | THERE WON'T BE NO COUNTRY MUSIC (THERE WON'T BE NO ROCK 'N' ROLL) C. W. McCall (Polydor 14310) | 52 | SHAKE 'EM UP AND LET 'EM ROLL George Kent (Shannon SH 840) |
| 4 | BROKEN LADY Larry Gat in (Monument 8-8680) | 4 | AS LONG AS THERE'S A SUNDAY Sammi Smith (Elektra E45300) | 35 | LIVING PROOF Hank Williams, Jr. (MGM M-14845) |
| 5 | (TIL) I KISSED YOU Connie Smith (Columbia 3-10277) | 6 | LET YOUR LOVE FLOW Beverly Sills (Warner Bros./Curb 8169) | 46 | ASPHALT COWBOY Hank Thompson (ABC/Dot DOA 17612) |
| 6 | IF I HAD TO DO IT ALL OVER AGAIN Roy Clark (ABC/Dot DOA 17605) | 1 | THAT'S WHAT MADE ME LOVE YOU Bill Anderson & Mary Lou Turner (MCA 40533) | 53 | MR. DOODLES Donna Fargo (Warner Bros. WBS 8186) |
| 7 | DON'T THE GIRLS ALL GET PRETTIER AT CLOSING TIME Mickey Gilley (Playboy P6063A) | 9 | OH SWEET TEMPTATION Gary Stewart (RCA PB 10550) | 17 | ASHES OF LOVE Jody Miller (Epic 8-50203) |
| 8 | YOU COULD KNOW AS MUCH ABOUT A STRANGER Gene Watson (Capitol 4214) | 15 | LOOKING FOR SPACE John Denver (RCA JH 10586) | 50 | SHE'LL THROW STONES AT YOU Freddie Hart (Capitol 4251) |
| 9 | I COULDN'T BE ME WITHOUT YOU Johnny Rodriguez (Mercury 73769) | 16 | ONLY SIXTEEN Dr. Hook (Capitol P4171) | 40 | YOU'VE GOT ME TO HOLD ON TO Tanya Tucker (MCA 40540) |
| 10 | TOGETHER AGAIN Emmylou Harris (Warner/Reprise RPS 1346) | 18 | THE DOOR I USED TO CLOSE Roy Head (ABC/Dot 17608) | 21 | ONE PIECE AT A TIME Johnny Cash (Columbia 3-10321) |
| 11 | I'M SO LONESOME I COULD CRY Terry Bradshaw (Mercury 73760) | 12 | SHEIK OF CHICAGO Joe Stampley (Epic 8-50199) | 42 | MERCY Jean Sheppard (United Artists UA XW 776-Y) |
| 12 | SUN COMIN' UP Nat Stuckey (MCA 40519) | 24 | AFTER ALL THE GOOD IS GONE Conway Twitty (MCA 40534) | 54 | TEXAS Charlie Daniels Band (Kama Sutra 607) |
| 13 | ANGELS, ROSES AND RAIN Dickey Lee (RCA PB 10543) | 13 | YOU'RE NOT CHARLIE BROWN (AND I'M NOT RAGGEDY ANN) Donna Fargo (ABC/Dot DOA 17609) | 44 | STANDING ROOM ONLY Barbara Mandrell (ABC/Dot DOA 17601) |
| 14 | ALL THE KING'S HORSES Lynn Anderson (Columbia 3-10280) | 20 | SENTIMENTAL JOURNEY Dave Dudley (United Artists UA XW 766-Y) | 45 | STRANGER Johnny Duncan (Columbia 3-10302) |
| 15 | WITHOUT YOUR LOVE (MR. JORDAN) Charlie Ross (Big Tree 16056) | 23 | ROCKING IN ROSALEE'S BOAT Nick Nixon (Mercury 73772) | 51 | EL PASO CITY Marty Robbins (Columbia 3-10305) |
| 16 | WHAT I'VE GOT IN MIND Billie Jo Spears (United Artists UA XW 764-Y) | 27 | TO SHOW YOU THAT I LOVE YOU Brian Cousins (ABC/Dot DOA 17613) | 58 | THE DOOR IS ALWAYS OPEN Dave & Sugar (RCA JH 10625) |
| 17 | HEY, LUCKY LADY Dolly Parton (RCA JH 10564) | 28 | JUST WANT TO TASTE YOUR WINE Billy Swan (Monument ZS8-8682) | 61 | YOUR PICTURE IN THE PAPER The Statler Brothers (Mercury 73785) |
| 18 | MY EYES CAN SEE ONLY AS FAR AS YOU Charley Pride (RCA JH 10592) | 31 | FOREVER LOVERS Mac Davis (Columbia 3-10304) | 67 | YOUR WANTING ME IS GONE Vernon Oxford (RCA PB 10595) |
| 19 | LONE STAR BEER AND BOB WILLS MUSIC Red Steagall (ABC/Dot DOA 17610) | 29 | WALK SOFTLY Billy Crash (Caddock (ABC/Dot DOA 17619) | 69 | HERE COME THE FLOWERS Dottie West (RCA JH 10553) |
| 20 | TILL THE RIVERS ALL RUN DRY Don Williams (ABC/Dot DOA 17604) | 8 | LET ME BE YOUR FRIEND Mack White (Commercial 1317) | 56 | I'M A TRUCKER Johnny Russell (RCA JH 10563) |
| 21 | IF I LET HER COME IN Ray Griff (Capitol P4208) | 7 | THE LITTLEST COWBOY RIDES AGAIN Ed Bruce (United Artists XW774-9) | 60 | SHOW ME WHERE/SOMEWHERE THERE'S A RAINBOW OVER TEXAS Ruby Falls (50 States 39) |
| 22 | THE CALL Anne Murray (Capitol 4207) | 22 | THE ROOTS OF MY RAISING Merle Haggard (Capitol P4204) | 36 | TRYIN' LIKE THE DEVIL James Taylor (Capitol 4218) |
| 23 | THE BATTLE George Jones (Epic 8-50187) | 10 | REMEMBER ME Whitey Neison (Columbia 3-10275) | 37 | I'D JUST BE FOOL ENOUGH Faron Young (Mercury 73782) |
| 24 | COME ON OVER Olivia Newton-John (MCA 40525) | 30 | PINS AND NEEDLES (IN MY HEART) Darrel McCall (Columbia 3-10296) | 76 | I'M KNEE DEEP IN LOVING YOU Jim Mundy (ABC/Dot DOA 17617) |
| 25 | WHAT GOES ON WHEN THE SUN GOES DOWN Ronnie Milsap (RCA JH 10593) | 39 | THUNDERSTORMS C. Smith (MCA 40517) | 19 | WITHOUT YOU Jessi Colter (Capitol P-4252) |
| 26 | TONIGHT I'LL FACE THE MAN (WHO MADE IT HAPPEN) Kennedy Starr (MCA 40524) | 43 | PALOMA BLANCA George Baker Selection (Warner Bros. WBS 8115) | 34 | IT'S SO GOOD LOVIN' YOU O. B. McClinton (Mercury 73777) |
| 27 | SOMEONE'S WITH YOUR WIFE TONIGHT, MISTER Bobby Borchers (Playboy P6055A) | 38 | THE LAST LETTER Whitey Neison (United Artists UA 14921) | 64 | GOOD HEARTED WOMAN Waylon Jennings & White Neison (RCA JH 10529) |
| 28 | THE WINNER Bobby Bare (RCA JH 10556) | 41 | I'VE GOT LEAVING ON MY MIND Webb Pierce (Plantation PL 136) | 59 | THE FEMININE TOUCH Johnny Paycheck (Epic 8-50193) |
| 29 | MENTAL REVENGE Mel Tillis (MGM M 14846) | 47 | LONELY TEARDROPS Narvel Felts (ABC/Dot DOA 17620) | 68 | YESTERDAY JUST PASSED MY WAY AGAIN Don Everly (Hickory H-368) |
| 30 | PLAY THE SADDEST SONG ON THE JUKEBOX Carmel Taylor (Elektra 45299) | 32 | FOR THE HEART Elvis Presley (RCA PB 10601) | 78 | SNAP, CRACKLE AND POP Johnny Carver (ABC/Dot DOA 17614) |
| 31 | THE PRISON SONG/BACK IN THE SADDLE AGAIN Sonny James (Columbia 3-10276) | 11 | ASK ANY CHEATER WHO KNOWS Freddie Weller (Columbia 3-10300) | 73 | A MANSION ON THE HILL Michael Murphy (Epic 8-50184) |
| | | | I'LL GET OVER YOU Crista Gayle (United Artists UA-XW 781-Y) | 74 | THE DEVIL IN YOUR KISSES (AND THE ANGEL IN YOUR EYES) Mel Street (GRT 043) |
| | | | YOU ARE THE SONG Freddie Hart (Capitol P4210) | 26 | FIND YOURSELF ANOTHER PUPPET Brenda Lee (MCA 40511) |
| | | | THAT'S ALL SHE WROTE Ray Price (ABC/Dot DOA 17616) | 71 | TELL IT LIKE IT IS John Wesley Ryles (IRDA 214) |
| | | | DON'T PULL YOUR LOVE Glen Campbell (Capitol P4245) | 70 | |

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

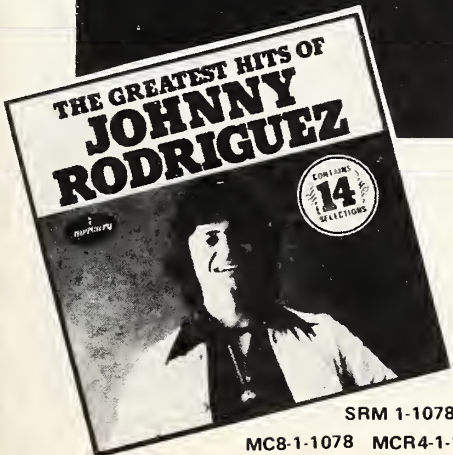
| | | | | | | | |
|------------------------------------------------------|----|-------------------------------------------------|----|--------------------------------------------|-----|-------------------------------------------------|----|
| After A - The Good (Twitty Bird) - BMI | 43 | I Gotta Get Drunk (Tree) - BMI | 67 | Remember Me (Vogue) - BMI | 54 | There Won't Be No (American Gramophone) - SESAC | 34 |
| A - The King's Starship - ASCAP | 14 | I'll Get Over You (Playboy) - ASCAP | 63 | Rocking In Rosalee's (Harclement) - BMI | 46 | The Roots Of My Raising (Blue Book) - BMI | 53 |
| A Mansion On The Hill (Miene) - ASCAP | 97 | I'm A Trucker (Jack & Bill) - ASCAP | 86 | Sentimental Journey (Morley) - ASCAP | 45 | The Winner (Evi Eye) - BMI | 28 |
| Angels Combine (BMI/Music City) - ASCAP | 13 | I'm Knee Deep In Loving (Tree) - BMI | 90 | Shake 'Em Up (Trio) - BMI | 69 | Thunderstorms (Tree) - BMI | 56 |
| Ashes Of Love (Acuff-Rose) - BMI | 73 | I'm So Lonesome (Fred Rose) - BMI | 11 | Sheik Of Chicago (A. Garcia) - BMI | 42 | Til I Can Make It (A. Gee/A. Tam) - BMI | 2 |
| Ask Any Cheater (Jack & Bill) - ASCAP | 73 | It's So Good Lovin' (Cross Keys) - ASCAP | 92 | She'll Throw Stones (A. Cartee) - BMI | 74 | (Til) I Kissed You (Acuff-Rose) - BMI | 5 |
| As Long As There's (Tree) - BMI | 35 | I've Got Leaving (Cedarwood) - BMI | 59 | Show Me Where (Blue Echo) - ASCAP | 87 | Til The Rivers All (Horsecreek) - BMI | 20 |
| Asphalt Cowboy (She by Singleton/Western Hill) - BMI | 71 | Just Want To Taste (Youngun) - BMI | 48 | Snap, Crackle And Pop (Tree) - BMI | 96 | Together Again (Centra) - BMI | 10 |
| Broken Lady (First Generation) - BMI | 4 | Let Me Be Your (Acuff-Rose) - BMI | 51 | Someone's With Your (Chapper) - ASCAP | 27 | Tonight I'll Face (Music City) - ASCAP | 79 |
| Come On Over (Cassero e/Fiamm) - BMI | 24 | Let Your Love Flow (Loaves & Fishes) - BMI | 36 | Standing Room Only (Sunbury) - ASCAP | 79 | Combine (BMI) | 26 |
| Don't Pull Your Love (ABC/Dunhill/Acuff-Rose) - BMI | 7 | Living Proof (Bocephus) - BMI | 70 | Stranger (Resaca) - BMI | 80 | To Show You (Tree) - BMI | 47 |
| Don't The Girls All (Singtree) - BMI | 7 | Lone Star Beer (Rodeo Cowboy/Otter Creek) - BMI | 60 | Sun Comin' Up (Stuckey) - BMI | 12 | Tryin' Like The Devil (Hardhit) - BMI | 88 |
| Drinkin' My Baby (Unchappell/S-P-R) - BMI | 3 | Looking For Space (Cherry Lane) - ASCAP | 39 | Tell It Like It Is (Conrad/Orrap) - BMI | 100 | Waik Softly (Tamerlane/Van McCoy) - BMI | 50 |
| El Paso City (Mariposa) - BMI | 81 | Mental Revenge (Cedarwood) - BMI | 29 | Texas (Kama Sutra/Rada Dara) - BMI | 78 | What Goes On When (Chess) - ASCAP | 25 |
| Faster Horses (Hainote) - BMI | 32 | Mercy (Station) - BMI | 77 | That's All She Wrote (Fuiness) - BMI | 37 | What I've Got (House of God) - BMI | 16 |
| Find Yourself Another (Gordine) - ASCAP | 99 | Mr. Doodles (Prima Donna) - BMI | 72 | That's What Made Me (Station) - BMI | 65 | Without You (Baron) - BMI | 91 |
| Forever Lovers (Tree) - BMI | 49 | My Eyes Can See (Ensign) - BMI | 18 | The Battle (A. Garcia) - BMI | 23 | Without Your Love (Mr. Jordan) - BMI | 22 |
| For The Heart (Combine) - BMI | 61 | Oh Sweet Temptation (Rose Bridge) - BMI | 38 | The Cali (Beechwood) - BMI | 23 | (Music of the Times) - ASCAP | 15 |
| Good Hearted (Baron/White Neison) - BMI | 93 | One Piece At A Time (Tree) - BMI | 76 | The Devil In Your Kisses (Ahab) - BMI | 98 | Yesterday Just Passed (Acuff-Rose) - BMI | 95 |
| Here Come The Flowers (Baby Chick) - BMI | 85 | Only Sixteen (Kags) - BMI | 40 | The Door I (Acuff-Rose/A. Tam) - BMI | 41 | You Are The Song (Proud Bird) - BMI | 64 |
| Hey, Lucky Lady (Owepar) - BMI | 17 | Paloma Blanca (Hans Bouwens) - BMI | 57 | The Door Is Always Open (Jack) - BMI | 82 | You Could Know As (Hote) - ASCAP | 8 |
| I Couldn't Be Me (Return/ATV) - BMI | 9 | Pins And Needles (Miene) - ASCAP | 55 | The Feminine Touch (Window) - BMI | 94 | You'll Lose A Good Thing (Crazy Cajun) - BMI | 1 |
| I'd Just Be Fool Enough (Acuff-Rose) - BMI | 89 | Play The Saddest (A. Gee/A. Garcia) - BMI | 30 | The Good Night (Forrest Hill) - BMI | 33 | Your Picture In (Amer. Cowboy) - BMI | 83 |
| If I Had To Do It (House of God) - BMI | 6 | Red White And Blue (Sure Fire) - BMI | 68 | The Last Letter (M. M. Cole) - BMI | 58 | Your Wanting Me (Tree Pub) - BMI | 84 |
| If I Let Her Come In (Blue Echo) - ASCAP | 21 | | | The Littlest Cowboy (Contention) - SESAC | 52 | You're Not Charlie (Prima Donna) - BMI | 44 |
| | | | | The Prisoner's (Shapiro Bernstein) - ASCAP | 31 | You've Got Me (Leeds/Antique) - ASCAP | 75 |

JOHNNY RODRIGUEZ has another fantastic hit!



"I Couldn't Be Me Without You"SM

MERCURY
73769



Written By Billy Joe Shaver
Published By Return Music
A Division Of



Bill Morris
personal manager
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AGENCY, INC.
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Nashville, Tennessee 37215



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top country LP's

| | | | |
|----|-------------------------------------------------------------------------------------------------|----|--------------------------------------------------------------------------------|
| 1 | ROCK 'N' COUNTRY Freddie Fender (ABC/Dot D05D 2050) | 26 | PRISONER IN DISGUISE Linda Ronstadt (Asylum 7E 1045) |
| 2 | WHEN THE TINGLE BECOMES A CHILL Loretta Lynn (MCA 2179) | 27 | THE SWEETEST THING Dottsy (RCA APL 1-1358) |
| 3 | THE OUTLAWS Waylon Jennings/Willie Nelson/Jessi Colter/Tompaï Graser (RCA APL 1-1321) | 28 | TEXAS COUNTRY Various Artists (U A LA 574 H2) |
| 4 | THE WHITE KNIGHT Cledus Maggard & The Citizen's Band (Mercury SRM 1-1072) | 29 | RAY GRIFF (Capitol ST 11486) |
| 5 | SOMETIMES Bibi Anderson & Mary Lou Turner (MCA 2182) | 30 | COUNTRY WILLIE Willie Nelson (United Artists LA 510-G) |
| 6 | IT'S ALL IN THE MOVIES Merle Haggard (Capitol ST 11483) | 31 | WHAT CAN YOU DO TO ME NOW Willie Nelson (RCA APL 1-1234) |
| 7 | EASY AS PIE Billy Crash/Craddock (ABC/Dot D05D 2040) | 32 | PEOPLE PUT TO MUSIC Freddie Hart & The Heartbeats (Capitol ST 11504) |
| 8 | ELITE HOTEL Emmylou Harris (Reprise MS 2236) | 33 | THE HAPPINESS OF HAVING YOU Charley Pride (RCA APL 1-1241) |
| 9 | NARVEL THE MARVEL Narvel Felts (ABC/Dot D05D 2033) | 34 | ALL THE KING'S HORSES Lynn Anderson (Columbia KC 34089) |
| 10 | THE GREAT TOMPALL AND HIS OUTLAW BAND (MGM M3G-5014) | 35 | MACKINTOSH & T.J. Waylon Jennings (RCA APL1-1520) |
| 11 | LOVIN' AND LEARNIN' Tanya Tucker (MCA 2167) | 36 | THE SHEIK OF CHICAGO Joe Stampley (Epic KE 34036) |
| 12 | THE SOUND IN YOUR MIND Willie Nelson/Lone Star/Columbia KC 34092) | 37 | RONNIE MILSAP/NIGHT THINGS (RCA APL 1-1223) |
| 13 | 200 YEARS OF COUNTRY MUSIC Sonny James (Columbia KC 34035) | 38 | SONGS WE FELL IN LOVE TO Connie Smith (Columbia X598) |
| 14 | CHESTER AND LESTER Chet Atkins & Les Paul (RCA APL 1-1167) | 39 | ARE YOU READY FOR FREDDY Freddie Fender (ABC/Dot D05D 2044) |
| 15 | COME ON OVER Olivia Newton-John (MCA 2186) | 40 | INDEPENDENCE Nat Stuckey (MCA 2184) |
| 16 | JESSI Jessi Colter (Capitol ST 11477) | 41 | HANK WILLIAMS JR. & FRIENDS (MGM M3G 5009) |
| 17 | TWITTY Conway Twitty (MCA 2176) | 42 | BLACKBIRD Stoney Edwards (Capitol ST 11499) |
| 18 | OVERNIGHT SENSATION Mickey Gilley (Playboy PB 408) | 43 | REDHEADED STRANGER Willie Nelson (Columbia PC 33482) |
| 19 | LONGHAIRD REDNECK David Allan Coe (Columbia KC 33916) | 44 | FLOYD CRAMER COUNTRY (RCA APL1-1541) |
| 20 | JASON'S FARM Cal Smith (MCA 2172) | 45 | GILLEY'S GREATEST HITS Mickey Gilley (Playboy PB 409) |
| 21 | STEPPIN' OUT Gary Stewart (RCA APL 1-1225) | 46 | THE WORLD OF CHARLIE RICH (RCA APL 1-1242) |
| 22 | BLACK BEAR ROAD C.W. McCall (MGM 5008) | 47 | LARRY GATLIN WITH FAMILY AND FRIENDS (Monument KZ 34042) |
| 23 | THE BLIND MAN IN THE BLEACHERS Kenny Starr (MCA 2177) | 48 | FASTER HORSES Tom T. Hall (Mercury SRM 1-1076) |
| 24 | 'TIL I CAN MAKE IT ON MY OWN Tammy Wynette (Epic KE 34075) | 49 | I LOVE YOU BECAUSE Jim Reeves (RCA APL 1-1224A) |
| 25 | LOVE PUT A SONG IN MY HEART Johnny Rodriguez (Mercury SRM 1-1057) | 50 | THE GREATEST HITS OF JOHNNY RODRIGUEZ (Mercury SRM 1-1078) |

country roundup

The newly reactivated **Gene Autry** Republic Records under the management of **Dave Burgess** announced recently the signing of **Kathy Barnes**, former MGM recording artist whose three releases on that label were each national charters, and **Larry Barnes**, her brother. At the same time, Burgess said the repackaging of four Gene Autry albums is complete and that release date is imminent. Also signed to Republic is the group **The Champs** who had the million seller "Tequila" . . . **Jimmy Buffett** took two whacks to break the champagne bottle in christening his new wheels at a recent 'open bus' party in Nashville. Buffett's new 40-ft. Eagle is not, however, a typical bus. Complete with mag wheels, the bus is painted in shades of red, yellow and rust and features hand-painted side murals depicting a ship sailing to sea. Inside, the bus is trimmed in a nautical motif and includes all the usual stuff like stereo systems and TV. Typical of the Buffett sense of humor, the destination signs on the bus front show items like "Loretta Lynn," "Troupe 69," "Heaven or Hell," "Teens For Christ," "Rolling Stoned," "Ozone" and of course "Key West."

Roy Clark is going pop! Boston Pops, that is. On May 1-2 Roy will be the guest of **Arthur Fiedler** and the Boston Pops Orchestra for two telecasts, as the two musical greats will team to blend country and symphonic music for a couple of evenings of fine entertainment . . . "**Freddie Fender Banned From New Zealand**" read the headlines across the country this week as the minister of labor refused to grant permission for Freddy to enter that country to complete his concert swing through Australia and New Zealand. It seems that they were upset over Freddy's fifteen-year-old conviction for possession of a small amount of marijuana. The governor of Louisiana even granted Freddy a special pardon in an attempt to get the stalled tour going again, but the New Zealand minister would not budge. While Freddy was away across the ocean playing to his fans in Australia, he was winning another award back home, as the National Association of Record Merchandisers named him the best selling country album artist (male) at its most recent convention in Hollywood, Fla.

Tanya Tucker's newest MCA single release "You've Got Me To Hold On To," written by **David Loggins**, has been entered in the Tokyo Music Festival. Tanya will perform her new record on June 27 at the Imperial Theatre in Tokyo, Japan in the international contest. "You've Got Me To Hold On To" is from her latest MCA album "Lovin' And Learnin'". . . **Sarah Johns** received an unusual birthday gift from her manager's lawyer **Maynard Holt** - 500 pounds of Purina dog chow. Maynard didn't know that Sarah no longer had her English Sheepdog "Biscuits" living with her, but instead now has a small pug. Her manager **Jack D. Johnson** now has an office full of dog food.

George Hamilton IV has re-signed with Grand Ole Opry. His first appearance will be on May 3 . . . MCA Records is paying tribute to **Loretta Lynn** during her birthday month of April (14), which coincidentally coincides with the release of her autobiography "Coal Miner's Daughter." She was the first woman in country music to achieve a gold record and now she has two. There are 32 albums that Loretta has recorded for MCA Records, ranging from hymns to love songs, from "Coal Miner's Daughter" to her memorable duet albums with the "high priest of country music" **Conway Twitty**. Loretta's newest MCA single, destined to be a bicentennial classic is "Red, White And Blue" from the album "When The Tingle Becomes A Chill."

RCA'er **Jack Ruth** left for Europe recently to be a part of the **Johnny Cash** show performances in Stockholm where the troupe played a week . . . **Kenny Price** is recovering from major abdominal surgery. The singer spent a week and a half in St. Elizabeth Hospital in Covington, Kentucky before returning home to fully recover . . . **Frank Jones**, vice president and general manager c&w division of Capitol Records, announced recently that he had accepted with regret the resignation of **Audie Ashworth**, a&r administrator, Nashville office, effective April 1. Ashworth will enter into management and other facets of the entertainment industry . . . **Johnny Russell's** road show now includes the newly signed RCA group **The Heckles** . . . **Leroy Van Dyke** started a Canadian tour April 2, then to Duluth, Minnesota for four days . . . **Ronnie Milsap** has moved into new offices on Music Row. His new address is 41 Music Square East, Nashville, Tenn. 37203 . . . **Minnie Pearl** is set to guest The Tonight Show and then the **Donny & Marie** show to be aired this month . . . **Tommy Overstreet** will make his fourth European tour April 29-May 23.

Jim Ed Brown was honored by RCA Records recently. The occasion was the 20th anniversary of the RCA/Jim Ed partnership. Jim signed with the label in 1956 along with his two sisters, and **The Browns** had many hits as a group in the following years. After his sisters left show business and devoted their time to their private lives, Jim signed as a solo act with the label. At the 20-year surprise party, **Chet Atkins** and **Jerry Bradley** presented Jim Ed with a metronome which was inscribed: "To Jim Ed Brown in commemoration of your 20th anniversary with RCA Records" . . . **Dottie West** was made honorary state senator of the state of Louisiana on her recent trip to New Orleans for the first country show ever to be held at the Royal Orleans Hotel in that bayou city. The country sunshine gal was on hand to help celebrate Coca Cola's 75th anniversary year at the regional meeting for Coke employees in the New Orleans area. Dottie will be working 40 dates for Coke in 1976.

Robert Allen Jenkins has signed an exclusive songwriter's contract with Cedarwood Publishing. In addition to being a successful writer with 13 singles released to his credit last year in addition to many album cuts, Bob is also a recording artist with his current MGM release titled "Feelin' Kinda Loney" . . . **Roy Clark** is taping with **Arthur Fiedler** and the Boston Pops Symphony May 1-2 . . . **Randy Barlow** and wife **Mary Ann** are proud parents of an 8 lb. daughter named **Patricia Joann**. Randy's single on Gazelle's label is titled "Goodnight My Love" . . . **Mel Tillis** was in Los Angeles recently for guestings on "AM Los Angeles" and the "Merv Griffin" show . . . **Jeannie C. Riley** and her band **Red River Symphony** left for Honolulu on April 8 to kickoff a three-day mini-tour of the islands. Jeannie headlined at the Sheraton Waikiki on the 9th and the following evening performed at Honolulu's Conroy Bowl. Closing the trip was an appearance at Kauai on the 11th. Jeannie will be back in Nashville recording the week of April 12 with producer **Shelby Singleton** . . . **Johnny Russell** has just completed visits to WWL New Orleans, WBAP Fort Worth, KVOO Tulsa, WWVA Wheeling, KDKA Pittsburgh, WPLO Atlanta, WBT Charlotte, WAME Charlotte and several other key stations. The visits coincided with the release of "I'm A Trucker" and on several of the stations Johnny gave away cb radios to all night listeners.

Mike Burger of WHOO Orlando has just returned from the first meeting of the Federation of International Country Air Personalities and reports **Charlie Douglas** of WWL New Orleans was elected president, **Billy Parker** of KVOO Tulsa vice president, **Grant Turner**, WSM Nashville, chairman of the board and **Mike Burger**, WHOO Orlando, sergeant at arms .

juanita jones

Country Singles -- Active Extras

- The Biggest Airport In The World**
Moe Bandy (Columbia)
- Let Me Love You Where It Hurts**
Jim Ed Brown (RCA)
- Nothin' Takes The Place Of You**
Asleep At The Wheel (Capitol)
- Since I Met You Boy**
Jeannie Seely (MCA)
- Under Your Spell Again**
Barbara Fairchild (Columbia)
- Let The Big Wheels Roll**
Sarah Johns (RCA)
- Sweet Sorrow**
Jeanne Pruett (MCA)
- When She's Got Me Where She Wants Me**
David Allan Coe (Columbia)
- Love Still Makes The World Go Round**
Stoney Edwards (Capitol)
- High & Wild**
Earl Conley (GRT)
- Alone Again**
Billy Walker (RCA)

- Get Ready, Here I Come**
Don Gibson & Sue Thompson (Hickory)
- Sweet Dreams**
Troy Seals (Columbia)
- I Love A Beautiful Guy**
Connie Cato (Capitol)
- Kentucky Moonrunner**
Cledus Maggard (Mercury)
- Where The Soul Never Dies**
Oak Ridge Boys (Columbia)
- Colorado Call**
Shad O'Shea (Private Stock)
- 50 Ways To Leave Your Lover**
Bob Yarborough (IRDA)
- Twilight Time**
Carl Mann (ABC/Dot)
- All These Things**
Joe Stampley (ABC/Dot)
- Jasper**
Jim Stafford (MGM)
- Have I Told You Lately**
Carmen Mareno (Capitol)
- Ginny**
Leon Rausch (Derrick)
- Ain't No Heartbreak**
Dorsey Burnette (Melodyland)
- Welcome Back**
John Sebastian (Warner/Reprise)

additions to country playlist

WVOJ — JACKSONVILLE

The Door Is Always Open — Dave & Sugar — RCA
 Mr. Doodles — Donna Fargo — Warner Brothers
 A. These Things — Joe Stampley — ABC/Dot
 El Paso City — Marty Robbins — Columbia
 T For Texas — Tompall Glaser — MGM
 One Piece At A Time — Johnny Cash — Columbia
 Your Picture In The Paper — Statler Brothers — Mercury
 That's All She Wrote — Ray Price — ABC/Dot
 The Littlest Cowboy Rides Again — Ed Bruce — United Artists
 Love Still Makes The World Go Round — Stony Edwards — Capitol
 Alone Again — Billy Walker — RCA
 Let Me Love You Where It Hurts — Jim Ed Brown — RCA
 Lonely Teardrops — Narvel Felts — ABC/Dot
 Rocking In Rosie's Boat — Nick Nixon — Mercury
 Stranger — Johnny Duncan — Columbia
 I'm Kneep Deep In Loving You — Jim Mundy — ABC/Dot
 Wright Or Wrong — Ronnie Dove — Melodyland

KENR — HOUSTON

Your Picture In The Paper — Statler Brothers — Mercury
 The Door's Always Open — Dave & Sugar — RCA
 You've Got Me To Hold On To — Tanya Tucker — MCA
 Let Me Be Your Friend — Mack White — Commercial
 When She's Got Me (Where She Wants Me) — David Allan Coe — Columbia
 Twilight Time — Carl Mann — ABC/Dot

KCKN — KANSAS CITY

El Paso City — Marty Robbins — Columbia
 Without You — Jessi Colter — Capitol
 Imaginary Harmony — The Kendalls — United Artists
 Your Picture In The Paper — The Statler Brothers — Mercury
 She'll Throw Stones At You — Jacky Ward — Mercury
 You've Got Me To Hold On To — Tanya Tucker — MCA
 A Country Love Song — Jim Chestnut — Hickory

WRCP — PHILADELPHIA

Ask Any Old Cheater Who Knows — Freddy Weller — Columbia
 You've Got Me To Hold On To — Tanya Tucker — MCA
 I Gotta Get Drunk — Willie Nelson — RCA
 The Last Letter — Willie Nelson — United Artists
 I'll Get Over You — Crystal Gayle — United Artists
 The Biggest Airport In The World — Moe Bandy — Columbia

WKDA — NASHVILLE

America The Beautiful — Charlie Rich — Epic
 Your Picture In The Paper — Statler Brothers — Mercury
 A. These Things — Joe Stampley — ABC/Dot
 Ask Any Old Cheater Who Knows — Freddy Weller — Columbia
 Nothin' Takes The Place Of You — Asleep At The Wheel — Capitol

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. **Your Picture In The Paper** — The Statler Brothers — Mercury
2. **All These Things** — Joe Stampley — ABC/Dot
3. **One Piece At A Time** — Johnny Cash — Columbia
4. **You've Got Me To Hold On To** — Tanya Tucker — MCA
5. **El Paso City** — Marty Robbins — Columbia
6. **America The Beautiful** — Charlie Rich — Epic
7. **Without You** — Jessi Colter — Capitol
8. **Let Me Be Your Friend** — Mac White — Commercial
9. **I Gotta Get Drunk** — Willie Nelson — RCA
10. **Ask Any Old Cheater Who Knows** — Freddy Weller — Columbia

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. **For The Heart** — Elvis Presley — RCA
2. **My Eyes Can See Only As Far As You** — Charley Pride — RCA
3. **After All The Good Is Gone** — Conway Twitty — MCA
4. **I'll Get Over You** — Crystal Gayle — United Artists
5. **I Couldn't Be Me Without You** — Johnny Rodriguez — Mercury
6. **The Winner** — Bobby Bare — RCA
7. **One Piece At A Time** — Johnny Cash — Columbia
8. **Together Again** — Emmylou Harris — Reprise
9. **Lone Star Beer And Bob Wills Music** — Red Steagall — ABC/Dot
10. **What I've Got In Mind** — Billie Jo Spears — United Artists

KLAC — LOS ANGELES

There Won't Be No Country Music — C.W. McCall — Polydor
 I Gotta Get Drunk — Willie Nelson — RCA
 Ask Any Old Cheater Who Knows — Freddy Weller — Columbia
 Let Me Be Your Friend — Mack White — Commercial
 Walk Softly — Billy Crash Craddock — ABC/Dot

WJJD — CHICAGO

She'll Throw Stones At You — Freddie Hart — Capitol
 A. These Things — Joe Stampley — ABC/Dot
 The Winner — Bobby Bare — RCA

WMC — MEMPHIS

Mercy — Jean Sheppard — United Artists
 Suspicious Minds — Waylon & Jessi — RCA
 One Piece At A Time — Johnny Cash — Columbia
 America The Beautiful — Charlie Rich — Epic

KCKC — SAN BERNARDINO

Dog Tired Of Cattin' Around — Shylo
 Your Picture In The Paper — Statler Brothers — Mercury
 Mr. Doodles — Donna Fargo — Warner Brothers
 For The Heart — Elvis Presley — RCA

KAYO — SEATTLE

She'll Throw Stones At You — Freddie Hart — Capitol
 You've Got Me To Hold On To — Tanya Tucker — MCA
 El Paso City — Marty Robbins — Columbia
 Where The Soul Never Dies — Oak Ridge Boys — Columbia
 After All The Good Is Gone — Conway Twitty — MCA
 Someone's With Your Wife Tonight, Mister — Bobby Borchers — Playboy
 Alone Again — Billy Walker — RCA

WQVK — TAMPA

Since I Met You Boy — Jeannie Seely — MCA
 Lonely Teardrops — Narvel Felts — ABC/Dot
 I'll Get Over You — Crystal Gayle — United Artists
 The Biggest Airport In The World — Moe Bandy — Columbia
 You've Got Me To Hold On To — Tanya Tucker — MCA
 The Littlest Cowboy Rides Again — Ed Bruce — United Artists
 Don't Pull Your Love — Glen Campbell — Capitol
 For The Heart — Elvis Presley — RCA
 Jasper — Jim Stafford — MGM
 Nothin' Takes The Place Of You — Asleep At The Wheel — Capitol

KIKK — HOUSTON

Nothin' Takes The Place Of You — Asleep At The Wheel — Capitol
 Let Me Be Your Friend — Mack White — Commercial
 I'll Get Over You — Crystal Gayle — United Artists
 Without You — Jessi Colter — Capitol
 El Paso City — Marty Robbins — Columbia
 I'd Be Just Fool Enough — Faron Young — Mercury
 Your Picture In The Paper — Statler Brothers — Mercury
 The Door Is Always Open — Dave & Sugar — RCA
 Under Your Spell Again — Barbara Fairchild — Columbia
 One Piece At A Time — Johnny Cash — Columbia
 I Gotta Get Drunk — Willie Nelson — RCA

WXCL — PEORIA

All These Things — Joe Stampley — ABC/Dot
 El Paso City — Marty Robbins — Columbia
 The Biggest Airport In The World — Moe Bandy — Columbia
 Your Picture In The Paper — Statler Brothers — Mercury
 High & Wild — Earl Conley — GRT
 Without You — Jessi Colter — Capitol

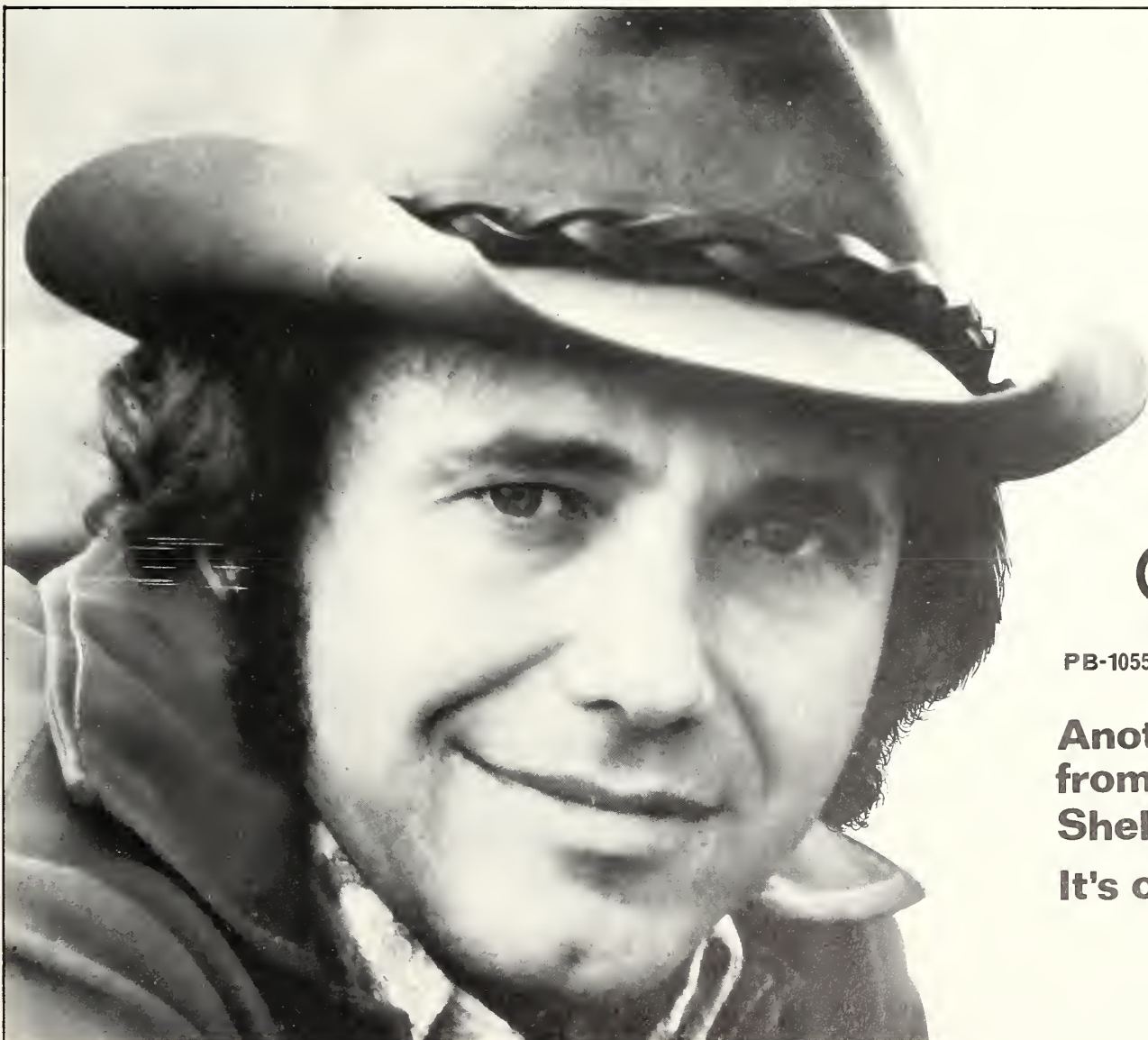
WIRE — INDIANAPOLIS

To Show You That I Love You — Brian Collins — ABC/Dot
 Without You — Jessi Colter — Capitol
 Ashes Of Love — Jody Miller — Epic
 It's Enough — Ronnie Prophet — RCA

WWOK — MIAMI

T For Texas — Tompall Glaser — MGM
 El Paso City — Marty Robbins — Columbia
 She'll Throw Stones At You — Freddie Hart — Capitol
 Your Picture In The Paper — Statler Brothers — Mercury

continued on pg. 42



BOBBY BARE
"THE WINNER"

PB-10556

Another first rate song from Bobby Bare and Shel Silverstein.

It's on its way up!



singles

WAYLON JENNINGS & JESSI COLTER (RCA PB 10653)

Suspicious Minds (3:59) (Press — BMI) (Mark James)

"Suspicious Minds" is a brand of American music that's most satisfying and the husband/wife team of Waylon Jennings and Jessi Colter prove their tremendous talent at putting across this type of song. From the LP "The Outlaws," top charting is predicted. Flip: No info. available.

JOE STAMPLEY (ABC/Dot DOA 17624)

All These Things (3:07) (Minit — BMI) (N. Neville)

An all-round good country record... our stamp of approval on "All These Things"... Stampley's vocal delivery, the swingin' beat, the musical arrangement, the background voices, and the excellent production by Norro Wilson and Ron Chancey. Flip: No info. available.

DAVID ALLAN COE (Columbia 3-10323)

When She's Got Me (Where She Wants Me) (2:45) (Window — BMI) (David Allan Coe)

From the LP "Longhaired Redneck," David Allan Coe sings his self-penned song about that old "game" of love. The writer's influence is apparent here and there's solid steel and piano throughout. An overall good country production by Ron Bledsoe. Flip: No info. available.

TOMPALL AND HIS OUTLAW BAND (Polydor PD 14314)

T For Texas (4G10) (Peer International — BMI) (Jimmy Rodgers)

Just about every country recording artist has recorded this old Jimmy Rodgers standard... and Tompall's rendition carries the familiar honky-tonk sound and he fits his voice well to that sound. It's a good one for the boxes, and a charter for sure. Flip: No info. available.

DAVE & SUGAR (RCA JH 10625)

The Door Is Always Open (2:42) (Jack — BMI) (Bob McDill, Dickey Lee)

The way this team sings about this "standing invitation" deserves a standing ovation. With a delightfully different approach, Dave & Sugar are a welcome addition to country music. Spin it, you'll like it. Flip: No info. available.

BLACK OAK ARKANSAS (MCA 40536)

Great Balls Of Fire (w:22) (Unichappell/Chappell — BMI/ASCAP) (J. Hammer, O. Blackwell)

With Black Oak Arkansas, it's a flaming rendition of a red hot song. Bet 'cha can't sit still when you hear this one. It moves fast, and it's music like you've never heard before. Flip: No info. available.

JIMMY BUFFETT (ABC 12175)

The Captain And The Kid (3:16) (Let There Be Music — ASCAP) (Jimmy Buffett)

The extremely talented Jimmy Buffett weaves a vocal smoothness into this beautiful ballad. Both the lyric and the music make very worthwhile listening. From the LP "Havana Daydreamin'," it's certain chart material. Flip: No info. available.

MEL McDANIELS (Capitol P 4249)

Have A Dream On Me (3:12) (Music City — ASCAP) (Bob Morrison)

A brilliant country recording. Bob Morrison's quality country vocal is in proper perspective with the good ole country fiddle and steel sounds. Watch the charts for this one, produced by Johnny MacRae. Flip: No info. available.

CARL MANN (ABC/Dot DOA 17621)

Twilight Time (2:42) (Devon — BMI) (B. Ram, A. Nevins, M. Nevins)

Carl Mann's rendition of this old standard is an entertaining balance of a good vocal and good music. In moderate tempo, it's danceable and should go well on the boxes. Production credit goes to Don Gant. Flip: No info. available.

KEITH CARRADINE (ABC 12117)

I'm Easy (2:59) (Lion's Gate/Easy — ASCAP) (Keith Carradine)

Academy Award winner! From the motion picture soundtrack "Nashville," Keith Carradine's "I'm Easy" is easy to listen to, and if you happen to be one of the millions who saw "Nashville," it makes it even better. Flip: No info. available.

AVA ALDRIDGE (MGM M 14847)

I Want Some (2:10) (Al Cartee — BMI) (Ava Aldridge, Roy Aldridge, Gene Kennedy)

From the LP "Frustrated Housewife," Ava's not frustrated on this one... it moves very fast as Ava sings sensuously that she wants "a touching kind of love." With strings arranged by Bergen White, it's an outstanding musical production. Flip: No info. available.

BIG BEN ATKINS (GRT 047)

Them Old Love Songs (2:59) (Combine — BMI) (Donnie Fritts, Troy Seals)

Big Ben comes across with some mighty powerful singing on this Fritts/Seals tune. With strings and steel to emphasize the lyric content, it's a soulful sound. Looks like a hit for Big Ben Atkins. Flip: No info. available.

JIMMY NALL (Monument ZS8-8688)

I Guess I'll Have To Sing About Texas (If I'm Ever Gonna Be A Star) (2:13) (Al Gallico/Aigee — BMI) (Carmol Taylor, Linda Kimball)

Jimmy sings a swingin' tune with a fantastic country sound in the music. Lyrically he figures he'll have to give up the love songs and sing about Texas to reach stardom. It's a good chart contender. Flip: No info. available.

LYNCH & LAWSON (Monument ZS8-8687)

(You're A) Baby Doll (2:45) (House of Bryant — BMI) (Boudleaux Bryant, Felice Bryant)

It's the lively team of Lynch and Lawson with a livelier tune about a real live baby doll. With clever lyric by master writers Boudleaux and Felice Bryant, and production by Bill Justis, it's very definite chart material. Flip: No info. available.

JIMMY PEPPERS (IRDA 200A)

Sing Me A Song About Texas (3:09) (Mod Star — BMI) (Jimmy Peppers)

It's country all the way... Jimmy Peppers' pure country vocal style is perfect for his self-penned song. He sings to please and we find it pleasing. Country stations will get heavy requests and charting should be swift. Flip: No info. available.

MAYF NUTTER (GNP 805z)

Sweet Southern Lovin' (3:07) (House of Gold — BMI) (Kenny Walker)

According to Mayf on this uptempo Kenny Walker tune, there's nothing like sweet southern lovin', and the way he sings it, we are inclined to agree with him. Produced by Don Tweedy, watch for charting on this one. Flip: No info. available.

MAURY FINNEY (Soundwaves SW 4531)

Wild Side Of Life (2:18) (Travis — BMI) (W. Warren, A. A. Carter)

It's a tremendous instrumental which flows evenly and freely with the Maury Finney sax on one of country music's great old standards. It's delightful listening on a clear production and if you like instrumentals you'll love this one. Flip: No info. available.

LPs

BLOODLINE — Glen Campbell — Capitol SW 11516

"Bloodline" is an all-round good recorded performance by the one and only Glen Campbell. Included is his current single, "Don't Pull Your Love/Then You Can Tell Me Goodbye," which is charting steadily, and another we particularly like, the Ben Peters tune, "San Francisco Is A Lonely Town," which is a tremendous song for the Campbell vocal style. Call it country... call it pop... it's a great album. Other selections: "Baby, Don't Be Givin' Me Up," "See You On Sunday," "Christian No.," "Bloodline," "Everytime I Sing A Love Song," "Lay Me Down (Roll Me Out To Sea)," "The Bottom Line," "I Got Love For You Ruby."



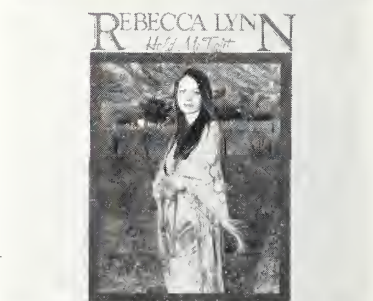
MOTELS AND MEMORIES — T.G. Sheppard — Melodyland ME6-403S1

The smooth quality of T.G.'s voice, and the artist's ability to bring into full focus an emotional lyric are heard in each selection on this LP. It's truly a tremendous performance by T.G. Sheppard. Selections: "Motels And Memories," "Cowboy In The Rain," "Little Brown Paper Bag Blues," "Hot Lips," "Pigskin Charade," "It Could've Been Nashville," "We Just Live Here (We Don't Love Here Anymore)," "Wednesday Night Poker," "Shame," and "Solitary Man."



HOLD ME TIGHT — Rebecca Lynn — Eika S-602

The clear vocal ability of Rebecca Lynn heard on this album is indeed refreshing, and proves her obvious maturity as a recording artist. She gets full support musically but maintains dominance throughout. A splendid album! Selections: "Hold Me Tight," "Once In A While," "Ain't That A Shame," "No One," "He's That Kind Of A Man," "I'll Break The Habit," "Bicycle Morning," "He's Too Busy Working To Cheat On Me," "No More Tears" and "Cold Carolina Morning."



THE OAK RIDGE BOYS — Columbia KC 33935

This contribution to the world of music is "Old Fashioned, Down Home, Hand Clappin', Foot Stompin', Southern Style, Gospel Quartet Music"; and if we may go further, fantastic! Selections: "Lord, I've Been Ready For Years," "No Earthly Good," "Jesus Knows Who I Am," "The Same Old Fashioned Way," "I'm Wingin' My Way Back Home," "Where The Soul Never Dies," "It's Been Done," "Doctor God," "Jesus Was There," and "Last Train To Glory."



PISTOL PACKIN' MAMA — The Good Old Boys — Round Records RXLA 597G/RX109

You're deep in bluegrass country with The Good Old Boys. Featuring David Nelson and Frank Wakefield, with special guest, Chubby Wise and Don Reno, it's great listening. If you're craving bluegrass, feast on this one, produced by Jerry Garcia. Selections: "Ashes Of Love," "Here To Get My Baby Out Of Jail," "Long Gone," "Dim Lights, Thick Smoke," "Deep Elm Blues," "Pistol Packin' Mama," "Banjo Signal," "Toy Heart," "Leave Well Enough Alone," "Too Wise Special," "On Top Of Old Smokey," "Barefoot Nelly," "Don't You Hear Jerusalem Moan" and "Glendale Train."



Lee Mendell — Outlook Unltd.

LOS ANGELES — That warehouse space you've been thinking about is finally available at a price you'd be a fool to pass up. The only problem now is how to utilize it to your best advantage.

Your jazz catalog is expanding and you've heard Paris may be an excellent export market but you don't speak French and you don't know anyone in France.

A hot British act represents some material you'd like to license for the U.S. It's a sticky situation, though, because up until now you've worked MOR and you've never dealt with hard rockers before. You realize their potential but you don't want to blow it.

You're offered what seems to be a very good deal to tour the Balkans. It's a chance to build egos, get some practice out of town and say you've travelled. But the thought of any part of the trip falling through — or being stranded over there — scares you half to death.

NOW What?

What you need is a consultant. Someone with experience. A person who can turn that problem into the real opportunity.

Lee Mendell is a guy like that. He's been inside and out of the record business in just about every capacity you could imagine — and some you may not have even encountered yet.

Mendell was born in England and lived in Canada until 1961 when he came to the U.S., got a job with Liberty and, as they say, began climbing the ladder: west-coast regional; LP sales manager; branch operation mgr. of the Liberty stereo tape division; distribution; finally vice president of marketing including most areas of responsibility excluding manufacturing. "That was about ten years ago," relates Mendell. "It was my feeling then that there's such a thing as worldwide marketing. It's not practical with every piece of product, but it is practical in the end in some areas whereby you can essentially market one piece of merchandise virtually in the same manner and pattern throughout the world. And the man I was working for at the time — Al Bennet — said, 'yeah, that makes sense ... fine, you've got it,' and so, apart from the domestic, I also became



involved in international marketing and eventually spent four years as vice president of international operations for United Artists."

On His Own

After fourteen years in the business, exploring as much as possible, Mendell left UA last June. As "time and a half went by" Mendell thought out his options, finally settling on the formation of his own consultancy: Lee Mendell Ltd. "And everything fell into place," he shrugs. "I didn't want to remain purely international because my basis in the industry is domestic. This way, I'm able to mix both."

And just what does being a consultant mean?

"Consultation, executive guidance and some entrepreneurial areas," he explains.

"I represent a company called Trans-Atlantic Records, based in England. I'm their presence in North America. I represent them with their present and future licensees, in publishing. I try to obtain lines for them and I scout companies for them to represent in the U.K."

"I also work for the New York Times Music Company whereby I'm involved in copyrights as well as consultation."

"I'm also involved with a distributing company out of Ottawa. Obviously it's multi-faceted in terms of responsibility. I'm organizing it into an operating, ongoing, efficient company. They do very well up there and I'm trying to do something long-term; change the image from an importing company to a full-fledged domestic distributing Canadian licensee."

continued on page 37



KGB PROVIDES GOOD TIMES FOR MCA — MCA recording artists, the KGB band, gave a party for friends and MCA Records' personnel April 1 in Hollywood. The group, comprised of Ray Kennedy (vocals), Carmine Appice (drums, vocals), Barry Goldberg (keyboards), Ben Schultz (guitar, vocals) and Greg Sutton (bass and vocals) performed selections from their MCA album "KGB" during a sneak preview of their live show. The party was to celebrate their upcoming national tour which begins April 7. The tour coincides with the release of KGB's first single "Magic In Your Touch" and will cover such major markets as Chicago, Detroit, New York, Boston and Los Angeles during the 26-city schedule. Pictured at the party are: top row: Greg Sutton, KGB; Ray Kennedy, KGB; Jon Scott, MCA national album promotion man; and Pete Gidion, MCA national singles promotion man. Standing: Rick Frio, MCA vice president/marketing; Ben Schultz, KGB; Ron Stone, KGB manager; Barry Goldberg, KGB; Mike Maitland, MCA Records' president; Carmine Appice, KGB; Bill Waggoner, MCA Los Angeles promotion man; and Bob Davis, MCA vice president/artist acquisition.

POINTS WEST — Bill Hayes is a monster. He's one of the most popular leads on "Days of Our Lives," the top-rated program of its kind during the past three years according to *Daytime TV Magazine*, a special-interest publication catering to soap operadicts. This translates to an image and a venue direct to a substantial following. Ready to tap the market? Entrepreneuress Diane English is. You might want to study her moves — she's testing a theory, the results of which might be valuable. Diane has put together a Mother's Day package featuring Hayes (who can carry a tune well enough) singing a song she penned the lyrics to and produced herself. "You Were Always There," pressed on Diane's *ComeAlive* label, is then slipped into an *Audio Greeting Card* (also printed by Ms. English). The card is done in pink and is die-cut and embossed. The cover features *ComeAlive*'s label art, a cameo necktie against a burgundy background; the lyrics are printed within. Aside from conventional distribution, Diane has taken out a half-page ad in ... *Daytime TV Magazine* offering "a limited edition packaged in a card you'll be proud to give" by mail order. We'll keep an eye on this one and keep you posted.

CH-CH-CH-CHANGES — *The Improv*, 8162 Melrose in Hollywood, is still boasting some of the finest new comedians, singers, magicians, sword swallows and other freaks of nature trying to break into present-day Big Time. Owner Budd Friedman is especially worked up over the proposition of a five-member vocal group, "The L.A. Knockers," set to debut shortly. Four of the girls are rumored to be built akin to the proverbial brick edifice later stylized by Andy Gump. The fifth member is said to look like ... David Bowie.

LYRIC COMPETITION for the *American Song Festival* is tagged with an April 30 deadline. According to *Flip Black*, the ASF organization has helped place at least thirty tunes since last year's contest. These placements mostly with publishers including *Peer-Southern*, *Famous* and *Loretta Lynn's Nashville-based Coal Miners Music*. Ten of the writers involved in the event have landed recording contracts. Sounds very healthy to us.

STOP THE PRESSES — Although no official word has come down with bad news, neither is there any projection having to do with the re-opening of *RCA's Hollywood, California* pressing plant. From here it looks somewhat grim. The Indianapolis factory is geared for more final vinyl than ever before. Much of that product is shipped to a center in Arieta (here in L.A.) which can warehouse 500,000 LP units while branching them out to Western outlets.

THIRD BASE — The music division of *Ziv International, Inc.*, is preparing a soundtrack LP of classic *Abbott & Costello* comedy routines taken from that late duo's TV series. Ziv is the exclusive worldwide licensor for the team's estate and will license other companies and other material.

WHO LIKES SHORT SHORTS? — After an 11-year hiatus, the annual *UCLA Folk Festival* will resume April 16-18 on the university's Westwood campus ... *Denny Dante*, head of *UA a&r*, is pretty hot at the moment, producing the newest singles by *Paul Anka*, the *Kinks* and *Bobby Goldsboro* as well as the *Ventures'* latest LP and single ... *Diga Rhythm Band* is on *UA*, not *20th Century* as reported last week ... *Natalie Cole* makes her Las Vegas debut with a *Hilton Hotel* engagement now through May 9 ... *French TV* production company for "*Juke Box*" paid a recent visit to Macon to film the *Capricorn* facilities and a number of acts including *Wet Willie*, *Grinderswitch*, *The Allman Brothers Band* and *The Marshall Tucker Band* for a "*Southern Music Special*" to be aired in France to an estimated 16 million viewers ... *Etc. Dinner Club* is closed for remodeling, set to re-open April 29 ... Look for *Capricorn* to throw a lot of promotional weight around LA as they try to break *Wet Willie* on the wet coats ... uh, west coast. The label is said to have bought a shop of spot slots on *KMET*, *KLOS* and *KWST* as well as enough T-shirts to outfit at least the *Hollywood* press corps, all in support of *Wet Willie's* April 19 *Roxy* gig. The *Roxy* certainly did nothing to hamper *Elvin Bishop's* career — barely a month after he played there, his record, "*Foiled Around And Fell In Love*" began spinning on *KHJ* ... We're not sure exactly what he's doing here, but *Ronnie Hawkins* has been spotted in Malibu surrounded by a few creative consultants including *Bob Dylan*, *Kris Kristofferson*, *Kinky Friedman*, *Leon Russell* and members of the *Band*, of which *Ronnie* was the founding member when they were still the *Hawks* ... *Tommy Johnson*, a founding member of the *Doobie Brothers*, left the group about a year ago, but he's back on spring tour with his fellow *Doobies*. Their road trip will continue through a May 22 wrap-up at the *Portland, Oregon Coliseum*. *Johnston* wrote "*Listen To The Music*" and "*China Grove*" ... *Johnny Bristol* joins *Mary Wilson* of the *Supremes* April 14 at the *BMI Songwriters Showcase* at the *Improv*.

AND HERE'S A CUTIE FOR YOU — With a little studio time left over at the end of a session, arranger *Michael Melvoin* took the minutes to dictate some chords which *Willie Bobo* took and played with for twenty minutes. *Stan Silverberg* produced it and they all called it "*Funky Sneakers*." Now it's on the charts and they're all laughing!

stephen fuchs

EAST COASTINGS — **LEMON JOURNALISM** — Following *Cash Box's* interview of TV warbler *Peter Lemongello* last week, stories appeared in the *Wall Street Journal*, the *Sunday News*, and the *Village Voice*.

FORECAST DISK — *Steely Dan's* next from *ABC* in one month ... Based on radio reaction, a double-sided single is due from *Genesis* next week: "*A Trick Of The Tail*" b/w "*Ripples*." Also due from *Atlantic* in May are new albums by the *Baker-Gurvitz Army*, *Jan Hammer* and *Andy Pratt*, the latter an *Arif Mardin* production ... *General Johnson* is now recording his first LP for *Arista*. One cut will be "*Patches*," a *Clarence Carter* hit penned by the general ... *Island* recording artist *Robert Palmer* will use his current touring band on his next album. *Betty Davis* is now recording in *New Orleans*, and *Bob Marley* and the *Wailers'* next will be titled "*Rasta Man Vibration*" ... Speaking of the *Jamaican* touch, the *Wailers* are backing *Joe Cocker* on his next album, with *Ciapton* appearing on a few tracks. *Cocker* is rumored to have another whole work in the can, featuring *New York* session men ... *Warners* is releasing a *Doug Kershaw* LP in May, recorded almost entirely in *Bogalusa, La.*, not far from his birthplace. *Dion DiMucci's* next is in the germinal stage, with *Steve Barri* and *Michael O'Martian* co-producing.

FLYING — With hours of ending his seelout stint at *New York's Bottom Line*, *Eric Carmen* was off to *England* to tape a series of television shows. *Barry Manilow* will soon be on a TV and promotion tour of *Europe* as well ... After an 18 month legally pressured concert drought in *Italy*, the *Baker-Gurvitz* came in for a 10-day tour, granted to a group of *Italian* promoters as a test of whether rock concerts could be held without disturbing the peace ... **CRASH LANDING** — *Police* in *St. Cloud, Minnesota* have arrested an individual in connection with selling \$16,000,000 worth of tickets to a phoney *Foghat* concert. **TUBE** — *Airing* April 17 on *Don Kirshner's Rock Concert* will be *Black Sabbath*, *New Birth* and *Mahogany Rush*. phil dimauro/eric rudolph

Retail Reaction To NARM Is Good, And Bad

by John Mankiewicz

LOS ANGELES — "NARM," said one retailer, "is the place where you go spend a few days in the sun and become buddy-buddy with a few people. When you come back, you hate their guts for the rest of the year."

While this comment was certainly not typical of the many reactions **Cash Box** got from retailers this week, it pointed out the different feelings people had about NARM: for some, it was an effective and worthwhile meeting place; others came away with merely a good tan. It is important to gauge the effect of conventions like NARM, so that they can continue to grow and be useful to the industry.

Some Suggestions

Stan Lewis, of Stan's Record Shops — six retail outlets in the Shreveport, Louisiana area — was extremely pleased with NARM, but had a few suggestions to make.

"It was very successful," Lewis said. Some of the meetings, though, were a little too spread out; they just took up too much time. The cocktail parties could have been condensed. What I like about NARM is that it gives me the opportunity to see my friends and make some deals."

Is NARM just a gathering point for deals? What about discussion of the issues that are facing the record industry? "The issues are discussed, sure," said Stan Lewis, "but you know people are just going to go back home and do what they want. I really enjoyed NARM, and I think it's good for the industry. I hear people complain, you know, that we're always talking about the same things, over and over again, but that's really what the business is. There's new records, sure, but it's really the same thing."

Can Business and Music Mix?

Everybody's Records, in the Portland, Oregon area, publishes a newsletter on a regular basis. The store includes in that newsletter a list of their favorite new LPs, and the top selling jazz and pop albums. There's also a section called "Notes," and this week that part of the newsletter was particularly interesting. Written by store vice-president Michael Reff, the note contained some interesting comments about NARM.

"We had hoped to be a part of a dialogue," wrote Reff, "to share ideas on this business of music. We found, though, that nearly every concept to arise at NARM was already old hat for those with any progressive tendencies. Unless you were talking profits, Big Profits, 95% had no ears. If you were talking music, you were in the wrong place."

The note continued with a possible explanation for the staff's disappointment in the convention.

"Much of our disillusionment is due to our naivete — we should realize, apparently, that most of the music business is not into music."

Cash Box called Michael Reff in Portland, and asked him to expand his comments. Reff was still disappointed about NARM, two weeks after the end of the convention, but he was happy to talk.

"We're all, obviously, interested in profits," he said. But there seemed to be a large element at NARM that was not interested in the music. There seemed to be two reasons for that.

"Had we been a little less naive," he continued, "we would have realized who was going to NARM. Primarily, since this was set on the east coast, most of the people were from that area. Traditionally, the east coast is the most conservative segment of the record in-

dusty. Secondly, as we found out after we got there, people who don't have to go to NARM generally avoid it."

Michael Reff, from the way he talked, had been clearly looking forward to this year's NARM convention. After his experience this year, what does he think about 1977? He paused for a second, and said, "It's hard to justify NARM as a business expense."

To Me It's Great

Allan Rosen of the Recordland stores in Lubbock, Texas, was quite pleased about the convention, and inadvertently shed some possible light on the problem that Everybody's Records experienced.

"To me it's great," said Rosen. "But you've got to understand, I live in a non-major market. I'm small potatoes. I don't associate with record people during the year, and NARM gives me the chance to do just that. I can see my peers and pick their brains. The seminars, I thought, were invaluable, especially Dr. Feinberg's talk, and the seminar about mail and shopping center stores."

Then Allan Rosen brought up a crucial point — the size of NARM. "The size is both fortunate and unfortunate," he said. "It's really an unbelievable situation. I can see where small retailers, coming there for the first time, could be scared off by the sheer size of the place."

Perhaps size is a problem. Especially with the retail explosion that is taking place in the industry, there are going to be many members who are not only new to NARM but new to the whole record business. Perhaps, as more than one retailer suggested to **Cash Box**, NARM could provide a little more advance preparation.

More People Involved

Raul Acevedo is vice-president of Disc Records, with thirty-one outlets throughout the midwest. The company is based in Highland Heights, Ohio. What did he think of NARM?

"To me," Acevedo said, "NARM was incredibly successful. Particularly the individual meetings. The general meetings were kind of crowded. We needed more time than we had for the retailers' meeting. We would have liked to have seen more people involved in the meetings, not just the panel."

"Although," he continued, "I certainly wouldn't want the convention to last any longer. Organization of the general meetings could be a little tighter."

NARM was great for Raul Acevedo, he got a lot of work done in Hollywood,

Florida. And it was sunny there. Was it a good vacation? Raul Acevedo laughed and said, "I came back, and now I need a vacation."

The Disc vp had a minor suggestion to add to his remarks. "You know, I like Florida," he said, "but maybe it could be changed to a different location. Just to avoid monotony."

Next Year: L.A.

David Siebert of Siebert's Inc. in Little Rock, Arkansas is a member of the NARM board of directors. He had some good news for Raul Acevedo, the convention next year will not be set in Hollywood, Florida, but a town much closer to the other Hollywood: Los Angeles. But what did Siebert think of this year's NARM?

"I was real pleased," he said, "it was a good convention. I got a lot of work done."

As a member of the board, how does he feel NARM could be improved?

"Participation could always be better," Siebert said. "I have always been one who thinks that a seminar dominated by the panel is kind of boring."

Even in the seminars, though, what about the discussion of controversial issues, like the new MCA pricing?

"There was less controversy than I thought there would be," Siebert said. "Pricing was such a nothing."

Better Follow-through

Tosh Hori is president of Tosh's One-Stop in Seattle, Washington, and he had some interesting things to say about NARM.

"I think it's pretty obvious, everybody knows it, that a lot of subjects discussed at NARM have been discussed many times before. But I saw no follow-through from previous meetings."

An example? "Well," Tosh Hori said, "in the case of pricing, everybody says that the competition is selling too low, but nothing's being done about it."

Tosh Hori reflected on some of the reasons for NARM's lack of follow-through. "Time is so limited," he said, "that you don't have time to go into specifics at the convention. The main thing, for us, was making contacts, and having the opportunity to meet with people on a one-on-one basis, people we've been doing business with over the phone."

Professional Approach

"Another thing I thought the convention touched on," said Hori, "but really didn't get into depth about, was the pro-

fessional approach. Radio, now, is so search-minded that the personal appearance of promotion men is a lot more important. If they were dressed for business, they could do more business. And with the NARM study indicating that the twenty-five to forty-five age group is going to do more buying, retailers are going to have to adapt to the needs of all segments of the buying public. Not just the young people who buy rock 'n' roll. That's the only way we're going to reach that three billion dollar figure."

Tosh Hori also talked about the makeup of NARM, the people who run the convention. "There could be some new blood," he said. "Maybe we could add a couple of younger people to the board of directors. Really, that's where the future is, the young people are really getting into the business."

Media Seminar?

Stuart Schwartz from the Harmony Hut chain had this to say about NARM: "I would say that I was pleased. I'm not sure that the form is one hundred percent to my liking — there's a lot of dashing around, not enough advance setup."

On the other hand, Stuart Schwartz got a lot done in the midst of all that running around.

"I was able to meet with the people I wanted to see," he said. "I enjoyed the session about security, it was very interesting. But I would like to see the workshops a little shorter, maybe some of them could even be done away with. The ones that are so general in nature, like the Wall Street seminar. I would like to see specific information in areas of actual operation, specific areas of work."

An example of such a seminar? "Well, the one this year about shopping malls, negotiating leases, that was excellent. A good move would be a seminar in the use of media. Maybe we could bring some advertising people in, and talk about the effect of print ads, radio ads, and the increasing use of television."

Can NARM Change?

Andy Chasen is vice-president of Harmony House, a chain with seven outlets in the New Jersey area, and he told **Cash Box** what he thought about NARM.

"I learned a lot about people," Chasen said, "how they act and react. But there's not much that can be done at NARM that can't be done elsewhere."

What about the individual meetings with labels and distributors? "I learned a lot from them, and we got a lot done. And aside from those meetings, I like the seminars, and got a lot out of them, the security one in particular. But NARM is mostly a place for people to be seen. Nothing is going to make it more realistic, more down to earth."

Summary

Certainly, one cannot draw a consensus of opinion from the retailers that **Cash Box** talked to. One fact, though, does emerge from these varied reactions. That is, the NARM convention, like every other convention, is a tool. It's a tool that one must learn how to use. Of course, like any other sophisticated business event, it has its boundaries of usefulness. Education seems to be the watchword. NARM is all of the things that were mentioned — it's a place to make deals, a place to be seen, a place to learn, and, of course, a place to get a tan. Whatever communication was achieved at NARM (and it is clear that different levels are reached for different people), that communication must receive some extra push during the rest of the year.



PICTURED AT PEACHES are (l-r): Capricorn's Bill Davis and Dick Wooley, Al Moss, local Warner Bros. promo; Elvin Bishop; Steve Mitchell, WKLS-FM program director; Stan Gleason of Peaches; Dan Davenport, WEA regional marketing manager; Lee Berman of Peaches; and Bob Weinstroer, WEA sales manager.

ROLLING STONES (Rolling Stone RS-19304)

Fool To Cry (3:59) (Promopub B.V. — ASCAP) (Jagger, Richards)

This single from their upcoming "Black And Blue" LP marks somewhat of a departure for the Stones. The beat is relaxed, vocals are laid over a foundation of Fender Rhodes and guitar, all played with funky style. Mick Jagger pulls off some excellent fasetto, as Richard responds with searing guitar riffs. The band's reputation will make this an immediate add at all AM and FM radio outlets.

MARVIN GAYE (Tamia T 54264)

I Want You (3:53) (Aimo/Jobete — ASCAP) (L. Ware, T-Bone Ross)

This is already being picked up by every station that can get its hands on the record, and is definitely headed straight for the top of the r&b charts. Gaye has never sung better, and his emotion-packed voice is laid over an absolutely churning rhythm track. Look for this one to cross pop soon. Fiip: Instrumental (4:38).

BAY CITY ROLLERS (Arista AS 0185)

Rock And Roll Love Letter (2:52) (Andustin — ASCAP) (Tim Moore)

This song comes hot on the heels of "Money Honey," and the Rollers deliver this one with a solid rock beat. It's a good tune, that will doubtless be covered by others in the near future; it was written by Tim Moore, American Song Festival grand prize winner two years ago. Punched up vocals and guitar work will send this to the higher reaches of the pop charts.

NILSSON (RCA JH-10634)

Sail Away (3:40) (WB/Randy Newman — ASCAP) (R. Newman)

Nilsson takes this classic Randy Newman song and spices it up with a slick arrangement. Like Newman, he is a unique stylist, and every song he sings becomes his own. Emphasis is placed in unusual places; there are hooks in this song that you never thought were there. This will be played a great deal on FM progressive radio stations.

WILLIE NELSON (Columbia 3-10327)

I'd Have To Be Crazy (Prophecy Pub. — ASCAP) (S. Fromholz)

This single, taken from Nelson's "The Sound In Your Mind" LP, is an extremely strong country and pop entry. Nelson sings the sweet melody with his usual flair, and the backup vocals, feeding Nelson the lines add a real spark to the tune. "I may not be normal, but nobody is," he sings. This will certainly be a natural add to all country lists.

MARIA MULDAUR (Reprise RPS 1352)

Sad Eyes (3:30) (Kirshner — BMI/KEC — ASCAP) (Neil Sedaka, Phil Cody)

This is the first single from Maria Muldaur's "Sweet Harmony" LP and it looks like an excellent choice. Maria wraps her soulful voice around the old-timey Sedaka melody, and brings the message home. It's an upbeat shuffle that should hit all pop markets with immediate strength.

BETTE MIDLER (Atlantic 45-3325)

Old Cape Cod (2:48) (George Pincus & Sons — BMI) (C. Rothrock, A. Jeffrey, M. Yakus)

Midler gives this old song the full treatment of her famous over-dubbed vocals. "Boogie-Woogie Bugie Boy," however, was tainted with camp. On this one the tune is dealt with in a respectful fashion. The production, by Joel Dorn and the artist, is filled with nuance that is a hook in itself — the strings that fade in and out are but one example. Look for this one on FM progressives and MOR slots.

ROSE BANKS (Motown M 1383F)

Whole New Things (3:28) (Stone Diamond — BMI) (Bowen, Thomas, Ford)

This is a powerful funk tune, with terrific horn and synthesizer work. Rose Banks is Sly Stone's sister, and apparently hits run in the family. The chorus is built with ascending chords and is a perfect hook. This will be an r&b smash, no doubt, and should chart strong pop. Banks' voice is recognizable and uniquely attractive.

JOHNNY RIVERS (Epic 8-50208)

Outside Help (3:10) (Rivers — ASCAP) (J. Rivers, R. Knapton)

Rivers makes a dynamic pop entry with this one, definitely in the rock 'n' roll vein. Words are strung together for a syncopated effect. Rivers gets a push from some well-charted horns and great rhythm guitar work. Look for this one to make an immediate show on the pop charts.

THE STEVE GIBBONS BAND (MCA 40551)

Johnny Cool (2:56) (Towser Tunes/Naimad Laine Songs — BMI) (Steve Gibbons)

"This is the ballad of Johnny Cool" is the spoken introduction, and then the tune slips and slides its way through a funky J.J. Cale-like arrangement. Gibbons' voice is an excellent vehicle for a good rock 'n' roll tune. The band established its power on the recent Who tour; they were the show openers. FM, AM.

IAN LLOYD (Polydor PD 14319)

Never Been A Man (3:24) (Diamond Touch/Windbreeze — ASCAP) (G. Diamond, I. Lloyd)

Ian Lloyd used to be with "Stories," and had the number one hit "Brother Louis" with that band. Now he steps out on his own with a strong pop tune, fully produced and powerfully sung. The beat is dynamic, and should bring this song to all pop markets. Great guitar work throughout.

TOM SCOTT (Ode 66121)

Time And Love (3:10) (Antisia — ASCAP) (R. MacDonald, W. Slater)

Tom Scott, studio and tour back-up wizard, has come up with a tightly constructed MOR jazz tune. The first part is slow, almost languorous, with two horns bouncing the melody lines off of each other. A slick rhythmic shift follows midway, the drums kick-up the beat, and Scott gets a chance to wail. As always, his tone and phrasing is impeccable, and there's some fine keyboard work here. A must add for FM progressives and jazz stations.

TOM SULLIVAN (ABC 12174)

Yes, I'm Ready (3:30) (Dandelion/Stillran — BMI) (B. Mason)

Tom Sullivan is the gentleman who sang the Star Spangled Banner at the start of this year's Super Bowl. His talents are not limited to anthems, however, as this tune shows off his considerable powers as a vocal stylist. The song is beautifully produced, Sullivan's voice is high, moving and sweet; he can really handle a ballad. MOR, FM.

JOHN MILES (London 5N-20086)

Music (5:52) (Velvet/Rak — PRS) (Miles)

Miles has come up with an excellent single. The tune is sophisticated, really a musical gem. The rhythms are fully orchestrated — it's a good song to dance to. Look for this one to show up on FM progressives. "Music was my first love," Miles sings, and apparently his sentiments have not changed.

BILL COSBY (Capitol P-4258)

Yes, Yes, Yes (3:22) (Turtle Head — BMI) (S. Gardner, B. Cosby)

At first listen this sounds like a serious r&b offering, with slick production and back-up female singers. Cosby's voice, however, is so low that the mood created is actually hilarious. The lyric is excellent parody, with Cosby chanting "right on, right on, right on." This will get played as a novelty on r&b and FM stations, and, through Cosby's wide-spread reputation, get some AM play too.

CROWN HEIGHTS AFFAIR (DeLite DEP-1581) (Dist: Pip)

Foxy Lady (3:30) (Delightful — BMI) (F. Nerangis, B. Britton)

The beat of this song is established in the first measure and never lets up. The drummer is working overtime in this funk offering. There's a synthesizer fill that's a hook through repetition of a haunting figure. Look for this one to make a strong r&b showing.

JOHNNY NASH (Epic 8-50219)

(What A) Wonderful World (3:11) (Kags — BMI) (H. Alpert, L. Alder, S. Cooke)

An interesting cover of a classic tune. Nash shifts the rhythms around, experiments with the phrasing, and what emerges is something his very own — it's almost a new song. Should get pop, MOR, and FM progressive airplay.

KEITH CARRADINE (ABC 12117)

I'm Easy (2:59) (Lion's Gate/Easy — ASCAP) (K. Carradine)

Carradine recently won an Academy Award for this song from the movie "Nashville." It's a beautiful ballad. Carradine accompanies himself with fingerpicked guitar. An economical but effective back-up was provided by producer and arranger Richard Baskin. Because of the award the tune is being re-serviced and should find a spot on many playlists, and solid home on the pop charts.

DANE DONOHUE (Columbia) (No number available)

I'm Easy (3:08) (Lion's Gate/Easy — ASCAP) (K. Carradine)

Donohue has taken the Carradine song and turned it in a slightly country direction. A barroom sounding piano has been added to the top, and backing vocals complete the mood. This one will be added to country spots, and it will be interesting to see how these two compete for their share of pop play.

PAUL DELICATO (Artists of America AOA-120)

It's The Same Old Song (2:45) (Stone Agate — BMI) (Holland, Dozier, Holland)

Delicato has come up with another single from his "Cara Mia" LP and it's a winning cover of a classic song. The voices are exuberant, full, and supercharged with emotion. Delicato has an interesting style that adapts itself to many genres, and this tune should get a good shot at top 40 radio, and MOR stations.

THE TUFANO & GIAMMARESE BAND (Ode 66122)

Times Change (3:35) (India — ASCAP) (Tufano, Giammarese)

The opening chords of this tune make you stop and think, and the rest of the song follows suit. This is a professional offering, in the pop/MOR vein, and should be picked up by radio stations that lean in those directions, and FM progressives as well. There's a horn fill that's a hook in itself.

TRET FURE (Joyce 102-A)

It Doesn't Matter Anymore (2:45) (Unichappell — BMI) (Hall, Allen)

The opening strains of this record by a talented new artist sound a little bit like Beatles circa 1969. Then the tune drifts into a country-pop vein, and Fure handles the vocals with confidence and poise. The chorus is a hook; it sticks in the memory. The production is by Morgan Cavett who also produced the first Captain and Tennille record. MOR and pop stations should check this out. Fiip: It Isn't Always Love (3:03).

STEVE WIGHTMAN (Farr FR-003-A)

You Know The Feelin' (2:45) (Carmela Music — SESAC) (S. Wightman)

Wightman has a pleasant voice, reminiscent of some Eagles lead vocals, and has written a catchy tune to go with it. The song is already achieving a large measure of success in the Northeast, and the slick production will take this to all pop and MOR markets.

THE CHAMPS' BOYS ORCHESTRA (Janus J-259)

Tubular Bells (3:10) (Almo — ASCAP) (Mike Oldfield)

Janus Records picked up this song after hearing it at this year's MIDEM conference, and it's easy to see why. The band takes the haunting Oldfield melody (remember the Exorcist?) and lays it over a powerful rhythm base, with full production. Should be a smash in the discos, and would be a smart add to FM and AM programming.

SCOTT KEY (Pyramid P-8002)

Town Cryer (2:17) (Planetary/Karolann — ASCAP) (D. John)

A bicentennial spoof by a fellow suspiciously named. The record is in the interview format, with the town crier asking questions of various 18th century luminaries — Ben Franklin and Paul Revere among them. The responses are in the form of songs — snatches of recent top 40. Should get some play in MOR markets, and FM progressives will latch onto this for a good laugh.

SIR WALES WALLACE (Now Sound NS-101)

People Sure Act Funny (When They Get A Little Money) (3:18) (Tranchell-Growth/Philomela/Unichappell — BMI) (L. Simon, L. Brownlee)

This tune jumps right at you! The Philadelphia sound is prevalent, and in fine form here. Sir Wales is an excellent singer; he knows how to phrase for the most effect. The horns and back-up singers give the tune an extra push. Program directors: check this one out, it's filled with hooks.

I SANTO CALIFORNIA (Laurie LR 3640)

Tornero (3:33) (Tro-Essex — ASCAP) (I. Polizzy, C. Natili, M. Ramoino)

This is a ballad that builds in intensity as the needle moves through the grooves. Backing vocals lend the feeling of a full chorus, and the lead vocal, sung in Spanish, is beautiful. This will certainly get MOR and Latin-oriented airplay.

LONNIE YOUNGBLOOD (Calia CAS 109)

Let My Love Bring Out The Woman In You (3:20) (Sherlyn — BMI) (C. Reid)

Lonnie Youngblood's voice is edged with roughness, and he uses it on this single to make more than a few emotional points. It's an uptempo love ballad that should find a place on many r&b and pop playlists. Great production, and the playing, especially the sax work, is accomplished.

ROGER WHITTAKER (Victor KMBO-5025-A)

Mon Pays Bleu (3:10) (No licensing info.) (R. Whittaker)

This Canadian recording begins with a touch of baroque, and then Whittaker's voice comes in, deep and expressive. The song is in French, but no matter, the melody is beautiful. Look for this one to pick up adds on many MOR stations.



Loggins & Messina
Gary Wright
Cecilio & Kapono

THE FORUM, L.A. — A reviewer gets a good idea of the size audience a group will pull by the number of requests received from friends for tickets. In the case of Loggins & Messina, the telephone rang fairly consistently from the announcement straight up to the concert date. Unfortunately (for my friends) I was unable to secure a hoard of passes. When I got to the Forum it became obvious that the event had been sold out good and proper.

A good and proper sell-out at the Forum means 18,000 seats — a damn good turnout on a school night. On that note, L&M demonstrated a little "night class" with a performance ranging from the smooth, easy-going, honey-throated melodies that appeal to their widest audience, right through a sort of countrified jazz incorporating flutes and horns and fiddles and mandolins — the kind of stuff that grabs you by the rhythm and makes you dance where there's no room to move.

Drawing from their seven Columbia LPs, L&M found its heaviest response, of course, in the chart monsters which have elevated the duo to superstar proportion: "Your Mama Don't Dance," "Danny's Song," "Love My Music," "Angry Eyes" and some super-popular album cuts such as "Vaheveilla."

The pair were backed by a tightly-knit band consisting of Jon Clarke and Vince Denham on horns, Woody Chrisman on

violin, Doug Livingston on Keyboards and steel-pedal guitar, George Hawkins on bass and drummer Willie Ornelas.

Again, Loggins & Messina are a powerful concert attraction and they deliver the goods.

Second on the bill was Gary Wright, whose single "Dream Weaver" recently hit #1 on the **Cash Box** singles chart. Wright played forty minutes' worth of material from his Warner Bros. LP "The Dream Weaver" and sprinkled the set with a couple of tunes he had written earlier in his career as a member of Spooky Tooth. An encore was demanded and received in the form of "Love Is Alive," Wright's followup single to his so-far greatest hit. Basically drums and synthesizers, Gary's only other accompaniment is his high energy and happy attitude which couldn't help but be contagious.

Opening the evening were Cecilio & Kapono, another Columbia team whose next album is to be produced, it is said, by Jim Messina. During the break between C&K and Wright, there was a good deal of talk about what a surprise it was to see Cecilio & Kapono on the program, as little advance notice had been given. Those who did arrive to catch the opening act, however, were very much taken, especially with C&K's latest single, "About You," which is a blockbuster in Hawaii, the cosmopolitan crossroads from which the two hail.

s.f.

Laura Nyro
John Hammond

CARNEGIE HALL, NYC — It was an evening of joy and warm vibes for Laura Nyro's return to the New York stage after a five year hiatus. Because the evening was a special event, the concert was broadcast simultaneously by WNEW-FM in New York and WBCN-FM in Boston.

Warming up the audience was John Hammond, displaying his fine acoustic and dobro work on such songs as "Wang Dang Doodle" and "Drop Down Mama."

After a brief intermission, Ms. Nyro appeared in a long flowing gown to a house full of roaring devotees. Laura opened her set on acoustic guitar with "Stormy Love," one of the more poignant tracks from her new Columbia album, "Smile." As she moved to the piano, her band of some of New York's finest took hold of the music. Michael Maneri, ace vibist,

soiled with melodic ease on "Money," one of the finer moments of the evening.

Laura brought back great memories with excellent updated versions of "And When I Die," "The Confession" and "Sweet Blindness." Her voice was in full form this evening, weaving beautiful tonal colors in musical accord.

Fine instrumental breaks were performed by John Tropea and Andy Newmark on guitar and drums respectively during "Timer" from the "Eli And The Thirteenth Confession" album; also exceptional was Richard Davis' bass solo on "Smile." Ms. Nyro graciously came back with four encores to a most satisfied audience. Her down to earth attitude and performance proved she has come back stronger than ever.

s.y.s.

Anthony Braxton

CONCERTS BY THE SEA, REDONDO BEACH — Anthony Braxton, until recently, has been primarily an underground legend. He has consistently been a critics' favorite; he has gathered, over the years, a number of prestigious jazz awards. He's played with Chick Corea in a band called Circle, and has made what might be the definitive solo saxophone record — "For Aito." His recent signing with Arista has brought him the recognition he deserves.

Braxton played a number of instruments — flute, contrabass clarinet as well as sax. The songs were careful and creative explorations into melody, tone, and rhythm.

Anthony Braxton has assembled an excellent band. Dave Holland plays bass — his work is on a par with that of Ron Carter and Stanley Clarke. In the more improvisatory pieces he managed to echo Braxton's complex lines with a bowed bass — each note was clear and full of emotion. Philip Wilson is a new ad-

dition, on drums, and handled the job like a veteran. In Braxton's polyrhythmic compositions Wilson was more than just a timekeeper; his delicate touch on different percussion instruments seemed to enhance the melody. Leo Smith rounded out the quartet, on horns. His trumpet playing was fascinating; he and Braxton bounced tonal ideas off of each other like blood brothers playing furious ping-pong.

The mood shifted a number of times in each tune. Braxton would lean his head back and wail some fast, fluid melody line, each note seemingly shot of the alto's bell, and the rest of the band would respond and give Braxton something new and different to work with. Then the piece would spiral down to a calmer passage, perhaps just a recorder and sax trading off harmony and melody.

Some people will say that Anthony Braxton has arrived. He probably won't care, though. He'll just keep on playing.

j.m.

Boz Scaggs

THE ROXY, L.A. — The neon version of Boz Scaggs lit the back of the club. The real Boz Scaggs, however, worked his power on the whole place, bringing his special brand of soul to The Roxy Theatre last week.

After a long wait, the funky strains of "Lowdown" filled the air, and the curtain went up to reveal Scaggs' ten-member backing band, scattered between the large chunks of greenery that decorated the stage. Then Scaggs appeared, strapped on his guitar, and started singing the tune, drawing attention to the intricacies of this new song with his unusual timbre and phrasing.

Scaggs' voice is really one of the wonders of rock 'n' roll. Like Jackson Browne, Boz Scaggs has a sound that is immediately recognizable and pleasing. What's more, he is aware of his voice as an instrument, and makes professional use of what some other guitar players/singers just use for filler, adornment.

The set continued with selections from Boz Scaggs' three Columbia LPs, primarily drawn from his latest, "Silk Degrees." "I was nervous at the airport," Scaggs told the audience, "I was nervous at the sound check, and I'm nervous now." His nervousness, however, did not matter in the least. His timing was always right on the mark. Whether it was a guitar fill, or a vocal punctuation, Boz Scaggs knew just what to do, and when to do it.

The band was also remarkable. With eight musicians and two back-up singers it is all too easy to end up with a sloppy, mis-directed sound. All the members of Scaggs' group were excellent players, particularly the rhythm section of David Paich on keyboards, Jeff Porcaro on drums, and David Hungate on bass. Steve Porcaro also did a great job with synthesizers. The band had a clear vision of its goal, and each member was acutely aware of his individual responsibilities.

Boz Scaggs has been, for a long time, a respected artist always on the verge of a national breakout. It's obvious, now, that this new album and solid stage show will push him over the edge.

j.m.

Archie Bell & The Drells

TOTAL EXPERIENCE, L.A. — "Hi everybody, I'm Archie Bell and these are the Drells of Houston, Texas. Down here we dance just as well as we walk." And from the moment that happened it was mellow smooth dancing and down-home soulful singing by Archie Bell and the Drells.

The group has been together since 1960 and it was very evident that they have it together. Wearing skintight white suits with rhinestoned brown belts embroidered on the sides of the legs added a special dash of excitement when the guys got down.

Archie and the Drells worked out to "I Could Have Danced All Night," "Soul City Walk" and their current smash "Let's Groove," which are tunes off their latest LP "Dance Your Troubles Away" on Philadelphia International.

One of the high-lights from the show was when Archie had a couple of lovely ladies come up from the audience to help him out on the "Tighten Up." The sisters showed Archie some new moves.

"Kung Fu Fighting" was another interesting selection in their repertoire. The guys resembled Bruce Lee and Jim Kewey as they glided through ballet-like kung-fu moves during the number. The Drells band was super playing that funky Houston music.

j.l.

Supertramp

SANTA MONICA CIVIC — From the moment the harmonic riff began on "School" the mounting tension and energy of the audience exploded into a frenzy. The rest of the evening was one big ball of energy with good times and good vibes for all.

Supertramp composed of Richard Davies, Roger Hodgson, Dougie Thompson, John Helliwell and Bob Berg are hot. Each time the band struck the first chord to a new number the crowd already knew what the tune was and began to party.

Supertramp does not get into flashy lighting and gimmicks. Their musicianship was so brilliant and developed to such a high degree that really nothing else was needed. Every number was impeccable from start to finish. "Bloody Well Right," "Sister Moonshine," "Lady," "Dreamer," "Rudy," "Ain't Nobody But Me" and "Hide In Your Shell" were just a few of the selections that helped create the electronic symphony that was happening inside the arena.

They closed their extraordinary show with "Crime Of The Century," complete with the chilling projection on screen. Supertramp should definitely be rated as one of the finest bands produced in the seventies world of rock.

j.l.

Ace
Dirk Hamilton

ROXY THEATRE, L.A. — The emergence of the bar band in popular music is an interesting phenomenon, and Ace is a prime example. The band is quite competent musically — they have achieved an interesting blend of American funk and English blues over a period of years.

The show at the Roxy was excellent in all respects but one — Ace lacked any real stage presence or personality. There was no cohesive feeling to the set. One felt, at times, that the band's main interest was to project a background sound.

However, the sound, background or not, was good. All members of the band displayed professional musicianship on their respective instruments. Vocals were clean, if a trifle lacklustre, and projected well. The highlight of their set was "How Long," the gigaritic hit single for them. "Rock 'n' Roll Runaway" set another spark in the Roxy crowd. The band must learn how to maintain that spark if they are to continue the success they've had with their ABC recordings.

Opening the show for Ace was another ABC act, Dirk Hamilton. Usually new artists making their Los Angeles debut perform six or seven songs from their first LP and that's it. Hamilton, on the other hand, displayed five or six new songs, along with only a handful from his album. And it worked. The tunes were in a mixed bag — folk, jazz and rock; all performed with energy and consummate taste. A unique stylist who will doubtless be compared to the likes of Van Morrison, Springsteen and Dylan, Dirk Hamilton sang in a voice that was edged with raw beauty. His phrasing was always interesting — he took big vocal chances that often paid off.

Completely relaxed on stage, it was obvious that Hamilton had been around and knew how to deal with an audience. His timing was right on the mark. When a group of people in the back of the club became too obnoxious to handle, Hamilton said, "Look, this is my job. I don't come to your job in the morning and knock the shovel out of your hands." Before the laughter had died, Dirk Hamilton was already into the song, and the people were quiet and listening.

j.m.

WEDDING ALBUM — Leon & Mary Russell — Paradise PA 2943 — Producer: Bobby Womack — List: 6.98

Rock superstar Leon Russell displays his softer side on this album accompanied by his new wife, Mary (McCreary). The tunes show Leon leaning in a jazz-soul direction, with some tasty vibes, reeds and a variety of percussion licks. Mary's vocals provide an effective counterpoint to Leon's and together the two blend in a pleasing offering. Cleanly produced by Bobby Womack, who also lends his musical expertise as a player, the LP is a strong offering to both the AM-pop and FM markets with many selections being well suited to r&b play. Top cuts include "Paradise" and "You Are On My Mind."



CHEYENNE'S COMIN' — Cheyenne — Shadybrook SB 33-002 — Producer: Gene Russell — List: 6.98

"Cheyenne's Comin'" is a tasty offering in the jazz-funk genre which features a tight horn section that builds a strong foundation for the singers: Cheyenne Fowler, Shelly Johnson, Kimberly Boyer and Richard Howell. The tunes often take on a funky-disco feel, like the title cut, which features some punchy clavinet riffs by Clarence Bell. Cheyenne can also come across well with the smooth jazz feel of "Groovin' With You," a tune which showcases their fine reeds. Watch this album for potential progressive, MOR and some limited pop airplay.



FREE AND IN LOVE — Millie Jackson — Polydor SP 1-6709 — Producers: Millie Jackson, Brad Shapiro — List: 6.98

Millie Jackson lends the power of her soulful vocal posturings to an album of material ranging from the lilting disco feel of "A House For Sale" to a belting cover of the Bad Company tune, "Feel Like Making Love." Credit must be given to the clean yet unobtrusive presence of background singers Rhoads, Chalmers and Rhoads and the tight, effective application of a clean string section. The tunes should find wide acceptance on r&b and pop stations with special attention being paid to the growing demand for disco tunes, several of which there are on this LP.



CHOCOLATE MOUNTAIN — Wilson Pickett — Wicked Alb 9001 — Producer: Brad Shapiro — List: 6.98

Soul superstar of the sixties, Wilson Pickett, has produced an album which should re-establish him as a leading soul-pop artist. Selections vary from the straight soul of "I'm Gonna Do It All Over" to the pop possibilities of his punchy cover of the Sedaka-penned Captain and Tennille hit, "Love Will Keep Us Together." Pickett's treatment of the varied material makes for an album whose airplay possibilities cover r&b, pop and MOR.



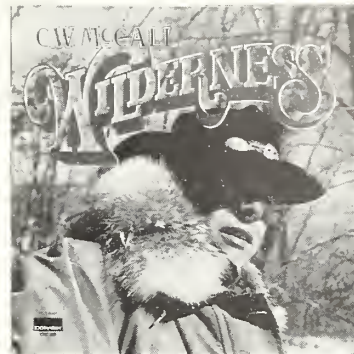
POUSETTE-DART BAND — Pousette-Dart Band — Capitol ST-11507 — Producer: Norbert Putnam — List: 6.98

With their premiere album, ably produced by Nashville notable Norbert Putnam, the Pousette-Dart Band comes across as something more than just another country-pop ensemble. The opening track, "What Can I Say," clearly enunciates their clean lines, while "Dancer" and "Woman In My Dreams" lend an acoustic/electric flow that reveals heavy airplay potential. For those lovers of the ultra-bright Eagles sound or any listener who likes his music simple yet richly shaded, the Pousette-Dart Band is an album which should meet these needs in the AM/pop marketplace.



IAN LLOYD — Ian Lloyd — Polydor PD 1-6066 — Producers: Gregg Diamond, Ian Lloyd — List: 6.98

Ian Lloyd's soaring vocals float on top of a strong rhythm section all of which is carried across by very tight, dramatic horn arrangements. The tunes bear a very definite pop-rock feel making them highly accessible to AM audiences while the effective use of some jazz instrumentation and clean production work will open doors in more contemporary markets. An overall air of British pop pervades the album and some tunes, like "Let Me Down Easy," will appeal to FM programmers. "Oh Let Me In" and "Sensations" are hot AM shots.



WILDERNESS — C.W. McCall — Polydor PD-1-6069 — Producers: Don Sears, Chip Davis — List: 6.98

In his colloquial way, C.W. McCall relates stories about trucks, cats, hippies and the wilderness. Some tunes are big production pieces, replete with extravagant orchestration and full backing choir while some cuts reveal a simpler side of McCall, like "Roy," a 35 second ode to his good ol' cat that dogs got. Watch for a possible repeat of his incredible "Convoy" success with "There Won't Be No Country Music (There Won't Be No Rock 'N' Roll)," a poignant appeal to save the vanishing wilderness.

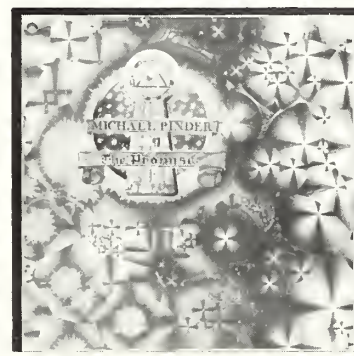
TALES OF MYSTERY AND IMAGINATION — Edgar Allan Poe — The Alan Parsons Project — 20th Century T-508 — Producer: Alan Parsons — List: 6.98

The Alan Parsons project has taken on an ambitious project indeed. The LP is a musical interpretation of some of Edgar Allan Poe's most notable works — and Parsons is certainly equal to the task. He has produced albums for Wings, Steve Harley and Cockney Rebel, and the Hollies, to name but a few. The album is an immaculately produced excursion into the dream-like realms of thought in which Poe resided, featuring a cast of 200 musicians. The gargantuan effort will find a comfortable spot on FM playlists while AM programmers should give a listen to "(The System of) Doctor Tarr and Professor Fether." Parsons also grapples with the likes of "The Raven" and "The Cask Of Amontillado."



THE PROMISE — Michael Pinder — Threshold THS 18 — Producer: Michael Pinder — List: 6.98

In this tasty solo effort Michael Pinder establishes himself as a viable solo artist. Pinder, late of the Moody Blues, displays his many talents filling the roles of writer, producer, arranger, engineer and multi-talented musician. The songs bear a light jazz feel with pleasing vocal lines which should make it a popular play in the MOR market. Some progressive airplay can also be expected though the tunes really do not lend themselves to pop play, where many of Pinder's Moody Blues followers are.



LOVE TALK — James Gilstrap — Roxbury RXL 125 — Producer: Wes Farrell — List: 6.98

In his second offering, Jim Gilstrap provides enough disco music to keep the disco crowd satisfied for a long time, 14:11 on side one, in fact. The icy cleanliness of this long track is enticing, and the cut could easily be sliced into shorter, more highly marketable segments. Side two offers us, what else?, more disco, of course. Of the three tunes on this side, Gilstrap's slick cover of the Todd Rundgren hit, "Hello It's Me" is by far the best and should appeal to easy listening as well as pop audiences.



THE BEST OF W.C. FIELDS — W.C. Fields — Columbia CG 34144 — Producer: Bruce Lundvall — List: 6.98

This album represents the immortal comedian, W.C. Fields, at his absolute best. It features excerpts from his early radio days with Don Ameche, Edgar Bergen and Charlie McCarthy, and many skits which were adapted for radio by Fields from his film experiences. Highlights include: "The Pharmacist," "The Temperance Lecture," "The Skunk Trap" and "Strike Up The Band (A Fieldians Commercial)."



CONSIDER THE SOURCE — Creative Source — Polydor PD 1-6065 — Producer: Brad Shapiro — List: 6.98

"Consider The Source" is a solid offering in the disco-funk vein. The tunes are slick and funky, with just enough emphasis on the staccato guitar riffs which punctuate the vocal lines with clean expertise. Tunes cover a wide range of feelings — some featuring male lead vocals, while others showcase the female vocalizations. Fine offering for the r&b and disco-pop markets, with "Under Your Spell" and "Good Lovin' Is Good Lovin'" standing out as top picks.



r&b ingredients

Chelsea Records is going to burn up the airwaves with their latest LP "Love Talk" by James Gilstrap, produced by Wes Farrell and arranged by Gene Page. Wait till you see the cover. It makes the "Honey" LP cover look tame. "Love Talk" is on side A and side B includes "Move Me," "Never Stop Your Loving Me (Never Stop)" and Todd Rundgren's "Hello It's Me." This LP will definitely shake up your head.

The Trampms (Stanley Wade, Harold Wade, Jimmy Ellis, Robert Upchurch and Earl Young) came up to the Cash Box offices last week to chat. They have another killer on their hands with "Where All The Happy People Go." Their new LP, same title, will be out shortly and from inside reports should be sensational. The group is originally from Philadelphia and began a decade ago. Earl Young, who acts as spokesman for the group, said the guys sang on corners when they started out. "We would sing on corners and this cop would always come and chase us away. He constantly told us that we would amount to nothing but tramps. So when we started doing some gigs we decided to call ourselves the Trampms just to show the man that we were for real. Before being known as the Trampms we were called the Volcanos." Earl also added that the group is into all forms of music but that they personally like doing songs that are uptempo and that tell a real life love story. "We like to direct our energies to the people out there who follow us." Their first big single, "Zing Went The Strings Of My Heart," is the theme song for the kiddie show "Wonderama." Another hot tune off their new LP will be a little thing called "Disco Party." The Trampms are also set to do a lot of television in the near future. . . . Aretha Franklin has left Queen Booking Agency and has signed with Regency Artists. . . . Ashford & Simpson, who have a smash on their hands with "It'll Come, It'll Come, It'll Come," are set to make an appearance on Don Cornelius' Soul Train.



MOTOWN DEE JAY WINNERS — Motown recently held a Disco-O-Tech Dee Jay Contest and Rich Pampinella, dj at the Hippopotamus in New York and Ted Cleveland, dj at several L.A. clubs, won. Shown above in foreground are Rich and Ted. Back row left to right are: Skip Miller, Motown a&r, Jess Levitt, Cash Box, Tom De Pierro, Motown disco promotion coordinator and John Mankiewicz and J.B. Carmicle of Cash Box.

The Parliament LP "Mothership Connection" just went gold last week. The zany fellows have another monster coming up with "Tear The Roof Off." . . . The Spinners, with nine gold records to their credit, are currently in Tacoma, Washington with producer Thom Bell recording a new LP. No title or release date as of yet. After that they will rest awhile and then hit the concert trail in May with dates at Painters Mill and Westbury, Long Island. They will also be singing the National Anthem May 15 at the Preakness Race. In June they will be at Pine Nob in Detroit, where they will share the stage with Casablanca's Donna Summer. . . . Gene Shore, formerly of Gemini Artists, is now booking acts for Regency Artists. . . . Shadybrook Records has another winner with the release of "Cheyenne's Comin'." The LP was produced by Gene Russell and the eight-piece Cheyenne Band combine jazz and soul with dashes of funk and spunk. Hot cuts are "There's No Longer Two For Us," "Cheyenne's Comin'" and "I Don't Speak With Forked Tongue."

Johnny Nash has come up with another smash entitled "Wonderful World." Watch this one climb. . . . General Johnson, hot on the charts with "All In The Family," is currently in the studios working on his first LP for Arista. . . . John Klemmer is back in the studio to record the follow-up to his smash "Touch" LP. He will again be teaming with Stephan Goldman. . . . Miles Davis has released a single from his latest LP "Agiarta." "Theme From Jack Johnson" and "Maiysha" will cool everybody out. . . . R&R Records has come up with a winner. It's by Bobby Williams and is entitled "Everybody Needs Love Sometime."

Marlena Shaw was hot, hot, hot at the Playboy Club in L.A. The silky songstress put on one hot and nasty set. Marlena has a new LP coming called "Just A Matter Of Time" which was produced by Bert deCoteaux. Bert is also very hot at the moment. His latest can be heard on the new Bloodstone single "Do You Wanna Do A Thing." Marlena's new single is "It's Better Than Walkin' Out," which is going to be a monster. A highlight in Marlena's show was when she did "Go Away Little Boy." The sister got down and did some talkin'.

Speaking of ladies, Esther Phillips was in town at the Concerts At The Grove, where she put on a very soulful and moving show. Her new LP is hot. . . . Cash Box wants to offer its deepest condolences on learning of the death of the very fine gospel singer Gloria Spencer. Gloria, who recorded on Nashboro Records, will surely be missed by all her fans. . . . Kessler-Grass Management have announced the signing of Motown recording artists The Originals to an exclusive management contract. A new single entitled "Touch" will be out shortly with the group scheduled to begin a northeastern tour beginning in Portland, Oregon April 20. . . . O.J. Jones, the main man on the southern disco scene, called in to say that "Soul Dog" by Soul Dog on Amherst Records is happening. "It's a super funky 'Convoy' record and it's too cold." . . . Gary Gotham called in from New York to say that Jimmy James & The Vagabonds have a smash with their latest single "I'll Go Where Your Music Takes Me." It's tearing the roofs off the discos.

Kellee Patterson recently returned from Indianapolis where she performed on the local "March of Dimes Telethon." When Kellee sang her latest single on Shadybrook, "I'm Going To Love You Just A Little Bit More Baby," the phone lines went crazy with pledges. Over \$50,000 was raised that day. . . . IX Chains, Mainstream and Brown Dog have come up with some very funky singles. Ones to watch include "(Don't Cha Wanna)

continued on pg. 36

TOP 50 R&B ALBUMS

| | | | | | |
|----|-------------------------------------------------------------------------------------|----|----|--------------------------------------------------------------------------------------------------------------|----|
| 1 | EARGASM Johnnie Taylor (Columbia PC 33951) | 1 | 27 | REFLECTIONS OF A GOLDEN DREAM Lonnie Liston Smith & The Cosmic Echoes (Flying Dutchman BDL 1-1460) | 36 |
| 2 | RUFUS FEATURING CHAKA KHAN (ABC ABCD 909) | 2 | 28 | RAISING HELL The Fatback Band (Event EV 6905) (Dist: Polydor) | 26 |
| 3 | BRASS CONSTRUCTION (United Artists UA LA 545G) | 4 | 29 | LEE OSKAR (United Artists UA LA 594-G) | 34 |
| 4 | MOTHERSHIP CONNECTION Parliament (Casablanca NBLP 7022) | 3 | 30 | SMOKEY'S FAMILY ROBINSON Smokey Robinson (Tama T6-341S1) | 25 |
| 5 | DIANA ROSS (Motown M8-861S1) | 7 | 31 | FEELS SO GOOD Grover Washington Jr. (Kudu KU 24) | 31 |
| 6 | GRATITUDE Earth, Wind & Fire (Columbia PG 33694) | 5 | 32 | ROMANTIC WARRIOR Return To Forever (Columbia PC 34076) | 40 |
| 7 | WAKE UP EVERYBODY Harold Melvin & The Blue Notes (Phila. Int'l. PZ 33808) | 6 | 33 | AMIGOS Santana (Columbia PC 33576) | 42 |
| 8 | LOOK OUT FOR #1 Brothers Johnson (A&M SP 4567) | 11 | 34 | COME AS YOU ARE Ashford & Simpson (WB BS 2858) | 45 |
| 9 | CITY LIFE The Blackbyrds (Fantasy F9490) | 8 | 35 | BREEZIN' George Benson (Warner Bros. BS 2919) | 47 |
| 10 | I WANT YOU Marvin Gaye (Tama T6-34251) | 13 | 36 | MYSTIC VOYAGE Roy Ayers Ubiquity (Polydor PD 6057) | 30 |
| 11 | LOVE AND UNDERSTANDING Kool & The Gang (DeLite DEP 2018) | 14 | 37 | JEALOUSY Major Harris (Atlantic SD 18160) | 38 |
| 12 | DANCE YOUR TROUBLES AWAY Archie Bell & The Drells (TSOP PZ 33844) | 9 | 38 | SECOND CHILDHOOD Phoebé Snow (Columbia PC 33951) | 39 |
| 13 | FULL OF FIRE Al Green (Hi SHL 32097) | 15 | 39 | BLACK MARKET Weather Report (Columbia PC 34099) | 41 |
| 14 | HE'S A FRIEND Eddie Kendricks (Tama T6-343S1) | 10 | 40 | TRUCKLOAD OF LOVIN' Albert King (Utopia BUL 11387) | 44 |
| 15 | WINGS OF LOVE Temptations (Gordy 971) (Dist: Motown) | 20 | 41 | THE BEST OF GLADYS KNIGHT & THE PIPS (Buddah BDS 5653) | 35 |
| 16 | FAMILY REUNION The O'Jays (Phila. Int'l. PZ 33807) | 12 | 42 | THE SALSOUL ORCHESTRA (Salsoul Records SZS 5501) | 28 |
| 17 | WHEN LOVE IS NEW Billy Paul (Phila. Int'l. PZ 33843) | 17 | 43 | FEEL THE SPIRIT LeRoy Hutson (WB CU 5010) | 32 |
| 18 | GROOVE-A-THON Isaac Hayes (ABC ABCD 925) | 18 | 44 | SHOWCASE The Sylvers (Capitol ST 11465) | 46 |
| 19 | A LOVE TRILOGY Donna Summer (Oasis 5004) (Dist: Casablanca) | 23 | 45 | THE LEPRECHAUN Chick Corea (Polydor PD 6062) | 49 |
| 20 | LET THE MUSIC PLAY Barry White (20th Century T 502) | 16 | 46 | TROPEA John Tropea (Mercury SRM 1-1049) | — |
| 21 | DISCO-FIED Rhythm Heritage (ABC ABCD 934) | 24 | 47 | SPINNERS LIVE Spinners (Atlantic SD 2-910) | 27 |
| 22 | MOVIN' ON Commodores (Motown M848S1) | 21 | 48 | RISE AND SHINE! Kokomo (Columbia PC 34031) | — |
| 23 | TURNING POINT Tyrone Davis (Dakar DK 76918) | 19 | 49 | ODYSSEY Charles Earland (Mercury SRM 1-1049) | — |
| 24 | SILVER CONVENTION (Midland International BKL 1-1369) | 29 | 50 | LET YOUR MIND BE FREE Brother To Brother (All Platinum 7015) | — |
| 25 | INSEPARABLE Nataie Coie (Capitol ST 11429) | 22 | | | |
| 26 | STRETCHING OUT IN BOOTSY'S RUBBER BAND Bootsy's Rubber Band (WB BS 2920) | 33 | | | |

soul waves Rap On

Chuck Smith, program director at KKDA feels that the restricted playlist is dying. "Tight playlists aren't getting it done. I talk with high school students and housewives all the time and they always complain about hearing the same music over and over. I think that things have to be more creative. For example, I like Al Green and the O'Jays however I don't believe that you have to hear them every hour. To me a good music mix is superior to any individual song."

Ernest James, program director at WBMX in Chicago feels that too many jazz artists are being influenced by the disco syndrome. "Eighty percent of the records coming out now are disco oriented and it is becoming a little boring. I always think there will be fast records but I still think there is more room and a desire by radio listeners for good ballads and mood music."

Joe Fisher, program director at WCKO said he feels that the disco thing has about run its course. "Personally, my jocks and myself are very bored by the same disco sound with strings. I'm noticing from the disco situation down here that people are requesting more ballads and inbetween fast ones. I think that by summer we will drop our disco format."

Jerry Fletcher, program director at WZTQ said that he is noticing more and more soul and disco records on the top 100 charts. "The people in my area still want to dance and even though some of the tunes are repetitious I think the people down here are still getting off on the disco thing."

Robert Scott, program director at KYAC said the disco thing has peaked. "Instead older r&b styles are starting to come back. Good ballads and the records by such groups as Love Committee, Heaven & Earth and Dorothy Moore are popping up the charts. Good old r&b has returned with its funky beat rather than the disco beat. Music

continued on pg. 42

CASH BOX TOP 100 R&B

April 17, 1976

| Rank | Artist | Title | Label | Weeks |
|------|-------------------------------|------------------------------------------------------------|---------------------------|-------------------|
| 1 | Johnnie Taylor | DISCO LADY | Columbia 3-10281 | 4/10 |
| 2 | Dorothy Moore | MISTY BLUE | Maiaco 1029 | 2 |
| 3 | O'Jays | LIVIN' FOR THE WEEKEND | Phila Int'l. ZS 8-3587 | 5 |
| 4 | Eddie Kendricks | HE'S A FRIEND | Tamla 54266 | 3 |
| 5 | The Blackbyrds | HAPPY MUSIC | Fantasy F762 | 4 |
| 6 | Archie Bell & The Drells | LET'S GROOVE | TSOP ZS 8-4775 | 6 |
| 7 | Al Wilson | I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN) | Playboy P6062 | 9 |
| 8 | Bobby Womack | DAYLIGHT | United Artists UA XW 763Y | 8 |
| 9 | Rufus featuring Chaka Khan | SWEET THING | ABC 12149 | 7 |
| 10 | Billy Paul | LET'S MAKE A BABY | Phila Int'l. ZS 8-3584 | 11 |
| 11 | David Ruffin | HEAVY LOVE | Motown M 1388F | 16 |
| 12 | Silver Convention | GET UP AND BOOGIE | Midland Int'l. 10571 | 27 |
| 13 | Brass Construction | MOVIN' | UA XW 755-Y | 23 |
| 14 | Willie Hutch | PARTY DOWN | Motown M1371F | 17 |
| 15 | Tavares | THE LOVE I NEVER HAD | Capitol 4221 | 18 |
| 16 | Kool & The Gang | LOVE AND UNDERSTANDING (COME TOGETHER) | DeLite DEP 1579 | 19 |
| 17 | The Tymes | IT'S COOL | RCA PB 105611 | 21 |
| 18 | Harold Melvin | TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY | Phila Int'l. ZS 8-3588 | 22 |
| 19 | Ohio Players | FOPP | Mercury 73775 | 10 |
| 20 | Diana Ross | LOVE HANGOVER | Motown M 1392F | 47 |
| 21 | Fatback Band | SPANISH HUSTLE | Event EV 299 | Dist Polydor |
| 22 | Sylvers | BOOGIE FEVER | Capitol 4179 | 14 |
| 23 | Gladys Knight & The Pips | MAKE YOURS A HAPPY HOME | Buddah BDA 523 | 26 |
| 24 | Mighty Clouds of Joy | MIGHTY HIGH | ABC 12164 | 15 |
| 25 | Earth, Wind & Fire | CAN'T HIDE LOVE | Columbia 3-10309 | 38 |
| 26 | Andrea True Connection | MORE MORE MORE | Buddah 515 | 29 |
| 27 | Commodores | SWEET LOVE | Motown 1381 | 20 |
| 28 | Parliament | P. FUNK | Casablanca NB 852 | 24 |
| 29 | The Staple Singers | NEW ORLEANS | Curton 113 | 12 |
| 30 | Manhattans | KISS AND SAY GOODBYE | Columbia 3-10310 | 48 |
| 31 | Temptations | KEEP HOLDING ON | Gordy G7-146F | 13 |
| 32 | KC & The Sunshine Band | QUEEN OF CLUBS | TK 1005-A | 25 |
| 33 | Blue Magic | GRATEFUL | Atco 7046 | 36 |
| 34 | Tyrone Davis | TURNING POINT | Dakar DK 4550 | 30 |
| 35 | Albert King | CADILLAC ASSEMBLY LINE | Utopia UB 10544 | 39 |
| 36 | Rhythm Heritage | THEME FROM S.W.A.T. | ABC 12135 | 32 |
| 37 | Barry White | YOU SEE THE TROUBLE WITH ME | 20th Century TC 2277 | 42 |
| 38 | The Stylistics | YOU ARE BEAUTIFUL | Avco AV 4664 | 34 |
| 39 | The Masqueraders | (CALL ME) THE TRAVELING MAN | Hot Buttered Soul 12157 | Dist ABC |
| 40 | General Johnson | ALL IN THE FAMILY | Arista AS 0177 | 45 |
| 41 | Candi Staton | YOUNG HEARTS RUN FREE | Warner Bros WBS 8181 | 55 |
| 42 | Graham Central Station | THE JAM (EDITED) | Warner Bros WBS P175 | 31 |
| 43 | B.B. King | WHEN I'M WRONG | ABC 12158 | 33 |
| 44 | Bobby Bland | TODAY I STARTED LOVING YOU AGAIN | ABC 12156 | 35 |
| 45 | Diana Ross | I THOUGHT IT TOOK A LITTLE TIME (BUT TODAY I FELL IN LOVE) | Motown M1387F | 40 |
| 46 | Salsoul Orchestra | TANGERINE | Saisoul SZ 2004 | 41 |
| 47 | Jimmy Castor Bunch | SUPERSOUND | Atlantic 3316 | 49 |
| 48 | Donny Gerrard | WORDS (ARE IMPOSSIBLE) | Greedy G101 AS | 56 |
| 49 | Denise LaSalle | MARRIED NOT TO EACH OTHER | Westbound WT 5010 | 60 |
| 50 | Fifth Dimension | LOVE HANGOVER | ABC 12181 | 63 |
| 51 | Major Harris | JEALOUSY | Atlantic 3321 | 59 |
| 52 | Bloodstone | DO YOU WANNA DO A THING | London 1064 | 72 |
| 53 | Trammps | THAT'S WHERE THE HAPPY PEOPLE GO | Atlantic 3306 | 57 |
| 54 | Heaven & Earth | I CAN'T SEEM TO FORGET YOU | 20th Century GEC 1000 | 62 |
| 55 | Muscle Shoals Horns | BORN TO GET DOWN | Bang 721 | 64 |
| 56 | Hot Chocolate | YOU SEXY THING | Big Tree 16047 | 44 |
| 57 | Bill Withers | I WISH YOU WELL | Columbia 3-10308 | 61 |
| 58 | Isaac Hayes Movement | DISCO CONNECTION | ABC 12171 | 58 |
| 59 | Melba Moore | THIS IS IT | Buddah BDA 519 | 68 |
| 60 | Van McCoy | NIGHT WALK | H&L HL 4667 | 65 |
| 61 | Daryl Hall & John Oates | SARA SMILE | RCA JH 10530 | 71 |
| 62 | Love Committee | HEAVEN ONLY KNOWS | Ariola P7609 | 66 |
| 63 | Hidden Strength | HUSTLE ON UP (DO THE BUMP) | UA XW 733Y | 73 |
| 64 | Bob Crewe Generation | STREET TALK | 20th Century TC 2271 | 67 |
| 65 | Rufus | DANCE WITH ME | ABC 12179 | 69 |
| 66 | Stuff N' Ramjetti | IT'S BEEN A LONG, LONG TIME | Chelsea CH 3036 | 69 |
| 67 | Rhythm Heritage | BARETTA'S THEME | ABC 12177 | 77 |
| 68 | Natural Four | IT'S THE MUSIC | Curton 0114 | 78 |
| 69 | 3rd World Band | DISCO HOP | Abraxas 1701 | 70 |
| 70 | Joneese | IN A GOOD GROOVE | Mercury 73778 | 79 |
| 71 | Hot Chocolate | DON'T STOP IT NOW | Big Tree 16060 | 80 |
| 72 | Leone Thomas | THANK YOU BABY PART I | Don DK 102 | 76 |
| 73 | John Davis & The Monster Orch | NIGHT AND DAY | Sam Records 76-5002 | 74 |
| 74 | Smokey Robinson | OPEN | Tamla 54267 | 83 |
| 75 | George & Gwen McCrae | WINNERS TOGETHER OR LOSERS APART | Cat 2002 | 84 |
| 76 | Marvin Gaye | I WANT YOU | Tamla T54264F | Dist Motown |
| 77 | Brother to Brother | LET YOUR MIND BE FREE | Turbo TU 045 | Dist Ati Platinum |
| 78 | Wilson Pickett | LOVE WILL KEEP US TOGETHER | Wicked Records 8102 | 82 |
| 79 | Isaac Hayes | ROCK ME EASY BABY (PT. 1) | ABC 12176 | 81 |
| 80 | Bo Kirkland & Ruth Davis | EASY LOVIN'/WE GOT THE RECIPE | Claridge 414 | 93 |
| 81 | Alex Brown | LOVE REALLY HURTS WITHOUT YOU | Roxybury 2024 | 94 |
| 82 | D.J. Rogers | SAY YOU LOVE ME | RCA 10568 | 85 |
| 83 | R.B. Hudmon | HOW CAN I BE A WITNESS | Atlantic 3318 | 86 |
| 84 | James Brown | (I LOVE YOU) FOR SENTIMENTAL REASONS | Polydor 14304 | 88 |
| 85 | The Choice Four | HEY, WHAT'S THAT DANCE YOU'RE DOING | RCA JH 10602 | 87 |
| 86 | Atlanta Disco Band | DO WHAT YOU FEEL | Ariola America 7616 | 96 |
| 87 | The Brothers Johnson | I'LL BE GOOD TO YOU | A&M 1806-S | 95 |
| 88 | Ecstasy, Passion & Pain | TOUCH AND GO | Roulette RDJ 7182 | 97 |
| 89 | Gary Toms | LOVE ME RIGHT | PIP 6517 | 90 |
| 90 | Cate Brothers | UNION MAN | Asylum E45294A | 91 |
| 91 | Chocolate Milk | HOW ABOUT LOVE | RCA PB 10569 | 92 |
| 92 | Osibisa | SUNSHINE DAY | Island 053 | 98 |
| 93 | Maxine Nightingale | RIGHT BACK WHERE WE STARTED FROM | UA XW 752Y | 100 |
| 94 | William DeVaughn | KISS AND MAKE UP | Roxybury 2018 | 95 |
| 95 | David Morris Jr. | MIDNIGHT LADY (PART I) | Buddah BDA 518 | 97 |
| 96 | Special Delivery | THE LONELY ONE | Mainstream MRL 55581 | 96 |
| 97 | Miz Davis | SING A HAPPY FUNKY SONG | Now N10 | 98 |
| 98 | O.V. Wright | NOBODY BUT YOU | ABC 12154 | 99 |
| 99 | Billy Ocean | LOVE REALLY HURTS | Ariola 76211 | Dist Capitol |
| 100 | Brief Encounter | WHAT ABOUT LOVE | Capitol 4229 | 99 |

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

| | | | | | | | |
|--------------------------------------------------------|----|---------------------------------------------------------------|----|-----------------------------------------------|-------|--------------------------------------------------|-----|
| All In The Family (Music In General - BMI) | 40 | Hey, What's That Dance (Van McCoy/Warner-Tamerlane - BMI) | 85 | Love Hangover (Jobete - ASCAP) | 20.50 | Street Talk (Heart's Delight/Gooserock - BMI) | 64 |
| Baretta's Theme (Leed - ASCAP/Duchess - BMI) | 67 | How About Love (Marsaint - BMI) | 91 | Love Me Right (BAMBAR/Happy Endings - ASCAP) | 89 | Sunshine Day (W.B. - ASCAP) | 92 |
| Boogie Fever (Perren-Vibes/Bull Pen - BMI) | 22 | How Can I (East Memphis/Candiestock - BMI) | 83 | More More More (Jobete/Commodores - ASCAP) | 27 | Supersound (Jimpire - BMI) | 47 |
| Born To Get Down (Muscle Shoals - BMI) | 55 | Hustle On Up (Dandelion - BMI) | 63 | Make Yours A (Warner/Tamerlane - BMI) | 23 | Sweet Thing (Amer B'casting - ASCAP) | 9 |
| Cadillac Assembly Line (Penumbra - BMI) | 35 | I Can't Seem (20th/Jason Sean - ASCAP) | 54 | Love Will Keep (Don Kirshner) | 78 | Tangerine (Famous - ASCAP) | 46 |
| (Call Me) The Traveling Man (Incense - BMI) | 39 | I'll Be Good (Kidada/Gougris - BMI) | 87 | Mighty High (Amer B'casting/DaAnn - ASCAP) | 24 | Tell The World (Mighty Three - BMI) | 18 |
| Can't Hide (Alexscar/Unichappell - BMI) | 25 | In A Good Groove (Landy/Unichappell - BMI/Dolphin - ASCAP) | 70 | Misty Blue (Taimont - BMI) | 26 | Thank You Baby (NUWAUPE - ASCAP) | 72 |
| Dance With Me (Mocrip - ASCAP) | 65 | It's Been A Long (Sugar Tree - BMI) | 66 | More More (Buddah/Gee Diamond - ASCAP) | 2 | That's Where The Happy (Burma East - BMI) | 53 |
| Daylight (Unart/Bobby Womack - BMI) | 8 | It's Cool (Chappell - ASCAP) | 17 | Movin' (Desert Moon/Jeff Mar - BMI) | 13 | The Jam (Nineteen Eighty Four - BMI) | 42 |
| Disco Connection (Incense - BMI) | 58 | It's The Music (Silent Giant/Aopa - ASCAP) | 68 | Night And Day (Warner Bros - ASCAP) | 73 | The Lonely One (Brent - BMI) | 96 |
| Disco Hop (For Better or Worse/Fudge Tips - BMI) | 69 | I Thought It Took (Jobete - ASCAP) | 45 | Night Walk (Van McCoy/Warner-Tamerlane - BMI) | 60 | The Love (One of a Kind - BMI) | 15 |
| Disco Lady (Groovesville - BMI/Conquistador - ASCAP) | 1 | I've Got A Feeling (Irving - BMI) | 7 | Open (Jobete & Bertram - ASCAP) | 98 | Theme From S.W.A.T. (Speigold - BMI) | 36 |
| Don't Stop It Now (Finchley - ASCAP) | 71 | I Want You (Aimo/Jobete - ASCAP) | 76 | Party Down (Getra - BMI) | 14 | This Is It (V. McCoy/Warner/Tamerlane - BMI) | 59 |
| Do What You Feel (Da Ann - ASCAP) | 86 | I Wish You Well (Golden Withers - BMI) | 57 | P. Funk (Maibiz/Rick's Music - BMI) | 28 | Today I Started Loving (Blue Book - BMI) | 44 |
| Do You Wanna (Stone Diamond - BMI) | 52 | Jealousy (W.MOT/Sacred Pen - BMI) | 51 | Queen Of Clubs (Sheryn - BMI) | 32 | Touch And Go (Golden Fleece/Mighty Three - BMI) | 88 |
| Easy Lovin' (Blue Book - BMI) | 80 | Keep Holding On (Stone Diamond/Gold Forever - BMI) | 31 | Right Back Where (ATV/Universa - BMI) | 93 | Turning Point (Julio-Brian/Content - BMI) | 34 |
| Fopp (Play One - BMI) | 19 | Kiss And Make Up (Melomega/Corai Rock/American Dream - ASCAP) | 9r | Rock Me Easy Baby (Incense - BMI) | 79 | Union Man (Fiat River - BMI) | 90 |
| Get Up And Boogie (Midson - ASCAP) | 12 | Kiss And Say (Nattahnan/Blackwood - BMI) | 30 | Sara Smile (Unichappell - BMI) | 61 | What About Love (Ashley Hair - BMI) | 100 |
| Grateful (W.MOT/Friday's Child/Poo Poo - BMI) | 33 | Let's Groove (Mighty Three - BMI) | 6 | Say You Love Me (Woogie - ASCAP) | 82 | When I'm Wrong (ABC/Dunhill/One of a Kind - BMI) | 43 |
| Happy Music (Eigy - BMI) | 5 | Let's Make A Baby (Mighty Three - BMI) | 10 | Sing A Happy Funky (Drive In - BMI) | 97 | Winners Together (Sheryn - BMI) | 75 |
| Heaven Only Knows (U.S. Arabella - BMI) | 62 | Let Your Mind Be Free (Gambi - BMI) | 7 | Spanish Hustle (Oita/Sambo - BMI) | 21 | Words (ATV - BMI) | 48 |
| Heavy Love (Interior/Van McCoy/Warner Tamerlane - BMI) | 11 | Livin' For The Weekend (Mighty Three - BMI) | 33 | | | You Are Beautiful (Avco Embassy - ASCAP) | 38 |
| He's A Friend (Stone Diamond/Mighty Three - BMI) | 4 | Love And (Delight/Huu Ga - BMI) | 16 | | | Young Hearts Run (DaAnn - ASCAP) | 41 |
| | | | | | | You See The Trouble (Sa-Vette/January - BMI) | 37 |
| | | | | | | You Sexy Thing (Finchley - ASCAP) | 56 |

More Ingredients fr 34

Get Down Get Down" by the South Side Coalition, "Freak And You Shall Find" by Sugar Billy, "Kiswahili" by Black Blood, "The Lonely One" by Special Delivery featuring Terry Huff, "My Bionic's Man" by Zebera, "Let The Music Play" by J.G. Lewis, "Brasilia Carnival" by Peter Popper's Soundkapelle, "I Destroyed Your Love" by Special Delivery and "Disco Man" by Three Ounces of Love. "Feelings" is the latest single release by Johnny Mathis. It's a winner all the way. Also, the Biddu Orchestra has released a new single entitled "Rainforest."

Records are crossin' left and right. Hot crossover material includes Elvin Bishop's "Fooled Around And Fell In Love," "Takin' It To The Streets" by the Doobies, "Two-Fisted Love" by Phoebe Snow, "Lowdown" by Boz Scaggs and "Union Man" by the Cate Bros. The Brotherhood of Man have a two-sided smash with "Let's Love Together" and "Save Your Kisses For Me." Both are stone-smashes for Pye Records.

Leon & Mary Russell have a new LP out for Warners, "Wedding Album," that is hot, hot, hot. One of the many fine cuts is Bobby Womack's "Daylight," which he also produced. Heard from a reliable source that Ronnie Laws has come up with another "bad" LP. Heard his cut of "Fever" is going to be too cold. Want to make a correction - Satellite's latest single is "Reaching Out For Happiness" by Fay Hauser. The Godfathers Strivers are no longer with CSC Records. The Hues Corporation are no longer recording for RCA. Bloodstone have now signed with Regency Artists for bookings.



PHILLY NEWS - Pictured (l to r) are Jimmy Bishop, Leon Huff, Nate McCauley and Kenneth Gamble discussing the agreement for PIR and its producers to act as product consultants for Family Circle and other projects. Capla Records will work on special projects for PIR.

A dyn-o-mite event is coming - the Pablo Jazz Festival featuring Ella Fitzgerald, Oscar Peterson, Joe Pass and the Count Basie Orchestra will begin touring the country April 30. So far the dates include San Francisco, San Diego, L.A., Chicago, Cleveland, Pittsburgh and Washington, D.C. This is going to be one of the best shows of the year and a must for all. Bobby Rodriguez Y Campana was added to the bill of "The Inner City Jam" held last week at the Beacon Theatre. The show, produced by the Committee For Voter Education, also included Ben Vereen, Robin Kenyatta, Leone Thomas, The Tymes, Crown Heights Affair, The First Choice and the Alvin Ailey Repertory Workshop. The concert was a fund-raiser to help start a new campaign to register a quarter million new voters in the New York area. Ray Barretto will record his next Fania LP live when he performs at the Beacon Theatre on May 28. Ray is also coming out to the west coast in early May for some dates.

Bobby Stevens, Sonny Charles and Sweet Louie of the Checkmates Ltd. dropped by the offices last week to discuss their latest smash on Polydor, "All Alone By The Telephone." The single was produced by H.B. Barnum. The fellows haven't been that active in the recording end of the business for awhile and felt that the time was right for them to jump in when they first heard the tune. They are probably best remembered for their hit "Black Pearl." The Checkmates Ltd., however, haven't been inactive and are one of the hottest lounge groups in the world. They have been together since 1958, have their own publishing company and Sonny has written many hit tunes, including "I'm Leaving" done by Elvis. "We are not into gimmick tunes but good lyrics with a strong background track," Bobby said. "When I go out on stage I want to give the people a good show - I want to be more exciting than the record." The Checkmates are currently doing a lot of television, including appearances on Soul Train and Dinah Shore to name a few. The group is now preparing to go on concert tour in order to reach the younger audiences which are not allowed in the clubs they usually play. It's nice to see these talented guys back into the thick of things.

Bill Cosby has released his first single for Capitol entitled "Yes, Yes, Yes." It's a riot. Bill also will be coming out with an LP very shortly entitled "Bill Cosby Is Not Himself These Days, Rat Own, Rat Own, Rat Own." Also on tap is a new TV show for '76-'77 season tentatively titled "Cos," to be produced by Chris Bearde. Natalie Cole's new LP will be released May 10. It is entitled "Natalie." "Sophisticated Lady," her next single, will be released April 19. Also Natalie is engaged to Kevin Nance, keyboard player in her backup band Trance. The wedding will take place Aug. 1 at a Baptist church in Brooklyn, New York. Also Natalie will be opening for Bill Cosby next week at the Las Vegas Hilton. Ben Vereen has been named National Chairman of the Louis Armstrong Statue Fund by the Brockman Gallery. The Pointer Sisters will head for the road after finishing up their LP which is expected in May. The girls will be doing the MGM Grand Hotel in Vegas first and then are off to Japan for a ten day tour in June.

Al Wilson is hotter than a pistol lately. Al, who has one of the fastest climbing records on the charts with "I've Got A Feeling," is scheduled to appear on Soul Train soon where he will perform his current hit along with his last smash "Show And Tell." His new LP "I Got A Feeling," will be released by Playboy Records shortly. Al will also be appearing next week in San Diego at the Golden Hall along with Kool and The Gang... that's soul.

jess levitt

additions to the r&b radio playlists

WRBD - FT. LAUDERDALE
Night Walk - Van McCoy - H&L
I'll Never Stop Loving - Solomon Burke - All Platinum
Foxy Lady - Crown Heights Affair - DeLite
Love Really Hurts - Alex Brown - Chelsea

KOKY - LITTLE ROCK
Make Me Twice The Man - Notations - Gemigo
More, More, More - Andrea True - Buddah
Hot - Do You Wanna Do A Thing - Bloodstone
Hot - He's A Friend - Eddie Kendricks
Hot - Jealousy - Major Harris

WZTQ - HURRICANE, W. VIRGINIA
This Is It - Melba Moore - Buddah
Can't Hide Love - Earth, Wind & Fire - Columbia
I Wish You Well - Bill Withers - Columbia
Younghearts Run Free - Candi Station - WB
Hot - Sing A Happy Funky Song - Miz Davis

WMBM - MIAMI
Young Hearts - Candi Station - WB
More - Andrea True - Buddah
Love Hangover - Diana Ross - Motown
Touch And Go - Ecstasy, Passion & Pain - Roulette
Love Really Hurts - Alex Brown - Roxbury
Open - Smokey Robinson - Tamla
All In The Family - General Johnson - Arista
Dance With Me - Rufus - ABC
This Is It - Melba Moore - Buddah
America The Beautiful - Ray Charles - Crossover

WTMP - TAMPA
Do You Wanna Do A Thing - Bloodstone - London
This Is It - Melba Moore - Buddah
Love Me Right - Gary Toms Empire - PIP
Heaven Only Knows - Love Committee - Ariola
Jealousy - Major Harris - Atlantic
Open - Smokey Robinson - Motown
What About Love - Brief Encounter - Capitol
Fooled Around - Elvin Bishop - Capricorn
Love Really Hurts - Alex Brown - Chelsea
Could It Be Magic - Donna Summer - Casablanca
Touch & Go - Ecstasy Passion & Pain
Child Of Mine - The Joneses - Mercury

WCKO - FT. LAUDERDALE
Love Really Hurts - Alex Brown - Chelsea
Love Jones - Norma Jenkins - Desert Moon
Let My Love - Lonnie Youngblood - Calla
If You Want To Boogie - Brecker Bros. - Arista
Foxy Lady - Crown Heights Affair - DeLite
I'll Be Good To You - Brothers Johnson - A&M
19 To 8 - Born To Get Down - Muscle Shoals Horns
30 To 21 - Say You Love Me - D.J. Rogers
34 To 27 - Kiss & Make Up - William DeVaughan
32 To 23 - Love Hangover - Diana Ross

WSOK - SAVANNAH
I'm Not In Love - Dee Dee Sharp - TSOP
If You Wanna Boogie - Brecker Bros. - Arista
Where All The Happy People Go - Trammps - Atlantic
Give It Up - Haywood Cash - Epic
Extra To 28 - Get Up & Boogie - Silver Convention
Extra To 27 - Can't Hide Love - Earth, Wind & Fire
Extra To 26 - Kiss & Say Goodbye - Manhattans
23 To 16 - Movin' - Brass Construction
3 To 10 - It's Been A Long Time - Stuff 'n Ramjet
Hot - Do You Wanna Do A Thing - Bloodstone

WAOK - ATLANTA
More, More - Andrea True - Buddah
Married - Denise LaSalle - Westbound
Say You Love Me - D.J. Rogers - RCA
Friend Of Mine - Little Milton - Glades
Nowhere To 19 - I Want You - Marvin Gaye - Motown
Nowhere To 27 - I'll Be Good To You - Brothers Johnson - A&M

WYLD - NEW ORLEANS
Young Hearts - Candi Station - WB
Don't Stop It Now - Hot Chocolate - Big Tree
Born To Get Down - Muscle Shoals - Bang
Disco Hop - Third World - Abraxas
Open - Smokey Robinson - Tamla
19 To 14 - Can't Hide Love - E,W&F
25 To 16 - Married - Denise LaSalle
33 To 23 - Get Up And Boogie - Silver Convention
35 To 27 - Love Hangover - Diana Ross
18 To 12 - Kiss And Say - Manhattans

WBUL - BIRMINGHAM
Mystic Voyage - Roy Avers - Polydor
Friend Of Mine - Little Milton - Glades
I Wish You Well - Bill Withers - Columbia
Born To Get Down - Muscle Shoals Horns - Bang

WQIV - CHARLOTTE
Married Not To Each Other - Denise LaSalle - Westbound
The Lonely One - Special Delivery - Mainstream
This Is It - Melba Moore - Buddah
I Wish You Well - Bill Withers - Columbia
42 To 8 - Kiss And Say - Manhattans
40 To 31 - Night Walk - Van McCoy
33 To 21 - More - Andrea True

KKDA - DALLAS
Rock Me Easy, Baby - Isaac Hayes - ABC
Midnight Sunshine - Soul Children - Columbia
Get Off Your Aah!! - Foxy - Dash
I'll Be Good To You - Brothers Johnson - A&M
Sunshine Day - Osibisa - Island

KCOH - HOUSTON
Wanna Make Love - Sun - Capitol
Night Walk - Van McCoy - H&L
Love Really Hurts - Alex Brown - Chelsea
Love Really Hurts - Billy Ocean - Ariola
Foxy Lady - Crown Heights Affair - DeLite
I Want You - Marvin Gaye - Motown

KNOK - FT. WORTH
Words - Donny Gerrard - Greedy
I Get Lifted - Sweet Music - Wand
You're A Special Part - Whispers - Soul Train
Wild Cherry - Gene Page - Atlantic
What About Love - Brief Encounter - Capitol
Nine Time - Moments - Stang
Look Out For #1 - Bachman-Turner Overdrive - Mercury
One On One - Rashi - RCA
Dream Weaver - Gary Wright - WB
I Can't Seem To Forget - Heaven & Earth - 20th

WNJR - NEWARK
Open - Smokey Robinson - Tamla
You're Just The Right Size - Sal Soul - Sal Soul Records
I Want You - Marvin Gaye - Motown

WILD - BOSTON
Love Hangover - Diana Ross - Motown
Dominoes - Donald Byrd - UA
Where The Happy - Trammps - Atlantic
Night And Day - John Davis & The Monster Orchestra - Sam
17 To 4 - Thank You Baby - Leone Thomas
21 To 6 - Spanish Hustle - Fatback Band
30 To 7 - Young Hearts - Candi Station
26 To 12 - Street Talk - Bob Crewe Generation
19 To 13 - Make Yours - Gladys Knight

WUFO - BUFFALO
Foxy - Crown Heights Affair - DeLite
Right Back - Maxine Nightingale - UA
Love Really Hurts - Alex Brown - Chelsea
Could It Be Magic - Donna Summer - Casablanca
Whenever You Go - Skip Mahoney & The Casuals - Abet
Hot - The Love I Never Had - Tavares
Hot - I Want You - Marvin Gaye

WCAU-FM - PHILADELPHIA
Today I Started - Bobby Bland - ABC
Bless Your Little Heart - Brenton Wood - Cream
Loveights - Chuck Jackson - All Platinum
Yes, Yes, Yes - Bill Cosby - Capitol
Hot - Leone Thomas - Thank You Baby
Hot - I'll Be Good To You - Brothers Johnson
Hot - Baretta's Theme - Rhythm Heritage
Hot - Movin' Like A Superstar - Jackie Robinson

WVKK - COLUMBUS
Takin' It To The Streets - Doobie Brothers - WB
All In The Family - General Johnson - Arista
Ready, Willing & Able - Tavares - Capitol
Function In Conjunction - Inner Rhythm Society - Blue Ash
Grateful - Blue Magic - Atco
Hot - Love Is Alive - Gary Wright - WB
Hot - Sing A Happy Funky Song - Miz Davis - Now
Hot - Love Hangover - Diana Ross - Motown
Hot - Make Yours A Happy Home - Gladys Knight - Buddah

WAMO - PITTSBURGH
Spanish Hustle - Fatback Band - Event
Party Down - Willie Hutch - Motown
Born To Get Down - Muscle Shoals - Bang
Where The Happy - Trammps - Atlantic
Sunshine Day - Osibisa - Island
Theme From Baretta - Rhythm Heritage - ABC

WJLB - DETROIT
No new additions

WDIA - MEMPHIS
No new additions

WCHB - DETROIT
It's Cool - Tymes - RCA
Love Really Hurts - Alex Brown - Chelsea
Friend Of Mine - Little Milton - Glades

WBMX - CHICAGO
All Alone By The Telephone - Checkmates, Ltd. - Polydor
Yes, Yes, Yes - Bill Cosby - Capitol
Breaking Up Is Hard To Do - Jimmy Bee - Calla

WCIN - CINCINNATI
All In The Family - General Johnson - Arista
Born To Get Down - Muscle Shoals - Bang
I Wish You Well - Bill Withers - Columbia
34 To 26 - I'll Be Good To You - Brothers Johnson
29 To 24 - Easy Lovin' - Bo Kirkland & Ruth Davis
31 To 22 - Dance With Me - Rufus
20 To 10 - Love Hangover - Diana Ross

WLou - LOUISVILLE
Could It Be Magic - Donna Summer - Oasis
Love Will Keep - Wilson Pickett - Wicked
How About Love - Chocolate Milk - RCA

WTLC - INDIANAPOLIS
I Want You - Marvin Gaye - Motown
Misty Blue - Dorothy Moore - Malaco
Could It Be Magic - Donna Summer - Casablanca
17 To 6 - Dominoes - Donald Byrd
18 To 8 - Love Hangover - Diana Ross
27 To 19 - Theme From Baretta - Rhythm Heritage
31 To 23 - Married Not To Each Other - Denise LaSalle

WNOV - MILWAUKEE
Theme From Baretta - Sammy Davis - 20th
Hear We're Loving Again - Dillard & Johnson - Piedmont
Night & Day - John Davis - Sam
Friend Of Mine - Little Milton - Glades
Yes, Yes, Yes - Bill Cosby - Capitol
Soul Dog - Soul Dog - Amherst

WDAO - DAYTON
Kiss And Say Goodbye - Manhattans - Columbia
I'll Be Good To You - Brothers Johnson - A&M
Dance With Me - Rufus - ABC
Could It Be Magic - Donna Summer - Casablanca

WVON - CHICAGO
Born To Get Down - Muscle Shoals Horns - Bang
Married - Denise LaSalle - Westbound
Do You Wanna Do A Thing - Bloodstone - London
Younghearts Run Free - Candi Station - WB

KOKO - DENVER
I Wish You Well - Bill Withers - Columbia
More, More, More - Andrea True - Buddah
Movin' - Brass Construction - UA
It's The Music - Natural Four - Curton
Where All The Happy People Go - Trammps - Atlantic
Hustle On Up - Hidden Strength - UA
Love Really Hurts - Billy Ocean - Ariola

KATZ - ST. LOUIS
It's Been A Long Time - Stuff 'n Ramjet
Kiss & Say Goodbye - Manhattans - Columbia
Dance With Me - Rufus - ABC
Younghearts Run Free - Candi Station - WB

continued on pg. 37



C.M. LORD TO CAPITOL — Lord has signed a long-term exclusive recording contract with Capitol Records. (L. to r.) Producer Ken Mansfield; Capitol's marketing vice president, Jim Mazza; Lord's manager Max Byfluglin; Worldwide Artist's Paul Smith and Capitol's executive vice president & chief operating officer, Don Zimmermann are on hand to offer congratulations. The singer's debut Capitol album, titled simply "C.M. Lord," will be released this month.

r&b additions fr 36

- KDIA — OAKLAND**
Party Down — Willie Hutch — Motown
You See The Trouble — Barry White — 20th
This Is It — Melba Moore — Buddah
Heaven Only Knows — Love Committee — Ariola
I'll Be Good To You — Brothers Johnson — A&M
- KQIV — PORTLAND**
I Can't Seem To Forget — Heaven & Earth — 20th
Everybody Wants To Get Funky — JB's — People
No Chain Reaction — Gloria Medlin — London
Tear The Roof Off — Parliament — Casablanca
I'll Be Good To You — Brothers Johnson — A&M
Nine Times — Moments — Stang
Foxy Lady — Crown Heights Affair — DeLite
Friend Of Mine — Little Milton — Glades
Breaking Up — Jimmy Bee — Calla
- XSOL — SAN DIEGO**
Let It Shine — Santana — Columbia
Get Down Everybody — Lonnie Liston Smith — Flying
Dutchman
You're My Everything — Lee Garrett — Chrysalis
Sunshine — Impressions — Curtom
It's Better Than Walkin' Out — Marlena Shaw — Blue
Note
17 To 3 — It's Cool — Tymes
Hitbound — Tear The Roof Off — Parliament
- KDAY — LOS ANGELES**
Fooled Around And Fell In Love — Elvin Bishop —
Capricorn
12 To 3 — Tear The Roof Off — Parliaments
- KGFJ — LOS ANGELES**
Heaven Only Knows — Love Committee — Ariola
All In The Family — General Johnson — Arista
Movin' — Brass Construction — UA
Tear The Roof Off — Parliament
More, More, More — Andrea True — Buddah
- KYAC — SEATTLE**
Fooled Around And Fell In Love — Elvin Bishop —
Capricorn
Sunshine Day — Osibisa — Island
Grateful — Blue Magic — Atco
Married — Denise LaSalle — Westbound
Younghearts Run Free — Candi Staton — WB
Hitbound — Takin' It To The Streets — Doobie Brothers
— WB
Hitbound — Look Out For #1 — Bachman-Turner
Overdrive — Mercury

Parade Of States fr 38

ensemble from Massachusetts "that shook the plaster off the walls of the South Gallery (of the Kennedy Center)." She also liked the St. George Olympians Drum and Bugle Corps. Another veteran bicentennial concertgoer thought an organ concert was the most memorable.

No records are planned for the series, "which is terrible," according to Dr. Montgomery. But between the concerts, the radio series, and the plaques, the country's music and musicians should be well heard this year.

Executives On The Move fr 12

Stanley Adams announced last week. Druckman, who was appointed by the performing rights organization's board, will complete the unexpired term of the dean of American symphonic composers, Aaron Copland. Copland, an ASCAP member for three decades, resigned from the board last month.

Pvt. Stock Taps Kranzberg — Scott Kranzberg has been named Private Stock Records' field promotion representative in St. Louis and adjacent territories. Kranzberg, who worked for St. Louis distributor Commercial Music, had handled the Private Stock line, among others, prior to his current appointment.

Mendell's Hobby Is His Job fr 29

Mind or Muscle?

If it sounds like a desk job, you're partially right: a lot of mental blueprinting goes on where Mendell is concerned. In the case of the Canadian company, however, elbow grease is also applied.

"It's not the thing I think I would ordinarily be doing at this stage, but I showed them how to lay out the warehouse, showed the racks, the flow procedure, the inventory procedure, became involved with their salesmen, with their sales reports, how they should be going out and doing their promotion, etc. It's a total involvement because I have a basic knowledge of most aspects of the business."

Mendell's depth goes far beyond the imaginary lines of North American borders. As we see, maintaining relations with an English-speaking company can be trouble enough but, for the moment, imagine the problems of a foreign involvement.

Foreign Problems

There are some difficulties in those areas," notes Mendell, who helped open the first licensee in Yugoslavia. "For example, certain countries want to pay you in crystal china, some want to pay you in TV sets, some want to pay you a fiat fee. You can't accept \$500 for an LP and have them sell 2,000... 20,000... 200,000, it just doesn't work. The rest have got certain restrictions whereby they can only pay certain royalties and if those royalties aren't large enough to pay the artist, you can't do business there, either. I negotiated with one country and we had a problem with payment and how soon they would pay and the problem of where the jurisdiction of contract would take place. Those are important and key things."

Mendell speaks of the kinds of barriers a negotiator unfamiliar with foreign markets often encounters. The unknowing faux pas of eating with one's left hand as opposed to the right. Or whistling at a concert in Italy (which constitutes the equivalent of a "boo" in that country).

All these things," continues Mendell, "have something to do with the overall situation, the overall attention that you get. And a lot of people don't know it and a lot of people can't do it — they don't have the time or the ability or the dedication necessary."

Time and Empathy

"It takes a lot of time and a great deal of empathy to understand foreign markets," Mendell explains. "It's not the American market, it's not the English market. Insofar as that philosophy is concerned, there are lots of untapped markets. People haven't taken the time and effort to become deeply involved in foreign product. Because a CBS or an EMI have formed their own subsidiaries and partnerships, there isn't a great deal left to tap. But the record business is not one comprised of multi-national companies. There are very few. The majority

of them are major in their own country and minor outside. That's why they have licensees around the world. Insofar as that is concerned, the majority of the companies have not capitalized."

Where it's obvious that an individual such as Lee Mendell would be nearly indispensable in a foreign situation, many domestic companies often overlook the value of a homefront liaison. While giant communication lapses occur daily within small offices, more costly ones are a matter of course for national companies.

"Unfortunately," says Mendell, "it seems to be nearly a corporate philosophy. It's not intended to be that way, but there's a tremendous communication gap when people are talking face to face! Applied to the record business as a whole, it's a constant problem. That's why, in point of fact, you have a NARM every year or a MIDEM or a MUSEXPO — so you can have face-to-face meetings with your customers, with your contracts. Because communication is a very difficult yet very essential thing"

Discuss, Decide

As communication is his basic service, Mendell not only carries the word between his accounts, but he also makes decisions on his feet.

"There has to be an ability to analyze and discuss," he maintains, "and I happen to be fortunate enough to have a very good working knowledge of both the American and foreign markets. I can, therefore, make a value judgment which, I hope, is most of the time correct."

Of course, more often than not, a well-thought dialogue can produce obvious answers to seemingly unsolvable problems. What does the licensee think about the product? Can any suggestions be made to better promote it? To give it a fuller background as to the originators? Give and take. Maintain the flow of information so everybody — publicity, promotion, a&r — knows what's going on.

So Mendell spends a good deal of his time in domestic travel, listening, looking and asking questions.

Motivations

His job is helping clients become successful. "Philosophically," admits Mendell with no visible compunction, "you're in this business because you hope to make some money. Nobody's out there in the market for pure altruism. Or even impure altruism. At the same time, you've got to be mutually happy. You've got to be happy with your customer and your customer has to be happy with you. And that means from a working viewpoint as well as a financial standpoint.

"I'm keeping my company fairly limited," says Mendell. "I want to represent clients that I respect and admire and I can help and vice-versa. I don't want to have thirty or forty clients where I have to spread too thin. I want a small coterie. That way I can give my time and attention."

"It's kind of Mendell's hobby as well as his job, then, to smooth rough spots and help answer the kinds of questions his story opens with. It's what he knows best and what he's most comfortable with. You might say it's in his outlook. Although, to be truthful, we're not sure whether it was his hobby or his job which prompted him to suggest the title for this story. "Lee Mendell Ltd. — Outlook *Unltd.*"

Legend Signs Wray

LOS ANGELES — Bill Wray has been signed to an exclusive recording contract by Legend Records, which is distributed by MCA Records. Bruce Allen of Legend has announced an April release date for the Louisiana native's self-titled album.

Springboard Sets TV Mkt. Division

NEW YORK — A TV marketing division has been formed by Springboard Int'l. Records, which will be headed by Bill Bell, former marketing vp of Columbia House and Longines Symphonette, and Marty Grossman, TV marketing director for Columbia House and Longines.

The intent of the new division is developing the Springboard catalog into the expanding sales potentials of mail order and in-store TV promotions.

Bell and Grossman, whose background experience includes the creation of many successful TV and mail order packages such as "The Fabulous '50s," "Johnny Mathis," "Greatest Hits of the Four Seasons" and "Forty Funky Favorites" will be headquartered at the Springboard home office in Rahway, N.J.

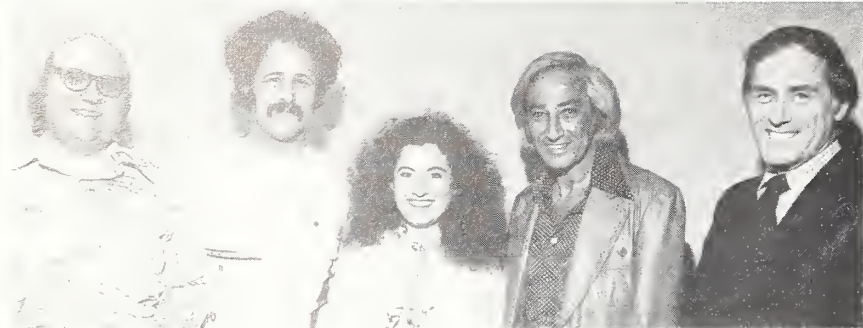


THANKS — As an expression of gratitude to sales, promotion and marketing staffs of WEA for bringing home fourteen gold records in 1975, Atlantic's west coast manager, Bob Greenberg, (r.), presents a plaque to Joel Friedman, president of WEA Corp. in Burbank.

Soul Sauce fr 9

in all pre-planning aspects of the program, with CBS Records promotion and sales distribution departments effecting the field implementation at the branch level.

CBS Records accounts are being offered incentives during the program and many existing catalog albums by featured CBS Records artists. They will be put into multi-spot advertising including radio spots for all new releases and both multi and individual TV spots on such artists as Johnnie Taylor, Earth, Wind and Fire and the O'Jays. The program will also be supported by in-store display material.



JOIE DE VIVRE — Diana Marcovitz has been signed to the Kama Sutra label and is currently recording her first album for the label at Secret Sound Studios in New York City. Entitled "Joie De Vivre," the LP is being produced by her manager Lew Linet, with Fred Thaler handling the arrangements. The album is slated for late spring release.

Shown here (l. to r.): Stanley Snadowsky, attorney for Diana; Lew Linet, her manager; Ms. Marcovitz; Art Kass, president of the Buddah Group, and Mort Drosnes, administrative vice president of the Buddah Group.

Parade Of States To Feature Works Of Native Sons, Daughters

by Rebecca Moore

WASHINGTON, D.C. — First the Pasca-goula High School Choraiers opened the program in the foyer. Next the 41st Army Band, Jackson, Mississippi National Guard performed "Glory Hallelujah." Then the long-gowned, fur-draped matrons and their families proceeded into the concert hall to hear music composed and performed by Mississippi native sons and daughters, after a welcome by their governor.

A church social somewhere in Mississippi? No, just part of the Bicentennial Parade of States at the Kennedy Center sponsored by the National Music Council, with a grant from Exxon. Members of the National Music Council, which numbers some 60 organizations and 1,500,000 individuals, include the American Federation of Musicians, the American Guild of Authors and Composers, ASCAP, BMI, Country Music Association, Music Educators National Conference and RIAA.

The Parade of States features the music of each state in individual concerts Delaware, the first state, kicked off the series last May. The programs will continue throughout 1976 in the order in which the states joined the union. A grand finale of Sousa marches is planned for December 31.

State representatives of national music clubs organize the programs of music unique to each state. Everything from William Billings to George M. Cohan to Duke Ellington to Moravian folk music will be performed.

"This is the only retrospective of American music to date," according to the parade's promotion man, Sandy

Black. "It took two years to organize," he says, adding that the Parade of States is one of just two American Revolution Bicentennial Administration-endorsed musical programs.

"It's unique," says NMC president Merle Montgomery. "All music has to have been written by someone in the state, either born in, or living in... no other project has had that, ever," she emphasizes.

A 13-week series of hour-long radio programs, to be aired on National Public Radio, is also in the works. The programs will use tapes of the Kennedy Center concerts, and will feature two states in two half-hour packages that can be used separately or together.

Another prong of the NMC's bicentennial blitz is the plaque program, which will honor musicians with memorials at various sites throughout the country. "You have to be dead to get a plaque," says Dr. Montgomery, who runs through the list of people and places whose memories live on: Tin Pan Alley, Toscanini, The Met, Scott Joplin, Cole Porter, and so on.

Much of the music presented at the Parade of States concerts has been contemporary, performed by classical quartets, quintets, and chamber ensembles. Some in the audience swallowed hard on the Mississippi dose of culture, knowing it was good for them but not necessarily pleasant in taste.

Other programs generate more enthusiasm. One woman who had attended many concerts said she liked the jazz

continued on pg. 37



WITHERS AT THE LINE — Columbia recording artist Bill Withers recently appeared before standing room only crowds at New York's Bottom Line. Celebrating backstage are (l. to r.): Loren Saifer, director of talent acquisition and west coast a&r for Columbia Records; Bruce Lundvall, vice president and general manager of Columbia Records; Bill Withers; Bob Sherwood, director of national promotion for Columbia Records; Mickey Eichner, vice president of a&r for Columbia Records on the east coast; **Cash Box's** Howard Lowell and Phil DiMauro, and Mrs. Mickey Eichner.

Mushroom Sets Promo

LOS ANGELES — Mushroom Records, Inc. has added Anti/Muscoio Promotions, the independent promotion company, to its current promotion staff.

Don Anti and Tony Muscoio will handle national AM secondaries with Richard Chemei doing national FM promotion. Their project is the "Dreamboat Annie" LP by the Vancouver-based group Heart.

Mercury Classics fr 10

a thousand different titles in two and three quantities.

In the Phonodisc operation there are eleven major branch operations that have resident salesmen and inventory clerks, and the attention that these people pay to the classical line, "we feel is responsible for this significant increase in classical volume," said Abramson.

Demographics

In addition to the volume increase, Abramson has noted a dramatic change in the demographics of his classical product sales. When he was with indie distribs, 60 to 65% of his classics were sold in four markets: New York, Boston, Philadelphia and San Francisco. Now in the Phonodisc setup, the same four markets account for only 40% of his volume in classics, indicating that his branches are doing a far better job in smaller markets with the same product than indie distribs were able to do.

In addition to salesmen and inventory clerks, Abramson attributed a great deal of the success in classics to the fact that Phonodisc has three classical marketing specialists, one operating out of the northeast, one in the west and another in the midwest, "something no indie distrib could afford to offer us."

Reddy To Star In Disney Film

LOS ANGELES — Capitol recording star Helen Reddy will have her first starring role in Walt Disney Productions "Pete's Dragon," which will combine live action and animation. The film will be produced by Ron Miller and Jerome Cortland with Don Chaffey directing. The musical score and songs will be written by the Academy Award-winning team of Al Kasha and Joel Hirschhorn.

Bundin/Road Music Signs With Chappell

NEW YORK — Bundin/Road Music, a new music publishing complex, has been formed by Gerald E. Teifer.

The new music publishing operation is a co-publishing arrangement with Chappell Music Company which resulted from negotiations between Teifer and Norman Weiser, president of Chappell Music.

Teifer, who recently resigned as v.p. and general manager of ABC Dunhill, Inc. and American Broadcasting, Inc., played an important role in the careers of such writers as Harry Nilsson, Van McCoy, Chip Taylor, Sid Wayne and Carole Sager.

Bundin/Road Music is headquartered at Suite #607, 1717 North Highland Ave., Hollywood, Calif. 90028, phone (213) 462-4268.

Python Set To Record

NEW YORK — Monty Python, the English humorists, will be recording a live album for Arista Records during their three-week engagement at New York's City Center. The album will be released immediately upon completion.

Letter To The Editor fr 12

cause I lose money selling MCA products to them? Is it a boycott for central warehoused retailers to demand service to each of his stores, because it costs him more than six percent to handle the goods? Is it a boycott for a rackjobber to handle as little as possible of MCA goods because he can't sell them profitably?

The thrust of my proposal is not to stop the sale of MCA products, but to make that company personally service the remaining eighty-five percent of retail stores. I am certain that if they try doing so, they will quickly return to a fair ten percent functional for us.

The fact that I have singled out MCA only for attack does not mean that the other manufacturers are angels in this respect. However, the other companies are at least leaning toward a correction of the situation. The current functional discount on LPs now ranges between MCA's six percent to Capitol's 9.2 percent. Most major companies other than MCA allow ten percent function on tape products, as well as offering free goods and discounts on both tape and LPs at various times of the year. MCA, in their arrogance, offers absolutely nothing in the way of free goods or discounts at any time. My fear is that if MCA is allowed to get by with this monstrosity, other companies will follow their lead.

After my telephone conversation with **Cash Box**, I went to the NARM convention. Frankly, by the time I left Florida, I was shell-shocked.

The first day, I made my proposal in a rackjobbers' meeting and it went over like a lead balloon. They all wanted to do nothing but cry about the situation and berate retailers. As you know, retailers are going to sell records at whatever price they feel will draw customers and make them a profit, this being the way of the world. How can you berate somebody for trying to make a profit?

After all, that is what we are all trying to do. The rackjobbers' problem is to lower the prices to his accounts, thus making them more competitive with aggressive retailers. The enemy is the manufacturer, not the retailer.

The only proposal the rackjobbers could come up with was to spend money and make a survey of their expenses, enabling them to show the manufacturers how much it cost to rack an account. Of course, the manufacturers already know these costs; that is why they let us suckers do their distributing. The humor of the meeting was provided by the legal talent (I don't know if he worked for MCA or NARM) who commended MCA for taking a forward step in defining the functions of a rack. I was glad to see in your editorial that you realize that the only thing MCA's program did was to smarten up the central warehouse retailer, who previously had to distribute their own merchandise at six percent just to compete with "Mom and Pop" stores. Now MCA says they will do it for two percent giving the retailer a four percent edge on the Mom and Pop store. MCA claims that they instituted this policy because of law suits from Mom and Pop stores. Can you imagine the law suits now?

This constitutes my case against the manufacturers in general and MCA in particular. Jerry Richman, Richman Bros. Records Inc. Philadelphia

Jackson/Yancy fr 9

Yancy were enthusiastic about an Unguentine radio spot, recently completed in conjunction with Roy Eaton, featuring Natalie on vocal with the usual complement of musicians.

Jackson and Yancy are currently in the studio with Ronnie Dyson.

20 Years Ago...

20 Years Ago... a nostalgic look at some of the amusement machines produced in the year 1956.

Seeburg Select-O-Matic EV-200



In August of 1956, The Seeburg Corporation introduced its model EV-200 Select-O-Matic 200-selection phonograph, portrayed in the accompanying photo. The unit's record mechanism was located at the top of the cabinet and it was completely glass encased for full view of the patron.

Incorporated into the model were such "exclusive" Seeburg features of the period as the Tormat Memory System,

also, the High Fidelity System, dual pricing selections and rotating program holder.

Dimensions of the EV-200 were 58 1/2" high by 36 1/2" wide by 27 1/2" deep.

A good looking model, but a stark contrast to the outstanding and dramatic design of Seeburg's more contemporary units The Entertainer 160-selection model!

Midway's New 'Sea Wolf' Upright And 'Gun Fight' Cocktail Table

CHICAGO — Midway Manufacturing Company announced the release of Sea Wolf, a new video upright unit, and the latest in a successful string of "exciting, novel, income-producing games" released by the factory, according to firm's director of sales Larry Berke.

The model is contained in a beautifully designed cabinet measuring 26 1/2" (57.53 cm) wide by 31 5/8" (80.32 cm) deep by 74" (187.96 cm) high. It has a 23" solid state TV monitor, double 25¢ doors and adjustable time control. In addition, the model is equipped with plenty of challenging play and scoring features to generate player excitement and induce repeat play.

As Larry Berke said, "If you've ever watched television and yearned to see what a sub-commander sees through a periscope lens, you'll get your opportunity with Sea Wolf," pointing out that, from the moment a coin is inserted in the slot the player takes immediate charge of the sub. The torpedoes are ready for firing as the player scans the horizon, locates the target and commences to fire — one, two, three, four! A realistic "wham bam" sound announces a direct hit, following which the player can reload and get ready for more action.

Depending on the size of the ship

that's sunk, scoring can start at 100 and advance to 300 or 700. As the player scores, however, mines begin to float by to protect the ships, and provide more challenge for the player — the higher the score, the more mines in the target area.

Sea Wolf was initially shown to Midway distributors during the recent two-day service school hosted by the factory and, based on their very enthusiastic response and the subsequent flood of inquiries, Larry Berke is confident it will be among the firm's best selling models!

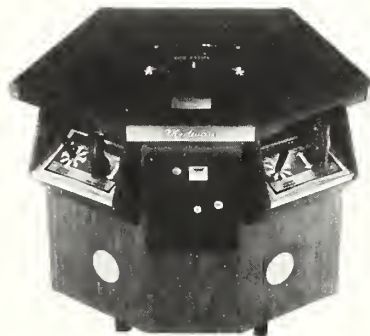
'Gun Fight' Cocktail Table

Also newly released by Midway is a cocktail table version of its highly successful "Gun Fight." This model was equally well received by distributors when it was first shown during the previously mentioned Midway service school.

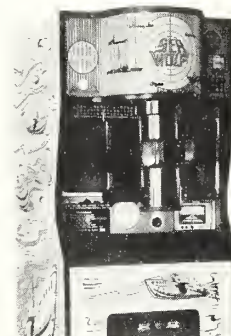
"I'm really very excited about our Gun Fight table," Berke commented. "It is handsomely constructed with conveniently placed controls and all of the attributes necessary to make it a popular and very profitable game."

Other features include a 19" solid state TV monitor, anti-static, smoke glass top and easy to read lit up instructions.

"Take it from me," Berke concluded, "we have another winner!"



Gun Fight



Sea Wolf

Allied Appts. F&S As Consultants

SAN DIEGO — David Braun, chairman, and Bob Braun, president, of Allied Leisure Industries (Hialeah, Fla.) have signed the marketing consultant firm of F&S Consultants to be sales representatives for their line of coin and leisure equipment.

F&S, which stands for the team of Arnold Fisher and Dick Shaw, are already involved in contacting Allied's network of coin distributors on behalf of the company's "Dyno'Mite" pinball machine and "Astro Print" computer portrait system.

Fischer and Shaw have an extensive background in retail and wholesale marketing, plus department store merchandising. "They have many very innovative marketing ideas which should help our distributors carve out an even larger share of the amusement market," the Brauns stated. The appointment of F&S followed the departure of Allied salesman Stan Levin back to Empire in Chicago, and Jack Pearson back to Allied's engineering department.

Fisher and Shaw will be assisted by Allied's marketing coordinator Ruth Rosenson.

ICC Debuts 'Sky-Tack' Table

LOS ANGELES — Innovative Coin Corp. last week introduced a table version of their upright "Spitfire" game. Production of this new game was prompted by distributor and operator requests for a

cocktail table version.

The octagonal cabinet is wood grain with the controls flushed into the side covered with a clear plex top. This

continued on page 42

New York City Council Votes 6-0 To Lift City's Pinball Ban

NEW YORK — At presstime last week it was learned that the city council of New York City, by a unanimous 6-0 decision, voted to allow pinball machines in the city. The decision was reached during a committee hearing held on Friday, April 2. Specifics are that the machines be add-a-ball models, allowable under special licensing.

Within the next couple of weeks the bill is expected to be brought before a full committee session for balloting,

following which, if passed, it will go to the mayor for signature.

To illustrate the skill aspects of pinball play, as opposed to the misconception that the machines are gambling devices, pinball models were brought into the hearing room and the demonstration of their skill value not only impressed the council but encouraged individual members to participate in play. The demonstration by author-pinball enthusiast Roger Sharpe ("The Great American

continued on page 42

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

Operate
**CHICAGO COIN'S
LO-BOY
DEMOLITION
DERBY**
for Top Play!
Big Profits!

allied is
DYNO'MITE

TOMORROW'S IDEAS...TODAY
Consistently High Player Appeal

- DISAPPEARING TARGETS — create change in the playfield.
- SOLID STATE TECHNOLOGY — includes large digital scoring.
- INTERCHANGEABLE MODULAR COMPONENTS (both electro-mechanical and solid-state) — for easy serviceability.
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CHICAGO CHATTER

See the new Midway "Sea Wolf" upright and the "Gun Fight" cocktail table currently in release by the factory. And we're very pleased to report that Midway is presently functioning at about 90% full capacity, which is great news considering the extent of damage caused by the recent tornado.

BIG EVENT IN TOWN last weekend was the finals contest climaxing the statewide ICMOA sponsored 8-ball pool tournament. Some 140 top players from a field of about 1,600 contestants competed for state honors at the Holiday Inn South in Joliet, Ill. Tournament was the first sponsored by the Illinois state group and it was arranged in cooperation with the Pocket Billiards Association of Ill.

A REMINDER: The MOA regional seminar at the O'Hare Hilton in Chicago is coming up April 30-May 1. Because enrollment is limited to 70 persons, MOA president **Ted Nichols** and executive veepee **Fred Granger** urge that reservations be made in advance — like now — since previous such seminars have attracted capacity turnouts, and this year's program promises to be exceptionally pertinent and informative!

MORE BALLY SERVICE SCHOOLS. Supplementing previously noted service seminars sponsored by Bally Mfg. Corp. and conducted by field representative **Bernie Powers**, is the announcement of the first Canadian school Bally has hosted in many years. Session will take place on April 22 at the New-Way Sales premises in Toronto. After the session Powers will make a brief visit to the Bally factory and then head for Portland, Oregon where he will conduct an April 27 school in the headquarters of McKee Dist. The remainder of his schedule, as previously announced, will include participation with Midway's **Andy Ducay** in the week-long multi-factory school being sponsored by Advance Automatic Sales Co. in San Francisco (Bally-Midway day is April 29); and an exclusively Bally session at Kentucky Coin Machine Dist. Inc. in Louisville.

ASSOCIATION NEWS: Milton Hobbs, president of the N. Carolina Coin Operators Assn. Inc., sends word of a two-day association sponsored service school on electronic video equipment, to be held April 22-23 at the Royal Villa Motel in Raleigh, N.C. **Bill Arkush** of Kush 'n Stuff will conduct all classes, running from 8:30 a.m. until 5:30 p.m. on each of the two days. Hobbs expressed his personal recommendation of Bill Arkush as one of the industry's leading instructors in the field of electronic video equipment and noted that Arkush's specially prepared hard cover service manual will be included in the school's attendance fee.

HOUSTON HAPPENINGS

Joe Zimmerman, veteran of 29 years in the record industry, has returned to the fold with the organization of Eden Records. Joe's latest release is an album by **Dewey Compton** called "The Twelfth Man." 'Tis a hilarious compilation of Texas A&M (Aggies) jokes! More about Joe, himself: he is president of Sound Recording Co., which distributes various record labels in Houston; and was head man of Houston Decca Records factory branch on Franklin Avenue in 1964. As further evidence of Joe's qualifications as one heck of a great record man, Record Service Co. (614 Dennis St.) was the winner in the recent Capitol Records' "Orient Adventure Contest." Being executive of the winning firm, Joseph Zimmerman and his wife, Jeane, were the lucky ones elected to make the winning trip! . . . The 1976 model Wurlitzer phonographs, the X2 and Cabaret 160, are on display at Gulf Coast Distributing Co. (3315 Milam). **Bob Jozwiak** and **L.C. Butler**, firm's sales manager and owner, respectively, said sales have been excellent to date and added that they've made significant inroads on the second shipment for this year. As most coinmen know, Wurlitzer phonos are no longer manufactured in the U.S. . . . **Mike Reeder**, who graduated from U.S. West Point Military Academy in 1972, has been transferred from Germany to Fort Bliss in El Paso, Texas. Fort Bliss is the U.S. Army defense center. Included in everything pertaining to soldering is intensive training for career commissioned officers moving up; and Mike is definitely one of them. His father, **Russ Reeder**, head of a large Houston one-stop record service, is mighty proud of him, needless to say . . . Lovets Records (3219 Dowling St.) is one of this area's outstanding retail outlets. Owner and operator is **Lovet Smith**, ably assisted by her son, **Victor**. Store's trade is predominantly black with a good sized percentage of white customers, as well. Lovet is a long time acquaintance of this reporter, going back to when she was with a huge music one-stop at 2005 Poik Ave. . . . A large band, members of the Houston branch of the American Federation of Musicians union, provided the music for the AFL-CIO international trade exhibition that ended here on March 31. The affair was held at the Albert Thomas Convention Center . . . Very favorable business is reported at NAMA Amusement Co. (2124 Welch). Firm is a comparatively new one here, owned and managed by **William Powell**, himself a fairly new operator in the area. . . . **Sylvia Carlson** is doing an excellent job as parts manager of the Houston office of Rowe International. . . . **Barney G. Gentry**, 74, passed away on March 26. He formerly owned an amusement company but at the time of his death was a retired oil company employee. . . . Might be well to case the **Cash Box** classifieds very carefully — cuz valuable stuff often comes in small packages!

MILWAUKEE MENTIONS

At presstime last week the WMMA spring convention & show being held in Oconomowoc was just getting underway. From all previous indications it will be a terrific show! Hope to have followup reports in a subsequent column, so keep watching!

A RECENT RIB ROAST honoring **Lee Rothman**, a Milwaukee radio personality, for his 29 years in broadcasting was held in the Crystal Ballroom of the Marc Plaza Hotel in Milwaukee on April 1. On hand as "rib" master of ceremonies was **Tom Shanahan**, among other guests on the dais were **Bernie Strachota** (president/general manager writ, WBCS), **Elmer Regner** (former "Melodytop" director), **Ralph Barnes** (general manager, WOKY), **Ray Taylor** (editor, Labor Press), **Andy Spheeris** (attorney at law, former general manager, WEMP), **Joe Laughlin** (station manager, WVTU), **Don Metzger** (advertising executive), **Nick Noble** (CBS recording artist), **Paul Gallis** (record executive) and **O.C. White** (WAWA personality). Understand everyone had a terrific time thanks to roast pro's **Sonny Mars** and **Stu Allen**. The program was arranged and coordinated by **Paul Gallis** with proceeds going to the epileptic unit of Mount Sinai Hospital.

WISCONSIN HAPPENINGS: On May 14-15 **Crystal Gayle**, named most promising female at the Country Music Awards, will be appearing at Nick's Nic-A-Bob in Milwaukee. Ms. Gayle's new single, which is moving up the **CB** charts, is entitled "I'll Get Over You."

CALIFORNIA CLIPPINGS

THE GANG'S ALL HERE: Distributors, operators and vendors from all parts of the country were in San Francisco (March 30-April 4) to attend various meetings, cocktail receptions, and of course the NAMA. Whether it was new product presentation or an active exchange of ideas and philosophies on the business, enthusiasm and interest were reflected by everyone concerned.

Among the hosting manufacturers were Ramtek, Atari/Kee, Fun Games, Inc. and Innovative Coin Corporation (ICC). The overall turnout of these companies' various representatives was much larger than anticipated and I must commend all of the manufacturers for their gracious hospitality and planning which made the week a successfully cordial and viable meeting ground for discussing and evaluating the industry.

Two of the new games unveiled were Ramtek's 'Sea Battle' and 'Hit Me.' A review of these games and the Ramtek dinner meeting will be in next week's issue. ICC introduced its cocktail table version of 'Spitfire' called 'Sky-Tack,' which appears in review this week. Additional coverage of the week's festivities will be right here in **Cash Box** next week.

On the home front here in L.A., Edcoe Manufacturing & Service Co. is forming a sales and production schedule for a new upright which should be available at the end of the month for their distributors. . . . Phil Martinez and Bob Toscano, the two delivery men for Pico Indoor Sports, were temporarily out of commission as a result of an automobile accident. Apparently a semitrailer truck ran a stop sign and right into the Pico delivery truck. Well, we'll miss the orange Pico GM truck but we're happy that Phil and Bob are feeling better.

EASTERN FLASHES

Pinball machines seem universally in short supply or heavy demand these days as evidenced by reports from **Barry Feinblatt** of Universe Affiliated in Union, N.J. They are awaiting delivery of the new Playmatic machines "Fiesta" (4-player) and "Fandango" (single player), which were tested in Europe and are expected to be available in the U.S. and Canada very soon. Barry also clued us in on another big Playmatic game he's eagerly expecting. It's a 4-player bicentennial model called "New World" . . . Another anxious individual these days is **Bill Prutting** who just can't wait for his shipment of pinballs to arrive at See-North Dist. in Albany. The Williams "Space Mission" 4-player is such a fantastic seller that it's almost an impossibility to keep any models in stock — they no sooner come in the door when they go right out again! Bill also mentioned the success the distribs are enjoying with the placement of new quarter play Seeburg phonographs in top locations. . . . Learned from **Jack Shawcross** that the top prize in the foosball tourney being co-sponsored by Robert Jones International and Irving Kaye Co. is a new "Hurricane" home table! Dates of the tournament are April 2-4 at Syracuse University and the event will benefit muscular dystrophy. Jack also passed along some great comments on the new Midway "Gun Fight" cocktail table and said he is presently waiting for some Bally "Hokus Pokus" 2-players. . . . Another upstate New York foosball tournament is coming up very shortly; this one under the co-sponsorship of Rowe International and Mountain West. The purse is \$5,000 and play will take place April 9-11 at the Hyatt House in Albany. On the subject of games, **Bob Catlin** tells us the "Bank Shot" pingame is just about the fastest selling add-a-ball they've ever had. He also raved about Atari's "Stunt Cycle" as another of those units that sell so fast you can't keep 'em in stock. . . . Spoke with UBI's **Scott Daddis** last week upon his return to home office. Scott had just visited with newly appointed UBI distributors Alcoin of San Antonio, Texas (where he spent time with **Dan Perrotta**) and Lew Jones Dist. of Indianapolis, visiting here, of course, with **Lew Jones**. Aside from current problems of transport due to the strike, business is very good at UBI, as both Scott and **Marty Shumsky** indicated, with the "Omicron" video table, pool tables, "Sportacard," "Sportaball," et al., doing very well.

State Association Calendar 1976

| | |
|------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|
| April 24-25: Kansas Amusement and Music Assn. meeting (site to be selected) | July 23-25: Montana Coin Mach. Ops. Assn. annual conv., West Yellowstone |
| May 7-8: Ohio Music & Amusement Assn. annual conv., Carrousel Inn, Columbus | August 27-29: No. Carolina Coin Ops. Assn. annual conv., Sheraton Motel, Charlotte |
| May 14-16: Music and Amusement Assn. (New York) annual conv., Stevensville Country Club, Swan Lake | September 9-12: Florida Amusement Merchandising Assn. annual conv., Sheraton Towers, Orlando |
| June 5-6: Music Operators of Minnesota annual conv., Radisson South, Minneapolis | September 16-18: Music Operators of Virginia annual conv., Hyatt House, Richmond |
| June 11-13: Illinois Coin Machine Ops. Assn. annual meeting, French Lick Sheraton, French Lick, Ind. | October 14-16: West Virginia Music & Vending Assn. annual conv., Sheraton Inn, Clarksburg |

Bill Arkush To Conduct 2-Day Seminar At Hanson

MINNESOTA — Hanson Distributing Company of Bloomington, Minnesota announced its sponsorship of a two-day electronics seminar to be held April 29 and 30 at the firm's Penn Avenue South headquarters. The classes will be conducted by Bill Arkush of the Kurz Kasch Electronics Division, who is noted as a pioneer in the field of video and digital technology.

The upcoming school was prompted by the outstanding success of a previously held seminar Arkush conducted at Hanson's in September of 1975 which drew a record attendance, much favorable comment and numerous requests for a second installment, according to Hanson officials.

Members of the Hanson staff are currently conferring with Arkush about preparations for a more concise program aimed at more in depth coverage of the servicing of modern day video equipment.

The seminar will be open to operators and service personnel from the upper midwest region of the country and, as an added courtesy, Hanson has arranged to serve luncheon to all persons attending and host a social get-together at the Holiday Inn South on the evening of April 29.

Firm's Randy Jensen said the program "promises to be bigger and better than last year's" and he's expecting a very heavy attendance.

COIN MACHINES WANTED

WANT — all makes new and used phonographs, wall boxes, TV games, Air Hockey, pool tables, bumper pool tables, electronic baseball games, electronic games, Kee games, floor models, ST THOMAS COIN SALES INC., 669 Talbot St., St. Thomas, Ontario, Canada N5P 1C9. Canada's oldest established distributor since 1927. Phone Vince Barrie, (519) 631-9550. Mail current price list if equipment now available.

WANTED — BALLY MULTIPLIERS WITH HOPPER, all 3-, 5-, and 65-coin models considered. Also wanted: Williams and Gottlieb 4-plr pinballs max. 3 years old HANSA MYNTAUTOMATER AB, Box 300 41, S-400 43 Gothenburg, Sweden.

WILL BUY LOTTA FUN, Barrel-O-Fun, Shoot-a-Line and Lite-a-Line FRANK GUERRINI VENDING MACHINES, INC. 1211 W. 4th St., Lewistown, Pa. 17044

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FOR SALE: Brand New Factory Closeouts. Video cocktail tables \$450. Tennis Tourney \$650. Hesitation \$495. Video Fotsball \$495. Monte Carlo \$495. Knock Out \$350. DIVERSIFIED ENTERTAINMENT, 7455 Conroy Court, San Diego, Ca. 92111. (714) 277-6080 or (305) 557-2181.

CONVERSION CARTRIDGES — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. CA. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054

FOR SALE: Bally Monte Carlo (4 pl) \$495; Bally Sky Kings \$550; Deita Queen \$595; Wms. Tripie Strike \$650; Lucky Ace \$595; Strato Fiite (4 pl) \$695; Super Fiite (2 pl) \$645. (No crating). Call OGDEN WHITLOCK (518) 377-2162

FOR SALE: Bingos for export only. County Fairs \$800, Roller Derby \$800, Silver Sails \$800, Border Beautys \$800, Can Can \$800, Big Wheels \$700, Magic Rings \$900, Sega Gran National \$600, Chicago Rifle Gallery \$750, Super Shifters \$700, Gran Trak 10s \$900, Sega Moto Champ \$700, Key Twin Racers \$1250, TV Basketball \$700, D&P MUSIC, 1237 Mt. Rose Ave., P.O. Box 243, York, PA 17403. Phone (717) 848-1846

50 SEEBURG 100 selection wall boxes \$5.00 each. 50 Seeburg 160 selection wall boxes \$37.50 each. 10,000 used 45 rpm records 15¢ each. CENTRAL MUSIC CO., P.O. Box 284, 407 E. Ave., D. Killeen, Texas 76541.

SEEBURG LPC 150, AMI 200, N 150, Johnson coin sorter & counter 295, Tennis Tourney 200, Electro Dart 100, BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Ca. 90028

100 ANTIQUE COIN MACHINES, Mills roulette and dice payout machines, old slots, Bakers pacers, Evans races, etc. 40 old counter games, Keeney Twin Dragons, Bally slot machines, Fantastic hot new counter game. Want to buy Horoscope Ticket and Bead Vending machines. CANADIAN DIST & MFG. CO., 1025-104 Street, North Battleford, Saskatchewan, Canada. Phone (306) 445-2989

SALE: We have quantities Flippers, CC Heehaws, Rivieras, W Dipsydoodles, Stardust, Fantastic, Goldrush, Bally Mariners, Nipits, 4 Million BC, Gott Hotshot, Jack Box, etc., etc. PAN AMERICAN AMUSEMENTS, 1211 Liberty Avenue, Hillside, New Jersey 07205. Telephone (201) 353-5540.

FOR SALE: Write or call — 200 asst. used TV games — 300 asst. arcade pieces — late model pins — ROBERT JONES INTERNATIONAL INC., 880 Providence Hwy., Dedham, Mass. 02026 — (617) 329-4880 or ROBERT JONES INTERNATIONAL INC., 601 Thompson Rd N., Syracuse, N.Y. — (315) 463-6251.

NATIONAL WHITENBURG MODEL 400 FOOD VENDOR — National 21CE candy machine — Vendo Vis-i-Vend Rowe cigarette machines 20 700 \$175 or 7 for \$1000 — Rowe 20 800 \$295, crating extra. Arcade equipment, Motor Cycle, Funland, Pennant, Sami, Sea Raider and Dune Buggy, pool tables, pinballs and many other items. VATHIS VENDORS Call (214) 792-2806, 793-3723 or 792-1810.

ALL TYPES OF COIN-OPERATED EQUIPMENT. Flippers, shuffle alleys, guns, TV games, Williams, Gottlieb, ChiCoin, Ramtek, Allied, Natting, Phonographs (large selection) Wurlitzer, Seeburg, AMI, Rock-Ola. Rock-Ola vending Cigarettes, candy, cold drink. National, Smokeshop, Rock-Ola. All kinds shipped to perfection or buy as-is and save. We have the right price and equipment on hand to serve your needs. Write or call: FLOWER CITY DISTRIBUTORS, INC., 389 Webster Ave., Rochester, N.Y. 14609. (716) 654-8020. Ask for Joe Grillo.

FOR SALE — Silver Sails, Ticker Tapes, Lotta Fans and Stock Markets available. Also Wall Street, Barrel Of Fun, Keeney Red Arrows, Sweet Shawnee, Bally Saper Jumbos, and late used Gottlieb flippers. These games are completely shopped. CALL WASSICK NOVELTY, (304) 292-3791. Morgantown, W Va

FOR SALE: Kee Tanks, Ramtek, Baseball, Sports Center, Midway Wheels, Winner TV, Paddle Battles, Basket Ball, UBI Sport A Balls, Brunswick Karate, D&L DISTRIBUTING CO., INC., Box 6007, Harrisburg, Pa. (717) 545-4264

NEW PROF. QUIZMASTER machines in factory cartons. List \$750. Must sell \$150 ea. Used \$50 ea. Used and new pins wanted shipped or as is, one or fifty. NOVEL AMUSEMENT, 200 U.S. #1 Linden, N.J. Phone (201) 862-6619

FOR SALE: Turf Club \$525; Steeplechase \$625; Air Attack \$695; Gang Busters \$695; Crack Shot \$595; Shark Jaws \$825; Owak \$750; Formula K \$775; Bio Rhythm \$695; Sterro Coin \$225; Sniper Gun \$295; Twin Skeeet Shoot Gun \$650; Moto Champ \$675; Grand Prix \$250; Super Shifter \$825; Monte Carlo \$425; Anti Aircraft \$850; Touch Me \$250; Dynamo \$425; Pachinko \$425; Sex Tester \$350; Trak 10 \$725; Star Pool \$765; Duotron \$575; Swagrab \$1,150. NEW ORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel: (504) 529-7321. CABLE: NONOVCO

FOR SALE: Bally Monte Carlo \$495; Williams Triple Strike \$650; Arcade Americoin Fire Chief & Super Shifter. TV Williams Pro Hockey \$395 (no crating). Call: (518) 377-2162 (Ogden Whitbeck)

RECONDITIONED SPRING SPECIALS FOR SALE: Bally Twin Win (2 pl) \$695; Big Show (2 pl) \$545; Spacetime (4 pl) \$495; Gottlieb Hot Shot (4 pl) \$695; Midway Ball Part \$795; Twin Pirate Gun \$795; Playtime \$445; Leader Upright \$445; Leader Lo-Boy \$445; Winner IV \$395; Sea Devil \$295; Winner \$195; Dart Champ \$95; Allied Leisure Super Shifter \$795; Vendo Classic 30 Model 320-WC30B cigarette machines in excellent condition (complete as is) \$65. MICKEY ANDERSON, INC., P.O. Box 6369, Erie, Pa. 16512. Phone (814) 452-3207.

FOR SALE: We have in stock a great quantity of 5 year old pinball machines Gottlieb. Write to: SOVODA 51, Rue de Longvic 21300 Chenove France telex 350018

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FOR SALE: MIDWAY Bulls Eye, Golf Champ, ESP Electro Dart, Wall Games \$150, D&L DISTRIBUTING CO. 6691 Ailientown Blvd., Harrisburg, Pa. (717) 545-4264

FOR SALE: ROCK-OLA 504 WALLBOX \$100, Rock-Ola Receivers, 1725-8-2, 1765, 1755, 1721, 1769 \$65 each. WESTERN DISTRIBUTORS, 1226 SW 16th Avenue, Portland, Ore. 228-7565

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RECORD BINS FOR SALE: 4 LP wide step-ups \$80 each; 5 LP wide step-ups \$100 each; extra large browser bins \$125 each. Contact: Jack Baker (213) 240-6290

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RECORD PROMOTION SERVICES — In nine cities, in Midwest area. Specializing in services for record companies and artists. For complete information, write E. Saphier, 1730 Losantiville Road, Cincinnati, Ohio 45237.

KING OF MUSIC RECORDS is looking for masters. Send copies to KING OF MUSIC RECORDS, 806-16th Avenue South, Suite 217, Nashville, Tennessee 37203, or call (615) 242-2023

8-TRACK TAPES — 75 cents each, made from your master or album. Ray Reeves, GUSTO RECORDS, INC. 220 Boscobal St., Nashville, Tenn. 37213. (615) 256-1656.

FOR SALE. Approx. 20,000 45's from 1966 through 1975. Take all 5¢ each plus ISC postage. Charles Zierer, P.O. Box 482, Tarpon Springs, Fla. 33589.

INTERNATIONAL RADIO STATIONS MUSIC PUBLISHERS. discotheques and fanclubs subscribe to our Automatic Airmail Service for all singles and LPs from the charts. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

CLASSIFIED POWER!

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? See ad rates above.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 6565 Sunset Blvd., Hollywood, Cal. 90028
Make sure your check is enclosed

ICC Debuts Sky-Tack from page 39

eliminates any obstacle interference in the actual playing area. A colorful



graphic overlay of clouds and mountains on the screen enhances the overall visual appeal.

"Sky-Tack" cocktail table stands 28½" high, is 34¾" wide, and 34¾" deep. Throttles give the players complete maneuvering control of their planes and

N.Y.C. Lifts Ban from page 39

Pinball Machine") was especially convincing in that it served to amplify the fun and skill value of pinball play while conveying his personal enthusiasm for the game.

Among individuals who have campaigned most vigorously to allow pinball machines in the city, after a ban of more than 35 years, are Irving Holzman, president of the Music & Amusement Assn. of New York, MAA's executive director Ben Chicosky and the association's public relations representative Danny Frank. All three are optimistic of the bill's passage, based on the 6-0 hearing decision and the support of the consumer affairs commissioner as well as that of the council members.

additions to country playlist from page 27

- KRMD - SHREVEPORT**
The Door Is Always Open - Dave & Sugar - RCA
All These Things - Joe Stampley - ABC/Dot
One Piece At A Time - Johnny Cash - Columbia
You've Got Me To Hold On To - Tanya Tucker - MCA
Sun Comin' Up - Nat Stuckey - Capitol
- WINN - LOUISVILLE**
All These Things - Joe Stampley - ABC/Dot
I Gotta Get Drunk - Willie Nelson - RCA
You've Got Me To Hold On To - Tanya Tucker - MCA
One Piece At A Time - Johnny Cash - Columbia
Kentucky Moonrunner - Cledus Maggard - Mercury
- WBAM - MONTGOMERY**
Ask Any Cheater Who Knows - Freddy Weller - Columbia
T For Texas - Tompall Glaser - MGM
All These Things - Joe Stampley - ABC/Dot
Twilight Time - Carl Mann - ABC/Dot
Yesterday Just Passed My Way Again - Don Everly - Hickory
Have A Dream On Me - Mel McDaniels - Capitol
Think I Feel A Hitchhike Coming On - Larry Jon Wilson - Monument

offer rapid fire action on the guns. "Sky-Tack" uses a CanAm coin acceptor and operators can use either a 25¢ or 50¢ option.

For further details, contact ICC at 1755 Comstock Street, Santa Clara, Calif. 95050, or call (800) 538-6832 outside California, or (800) 672-3557 anywhere in California.

Composer Stockhausen Signed To Chrysalis

LOS ANGELES — Avant-garde German composer Karlheinz Stockhausen has signed a non-exclusive recording contract with Chrysalis Records which allows him to record other projects outside his existing commitments to Deutsche Grammophone. Chrysalis has planned a May 1 release for Stockhausen's debut album, "Ceylon/Bird Of Passage," which features his 16-year-old son, Marcus, on trumpet and flugelhorn.

The deal was concluded between Chrysalis' joint chairman Chris Wright, and Robert Siotover, representing Stockhausen. Chrysalis president Terry Ellis commented, "We are delighted that a composer of the worldwide reputation of Stockhausen has chosen Chrysalis to release his works. We hope to be able to bring his music to an even wider audience than before, and this signing further underlines our intention to expand the company's activities into all areas of contemporary music."

Stockhausen is scheduled to arrive in the U.S. in July to perform a piece commissioned by the German government as a gift to the American government.



SUPERTRAMP CELEBRATES — Supertramp was congratulated at a luncheon in their honor by A&M Records following their three sold-out Santa Monica Civic concerts.

Pictured left to right are Roger Hodgson, Dave Margereson (manager), Dougie Thompson, Jerry Moss (A&M president), Bob C. Benberg, John Helliwell, and Rick Davies.

Crossover: Retailers Viewpoint from page 18

talked to Patrick Summers who works the Music Man one-stop and deals with the 1812 Overture outlets in the Milwaukee area about that LP and more.

"Marvin Gaye was strictly black in the past," Summers said, "but now the sales are going very strong white. In overall sales ... the Marvin Gaye a year ago would sell a certain amount and you generally could tell what that figure would be by estimation. I'd say now though that you have 75% more sales on Marvin Gaye product ... it's because of the white acceptance and great product by Marvin Gaye now."

"These musicians/artists aren't putting out music aimed at a specific audience anymore ... it's good artists ... good music ... good material ... that's what is in."

Summers thoughts on crossover were similar to other managers at other chains

and one-stops. But he specifically mentioned categorization in detail.

"You've got a tremendous amount of releases coming out now ... categorization is really not disappearing as much as it is not being *emphasized* anymore."

"And stations have picked up on crossover very much too," Summers continued. "You don't have to merchandise the black product separately anymore ... you might find a Led Zepelin and Marvin Gaye next to each other in window display now."

Crossover from the retailers and one-stops point of view is very evident. And next week, **Cash Box** will talk with the record companies to find out how crossover affects their end of the business cycle.

Next week: *Crossovers* — Part 3
The Record Companies

soul waves from page 34

is returning to the radio stations instead of the discos. At one point the economy was down and discos offered cheap entertainment. Now discos are charging as much as live venues and people are beginning to go back to the clubs."

Don Wilson, music director at **WSOK** said people are always asking me how we go on records. "What we do is listen to the record to see if it fits our format. Then all the jocks listen to it and we discuss the merits of the record. After we add it we check our request lines carefully. Then we check the record stores in the area to see if the record is selling. I use the trades for a national perspective but I have to pay close attention to my own demographics, because what may be a hit in New York doesn't necessarily mean the record will be a hit in Savannah."

jess levitt

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 _____

Estimated 450 Million Catch Eurovision Song Contest '76

Britain, France, Monaco, Switzerland, Austria Win Top Honors In Yearly Fete

THE HAGUE — "The Brotherhood of Man" from Great Britain has won first place in the Eurovision Song Contest 1976. Their version of the Tony Hiller-Lee Sheridan-Martin Lee composition "Save Your Kisses For Me" (ATV Music, recorded on the Pye label), gathered a total of 164 points from the juries of the eighteen participating countries. The Brotherhood's performance received orchestral support under the lead of Alyn Ainsworth. The entire British delegation was sent to Holland for this year's Eurovision contest by BBC-TV.

Runners-Up

Catherine Ferry of France took a close second place with 147 points for her rendition of "Un, Deux, Trois," written by Jean-Paul Cara and Tony Rallo.

Gilbert Sinoe and Andre Barse claimed third position on behalf of Monaco, as Mary Cristy sang "Toi La Musique Et Moi," written by Sinoe, Barse and Georges Costa.

Placing fourth in the competition were Peter, Sue and Marc from Switzerland, who delivered Peter Reber's tune, "Djambo Djambo."

Final recognition went to Austria's Waterloo and Robinson who presented Gerhard Heinz' "My Little World."

Live TV

The Eurovision Song Contest was transmitted live by the participating countries: Great Britain, Ireland, Norway, Finland, the Netherlands, Belgium (in Flemish and French), Luxembourg, West Germany, France, Monaco, Spain, Portugal, Switzerland (in German, French and Italian), Austria, Italy, Yugoslavia, Greece and Israel. In addition, the contest was sent out live to Denmark and Turkey, adding up to twenty countries. Deferred relay will take place in eight countries including the Soviet Union, Hungary, Bulgaria, Poland, Czechoslovakia, Morocco and Tunisia. There is also a chance that Iceland, Jordan, Hong Kong, Fiji Islands and Mexico will get a delayed broadcast. It is estimated that the song contest could be viewed by 450 million throughout the thirty-three countries listed.

Radio Transmission

Twenty-five European radio stations dedicated transmission time to the song contest. Those countries include Spain (Madrid), Switzerland (Lausanne), Belgium (BRT), England (BBC and Capitol radio London). Live broadcasts took place the day of the contest in England, France, Belgium, Norway, Finland (stereo), Sweden, the Netherlands (stereo), Switzerland, Turkey and West Germany (over the British Armed Forces station). All told, the song contest has been heard in approximately 80 million homes.

European Sedaka Tour

LOS ANGELES — Neil Sedaka has set the dates for his month-long tour of Europe, after which he will return to the states to headline Harrah's Reno, May 13-19.

Sedaka's European dates include Paris (April 12), Frankfurt (13), Amsterdam (14), Batley Variety Club (18-24), Glasgow (27), Southampton (28), Bournemouth (30), Royal Festival Hall (May 1), Bristol (4) and Manchester (5).

His newest Rocket album, "Steppin' Out," is slated for release April 15.

The Eurovision Song Contest 1976 was held at the Congressbuilding at The Hague and was efficiently well-organized by the NOS (Netherlands Broadcasting Foundation). Responsible for the whole operation were Warry van Kampen with director Theo Ordeman, producer Fred Oster and others.

Precautions

The Congressbuilding was heavily guarded for an entire week and many measures were taken to avoid terrorist activities.

During the week of rehearsals, two record companies had their hospitality suites at the nearby BelAir Hotel: Phonogram in behalf of Sandra (Holland), Fredi and Friends (Finland) and the Les Humphries Singers (Germany), and WEA on behalf of Belgian representative Pierre Rapsat.

The show was capably announced in different languages by Dutch European Song Contest winners and the awards to the winning artists were given onstage by winner of last year's song contest, Teach In's singer, Getty.

Apart from the show itself, many parties were given: NOS, Dureco (in behalf of the Swiss, Norwegian and Greek participants), the embassies of Spain, Yugoslavia, Austria (in cooperation with Polydor) and Portugal, and CNR Records in behalf of last year's winner (Getty).

Before this year's song contest Holland, France and Luxembourg had won four times, England and Spain had won twice and Switzerland, Denmark, Italy, Austria, Ireland, Monaco and Sweden had won one time each. In 1969, the Netherlands, France, England and Spain split the first prize in a four-way tie.

MAM Leaves EMI For Decca World Licensing, Dist. Pact

LONDON — It has been learned that MAM Records have changed their licensing and distribution throughout the world excluding the USA and Canada to EMI Records from Decca. The deal is effective immediately and first release on the MAM label will be on April 2, a single titled "I Can't Dance To That Music You're Playing" by Tina Charles. Tom Jones and Engelbert Humperdinck's



BILLY JOEL'S "Piano Man" album is currently going through a rebirth in Australia after the issue of the "Piano Man" single and some heavy promotion by CBS Records. Australia Pictured here are Trevor Smith (bottom left), newly-appointed program manager from Sydney's radio station 2SM, under assault from the CBS promo men armed with two toy grand pianos. Top left is Peter Karpin, national promotions manager and, top right, Alan Blake, NSW promotions.

William Smith To Chair ARIA

SYDNEY — The Australian Record Industry Association (ARIA) has appointed William Bill Smith chairman of the association and president of Phonographic Performance Company of Australia Ltd (PPCA). Smith is managing director of Australian Record Co., Australian distributor and licensee of CBS Records and Tapes.

Tanya Invited To Fifth Tokyo Music Festival

LOS ANGELES — Tanya Tucker has been invited to perform at the Fifth Tokyo Music Festival to be held June 27 in Tokyo, Japan. Tanya will sing "You've Got Me To Hold On To" in the international competition, which will include artists from around the world.

"You've Got Me To Hold On To" is Tanya's latest MCA single, and was written by Dave Loggins. The song appears on Tanya's "Lovin' And Learnin'" album which was released earlier this year.

Tanya will be staying in Japan for six days. Her father Beau and her producer Jerry Crutchfield will accompany the 17-year-old singer to Japan.

The contest will be held in the Imperial Theatre and Tanya's performance will be broadcast simultaneously live over the Tokyo Broadcasting System's radio and television.

Jarreau Breaks European Market

AMSTERDAM — Ai Jarreau is in the midst of a one month performance, promotion and publicity tour of Europe sponsored by Warner Bros. Records and WEA International. The artist, whose first Warner/Reprise album "We Got By" has garnered critical acclaim in many European countries, is meeting members of the press, Warner Bros affiliate company personnel, and the public at large through personal appearances and television performances in several major European markets.

Jarreau played club dates in Munich and Hamburg, Germany and Zurich, Switzerland. He was seen on national television in both Italy and France and is set to guest star at the 25th anniversary party of Holland's Oor Magazine. Jarreau will finish his tour with a two-week engagement at Ronnie Scott's Club in London.

Tom Ruffino, Warner Bros. Records international director, sees the tour as a very positive step towards breaking Jarreau abroad. "The WEA companies have been extremely enthusiastic about Ai and we're excited by the obvious potential he has for the international market," he commented. In confirmation, Ruffino pointed out that since Jarreau's engagements in Germany, he has been nominated for the outstanding new male vocalist award by the Germany Record Academy.

Trova Busy With South American, Worldwide Deals

BUENOS AIRES — Trova Records, under a special arrangement with EMI, has begun Argentine distribution of recordings by two of Brazil's foremost representatives of the "different proposal" in modern popular music: Milton Nascimento and Egberto Gismonti. The first Nascimento album is "Milagre Dos Peixes" (Miracle of the Fish); the first Gismonti LP release is "Aqua & Vinho" (Water and Wine). Both Nascimento and Gismonti have been featured recording artists in the U.S., Nascimento appearing in Wayne Shorter and Walter Wanderley's recordings, while Gismonti has worked with Airto and Fiora Purim. In addition to this work, Nascimento has been signed to A&M Records to make an album and Gismonti has signed with Atlantic.

With a two-year delay, and following settlement of a dispute between the artist and his former producer, Trova will also release an album by bandoneonist Rodolfo Mederos and the "Generacion Cero" group, titled "Fuera de Broma." The music is a blend of avant-garde tango, rock and jazz, composed and arranged by Mederos, Juan Mosalini and Daniel Binielli (bandoneons), Arturo Schneider (alto sax and flute), Ricardo Salas (electric bass) and Pocho Lapouble (drums). The jacket of the album bears a picture of Astor Piazzolla, leading applause at a 1973 concert by the "Generacion Cero" group which no longer exists. Leaders Mosalini and Binielli are now co-leaders of the "Guardia Nueva" (New Guard) quintet. Thirty-four-year-old Mederos, hailed by the Brazilian magazine "Pesquisa Brasileira do Disco" (December, 1975) as one of the great innovators of Argentine music, has just formed a new group called "Puiso" (Puisation, or Beat), and plans for recording an album at a still unspecified date this year are in the making.

Cuomo Made GM, CBS Argentina

BUENOS AIRES — Hecio Cuomo, CBS commercial director, has been appointed general manager of the company, while Juan Truden, former manager, will be in charge of the Brazilian associate of CBS. Cuomo has had a brilliant career at CBS, having been in charge of the special products division some time ago, where he helped devise new marketing forms for records and establish new promotion standards for the industry.

Trompos Publishing's head, Bernardo Bergeret, feels satisfied with three items in the local charts, which could mean a successful year for this pubbery. Trompos is associated with Brazilian Sigem, headed by Bruno Quaino, and all the Globo chain of newspapers and radio & TV stations in that country. The new bet to the consumer's taste is "El Profesor de Violin," which received successful exposure on TV through two programs devoted to the San Remo song contest.

Phonogram/Head Conference Tour

PARIS — Phonogram has organized a conference tour of France to promote the new Murray Head LP, "Say It Isn't So." Head has a built-in promotional ability, as he has appeared in the London production of "Hair," he had a part in John Schlesinger's film "Sunday Bloody Sunday" and is also well-known in French cinema. Eight of the ten songs on Head's album are from his musical "Atlantis." The album is produced by P. Samwell Smith. The title track was released as a single and is getting extensive air coverage. In the meanwhile, several TV appearances are scheduled for the upcoming Phonogram/Head jaunt through France.

Steve Miller has also signed with Phonogram International for the distribution of his next album except for Canada and Japan.

After their triumph at the Pavilion of Paris, the musicians of "Ange" are on the road again for a two-month tour all over the country. They are due for a good album this month for their second LP, "Cimetiere Des Aréquins" (Harquins Cemetery). The presentation will be made on an RTL show.

Machado Named Microfon Manager

BUENOS AIRES — Ruben Machado, one of the best known record and radio managers in Buenos Aires, has been appointed commercial manager of Microfon Argentina, effective April 1. Machado started his career twenty years ago as a cinema reviewer and disk jockey with a very popular program on radio Exceisor, "Escaiera a la Fama," which was considered capable of turning a new record into a national bestseller. Afterwards he took the artistic management of TV channel 11, and in 1969 was appointed commercial director of newly-formed Radio del Plata, a post kept until late 1975 when he resigned. The announcement was made by Norberto Kaminsky, Microfon's vice president.

TK's sales manager Ricardo Cabrera has returned from a six-week trip to Miami, Mexico and the Caribbean. During his stay he negotiated the release of Argentine TK product there and acquired the rights to several interesting catalogs for release in Argentina. TK's new pressing plant is scheduled for July 1.

Sicamericana's Nestor Selasco traveled to Santa Cruz de la Sierra, in Bolivia, for a meeting of the managing board of the Latin American Federation of Record Producers (FLAPF).

Dawkins Named Exec. Prod. A&R, Aust. Record Co.

SYDNEY — Peter Dawkins has been appointed executive producer, local a&r for the Australian Record Company (CBS). In 1974 Dawkins won the Federation of Australian Commercial Broadcasters (FACB) special award for production and composition. In 1973 the FACB presented Dawkins with producer of the year honors for having produced seven award-winning tunes. Prior to that, in 1969, '70 and '71 Dawkins won similar producer of the year honors in New Zealand for having produced five number one hits.

Bearde Opens Odin Offices In Toronto

TORONTO — Producer Chris Bearde has opened offices here for his Odin Corporation, to serve as headquarters for a series of television ventures.

Projects include "Pop Goes The Wolfman," a special starring Wolfman Jack that concluded taping last week, and The Bobby Vinton Show. Pre-production on a second series of Vinton shows, sold in syndication and to CBS-TV owned and operated stations, begins this week.

"Pop" was produced in association with Wolfman Jack's organization. The Vinton show is a Chuck Barris Production in association with the Odin Corporation.

EMI Group Ltd. Financial Summary For Half-Year Ending Dec. 31, 1975

LONDON — EMI Group Ltd. has announced its earnings and sales for the half-year ended December 1975. As can be seen, sales have risen by 71,790,000 pounds, pushing profit before taxation up to 13.5 million pounds, a rise of 6,656,000 pounds. This is an increase of 81% over the previous year. This increase is due to numerous reasons in various sections of the group. Worldwide music sales increased by 25% and the profitability ratio went up by 23%. On the leisure side, in March 1975 EMI acquired its social centers. In the electronics division there was a marked in-

crease in medical electronics, the launching of color television in Australia, and also the elimination of the loss-making Italian domestic electronics subsidiary Voxson SpA, disposed of in early 1975. The group also gained generally on the movements of exchange rates since December 1974.

As can be seen from the analysis by territory tables the greatest amount of sales occur in the UK (39%) with Europe second. The profit in Europe over the previous half year has risen by 2,374,000 pounds, mainly due to the sale of the Voxson company.

| | 1975* | 1974 |
|-------------------------------------------------------------------------|--------------|-------------|
| Sales | 313,482 | 241,692 |
| Profit before interest and taxation | 32,443 | 21,033 |
| Net interest | 2,881 | 4,708 |
| Profit before taxation | 29,562 | 16,325 |
| Taxation | 16,026 (54%) | 9,445 (58%) |
| Minority shareholders interest | 13,536 | 6,880 |
| Parent company preference dividends | 1,901 | 996 |
| Profit before extraordinary items attributable to ordinary stockholders | 69 | 69 |
| Basic earnings per ordinary stock unit | 11,566 | 5,815 |
| Fully diluted earnings per ordinary stock unit | 12.3p | 7.4p |
| | 11.0p | 6.7p |

*All figures in thousands of pounds sterling



IT CAME FROM THE SKY — Before David Essex even set foot on Swedish soil for his recent tour, his name got a strong CBS promotional campaign. In addition to a special album, "David Essex In Scandinavia," CBS distributed thousands of leaflets and even utilized sky-advertising to warm up the fans. Shown after his Stockholm concert are (l to r): Sten af Klinteberg, marketing director CBS; Russ Ballard (ex-Argent and support act on the tour); Margaretha Beverloo, manager press and promotion CBS; singer/songwriter Essex; Jorgen Larsen, managing director CBS; and Derek Bowman, Essex's personal manager.

Victor Japan Skeds Soul LPs

TOKYO — Victor Music Industries Co. is set to release "New Soul Greatest Hits 14" this May. The series will be scheduled as Victor's main summer album thrust.

"New Soul Greatest Hits 14" includes soul music from Motown and Atco. Music in this series includes works by Van McCoy, the Miracles, The Stylistics and a "Disco Sounds Special." This music is primarily that of groups which have recently visited Japan.

A second package is scheduled for June to include Diana Ross, the Temptations, Stevie Wonder, Marvin Gaye, the Jackson Five, the Supremes, Gladys Knight & The Pips, the Four Tops, the Crusaders, Eddie Kendricks, the Pointer Sisters and the Commodores.

J.J. Cale In First European Tour Dates

LOS ANGELES — J.J. Cale has begun his first concert tour of Europe with appearances in London and across the continent, according to Bernadette Gorman, international manager for Shelter Records. Cale will headline a total of 19 shows promoted by International Concert Organization of Copenhagen.

Cale, who has recently completed a tour of Australia, is touring Europe in conjunction with his soon-to-be-released fourth Shelter LP "Troubadour." He has three other albums on Shelter, "Naturally," "Ready" and "Okie," all produced with manager Audie Ashworth.

On the tour Cale will be backed by Bill Boatman, guitar; Karl Himmel, drums; Larry Bell, keyboards; and Bill Raffensperger, bass. The PA and lighting systems are provided by Marshall Equipment Hire Ltd. of London.



TAKIN' CARE OF BUSINESS — After walking off with three Juno Awards, the Canadian Grammy members of Bachman-Turner Overdrive, their manager and representatives of the group's U.S. and Canadian labels joined together for a toast in the suite of Polydor, Ltd. of Canada. Pictured here (l to r) are senior vice president/marketing for Phonogram, Inc./Mercury Records, Jules Abramson; Robbie Bachman of BTO; Bruce Allen, the group's manager; Tim Harford, president, Polydor, Ltd., the Mercury Records distributor in Canada; Blair Thornton and Randy Bachman of BTO; and Charles Fach, executive vice president/general manager of Phonogram, Inc./Mercury. BTO took the honors for best selling album ("Four Wheel Drive"), best selling single ("You Ain't Seen Nothing Yet"), and group of the year honors.

CASH BOX TOP 100 ALBUMS

April 17, 1976

| | | | | | | | | | | |
|----|----------------------------------------------------------------------------------------------------|------|----|----------------------------------------------------------------------------------|------------------------------------------------|------|------------------------------------------------------------------------------------------------|-----|-----------------------------------------------------------------------|----|
| 1 | THEIR GREATEST HITS EAGLES Asylum 7E-1052 | 4/10 | 1 | 35 | HAIR OF THE DOG NAZARETH A&M SP 4511 | 4/10 | 26 | 67 | LOVE TRILOGY DONNA SUMMER Oasis OC-5004 Dist. Casablanca | 81 |
| 2 | FRAMPTON COMES ALIVE PETER FRAMPTON A&M SP 3703 | 2 | 36 | ERIC CARMEN Arista AL 4057 | 27 | 68 | THE LEPRECHAUN CHICK COREA Polydor PD 6062 | 69 | | |
| 3 | RUN WITH THE PACK BAD COMPANY Swan Song SS 8415 | 3 | 37 | LOVE WILL KEEP US TOGETHER THE CAPTAIN & TENNILLE A&M 3505 | 38 | 69 | SMILE LAURA NYRO Columbia PC 33912 | 70 | | |
| 4 | FLEETWOOD MAC Warner Bros. MS 2225 | 5 | 38 | A TRICK OF THE TAIL GENESIS Atco SD 36129 | 43 | 70 | RELEASE HENRY GROSS Lifesong LS 6002 | 71 | | |
| 5 | AT THE SPEED OF SOUND WINGS Capito SW 11525 | 22 | 39 | CHICAGO'S GREATEST HITS Columbia PC 33900 | 32 | 71 | NATIVE SONS LOGGINS & MESSINA Columbia PC 33578 | 46 | | |
| 6 | A NIGHT AT THE OPERA QUEEN Elektra 7E-1053 | 7 | 40 | TRYIN' TO GET THE FEELING BARRY MANILOW Arista 4060 | 33 | 72 | LADY IN WAITING OUTLAWS Arista 4070 | 109 | | |
| 7 | DESIRE BOB DYLAN Columbia PC 33893 | 4 | 41 | BETTER DAYS AND HAPPY ENDINGS MELISSA MANCHESTER Arista AL 4067 | 34 | 73 | CLASSICAL BARBRA BARBRA STREISAND Columbia M33452 | 73 | | |
| 8 | SONG OF JOY CAPTAIN & TENNILLE A&M SP 4570 | 10 | 42 | CITY LIFE THE BLACKBYRDS Fantasy F9490 | 47 | 74 | FULL OF FIRE AL GREEN Hi SHL 32097 | 78 | | |
| 9 | THE DREAM WEAVER GARY WRIGHT Warner Bros. 2868 | 9 | 43 | FACE THE MUSIC ELECTRIC LIGHT ORCHESTRA UA LA 546G | 36 | 75 | ROMANTIC WARRIOR RETURN TO FOREVER Columbia PC 34076 | 97 | | |
| 10 | STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON Columbia PC 33540 | 6 | 44 | FAMILY REUNION THE OJAYS Phila Int. PZ 33807 | 44 | 76 | CAPTURED LIVE JOHNNY WINTER Blue Sky PZ 33944 | 76 | | |
| 11 | EARGASM JOHNNIE TAYLOR Columbia PC 33951 | 21 | 45 | M.U. THE BEST OF JETHRO TULL Chrysis CHR 1074 | 35 | 77 | STARCASTLE Epic PE 33914 | 85 | | |
| 12 | DESTROYER KISS Casablanca NBLP 7025 | 29 | 46 | LOOK OUT FOR NUMBER ONE BROTHERS JOHNSON A&M 4567 | 60 | 78 | AFTERTONES JANIS IAN Columbia PC 33919 | 45 | | |
| 13 | ONE OF THESE NIGHTS EAGLES Asylum 7E-1039 | 14 | 47 | STRUTTIN' MY STUFF ELVIN BISHOP Capricorn CP 0165 | 53 | 79 | LOVE AND UNDERSTANDING KOOL AND THE GANG DeLite DEP 2018 | 94 | | |
| 14 | RUFUS FEATURING CHAKA KHAN ABC ABCD 909 | 13 | 48 | ELITE HOTEL EMMYLOU HARRIS Warner Bros. MS 2236 | 42 | 80 | SMOKEY'S FAMILY ROBINSON SMOKEY ROBINSON Tam-a T6-341S1 | 82 | | |
| 15 | STATION TO STATION DAVID BOWIE RCA APL 11327 | 8 | 49 | SILK DEGREES BOZ SCAGGS Columbia PC 33920 | 55 | 81 | WINGS OF LOVE TEMPTATIONS Gordy 971 Dist. Motown | 101 | | |
| 16 | BRASS CONSTRUCTION UA LA 545G | 19 | 50 | TOYS IN THE ATTIC AEROSMITH Columbia PC 33479 | 40 | 82 | SWEET HARMONY MARIA MULDAUR Reprise MS 2235 | 84 | | |
| 17 | THE OUTLAWS WAYLON JENNINGS, WILLIE NELSON, JESSIE COLTER & TOMPALL GLASER RCA APL 11321 | 15 | 51 | ELTON JOHN'S GREATEST HITS MCA 2128 | 54 | 83 | FROM EVERY STAGE JOAN BAEZ A&M SP 3704 | 48 | | |
| 18 | MAIN COURSE BEE GEES RSO SO 4807 | 18 | 52 | SEALS & CROFTS' GREATEST HITS Warner Bros. BS 2886 | 50 | 84 | GROOVE-A-THON ISAAC HAYES Hot Buttered Soul ABCD 925 | 58 | | |
| 19 | COME ON OVER OLIVIA NEWTON-JOHN MCA 2186 | 24 | 53 | HELEN REDDY'S GREATEST HITS Capito ST 11467 | 41 | 85 | LOOK INTO THE FUTURE JOURNEY Columbia PC 33904 | 87 | | |
| 20 | GIMME BACK MY BULLETS LYNYRD SKYNYRD MCA 2170 | 20 | 54 | WINDSONG JOHN DENVER RCA APL 1-1183 | 49 | 86 | CHRONICLE CREEDENCE CLEARWATER REVIVAL Fantasy CCRS | 86 | | |
| 21 | LIVE ROBIN TROWER Chrysis CHR 1089 | 37 | 55 | MOTHERSHIP CONNECTION PARLIAMENT Casablanca NBLP 7022 | 62 | 87 | BABY FACE WING & A PRAYER FIFE & DRUM CORP Wing & A Prayer HS 3025 Dist. Atlantic | 88 | | |
| 22 | GRATITUDE EARTH, WIND & FIRE Columbia PG 33694 | 12 | 56 | ON THE ROAD JESSE COLIN YOUNG Warner Bros. BS 2913 | 64 | 88 | HOW DARE YOU 10cc Mercury SRM 11061 | 65 | | |
| 23 | AEROSMITH Columbia PC 32005 | 25 | 57 | AMIGOS SANTANA Columbia PC 33576 | 105 | 89 | SILVER CONVENTION Mid and Int. BKL 1-1369 | 119 | | |
| 24 | PRESENCE LED ZEPPELIN Swan Song SS 8416 | - | 58 | KINGFISH Round RX LA 565-G Dist. UA | 66 | 90 | MOVIN' ON COMMODORES Motown M6-848S1 | 99 | | |
| 25 | ROCK 'N' ROLL LOVE LETTER BAY CITY ROLLERS Arista AL 4071 | 28 | 59 | HE'S A FRIEND EDDIE KENDRICKS Tam-a T6-343S1 | 61 | 91 | LET THE MUSIC PLAY BARRY WHITE 20th Century T502 | 56 | | |
| 26 | I WANT YOU MARVIN GAYE Tam-a T6-342S1 Dist. Motown | 57 | 60 | WAKE UP EVERYBODY HAROLD MELVIN & THE BLUENOTES Phila Int. PZ 33808 | 51 | 92 | HAVANA DAYDREAMIN' JIMMY BUFFETT ABC ABCD 914 | 63 | | |
| 27 | HISTORY — AMERICA'S GREATEST HITS AMERICA Warner Bros. BS 2894 | 16 | 61 | KC AND THE SUNSHINE BAND TK 603 | 52 | 93 | THE BEST OF GLADYS KNIGHT AND THE PIPS Buddah BDS 5653 | 77 | | |
| 28 | THOROUGHbred CAROLE KING Ode SP 77034 | 11 | 62 | YOU CAN'T ARGUE WITH A SICK MIND JOE WALSH ABC ABCD 932 | 107 | 94 | IF THE SHOE FITS PURE PRAIRIE LEAGUE RCA APL 11247 | 74 | | |
| 29 | TAKIN' IT TO THE STREETS DOOBIE BROTHERS Warner Bros. BS 2899 | 59 | 63 | THE SALSOUL ORCHESTRA Salsoul SZS 5501 | 67 | 95 | MYSTIC VOYAGE ROY AYERS UBIQUITY Polydor 6057 | 96 | | |
| 30 | GIVE US A WINK SWEET Capito ST 11496 | 31 | 64 | DISCO-FIED RHYTHM HERITAGE ABC ABCD 934 | 72 | 96 | SUNBURST FINISH BE-BOP DELUXE Capito ST 11478 | 98 | | |
| 31 | DIANA ROSS Motown M6-861S1 | 39 | 65 | TED NUGENT Epic PE 33662 | 53 | 97 | REFLECTIONS JERRY GARCIA Round RX LA 565G/RX 107 Dist. UA | 79 | | |
| 32 | ALIVE KISS Casablanca NBLP 7020 | 30 | 66 | THE SOUND IN YOUR MIND WILLIE NELSON Columbia KC 34092 | 75 | 98 | SONGS FOR THE NEW DEPRESSION BETTE MIDLER Atlantic SD 18155 | 80 | | |
| 33 | SECOND CHILDHOOD PHOEBE SNOW Columbia PC 33952 | 17 | | | | 99 | CRY TOUGH NILS LOFGREN A&M SP 4573 | 139 | | |
| 34 | FOOL FOR THE CITY FOGHAT Bearsivie 6959 | 23 | | | | 100 | TIMES OF YOUR LIFE PAUL ANKA UA LA 569G | 89 | | |

Cashbox top albums/101 to 200

April 17, 1976

| | | | | | | | | | | |
|-----|--------------------------------------------------------------------------------------|------|-----|-----|-------------------------------------------------------------------------------------------------------------|------|-----|-----|----------------------------------------------------------------------------------------------|-----|
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| 102 | BACK TO BACK THE BRECKER BROTHERS BAND (Arista AL 4061) | 104 | | 136 | BACK HOME AGAIN JOHN DENVER (RCA CPL 1-0548) | 138 | | 170 | IT'S GOOD TO BE ALIVE D.J. ROGERS (RCA APL 1-1099) | 185 |
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| 104 | INSEPARABLE NATALIE COLE (Capitol 11429) | 103 | | 138 | BREAKAWAY ART GARFUNKEL (Columbia PC 33700) | 137 | | 172 | PRIMAL SCREAM MAYNARD FERGUSON (Columbia PC 33953) | 183 |
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| 108 | EQUINOX STYX (A&M SP 4559) | 92 | | 142 | WHEN LOVE IS NEW BILLY PAUL (Phila Int'l. PZ 33843) | 143 | | 176 | BANKRUPT DR. HOOK (Capitol 11397) | 160 |
| 109 | WE SOLD OUR SOUL FOR ROCK 'N' ROLL BLACK SABBATH (Warner Bros. WBS 2923) | 83 | | 143 | L.A. EXPRESS CARIBOU (PZ 33940) | 149 | | 177 | VENUS AND MARS WINGS (Capitol SMAS 11419) | 180 |
| 110 | CRISIS? WHAT CRISIS? SUPERTRAMP (A&M 4560) | 118 | | 144 | RED OCTOPUS JEFFERSON STARSHIP (Grunt BFL 1-099) (Dist: RCA) | 121 | | 178 | HONEY THE OHIO PLAYERS (Mercury SRM 1-1038) | 156 |
| 111 | BLACK MARKET WEATHER REPORT (Columbia PC 34099) | 161 | | 145 | GET YOUR WINGS AEROSMITH (Columbia PC 32847) | 140 | | 179 | FISH OUT OF WATER CHRIS SQUIRE (Atlantic SD 18159) | 141 |
| 112 | WHO LOVES YOU THE FOUR SEASONS (Warner Bros./Curb BS 2900) | 116 | | 146 | TROPEA JOHN TROPEA (Mercury 3300) (Dist: T.K.) | 150 | | 180 | AURORA JEAN-LUC PONTY (Atlantic SD 18163) | 188 |
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| 115 | LED ZEPPELIN IV (Atlantic SD 7208) | 110 | | 149 | THE WETTER THE BETTER WET WILLIE (Capricorn CP 0166) | 162 | | 183 | FOREVER LOVERS MAC DAVIS (Columbia PC 34105) | — |
| 116 | CONEY ISLAND BABY LOU REED (RCA APL 1-0915) | 112 | | 150 | SIMON & GARFUNKEL'S GREATEST HITS (Columbia PC 31350) | 151 | | 184 | FEEL THE SPIRIT LEROY HUTSON (Curton CU 5009) (Dist: WB) | 182 |
| 117 | WISH YOU WERE HERE PINK FLOYD (Columbia PC 33453) | 115 | | 151 | RECYCLED NEKTAR (Passport PPS 9811) | 165 | | 185 | COME AS YOU ARE ASHFORD AND SIMPSON (Warner Bros. BS 2858) | 184 |
| 118 | ROCKIN' COUNTRY FREDDY FENDER (ABC DOSD 2050) | 91 | | 152 | CITY OF ANGELS THE MIRACLES (Tamia T6-339S1) | 142 | | 186 | PHOTOGRAPHS AND MEMORIES, HIS GREATEST HITS JIM CROCE (ABC ABCD 835) | 191 |
| 119 | OPEN YOUR EYES YOU CAN FLY FLORA PURIM (Milestone M 9065) | 129 | | 153 | TOUCH JOHN KLEMMER (ABC ABCD 922) | 167 | | 187 | ENDLESS SUMMER BEACH BOYS (Capitol ST 11307) | 194 |
| 120 | BORN TO DIE GRAND FUNK RAILROAD (Capitol ST 11482) | 93 | | 154 | CATE BROTHERS (Asylum 7E-1050) | 157 | | 188 | SEDAKA'S BACK NEIL SEDAKA (Rocket 463) (Dist: MCA) | 155 |
| 121 | THE WHITE KNIGHT CLEVDUS MAGGARD & THE CITIZEN'S BAND (Mercury SRM 1 1072) | 132 | | 155 | BREEZIN' GEORGE BENSON (Warner Bros. BS 2919) | 175 | | 189 | AT THE SOUND OF THE BELL PAVLOV'S DOG (Columbia PC 33964) | 186 |
| 122 | RAISING HELL THE FATBACK BAND (Event EV 6905) (Dist: Polydor) | 135 | | 156 | DREAMBOAT ANNIE HEART (Mushroom MRS 5005) | 172 | | 190 | TAPESTRY CAROLE KING (Ode 77099) (Dist: A&M) | 178 |
| 123 | LAND OF THE MIDNIGHT SUN AL DIMEOLA (Columbia PC 34704) | 130 | | 157 | VOYAGE OF THE ACOLYTE STEVE HACKETT (Chrysalis CHR 1112) | 158 | | 191 | STRETCHING OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (Warner Bros. BS 2920) | — |
| 124 | DISCO CONNECTION ISAAC HAYES MOVEMENT (Hot Buttered Soul ABCD 923) | 122 | | 158 | JAILBREAK THIN LIZZY (Mercury SRM 1-1081) | 176 | | 192 | CAT STEVENS' GREATEST HITS (A&M 4519) | 177 |
| 125 | HEAD ON BACHMAN-TURNER OVERDRIVE (Mercury SRM 11067) | 111 | | 159 | RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482) | 144 | | 193 | BUCKINGHAM NICKS (Polydor PD 5058) | 195 |
| 126 | MUSIC FROM THE SOUNDTRACK OF BARRY LYNDON (Warner Bros. BS 2903) | 131 | | 160 | LIFE & TIMES BILLY COBHAM (Atlantic SD 18166) | 171 | | 194 | STARBRIGHT PAT MARTINO (Warner Bros. BS 2920) | — |
| 127 | DARK SIDE OF THE MOON PINK FLOYD (Capitol 11163) | 133 | | 161 | STONE ALONE BILL WYMAN (Rolling Stone COC 79103) | 163 | | 192 | CAT STEVENS' GREATEST HITS (A&M 4519) | 177 |
| 128 | THE BEST OF CARLY SIMON (Elektra 7E-1048) | 123 | | 162 | JEALOUSY MAJOR HARRIS (Atlantic SD 18160) | 169 | | 193 | BUCKINGHAM NICKS (Polydor PD 5058) | 195 |
| 129 | JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374) | 125 | | 163 | TO BE WITH YOU TONY ORLANDO & DAWN (Elektra 7E-1049) | 117 | | 194 | STARBRIGHT PAT MARTINO (Warner Bros. BS 2921) | — |
| 130 | ROCK OF THE WESTIES ELTON JOHN (MCA 2163) | 113 | | 164 | SAFETY ZONE BOBBY WOMACK (United Artists LA 544G) | 127 | | 195 | LIFELINE PABLO CRUISE (A&M SP 4575) | — |
| 131 | SOUND OF MUSIC ORIGINAL SOUNDTRACK (RCA LSOD 2005) | 128 | | 165 | BEFORE THE NEXT TEARDROP FALLS FREDDY FENDER (ABC/Dot 2020) | 153 | | 196 | WHO I AM DAVID RUFFIN (Motown M6-849S1) | 190 |
| 132 | LEE OSKAR LEE OSKAR (United Artists UA LA 594-G) | 146 | | 166 | STORY THE FOUR SEASONS (Private Stock PS 7000) | 145 | | 197 | CHESTER & LESTER CHET ATKINS & LES PAUL (RCA APL 1-1167) | — |
| 133 | TO THE HILT GOLDEN EARRING (MCA 2183) | 134 | | 167 | THE BEST OF URIAH HEEP (Mercury SRM 11070) | 170 | | 198 | CLEARLY LOVE OLIVIA NEWTON-JOHN (MCA 2148) | 179 |
| 134 | MASQUE KANSAS (Kirshner PZ 33806) (Dist: Epic) | 124 | | 168 | CONCERT IN BLUES WILLIE HUTCH (Motown M6-854S1) | 166 | | 199 | SCOTCH ON THE ROCKS BAND OF THE BLACK WATCH (Private Stock PS 2007) | 174 |

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

| | | | | | | | | | | | |
|--------------------------|-----------|--------------------------|------------|---------------------------------|--------|-------------------------|---------|----------------------|---------|--------------------|--------|
| Aerosmith | 23,50,145 | Cobham, Billy | 160 | Gross, Henry | 70 | Lynyrd Skynyrd | 20 | Rampal, J.P. | 169 | Sweet | 30,182 |
| America | 27 | Coie, Natalie | 104 | Hackett, Steve | 157 | Maggard, Ciedus | 121 | Reddy, Heien | 53 | Syvers | 101 |
| Anka, Paul | 100 | Commodores | 90 | Hall & Oates | 148 | Manchester, Melissa | 41 | Reed, Lou | 116 | Taylor, Johnnie | 11 |
| Ashford & Simpson | 185 | Corea, Chick | 68 | Harris, Emmylou | 48 | Maniow, Barry | 40 | Return To Forever | 75 | Temptations | 81 |
| Atkins, Chet/Les Paul | 197 | Creedence Clearwater | 86 | Harris, Major | 162 | Martino, Pat | 194 | Rhythm Heritage | 64 | 10cc | 88 |
| Ayers, Roy | 95 | Revival | 86 | Hayes, Isaac | 84,124 | McCall, C.W. | 107 | Robinson, Smokey | 80 | Thin Lizzy | 158 |
| Bachman-Turner Overdrive | 125 | Croce, Jim | 186 | Heart | 156 | Meivin, Harold/Buenotes | 60 | Robinson, Vicki Sue | 147 | Tropea, John | 146 |
| Bad Company | 3 | Cruise, Pablo | 195 | Hutch, Willie | 168 | Midier, Bette | 98 | Rogers, D.J. | 170 | Trower, Robin | 21 |
| Baez, Joan | 83 | Davis, Mac | 183 | Hutson, Leroy | 184 | Miracles | 152 | Ronstadt, Linda | 106 | Uriah Heep | 167 |
| Band Of The | | Denver, John | 54,129,136 | Ian, Janis | 78,114 | Muidaur, Maria | 82 | Ross, Diana | 31 | Walsh, Joe | 62 |
| Black Watch | 199 | Dimeola, Al | 123 | Jefferson Starship | 144 | Nazareth | 35 | Roxy Music | 174 | Weather Report | 111 |
| Bay City Rollers | 25,140 | Doobie Bros | 29 | Jennings/Neilson/Colter/Giasser | 17 | Neiktar | 151 | Ruffin, David | 196 | Wet Willie | 149 |
| Beach Boys | 187 | Dr. Hook | 176 | Jethro Tull | 45 | Neilson, Willie | 66,159 | Rufus | 14 | White, Barry | 91 |
| BeBop DeLuxe | 96 | Dylan, Bob | 7 | John, Eiton | 51,130 | Newton-John, Olivia | 19,198 | Rush | 139 | Who | 141 |
| Bee Gees | 18 | Eagles | 1,13 | Journey | 85 | Nugent, Ted | 65 | Saisouli Orchestra | 63 | Wing & A Prayer | 87 |
| Bel, Archie/Dreiss | 105 | Earth, Wind & Fire | 22 | Kansas | 134 | Nyro, Laura | 69 | Santana | 57 | Wings | 5,177 |
| Benson, George | 155 | Electric Light Orchestra | 43 | KC & The Sunshine Band | 61 | O'Jays | 78 | Scaggs, Boz | 49 | Winter, Johnny | 76 |
| Bishop, Elvin | 47 | Fatback Band | 122 | Kendricks, Eddie | 59 | Orlando, Tony & Dawn | 163 | Seas & Crofts | 52 | Wishbone Ash | 135 |
| Blackbyrds | 42 | Fender, Freddy | 118,165 | KGB | 103 | Oskar, Lee | 132 | Sedaka, Neil | 173,188 | Wormack, Bobby | 164 |
| Black Sabbath | 109 | Ferguson, Maynard | 172 | King, Carole | 28,190 | Osmond, Donny & Marie | 171 | Siiver Convention | 89 | Wright, Gary | 9 |
| Bootsy's Rubber Band | 191 | Fleetwood Mac | 4 | Kingfish | 58 | Outlaws | 72 | Simon, Caroly | 128 | Wyman, Bill | 161 |
| Bowie, David | 15 | Foghat | 34 | Kiss | 12,32 | Parliament | 55 | Simon, Paul | 10 | Young, Jesse Colin | 56 |
| Brass Construction | 16 | Foo's Gold | 181 | Klemmer, John | 153 | Pau, Billy | 142 | Simon & Garfunkel | 150 | | |
| Brecker Brothers | 102 | Four Seasons | 112,166 | Knight, Giadys & The Pips | 93 | Pavio's Dog | 189 | Smith, Lonnie Liston | 137 | | |
| Brothers Johnson | 46 | Frampton, Peter | 2 | Kooi & The Gang | 79 | Pink Floyd | 117,127 | Snow, Phoebe | 33 | | |
| Buckingham Nicks | 193 | Garcia, Jerry | 97 | L.A. Express | 143 | Poco | 113 | Squire, Chris | 179 | | |
| Buffett, Jimmy | 92 | Garfunkel, Art | 138 | Led Zeppelin | 24,115 | Ponty, Jean-Luc | 180 | Starcastie | 77 | | |
| Captain & Tennille, The | 8,37 | Gay, Marvin | 26 | Lofgren, Neil | 99 | Pure Prairie League | 94 | Stevens, Cat | 192 | | |
| Carmen, Eric | 36 | Genesis | 38 | Loggins & Messina | 71 | Purim, Flora | 119 | Streisand, Barbra | 73 | | |
| Cate Brothers | 154 | Golden Earring | 133 | | | Queen | 6 | Styx | 108 | | |
| Chicago | 39 | Grand Funk Railroad | 120 | | | | | Summer, Donna | 67,200 | | |
| | | Green, A | 74 | | | | | Supertramp | 110 | | |

Soundtracks

| | |
|---------------------------------|-----|
| Barry Lyndon | 126 |
| One Flew Over The Cuckoo's Nest | 175 |
| Sound Of Music | 131 |

Japan

- 1 **Momen No Handkerchief** — Hiromi Oota — CBS-Sony
- 2 **Oyoge Taiyaki** — Masato Shimon — Canyon
- 3 **Beautiful Sunday** — Daniel Boon — Discomate
- 4 **Kimiyo Dakarete Atsukunare** — Hideki Saijo — RVC
- 5 **Haruichiban** — Candies — CBS-Sony
- 6 **Nakanayawa** — Junko Sakurada — Victor
- 7 **Nagoriyuki** — Iruka — Panamu/Crown
- 8 **Fantasy** — Hiromi Iwazaki — Victor
- 9 **Oretachino Tabi** — Masatoshi Nakamura — Columbia
- 10 **Ai No Shihatsu** — Hiroshi Itsuki — Minoruphone/Tokuma
- 11 **Onna Tomodachi** — Goro Noguchi — Polydor
- 12 **Wakatte Kudasayi** — Akira Imba — Discomate
- 13 **Kageriyuku Heya** — Yumi Araya — Express/Toshiba
- 14 **Memayi** — Keyi Ogura — Polydor
- 15 **Good Bye** — Yoosuyi Inouye — For Life
- 16 **Otootoyo** — Yasuko Nayito — Columbia
- 17 **Biba America** — Banzayi — Overseas/Teichiku
- 18 **Nijissayi No Meguriayi** — Signal — Polydor
- 19 **That's The Way** — K.C. & The Sunshine Band — RVC
- 20 **Muenzaka** — Grape — Elektra/Warner-Pioneer

TOP TEN LPs

- 1 **Sannen Zaka** — Grape Live — Warner-Pioneer
- 2 **Negayi** — Koosetsu Minami Album 2 — Crown
- 3 **Goro & Hiroshi** — Toorisugita Monotachi/Goro Noguchi — Polydor
- 4 **Oyoge Taiyaki** — Canyon
- 5 **Cobalt Hour** — Yumi Araya — Toshiba
- 6 **Amigos** — Santana — CBS-Sony
- 7 **Sayonarano Suyigara** — Masatoshi Nakamura — Columbia
- 8 **Kokoro Ga Kazewo Hiyatahi** — Hiromi Oota — CBS-Sony
- 9 **Hookoo** — Keyi Ogura — Polydor
- 10 **Carpenters Golden Prize** — 3rd — King

France

- 1 **Requiem Pour Un Fou** — Johnny Hallyday
- 2 **Michele** — Gerard Lenorman
- 3 **Le Bougalou Du Loup-Garou** — Carlos
- 4 **Maiheur A Celui Qui Blesse Un Enfant** — Enrico Macias
- 5 **Hafanana** — Afric Simone
- 6 **Kiss Me, Kiss Your Baby** — Brotherhood Of Man
- 7 **Julia** — Rubettes
- 8 **Qu'est-ce Qui Fait Pleurer Les Blondes** — Sylvie Vartan
- 9 **Sorrow** — Mort Shuman
- 10 **Telephone-moi** — Nicole Croisille
- 11 **Big Jim Sullivan** — Pop Concerto Orchestra
- 12 **Faire Un Pont** — Dick Rivers
- 13 **Viens Faire Un Tour Sous La Pluie** — Il Etait Une Fois
- 14 **Fly Robin Fly** — Silver Convention
- 15 **J'Attendrai** — Dalida
- 16 **Let The Music Play** — Barry White
- 17 **How High The Moon** — Gloria Gaynor
- 18 **La Ballade Du Bon Et Des Mechants** — Jacques Dutronc
- 19 **Je Suis De Toutes Les Couleurs** — Krikorian
- 20 **Cindy** — C. Jerome

TOP TEN LPs

- 1 **Hurricane** — Bob Dylan
- 2 **Entangled** — Genesis
- 3 **Je T'Aime Tu Vois** — Daniel Guichard
- 4 **Les Ports De L'Atlantique** — Serge Lama
- 5 **Comment Lui Dire** — France Gall
- 6 **Ce lundi-La** — Michel Delpech
- 7 **This Melody** — Julien Clerc
- 8 **Vancouver** — Veronique Sanson
- 9 **La Philosophie** — Georges Moustaki
- 10 **Rain** — Status Quo

Germany

- 1 **Mississippi** — Pussycat — EMI
- 2 **Rocky** — Frank Farien — Hansa
- 3 **1-2-3-4 Fire** — Penny McLean — Juiter
- 4 **Fernando** — Abba — Polydor
- 5 **Da Kommt Jose** — Lena Valaitis — Ariola
- 6 **Machden Mit Den Traurigen Augen** — Bata Illic — BASF
- 7 **Komm In Meinen Wigwam** — Heino — EMI
- 8 **Ich Leibe Das Leben** — Vicky Leandros — Philips
- 9 **Komm Unter Meine Decke** — Gunter Gabriel — EMI
- 10 **Mamma Mia** — Abba — Polydor
- 11 **Man Mass Das Leben** — Juliane Werding — Hansa
- 12 **Aloa-he** — Mireille Mathieu — Ariola
- 13 **Movistar** — Harpo — EMI
- 14 **Morning Sky** — George Baker Selection — WEA
- 15 **Lass Mich Heute Nicht Allein** — Gitte — RCA
- 16 **Love To Love You Baby** — Donna Summer — WEA
- 17 **Glass Of Champagne** — Sailor — CBS
- 18 **Schmidtchen Schleicher** — Nico Haak — Philips
- 19 **Wenn Die Trommel Ruft** — Erik Silvester — Metronome
- 20 **Lady Love** — Michael Holm — Ariola

Belgium

- 1 **Ich Bin Wie Du** — Marianne Rosenberg — Philips
- 2 **Georgie** — Pussycat — EMI
- 3 **Forever And Ever** — Siik — Bell
- 4 **Fernando** — Abba — Vogue
- 5 **Quiero** — Julio Iglesias — Decca
- 6 **Saturday Night** — Bay City Rollers — Bell
- 7 **The Alternative Way** — Anita Meyer — Poker
- 8 **All By Myself** — Eric Carmen — Arista
- 9 **Let Your Love Flow** — Bellamy Brothers — Warner Bros
- 10 **No Regrets** — Waiker Brothers — Polydor

Holland

- 1 **Fernando** — Abba — Polydor
- 2 **Saturday Night** — Bay City Rollers — Negram
- 3 **The Alternative Way** — Anita Meyer — Poker
- 4 **I Love To Love** — Tina Charles — CBS
- 5 **December 1963** — Four Seasons — WB
- 6 **For Ever And Ever** — Siik — Bell
- 7 **All By Myself** — Eric Carmen — Arista
- 8 **Let Your Love Flow** — Bellamy Brothers — WB
- 9 **Love Is The Drug** — Roxy Music — Island
- 10 **Georgie** — Pussycat — EMI

TOP TEN LPs

- 1 **Desire** — Bob Dylan — CBS
- 2 **Diana Ross** — Diana Ross — Bovema
- 3 **Elite Hotel** — Emmylou Harris — WEA
- 4 **Blue For You** — Status Quo — Phonogram
- 5 **Windsong** — John Denver — Ineico
- 6 **A Night At The Opera** — Queen — Bovema
- 7 **I Het Gebeurde In 'T Westen (It Happened In The West)** — Ennio Moricone — Ineico
- 8 **Speelt Voor U (Plays For You)** — Klaus Wunderlich — CNR
- 9 **Back Home Again** — John Denver — Ineico
- 10 **Theme From Mahogany** — Soundtrack — Bovema

Australia

- 1 **Bohemian Rhapsody** — Queen — Elektra
- 2 **Fernando** — Abba — RCA
- 3 **Love Hurts** — Jim Capaldi — Island
- 4 **Kenny** — Julie Anne — Rak
- 5 **Darktown Strutters Ball** — The Muiry Gang — Aibert
- 6 **Convoy** — C.W. McCall — MGM
- 7 **Right Back Where We Started From** — Maxine Nightingale — U.A.
- 8 **Child's Play** — Sherbert — Infinity
- 9 **Slipping Away** — Max Merritt — Arista
- 10 **Love To Love You Baby** — Donna Summer — Interfusion

TOP FIVE LPs

- 1 **The Best Of Abba** — Abba — RCA
- 2 **A Night At The Opera** — Queen — Elektra
- 3 **Their Greatest Hits** — Eagles — Asylum
- 4 **T.N.T.** — AC/DC — Aibert
- 5 **Desire** — Bob Dylan — CBS

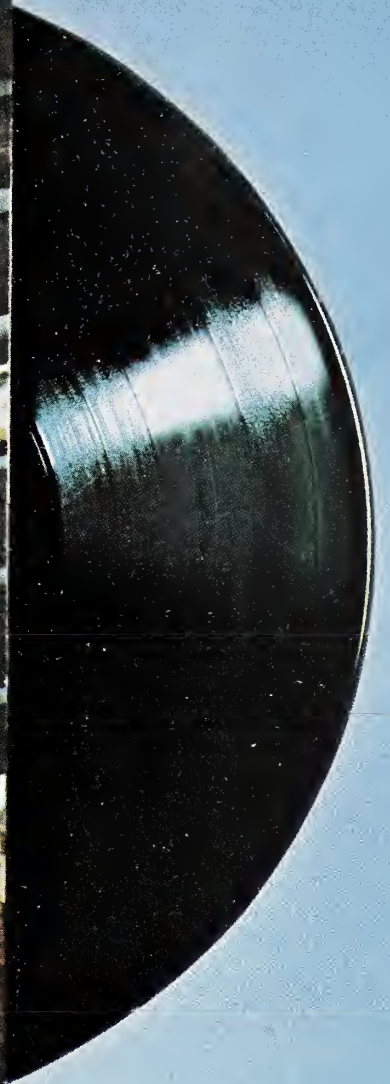
Italy

- 1 **Sandokan** — Oliver Onions — RCA
- 2 **Ancora Tu** — L. Battisti — Num. 1
- 3 **La Tartaruga** — B. Lauzi — Num. 1
- 4 **Tu Ca Nun Chiagne** — Giardino Dei Semplici — CBS
- 5 **Un Angelo** — Santo California — Yep
- 6 **S.O.S.** — Abba — Dig It
- 7 **Come Pioveva** — Beans — CBS
- 8 **Fly Robin Fly** — Silver Convention — Durium
- 9 **Come Due Bambini** — Bottege Dei-Arte — EMI
- 10 **Non Lo Faccio Piu** — P. Di Capri — Spish

TOP TEN LPs

- 1 **La Batteria E Il Contrabasso** — L. Battisti — Num. 1
- 2 **Wish You Were Here** — Pink Floyd — EMI
- 3 **Sandokan** — Oliver Onions — RCA
- 4 **Lilly** — A. Venditti — It
- 5 **XXI Raccolta** — F. Papetti — Durium
- 6 **Mina Canta Lucio** — Mina — PDU
- 7 **Rimmel** — F. De Gregori — RCA
- 8 **Caravan** — Deodato — CBS/Sugar
- 9 **Come Taste The Band** — Deep Purple — EMI
- 10 **A Trick Of The Tail** — Genesis — Phonogram

America's Finest:



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BS 2932

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Produced by George Martin.

