

CASHBOX

November 29, 1975

NEWSPAPER

\$1.50



**ABC RECORDS/
TOTAL MUSIC COMPANY**

***ABC Building Future
With Teamwork Today***

***Arista Two Years Ahead
Of Schedule: Goldman***

***Little David's Monte Kay
On Contemporary Comedy***

***Promoters Say Business
Is Down In 1975 (Part 3)***

***Executive Demand Increasing
In Recording Industry***

***Music Folio World Enlarging
(Part 1 In A Cash Box Series)***

The Selective Approach Works (Ed)

The Word from Williams:
"Tell It Like It Is!"



A landmark collaboration: the smooth sound of Andy Williams meets the fabled funk of Muscle Shoals!

The result: a sizzler of a single, "Tell It Like It Is"! (Produced by the great Rick Hall and sung by Andy on a recent ABC-TV edition of "Saturday Night Live"!)

A Bill Gavin Personal Pick (11-14-75)!

The new one from Andy: "Tell It Like It Is." On Columbia Records.

3-10263



CASH BOX

VOLUME XXXVII — Number 27 — November 22, 1975

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cash box editorial

The Selective Approach Works

In an era that finds most of the major record labels totally preoccupied with numbers, it is significant that a small company (some majors too) can achieve considerable sales success by selectively marketing product through independent distributors. Since the most hated word in the music business, 'returns', is heard far too often in day to day conversation, it might be beneficial to reflect that this method of operation has had proven results in sales and on the charts.

There is a false sense of security in shipping gold these days, because so much product winds up unsold and returned. Rather than market saturation, it would seem much more feasible (and certainly easier) to allow caution in the form of selective marketing to prevail.

Obviously, an announcement that a given piece of product is shipping several hundred thousand units stimulates curiosity and maybe some early 'feeler' sales, but it would seem more practical to create demand for that product before it is shipped, not after. This, of course, is the primary function of radio and, abhorrent shrinking playlists notwithstanding, the media should be fully used to create the necessary excitement.

Selectivity applies to location as well. Independents and majors alike have realized success not by shipping en masse to a central location, but by delivering product directly to the markets where demand is greatest. This saves time and money. Proven pop hit product may not be affected by central shipping, but new r&b records may be seriously hurt by such a policy.

If selective shipping from label to indy distributor to rack etc. is coupled with careful scrutiny of re-order patterns, returns are minimized and product gets into the market quickly and, above all, where it's needed most. The numbers game can be deceiving, but it can be made to work more to the advantage of both the product and the people who make and sell it. Until the word 'returns' no longer carries the sickening connotation it has to date, it might be well to explore alternative means of getting product to the public. Ultimately, selectivity might be the only way.



**NUMBER ONE
SINGLE OF THE WEEK**
THAT'S THE WAY (I LIKE IT)
KC AND THE SUNSHINE BAND (TK
Records)
Writers: H. W. Casey, R. Finch
Pub: Sherlyn Pub. Co./BMI



**NUMBER ONE
ALBUM OF THE WEEK**
ROCK OF THE WESTIES
ELTON JOHN
MCA 2163

DAVID

David Ruffin Has A Monster **Hit!**
“Walk Away From Love”

(M-1376)

From The Album:
WHO I AM
(M6-849S1)



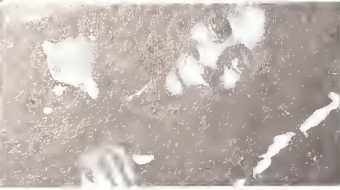
Another Touchdown From The
Motown *mean* **Machine/4th Quarter**



©1975 Motown Record Corporation

RUFFIN

Hi LONDON
AL GREEN IS LOVE
 L-O-V-E (Love); There Is None;
 Love Ritual;
 Oh Me, Oh My (Dreams In My Arms)



SHL 32092

BEETHOVEN NINE SYMPHONIES
 THE CHICAGO SYMPHONY
 SIR GEORG SOLTI



CSP-9

Threads
 of
 Glory
 200 years of
 AMERICA
 in words & music



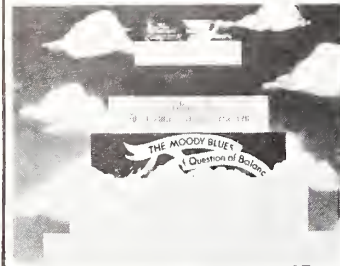
HENRY FONDA * BURT LANCASTER * JONATHAN WINTERS
 FORREST TUCKER * ROSALIND RUSSELL * NUGN O'BRIAN
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 ERNEST BORGNINE * JOHN FORSYTHE * RICHARD CARLSON
 EFRAM ZIMBALIST, JR. * CESAR ROMERO * ROSCOE LEE BROWNE
 ANNE BAXTER * SUSAN OLIVER * WILLIAM BAKEWELL
 GEORGE HAMILTON * LLOYD NOLAN * LORNE GREENE
 NANCY OAVIS REAGAN * VIRGINIA GREGG * JOAN FOSTER
 DAVIS BUTLER * Narrated by LEE BOWMAN

6SP 14000



PS 656

**THIS IS THE
 MOODY BLUES**



2 THS 12/13

JUSTIN HAYWARD - JOHN LODGE
 BLUEJAYS LONDON



THS 14

RAY THOMAS
 FROM MIGHTY OAKS
 High Above My Head;
 I Wish We Could Fly;
 Adam And I; From Mighty Oaks.

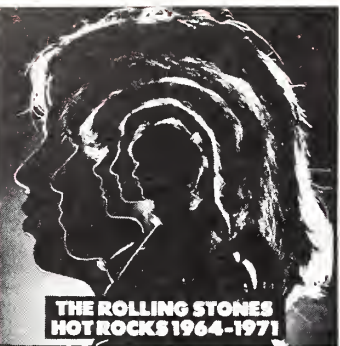


THS 16

LONDON
THE GRAEME EDGE BAND
 featuring Adrian Gurvitz
KICK OFF YOUR MUDDY BOOTS
 Bare Back Rider; In Dreams;
 Gaw Janna Woman; Lost In Space



THS 15



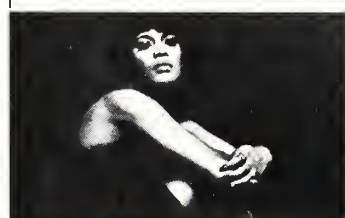
2 PS 606/7

**The Mysterious Film World
 of Bernard Herrmann**
 Jason & The Argonauts
 Mysterious Island
 The Three Worlds of Gulliver

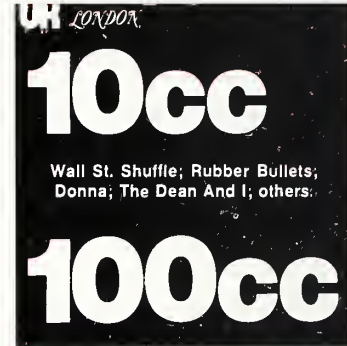


SPC 21137

Hi LONDON
ANN PEEBLES
 TELLIN' IT
 Come To Mama; Beware;
 I Don't Lend My Man; & others.



SHL 32091



UKS 53110

LONDON
SAVOY BROWN
 featuring
KIM SIMMONDS
WIRE FIRE
 Hero To Zero; Deep Water;
 Put Your Hands Together.



PS 659

TOM JONES'
GREATEST HITS
 IT'S NOT UNUSUAL
 I'LL NEVER FALL IN
 LOVE AGAIN
 WHAT'S NEW
 PUSSYCAT?
 GREEN GREEN GRASS
 OF HOME
 LOVE ME TONIGHT
 SHE'S A LADY
 FUNNY FAMILIAR
 FORGOTTEN FEELING
 DELILAH
 HELP YOURSELF
 DAUGHTER OF
 DARKNESS

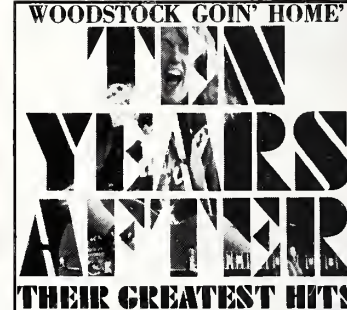


XPAS 71062

**ENGELBERT
 HUMPERDINCK**
HIS GREATEST HITS
 Includes: Release Me; Man Without Love;
 There Goes My Everything.



PAS 71067



DES 18072

...and now
 you're ready
 for

 **CHRISTMAS**

LONDON®

The Promoters Speak: Concert Business Declined In 1975

NEW YORK — Concert promoters, like record companies, are learning that their business is not exactly recession-proof. While there are exceptions, with promoters who feel no pinch or who are actually doing better business than last year, most of the promoters that **Cash Box** spoke with find that business in general is down about 20 percent.

This decline is generally attributed to two factors, less money available to concert goers hence more selectivity than ever before and a glut of acts on the road.

During the Oct.-Nov. period this year in St. Louis there were 30 shows on sale at the same time. Approximately half of the shows did very poorly and others which would normally be quick sellouts did not go clean or simply took a lot longer to do so.

This, according to Irving Zuckerman of Contemporary Products in St. Louis, whose company booked approximately half of those shows. He commented: "I don't take this as a sign that the business is over, as some promoters do. There were very few acts around the past summer and then suddenly, mostly because of album releases, there were too many acts around in the fall."

continued on pg. 20

FRONT COVER



ABC Records has undergone a change in both leadership and direction in the past ten months. **Cash Box** this week explores the philosophies, business practices and aspirations of the key executives who run ABC. From promotion to advertising and from a&r to international, ABC's brain trust sets forth the reasons why it feels that the company is coming into its own as a major force in the music industry.

INDEX

Album Chart 1-200	61
Album Reviews	27,29
Coin Machine News	30
Country Music Section	42
Country Top 100 Singles	45
Country Top 50 LPs	43
For The Record	37
Int'l Section	57
Looking Ahead	24
New Additions To Playlist	25
Radio Active Chart	24
Radio-TV Report	26
R&B Top 100 Singles	35
R&B Top 50 LPs	36
Singles Chart Top 100	4
Singles Reviews	18
Talent On Stage	39
Vital Statistics	24

ABC Records: Commitment To Recording Industry Begins With Teamwork, Dedication

LOS ANGELES — When ABC Records chairman Jerry Rubinstein refers to 1976 as "our year," he is expressing more than a corporate aim of accumulating profits. It is ABC's goal to make a contribution to the recording industry as well as reap the benefits of a successful operation. Toward this end, Rubinstein and his colleagues have dedicated themselves to a policy of artist orientation and careful business management designed to strengthen the acts themselves. From the moment Rubinstein took over direction of the ABC Record family some ten months ago, he has devoted his energies to providing a comfortable environment for recording artists and has taken great pains to ensure that each department of ABC maximizes the resources at hand to deliver product to the people who ultimately determine what's good — the public.

"We're trying to develop artists as well as hits," said Rubinstein recently. "If you turn your back on artist development, you find yourself out of the business in a big hurry. A major portion of our artists are still developing. We're having success with Freddy Fender, Ace and The Amazing Rhythm Aces, all of whom fit that description. In addition, the signings we've made this year have been amazing. Crosby & Nash have a giant hit on their hands with their new album and

sales on Isaac Hayes have been fabulous. The recent Poco LP is their biggest yet. The 5th Dimension are enjoying a resurgence in popularity and Ron Banks and the Dramatics are beginning to emerge as a bonafide supergroup.

"With the re-signing of Bobby Bland, B.B. King, the Crusaders and the Pointer Sisters, I feel we're proving that we're not just a pop label putting out narrow selections. We're very heavy in the traditional areas of pop, country & western and r&b, but also in jazz and classical. Esmond Edwards, g.m. of Impulse and Kathy King, our classical a&r director, are both doing a fine job. All of us know how to spread our records from market to market. We understand the nuances of charts, merchandising and sales and we have a full line of music to offer."

The transition of leadership was not an easy one and Rubinstein reflected on the past and present when he said, "Our artist roster in the past was so large that a shotgun approach to product was used. We've reduced the total number of artists and records to better concentrate our dollar investments. This policy is paying off handsome dividends. We did, however, have to buy out several contracts and we had a lot of returns. Also there was a cost to change direction. It's difficult to measure an intangible, but I

can say that the change of administration was a large investment both personally and financially. It reflects ABC's dedication to the recording industry. Perhaps we could have satisfied corporate demands with a less aggressive posture, but everyone on the ABC team has pride. The music industry is so fluid and changeable, you can't for one minute permit yourself to rest on past laurels. The biggest question is always, 'What's next?'

Phil Kaye runs ABC's studios and their proximity to our executive offices is a benefit because we can be close to the artists. It's very exciting to be involved in the artist's creative process. We feel that's an essential part of what we have to offer."

Citing what he considers an essential to running any successful record label, Rubinstein continued, "We have our own branch system now and are self-distributed. You must be in the distribution business today if you're going to succeed. We're expanding our promotion and sales forces in the branch network so that ABC product gets as much concentration as any product on the market today."

"We've accomplished the augmentation of a new philosophy at ABC," Rubinstein added, "and that includes

continued on pg. 30

Arista Two Years Ahead Of Schedule — Goldman

NEW YORK — Arista Records is "probably about two years ahead of where we thought we'd be at this time," said Elliot Goldman, the label's executive vice president. Previously Goldman had announced Arista's first "million dollar week" when the label's product had totalled for the first time sales in excess of this figure, the news following a previous announcement of a 700 percent increase in first quarter sales and profits.

Goldman added: "We are now getting into a period of time when we will be starting to compete with ourselves. Obviously up until now we have merely been competing with prior Bell Records days and now we are moving into the first period when Arista was in operation."

"I anticipate those numbers will go down slightly but we are having an extremely good selling season right now."

Arista's first year success has enabled, according to Goldman, the label to form "an exciting executive team" and the next step will be to start to build up a product management department within the company, and to have a full time executive handling the label's advertising. "We have now reached the point where we can have people specialize in these areas and it is needed with the artists that we have signed to Arista," he stated.

When Arista started business some 40 people were on the payroll. Now Goldman estimates that, including the labels west coast operation, some 100 people are employed by the label at the present time. There are also "20 or more" promotion people "just on the Arista payroll alone."

"These are at distributor level who work on nothing but Arista product," he said.

Additionally Goldman last week signed the lease on Arista's new Manhattan headquarters. The company will move into four floors of an office block to be named the Arista Records Building.

Goldman confirmed that the original funding of \$9 million from Columbia Pictures, Arista's parent company, had not been touched "From the first month Arista was a cash contributor to Columbia Pictures. We have yet to use any of the money they gave us," he said. "It seems a lot of money but it doesn't really enable you, without self generation of income, to do the kinds of things we wanted to do initially at Arista."

One of Goldman's first activities at Arista was setting up of new foreign licensing deals for the label.

He added: "Most of the foreign licensing was up at the end of last year so it was one of my first projects to negotiate." Goldman moved Arista in Canada from Quality to Capitol, from Polydor to EMI for the rest of the world and from CBS/Sony to EMI/Toshiba in Japan.

"We raised a sum of money that was in

continued on pg. 12

Two States Enact Anti-Piracy Laws

NEW YORK — Maine and Michigan became the 35th and 36th states to enact anti-piracy legislation when the governor signed a bill into law that prohibits the manufacture, sale or advertising of sound recordings duplicated without authorization.

The Michigan statute, which takes effect April 1, 1976, penalizes the unauthorized duplication of sound recordings by imprisonment of up to one year and/or a fine of up to \$5,000. The advertising, sale or possession for the purpose of sale is punishable by a fine of up to \$100 for each offense.

In Maine, unlawful copying of sound recordings carries a penalty of \$500 to \$5,000 for each offense and the advertising and sale of unauthorized reproductions is punishable by a fine of \$50 to \$500 for each offense. The Maine law went into effect with its signing by the governor.

Executive Demand Increases In The Recording Industry

NEW YORK — Demand for executive personnel in the entertainment industry, according to Korn/Ferry International, the nation's largest executive search firm, rose to eight percent during July-September this year — the largest percentage rise in three years.

President, chief executive officer of the company, Lester Korn stated that around 25 percent of his executive search business in the entertainment field involves the record industry.

He stated that he considered the increase — the highest in the five years Korn/Ferry has been keeping this specific type of record — a "sign that there is increasing professionalism and interest in the future on behalf of these record companies. They believe that the

future is bright and are trying to plan for the future.

"By and large the record business has come through the recession in pretty good shape. I don't think it is a case of the industry being recession-proof but it looks as if it is recession-resistant. If you agree that consumer spending is discretionary, I personally would have trouble saying, okay, then it's recession-proof."

Korn/Ferry's demand for entertainment executives for the same period last year was only two percent. In both the April-June quarter for 1975 and throughout 1975 the figure was one percent. In January-February this year it was also one percent while in January-

continued on pg. 22

SD 7256

SD 18118

NEW AND IMPROVED
Spinners



SD 7296

SPINNERS - MIGHTY LOVE



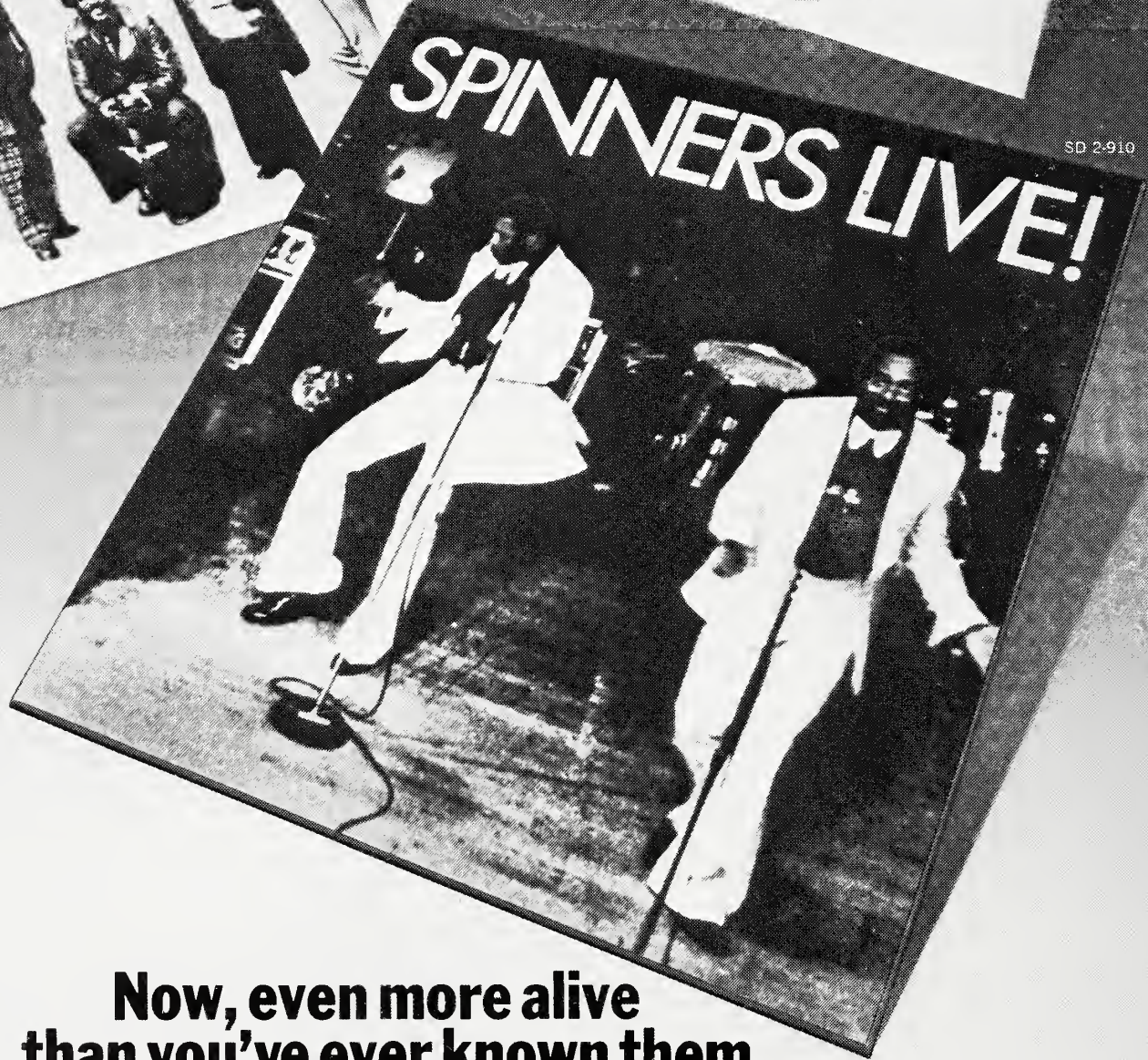
SD 18141

SPINNERS
PICK OF THE LITTER



SD 2-910

SPINNERS LIVE!



Now, even more alive than you've ever known them.

Of course, the Spinners have always had some of the most tremendous and exciting music you could hear. But now all their great songs and incredible energy have been captured live on a brand new album.

The Spinners. "Live!" Now, when you feel you want to see them just close your eyes. **On Atlantic Records and Tapes** 

GIVE THE GIFT OF MUSIC

K-Tel International Reports \$1M Loss

NEW YORK — K-Tel International reported sales of \$10,758,000 for the first quarter of fiscal 1976, up 25 percent from the \$8,601,000 reported last year. A loss of \$1,095,000 was reported for the first quarter of fiscal 1976 compared to a loss of \$186,000 reported for the comparable period last year.

Included in the loss for the first quarter of fiscal 1976 is a foreign currency translation loss of \$538,000 which is included in the cost of sales figure. This compares to an equivalent loss of \$30,000 for the first quarter of fiscal 1975. This is an uncontrollable item reflecting national economic strengths which has no effect on cash flow. This large fluctuation is seen by K-Tel as indicative of the increasing strength of the U.S. dollar relative to the currencies of other countries in which K-Tel does business.

K-Tel's working capital has increased by \$2,784,000 over last year, their current notes payable are down by \$2,344,000 and their cash on hand is up by \$5,637,000.

K-Tel's earnings per share for the three months ended Sept. 30, 1975 were .27, up from .05 for the same period in 1974. Their average shares outstanding for that period in 1975 were 4,003,142, the same as for that period in 1974. Their net sales for the twelve months ended Sept. 30, 1975 were \$89,988,000, compared to \$70,529,000 for the same period in 1974. The net income for that period in 1975 was \$2,305,000, compared to \$977,000 for 1974. Earnings per share were up to .58 from .24 in 1974. Average shares outstanding were 4,003,142, the same as 1974.

TK's Stone: Indie Marketing Pays Off With Hits, Profits

HOLLYWOOD — TK Productions, based in Hialeah, Florida, represents, under its president Henry Stone, an important example of the potential for success of an independently distributed operation functioning in an environment of major companies. For the second time this year, TK has earned the number one spot on the **Cash Box** hot 100 with KC And The Sunshine Band's "That's The Way (I Like It)" — and while, as Stone explains, the hit song is the most essential element of a million seller, the marketing philosophy which motivates TK is responsible primarily for the company's success.

"We're not a major company, like a WEA or a Columbia," Stone explained last week. "We've always existed on an independent basis as opposed to a corporate structure. A given major will ship a million units of an artist, thinking it's going to be a big seller, and get killed on their return factor. That's not the way we operate."

Stone's return factor is minimized, he told **Cash Box**, by maintaining careful control over number of units shipped, the category of music a particular record falls into, radio play, etc. "Radio play, of course, is the first thing you look for before you ship records. If a record isn't getting play in Detroit, you don't ship into Detroit! On the other hand, if a disk is getting play in Dallas, we can drop ship directly, say, 80,000 units into that market."

"Let's face it," Stone told us. "The business is still controlled by those who control distribution and racks. For example, Heilicher controls racks and distribution. I control one-stops or racks through in-

Personality Folio — Something 'New' Is Breaking In The Music Print Field Today

Part 1 Of A Survey

NEW YORK — Personality folios are, admit several companies involved in their production, of fairly recent vintage. But it is a growing market and a market that touches all configurations of today's music.

It is also a highly specialized world. This week **Cash Box** examined Screen Gems-Columbia, Warner Bros., and Big 3 and their involvement in the personality folio, sheet music business.

WARNER BROS. — "Personality folios are a recent breed," says Si Feldman, director of production at Warner Brothers Music, "and sales are just beginning to find their full potential." Feldman describes the company as "definitely personality book oriented."

Warners has a wide variety of musical styles covered in print. When asked whether the more songwriter-oriented artists, such as Eagles or Gordon Lightfoot, were more logical choices for print versions than the more instrumentally based "FM-progressive" sound, he answered: "We owe it to the public to cover everything. There's no problem in touching a lot of bases, since every item can be profitable in its own right. Folios tend to find their own market."

Warners prints piano books for jazz artists, including Chick Corea and Tom Scott, both heavily instrumental acts, yet more than adequate sellers, according to Feldman. "Five years ago we put out a folio of Herbie Mann's 'Memphis Underground,' which has its market and still sells, although it's not up to any Elton

John level."

Feldman said progressive rock is a fine source of print material, with books of Yes and ELP albums doing extremely well. "One of our best sellers is Led Zepelin, which we put out in piano-vocal editions with guitar diagrams, which seems to be an important selling feature in books for hard rock acts like Deep Purple and Uriah Heep as well."

The degree of involvement in the books by artists was described as a variable factor. "The artists' management usually consults on production, although the performers themselves get involved at times. Sometimes a certain person involved with the musician acts as a liaison with the company, as in the case of Joni Mitchell, who has a specific commercial graphic designer working on all her books. With so many books being put out, it takes a lot of imagination and skill to turn out a product of unique appearance every time."

This is not to discount the importance of arrangements, which, according to Feldman, is a strong point at Warners. "We suit specific arrangers to specific artists. Also, in the case of stage band arrangements for artists like Chick Corea, a top man in reducing often complex music to a simple form usable by the schools makes or breaks the thing."

Feldman stressed the importance of mixed folios as a way of utilizing catalog, noting that a large selection of big hits could "often sell steadily for four or five years." The company also does well by pulling a small selection of current chart hits for a folio, which can be profitable although "it won't sell past a first printing." A soon to be released disco book exemplifies the situation where fast action is effective.

Coming up is an extensive folio entitled "America's Story In Song," covering music from colonial days to present.

continued on pg. 14

Little David's Kay Talks About Comedy, New Acts, TV

HOLLYWOOD — Little David Records president Monte Kay began his involvement in the music business at the age of seventeen, producing jam sessions in New York. Coming from a strong artist orientation, Kay became involved with such jazz greats as Dizzy Gillespie and Charlie Parker at Town Hall, New York. Herbie Mann, one of Kay's early clients for management, introduced him to Flip Wilson. Kay became closely involved with Wilson, guiding him through his first television series in 1969 as executive producer, and developing his career as a television and recording artist. Today, the Little David roster of artists boasts perhaps the strongest comedic talents in the industry: Flip, George Carlin, new acquisition Franklin Ajaye, and songwriter-performer Kenny Rankin on the musical level. In an exclusive **Cash Box** interview, Kay spoke about the marketability of comedy product in today's pop market.

"Marketing of comedy product is only possible through exposure to a basically mor, non-record buying public," Kay stated. "That exposure depends in great measure on a comedian's accessibility to TV audiences. When Flip was starting to catch on as a guest artist on TV specials, etc., his Atlantic LPs were selling over a million units. Comedy catalog per se doesn't sell well. Over time, comedy loses its topicality."

Kay discussed some examples of this phenomenon: Vaughn Meader's LP "The First Family," released in 1963 about the Kennedys, had no relevance, and indeed lost its marketability after the assassination of JFK. Similarly, Kay speculated whether or not catalog albums by such artists as Alan Sherman, or early Bill Cosby catalog can be potent in the face of more current comedy product.

"I think it's important to realize that a viable comedy artist, whose humor is current, can do best in a small company environment such as we have at Little David. By being directly involved with management and TV production in-house, and by maintaining close ties, through Jack Lewis of our staff, with major television shows, we have the experience of being able to relate to the artists, as well as the peculiarities of record marketing vis-a-vis television exposure."

Kay stated that Little David is very

much open to new artist signings: "Maybe we're talking about two signings a year. But we're definitely looking for artists who are fantastic at what they do. While we have the capacity for assuming the management function here, that's not a requisite. I feel they must have young, enthusiastic and competent management. If there's someone looking for a shot, we're open to them."

continued on pg. 20

Mark/Almond Ink ABC Pact

LOS ANGELES — Jon Mark and Johnny Almond, founders of the Mark/Almond Band, were signed by ABC Records worldwide and their reunion LP will be produced by Roy Halee. Mark and Almond have through the years established their reputations with albums on Blue Thumb and Columbia Records and their frequent production and session assignments. The new ABC album will be their first effort together in two years. In 1973 they each decided to pursue their own individual interests. They will begin production, featuring all original compositions, in December with the album's release scheduled for February.

Roy Halee, newly signed staff producer, will also be making his ABC Records debut with the Mark/Almond project. Halee is remembered for his engineering and production of Simon and Garfunkel, Blood, Sweat and Tears, and Laura Nyro, among others. He also was responsible for Jon Mark's solo outing, "Song For a Friend."

Returned from England, Mark and Almond are planning a major tour for March 1976. They are managed by Art Linson.



Mark, Almond, Rubinstein, Halee

continued on pg. 22

ABC Claims ADI Measurement Shows Audience Increase

NEW YORK — Area of Dominant Influence (ADI) measurement techniques, currently being used by the ABC Radio Network research department which sponsored network radio's first national ADI measurement, showed that radio network tabulated audiences are up from 42 to 77 percent, according to Al Pariser, director of research for the network.

He said: "Total radio listenership, average quarter hour, Monday through Sunday, 6 a.m. to midnight, was 27 million by the ADI count and 18 million when measured by Metropolitan Survey Area (MSA). Thus the ADI system of

measurement accounts for 57 percent increase in people listening."

Pariser said that ABC had invested so far a total of around \$300,000 in ADI research and would probably invest as much again in the future. "It is not a hyping technique but a better way of counting heads," he said. "We have had a data explosion from our findings and are having trouble handling our data. There just is not enough staff yet and we are having an on line computer built to handle our needs."

Pariser claims that other measurement techniques show a bias against the small station in favor of the metro areas and in one survey out of 2,500 network affiliates some 1,600 were never measured.

Pariser added: "ADI market design differs from radio's traditional MSA and the Total Survey Area (TSA) by defining each market exclusive of any others. There is no overlap."

Pariser also claimed that ADI research made it a valuable advertising tool, not so much that it turned up more listeners than previously estimated but that it would be compatible with other media, TV and print for example.

The company would start "a national sweep" in April and May next year. ABC pioneered local ADI radio research in Chicago with station WLS in 1971 and it was expanded to seven other ABC owned stations in 1973.

"Everyone else has compatibility with other media," stated Pariser. "Only radio has lagged behind."

President of the ABC radio network, Hal Neil stated network dollars from advertising had "been rather static for ten years and we have got to get a bigger pie." He stressed that ADI would be of service to all radio. "We are not trying to juggle dollars but to advance. We gain nothing juggling."

Springboard Sets Morningstar Label

NEW YORK — Springboard International Records has formed a new pop contemporary label, Morningstar Records. Product for the label will come from international chart hits not previously released in the U.S.

Dick Broderick, director of a&r for Springboard, will be managing director of the new label and initial releases will be shipped in the next few weeks.

First singles include two number one hits from Australia by William Shakespeare. Titles are "My Little Angel" and "Can't Stop Myself From Loving You." Both were written by the team of Vander and Young. In the same release is Australia's current chart topper "Denim and Lace" by Marty Rhone, and from Holland, the English language version of the European hit "L'ete Indien" performed by the Dutch Group, Freddy and Friends. The English language version is titled "Africa."

Rollers Pact For Licensing

NEW YORK — The Bay City Rollers have retained Columbia Pictures Licensing to represent them for licensing and merchandising in the U.S. and Canada.

Currently in the planning stages is a tie-in with General Foods involving a premium record on the back of cereal boxes.

A new logo prepared by Ed Justin, vice president of the Columbia Pictures Industries, Inc. division, will be used in all their merchandising.

Vanguard Signs Roland Prince

NEW YORK — Vanguard Records has signed jazz guitarist Roland Prince to a recording contract. Prince has recorded with Shirley Scott, Elvin Jones and James Moody, among others. Prince's debut album for the label will be produced by Ed Bland and is scheduled to be recorded in mid-December.



YETNIKOFF AWARD DINNER IN PLANNING — A luncheon planning meeting was held last week for the American Medical Center 1975 Humanitarian Award Dinner Dec. 14 at the New York Hilton Hotel in honor of Walter Yetnikoff, president of the CBS Records Group. Yetnikoff, seated at the head of the table, is being honored by the center for his support of the AMC and his contributions to many other humanitarian causes. Members of the dinner committee in attendance include Jack Grossman, general chairman (l. of Yetnikoff), Paul Shore, dinner chairman (r. of Yetnikoff); and Cy Leslie, honorary chairman, (r. of Shore). Each member delivered progress reports indicating a huge turnout expected. Information on the dinner can be obtained from the American Medical Center (212) OX 7-1220.

Alice Welcomes Tahoe To His \$450,000 'Nightmare' First Theatrical Rock Show Booked Into Sahara Showroom

HOLLYWOOD — Alice Cooper has announced his engagement for a one-week stand at the Sahara Tahoe Main Room, commencing December 12. His production of "Welcome To My Nightmare," featuring a \$450,000 set and a cast and crew of thirty, marks the first time a rock and roll theatrical stage show has been tried as a headlining act within a Nevada gambling house.

The two-hour show will be seen once nightly at 10 p.m., except Friday and Saturday when the performance will begin at midnight. Neither food nor drink will be served during the show.

In making the announcement, Cooper admitted he doesn't know what kind of audiences are likely to greet him, but inasmuch as he considers himself an entertainer above all, he looks forward to the proposition of being the first from the rock medium to tackle that arena.

Earlier this year Alice began a calculated assault on the mass media with his "Welcome To My Nightmare" campaign, including an album soundtrack from his

TV special ("The Nightmare," April 26), a 70-city tour of the United States followed closely by 12 dates in seven cities. Finally, a feature-length film of the stage show, directed by David Winters, will be released through Key Pictures this coming week.

A large-scale promotional campaign has begun in preparation for the engagement, aiming to reach the world market on a variety of levels. Highlighting the effort will be a 35-foot helium balloon replica of Alice which will appear in the Gimbels Thanksgiving Day Parade (to be televised nationally), and a video presentation of portions of the stage show, to be supplied for hotel lobby viewing. These and others endeavors to alert the public to Cooper's Nevada gig are being coordinated by promoter Gary Naseef; Atlantic Records president Jerry Greenberg; Lenny Martin, vice president in charge of entertainment for the Del Webb chain of hotels; and Alive Enterprises, Alice Cooper's personal management company.

Carly Simon Re-Signs With Elektra

HOLLYWOOD — Carly Simon has resigned with Elektra Records for a period of five years, it was announced by David Geffen, chairman of Elektra/Asylum/Nonesuch Records.

With the release this week of "The Best Of Carly Simon," a retrospective collection of Ms. Simon's hits since her emergence as a major female contemporary artist in 1971, Carly's involvement with Elektra/Asylum begins a new chapter in a career that brought her into national prominence.

Her initial single "That's The Way I've Always Heard It Should Be" (the first cut on her new LP) set a standard for her vocal and compositional achievements which have brought her wide popularity in FM progressive and top 40 circles, although her live appearances have diminished somewhat since her marriage to James Taylor several years ago, her accomplishments in the studio, often under the aegis of producer Richard Perry, have brought the intent of her lyrics and piano artistry into perspective.

Ms. Simon's "Anticipation," "You're So

Vain" (which earned her a first gold record award) and "Mockingbird" (with James Taylor — also gold) have been definitive of her style and contribution in the 1970 music market.

Carly has earned gold awards for "Anticipation," "No Secrets" and "Hotcakes."

Bennett Forms Consultancy Firm

NEW YORK — Pete Bennett announced the formation of Pete Bennett Enterprises to handle promotion of records, publicity, public relations and consulting in the recording, motion picture, and television areas. Bennett, who was formerly associated with Avco Industries, promoted major performers, such as the Beatles, John, Paul, George, and Ringo, the Rolling Stones, and Bobby Vinton. Offices will be opening soon in New York, Los Angeles, and Washington, D.C. Pete Bennett Enterprises at this time can be contacted at (212) 605-8649. Associated with Bennett is TV producer, Chris Beard and public relations executive, Vinnie Dee.



NEW SOUNDS FROM PHILLY — Philadelphia International Records, distributed by Epic/CBS custom labels, has just released LPs by seven top artists. New albums by the O'Jays, Harold Melvin and the Blue Notes, MFSB, The Three Degrees, Billy Paul, Archie Bell and The Drells and Dee Dee Sharp were previewed for the press at a listening party given by Epic. Shown at the presentation are (l. to r.): Harry Coombs, executive vice president of international operations and promotion for Phila. Int'l. Records; Jimmy Bishop, executive vice president and general manager, PIR; Kenneth Gamble, chairman of the board, PIR; Ida Epps, managing editor for Twilight Magazine; Leon Huff, vice-chairman of the board, PIR.



PRODUCED BY STEVE HOWE & EDDIE OFFORD

SD 18154

Beginnings. Steve Howe's solo album. Available on Atlantic Records and Tapes.



Executives On The Move

Stevens To Polydor A&R — Rick Stevens has been appointed east coast director of a&r for Polydor Records.

Stevens will be based in the Polydor headquarters in N. Y. and will be involved in all phases of a&r. He will also be responsible for reviewing all records submitted by Polydor's foreign affiliates.

Prior to joining Polydor, Stevens held a variety of marketing and product management positions at CBS Records.

Russo To Lifesong — Bob Russo has been appointed east coast director of sales and promotion for Lifesong Records.

Russo, who most recently headed Blendingwell Music for Lifesong founders Terry Cashman and Tommy West, will be responsible for promotion and sales activities on the east coast as well as some marketing duties.

Russo joined the Cashman and West organization after nine years with WIP in Philadelphia and WHN in New York.

Taylor To Phonogram — Jim Taylor has been named national promotion coordinator for Phonogram/Mercury. Taylor was formerly Phonogram/Mercury promo man in the Ohio Valley territory. He will be working out of the Chicago office.

Sain Joins UA Promo — Nancy Sain has been appointed national secondary and disco promotion manager for United Artists Records. Sain was most recently assistant national promotion director for Casablanca. She had previously been in independent promotion and had worked with Jimmy Miller Productions. Sain will be headquartered in UA's Los Angeles offices.

Klein To Entertainment Co. — Gary Klein has been named director of a&r and music publishing for the Entertainment Company, the music publishing and production company recently formed by Charles Koppleman and Samuel J. Lefrak.

Klein was assistant to Koppleman when the latter was vice president of national a&r at CBS Records. He has produced Liza Minnelli, Jerry Vale and Mott The Hoople for CBS, as well as Mac Davis' last three albums.

Ms. Wakschal To Atlantic Post — Fran Wakschal has been appointed director of foreign and mechanical royalties for Atlantic/Atco Records.

In her new post, Ms. Wakschal will continue to oversee all incoming foreign and record club monies for royalty payments to artists, producers, etc. She will also oversee all incoming monies from Atlantic's music publishing affiliates.

Ms. Wakschal is the senior employee of Atlantic/Atco, having come to the label as its first bookkeeper in 1949, when the label had a staff of six.

Ms. Mekelburg To Janus — Reina Mekelburg has just joined the staff of Janus Records in Los Angeles as the label's new director of publicity. She will now be in charge of all press relations and creative projects on a national basis for the label.

Casablanca Ups Two — Buck Reingold, vice president and head of national top 40 radio promotion for Casablanca Records, has added two new radio promotion assistants. Joining the Casablanca family are Ricki Renna, formerly with both RCA and United Artists Records in St. Louis and Los Angeles, and Nancy Reingold, previously with United Artists in New York.

Kenton To Island — Gary Kenton has been named to the newly created position of associate director of east coast press and information for Island Records. This appointment marks the opening of the publicity office for Island in New York, located at the label's new offices at 154 West 57th Street. Kenton will be responsible for all press relations for the Island label in New York and on the east coast.

Dolinger To Farr — Budd Dolinger has been named professional manager of Farr-Music Inc.



Stevens



Russo



Sain



Klein



Wakschal



Mekelburg

12 Albums Due From Atlantic

NEW YORK — Atlantic/Atco Records is releasing twelve new albums in the immediate future, including Bette Midler's "Songs For The New Depression," Redd Foxx' first new album in 12 years, and a live Spinners set. Marketing, merchandising, advertising, and promotion priorities have been set via the Nov. "Hot Stuff" sales kits circulated to all WEA Corp. sales managers, marketing coordinators, and promotion department staff members. Merchandising tools have been allocated to the 19 WEA sales offices as in-store, point-of-purchase marketing aids.

The album releases include Steve Howe's "Beginnings," the first in a series of projected solo LPs from the five members of Yes (to be followed in a month with bassist Chris Squire's "Fish Out Of Water"). The work was co-produced at Morgan and Advison studios by Howe and Eddie Offord, and featured players include Alan White and Patrick Moraz of Yes, Bill Bruford (ex-Yes/King Crimson), the 8-piece chamber group, Philomusics, and members of Gryphon. Bette Midler's "Songs For The New Depression," her first album in 24 months, is highlighted by all-new material from Bette and songs

by Bob Dylan ("Buckets Of Rain," with Dylan on harmony), Tom Waits, and Phoebe Snow. The album was produced by Moogy Klingman and features contributions from Todd Rundgren, AWB's Hamish Stuart and Alan Gorrie, the Brecker Bros., Rick Derringer and Eric Weissberg. Stephen Stills' "Live" was recorded at the Auditorium Theater in Chicago in March of 1974, and is half acoustic and half with Stills' "barnstorm" band.

For his first new album in 12 years, Redd Foxx traveled to Harlem's Apollo Theatre for a live recording, "You Gotta Wash Your Ass." Foxx is the star of the NBC-TV hit show "Sanford & Son," and the album reflects his nightclub/theatre act in toto. Expatriate American jazz musician Herb Geller is featured in the first new recording in over 15 years to appear with his name on it, and features overdubbed "supersaxes" playing in chorus-style combined with Geller's activism-oriented lyrics. "Bobby Short Celebrates Rodgers & Hart" contains 26 tracks, and follows Short's three previous sets of compositions by Cole Porter, Noel Coward and the Gershwins on Atlantic.

Sire Group To Aid Martell Foundation

NEW YORK — Sire Records group Renaissance will hold a benefit concert for the T.J. Martell Memorial Foundation for Leukemia Research at Madison High School, New Jersey on Dec. 1.

Martell, a friend of the group, and son of Tony Martell, Columbia Records Nashville vice president of marketing, was a pupil of Madison High School before his death.

The Renaissance concert is expected to raise \$9000 for the foundation, which was formed by several executives in the recording industry.

The Spinners' "Live!" is a double-LP set recorded at the Latin Casino and features the best-known numbers from this vocal group. From Big Tree comes "The Best Of Lobo," with a dozen tunes including "Me And You And A Dog Named Boo," "I'd Love You To Want Me," and "Don't Expect Me To Be Your Friend." "Inside" by Kenny Rankin on Little Records is the artist's third album and ranges from tunes co-written with his wife Yvonne to tunes from Stevie Wonder, John Sebastian, Randy Newman and Jimi Hendrix.

Inaugurating the Atco "1100" series of budget-priced recordings (\$4.98/LP, \$5.97/tape) is "The Beat Goes On," a compilation of hit tunes from Sonny & Cher's '65 through '67 period on Atlantic, featuring "I Got You Babe" and the title track.

Stewart Exits UA Chairmanship; Joe Boss Named

NEW YORK — Mike Stewart, formerly chairman of the board of United Artists music and records group, has left that position to become president of U.A. Music Publishing. Joe Boss has become the new chairman of the board of the U.A. music and records group. Al Teller remains as president of the music and records Group.

Nemperor Records offers a pair of debut solo LPs from two artists connected with popular groups — drummer Lenny White of Return To Forever with "Venusian Summer," and guitarist Tommy Bolin of Deep Purple with his "Teaser." White wrote/co-wrote and arranged/co-arranged the bulk of the LP, as well as handling production. Tommy Bolin's past credits include Colorado's Zephyr and Energy, the James Gang, and the release of his album coincides with the release of Deep Purple's "Come Taste The Band."

Arista 2 Years Ahead Of Schedule fr pg. 7

the high seven figures," he said, "A secondary source of financing that has helped considerably. We had a very sizable loss during the first quarter of fiscal 1975 (July to September 1974). I thought that if things went fairly well we should be at breakeven by the end of the year, just make back that loss. We were trying to staff up even at that point. By February, we had completely wiped out that loss."

Both Arista president Clive Davis and Goldman came to the label from CBS Records (where he was administrative vice president) which also meant, he said, a background of branch distribution.

Goldman acknowledged that the question most asked by managers discussing signing with Arista centered around independent distribution and the Davis

and Goldman association with this branch distribution.

Goldman stated that he found the independent distribution system "very little different," admitting that it was a personal "revelation" for him.

"It all comes down to two things," he said, "national direction and price. Arista certainly can provide an artist with national direction and as far as price is concerned the distributors buy cheaper from us. To a large extent a lot of business in this country is done by rack jobbers and most, if not all of the major rack jobbers are also independent distributors. They buy the product from us on an independent distributor basis. As a result they are buying cheaper from us than they are from the branches."

"And having a hot streak helps — we've had little or no collection problems."



PIP FOR A DAY — As part of the celebration of Gladys Knight & The Pips second anniversary with Buddah Records, an "Honorary Pip For A Day" contest-drawing was held. Seen here at the first of three drawings are (l. to r.) Sid Seidenberg, manager of Gladys Knight and The Pips; Art Kass, president of the Buddah Group; Edward Paten; Gladys Knight; Milt Sincoff, vice president and director of creative packaging; William Guest and Merald "Bubba" Knight.

A New Album
By
THE BAND
Northern Lights-Southern Cross

ST-11440



Left to right: Rick Danko, Garth Hudson, Richard Manuel, Robbie Robertson, Levon Helm.

(It's Been Worth The Weight)



Capitol

One-Stop Launches Promo For Silver Convention

NEW YORK — The success of Midland International's Silver Convention is not the instant variety. While "Fly, Robin, Fly" has achieved #1 status in pop and R&B categories, their previous single, "Save Me" never went very far, and thusly the LP was a while in taking off. An interesting sidelight to the months of work that went into breaking Silver Convention parallels this story, and shows a one-stop stepping out of its recognized function with interesting results.

Ben Reminick, president of Town Hall One-Stop in New York, became interested in the LP at the beginning: "I got a feeling it could be successful." He released a circular on the LP, featuring mini-interviews about the disk with company employees. He augmented this bit of publicity by encouraging accounts to buy the album, an act which was probably effective because, as Reminick says, "It's something I never tried before." Almost to his surprise, re-orders began coming in.

He also got posters from RCA which he encouraged accounts to display. When the single "Fly, Robin, Fly" was released he decided to "create a little more hoopla" by continuing with circulars, and having t-shirts and buttons made up at

his own expense.

Says Mort Weiner, director of custom labels at RCA Records, of Reminick and Silver Convention, "I would say he was one of the more influential factors in making the record a success in the area." Certainly the combined efforts of Midland, RCA and a little help from Ben Reminick and Town Hall saw the "Fly, Robin, Fly" single achieve New York success as the momentum was picked up by promo forces around the country. Town Hall alone sold 50,000 copies of the single and 35,000 of the album, a record for one-stop.

Says Reminick, "I learned a bit about promoting merchandise and I enjoyed this unusual experience very much. Though the major glory in this enterprise goes to Midland and RCA, I'm very glad that we were able to help out a little."



Michael, Lori, Ben Reminick

Spencer Proffer Forms Pasha Music

HOLLYWOOD — Spencer Proffer has formed The Pasha Music Organization which will concentrate on production, music publishing and songwriting. First signing to the new label is Allan Clarke, lead singer with the Hollies. Proffer will produce his recordings for Elektra/Asylum Records. Having just completed an album for A&M Records with singer Carl Graves from which a single, "Heart Be Still," has shipped, Proffer has also signed soul singer Lea Roberts to his company and expects to announce a U.S. and foreign label affiliation for her shortly.

Proffer, 26, has been involved in the music industry for a number of years as a producer and songwriter. Starting as part of a recording group, Proffer, Marmelzat & Rede (Columbia) he later spent a year and-a-half as a business affairs negotiator for Columbia/Epic. Proffer then went to United Artists Records and in addition to his duties as head of a&r, co-produced eight chart singles over the

course of the last year including the top ten Paul Anka/Odia Coates hit, "One Man Woman/One Woman Man," the top 40 soul charter "Changes" by Vernon Burch, "Laughter In The Rain" and "All Right Now" by Lea Roberts and Ike & Tina Turner's "Baby Get It On" as well as two MOR hits with Bobby Goldsboro. He is currently represented in the charts with his work on Tina Turner's "Whole Lotta Love" from her recent "Acid Queen" LP.

Pasha will also furnish Proffer's production services to selected artists with existing label affiliations, both U.S. and abroad. In addition, Pasha will seek out new talent for recording and publishing. Proffer also plans to announce a co-publishing arrangement shortly.

Pasha's offices will be located at 1800 Marcheeta Place, Los Angeles, California 90069. The phone numbers where Proffer can be reached at Pasha are (213) 274-9413 or 659-7660.

N.Y. NARAS Sets Star Auction

NEW YORK — The National Academy of Recording Arts and Sciences (NARAS) New York chapter, holds its first recording arts auction at the Beacon Theater, Dec. 17. The object is to raise money for seminars and scholarship funds.

Included in the auction are items donated by John Lennon, Ringo Starr, Frank Zappa, Alice Cooper, Michel Legrand, Benny Goodman, Leopold Stokowski, Elton John and Louis Armstrong. All the items will be on display the afternoon before the auction. Tickets go on sale Dec. 1.

FORE To Hold Award Luncheon

NEW YORK — The Fraternity of Record Executives of New York is holding a luncheon to present the second annual award under the Providing Avenues for Continuing Encouragement scholarship concept. The luncheon will be held Dec. 5 at the Essex House, in N.Y.

The luncheon will raise funds for the cash grant which is part of the award given to the student recipient.

Personality Folios Come Alive

fr pg 9

In the future, Hackinson sees promise in print for the Bay City Rollers, for whom rights have recently been negotiated. He also feels a possible "new trend" in the so-called country underground, since the country holds licenses for such artists as Charlie Daniels, Willie Nelson, Waylon Jennings and an up-and-coming group, the Side Of The Road Gang.

BIG 3 — "Record execs are aware that something's breaking in the print business, but they often don't know where or how," says Herman Steiger, executive vice president of Big 3 Publications. In the last five years the company has climbed from \$800,000 to \$5,000,000 in gross sales annually, and has just moved into a 86,000 square foot warehouse facility.

Steiger feels the strength of Big 3 lies largely in diversification. "Psychologically, a small publisher cannot function as a successful print marketer. A large publication company functions well by forming a combination controlling a large amount of catalog." Big 3 holds print rights for a varied selection of publishers, including Unart (due to their affiliation with United Artists), Robbins, Miller Music and numerous others, including a hefty selection of country publishers. At this point, Big 3 controls rights approximately one-third of the average weekly **Cash Box** country chart.

"Aside from the catalogs you control, the most important thing is knowing how to utilize them, which is a matter of putting the creative talents of the organization to work." Big 3 has branched into countless facets of print, covering all possible tastes and needs.

Personality books put out by Big 3 include artists such as Jim Croce, Frank Zappa, Deep Purple, Phil Ochs, Janis Ian and, in the near future, a folio of Bruce Springsteen's "Born To Run." The Springsteen book exemplifies the highest degree of management and artist involvement in the production of a personality book, which included Bruce and Mike Appell supervising nearly every note written down. "Every song on the album had to be truly interpreted as recorded, which of course required calling in a top recording arranger for the correct interpretation." The folio will run about 76 pages, which is quite long for an album of eight songs. The score of "Jungleland" alone runs 16 pages, reducing the instrumental progress of the entire band's recorded rendition including the saxophone solo, to piano-vocal form.

Other utilizations of catalog include the educational, where stage and marching band arrangements for all types of music, from Duke Ellington charts revised for the college and high school levels, to arrangements for the latest Electric Light Orchestra LP. With control of the Blue Note catalog, Big 3 is launching an extensive jazz series for the schools.

Since the book will cover public domain and material from the '20s and '30s for which the company owns rights, Feldman anticipates a successful volume.

SCREEN GEMS-COLUMBIA — "Packaging and marketing are the keys to this business," states Frank Hackinson, vice president of Screen Gems-Columbia Publications. In five years, the company has expanded to fit a 50,000 square foot facility in Miami which includes all phases of the operation beneath one roof. Hackinson describes the success of Screen Gems, "We're now number one in the area of popular sheet music, controlling 30 to 40 percent of the weekly **Cash Box** top 100 singles, and we've

established ourselves as a leader in the field of personality books."

Screen Gems' most popular personality book artists include Chicago, Olivia Newton-John, Bachman-Turner Overdrive and Carole King. Covering a wide variety of musical styles is where solid production and attention to detail are essential. "In Chicago we have a group whose music lends itself to the two major divisions of interpretation in print: there are singles; there are melodic singles like 'Color My World,' which are the ideal raw material for piano-vocal arrangements, yet the group is instrumentally oriented to the point that their music is perfect for concert and marching band charts for the schools."

"With Screen Gems an artist can be critical and demanding that the arrangements be superb and exactly as recorded. We consult with the artist on the leadsheets and recorded versions, to determine the differences that develop in the final recording. The arranger takes no liberty; our arrangers are up with today's music, youth- and trend-oriented." Hackinson explained that Chicago had always proofread the final editions of their music books until "Chicago 8," where their confidence in Screen Gems was such that they didn't feel the need to check up. Carole King in the often difficult to sing original keys, so the edition was printed in side-by-side versions with easier keys included. "Leon Russell's cumulative folio was produced by Screen Gems-Columbia because his manager personally visited the plant, and was convinced our facilities could best serve the artists' needs."

Continuing in the subject of packaging, Hackinson pointed out that the burgeoning market in personality books should not overshadow "the tremendous mixed folio market which is often overlooked. The artist is far from the only means of selling printed music — there are approximately 15 million Americans who play an instrument, and a demand for hits and standards arranged for all instruments on all levels of competence." Screen Gems employs its catalog in grouping together favorite tunes in books for every instrument from "easy" organ to flute to harmonica.

Production is facilitated by Screen Gems' patented photo-engraving process, which they claim is more economical than the older hand and plate engraving methods, and yields more attractive results than the musical typewriter. According to Hackinson, publishers from Italy and France have visited Miami to observe the process, since plate engraving in Europe is a master art which is disappearing with modern times.

Part one of a two-part Cash Box Survey into the Personality Folio market

Atco To Release 'Lady Bump' Single

NEW YORK — Atlantic Records has acquired exclusive U.S. distribution rights for Penny McLean's single "Lady Bump," for release on Atco Records. Rights were acquired from Jupiter Records of Munich, Germany as a result of the signing of a long-term contract for exclusive distribution of future records by Ms. McLean.

"Lady Bump" was produced by Michael Kunze for Butterfly Productions in Munich. Kunze is the producer of Silver Convention, the group with which Penny McLean currently performs.



CROSBY AND NASH AWARDED — David Crosby and Graham Nash were recently presented with individual award plaques from the Humane Society due to the attention their newly gold ABC album "Wind On The Water" has brought to the plight of the whale. At a press conference following their performance in Atlanta, Corbin Benefield, president of the Atlanta Humane Society presented the plaques which read "To David Crosby and Graham Nash in recognition of their significant contributions to the humane movement." Shown (l. to r.) Nash, Benefield and Crosby.



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T-500

picks of the week

JOHN DENVER (RCA JH 10517)

Fly Away (2:59) (Cherry Lane — ASCAP) (J. Denver)

John delivers another stunning performance, both acoustically (guitar) and vocally. This time he chooses a theme a bit darker than his usual wont, with the object of his love going away, which lends the story sadness. Assisting on the upper reaches of vocal harmony is the reigning queen of pop music, Olivia Newton-John. A dynamite combination. Flip: No info. available.

DAVID BOWIE (RCA JH 10441)

Golden Years (3:27) (Bewlay Bros — BMI/Chrysalis/MainMan — ASCAP) (Bowie)

According to street rumors Bowie's last album, "Young Americans," was intended to take him into the realm of r&b. That it did. Not only was his last single from that LP ("Fame") a No. 1 pop hit, but also a No. 1 r&b hit. "Golden Years" is also along the r&b lines and therefore offers double the buying power. Good the first time, better the second, another multi-layered Bowie effort demanding a number of listens to catch everything. No problem — we're certain this is in for mass airplay. Flip: No info. available.

OLIVIA NEWTON-JOHN (MCA 40495)

He Ain't Heavy . . . He's My Brother (3:54) (Harrison/Jenny — ASCAP) (B. Russell, B. Scott)

Olivia lends breathy pliability to this timeless song of brotherhood written at the inspiration of the official motto of Boys Town, Nebraska. Nearly all the background is soft and subliminal, full of harmonic steel pedal guitar and strings, allowing her vocal to be out front. We haven't heard the flip: Let It Shine (2:26) before it, too, is very catchy and all-Olivia.

GLADYS KNIGHT AND THE PIPS (Buddah BDAX 1974)

Silent Night (2:44) (Kama Sutra/Étude M.E.W.G. — BMI) (Public Domain)

No pun intended, in fact Gladys Knight and the Pips seriously offer a warm, lovely gift to the season with their version of "Silent Night." Flip, "Do You Hear What I Hear" (3:56), is also impeccable. This record is even wrapped nicely. Merry Christmas.

THE O'JAYS (Phila. Int'l.ZS8 3581)

Christmas Ain't Christmas New Years Ain't New Years Without The One You Love (1:59) (Assorted — BMI) (K. Gamble, L. Huff)

A short, seasonal ditty built around the here yesterday/gone today love story that becomes most poignant around Christmas-New Years. This is the time of year that all the hurt hurts the most, but the O'Jays soothe the pain. Flip: No info. available.

NATALIE COLE (Capitol P 4193)

Inseparable (2:26) (Jay's Enterprises/Chappell & Co. — ASCAP) (C. Jackson, M. Yancy)

"Inseparable" (title track from Natalie's debut Capitol album), may well become a standard, or at least vault her into the attitude of a standard artist. A soulful ballad, this tune has all the makings of a second crossover (r&b to pop) hit following "This Will Be," which is still climbing the **Cash Box** Top 100 chart. Flip: No info. available.

GEORGE CARLIN (Little David LD 731)

New News (Part 1) (2:14) (Dead Sea — BMI) (G. Carlin)

George Carlin, star of TV's popular "Saturday Night" zings an updated serving of his own unique brand of "news," cuts from his Little David LP, "An Evening With Wally Londo Featuring Bill Slazso." First tracks in sometime from Carlin of airable AM quality. It's a family show, and a truly funny one as George extends logic to its ludicrous end. Great oneliners to segue or integrate into the news. Flip: New News (Part 2) (2:04)

SLY STONE (Epic 8-50175)

Le Lo Li (3:16) (Stone Flower — BMI) (S. Stewart)

From his high flying "High On You" album, Sly sends out a better voice than he has for some time on this, a sort of "different strokes for different folks" track. "Le Lo Li" is a nonsensical singalong chorus that provides the balm for all the troubles of the non-sensical dealings of day-to-day city living. R&b, pop. Flip: No info. available.

BLACK OAK ARKANSAS (MCA 40496)

Strong Enough To Be Gentle (2:59) (Far Fetched — ASCAP) (Black Oak Arkansas)

An especially apt title for a beautifully arranged change of pace from these usually-regarded-as harder-nosed rockers who in reality have hearts of gold to match at least three gold albums that we know of. From their "X-Rated" LP, this cut should help generate more SRO audiences on their highly successful tour schedules. This group gives the people what they want. Flip: No info. available.

DONNY AND MARIE OSMOND (MGM M 14840)

Deep Purple (2:47) (Robbins — ASCAP) (P. De Rose, M. Parish)

Donny and Marie, brother and sister from the Osmond family, which has permeated the American consciousness through television and records, teams up on a time-tested hit parader, "Deep Purple." As can generally be expected from these "kids," a highly professional effort. Sweet harmony, partially spoken. Harmonica and vibraphones help a slick background along. Flip: No info. available.

JIMMY BUFFETT (ABC 12143)

Havana Daydreamin' (3:38) (ABC/Dunhill — BMI) (J. Buffett)

Ever the clever artist, Jimmy turns in his slick satire for some straight, smooth singing accompanied by some crisp acoustic guitar. A ten percent metabolic layback due to that good old tropical climate, this song is let go in a James Taylor way and extolls the virtues of the daydream lifestyle that lures one to stickier portions of the world. FM, AM country, strong pop possibilities. Flip: No info. available.

THE RITCHIE FAMILY (Twentieth Century TC-2252)

I Want To Dance With You (Dance With Me) (3:23) (Can't Stop — BMI) (J. Morali, H. Belolo, B. Whitehead)

The Ritchie Family follows up its colossal "Brazil" hit single with another sizzling sound certain to sew up the ears and feet of disco patrons. The female lead singer is sweet, bright and compelling, ready to be set on fire. It's a safe assumption this song, complete with rollercoaster doos and oohs will pound long and far. Flip: No info. available.

IMPRESSIONS (Curton CMS 0110)

Loving Power (3:15) (Jay's Enterprises/Chappell — ASCAP) (C. Jackson, M. Yancy)

Music to mellow out by, Impressions' "Loving Power" has the same thing it took to power the "Same Thing It Took" to Top 5 (Top 4, actually) in recent weeks. Impressions are a perpetual hit group — the ones that proverbially "keep on comin'." They help us make it through hard times, and this record is a perfect example why. Flip: No info. available.

PETER FRAMPTON (A&M 1763)

(I'll Give You) Money (3:46) (Almo/Fram-Dee — ASCAP) (P. Frampton)

Peter Frampton, formerly associated with "Humble Pie" and before that "The Herd" — two enormously popular groups — has built a following very likely to follow him further. Solid guitar work as ever on this (light) hard-rocker which appeals to the melodic ear as well as the feet. AM breaker. Flip: No info. available.

BONNIE RAITT (Warner Bros. WBS 8166)

Good Enough (2:48) (Hall/Mojohanna — BMI) (J. & J. Hall)

"Good Enough," Bonnie proves, is in the eyes (and ears) of the beholder. Her soulful voice maneuvers through a relationship as seen through several different individuals including the mother, the daughter, the lover and the mature couple, all asking and answering whether or not that which has been offered is "good enough." Like her "Home Plate" LP, currently riding the **Cash Box** Top 100 albums chart, we assure you it is. Flip: No info. available.

KIM CARNES (A&M 1767-S)

You're A Part Of Me (3:18) (Brown Shoes/Chappell — ASCAP) (K. Carnes)

Kim lilt a moonlit lament over a lover-turned-star, long-gone down the road. "Love waits for the wind to bring you back again/and take me away." Acoustic picking building into strings. Kim Carnes' voice is incredibly soulful — she deserves to be recognized as much as this record deserves to be played into a smash — and that's a whole lot. Flip: No info. available.

HENRY MANCINI (RCA PB 10463)

African Symphony (3:10) (Warner-Tamerlane/Van McCoy — BMI) (V. McCoy)

From the initial bars, which sound like army ants crunching their way through some hapless prey in the sun-baked brush, "African Symphony" evokes . . . *exudes* the urgency of that dynamic continent to be reckoned with. Symphonic soul graces this Van McCoy composition into a black classical anthem worthy of its title. A disco version has also been prepared and so, a double-barrelled single is on our hands. Flip: No info. available.

YVONNE ELLIMAN (RSO SO 517)

Walk Right In (2:58) (G. Cannon, H. Woods, W. Swanoe & E. Darling)

Up-tempo, brassified cover of the old tune that zoomed to the top during the pre-beatle folk days. "Walk right in/sit right down/daddy let your mind roll on." Slick saxolo breaks up strong vocal and "What I'd Say" type answering chorus. Good drive-time programming. Flip: No info. available.

COMMANDER CODY AND HIS LOST PLANET AIRMEN (Warner Bros. WBS 8164)

Roll Your Own (3:17) (Maple — ASCAP) (M. McDaniel)

Delightful boogie ode to the joys of rolling your own, featuring the ivory tinkling of CC and some fine bottleneck guitar. Vocal primer deals with the setbacks and rewards of the handmade cigarette: "Well, the first time to try it/you're gonna fuss and shout/'cause the paper keeps a tearin'/and the stuff falls out/but don't give up/'cause after awhile/you're tokin' right along with a great big smile/roll your own." Flip: No info. available.

LEO & LIBRA WITH THE MYSTIC MOODS (Sound Bird SB 45-5003)

Get It While The Gettin' Is Good (2:58) (Ginseng/Medallion Avenue — ASCAP) (J. Winn, B. Todd, D. McGinnis)

From the Mystic Moods' LP "Erogenous," this marks the first time the MMs have backed a vocal duo on a single release. Their instrumental abilities set a shuffle-on-down mood with precision piano and two muted trumpets talking back and forth as Leo & Libra trade vocal lines a la Brook Benton and Dinah Washington in "Baby, You've Got What It Takes." This one sounds hitbound. Nobody with an ear worth his position will turn it out into the streets. Flip: No info. available.

AUSTIN ROBERTS (Private Stock PS 45-051)

Children Of The Rain (2:45) (Strawberry Hill — ASCAP) (J. Stevens)

Austin Roberts handles Jay Stevens' wide-range musical lines as easily as he does the story which carries out the premise: "now loosen up my friend/you can let your heart be free and if you want to be a child again/just run and follow me/children of the rain." Fine interpretation, original vocal sound and a prime release date inasmuch as rainy season is approaching and this is a tune to relate to indoors. Flip: Fool (2:30)

TAJ MAHAL (Columbia 3-10260)

Why? . . . And We Repeat Why? . . . And We Repeat! (Part I) (3:07) (Blackwood/Big Toots — BMI) (T. Mahal)

A cross between the foliage of Africa and the concrete jungle of Manhattan, Taj Mahal presents congas and stick rhythms married with sophisticated guitar picking (accelerated) and downtown saxophonic riffs. Under the final two-thirds is a small vocal chorus spitting out many syllables for local color. Why not. R&b, some jazz. Flip: No info. available.

JAMES DARREN (Private Stock PS 45,050)

Love On The Screen (3:18) (Tequila — BMI) (J. Durrill)

Hard to tell if the story's about what might have been happening up on the screen that isn't happening in real life or something that happened in real life that isn't really a story of what went on up on the screen. Ahem. A melodrama with Valentino overtones; all mor gossipmonger/True Romance/Modern Screen followers should identify. If Geoff Edwards is listening, he'd better put this on. Flip: Losing You (2:53)

NIGEL OLSSON (Rocket PIG-40491)

A Girl Like You (3:24) (Coral Rock — ASCAP) (F. Cavaliere, E. Brigati, Jr.)

Nigel brings his singing voice down an octave or so from his usual high placement in order to turn in his most credible lead vocal performance to date. Continuing in the Elton John arrangement form, Olsson is closely identified with the hit structure. If there is such a thing, it is reflected here. Flip: No info. available.

One Of The Year's Great Love Affairs!

GINO CUNICO and "Fanny (Be Tender With My Love)"

GINO CUNICO singing "Fanny (Be Tender With My Love)," is a great record! This incredibly beautiful song is now a brilliant showcase for the soft and stunningly romantic textures of Gino Cunico's fantastic voice.

Produced by Vini Poncia



**"FANNY (Be Tender
With My Love)"**

AS 0162

GINO CUNICO

Treat It Tenderly... But Play It!

 On ARISTARECORDS..Where CAREERS Are Launched

Cashbox: singles reviews

THE BAND OF THE BLACK WATCH (Private Stock PS 45-055)

Scotch On The Rocks (2:50) (Peer International — BMI) (B. Bates)

This record has no connection with the Bay City Rollers, although it has been all over the English charts and could possibly stimulate bagpipe-mania. Terrific blend of drums, brass and scottish pipes for a Christmas (or anytime) party flavor. Pop and MOR programmers should all consider the answer to the question "what will warm our hearts this winter?" — "Scotch On The Rocks." Flip: No info. available.

PEOPLE'S CHOICE (The Sound Of Philadelphia ZS8 4773)

Nursery Rhymes (Part I) (3:30) (Mighty Three — BMI) (L. Huff, C. Gilbert)

PC's lead singer really rolls (something like Muhammed Ali) with a funky arrangement, clearing his throat of a number of syncopated nursery rhymes in a way that would scare hell out of you if the words were threatening. Here it's all goodtime with "boogie on down" cooling off the refrain, as sung by the rest of the group. R&b. Flip: No info. available.

OTIS CLAY (Elka S-501-A)

Turn Back The Hands Of Time (2:40) (Jadan — BMI) (J. Daniels, B. Thompson)

An explosive first release for Otis Clay on the Elka label. Demonstrating much potential, Clay rips around with a very original sound for the most part while, at times, he becomes briefly reminiscent of Sam Cooke. Wherever he bases his influence, Clay really molds "Turn Back The Hands Of Time" into a hit sound. Very r&b commercial. Flip: No info. available.

KING ARTHUR (Soundscape SRC 400-353)

Hey Baby (2:52) (Alakazam — BMI) (M. Belin)

King Arthur (McArthur Belin) holds nothing back from this very spirited vocal featuring organ, brass, drums and lots of rhythmic guitar with traces of wah-wah. Lord have mercy on the King, he do love that woman, and you can tell your mother, your father, your sister and everyone. Drive on, Mr. Belin. Flip: I Like What'cha Doin' To Me (3:16).

TOM JANS (Columbia 3-10257)

Struggle In Darkness (2:53) (Irving — BMI) (T. Jans)

Tom's competent rock voice allows his closed-in cosmopolitan lyrics ("The city just eats up that flower/just like the minute eats up an hour") to penetrate through dark layers of fine piano and synthesizer work. The melody, above all, makes 'Struggle In Darkness' a prime contender for AM pop stations. Flip: No info. available.

CAMEO (Chocolate City CC 001)

Find My Way (3:30) (Charles K. Harris — ASCAP) (J. Melfi)

This is the first single release on Casablanca's new Chocolate City label. A double-scoop of disco-chip dipped in wah-wahndurfel rhythmic fudge. Highly melodic singing lines and distinctive vocal stylings mark this Cameo appearance, the first, we hope, of many more. Flip: No info. available.

JOHN CHRISTIAN DEE (Janus J257)

Come Johnnie (Let's Go Johnnie) (3:42) (Heavy — BMI) (J.C. Dee)

Thud! Thud! Thud! Thud! Kettle drums open this rap-song delivered by a man who has, quite possibly, the deepest voice in the music world. A novel storyline in the style of a "Big Bad John" only not hardly as tragic. Johnnie picks up a beauty at the disco, takes her home and moves with her only to find that she doesn't really respond until she can dance. (And you have to be on your feet for that). Chugging, sweeping background. Flip: No info. available.

BAND OF ANGELS (Midland International JH-10452)

Will You Still Love Me Tomorrow (2:47) (Screen Gems — ASCAP) (Goffin, King)

Band of Angels adapts this beautiful rock and roll standard ballad to the disco by injecting lots of bass and rhythmic underpinnings beneath the soul up-tempo (just a tad) vocal. Although the vocal is secondary to the rhythm in this case, it is nevertheless strong, answering back and forth to itself. Flip: No info. available.

RODENA PRESTON & VOICES OF DELIVERANCE (BeeGee BGS-118)

Where Peaceful Waters Flow (4:27) (MAM — BMI) (G. O'Sullivan)

Rodena (Billy Preston's sister) is carrying the family talent in the gospel arena with this Gilbert O'Sullivan tune. Actually, there is a good deal of crossover r&b action here, with some 75 stations already picking up the action. Rodena's alto vocal is backed up by a fine live choral. Flip: Be A Friend (2:39).

THE ATLANTA DISCO BAND (Ariola America P-7611)

Bad Luck (3:20) (Blackwood — BMI) (Carstarphen, McFadden, Whitehead)

According to Ariola, lots of east coast discos have provided regular spin sessions for this tune and airplay has resulted. Looks like 'Bad Luck' if you don't give this one a try. Fat drum emphasis, delicate guitar runs color non-stop bass rhythm. High-wire string solos break it up. Flip: No info. available.

JIM CAPALDI (Island IS 045-A)

Love Hurts (3:30) (Acuff-Rose — BMI) (Boudleaux Bryant)

Softly quitted bells open into a jumping MORocker with a beat along the lines of a subdued "Get Back." (Love) "takes a lot of pain/love is like a flower/it takes a lot of rain/love hurts." By the time this tune reaches its conclusion you'd swear you were in some bayou. For programmers favoring organ/strings/drums and fine vocal. Flip: Sugar Honey (3:30).

JONATHAN CAIN (October OCT 1001-AS)

'Til It's Time To Say Goodbye (3:33) (Blue Lick — BMI) (J. Cain)

First outing for October label is an extremely impressive one. Strong, clean production frames a soulful vocal performance of a self-penned song by Jonathan Cain who sounds capable of sitting in on any gig with Chicago. Simple words, melody and an arrangement familiar enough to the collective consciousness to retain the voice as the focal point, which it definitely should be in this case. Flip: No info. available.

MARTHA VELEZ (Sire SAA-722)

Aggravation (3:04) (Jonali — BMI) (Moore)

Boiling conga rhythm sets the mood for a chanting opening: "I don't want no aggravation/I don't need no aggravation/I can't handle no aggravation/don't give me, don't you give me no aggravation." Martha Velez, at various times, chirps like Maria Muldaur and belts like Tina Turner. Quite a hybrid, we think. R&b. Flip: No info. available.

BILL O'NEILL AND THE GREAT SCOTT BAND (United Artists UA-XW7748-Y)

I See You (2:30) (King Konk — ASCAP) (B. O'Neill)

Bill O'Neill, reputed to have "discovered" War, is produced by Howard Scott on this r&b cut which features sparse but effective reoccurring horn hooks. O'Neill's voice is cool and cutting, with a personality all its own. Bill has a good time with this and it comes across. Flip: No info. available.

MOONLIGHT (Pickwick International Productions PDJ-6513)

The Little Drummer Boy (5:00) (Mills/Korwin — ASCAP) (Davis, Simeone, Ororati)

Drummers of all sorts — from your conventional traps through your jungle congas and bongos — get a workout carrying on the basic rhythm with only a smattering minimum of the necessary bass to disco-ize this Christmas standard. The melody is promoted through french horns, sustained and plucked strings. Flip: No info. available.

BILL LA BOUNTY (Twentieth Century TC 2251)

I Hope You'll Be Very Unhappy Without Me (3:10) (Captain Crystal — BMI) (B. La Bounty, J. Senter)

Here's an unusual premise for a statement on vinyl, although probably a true unspoken sentiment of many a lover at the conclusion of a love affair. She goes away and he simply admits he can't be a man about losing her. Hence, "I hope you'll be very unhappy without me." This is the kind of story that keeps analysts in business. It's also the kind of record that keeps artists in business. Ripe soul vocal. Flip: No info. available.

JILL BABY LOVE (Grand Prix GP 206)

My Way Or Hit The High Highway (3:13) (Scully — ASCAP) (W. Kahn)

A story cross between "We Can Work It Out" and "My Way," Jill lets her Baby Lover know — in a hard-hitting song — that if he doesn't come around he's gonna come home one night to find the locks changed. Solid dance tune as well as a good pop shot. Flip: No info. available.

JULIE (Tom Cat JH-10454)

One Fine Day (3:18) (Screen Gems-Columbia — BMI) (Goffin, King)

Julie carves a special place in disco heaven for herself with this fine cover of a fifties Goffin/King issue that was terrific then and it is now. Especially nice string section and chorus compliment a more-than-capable vocal lead. Strong, driving and aimed straight up. Flip: No info. available.

SOUL ON DELIVERY (London 5N-1063)

Hustle (Dance Of The Day) (4:25) (Utopia/Dick James/Doris/ASCAP) (M. Vernon, Williams, Haynes)

Chain gang disco getting off early on hot, airy trumpet scraping the ceiling; then some piccolo feeling, back to trumpet and so on. Southern fried lyrics within a limited vocal section. Dance. Flip: No info. available.

THE VAST MAJORITY (D&M DJ75-5001)

Love For Sale (4:05) (Harms — ASCAP) (C. Porter)

Cole Porter's classic breaks open with the feel of a news teletype until a sexy saxophone comes horning in, making way for some french horn cousins, guitars and finally a giant theme which should have cowboys across the screen, smoking your fave cigarette. Good disco. Flip: No info. available.

CARL GRAVES (A&M 1757-S)

Heart Be Still (3:27) (UFO — BMI) (L. Garrett, R. Taylor)

Carl Graves offers a fresh new approach to the r&b sound scene, projecting both notes and storyline certain to catch the ears of young females. Carl's voice is young and vital and balanced against just enough bass so that the cut could be played in discos as well as AM radio right off the bat. Good production by Spencer Proffer. Flip: No info. available.

ZAKARIAH (Pickwick International Productions PIP-6511)

The Girl From Ipanema (5:07) (Duchess — BMI) (A.C. Jobim, N. Gimbel, V. DeMoraes)

Horns dominate this disco version of the huge international hit, 'The Girl From Ipanema.' No words, this hyperventilated big band attack is strictly instrumental. Zachariah did a particularly nice job of arrangement, doing the tune justice and featuring breaks from saxophones, flutes and organ. Flip: No info. available.

TUXEDO (Hi 5N-2296-DJ)

If You Can't Please Your Woman (2:50) (Jec/BMI/Fi — ASCAP) (W. Mitchell, R. Randle, A. Bradley)

This one drives like a train. Lots of searing high-hat rolls and closes and deep guitar picking. Sounds like clarinets (but really organ) in the far background. Tuxedo's vocalist is much like Sly Stone. Rhythm and boogie. Flip: Please Don't Leave (2:33).

DANIEL SENTACRUZ ENSEMBLE (EMI P-4194)

Christmas Carol (3:25) (Beechwood — BMI) (Zacar, Glovsant, Sentacruz)

Family Christmas fare in the choral entertainment vein. The Daniel Sentacruz Ensemble, who sound Mexican-American (by their pronunciation) are actually from Italy. Here is a classically-based melody that would offer the flavor of Yuletide even without words. Flip: No info. available.

TERRY GARTHWAITE (Arista AS 0164)

Angel Of Love (3:20) (Winds & Dragons — BMI) (T. Brown)

"Angel of Love" . . . "where are you hiding?" Terry Garthwaite puts forth the question as the bottom line to some interesting lyrics that sound almost as if Bill Withers might have had a hand in (very personally honest). Shuffle-beat frames the sweet vocal to a "T" (for Terry)(also Twice as good as a lot of things we've heard this year) (and Turn on yourselves and your playlists to this). R&b or pop, either way. Flip: No info. available.

JEFFERSON LEE (Arista AS 0163)

Maybe I Should Marry Jamie (3:26) (Featherbed/Unichappell — BMI) (S. Linzer, R. Kotkov)

Light orchestration softly sells the singer on the proposition that he should make up his mind to go back and marry the girl of his dreams. Pop ballad. Jefferson's voice sounds somewhat like Bobby Goldsboro. Flip: No info. available.

TERRY COLLINS (Silver Blue 7301)

Oh, So Lonely (3:09) (Oceans Blue/Friday's Child — BMI) (B. Eli, T. Collins)

Terry Collins' expressive voice greets you right out in front with his story of a boundless love that's no good without a woman. "I'm like a baby in the woods." Terry co-wrote this song which also features woodwinds, muted trumpets and a chorus with a feeling of "Memories." Flip: Hold Hands With One Another (3:20).

BOBBY HEBB (Laurie LR 3638)

Sunny '76 (3:31) (Portable — BMI) (B. Hebb)

It's been a fast ten years since Bobby Hebb helped open the Beatles' last appearance at Dodger Stadium with his superhit "Sunny." Now, with the disco version — "Sunny '76" — yesterday is even closer; and that's good news for the rackers and dealers who cleaned up with this song the first time around. Only difference is, this time it's more danceable. Flip: No info. available.

The King Has Spoken.

“All I know is that after Cryer & Ford’s appearance at Town Hall on October 29th, my Broadway store, which is right around the corner from Town Hall, was attacked like locusts by the people who saw that show. In ten minutes our entire stock was wiped out. The customers then asked our other store locations and subsequently cleaned them out. This is the most fantastic reaction I’ve ever seen.”



APL1/APS1-1235

Ben Karol, King Karol Records, New York

Cryer & Ford. When they sing, they sell it.

RCA Records and Tapes

UA, Jet Set Deal For U.S., Canada

LOS ANGELES — United Artists and Jet Records, have come to a long term agreement whereby UA will release Jet product in the U.S. and Canada, according to presidents Al Teller (UA) and Don Arden (Jet). First artists to benefit by this deal will be the Electric Light Orchestra and Roy Wood.

UA has released every ELO album since the group's inception, including "No Answer," "Electric Light Orchestra II," "On The Third Day," the RIAA-certified gold "Eldorado," and the group's current LP, "Face The Music," from which the group's single "Evil

Woman" is now number 51 with a bullet on the Cash Box top 100 chart.

Wood is represented on UA with three albums, "Wizzard," "Boulders" and "Eddy And The Falcons," with a new album, "Mustard," due next January.

Both Wood and Jeff Lynne of ELO are known as writers and producers as well as artists. Wood has written "See My Baby Jive," "Ball Park Incident," "Angel Fingers" and "Are You Ready To Rock." Lynne has written "10538 Overture," "Ma Ma Ma Belle," "Showdown," "Can't Get It Out Of My Head" and the aforementioned "Evil Woman."



(l. to r.) Arden, Bev Bevan of ELO, Lynne, Teller

Appearances Set For Songwriters Showcase

HOLLYWOOD — The BMI-sponsored Songwriters Showcase has begun its second month at its new Los Angeles location, The Improvisation.

Composer-arranger-conductors Jimmy Haskell and Mike Post and Eileen Bradley, vice president with the GTO organization will each appear as a "Hang-Out" guest this month, offering an hour in question-and-answer exchange with the audience.

Miss Bradley is scheduled for the Showcase on Wed., Dec. 3. Post (10) and Haskell (17). No Showcase is scheduled for Nov. 26, because of the Thanksgiving holiday.

Talent slated for appearances during December includes Kathleen Saroyan, Arthur Schlosser and Michael McCastle, Dec. 3; Joseph & Jackson, Elderlock and Heart, (10); The Silver Moon Band and

Masque (17).

The Improvisation is at 8162 Melrose Ave., Los Angeles.

Dick Clark Leases Syria Mosque Venue

HOLLYWOOD — Dick Clark Concerts, Inc. has completed negotiations for an exclusive lease for all engagements at the Syria Mosque, Pittsburgh, Pennsylvania, effective Feb. 1, 1976. The negotiations were completed recently by the director of Dick Clark Concerts, Tim Torney.

Concert schedules planned for the venue include top jazz, rock, country and MOR acts, as well as Broadway comedies and musicals. The 3,800 seat venue is one of Pittsburgh's major concert halls.

Little David's Kay On Comedy

Little David Records, initially distributed through Atlantic, spent some period of time under Warner's distribution, before returning to Atlantic earlier this year. Ben Hurwitz coordinates marketing, sales and promotion with Atlantic, while Paul Cooper coordinates all press and public relations activities for the label.

Kay spent some time talking about the metamorphosis of George Carlin, from his initial appearances on the Ed Sullivan Show, clad in suit and tie, through his 'coming out' as a social satirist and emergence as hip spokesman. Today, Carlin's LP sales are substantial, and his progress as an artist has transcended group boundaries and embraces a wide audience.

"In 64-65," Kay recalled, "my friend Jeff Wald informed me that Carlin had been fired from two gigs, one at the Cafe A Go Go, and one at the Playboy Club in Lake Geneva, Wisconsin. I immediately became interested in what George was doing. You have to remember at this time that a lot of people were experiencing intense personal changes as a result of the music explosion and cultural change that was going on in this country. For myself, I remember being at a Tim Leary affair at the Village Theatre in New York. Leary was imploring everyone to 'take off your ties and coats and be free.' I resented this at the time, thinking I was just as free to wear a coat and tie as to take it off. It wasn't until a year later, at a Doors/Country Joe gig at the Avalon in San Francisco, did I finally go through what I call a 'zen realization' about myself, which really helped me to understand what Carlin had been going through."

Kay recalls that just prior to the release of "FM/AM," in 1970, Carlin had done a David Frost appearance that typified the new insights he had developed in his humor. "George did seven minutes of standup and did a 25 minute interview. We had worked out some questions for Frost to pose, and because it was current, and designed to key some responses with George on subjects that he was talking about in his act at the time, it came off incredibly. I remember flying back out to the coast, renting a house at Malibu and editing "FM/AM" with George, and cracking up at material I'd heard a hundred times before. There was freshness about his viewpoints. The album was a huge success because of that freshness. Today, George is in heavy demand not only at the college level, where his hard-core audience lies, but on virtually every major TV show."

Kay also spoke about Flip Wilson, who is half owner of Little David, named for Flip's young son. "Flip hasn't done personal appearances per se for the past seven years," Kay told us. "We've concentrated on specials. Last year we did four for NBC, and this year, two have aired on CBS with two slated for airing in upcoming months. I think Flip's career at this point can be characterized as concentrating on one thing at a time, areas that can display his unique wit and humor best. As we're not in series at the moment, we're starting to make plans for more personal appearances. Within the confines of television, you more or less have to appeal to an mor audience, whereas you need the spontaneity and gutsiness of material for an LP. Flip has made an occasional benefit appearance, or a non-paying appearance through golf tournaments. I think when Flip is out among people, dealing with moment to moment situations, without having to be conscious of censorship demands of TV, he's at his peak."

One remembers several segments of

Flip's recent special "Travels With Flip," where the comedian piloted a S.F. ferry boat, was a conductor on a cable car — or when, disguised as Geraldine, he played a saleswoman at a fashionable San Franciscan department store. These situations provide Flip with the perfect environment for his off-the-cuff humor. "Flip in person has no restrictions other than those of good taste and his own judgment. It's far closer to the reality of the man, which is always what you aim for in a comedy album," Kay emphasized.

Kay also spoke about comedian Franklin Ajaye, who he has just contracted with for management. "Franklin is developing very quickly as a major talent," Kay said. "He's become active in films, such as 'All American Girl' for MGM, as well as an upcoming segment of Barney Miller. And, he's expanding into major venues with upcoming appearances with Rufus and Billy Preston. We're very excited about the future with Franklin," Kay stated.

Additionally, Kay has recently signed Stan Getz to a management deal, with an upcoming Stan Getz/Joao Gilberto LP slated for release on Columbia Records in January. The prospect of another album by these two artists whose earlier recording efforts produced so much magic excites Kay. "Stan has an essential magic, and has told me that these new sessions are far and away more exciting than the first LP. I'm looking forward to exposing Stan to a hip, young audience — I think he's extremely accessible to a diverse range of age groups."

Kay concluded by stating what might be viewed as an overall guiding philosophy that motivates his efforts in business and with his artists. "If you work with something good," Kay opined, "there are no rules, and no boundaries." That kind of thinking is responsible for the caliber of entertainment emanating from Little David today, and indicates the direction that is likely to be coming from the label in the future.

Simon's Latest Album Receives Gold Disk

NEW YORK — Columbia recording artist Paul Simon's album "Still Crazy After All These Years" has been certified gold by the RIAA. This is Simon's fourth consecutive gold album as a solo artist, and is the latest of a string of gold records that began during his partnership with Art Garfunkel. Each Columbia album that Paul Simon has appeared on has gone gold, as have one Paul Simon and four Simon and Garfunkel singles, for a total of sixteen gold records.

Simon and Garfunkel's new single, "My Little Town," is presently on the charts.

Simon is currently on an American tour, which culminates Thanksgiving weekend at Avery Fisher Hall in N.Y., after which he will play a series of European dates. He hosted the second broadcast of NBC's "Saturday Night" TV show, and is preparing a television special.

People's Choice Gold

NEW YORK — TSOP recording artist People's Choice have earned a gold record for their single, "Do It Any Way You Wanna." The single, written by Leon Huff and produced by Huff and Kenneth Gamble, is the first gold record for the group.

The group was signed to TSOP in 1973. "Do It Any Way You Wanna" is a selection from their "Boogie Down U.S.A." album.



MCCALLA ASSEMBLES FORCES — Nate McCalla has formed a new label, Calla Records, to be distributed by his own company, Shakat Records. The first LP release on the label is "Best Of Both Worlds" by Both Worlds. The premiere single release is Lonnie Youngblood's "Let My Love Bring Out The Woman In You," produced by Henry Stone of TK Productions. Here the sales and promotion staf for the Calla label are assembled for New York conferences: standing (l. to r.) Eddie Thomas, mid-west promotions; Carl Post, vice president of sales; Bob Currington, vice president of a&r; Rockie Gee, east coast promotions; Clayton Roberts, producer and arranger of the Both Worlds LP; and seated (l. to r.) Jimmy Bee, west coast promotions; Nathan McCalla, president; Leroy Little, southern promotions.



The Noel Redding Experience

NOEL*REDDING*BAND

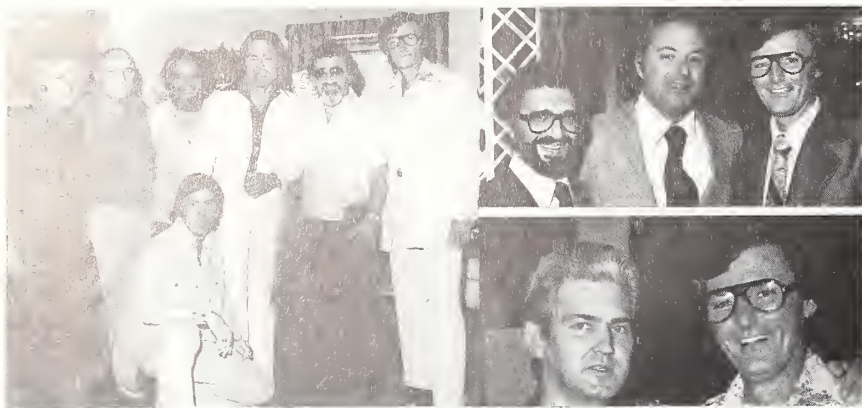


APL1/APS1/APK1-1237

As the bass-player and co-founder of The Jimi Hendrix Experience and with his own band Fat Mattress, Noel Redding helped define progressive rock. Now he's climbed back in the saddle with "Clonakilty Cowboys," an album that takes the sum of that experience through new musical pastures. It's produced by Muff Winwood of Spencer Davis Group fame, another old-hand at hard-riding rock.

"Clonakilty Cowboys." The first album by Noel Redding in five years. Ride with him.

RCA
Records and Tapes



SCREEN GEMS PARTIES — Screen Gems-Columbia Publications recently held a series of parties in Los Angeles, Nashville and New York to celebrate the opening of the company's new facility in Miami. Host at all three parties was Frank Hackinson, vice president of Screen Gems-Columbia Publications. Shown celebrating at the Burbank Studios in the left photo are (l. to r.) Danny Davis, vice president of national promotion for Screen Gems-Columbia Music/Columbia Pictures; Jack Rosner, west coast office manager of Screen Gems-Columbia Publications; Doug Duitsman, vice president of studio publicity for Columbia Pictures Television; Lester Sill, president of Screen Gems-Columbia Music/Columbia Pictures; Frank Hackinson, and (kneeling), Brendon Cahill, Columbia Pictures music department. In the top right photo are Irwin Z. Robinson, vice president and general manager of Screen Gems-Columbia Music/Columbia Pictures; Alan J. Hirschfeld, president of Columbia Pictures Industries and Hackinson at the N.Y. party. In bottom right photo at the Nashville party are Glenn Sutton of Rodeo Cowboy Music and Hackinson.

Winter/Grey PR Firm Formed

LOS ANGELES — Winter/Grey & Associates, a contemporary public relations firm, has been formed by Norman Winter and Linda Grey.

Winter/Grey represents artists in all areas of the entertainment business, including record, TV and motion pictures, publishing and production companies; associated projects via selected campaigns in conjunction with the marketing efforts of affiliated record companies.

A veteran entertainment industry publicist, Winter has worked on behalf of performers including Ravi Shankar, Neil Diamond, The Who, Cher, Johnny Rivers, The Fifth Dimension, Paul Anka, Steppenwolf, Buffalo Springfield, Barry White and Jackie DeShannon. He directed publicity for the original debut of Elton John, a four year association which included six national tours.

Ms. Grey, former vice president of Levinson Associates brings six years of public relations and record promotion experience to the new firm. During the past three years she was involved in signing diverse clients to the firm including Tony Orlando and Dawn, War, Johnny Rodriguez, Sparks, Arthur Brown, Charles M. Schulz, MCA Records Inc., Island Records Inc., Shelter Records Inc., Stevie Wonder album projects and many others.

Firm's home office is located at 8532 Sunset Boulevard, Hollywood, California 90069, (213) 659-5034. New York; 410 East 81st St., Suite 2A, New York, New York 10028.



Linda Grey

Kasha, Hirschhorn Sign For Disney Musical

LOS ANGELES — Two-time academy award winners Al Kasha and Joel Hirschhorn have been signed to compose a full musical score for the upcoming Walt Disney Productions musical, "Pete's Dragon." "Pete's Dragon" will be a combination live-action and animated musical fantasy, one of Disney's most ambitious musical projects since "Mary Poppins" in 1964. Jerome Courtland will produce for executive producer Ron Miller. The script by Malcolm Marmorstein is based on an original story by Seton I. Miller and S.S. Field.

T.K.'s Stone

markets, a white group can do it, but it has to be carefully coordinated. Radio play is far more important."

Stone talked about KC And The Sunshine Band. This week, the group's #1 single crossed over the 1 million sales mark, their second gold disk this year. "Their sound is appealing to a large and diverse audience; it's happy. You know, we don't make disco records here, but we win every disco poll. We just cut records and look for hit material, like the Philadelphia phenomenon, or what happened in Memphis some years ago. When people hear our records, they identify it with a 'TK sound,' but it's hard for me to say exactly what that is. If the material is there, it's going to be a hit. In this economy, which is basically lousy right now, there are a lot of records out there selling extremely well. A hit record is a hit record regardless of the economy. For example, this time of year is the best time for record sales. There are fewer singles released — companies generally hold off till the first of the year, so we expect our sales to continue strong through the Christmas period. On 'That's The Way,' our re-orders will mean we'll sell as much coming down (from number one) as going up," Stone told us. "We're in an excellent position to continue to move all our product in the coming month."

In an age when everyone looks to the number one position as a sign of business strength, Henry Stone's TK Records is proving a viable force. Stone's years of experience in distribution and marketing have bred an expertise that enable what's "in the grooves" to penetrate the marketplace in a controlled manner.

Demand For Record Execs On Rise

February 1974 the figure was three percent.

Korn stated that his company recruited "top of the pyramid" executive personnel and commented: "The record industry has more executive turnover than general industry although there are signs that this is changing. With the infusion of new management techniques and if the danger of losing the creative side can be avoided, there should be a lessening of turnover and an increased longevity in the business life of a top executive."

Korn said that there "was too much turnover" among executives and too much lateral job movement, an executive, who appeared to be in trouble, moving laterally into the same position in another company. "It seems to be a characteristic of the entertainment business. The business just has to sit back and examine this problem. Some 40 percent of the record executives, by virtue of the business, live and die by the sword of next month's profits.

"The record industry knows itself but it does not necessarily know itself as well as it thinks it does."

Noting that the business side has become increasingly important in the past few years, Korn noted that this was probably because a lot of companies were public or part of a public corporation, and also that the industry itself had "image problems."

He added: "The demand for executives is on the managerial and business side by and large — not the creative side. I do believe there has been this shift in recent years. If you take a look at the top four or five record companies in either size or profits, the business has

been very entrepreneurial but I believe it is gradually becoming accustomed to a professionalism in management."

"I don't mean to imply that the entrepreneur in the record business is either out or that there is anything wrong with them because they are the geniuses that make the business. They've grown the business."

"The record industry is a very unique business. There is in fact a high degree of both business knowledge and creativity that the top guy must have to succeed — you can't be one or the other — that you don't find in many other businesses. The industry itself is small and not until recently has it done much about developing executives within the industry on the business side.

"Competition has grown very very tough and so consequently marketing techniques have had to be upgraded, it had to become true marketing as opposed to increasing sales.

"The record industry is now using marketing tools that general business has used in the U.S. for several years — market research, market analysis and so forth. They have proven to have value in minimizing risks in the record business and have brought along in its wake increasing sophistication. There is an upgrading in support services — that support the entrepreneur."

Korn stated that executives handled by Korn/Ferry in the areas of finance, personnel, marketing, and legal generally speaking came from outside the industry.

The creative side of the business is generally hired from within, including the president and chief operating officers, a&r and producing.

Murphey To Get First Gold Album

NEW YORK — Epic recording artist Michael Murphey's album "Blue Sky, Night Thunder" has been certified gold by the RIAA.

This is Murphey's first gold album, and it will be presented to him by Ron Alexenburg, vice president and general manager of Epic/CBS Custom labels on Nov. 24 in Dallas. The mayor of Dallas

will award Murphey a key to the city. The night before the ceremonies, Murphey will perform at Dallas' Convention Center Arena.

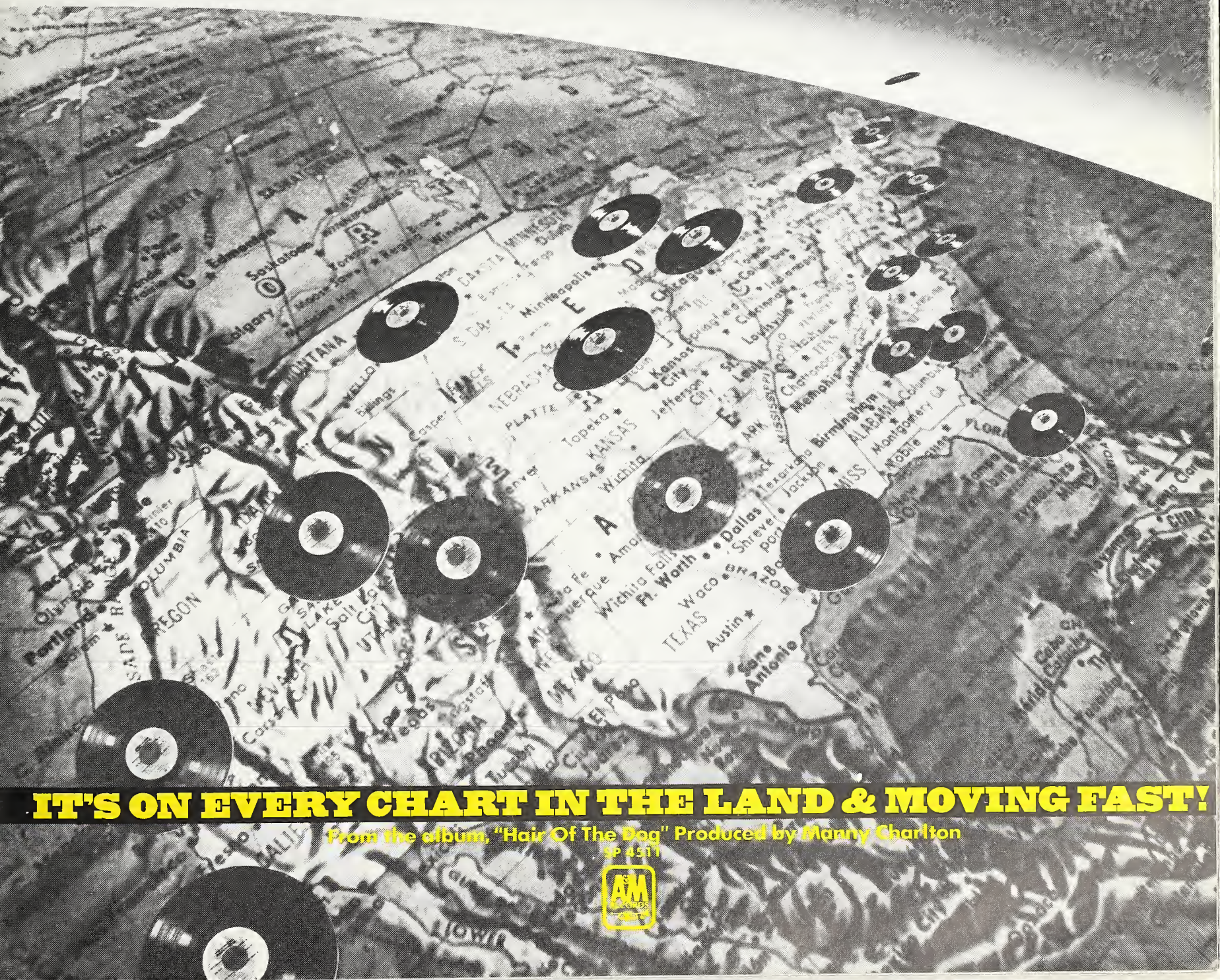
Murphey has previously received a gold record for his single, "Wildfire," from the same LP. His current release, "Swans Against The Sun," is his third for Epic.



ABBA COMES TO HOLLYWOOD — Swedish supergroup Abba were honored at a special luncheon hosted by Atlantic Records at Hollywood's Le Saint Germain Restaurant recently to chat about the international success of their most recent LP and singles "S.O.S.," "Mamma Mia" and "I Do, I Do, I Do." (See **Insight And Sound** article elsewhere in this issue for details on Abba.) Abba was in L.A. to tape several television appearances on Dick Clark's American Bandstand, Merv Griffin, Dinah Shore and NBC Saturday Night. Enjoying the festivities are (l.-r.) Benny Andersson and Frieda Lyngstad of Abba, George Albert, publisher of **Cash Box**, Anna Falckskog and Bjorn Ulvaeus of Abba, Bob Greenberg, west coast general manager of Atlantic Records, and George Furness, Atlantic's west coast regional promotion director.

NAZARETH'S HIT SINGLE "LOVE HURTS" IS HAPPENING HERE:

AM 1671



IT'S ON EVERY CHART IN THE LAND & MOVING FAST!

From the album, "Hair Of The Dog" Produced by Manny Charlton

SP 4511



Tom Jans: Interpreting The Genuine Imitation Life

"There are times on the road when you cry so easily. Those are good feelings. Creative feelings."

Tom Jans words are the literal tangent of a philosophy that has seen many orators and variations down through the centuries. Experience life in all its many forms. Take from experience and build something on it. Build something creative that will stand the test of time.

In the arts, interpretation is an easy access to comprehension. A Picasso could mean anything. But in music the emotional involvement and feel must maintain a semblance of reflection.

According to Jans this translation from life experiences to song isn't always the mirroring reflection many feel it is.

"I try to keep my songs as faithful to the experience that inspired them as possible but there's always going to be something different in the translation. Maybe a phrase of language or a gesture from the experience is changed. In writing a song you're dealing with words as opposed to actions so something is going to be different but, in the long run, my songs stay pretty faithful to the experience that caused them."

Drawing from experience for Tom Jans has been a process of just passing through. There was the good as well as the bad. And it took awhile for, to paraphrase a quote banished to the winds of time, "God must have created time to keep it from all happening at once." Emotions are Tom Jans stock in songwriting trade. Some are easier to deal with than others.

"A lot of emotions are easier to write about than others. Love is strong. Loneliness is another. But beyond specifics there's this idea that I'm just walking around not paying a whole lot of atten-

tion to people and them not paying any attention to me. It leads to situations and experiences that can't be placed in an emotional category."

There's a lot of fear in Tom Jans' musical interpretations of the idea of getting on. Through lyrical passages run visions of uncertainty and despair.

It's driving down Sunset Blvd. and suddenly realizing you've come to the end of the world.



"I think fears are one of the easiest things to write about. There's fear in getting up in the morning and wondering what you're going to do for the rest of your life. The human condition is shrouded in uncertainty. It's part of the life process. Now be honest; would you trust somebody that was totally certain of their life? I wouldn't."

Tom Jans: singer/songwriter. And, if you will, a reckless sort that deals with experience on a first name basis. But there's caution also. It's Tom knowing

how far to go and when to back off.

"You can destroy the effect of the song you're writing if you get too involved with the experience that surrounded your wanting to write the song. That's a very easy thing to do. In a couple of songs I remember getting too involved and the result was that I lost direction and control of them. I got to a point where I questioned if I really meant what I was writing. You have to maintain the thought that caused you to write the tune in the first place. Sometimes the situation behind a song has you too involved and, as a result, you lose it."

Passing the hat in a dimly lighted club. Crashing on a friend's floor because your take was a wee bit short of that necessary for a fleabag room. All spectres of the troubadour persona. Dues-paying and the almighty struggle as staples in experience during the hard times and creative years. Some of the best musical thought was born of desperation. And, in the Tom Jans school of priming the creative pump, the less than solvent times are important ones.

"You pretty much have to struggle in order to put forth a valid, creative statement. I think you have to mentally put yourself in a position of starving all the time. I know, from experience, that true creative emotions seem to come to the surface when you're messed up and feel really bad. When you start making money you tend to turn away from the things that made you want to be a musician in the first place."

"It's no accident that certain people are drawn to music. You just get to a point where there's nobody or nothing else to turn to. You can't communicate with friends. Even your lover isn't always

enough. So to compensate for the emptiness you feel, you turn to a guitar."

The birth of a song is only half the battle. You've created this thing now you must thrust it into an often times non-caring world. Hence presentation and something for Tom just as spontaneous as the song itself.

"There's a certain amount of intensity that I put into my songs when I'm on stage that I hope gets across to the audience. I can tell when I'm on stage whether or not the audience is receptive to what I'm doing. I tend to get real urgent behind my music and, if the mood hits me in the middle of a song, I'll just jump up. It's not your typical laidback folkie thing to do but if it's me at that moment I'm going to do it."

"I'm going to do it." A strong stance by someone who has chosen his footing in life on a very insecure path. The more cynical around would have you believe that a musician is no better than his last top forty hit. There's the untold one-nighters, the faceless hotel rooms. It ain't easy.

Of his life as a musician Tom paints no pastoral pictures. He doesn't defend it. He doesn't condemn it.

"Being a musician is a pure existence. There's no real security in it. You don't really know what you're going to be doing from one day to the next. That's why people are drawn to it. They're junkies to an insecure life. In the beginning you struggle to get anybody to hear you. Even when you "make it" you're still struggling. Only now you just want somebody to listen."

Tom Jans goes two out of three falls with life every day of his life.

It's his job.

marc shapiro

Abba: International Hitmakers

A quick glance at the **Cash Box** international best seller charts indicates that an extraordinary phenomenon is occurring. For the first time in recent memory, one group holds dominion on the top ten charts of Great Britain, Sweden, Australia, Germany and interestingly, domestically in the U.S. "Abba" is **Bjorn Ulvaeus**, his wife **Agnetha** (formerly Agnetha Faltskog — she has been one of Sweden's most popular songstresses since her 1968 success with "I Was So In Love"), **Benny Andersson**, and his fiancée **Annifrid Lyngstad**, also popular through her TV series in Sweden in 1967; both she and Agnetha have sung professionally since their teens.

What Abba really represents is a group of talented musicians with an uncanny facility for writing music that is both lyrically and melodically potent, but accessible both on an artistic and commercial basis. No one can adequately define why certain disks export well to other markets — the classic example one hears often quoted is the vast difference between the British pop market and that here in the U.S.

From their album released this year, in April on the continent and August here in the U.S., three singles (and there are at least three more in the LP) have emerged, not only powerfully in their own country, but in nearly every major international market. Not recorded, incidentally, in separate foreign language covers, as Abba tried with their first single. Those singles from this year's LP, "S.O.S.," "Mamma Mia" and "I Do, I Do, I Do, I Do, I Do," are definitive examples

of the powerful, well-constructed ability Abba has for reaching that nebulous level of musical comprehension that exists on the part of music listeners worldwide. Not in recent memory — perhaps not since the emergence of the **Beatles**, has any one group so completely captured the attention of music people and music consumers. On a business level, let's remember that to date, their current LP has sold over 500,000 units in Sweden, their home. That number is incredible, when viewed in perspective. The dream of any Swedish record merchant is perhaps 50,000 units, the equivalent of our "gold" status. Ten times that amount staggers the imagination. "Following one of our TV appearances in Sweden," says Benny Andersson, "25,000 copies were sold in one day."

With "S.O.S." reaching the top portion of the **Cash Box** chart, and with Atlantic planning the U.S. release of "I Do, I Do" shortly, one might say that they have an excellent chance for happening here in a very big way.

Atlantic's **Jerry Greenberg** signed the group to U.S. and Canadian distribution, following their success in the Eurovision Song Competition in April of last year. Half a billion TV viewers watched Benny and Bjorn's "Waterloo" performed that night, and the exposure made the group virtually known throughout Europe immediately. Acquiring **Sid Bernstein's** management expertise, the **Polar Music** signing has become an important relationship. **Stig Anderson** is an integral part of Abba. Their producer and co-writer, Stig's use of Metronome Studios' facilities in Stockholm, which is an excit-

ing topic of conversation with Benny, who praises its virtues, is crystal clear in quality. Abba's latest LP is one of the most expertly engineered and mixed collaborations of its genre. That genre lies somewhere between the structural ingenuity of a **Bela Bartok** and the rockability of **Elton**. Vocally, Agnetha and An-



nifrid's voices are an essential, brilliant element of the totality that is Abba's sound. Abba was in town recently, and spoke with **Cash Box** at a luncheon hosted by Atlantic's west coast personnel. **Bob Greenberg** emphasized that since the success of "S.O.S." on the American singles chart, that Abba's initial exposure to American audiences would be through television, in much the same way as the group was presented to Europe. Here in L.A., Abba taped appearances on **Don Kirshner's Rock Concert**, **Merv Griffin, American Bandstand, Dinah Shore** — programs with rather diverse audiences. But the middle-of-the-road "soft rock" image that can be conveyed to the housewives that watch **Douglas** is equally flexible towards the late-night rock freaks that tune in to **Kirshner**.

The accessibility of Abba to television audiences is in some part due also to the overall appearance of the group. Simply

stated, Anna and Frida are strikingly beautiful women, whose interest in fashionability is demonstrated on the most recent LP's cover art. The front cover, a scene inside a limo, surrounded by fans outside, has been tried before — this time it works; there is an unspoken elegance about Abba's appearance that weaves its way into the grooves. On the rear of the LP, Abba checks in, clad in long gowns and haute couture suits, into a quintessentially Swedish hotel. Perhaps it is because Abba's conceptual strength in music is backed so tastefully by their representation as people that accounts for their stunning international success. Whatever the reason, there is a recurrent thread of taste and artistry inherent in Abba's marketing, creativity, and presentation that makes it almost embarrassing to critique their efforts.

"We usually begin by writing the music," explains Benny, "Then it becomes a matter of finding lyrics which fit both the feeling of that music and which create a whole that is greater than the sum of those individual parts. Since I don't read music, we depend on the integrations of our ideas with respect to rhythm and arrangement to produce our sound." He doesn't read music! Any trained classical pianist, it must be noted, would marvel at the structural integrity of Benny's work. The marvelously lyrical, syncopated feeling of his intros and synthesizer work are at the root of Abba, maintaining a Chopin-esque feeling on "S.O.S." and "Mamma Mia" or going into funkier territory on "Man In The Middle" and even into Jamaican reggae regions on "Tropical Loveland." Versatility is in abundance, and with a command of such varied musical disciplines, it would seem

continued on pg. 48

WABC - NEW YORK
I Love Music - O'Jays - Phila Int'l
Saturday Night - Bay City Rollers - Arista
#18 With A Bullet - Pete Wingfield - Island
18 To 11 - Heat Wave - Linda Ronstadt
32 To 16 - Nights On Broadway - Bee Gees

WPIX - NEW YORK
Mahogany - Diana Ross - Motown
Times Of Your Life - Paul Anka - UA
Fox On The Run - Sweet - Capitol
How High The Moon - Gloria Gaynor - MGM
9 To 3 - I Love Music - O'Jays
18 To 8 - Let's Do It Again - Staple Singers
20 To 14 - Saturday Night - Bay City Rollers

WBLI - LONG ISLAND
#18 With A Bullet - Pete Wingfield - Island
Sing A Song - E.W.F - Columbia
Over My Head - Fleetwood Mac - Reprise
Extra To 6 - Let's Do It Again - Staple Singers
Extra To 10 - Sky High - Jigsaw

WJET - ERIE
Walk Away From Love - David Ruffin - Motown
10 To 4 - That's The Way - KC & The Sunshine Band
13 To 7 - This Will Be - Natalie Cole
16 To 10 - Nights On Broadway - Bee Gees
24 To 16 - My Little Town - Simon & Garfunkel
35 To 21 - I Write The Songs - Barry Manilow
27 To 15 - The Last Game - David Geddes
25 To 18 - Saturday Night - Bay City Rollers

WFIL - PHILADELPHIA
No New Additions
8 To 2 - Fly Robin Fly - Silver Convention
20 To 6 - I Write The Songs - Barry Manilow
20 To 6 - Sky High - Jigsaw
19 To 14 - I Love Music - O'Jays
24 To 18 - #18 With A Bullet - Pete Wingfield

WIBG - PHILADELPHIA
Sky High - Jigsaw - Chelsea
I Write The Songs - Barry Manilow - Arista
Fox On The Run - Sweet - Capitol
27 To 21 - Nights On Broadway - Bee Gees

WPGC - WASHINGTON
No New Additions
15 To 6 - You Sexy Thing - Hot Chocolate
11 To 5 - Sky High - Jigsaw

WCAO - BALTIMORE
Theme From Mahogany - Diana Ross - Motown
Evil Woman - ELO - UA
Over My Head - Fleetwood Mac - Reprise
Let's Live Together - Roadapples - Polydor
22 To 13 - Let's Do It Again - Staple Singers
27 To 21 - I Write The Songs - Barry Manilow
14 To 8 - #18 With A Bullet - Pete Wingfield

WRKO - BOSTON
Let's Do It Again - Staple Singers - Curtom
Love Rollercoaster - Ohio Players - Mercury
You Sexy Thing - Hot Chocolate - Big Tree
18 To 11 - Theme From Mahogany - Diana Ross
20 To 13 - I Only Have Eyes For You - Art Garfunkel
26 To 18 - Fox On The Run - Sweet

WDRG - HARTFORD
Country Boy - Glen Campbell - Capitol
Saturday Night - Bay City Rollers - Arista
13 To 7 - I Only Have Eyes For You - Art Garfunkel
28 To 21 - That's The Way - KC & Sunshine Band

WPRO - PROVIDENCE
Fox On The Run - Sweet - Capitol
Secret Love - Freddy Fender - ABC/Dot
11 To 2 - Fly Robin Fly - Silver Convention
16 To 7 - Let's Do It Again - Staple Singers
19 To 14 - Operator - Manhattan Transfer
24 To 17 - Nights On Broadway - Bee Gees
29 To 23 - I'm On Fire - 5000 Volts
Extra To 27 - Part Time Love - Gladys Knight & Pips
Extra To 29 - Our Day Will Come - Frankie Valli
Extra To 30 - How High The Moon - Gloria Gaynor

WLEE - RICHMOND
Venus And Mars - Wings - Capitol
Love Rollercoaster - Ohio Players - Mercury
Part Time Love - Gladys Knight & Pips - Buddah
Fox On The Run - Sweet - Capitol
Woman Tonight - America - WB
I Write The Songs - Barry Manilow - Arista
17 To 11 - #18 With A Bullet - Pete Wingfield

WROV - ROANOKE
I Write The Songs - Barry Manilow - Arista
Evil Woman - ELO - UA
Never Been Any Reason - Head East - A&M

WKWK - WHEELING
Evil Woman - ELO - UA
Theme From Mahogany - Diana Ross - Motown
Walk Away From Love - David Ruffin - Motown
Building Fires - Flying Burrito Brothers - Columbia
26 To 20 - I'm On Fire - 5000 Volts
27 To 22 - I Wanna Do Something - Leon Haywood
30 To 24 - You Sexy Thing - Hot Chocolate
35 To 29 - Venus & Mars - Wings

WCOL - COLUMBUS
Theme From Mahogany - Diana Ross - Motown
Everything's The Same - Billy Swan - A&M
11 To 6 - Fly Robin Fly - Silver Convention
17 To 9 - Welcome To My Nightmare - Alice Cooper
20 To 11 - Let's Do It Again - Staple Singers
26 To 15 - Love Rollercoaster - Ohio Players

WAKY - LOUISVILLE
The Way I Want - Captain & Tennille - A&M
Fox On The Run - Sweet - Capitol
Love Hurts - Nazareth - A&M
Birmingham Blues - Charlie Daniels - Kama Sutra
Convoy - CW McCall - MGM
20 To 10 - The Last Game - David Geddes
29 To 20 - You Sexy Thing - Hot Chocolate

WKLO - LOUISVILLE
Love Rollercoaster - Ohio Players - Mercury
Evil Woman - ELO - UA
I Write The Songs - Barry Manilow - Arista
Walk Away From Love - David Ruffin - Motown
Birmingham Blues - Charlie Daniels - Kama Sutra
21 To 8 - Fly Robin Fly - Silver Convention
25 To 20 - I Love Music - O'Jays
14 To 9 - The Last Game - David Geddes

WLS - CHICAGO
Saturday Night - Bay City Rollers - Arista
Fos On The Run - Sweet - Capitol
22 To 12 - Sky High - Jigsaw
18 To 13 - Feelings - Morris Albert
29 To 18 - Let's Do It Again - Staple Singers

WCFL - CHICAGO
My Little Town - Simon & Garfunkel - Col.
Love Rollercoaster - Ohio Players - Mercury
Theme From Mahogany - Diana Ross - Motown
Rock And Roll All Night - Kiss - Casablanca
18 To 8 - That's The Way - KC & The Sunshine Band
21 To 13 - Feelings - Morris Albert
25 To 15 - Let's Do It Again - Staple Singers

WOKY - MILWAUKEE
Nights On Broadway - Bee Gees - RSO
I Only Have Eyes For You - Art Garfunkel - Columbia
16 To 7 - That's The Way - KC & Sunshine Band
23 To 14 - Fly Robin Fly - Silver Convention
25 To 20 - The Last Game - David Geddes

WIRL - PEORIA
Woman Tonight - America - WB
Let's Do It Again - Staple Singers - Curtom
29 To 18 - Fox On The Run - Sweet

KSLO - ST. LOUIS
Heat Wave - Linda Ronstadt - Asylum
Low Rider - War - UA
14 To 7 - That's The Way - KC & Sunshine
17 To 12 - My Little Town - Simon & Garfunkel

KXOK - ST. LOUIS
Country Boy - Glen Campbell - Capitol
Venus - Wings - Capitol
Love Rollercoaster - Ohio Players - Mercury

WMPS - MEMPHIS
Winners And Losers - Hamilton Joe Frank & Reynolds - Playboy
Over My Head - Fleetwood Mac - Reprise
School Boy Crush - AWB - Atlantic
Somewhere In The Night - Helen Reddy - Capitol
Extra To 24 - The Last Game - David Geddes
Extra To 23 - Fox On The Run - Sweet

WHBQ - MEMPHIS
I Love Music - O'Jays - Phila Int'l
Convoy - C.W. McCall - MGM
Extra To 12 - Love Rollercoaster - Ohio Players
Extra To 16 - Full Of Fire - Al Green

WMAK - NASHVILLE
Love Rollercoaster - Ohio Players - Mercury
19 To 10 - That's The Way - KC & The Sunshine Band
28 To 21 - Let's Do It Again - Staple Singers
29 To 23 - I Write The Songs - Barry Manilow

WLAC - NASHVILLE
Walk Away From Love - David Ruffin - UA
Over My Head - Fleetwood Mac - Reprise
Love Rollercoaster - Ohio Players - Mercury
Part Time Love - Gladys Knight & Pips - Buddah
I Love Music - O'Jays - Phila Int'l
Extra To 11 - Sailing - Rod Stewart
Extra To 12 - Just Too Many People - Melissa Manchester
Extra To 14 - The Way I Want - Captain & Tennille
Extra To 15 - Saturday Night - Bay City Rollers

WBBQ - AUGUSTA
Yesterday's Hero - John Paul Young
Rock And Roll All Night - Kiss - Casablanca
Convoy - CW McCall - MGM
Down To The Line - BTO - Mercury

KHU - LOS ANGELES
Love Rollercoaster - Ohio Players - Mercury
I Write The Songs - Barry Manilow - Arista
15 To 8 - Saturday Night - Bay City Rollers
22 To 12 - Fox On The Run - Sweet

KIIS-AM/FM - LOS ANGELES
Deep Purple - Donnie & Marie Osmond - MGM
Full Of Fire - Al Green - Hi
Love Rollercoaster - Ohio Players - Mercury
School Boy Crush - AWB - Atlantic
12 To 4 - Do It Any Way - People's Choice
13 To 7 - That's The Way - KC & Sunshine
15 To 8 - I Only Have Eyes For You - Art Garfunkel
18 To 12 - Nights On Broadway - Bee Gees

KFRC - SAN FRANCISCO
Our Day Will Come - Frankie Valli - Private Stock
You Sexy Thing - Hot Chocolate - Big Tree
19 To 13 - Love Rollercoaster - Ohio Players
16 To 12 - My Little Town - Simon & Garfunkel

KYA - SAN FRANCISCO
Theme From Mahogany - Diana Ross - Motown
Woman Tonight - America - WB
Squeeze Box - Who - MCA
How High The Moon - Gloria Gaynor - MGM
Extra To 21 - Over My Head - Fleetwood Mac
Extra To 22 - Wake Up Everybody - Harold Melvin & The Blue Notes
22 To 12 - Love Rollercoaster - Ohio Players

KNDE - SACRAMENTO
Over My Head - Fleetwood Mac - WB
Evil Woman - ELO - UA
Theme From Mahogany - Diana Ross - Motown
Love Rollercoaster - Ohio Players - Mercury
19 To 10 - Saturday Night - Bay City Rollers
Extra To 16 - Walk Away From Love - David Ruffin
8 To 3 - Fly Robin Fly - Silver Convention

KCBQ - SAN DIEGO
My Little Town - Simon & Garfunkel - Columbia
Fifty Ways To Leave Your Lover - Paul Simon - Columbia
Carry Me - Crosby & Nash - ABC
6 To 1 - Fly Robin Fly - Silver Convention
16 To 7 - The Way I Want - Captain & Tennille

KRIZ - PHOENIX
Saturday Night - Bay City Rollers - Arista
Fly Robin Fly - Silver Convention - Midland Int'l
10 To 4 - Lyin' Eyes - Eagles
20 To 9 - That's The Way - KC & Sunshine
26 To 17 - Sky High - Jigsaw

KJR - SEATTLE
Convoy - C.W. McCall - MGM
I Love Music - O'Jays - Phila Int'l
Rock And Roll - Kiss - Casablanca
I Write The Songs - Barry Manilow - Arista
Evil Woman - ELO - UA
Never Been Any Reason - Head East - A&M
Take The Money - Crosby & Nash - ABC
Feel - Elton John - MCA
Grow Some Funk - Elton John - MCA

KISN - PORTLAND
Secret Love - Freddy Fender - ABC
Last Game Of The Season - David Geddes - Big Tree
Love Rollercoaster - Ohio Players - Mercury
Fox On The Run - Sweet - Capitol
He Ain't Heavy - Olivia Newton-John - MCA
25 To 18 - Fly Robin Fly - Silver Convention
28 To 21 - Over My Head - Fleetwood Mac
6 To 1 - That's The Way - KC & Sunshine
HB - Times Of Your Life - Paul Anka - UA

KIMN - DENVER
Operator - Manhattan Transfer - Atlantic
Over My Head - Fleetwood Mac - Reprise
Evil Woman - ELO - UA
Hey There Little Firefly - Firefly - A&M
One Fine Morning - Julie Budd - RCA
25 To 20 - Times Of Your Life - Paul Anka
26 To 19 - Full Of Fire - Al Green
24 To 18 - Sky Bird - Tony Orlando & Dawn
21 To 16 - Theme From Mahogany - Diana Ross

CKLW - DETROIT
I Write The Songs - Barry Manilow - Arista
Fox On The Run - Sweet - Capitol
You Sexy Thing - Hot Chocolate - Big Tree
Extra To 17 - Fly Robin Fly - Silver Convention
12 To 5 - Love Rollercoaster - Ohio Players

WDRQ - DETROIT
No New Additions
10 To 5 - Fly Robin Fly - Silver Convention
24 To 19 - Jam - Graham Central Station

WLAV - GRAND RAPIDS
Love Rollercoaster - Ohio Players - Mercury
I Write The Songs - Barry Manilow - Arista
10 To 4 - That's The Way - KC & The Sunshine Band
11 To 6 - Let's Do It Again - Staple Singers
23 To 17 - Fox On The Run - Sweet
23 To 18 - The Last Game - David Geddes

WSAI - CINCINNATI
Fox On The Run - Sweet - Capitol
Everything's The Same - Billy Swan - A&M
5 To 1 - That's The Way - KC & Sunshine Band
21 To 16 - Fly Robin Fly - Silver Convention

WQAM - MIAMI
I Love Music - O'Jays - Phila Int'l
34 To 21 - SOS - Abba
32 To 18 - Fox On The Run - Sweet
32 To 17 - Sky High - Jigsaw

WAPE - JACKSONVILLE
Saturday Night - Bay City Rollers - Arista
Convoy - CW McCall - MGM
Over My Head - Fleetwood Mac - Reprise
10 To 6 - Let's Do It Again - Staple Singers
16 To 8 - Sky High - Jigsaw

WAYS - CHARLOTTE
I Love Music - O'Jays - Phila Int'l
Mahogany - Diana Ross - Motown
Rock And Roll All Night - Kiss - Casablanca
I'll Go To My Grave - Statler Brothers - Mercury
14 To 7 - Let's Live Together - Roadapples
21 To 15 - Secret Love - Freddy Fender
26 To 20 - Part Time Love - Gladys Knight & Pips
27 To 22 - You Sexy Thing - Hot Chocolate

the big three
1. Love Rollercoaster - Ohio Players - Mercury
2. I Write The Songs - Barry Manilow - Arista
3. Theme From Mahogany - Diana Ross - Motown
profile of the giants
1. Let's Do It Again - Staple Singers - Curtom
2. Fly Robin Fly - Silver Convention - Midland Int'l
3. That's The Way I Like It - KC And The Sunshine Band - T.K.

WHB - KANSAS CITY
Let's Do It Again - Staple Singers - Curtom
Saturday Night - Bay City Rollers - Arista
#18 With A Bullet - Pete Wingfield - Island
6 To 1 - That's The Way - KC & Sunshine Band
16 To 2 - Fly Robin Fly - Silver Convention

KLEO - WICHITA
Let's Do It Again - Staple Singers - Curtom
Sky High - Jigsaw - Chelsea
My Little Town - Simon & Garfunkel - Columbia
10 To 4 - You Sexy Thing - Hot Chocolate
29 To 20 - Saturday Night - Bay City Rollers
13 To 6 - Calypso - John Denver
19 To 7 - I Write The Songs - Barry Manilow
23 To 10 - Nights On Broadway - BG's
20 To 11 - Lady Blue - Leon Russell

U-100 - MINNEAPOLIS
I'm On Fire - 5000 Volts - Phillips
Down To The Line - BTO - Mercury
Evil Woman - ELO - UA
Fox On The Run - Sweet - Capitol
9 To 3 - They Just Can't Stop - Spinners

WDGY - MINNESOTA
Blue Eyes Crying - Willie Nelson - Columbia
I Only Have Eyes For You - Art Garfunkel - Columbia
#18 With A Bullet - Pete Wingfield - Island
Saturday Night - Bay City Rollers - Arista
6 To 1 - That's The Way - KC & Sunshine Band
16 To 2 - Fly Robin Fly - Silver Convention

KIOA - DES MOINES
Fox On The Run - Sweet - Capitol
31 To 12 - The Last Game - David Geddes
28 To 16 - This Will Be - Natalie Cole
10 To 2 - That's The Way - KC & Sunshine Band
15 To 8 - Operator - Manhattan Transfer

WIXY - CLEVELAND
I Write The Songs - Barry Manilow - Arista
I Love Music - O'Jays - Phila Int'l
Winners And Losers - Hamilton Joe Frank & Reynolds - Playboy
Walk Away From Love - David Ruffin - Motown
Paloma Blanca - George Baker - WB
36 To 27 - School Boy Crush - AWB
35 To 26 - Love Rollercoaster - Ohio Players
33 To 25 - Saturday Night - Bay City Rollers

WERC - BIRMINGHAM
Part Time Love - Gladys Knight & The Pips - Buddah
Country Boy - Glen Campbell - Capitol
I Love Music - O'Jays - Phila Int'l
Evil Woman - ELO - UA
30 To 21 - I Write The Songs - Barry Manilow
28 To 20 - Fox On The Run - Sweet

KILT - HOUSTON
I Write The Songs - Barry Manilow - Arista
Woman Tonight - America - WB
Something Better To Do - Olivia Newton-John - MCA
Convoy - C.W. McCall - MGM
37 To 29 - I Just Got To Make It - The Baron
34 To 27 - Love Rollercoaster - Ohio Players
24 To 17 - Let's Live Together - Roadapples
21 To 13 - Nights On Broadway - Bee Gees
10 To 4 - Let's Do It Again - Staple Singers
7 To 1 - That's The Way - KC & Sunshine

KLIF - DALLAS
Convoy - CW McCall - MGM
Don't Cry Joni - Conway Twitty - MCA
Let's Do It Again - Staple Singers - Curtom
Times Of Your Life - Paul Anka - UA
10 To 3 - Fly Robin Fly - Silver Convention
24 To 6 - That's The Way - KC & Sunshine Band
14 To 8 - Sky High - Jigsaw
15 To 10 - Secret Love - Freddy Fender

WOXI - ATLANTA
I Write The Songs - Barry Manilow - Arista
You Sexy Thing - Hot Chocolate - Big Tree
Love Rollercoaster - Ohio Players - Mercury
11 To 3 - Fly Robin Fly - Silver Convention
17 To 11 - Blue Eyes Crying - Willie Nelson
24 To 15 - Convoy - CW McCall
19 To 14 - Saturday Night - Bay City Rollers
17 To 12 - Lady Blue - Leon Russell
ex To 27 - Nights On Broadway - Bee Gees

WFOM - MARIETTA
Love Rollercoaster - Ohio Players - Mercury
Country Boy - Glen Campbell - Capitol
You Sexy Thing - Hot Chocolate - Big Tree
Over My Head - Fleetwood Mac - Reprise
39 To 29 - The Last Game - David Geddes
40 To 28 - Convoy - CW McCall
32 To 22 - Fox On The Run - Sweet
29 To 20 - Let's Do It Again - Staple Singers
13 To 4 - That's The Way - KC & The Sunshine Band

WTX - NEW ORLEANS
Mahogany - Diana Ross - Motown
Blue Eyes Crying - Willie Nelson - Columbia
Secret Love - Freddy Fender - ABC/Dot
Over My Head - Fleetwood Mac - Reprise
Love Rollercoaster - Ohio Players - Mercury
Winners And Losers - Hamilton Joe Frank & Reynolds
Times Of Your Life - Paul Anka - UA

WNOE - NEW ORLEANS
Saturday Night - Bay City Rollers - Arista
Heat Wave - Linda Ronstadt - Asylum
24 To 15 - The Way I Want - Captain & Tennille

station breaks



The Nightbird Meets The Back Street Crawler: Paul Kossoff and Terry Wilson-Slessor of BSC recently did an interview with Allison Steele for her syndicated "Nightbird & Co." broadcast. Earlier in the day, Kossoff and Wilson-Slessor appeared with WNEW's Scott Muni on his "British Hour." After the "Nightbird & Co." taping, Atlantic publicist Petrina Wells, Paul Kossoff, Allison Steele, Terry Wilson-Slessor, and Atlantic promo agent Steve Leeds lined up for the above photograph.

The World Hunger Year Radiothon is set to begin at 8 a.m. Nov. 30 on New York's WNEW-FM; Harry Chapin, co-founder of WHY, and Elektra Records will host the 26-hour marathon designed to increase public awareness of the world hunger crisis which hopefully will increase public interest and involvement in solutions. WHY has received commitments from Janis Ian, Gladys Knight, Dick Gregory, Don McLean, Ravi Shankar, Orleans and Loudon Wainwright for performances and/or interviews; additional performer participants will be announced as they are firmed. In addition to the artists, major record industry executives are scheduled to discuss the problem, including CBS Records president Walter Yetnikoff, Arista president Clive Davis, ABC Records president Jerry Rubenstein, and Rolling Stone associate editor Dave Marsh.

Knowledgeable speakers on the subject will be Ralph Nader, Art Simon, WHY board member Father Bill Ayres, Senator Birch Bayh, World Watch Institute president and author Lester Brown, author Francis More Lapet, and Rev. William Stoane Coffin. All of the aforementioned folks have made valuable contributions to the world hunger issue through their writings, publications, community involvement and personal appearances.

This week, as we near the year's end, I called some of AM radio's most successful programmers to ask about trends appearing in 1975 and general trend projections for the coming year. Next week we'll have some more comments.

Speaking with pop/MOR consultant Kent Burkhart provided an interesting overview. "From the pop/top 40 point of view, we will see continued increase of album cuts released as singles by the record companies. There is also a definite trend showing that commercial progressive music will increase in popularity. In the MOR field, we see the coming year as one in which there will come a much clearer definition of contemporary MOR, moving away from golden oldies. Listeners are tired of MOR gold, with the exception of gold album cuts, which we have seen played since 'Sgt. Pepper.'" Newer and more contemporary artists like the Eagles, Joni Mitchell, Dan Fogelberg and others were mentioned by Kent as having songs that are very programmable on contemporary MOR

stations; many artists without specific thrust toward the MOR formats will cross over. We talked about the Eagles in this context; "Lyn' Eyes" originated as a frequently played cut by album-oriented rock stations, was released as a single for top 40 markets, and has done very well in the country market. 'Lyn' Eyes' is definitely a tune very easily programmed by MOR stations."

Burkhart, when asked about increased radio sales as a trend, gave a sales overview for the next 3-5 years. "Sometime in that period, and no one can really tell exactly when, I can see AM and FM meet sales-wise at somewhere between 10-12 cumulative minutes per hour. The AM has to find a way to come down because they're getting killed in the ratings. On the other hand, FM stations are going to have to increase their load." Kent cited the overall higher overhead required to provide, for instance, improved public affairs programming and promotions. "Many FM stations are operating in the red at 8 cumulative minutes per hour. I personally hope that the medium ground doesn't go higher than 10, or at most 11; we shall see. But the trend is already very well-established."

KIIS' program director Charlie Tuna had some very interesting observations. "For one thing, the commercial load will probably be heavier in 1976. There seems to be quite an upswing in radio sales. Here at KIIS, ever since the marriage of KISS-AM and KKDJ-FM, we've been sold to the walls. But I think stations are going to reexamine their advertising load and make some changes. One advertiser has told me that his January ad budgets are already completed and have been since the beginning of November. This is an indication of a very heavy increase in radio sales; the advertiser commented that his January budget is not usually firmed up until well in December." One manifestation of an increase in a station's commercial time, Charlie continued, is that "new product will probably suffer. Programmers who incorporate an increase in ad time will seek material by proven artists, new or old, in order to keep the ratings up. The time for checking out new music will be cut down." We both agreed that would be unfortunate, both for new artists and for radio, because in the musical sense, radio depends on fresh programming at any given time. Charlie said KIIS programs 12 minutes per hour during drive times and 10 at other times on both KIIS-AM and KIIS-FM.

Judging from the comments, sales supply and demand appears to be reaching an important juncture; as the maximum spot load is reached, advertising bills will probably start to increase as demand will dictate.

Down south in Shreveport, KEEL's Michael Steele commented that he hopes to see "a loosening of playlists and more album cuts" in AM's future. More importantly Mike hopes to see more stations programming to their listeners on the local level as opposed to programming on the basis of what is nationally successful. "There is a large black audience in our area. We have been programming a lot more black music, and the local black station has been programming more white music." Another indication that color lines are increasingly unimportant. "We are getting a lot of response from black listeners who are listening and enjoying our programming. A record that is successful nationally may not be viable in our market. I hope to see programming tune in to the people who listen to individual stations."

The FCC has adopted a new policy for contractual relationships between outside consultants and broadcasters; according to the FCC, any relationship between the aforementioned parties must not inhibit the free exercise of independent programming by the broadcaster. Further, a broadcast licensee must not delegate programming and operations responsibilities to any outside source. Agreements that hinder a broadcaster's last word on the programming will be considered to be contrary to the public interest; according to the FCC, any agreement would in some way state that the broadcaster has the final acceptance or rejection of any given programming. For further details, contact the FCC in Washington, D.C.

"One Flew Over The Cuckoo's Nest" opened last Wed. in L.A.: I don't usually comment on films in Station Breaks, but this one deserves your attention. The screenplay by Lawrence Hauben and Bo Goldman varies somewhat from the letter of the excellent book by Ken (Merry Prankster) Kesey, but certainly not from the spirit of the story. Jack Nicholson, even though he does not look like Kesey's McMurphy, is perfectly cast as the gregarious disruption in a ward of predominantly self-committed mental patients who have given up. Nicholson's antagonist is (The Big) Nurse Ratched, beautifully played by Louise Fletcher; the Big Nurse coldly resents McMurphy's intrusion into the scheduled routine of the ward and finds herself losing control over the meek patients who find the fire of life rekindled by Mac. Exemplary acting by a host of non-professionals. It will elicit a wide spectrum of intellectual and emotional responses and does indeed deserve your attention.

The once-again airborne Flying Burrito Brothers did a live broadcast from L.A.'s Larrabee Studios for broadcast on KMET-FM Nov. 30. The two-hour concert will air at 5 p.m. Also upcoming from KMET will be Gentle Giant, recorded in Gotham last month; airtime is set for 6 p.m. on Sun. Nov. 23. Neil Sedaka's Nov. 27 Troubadour appearance will be broadcast live, and on Dec. 11, the Elvin Bishop group will do a live broadcast from the Record Plant here in Los Angeles.

Recently Chuck Mangione presented some of his contemporary jazz compositions on KQED-FM in San Francisco as a segment of the Jazz Legacies series broadcast by the Bay Area community station at midnight on Thursdays. KQED also aids blind listeners by reading daily

newspapers aloud Mon. through Fri. from 11 a.m. to 2 p.m.

Meanwhile, in the City of Beans, Melody McShane takes over the graveyard at WRKO; Dave Michaels will move from that spot to take the noon-3 p.m. shift, which J.J. Jordan is vacating to channel his total WRKO energies to programming.

WLS and Paris' Europe 1 recently bridged the Atlantic for a 90-minute conference held by the American Dental Assoc. and the Federation of International Dentists conventioning in Chicago, and a group of 50 assembled at the Europe 1 studios.

John Prine and George Carlin did live interviews on K-WEST last week; this weekend the AOR station will broadcast interviews with Andrew Gold, the guy who was all over Linda Ronstadt's last two albums and now has one of his own out on Asylum, and the following weekend will feature Rory Gallagher. Richard Kimball coordinated the live remote broadcast of Jimmy Cliff's Troubadour performance last Thurs. One of the brightest moments in the bevy of promotions, spots, and print that L.A. stations used during the fall ARB period was a beautiful 30-second animated television commercial created by San Diego artist/animationist Dick Bunnell. The visual quality was on a par with the best of the 7-Up commercials.

stephen peeples

STATION BREAKS FROM NEW YORK —

Representative Gerry Studds will be taking over the Jerry Williams Show for a night on Boston's WBZ. During his one night show, Studds will be interviewing Senator Hubert Humphrey, Rep. Thomas Downey, and Rep. Larry Pressler. There will also be a time slot for Studds to take calls from his local constituents. . . . WBAB-FM in Long Island is presenting some interviews with controversial figures on news director Joel Martin's weekly talk show, "Long Island Forum." On Nov. 30 at 6 p.m. the show will feature Susan Brownmiller, one of N.Y.'s foremost feminists, author and contributor to the Village Voice, Esquire and N.Y. Times magazine. In early Dec., Martin will host a rare interview with Robert Moses, NYC's former commissioner of parks and transportation architect. Moses is responsible for the construction of the Brooklyn Battery Tunnel, Triboro Bridge, FDR Drive, N.Y. Coliseum and the 1964-65 World's Fair among other projects. . . . Disk jockey Stan Martin of NYC's mellow station, WKTU, has compiled a series of music programs for Inflight Motion Pictures. Martin produced, wrote, and narrated all the material for music cassettes which will be used on commercial 747 flights. . . . Some reactions to WNEW's "Salute To New York City": Governor Carey sent a telegram, Mayor Beame, Buddy Hackett, and Peggy Lee called in as did Vic Damone, Clive Barnes, Rusty Staub, Craig Morton and the Lord Mayor of London. . . . Once again Long Island's WHLI, in collaboration with the Nassau County Lions Clubs, will make it possible for any L.I. child to receive a personal phone call from Santa Claus on Christmas Eve. . . . Stella Marrs, disk jockey for NYC's all jazz WRVR, will be singing with her trio at Rust Brown's in the city from Nov. 27 to the 30th. Marr's stage name is "Miss Softsoul". . . . Dewey Compton, agribusiness director for KTRH in Houston, has won the Town Crier Bell Award. The award is presented annually by Elano Products Company. The award's purpose is to encourage greater effort by the mass media in getting agriculture's story transmitted to urban audiences.

bob speisman

pop picks

GRATITUDE — Earth, Wind and Fire — Columbia PG 33694 — Producers: Maurice White, Joe Wissert and Charles Stepney — List: 6.98

Earth, Wind and Fire have two powerful weapons in their arsenal of musical assault. One is the ability to come up with consistently good original material and the other is the sheer power of their live show. On "Gratitude" both aspects of their musical being are shown off at their finest as afro rhythms and crisp vocals weave a web of firestorms around the listening mind. Top cuts include "Sing A Message To You," "Can't Hide Love" and "Sunshine." "Gratitude" by Earth, Wind and Fire is a show of musical strength.

THE BEST OF CARLY SIMON — Carly Simon — Elektra 7E-1048 — Producers: Richard Perry, Paul Samwell-Smith and Eddie Kramer — List: 6.98

Over a very short span of time Carly Simon has run up a string of hits that is pleasing on dual levels. On one level is the economics of each piece that gets its point across in a short, pop oriented space of time. On another is Ms. Simon's sense of emotion which turns her compositions into a music of the dramatic. Of her best both aspects are shown off equally. Top listens include "That's The Way I've Always Heard It Should Be," "Legend In Your Own Time" and "Haven't Got Time For The Pain." "The Best Of Carly Simon" showcases a performer who can do it all.

NUMBERS — Cat Stevens — A&M SP 4555 — Producer: Cat Stevens — List: 6.98

Cat Stevens's upfront approach to musical introspection has always been a wonder to behold. His ability to get off and yet get his point across continues on "Numbers" as his substantive, acoustic folk vein gets good mileage out of each song. Lyrically the songs prove deft handlings of the subject matter while the instrumentals are finely crafted backings. Top cuts include "Monad's Anthem," "Novim's Nightmare" and a strong outing on "Banapple Gas." The musical path of Cat Stevens has always led forward. "Numbers" is yet another musical mile ahead.

NORTHERN LIGHTS-SOUTHERN CROSS — The Band — Capitol ST-11440 — Producer: The Band — List: 6.98

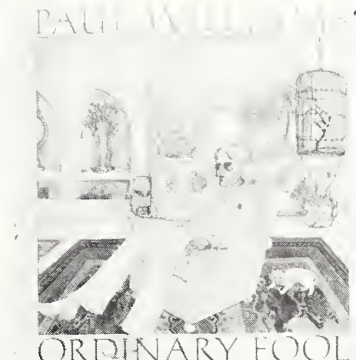
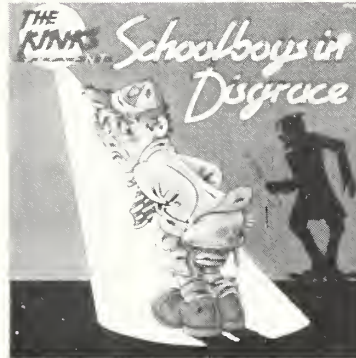
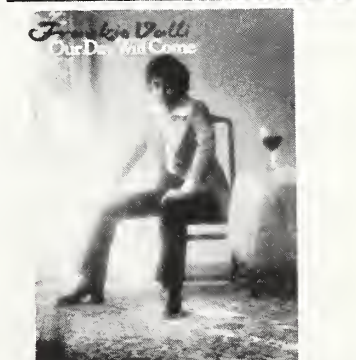
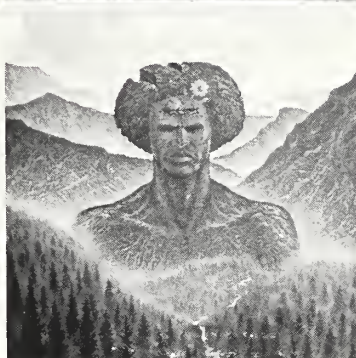
The downhome strain in rock and music in general has always done right by The Band. Their chops just seem to lean that way and, as a result, the music is always superior. On "Northern Lights-Southern Cross" this vein is supplemented by a crisscross of other elements such as soul, folk and a minute strain of mountain music that makes the wait on this album one well worth it. Top cuts from the hills include "It Makes No Difference," "Hobo Jungle" and "Jupiter Hollow." The latest by The Band is music of the earth with a whole lot of majesty.

WAKE UP EVERYBODY — Harold Melvin and The Bluenotes — Philadelphia International PZ 33808 — Producers: Kenneth Gamble and Leon Huff — List: 6.98

The soulful ways of Harold Melvin and The Bluenotes have, on "Wake Up Everybody," moved into some highly diversified ways. Through the grooves of their latest run the elements of funk, pop and a highly infectious strain of gospel. When you add to this the veteran lead vocals of Theodore Pendergrass and the tight harmonies of the Bluenotes you come up with a better than good listen. Top cuts for your pleasure include "Don't Leave Me This Way," "Wake Up Everybody" and "I'm Searching For A Love." "Wake Up Everybody" is a good musical morning.

OUR DAY WILL COME — Frankie Valli — Private Stock PS 2006 — Producers: Hank Medress and Dave Appell — List: 6.98

The vocal stance of Frankie Valli has always been a multi-level musical weapon. It works in an aura of move as well as that of contemplative and laidback. On "Our Day Will Come" both get an equal showing via a series of polished compositions. As always Valli's voice is the key as his singing adds instant body and dimension to each song. Top cuts include "How'd I Know That Love Would Slip Away," "Closest Thing To Heaven" and a professional reworking of "Walk Away Renee." "Our Day Will Come" is music by somebody who knows exactly what he's doing.



THE HISSING OF SUMMER LAWNS — Joni Mitchell — Asylum 7E-1051 — Producers: Joni Mitchell and Henry Lewy — List: 6.98

This is an album of definite progression. Within the poetic painter of musical pictures format that Joni Mitchell is associated with comes an entirely different bent on "The Hissing Of Summer Lawns." To the aforementioned traits has been added a depth and dimension to lyrical and instrumental passages. The story-teller nature of the former carries with it sharper and punchier messages while the latter, in particular the heavy percussive element on "The Jungle Line," is a progressive step forward. "The Hissing Of Summer Lawns" is the old and new of Joni Mitchell.

BLAST FROM THE PAST — Ringo Starr — Apple SW-3422 — List: 6.98

Ringo Starr's post Beatles musical attempts have been a decidedly mixed bag. In his hands the strains of pop, rock and country were injected with an unheard of dimension and life. On "Blasts From The Past" all of these forces, in their finest commercial and creative light are showcased. Starr's subtly changing registers avoid an expectedness of sound as each of his greatest hits makes its palatable music rounds. Top poppers include "Back Off Boogaloo," "I'm The Greatest" and "It Don't Come Easy." "Blast From The Past" is when commercial and creative collide.

SCHOOLBOYS IN DISGRACE — The Kinks — RCA LPL 15102 — Producer: Raymond Davies — List: 6.98

It's back to the playground in a most musical sense as the latest recorded chapter of The Kink's cabaret approach to music takes its inspiration from dear old golden rule days. "Schoolboys In Disgrace" is a loose, yet intelligent mix of theatrics and lyrical bounciness as Ray Davies and company compliment a highly commercial sound with their own brand of off the wall eccentricity. Top listens include "No More Looking Back," "The First Time We Fell In Love" and "Jack The Idiot Dunce." "Schoolboys In Disgrace" is good music taken to the stage.

EVERYTHING YOU ALWAYS WANTED TO HEAR — The O'Jays — Philadelphia International ASZ-140 — Producers: Gamble and Huff — List: 6.98

Over the years hit records and the distinctive vocal stylings of The O'Jays have gone hand and hand. The tendency to be rough but, at the same time, subdued, has held the group in stead through a whole lot of hits, the best of which are together on "Everything You Always Wanted To Hear." Vocals and instrumentals weave a magic web as that glossed over Philly sound makes the positive rounds. Top cuts include "Back Stabbers," "For The Love Of Money" and "Put Your Hands Together." "Everything You Always Wanted To Hear" by The O'Jays is just that.

FALLIN' IN LOVE — Hamilton, Joe Frank and Reynolds — Playboy PB 407 — List: 6.98

There's a lot of The Vogues' influence in the music of Hamilton, Joe Frank and Reynolds. That rich, full-bodied vocal stance. The grainy soulful leanings. It's all there for an overall good listen on "Fallin' In Love" as a lush orchestrated backing buoys up an easy listening singing outing. Top smooth as silk listens include "Everyday Without You," "So Good At Lovin' You," "What Kind Of Love Is This" and "Who Do You Love." "Fallin' In Love" by Hamilton, Joe Frank and Reynolds is music better done with somebody.

ORDINARY FOOL — Paul Williams — A&M SP 4550 — Producer: Paul Williams — List: 6.98

There's a whole lot of pop in Paul Williams' musical ways but with "Ordinary Fool" a bit of something else has been added. There's genuine soul on all songs and it's there on many levels. It's in his music and in his voice. The punchy nature of Williams' lyrics is a major plus this outing as storytelling points are made effectively this side of overkill. Top cuts include "Don't Call It Love," "Even Better Than I Know Myself" and "Ordinary Fool." Paul Williams can do it all and, on "Ordinary Fool," he does.

"Everything you always wanted to hear by The O'Jays but were afraid to ask for"

Can you name the one thing these 60 winners in the Down Beat readers poll have in common?

John Abercrombie

Airto

Gato Barbieri

Blood, Sweat and Tears

Randy Brecker

Garnett Brown

Ray Brown

Gary Burton

Ron Carter

Stanley Clarke

Billy Cobham

Miles Davis

Richard Davis

Jack DeJohnette

Paul Desmond

Earth, Wind and Fire

Keith Emerson (PRS)

Gil Evans

Joe Farrell

Maynard Ferguson

Stan Getz

Lionel Hampton

Herbie Hancock

Joe Henderson

Freddie Hubbard

Bobby Hutcherson

Milt Jackson

Bob James

Keith Jarrett

Howard Johnson

J. J. Johnson

Elvin Jones

Quincy Jones

B. B. King

Roland Kirk

Hubert Laws

Chuck Mangione

Charles Mingus

Mtume

Oscar Peterson

The Pointer Sisters

Jean-Luc Ponty (SACEM)

Julian Priester

Flora Purim

Sam Rivers

Sonny Rollins

Roswell Rudd

Wayne Shorter

Jimmy Smith

Sun Ra

Steve Swallow

Cecil Taylor

Toots Thielemans

McCoy Tyner

Mitoslav Vitous

Tony Williams

Phil Woods

Larry Young

Joe Zawinul

and in the Hall of Fame
Julian "Cannonball" Adderley

ANSWER: BMI, the world's largest performing rights organization. We license their music. We see that they are paid for performances of that music. We honor them for their outstanding contributions to music, as recognized in the fortieth Annual Down Beat Readers Poll.

pop picks

HORSES — Patti Smith — Arista AL 4066 — Producer: John Cale — List: 6.98

For a long time now people have been waiting for a musical messiah in the guise of the next big musical thing. Well, one of the most overt contenders for that crown is evidenced by the debut effort of Patti Smith, "Horses." Ms. Smith's potential goes beyond the deft fusion of poetry and rock and roll. This mix is merely a platform from which a firebrand aura of truth is passed out. "Horses" by Patti Smith isn't an easy album to get into. It will frustrate you. It might even scare you. But one thing is certain. It will be very big.

CRISIS? WHAT CRISIS? — Supertramp — A&M SP 4560 — Producer: Ken Scott & Supertramp — List: 6.98

One has always taken it for granted that music backed by electronic keyboards and other manner of things to come technology must be rooted in the future. Supertramp, on "Crisis? What Crisis?" prove that it is possible to musically have the best of both worlds. Blues, as well as folk and latent pop influences spearhead a very clear outing as various vocal diversions and some fine horn excursions play effectively off the aforementioned keyboard runs. Supertramp's "Crisis? What Crisis?" The answer is that there isn't any.

IT'S ONLY LOVE — Rita Coolidge — A&M SP 4531 — Producer: David Anderle — List: 6.98

The tendency towards a free and easy type of ballad, slightly tainted by the blues has always been an interesting musical go 'round. Sometimes upbeat and sometimes lowdown but always there as valid musical consumption. One of the better at this particular genre is Rita Coolidge and on "It's Only Love" her mastery is born out. A light musical backing allows for maximum vocal exposure on Rita's part, and overall, she does right by it. Top cuts include "Keep The Candle Burning," "Am I Blue" and "Don't Let Love Pass You By." "It's Only Love" is a strong musical emotion.

OMMADAWN — Mike Oldfield — Virgin PZ 33913 — Producer: Mike Oldfield — List: 6.98

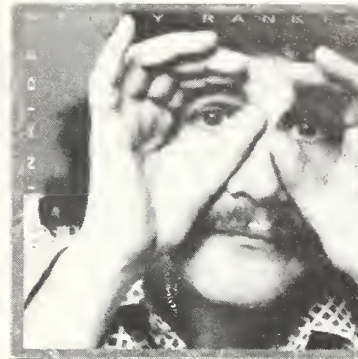
The one segment of Mike Oldfield's music that usually goes by with little in the way of comment is melody. Beneath the lush orchestration and the darting rock and classical influenced runs is a melody and a very strong one at that. On "Ommadawn" this melodic aspect is given room to move on a level that is strong on comprehension. It is this that makes "Ommadawn" something new and viable as well as fodder for those who have been into the musician and his music from the beginning. "Ommadawn" is Mike Oldfield breaking new musical ground.

MASQUE — Kansas — Kirshner PZ 33806 — Producer: Jeff Glixman — List: 6.98

Kansas is one of those rare bands that can combine a hard as nails rock attack with an "on high" majestic quality and have the concoction musically hold water. The playoff between these two forces is more subtle on "Masque" as the augur mixes at an overall even flow. When, however, one or the other of these elements takes the lead during the course of a passage, that one stands out. Top cuts include "Child Of Innocence," "Icarus — Borne On Wings Of Steel" and "Two Cents Worth." "Masque" by Kansas is real longhair music with rock as an afterthought.

THE VERY BEST OF RAY STEVENS — Ray Stevens — Barnaby BR 6018 — Producer: Ray Stevens — List: 6.98

A lot of people tend to dismiss Ray Stevens as a mere court jester who gives birth to musical oddities such as "The Streak" and "Ahab The Arab." But there is a serious side to Stevens as witness "Everything Is Beautiful" and "Mr. Businessman." Both get an equal airing on this greatest hits outing as Stevens the singer as well as Stevens the songwriter are shown off to their best possible advantage. Other music balances include "Indian Love Call" and "Misty." "The Very Best Of Ray Stevens" is a well-named album.



EQUINOX — Styx — A&M SP 4559 — Producer: Styx — List: 6.98

The elements of rock and classical are difficult elements to effectively mate. At best most bands come up with an equal but separate juxtaposition of the two. With "Equinox" Styx proves, without a doubt, an exception to that rule. A laidback, almost medieval strain of strings and keyboards plays an effective coupling to some driving rock progressions with the resultant meeting a strong hybrid. Top cuts include "Light Up," "Suite Madame Blue" and "Born For Adventure." "Equinox" by Styx is rock and roll when the gods decide to play it.

INSIDE — Kenny Rankin — Little David LD 1009 — Producer: Michael Stewart & Yvone Rankin — List: 6.98

There's something about Kenny Rankin's music that just barely seems to defy description. It's a little bit of jazz, a dash of pop, a mellow kind of soul and a thin slice of folk. All that plus Rankin's own distinctive vocal style appear regularly on "Inside" as a whole lot of substantive music takes the subtle approach to your ears. Top cuts include "Lost Up In Loving You," "Up From The Skies" and "Sunday Kind Of Love." Certain aspects of a musician always play upfront in his music. Such is the case with "Inside" as Kenny Rankin is on display.

KICKIN' — The Mighty Clouds Of Joy — ABC ABCD 899 — Producer: David Crawford — List: 6.98

The Mighty Clouds Of Joy go beyond a mere representation of gospel. To be sure this is the overriding theme of their music but, with the release of "Kickin'," these other influences are brought out as well. Mellow soul as well as some glossy funk are evidenced by strong harmonies and emotion filled lead vocals. Instrumentals prove compact and make for a hard backbone from which the vocals go through their paces. Top cuts suitable for airplay ears include "You Are So Beautiful," "Standing On The Real Side" and "Mighty High."

FRANKIE VALLI GOLD — Frankie Valli — Private Stock PS 2001 — List: 6.98

Frankie Valli's solo work has been beyond reproach. The early years with The Four Seasons was merely the top of the iceberg as his vocal stylings have gone on to serve him in greater stead as a single. The best of his recent creative growth is on display on "Frankie Valli's Gold" as his one of a kind vocals do right by strong pop oriented compositions. Top blasts from the past include "Can't Take My Eyes Off You," "My Eyes Adored You" and "The Morning After Loving You." "Frankie Valli's Gold" is, literally, the best he's done.

BARBI BENTON — Barbi Benton — Playboy PB 406 — Producer: Eddie Kilroy — List: 6.98

Barbi Benton has been caught up in a very valid form of pop music interpretation. It's the classic, plaintive tones coupled with more than a passing nod to country and dixieland. The result is a highly commercial, yet listenable sound. This mix is present in abundance on "Barbi Benton" as the lady's experienced vocals make the most of each song. Top listen-tos include "He Looks Just Like His Daddy," "Movie Magazine Stars In Her Eyes" and "I've Got The Music In Me." "Barbi Benton" shows that this lady has got her singing chops together.

SKY HIGH — Jigsaw — Chelsea CHL 509 — Producer: Clive Scott and Des Dyer — List: 6.98

There are various levels of pop music. While some strive merely to incorporate the tried and true in the genre, others seek to embellish and to create within that framework. The latter is definitely the case with "Sky High" as Jigsaw mix oh so subtle shades of jazz and soul with the basic vocally oriented nature of the pop medium. Top listens include "That's The Way It Goes," "I've Seen The Film, I've Read The Book" and "Have You Heard The News." "Sky High" by Jigsaw is the something new you've been looking for under the pop sun.

LPS continued on pg. 38

ABC's Key To Success Is A Total Team Effort *fr pg. 7*

pre-planning of all marketing and merchandising campaigns for our artists. Simply stated, we used to wait for the breaks now we actively go out and try to make them. Radio is important, but we don't limit ourselves when trying to sell our product. There are other ways and we constantly explore them."

If there is a radical change that has taken place at ABC, it would have to be that all executives function as a team more now than ever before. It is this teamwork, Rubinstein feels, that will al-



Rubinstein

low ABC to take on greater importance in the marketplace in the years to come. "All departments," he said, "cooperate more now. If we lose a record, we evaluate why. Otis Smith, Dennis Lavinthal, Bob Gibson, Steve Barri, Steve Diener, all department heads express their individual views. We pool our expertise. By working together on all our acts we maximize sales of hits. We constantly strive to merchandise both artists and their records. Everyone has a say. It's always important to realize that you're not just dealing with your own taste. It's a big world and we at ABC feel that we deal in a much larger context than one sphere of influence and taste. We coordinate our field forces in sales and promotion. It gives us added capability to cross records and get the most possible exposure for our artists. After all, we are artist oriented."

Rubinstein feels very strongly about artist orientation, stating, "The industry has grown so fast it didn't have time to develop the manpower to run it. Men that don't understand the needs of the artist aren't going to make it in our business today. That's why ABC's structure is more familial than corporate. I really wish we didn't have to deal with executive titles. I believe in a total corporate integration and though I am called upon to make the ultimate decision, I feel that my voice is one of many. I'm immensely proud of the team effort we've got here. All of us have a total relationship. We work and socialize together. Men who understand each other work better together. I'm not looking to be the ultimate prophet, the business is too complex for that to be possible. I have to be involved with and believe in my team. Though we've taken our chances and made a few mistakes, we've learned from each one. The team we've got is solid. We're on our way. There's no doubt about it."

Every Sector Contributes

Although black artists and musicians have been included on the artist rosters and product releases from ABC Records since the beginning, the r&b division at the label emerged as a powerful energizing force only after Otis Smith returned to the label as vice president of ABC Records, Inc. in January 1973.

Smith's philosophy of appointing strong professional people to key positions has, through experience, shown him that coupled with teamwork he will achieve the desired success for the r&b division.

He is quick to name Jeanne Bennett, general manager of the r&b division, Al Lewis, director of special projects, Chuck Fassett, branch sales coordinator, Don Eason, r&b national promotion director, and Esmond Edwards, general manager of the Impulse label as his keys for the teamwork in establishing the ever changing policies for accomplishments within the r&b department. Furthermore the capabilities of these people keep the projects flowing evenly.

In Smith's opinion, probably of upmost importance is the proper and thorough promotion and merchandising of all releases. "Not all releases will be hits but it is the responsibility of our staff to give each of our artists the same initial promotion as our biggest and best selling act. We must constantly be kept aware and reminded that public opinion changes from day to day. Developing new acts is our life's blood. Six months from now, our biggest act today could be forgotten. If we've not established and developed new talent along the way, we go out of business and none of us want that."

"At this time we have a staff of 14 people located throughout the country. We ask for their suggestions constantly, we ask they keep us informed daily of station and account response to any and all of our releases. We have placed these people in areas which we consider to be major. From our daily communication with our field people, who in turn are in daily communication with the branch office for their area, we are kept aware of all facets of the releases — sales, product availability, breakouts, LP favorites, etc. The communication and teamwork within our department have given us the privileges of not "losing" any records and increasing r&b sales within the company dramatically.

"To give the artist complete coverage of his release and then to keep the artist appraised of the action is a very necessary responsibility of ours. Not only so they will be happy and content to stay with the label at renewal of contract



Smith

time, but again without artists, there is no talent to sell and promote. Also, it is our hope and desire that r&b artists from major labels will turn toward our label and notice our artists are given desirable treatment, personally and with product release. I feel if our artists do convey contentment of this nature, acts from other labels will make appointments to speak with us at contract time."

The Task of Staying Innovative

Dennis Lavinthal is an ABC vice president whose responsibility includes promotion and merchandising coordination for all pop product. A member of the ABC team since January, 1969, Lavinthal emphasized that teamwork is the most important part of his function for ABC: "We've assembled a group of promotion people who rate as tops in my estimation. Steve Resnick heads secondary promo-



Lavinthal

tion, Bobby Applegate deals with LP promotion, Pat McCoy with singles promotion, Marvin Deane handles trade relations, and Sammy Alfano is involved in all phases of our promotional operation." Lavinthal, while quick to acknowledge his supporting cast, said candidly, "We decide with artist and producer what single gets released from a given LP and what album cut receives concentration in a given market. We coordinate merchandising and marketing with our branches. I might get on the phone with an individual branch chief and say, 'Ace is hot, we need to bring home the following markets, here's the advertising support we need from you.' Basically, we oversee the direction that all pop product takes, much the same way Otis oversees r&b product.

"We develop a new act and support it and we maximize sales of an established act. There's definitely a time to go for the throat. Staying innovative in promotion is our biggest challenge. We give our promotion force different roles because a change in perspective makes them more believable. They stay fresh through new confrontations. We try to create an environment that's conducive to creative thinking."

Perhaps Lavinthal's most difficult job is staying credible with the artist himself: "We try to explain the operation of our department to our artists, we feel we owe them the time to run down what we do. We have been confronted with diminishing playlists and a number of other obstacles. We must strive to communicate our frustrations and our successes to each artist. It's that kind of rapport that will give us a feeling of fulfillment. The bottom line is: you can't make a bad record a hit. I feel most of our artists are responsive to what we do and have a greater understanding of the business than in the past. I attempt to establish credibility with the media, with stores, radio, the racks, one stops, retailers, every phase of the business. My job is to obtain maximum exposure for ABC product by the consumer. Of course, I'll take the breaks wherever they are, but basically, I rely on my people to embody the philosophy of cooperation and determination that typify ABC."

The Team Takes Shape

The past ten months have given Rubinstein time to develop expertise and confidence, but above all, the ABC team has come together in much the same way that a professional sports franchise solidifies as it makes a move towards a divisional championship. Bob Gibson, a vice president whose responsibilities encompass public relations, advertising and creative services is also a strong advocate of teamwork and he too shares Rubinstein's feelings about building artists as well as hits. His experience developing careers as a 15 year veteran of the music business has led him to the belief that hits are nothing more than short term successes if they don't contribute to building the artist's career.

"I concern myself primarily with advertising commitments and merchandising plans," said Gibson, "but I have a lot of help, especially from Pam Stark in the area of mapping out campaigns. We are involved in artist development and public relations and we look at the components that go into the making of a meaningful campaign. We put the overall picture together.

"I consider my departments the service arm of ABC. The other vice presidents and department heads of the company provide the product. We then give them creative input that they need for a total picture. There is constant dialogue between all department heads. It makes ABC a healthy environment to work in."

Concerning ABC's overall image, Gibson said, "The artists are primary. We want the industry and the public to remember label identities, but our advertising is 95% artists and their product and 5% ABC. We try to show that ABC artists represent consistent high quality. Our ads consequently are stylized. Right now they're free form, but we recognize the fact that you can't be inflexible. We use different ads in the trades than we do in consumer magazines because we're reaching different audiences."

Amplifying his commitment to the artist, Gibson said, "We try to keep gambling down. We're more involved with our artists than ever before. Financial support of tours is auxiliary to merchandising, but it's a very big part of today's record business. We never dissipate the dollar commitment to an artist,



Gibson

but we often increase it to maximize the potential. We plan and execute about 20-25 campaigns per quarter and we've found that each record has its own flavor. We prefer to build the individual character of an act and we never lump acts into any one convenient classification. There

continued next page

At ABC Commitment To The Artist Is All Encompassing fr pg. 30

are different requirements for breaking each artist.

"Competitive exposure is necessary in every field. That's why displays and in-store merchandising must be geared to each act on an individual basis. There is a high degree of involvement in a hand tailored campaign. You have to maintain a close relationship with an artist. You're lending your promotional and merchandising expertise to that talent. You can't

ly be working with new foreign associates around the world. In the last half of 1975, besides maintaining our current business, which has been very strong, we have at the same time met with our current overseas representatives as well as other parties and have put together what we consider to be a worldwide team of maximum thrust and potential for ABC's goals."

"In addition to addressing ourselves to our current operational activities," Diener continued, "we were also involved in talking with interested parties around the world. Despite the differences in origins, sizes and personalities of these companies, all of which are extremely strong in their own markets, we have arrived at a structure that will bring ABC's catalog and artists the best possible exposure overseas."

"After carefully scrutinizing the world on a market by market basis, the common element that has emerged is that ABC's desires and interests, as well as those of our foreign associates will dramatically be advanced in the coming period."

"In order to furnish our overseas affiliates with the best tools available, especially in the areas of marketing, merchandising and promotion, we have begun steps to tailor both our domestic and overseas structure. These changes, some of which are already in motion, will be fully implemented during the first part of 1976."

"The purpose is simple: to be able to assist, aid or advise in whatever capacity is needed 'on the street' in our overseas markets to make things happen."

"With respect to these markets, may I say that our philosophy is to be as tuned in to the problems and opportunities of these markets as possible. Already we have seen many examples where our philosophy of working as closely as possible with the individual needs of these companies is being felt and appreciated, especially with respect to areas of marketing, merchandising and promotion."

"Our projections and plans for the next few years seem both extremely optimistic, but more importantly, extremely realistic," the international division president told **Cash Box**.

"You might say that there is still plenty



Barri

of room, and more importantly, need, for American product to be fitted in to areas outside the U.S. — as close as North America, and to the furthest corners of the globe.

"We are confident that our results will speak for themselves in the future. Working with separate markets as we are is often a little more difficult and involved, but when right, can normally produce exceptional rewards."

"Finally, we want to maintain close ties to our artists and their management representatives stateside, so that they may be constantly aware of their status in the world market. It almost goes without saying that I intend to make the division totally accessible here in the U.S. in order to plan together and make our artists and managers continually aware of the progress and activity of their overseas



Fogelson

careers."

More specifically, we are gearing up in concert and touring areas, as well as in the initiation of special international series in re-packaging of U.S. and British repertoire."

Tastebud Of A Label

Steve Barri has been with ABC for over eleven years and, as vice-president in charge of the a&r department, has been responsible for a great many of the changes that have forged the character of the label. "Basically, we try to maintain a good relationship with each of our artists. We let them know we're doing our job contacting publishers, exploring every piece of new material we can. A little more than half of our artists constantly need new material, and we try to help each and every act that has such a need."

"Personally, I'm always finding different things that turn me on. It's my responsibility to keep on top of what's happening today and try to be ready for what's going to happen tomorrow. When our department really gets excited by something we hear, we usually try to have the people from our sales and promotion departments listen as well, hoping to generate excitement throughout the company."

"Of course, records cost a lot more to make today than they did some years back. The first Mamas & Papas album cost about \$21,000. Now the average album costs about \$50,000. Obviously, self-contained acts cost less than acts that need outside help in the form of original material and studio musicians. We've also found that, in most cases, a group's second album is more difficult to produce than the first. Rehearsal, material and energy sometimes seem dissipated after the first record and we find it difficult to pull these elements, for any group, together on the second effort. This, too, can bring the cost of an album up."

"Top 40 radio has opened its ears to different kinds of sounds, but basically, the song is still the thing. Because artists today have a greater awareness of the importance of a hit single, we find it easier to stress the significance of commercial material. However, any act that we feel can sell albums is an act that we

would be interested in."

Barri, like other ABC executives, relies on his associates to aid him in making key decisions. "Lee Young Sr., Gary Katz, Roy Haller, Lindy Blaskey and Joe Juliano do yeoman's work for ABC. We work together extremely well as an a&r unit. We all feel that discovering new talent and helping develop it is the key function of our department. In the seven years that I've been head of a&r, most of the biggest acts that we've had, such as Jim Croce, The Grass Roots, Rufus, Three Dog Night, Steely Dan, etc., were unknown when we signed them and went on to become major recording artists."

"Finding new talent and helping to develop it is what we do best, and is what we hope to continue to do in the future."

The Country Connection

ABC acquired Dot Records on Aug. 1, 1974 and was fortunate to retain the services of 24 year record veteran, Jim Fogelson, who serves as the country label's president. What looked like two labels in competition became a harmonious marriage with the ascendance of Rubinstein to the ABC chairmanship. Fogelson told **Cash Box**, "I am tremendously impressed with Jerry Rubinstein. He was instrumental in getting just the support and the autonomy we need. He likes Nashville and has made it a point to get to know the acts. He's supported me all the way."

"ABC/Dot is referred to as the country western wing of ABC, but we too are totally involved with the label. We are the eyes and ears of ABC in Nashville, and we had a number of successes in country. We're coming together. We see ourselves as a major label about to explode into even greater prominence. Our strength is our artists. We haven't gone after every big name act that's declared itself available, but we have selected some major talent from the field. Don Williams and Barbara Mandrell are examples of what we feel country music is all about. Before we sign an artist, we have to feel that they want us as much as we want them. Front money should be secondary to the commitment that the label is willing to offer in the long run."

"Above all, we view career building as the most important aspect of our contribution. When we combined the ABC



Mael

and Dot rosters, we had too many artists. Though we're still working on it, our initial reduction of acts was considerable. But we've signed acts too. The same thing is true of our staff. We've retained key people from the old operation and are very proud of the total effort provided by our personnel. Larry Baunach, vice president of promotion, former ABC

continued on pg. 40



Diener

afford to neglect him, on any level. You must provide the right complement of executive management for your artist roster. Since ABC has a full spectrum of music and strong representation in all fields of music, we feel a particularly strong responsibility to provide an administration that will go hand in hand with that creativity."

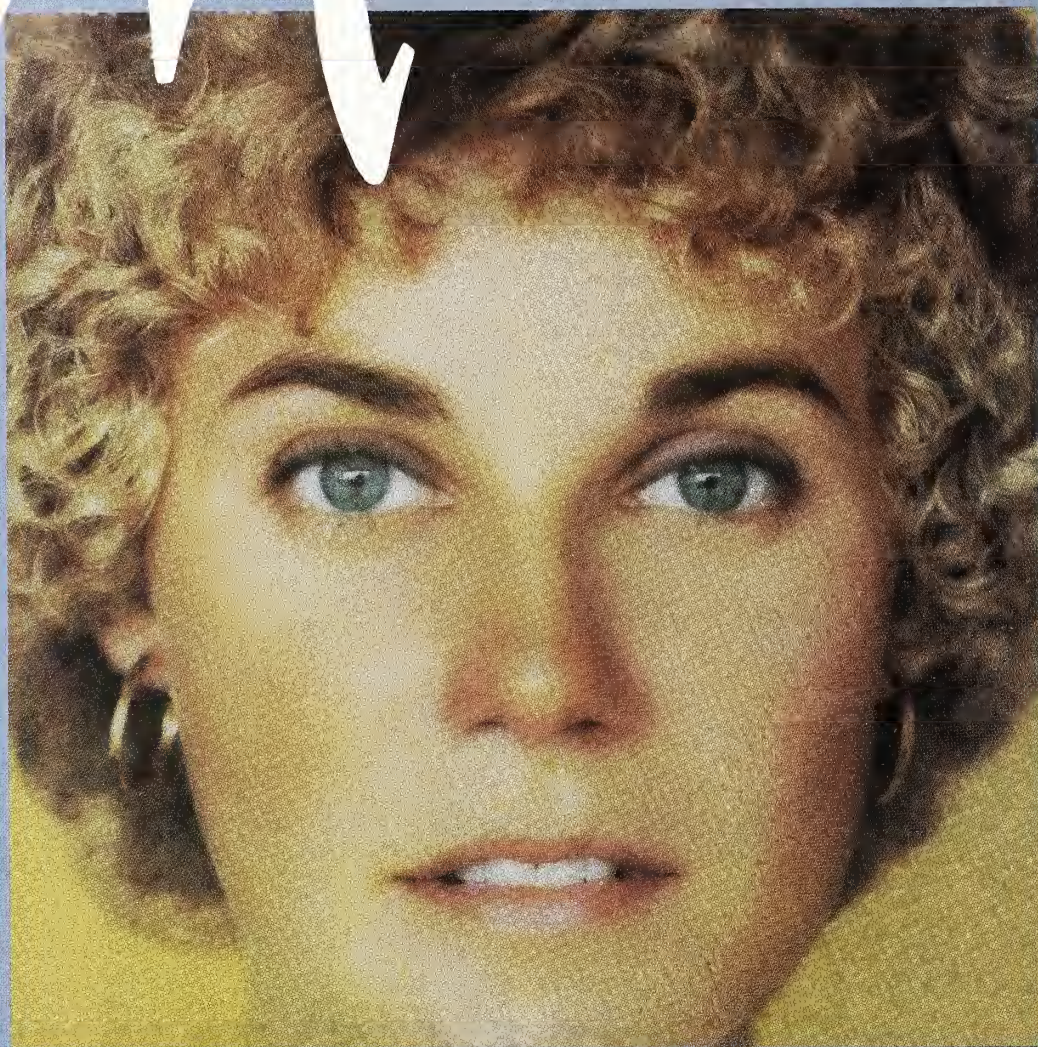
Gibson elaborated on the overall picture, saying, "Of the different phases of an individual campaign, phase three is critical. That occurs when the maximum amount of projected sales of a given piece of product are reached. When you have a big winner like a Crosby & Nash, you want to bring it all the way home by increasing your original commitment to the artist. Branch research, including projections, help determine the amount we'll increase our investment by. We have a contingency fund which we use in the event of a big hit and we're not afraid to use it. We believe in taking calculated risks when we feel the results will justify them. Business philosophies apply in all these instances, of course, but gut level feeling and experience are still primary tools in this business and will always play key roles. At ABC, we take particular pride in the way we operate as a team. We get the maximum out of every situation because we rely on each other for constructive criticism and feedback. It's working out very well."

A Strong International Presence

Since assuming the presidency of ABC Records international division last June, following five years heading CBS' European marketing operations in Paris, Stephen Diener has begun building the division towards the goal of developing the label's current artist roster and guiding the development of ABC artists' careers in overseas markets. To meet the demands of these objectives, as well as promoting and merchandising ABC's full catalog in overseas markets, Diener has begun restructuring the division in an effort to be constantly apprised of current merchandising trends in those areas.

"The division has a totally fresh look for 1976," Diener said, "with many new developments already in motion. Beginning in 1976, ABC will almost exclusive-

Anne Murray

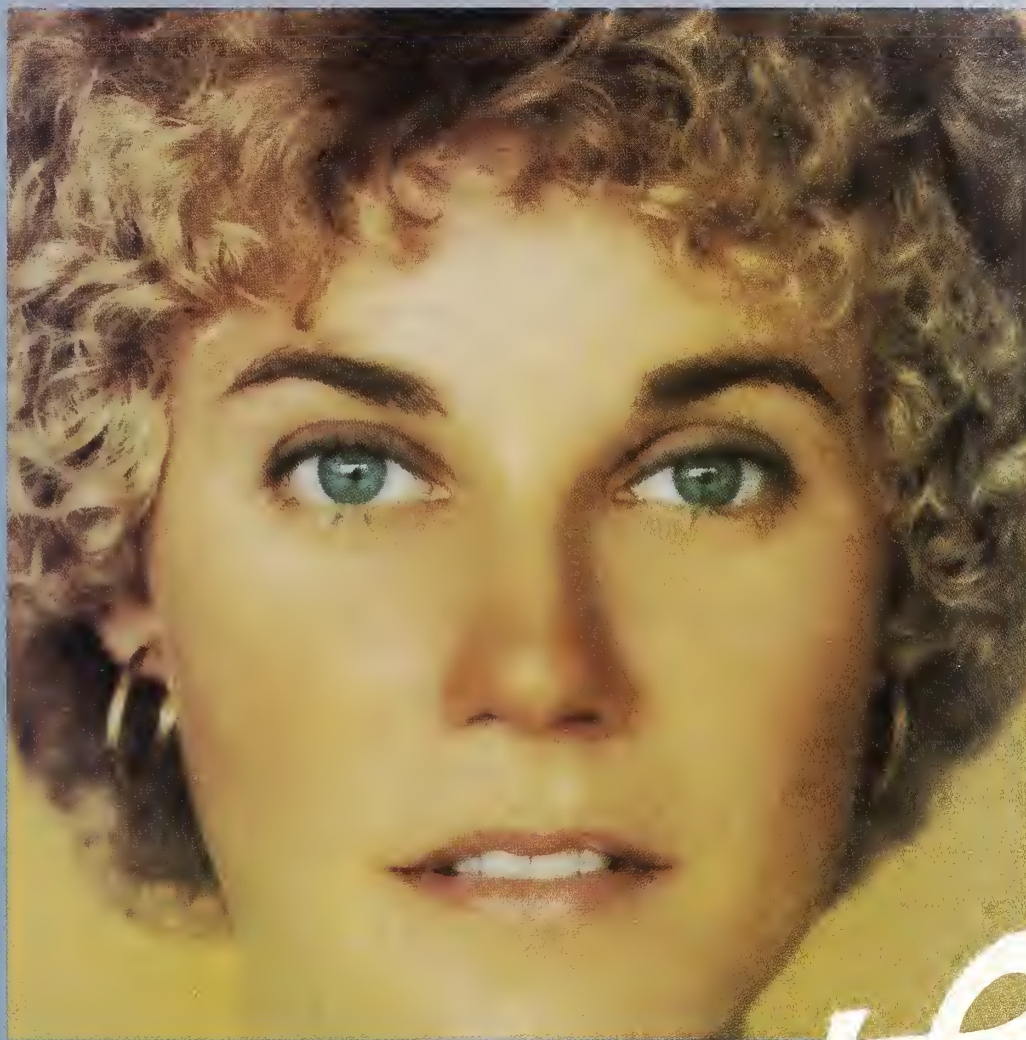


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The holiday season is always exciting, however this holiday season may be really the exception to the rule. Black music is hot, so hot in fact that the **Cash Box** charts are loaded with bullets. The quality of the latest singles and LPs are so good that it makes for a truly beautiful competitive marketplace. This is what makes the music business exciting, good quality music. Let's keep it up.

Chaka Khan of **Rufus** took time off from hectic schedule for an interview. The gal from Chicago is just as full of fire in person as she is on stage. Chaka has been singing and working in clubs since she was 12 years old. She said her mother was a tremendous help to her in her early career by always supporting her. Talking about her and the group's latest LP "Chaka Khan And Rufus" on **ABC** Chaka said that it's not the usual 'krudde' people know us for. (Krudde is the term Rufus uses to mean very funky music — below the belt.) "I'm very happy with the LP as it shows another side to our group. I think it's mellower. We as a group want to continue to grow in all areas of our music. I'm personally going to start writing more lyrics than before and we're always going to be open to new things." The first single off the LP will be "Sweet Thing," Chaka said. Chaka Khan, a beautiful, warm, sensitive and exciting lady of the universe.

Mercury Records is releasing a special 12-inch 33 1/3 version of the new **Ralph Carter** record specially for discos. The single is "Extra, Extra (Read All About It)" . . . For the ninth time the **RIAA** has certified "gold" a recording by **Atlantic** recording artists, the **Spinners**. More gold for "Games People Play" from their LP "Pick Of The Litter," which has already been certified gold. The group is currently touring in the east . . . **Edward Windsor Wright** has signed **RCA** recording artist **Zulema** and **ABC** recording artists **Ron Banks** and the **Dramatics** for exclusive press representation . . . "Do It Any Way You Wanna," by the **People's Choice** went gold last week. The group has just released a new single which also looks gold entitled "Nursery Rhymes." Christmas is close approaching and **Gladys Knight** and the **Pips** are in the spirit. **Buddah** is releasing a single this week by Gladys and the Pips — "Silent Night" and "Little Drummer Boy." . . . Gary Gotham, my disco spy in New York called in this week to report that two LPs **The Armada Orchestra** LP and **The SalSoul Orchestra** LPs are screamers . . . Gary says both are musts for the folks out there who are disco freaks . . . Recently learned that **Lamont Dozier** is the man singing the theme for the TV show "That's My Mama." Lamont currently is in the studios working on his first LP for **Warners**.

Carl Graves dropped by the **Cash Box** offices last week to give us a sneak on his new single "Heart Be Still," on **A&M Records**. It's a monster. Carl is originally from Alberta, Canada. Carl's last big hit was "Baby, Hang Up The Phone." A little-known fact about Carl is that he was one of the members of the group called the Skylarks who had the super-hit "Wildflower." Carl is currently finishing up his LP which will have some very interesting surprises on it. Look for it sometime in February. . . . The "first lady of soul" **Aretha Franklin** will be doing a one-woman show at Carnegie Hall Dec. 10. The lady is really doing her thing as her new LP on **Atlantic** entitled "You," is an above-the-board smash . . . **Joe "Skinny Legs" Tex** will be layin' some funk on for his west coast fans when he will appear at the **Total Experience** Nov. 26-30. Joe's current hot single is "My Body Wants You."

The **Dells** are back on the beam as their new LP on **Mercury** "We Got To Get Our Thing Together," is creating quite a sensation across the country . . . **Regency Artists** have signed the **Sylvers** for exclusive worldwide bookings . . . The group currently has a monster on its hands with "Boogie Fever." . . . **The Originals** will be releasing a new single shortly. The title of the tune is "Everybody Has Got To Do Something." Watch for it as this is one group who can sing . . . **Bubba Jones**, my "Soul Train" spy called in and said **David Bowie** was sensational on the show. "The kids really got down as David was wearing a royal blue jacket with royal blue baggy pants, a gold glitter shirt and his red hair was streaked blond." David performed "Fame" and his new single "Golden Years." . . . **London Records** has just released three exciting new singles. "Dump The Bump," by the **Olympic Runners**, "If You Can't Please Your Woman" by **Tuxedo** and "Hustle (Dance Of The Day)" by **Soul on Delivery**.

KC and the Sunshine Band are band of the year. Two gold singles in a row. "That's The Way I Like It" is #1 this week. . . . **T.K.** is a funky label and a few more exciting releases that should also bring more gold to Florida include **Betty Wright's** "Slip And Do It," and **Jackie Moore's** "Puttin' It Down To You." Also look for a **George and Gwen McCrae** LP out shortly, entitled "Together." "Rockin' Chair" meets "Rock Your Baby." It should be heavy. . . . **Buddah** should have more pleasure with **Black Ivory's** latest single "Love Won't You Stay." . . . With **Donna Summer's** record "Love To Love You Baby" turning on more people every day it is pleasant to know that the lady has arrived in the U.S. from Germany. To help her celebrate her arrival **Casablanca** held a tremendous press party for her last week. A special cake was baked at **Hansens** in L.A. and flown to N.Y. It weighed 150 pounds, was four feet long and took up three seats on the airplane. It was in the shape of the back cover of Donna's LP. Definitely an x-rated cake. Donna will soon be touring the USA. . . . **Ramsey Lewis** is set to play the **Roxy Theater** Dec. 12-13. Ramsey will be performing tunes off his current hit LP "Don't It Feel Good." . . . Another fine artist is coming to the coast. **Hugh Masekela** will be at the **Starwood** the middle of Dec. featuring material off his "The Boy's Doin' It."

RAY AGEE ON PROWLIN'

The name of Ray Agee is no stranger to the music business and lovers of good music. Teaming with music great arranger and producer Zeke Strong, Rays' destined hit "It's A Helluva Thing" really displays his vocal talent. Now released in **Milwaukee, Texas, Louisiana, Arkansas, Kansas, Missouri, & Chicago.**

RIGHT ON RAY!!!

Prowlin' Record Co
2225 W. Washington Blvd
Los Angeles, Calif. 90018



DYNO-DUO — Shown above are Thom Bell and Dionne Warwick at a recent party celebrating the release of their combined efforts on "Track Of The Cat" for **Warners**. Dionne's current hit single is "Once You Hit The Road."



MOONLIGHT SOUL — The Hi Record family joined the Doobie Brothers for a bash called "Moonlight On The Mississippi In Memphis." Shown from left to right dancin' in the moonlight are Keith Knudsen (Doobie), Willie Mitchell, Ann Peebles, Al Green, Jeff Baxter, (Doobie) John Hartman, (Doobie) Tiran Porter, (Doobie) and Bruce Cohn, manager of the Doobies.

LP. Look for a **Jr. Walker** LP on **Motown** in the near future. The fine saxophone player is currently in the studios making that funky music . . . **Natalie Cole** returns to the coast the end of this month for a concert in Long Beach plus she will tape **Midnight Special** Nov. 25. Natalie's new single release is "Inseparable." . . . **Cuba Gooding** and the **Main Ingredient** will be celebrating fifth anniversary in the business this week with a one night appearance at the **Roxy**. The group with one of the mellowest sounds around today will be featuring material off their new LP on **RCA** "Shame On The World," which by the way happens to be their latest single . . . **Steve Metz** of **Music America International, Inc.** has negotiated a record production deal with "Tie A Yellow Ribbon" writers **Larry Brown** and **Irwin Levine** to record an LP with **R.B.** "Take A Letter Maria" **Greaves**.

Mongo Santamaria dropped by the **Cash Box** offices last week. Mongo, a musician's musician, has been in town doing a gig at **Concerts by the Sea**. Mongo originally from Cuba would love to go back to his native country and play a gig. He even feels Fidel Castro would come and do the bump. The last time he was back there was in 1959. Mongo also doesn't mind the use of the label salsa to his music. Back in the old days he said the music was called Afro-Cuban. Mongo said you got to change with the times and laughed. Even though he has recorded many LPs he likes his latest on **Vaja** the best because he feels the music recorded was exciting. "People are just into my music. My records have always sold, they were buying my music and not especially because it's salsa music. I really realized this when I toured Europe, where I was pleasantly surprised to have my shows packed with the people screaming for more and more." . . . **Bumps Doogan**, my L.A. disco spy says one of the hottest pieces of vinyl turning the disco people on is **Houston Person's** "Disco Sax," on **Westbound Records** . . . **The Ritchie Family** also have a monopoly on the disco scene because they have three hit disco smashes. "Peanut Vendor," "Frenesi" and "Brazil" are keeping the disco dancers bumping away.

A delightful man came up to the **Cash Box** office last week. His name is **Jimmy Cliff**. The soft-spoken man from Jamaica is currently in L.A. to spread the word on reggae music. Jimmy is a sensitive and warm individual with varied interests. One of these is reggae music, which he feels is the freshest form of music happening today. He says this not because he does reggae music, but more importantly because he feels that reggae is substantial music. "It's a musical sound with culture." Jimmy's music is an outgrowth of his earlier days listening to jazz, Afro-Cuban, New Orleans r&b and gospel. His film "The Harder They Come," an underground classic portrayed his life in becoming a musical star. Jimmy said that he was really offered 12 cents, or bus fare for his first recording he ever did. He considers himself a universal man. Love (not sexy love) for all people is very important to him. Jimmy has a new LP out on **Warner's** entitled "Follow My Mind," which he feels is his best effort to date, but also he is confident that each succeeding LP will show improvement artistically because he is expanding his consciousness and space all the time. Regarding future film projects Jimmy wants to do more films. He is not interested in just doing any film, they must be real and portray real life situations. Jimmy Cliff is a man who seeks out emotion, intelligence and spiritualism.

Jean Knight is out to hold everybody up as her new single on **Chelsea** "Jesse James Is An Outlaw" looks to be a winner. The record is definitely funky . . . **Bob Crewe** and **Kenny Nolan** are the writers of the new **Labelle** smash "As Far As We Felt Like Going." Also heard that **20th** is reservicing "Hollywood Hot" by the **Eleventh Hour** because an LP is forthcoming for the group . . . It's been a busy week here in the office as the **South Shore Commission** dropped by. The group's latest LP on **Scepter** is creating a lot of fire and smoke. The group has been together for five years, and even though they have a Chicago influence, they have been living in L.A. for the last five years. The group's first big splash came with their last single "Free Man." The group hasn't stopped as their latest single "We're On The Right Track" is definitely headed on the right track, straight for gold. The LP is getting terrific response around the country with other fine selections being "Handle With Care" and "Any Day Now." Musically the group is into all types of music and even though "Free Man" was first broken into the discos, the group doesn't see themselves or want to be labeled a disco group. **Frank McCurry**, one of the band members, said that musically the group was into all types of music and that we want with each successive LP to get into different grooves and keep the people guessing. The group is preparing to go on tour shortly as they are now working up a new show. Right now they are lining up TV things with **Dick Clark's American Bandstand** being one of their first gigs. The group loves living in California, but they still have a very warm place in their hearts for Chicago. One thing **South Shore** all agreed on was that the ribs in L.A. are terrible. **Scheryl Henri**, the lone female of the group said, "We get homesick for the ribs in Chicago. When we have a few more gold records we'll have 'em flown out every day." . . . that's soul . . .

jess levitt

CHAPPELL
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celebrates
the first
anniversary
of
writer/producers
CHUCK JACKSON
and
MARVIN YANCY
and their
JAY'S
ENTERPRISES

Special thanks to
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TOP 50 R&B ALBUMS

1	LET'S DO IT AGAIN/ORIGINAL SOUNDTRACK Staple Singers (Curtom CU 5005)	1	26	PLACES AND SPACES Donald Byrd (Blue Note BNLA 549-G) (Dist. UA)	31
2	HONEY Ohio Players (Mercury SRM 1-1038)	3	27	THIRTEEN BLUE MAGIC LANE Blue Magic (Atco SD 36-120)	20
3	SAVE ME Silver Convention (Midland Int'l. BKL 1-1129)	2	28	DREAMING A DREAM The Crown Heights Affair (DeLite DEP 2017)	21
4	KC AND THE SUNSHINE BAND (T.K. 603)	4	29	BARRY WHITE'S GREATEST HITS (20th Century 493)	33
5	PICK OF THE LITTER Spinners (Atlantic SD 18141)	5	30	HOUSE PARTY Temptations (Gordy G6-97381)	40
6	INSEPARABLE Natalie Cole (Capitol ST 11429)	6	31	YOU ARE BEAUTIFUL Stylistics (Avco AV 69010)	34
7	2ND ANNIVERSARY Gladys Knight & The Pips (Buddah BDS 5639)	7	32	FAMILY REUNION The O'Jays (Phila. Int'l. PZ 33807)	—
8	IS IT SOMETHING I SAID Richard Pryor (Warner Bros. MS 2227)	8	33	MAHOGANY Original Soundtrack (Motown M6-858S1)	35
9	AL GREEN IS LOVE (Hi SHL 32092) (Dist. London)	9	34	CITY OF ANGELS Miracles (Tamla T6-339S1)	48
10	THE HEAT IS ON The Isley Brothers (T-Neck PZ 33536)	11	35	FROM SOUTH AFRICA TO SOUTH CAROLINA Gil Scott-Heron and Brian Jackson (Arista AL 4044)	37
11	DON'T IT FEEL GOOD Ramsey Lewis (Columbia PC 33800)	10	36	LUCILLE TALKS BACK B.B. King (ABC ABCD 898)	38
12	LOVE TO LOVE YOU BABY Donna Summer (Oasis OCLP 5003) (Dist. Casablanca)	16	37	RUFUS FEATURING CHAKA KHAN (ABC ABCD 909)	—
13	MAN-CHILD Herbie Hancock (Columbia PC 33812)	15	38	FANCY DANCER Bobbi Humphrey (Blue Note BNLA 550-G) (Dist. UA)	48
14	FEELS SO GOOD Grover Washington, Jr. (Kudu KU 24)	17	39	PHILADELPHIA FREEDOM MFSB (Phila. Int'l. PZ 33845)	—
15	VISIONS OF A NEW WORLD Lonnie Liston Smith (Flying Dutchman BDL 1-1196)	14	40	SUPERSOUND Jimmy Castor Bunch Featuring the Everything Man (Atlantic SD 18150)	41
16	MAKING MUSIC Bill Withers (Columbia PC 33704)	28	41	CITY LIFE The Blackbyrds (Fantasy F-9490)	45
17	HIGH ON YOU Sly Stone (Epic PE 33835)	18	42	PRESSURE SENSITIVE Ronnie Laws (Blue Note BN-UA 452-G)	23
18	MOVIN' ON Commodores (Motown M6-848S1)	22	43	SPIRIT OF THE BOOGIE Kool & The Gang (DeLite DEP 2016)	29
19	AIN'T NO 'BOUT A DOUBT IT Graham Central Station (Warner Bros. BS 2876)	13	44	STILL CAUGHT UP Millie Jackson (Spring SP 6708)	47
20	MELLOW MADNESS Quincy Jones (A&M SP 4526)	12	45	SAFETY ZONE Bobby Womack (U.A. LA 544-G)	—
21	WHY CAN'T WE BE FRIENDS War (United Artists EA 441-G)	19	46	SATURDAY NIGHT SPECIAL Norman Connors (Buddah BDS 5643)	39
22	YOU Aretha Franklin (Atlantic SD 18151)	30	47	BOOGIE DOWN USA People's Choice (Epic KZ 33154)	24
23	DRAMA V The Dramatics (ABC ABCD 916)	36	48	ODE TO MY LADY Willie Hutch (Motown M6-838S1)	49
24	JOURNEY TO LOVE Stanley Clarke (Nemporer NE 433) (Dist. Atlantic)	26	49	HIGHER THAN HIGH Undisputed Truth (Gordy G6-972S1)	27
25	WHO AM I David Ruffin (Motown M6-849-S1)	32	50	A FUNKY THIDE OF SINGS Billy Cobham (Atlantic SD 18149)	50

soul waves

Randy Sterling at KGBC in Galveston is jumping with joy over the abundance of hot product out at the moment. "There's so much hot stuff out there that it's getting tough to pick what to play. I love it." New additions to the KGBC playlist include "Full Of Fire," Al Green; "Wake-Up Everybody," Harold Melvin and the Bluenotes; "Drive My Car," Gary Toms Empire; "You Sexy Thing," Hot Chocolate; "We're On The Right Track," South Shore Commission; "Eve," Angelo Bond; "Do You Know Where You're Going To (Theme From Mahogany)," Diana Roes and Afrodesia; Lonnie Smith. The hot LPs down there are "Pick Of The Litter" and "Let's Do It Again."

Don Mac, one of the music men over at KDAY said the station is now concentrating on LP cuts because the product currently being released are "killers" according to Don. A few of the LPs making noise in L.A. and KDAY include "Wake-Up Everybody," Harold Melvin and the Bluenotes; anything off the new O'Jays LP "Family Reunion," "Walk Away From Love," "Who I Am" and "It Takes All Kinds Of People," off the David Ruffin LP; "Who I Am," "Sagittarian Affair," off the Ronnie McNeir LP, Earth, Wind & Fire, "Gratitude" LP, especially "Devotion"; the new South Shore Commission LP featuring cuts like "Any Day Now," "Handle With Care," and the current single "We're On The Right Track" the new Dionne Warwick LP on Warners and "Sweet Thing," off the new Chaka Khan and Rufus LP.

J.D. Black, program director at KOKY in Little Rock is currently looking for two new announcers. Please send tapes to J.D. in care of the station at 723 West 14th Street, Little Rock, Arkansas 72202. New additions to their playlist include "Sing A Song," Earth, Wind & Fire; "School Boy Crush," AWB; "Wake Up Everybody," Harold Melvin and the Bluenotes and "Walk Away From Love," David Ruffin.

Richard Steele at WJPC called in to say that according to the latest Pulse survey WJPC is #1 with the teens in Chicago. Richard said the new product coming out now is tremendous and it's difficult to get some kind of trend, except red hot. "The music out now is fantastic, both LP and single wise." Things that are screaming in Chicago include "Once You Hit The Road," Dionne Warwick; "Wake-Up Everybody," Harold Melvin and the Bluenotes; "How High The Moon," Gloria Gaynor; "You're Fooling You," Ron Banks and the Dramatics; Blackbyrd's "Rock Creek Park," off their latest

LP "City Life," and "Change (Makes You Want To Hustle)," by Donald Byrd off his latest LP "Places And Spaces."

Robert Scott, program director at KYAC in Seattle is adding "You Sexy Thing," by Hot Chocolate; "Walk Away From Love," David Ruffin; "Boogie Fever," Sylvers and "Wake-Up Everybody," Harold Melvin and the Bluenotes to his playlist.

Rodney Jones, program director at the big WVON is said the disco thing is really rolling along. "The production is better and the big band sound is fuller and richer, especially noticeably in the Salsoul Orchestra LP." Future monsters include "Funky Weekend," Stylistics; "Puttin' It Down On You," Jackie Moore; "Inside America," Juggy Murray Jones, "Wake-Up Everybody," Harold Melvin and the Bluenotes and a new group on a new label, "Wonderful World," by the Crystal Generation on CMC Records out of Denver.

The first prize in an eight month long talent search conducted by WNJR in Newark was won by a girl who won't be able to use part of it for eleven years.

Six year old Newarker Tisha Campbell won a 1976 Granada after her rendition of "All Of Me" and "Them There Eyes" brought the capacity crowd at Rutgers University campus center to their feet in appreciation. Newark Deputy Mayor Carmen Blase presented the car keys to Tisha; the other half of the prize, which she will be able to use immediately, is a recording contract with All Platinum Records.

A second prize was awarded Jersey City's The Belltones, a vocal group, in the form of a color TV. The Electric Traffic of Newark scored an All Platinum recording deal as their second prize. Awarding the All Platinum prizes was Sylvia Robinson, who served as a judge along with representatives of Capitol, Buddah and Atlantic Records.

WNJR station manager Harvey Lynch was pleased with the event's success, commenting, "There is a tremendous resource of talent in our community that never seems to get the exposure it deserves. I'm glad WNJR could showcase the acts we've enjoyed this evening and award meaningful prizes."

More than 1,000 acts were auditioned leading up the Nov. 2 finals. Definite plans are being made for a competition next year.

WWRL, New York is sponsoring a "Super 16 Cash Giveaway," where listeners are invited to call in and guess the title and artist of oldies and recurrent records. They've got 16 seconds to complete their guess, with ten dollars to be made for each unused second. There are fine consolation prizes for those who bomb out.

WJPC, Chicago, is wrapping up the "Wake Up Jeff" contest. Listeners have been submitting creative ways of getting morning man Jeff Harrison out of bed for work each day in Nov., with a color TV in the offering for the most effective idea.

HOOPS DEPT. — The "Funky Five" of WWIN Baltimore have proved themselves basketball wizards by defeating the faculty of Forest Park Highschool 52-43. The nearly all-jock(?) team stages similar exhibitions each Friday evening as a way of raising money for the schools.

WTOY, Roanoke's basketball team, consisting of such notable athletic talent as Jerry Carter, Bobbie Knight and Jimmy Soul is also enjoying a successful season Bobbie — "We win mostly." The proceeds go to Christmas gifts and food for the needy. Last year \$1,500 was raised, and this year it's hoped the figure will reach \$2,000.

continued on pg. 49

POINTS WEST — Word came to **Cash Box** this week that **The Guess Who** have officially called it quits. According to **Larry Le Blanc**, who handled public relations for the group, the breakup was an amicable one with differences in musical direction cited as the cause. At this moment **Burton Cummings** is in Winnepeg laying down some solo tracks while guitarist **Dominic Triano** is in Los Angeles getting a group of his own together. Word from Le Blanc is that the group still has a two album commitment with RCA but that the band had no material in the can at the time of the breakup.

Keith Moon pulled another "let it all hang out" job at a recent **Cycle Sluts** show. Four Seasons members **Lee Shapiro** and **Don Ciccone** wrote the song "Carrie" which appears on **Frankie Valli's** most recent solo album. The Total Experience Recording Studios was the scene last week of some recording goings on with **Rick Wakeman** and **The English Rock Ensemble**. Engineering the production was **Paul Tregurtha**. Word along the financial grapevine is that Arista is thinking twice about dumping any more money into a **Patti Smith** ad campaign. On a creative level this columnist views that possibility a mistake. **Allan Clarke** recording a solo disk for Elektra. **Spencer Proffer** is producing the album which will include songs by **Bruce Springsteen**, **Janis Ian** and **Melissa Manchester**.

A quote from **John Prine**, who got his information from **Ramblin' Jack Elliott**, is that **Bob Dylan** and **The Rolling Thunder Revue** will be out west in January. Proving the dedicated performer **Prine** went on stage at his recent Roxy gig with a 103 degree temperature. There's some incredible recording action going down at The Village Recording Studios. In and out in recent weeks have been **Jennifer Warnes**, **Cash McCall**, **Bobby Womack**, **Woody Herman**, **Eddie Harris**, **The KGB Band**, **Ahmad Jamal** and **Baron Stewart**.

CUTTING DONNA'S CAKE: A specially constructed cake was the highlight of **Donna Summer's** return to the United States. The cake, fitted out with the likeness of Donna's album cover, took 26 hours to make and measured in at 3 feet long and 150 pounds. Correction. **Steppenwolf's** "Hour Of The Wolf" album has not been banned eleven times in a row. It is the eleventh consecutive Steppenwolf album that has been banned by Rolling Stone. **Al Stewart** sold out four consecutive shows at The Tower in Philadelphia. **Camel** in England recording their latest. Word has it that it's an all out rocker. **Brewer and Shipley** have cancelled their November European tour in lieu of their "Welcome To Riddle Bridge" album being released in England.



WORKING UP A SWEAT — Rory Gallagher, Irish guitarist extraordinaire, pictured in one of his more rave up poses. Gallagher's recent Santa Monica Civic gig shed new light on what secrets lurk behind axe mastery.

Flash Cadillac and **The Continental Kids** have a pair of gigs lined up for the latter part of November. Blue Unicorn Productions have just signed **Kidd Moon** to their recording auspices. **Earth, Wind and Fire** will be featured on **Flip Wilson's** upcoming television special. Caught **Fanny's** act at The Starwood last week and the consensus that they are one of the most underrated rockers around proved true. Catch them if you can. **Paris'** debut album on Capitol was recorded at the Record Plant in San Francisco under the production wings of **Jimmy Robinson**.

Toy Caldwell of The Marshall Tucker Band said of **Jimi Hendrix** in a recent interview "I feel that Jimi was the greatest rock guitarist that ever set his feet on stage. He was the first to play at high volume and really sound great."

New additions to this week's **Cash Box** album charts are disks by **Chicago**, **The O'Jays**, **Rufus**, **Neil Young**, **Michael Murphey**, **Jimi Hendrix**, **MFSB**, **Roxy Music**, **The Four Seasons**, **Kris Kristofferson**, **Pete Wingfield**, **Fleetwood Mac**, **Ted Nugent** (on the charts for the second time), **Creative Source**, **Bobby Womack** and **Spirit**. **Steve Fuchs** of this office literally went monkeyfruit over the single by **Kim Carnes** entitled "You're A Part Of Me."

There's been a rush of children oriented albums released of late. One is by **Captain Kangaroo** and a multi-volume recorded version of Sesame Street. Also in the wings is a Snow White record. A definite mover in the stream of consciousness musical area is "Nighthawks In The Diner" by **Tom Waits**. Members of **Crackin'** in town to witness **Fanny's** Starwood gig.

It looks like another New Year's blowout as **Black Oak Arkansas** and **Foghat** get together Dec. 31. The place Long Beach where only the strong survive. Don't forget The Starwood's turkey feed Nov. 27. For further info call 656-2200. The **Ronnie Laws** single "All Was There" has been adopted as the theme song by The Philadelphia Flyers hockey team.

Bill Withers dropped by **Cash Box** last week and told us that his two year layover between LPs was perhaps the most difficult time in his life. During that time he lived through the demise of Sussex Records and a divorce and had no time between legal consultations for his craft. His new Columbia LP, "Making Music" is a return to the basics, and Withers is ecstatic about it.

marc shapiro

EAST COASTINGS — **That Is An Error Dept.:** In the continuing saga of "find the Sensational Alex Harvey Band in New York," a Harvey rep. brings us the following up-to-date info. At the moment, Alex Harvey and co. are suing **Little Feat** for the latter's refusal to have the band on the bill with them at the Beacon Theatre, though contracts seem to have been fully executed. Also, despite advertising to the contrary, contracts were never signed (so the rep. says) for the group's alleged dates with **Procol Harum** at the Felt Forum nor with **Peter Frampton** and **Dave Mason** at Madison Square Garden. It seems there's a lack of communication between agency and group. Patience, patience.

NEW VINYL — **David Bowie's** new single is due out any minute, going by the title "Golden Years." (See singles review.) It is part of an upcoming LP which features the RCA artist with **Roy Bittan** (Springsteen's keyboardman), guitarist **Earl Slick**, plus assistance from **Alice Cooper**, **Peter Frampton**, **Bobby Womack** and **Ronnie Wood**. **Supertramp's** follow-up to "Crime Of The Century" is called "Crisis, What Crisis?" (See album review.) **Eno's** new one entitled "Another Green World" . . . Upcoming albums from **Columbia** round about the first of the year include the truly long-awaited new LP from **Laura Nyro**, the new **Bob Dylan** LP, plus works from **Janis Ian**, **Miles Davis**, **Andy Fraser**, **Journey**, **Loggins & Messina** (original material), **Mahavishnu Orchestra**, **Phoebe Snow**, **Kokomo**, and **Boz Scaggs**. Speaking of **Columbia**, **Bruce Springsteen's** next single is "Tenth Ave. Freeze-out" and it will probably be backed with a live track, most likely from a recent London gig. **Jefferson Starship** begin work on their new album shortly, with recording set to begin after Jan. 1. By the way, was **Mike Oldfield's** new album held up because first copies came through with two side twos? Anyway, the first release for **Virgin Records** via **Epic** in the U.S. is due any moment. (See album review.)

THE RIGHT MIXTURE — **Cuba Gooding**, lead vocalist, and **Luther Simmons**, vocalist and arranger for the **Main Ingredient**, were in New York last week solidifying plans for a number of future projects. These include developing their own company, **Supergroup Productions**, which is now recording albums by a group named **Family Affair**, vocalist **Johnny Brown** (you may remember the heavy-set fellow from "Laugh-In") and a band on **Buddah** called **Charisma**. They're also working with filmmaker **John Henry** on a short subject examining a small part of their lives as a touring group, with more shorts and a feature length work in the planning stages. Gooding's reasons for branching out? — "Although we've been a successful group, I can't see us de-



A SUMMIT MEETING AT THE BOTTOM — Among the various luminaries present at **Terry Garthwaite's** opening at the **Bottom Line** in New York recently were the two gentlemen pictured above, commonly known as **Clive Davis**, president of Arista Records (for which Terry records) and a certain promoter going by the title **Bill Graham** (in town to coordinate activity for **Z.Z. Top's** Felt Forum appearance).

pending forever on disk jockeys' feelings about our particular style of music for our livelihood. Through producing we can stay ahead of musical trends without compromising our own musical conception."

OFF THE OLD BLOCK — **Willow Wray**, currently doing vocals with **Terry Garthwaite**, is, in fact, the ever-legendary **Fay Wray's** niece. Speaking of **Arista**, the label has signed the group **Movies**, a product of this city's bowery club scene. **The Beacon Theatre** celebrated its first anniversary as a rock venue last week. It was one year ago that the current live show schedule was introduced with the production of "Sgt. Pepper's Lonely Hearts Club Band On The Road." **10cc** were forced to cancel a few dates on their current first headlining tour of the U.S. due to a case of strep throat being suffered by **Eric Stewart**. They will resume dates shortly following a break spent in England, and make up some missed dates at the end of the tour. **Ralf Hutter** and **Florian Schneider** of **Kraftwerk** are doing a seven-city promo tour for two weeks beginning at the end of the month. **Eliot Randall** of **Sh-Na-Na** fame guests on guitar and drums on **Larry Harlow's** new **Fania** album. **Savoy Brown** will be playing the **Bottom Line** next month.

TSK, TSK — **Bay City Roller Les McKeown** was given a three months suspended sentence and fined 1,100 pounds for allegedly attacking photographers during a performance by the group in Oxford last June. **Yes' Jon Anderson** threw a party for various sorts at his Buckinghamshire home a couple of weeks ago, attended by various sorts including **Bill Bruford**, **Vangelis Papathanassiou**, **Alan White** and various others. The high point was a fireworks show staged by Yes' much-experienced stage crew. **The National Association of Women in Music, Inc.** is enjoying great response in terms of membership applications, according to the organization's president **Connie de Nave**. The name is **Hohner**, again, **Hohner** — a company rumored to be making excellent harmonicas and other instruments, not to be confused with **Hebner**, **Hobner**, **Hoover** or any derivative thereof. **Elvin Jones** goes into the studio Dec. 9 to record his second LP for **Vanguard**. **Columbia Records** has signed the **Sutherland Brothers and Quiver**. **Don Kirshner's Rock Concert** airing Nov. 29 in NYC and Nov. 27 in L.A. features **Janis Ian**, **Chuck Mangione Quartet**, and **Pure Prairie League**. **Roxy Music** single, from the "Siren" LP, will be "Love Is The Drug". Big bash thrown by **Little Feat** at the Watergate in D.C.; luminaries in attendance included **Tracy Nelson**, **David Blue**, **Bonnie Raitt**, **Tom Waits** and several **Cash Box** types. From **New Music Dist.**, we hear that **Watt/3** from **Watt Works** will be out this week, featuring **Michael Mantler's** "13" and **Carla Bley's** "3/4." "3/4" was premiered in March 1974 in New York with **Keith Jarrett** as soloist.

bob kaus

pop picks

1975: THE DUETS — Dave Brubeck and Paul Desmond — A&M SP 703 — Producer: John Snyder — List: 6.98

Over the years the most exciting excursions into the world of creative jazz have been those in which two greats have gotten together to trade and compare their creative chops. On this segment of a five part Horizon series, Dave Brubeck and Paul Desmond prove that such couplings are classic in returns. Brubeck's piano and Desmond's alto play at close parody through a series of metered jazz compositions. Preferred listening is on the likes of "These Foolish Things," "You Go To My Head" and "Alice In Wonderland."

SWEET HANDS — Dave Liebman — A&M SP 702 — Producer: Ed Michel — List: 6.98

To set one's goals for total creativity is to reach at all times. Such has been the work of Dave Liebman; a work he continues in a positive vein on "Sweet Hands." The many jazzical moods dart and glide on various levels of feel as progressions form an interlocking series of musical panels. Top listens on this journey into the musical new include "Within You Without You," "Dark Lady," "Leane" and "Dr. Faustus." "Sweet Hands" by Dave Liebman is the sum total of musical truth and how it is found.

DON CORNELIUS PRESENTS THE SOUL TRAIN GANG — Soul Train BVL-11287 — Producers: Don Cornelius and Dick Griffey — List: 6.98

From the show that brought you more soul comes the music that launched a thousand dance floors, "Don Cornelius Presents The Soul Train Gang." Through a series of highly moveable numbers lies a closeup view of exactly what makes this kind of music work. A heavy, percussive laden rhythm and some driving bass lines make each song equally good as a listen or bodyshaker. Top cuts on this album include "Music On My Mind," "Searchin' For Another Love," "Baby Open The Door" and "I Can Do It All Right."

BESERKLEY CHARTBUSTERS VOLUME I — Various Artists — Beserkley BZ-0044 — Producers: Matthew King Kaufman and Glen Kolotkin — List: 6.98

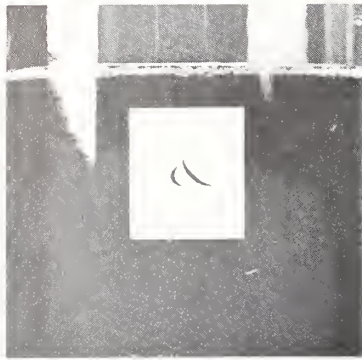
This sampler of the Beserkley recording stable showcases a roster bound and determined to bring a slightly English sixties sound to 1970's pop music. The lyrical content of each song is simplistic while maintaining a crisp pop intelligence with the music uniformly rocking or plaintive as each composition demands. Top returns to a yesterday mentality include "Friday On My Mind" by Earthquake, "The New Teller" by Jonathan Richman and "All The Right Reasons" by Greg Kihn. "Beserkley Chartbusters" is the definitive blast from the past.

GOOD MORNING CAPTAIN — Captain Kangaroo — Chelsea CHS 700 — Producer: Stephen Bedell — List: 6.98

"Good Morning Captain" is a literal translation of the long running television series and, as such, effectively and entertainingly mirrors the philosophy of the show. The good Captain and assorted friends weave the perfect childhood fantasy through songs and stories. Top journeys into youth include "I Wanna Be A Child When I Grow Up," "I'm Gonna Make It Myself," "Good Morning Captain" and "Winter On The Farm." "Good Morning Captain" by Captain Kangaroo is the best argument in the world for not getting old. Hey! That's mine.

I WANT THE WORLD TO KNOW — The Best Of Both Worlds — Calla LPS-5003 — List: 6.98

The Best Of Both Worlds have this thing about everything working and everything fitting. The vocals. The music. On "I Want The World To Know" it all comes together in a soul/pop amalgamation that just won't quit. The singing on uptempo and ballad numbers is equally emotion filled while the intelligent use of strings makes for solid footing on those same mellow moments. Top listens include "Theme From I Want The World To Know," "Anyway The Wind Blows," "Lost In A Shuffle Of Love" and "Momma Bakes Biscuits."



Promoters' Shows Decline In '75 fr pg. 7

Zuckerman feels that in general business is down 15 to 20 percent, but that it is picking up. He plans to utilize packages that he sees agencies willingly putting together, in order to assure that the recent situation does not repeat itself.

Boston's Don Law also sees the concert business in general down approximately 20 percent and attributes it to tight money and the glut of acts. "There is a west coast syndrome, of acts not wanting to tour in the east when it is cold. They want to get here in Oct. and Nov. and get out. There has to be more coordination between the acts, the agencies and the record companies so that acts can come through without jamming up. You lose the special event excitement with 20 big acts in town in a month or two."

Larry Magid of the Electric Factory in Philadelphia has not felt the effects of tight money or of too many acts.

"Business has been very good, I can't say it's great or excellent, but compared to last year at this time we're at least 20 percent ahead," he said. He does sense more selectivity on the part of audiences and feels that "you have to give them more than their monies worth and that's what we're trying to do."

Jules Belkin of Cleveland also says

that "business is holding up, I'm satisfied." He attributes not being hit badly by the recession somewhat to the fact that the Cleveland area seems to have the ability to support a wide range of acts because of a more divergent mass taste.

Cash Box asked Belkin what happens when an act does considerably less business than is expected.

"When it is generally acknowledged that an act is going around and really stiffing all over and the act wants to show good intent, there are adjustments," he said. The consensus among promoters is that when an act draws poorly ("realizes that they made too much money" to quote Magid) that often either the group will reduce their guarantee or agree to try and make it up next time around.

Says Magid "When a group that did poorly comes around next time and says 'We want this much' you say 'Well, I lost this much and if you can't make it up to me in the guarantee or the split then there's no sense working. Find somebody else that'll be foolish enough to pay it'."

Law concurs, saying "If managers and agents take the position then we'll bleed 'em for all we can get and the promoter be damned, then you don't forget that. We're going to be here for a long time, and they usually try to make it up."

Atlantic Music's Goldsen, Desiderata's Randell Ink Joint Publishing Pact

HOLLYWOOD — Atlantic Music Corp.'s Bo Goldsen and writer, producer, arranger Denny Randell of Desiderata Music have entered into an agreement whereby their companies will jointly

publish songs by Randell and other writers.

Randell's recent hits include "Swearin' To God" (Frankie Valli — Private Stock) and "I Wanna Dance Wi'choo" (Disco Tex — Chelsea), as well as most of the songs in the recent album "Disco Tex And The Sex-o-lettes Review," in collaboration with Bob Crewe.

Randell has over 30 hit songs to his credit in the past ten years, including: "A Lover's Concerto" (The Toys), "Let's Hang On," "Workin' My Way Back To You" and "Opus 17," all by the Four Seasons.

As a producer, Randell's recent opuses include Tim Buckley's album "Sefronia" and The Iron Butterfly's "Scorching Beauty," their recent MCA LP.

Denny and his wife and co-writer, Letty Jo are exclusively signed to this venture. Together the Randells have several songs released this year by the Osmonds and Disco Tex. Randell and Goldsen will engage in artist development and production as well as provide new material for all artists in the recording field. Criterion Music Corp. will administer.

Ingredient, F,H&C In RCA Soul Bowl

NEW YORK — RCA Records launched a "game plan" marketing campaign built around the appearance at the fifth annual Whitney M. Young Memorial Football Classic at Shea Stadium here by the Main Ingredient and Faith, Hope and Charity. Both groups provided pre-game entertainment.

Pre-game flyers were distributed to record outlets, a special radio spot commercial was produced for WBSL, ticket giveaways were offered on WWRL and "Shame On The World," Main Ingredient's new LP, plus their catalog and "Faith, Hope and Charity" were advertised in the game's program.

Mailing of both albums was made to RCA sales and promotion staff, and reviewers, well before the game. The campaign was organized by RCA product manager Doree Berg.

Kirshner Signs Ron Dante To Publishing Pact

HOLLYWOOD — Don Kirshner has announced the signing of singer/songwriter Ron Dante to his organization. Dante, lead singer on the Archies' hits, presently co-produces Barry Manilow.

The signing marks a continuation in a return to Kirshner's emphasis on publishing. Over the past year Kirshner has seen three Neil Sedaka tunes hit the number-one spot: "Laughter In The Rain," "Bad Blood" and "Love Will Keep Us Together."

Kirshner, whose career was launched at Aldon Music in the 1950s, had such singer/writers as Carole King & Gerry Goffin, Barry Mann & Cynthia Weil, Bacharach & David, Neil Diamond and Sedaka among others under contract during the Aldon years.

Goody Fete Set For Nov. 29

NEW YORK — Over 800 will attend the testimonial dinner in honor of New York retailer Sam Goody at the Americana Hotel, Nov. 29. With Sam Levenson as guest speaker the dinner is part of a fund raising drive to establish the Sam Goody Cultural and Recreational Center in Israel.

Licata, Cato Exit U.A. Posts

HOLLYWOOD — United Artists Records vice-president of creative services Bob Cato and vice-president of sales and marketing, and label general manager Sal Licata have exited their respective posts at the label, effective last week.



Rory Gallagher Atlanta Rhythm Section

SANTA MONICA CIVIC, L.A. — The primordial beginnings of rock and roll are steeped in a lore of rebellion. The very rough of the genre is a musical slap in the face of all that is staid and expected in our culture. But, with rare exception, the aura of revolt has been replaced with sophistication and a literal loss of what rock is all about.

Rory Gallagher at The Civic was a return to that street corner harshness of the rock beast.

Gallagher (a Chrysalis rocker in revolt) strayed little from hard-edged rock and blues as veteran fingers did a fretboard fantastic through some deadly chord progressions. The overall speed exhibited by Gallagher in the course of his runs did not, however, detract from the session to clarity. Each note stood in momentary detail before being kicked from the spotlight by the next; all in rapid-fire musical succession.

Gallagher's forays into the definitive blues school was highlighted by a midset acoustic excursion which featured an ode to alcohol and a stand up salute to Leadbelly.

A major plus in Gallagher's hard attack was the deft payoff with the members of his backing band. Guitar riffs blended smoothly with bass and keyboard movements for a sonic feel that aided and abetted the raucous backbone of the music.

Rory Gallagher at The Santa Monica Civic was the hard rain that fell.

The Atlanta Rhythm Section provided a formidable opening ground via a series of southern fried musical bombers that proved a wall of sound musical rush. The band (a Polydor down south) showed off as well versed in the boogie arts and sciences as the basic body of rock was peeled back and its musical entrails exposed. The Atlanta Rhythm Section were the perfect rock medicine for what

m.s.

Hodges, James & Smith

ETC. CLUB, L.A. — There is no nicer way to spend an evening when you see three soulful sisters work out in the intimacy of a small club. Hodges, James & Smith are three gals that know how to present a well-balanced show. Pat Hodges is the funny lady. Denita James is the foxy lady and Jessica Smith is the lady that can sing the blues. When you combine all three elements you get dy-no-mite. Opening their show with "Nobody," they took the crowd on a musical journey that was sensitive, warm and emotional. Even though the girls specialize in ballads, they all can get down to the nitty gritty and be ultra funky.

The highlight of their show was when Jessica was spotlighted on "A Time For Us." This sister got down with her powerful soprano voice reaching the fifth dimension as she made her voice an instrument of pain and beauty.

The girls also did their last hit single "I Who Have Nothing." This version is nothing like Tom Jones, but more in the HJ&S style. Their version carried more soul, drama and vitality packed into the lyric. Another interesting tune the girls did was regarding each of the girls astrological signs. Pat sang I am Capricorn, Denita about being a Sagittarius and Jessica a Pisces.

The gals closed the evening with Earth, Wind & Fire's "That's The Way Of The World." A beautiful tune with a beautiful message for everybody.

j.i.

Harry Chapin

SANTA MONICA CIVIC AUDITORIUM, L.A. — One speculates on the perfect setting for a Harry Chapin performance. I'd say maybe some barroom in Belfast. He looks the part. And his purposeful story songs would have a teary-eyed audience on its feet in drunken toast (or rage) in no time.

This auditorium serves its purpose well enough, though. It can seat a little over 2,700. It did tonight. And in no time Harry had them all standing. And they weren't even drunk.

This evening the crowd was particularly receptive to the special kind of appeal Harry had to offer. Like the firebrand Irishman, he took special care in working them up. Following his brother Tom, Harry joined a familiar gathering onstage and, in street clothes, announced he felt good enough to go "as long as it would take" in order to get the job done.

He then launched into a series of song. When he finished that one, he did another. (Chapin's announcement to the crowd must have also been directed to himself: his songs are lengthy and he jokes out loud that it doesn't take but a few of them and an hour has gone by. Not only do they tax time, but the performer.)

Like the emotional Irishman, Harry weaves stories that involve the listener on a personal level. His songs about taxi drivers and old lovers, nervous young boys and lonely wives are drawn from what would appear to be personal experiences, full of the fiber his fans can relate to.

At his best moments, Chapin fills in part of the gap left with the death of Jim Croce. "Mr. Tanner" — the small town singing tailor who is convinced by his friends to "give it a try" in showbusiness, only to be rebuffed by a callous critic — raises goosebumps. His tale having to do with the night watchman and the waitress, two people lonely as hell, opening to confess to one another "anyplace is a better place than this" . . . reaches out to say "it's alright, I've felt that way too."

He further endears himself to the audience by indulging in answers to their comments. The timid query, "How's Sandy?" (Chapin's wife) drew a lengthy response from the spotlight, quite easily.

By intermission, the house was thoroughly relaxed.

John Prine Leon Redbone

THE ROXY, L.A. — The man with the rubber legs ambled to the stage powered by the omnipresent low-cut black sneakers with his hair standing straight up despite attempts to comb it back. The ¾-time genius wearing suspended jeans once again resurrected from the Goodwill box by an iron on patch turned in one of the very best of the many sets I have seen him do, from his Cheshire greeting to the audience to the closing notes of his encores.

John Prine is by far one of the finest talents in folk-styled lyric portraiture and acoustic songwriting to emerge from the Chicago area. His stage presence, like fellow Chicagoan Steve Goodman's comes closer to the living room atmosphere of play and counterplay between artist and audience than the vast majority of performers I have seen in the last ten years. Among the tunes he did were his classic "Illegal Smile," "Donald And Lydia," "Sam Stone," "The Great Compromise," "Rocky Mt. Time," "Pretty Good," the "Late John Garfield Blues" and a personal favorite "Saddle In The Rain."

Later I found out that this fine performance was given under the duress

The second half of the evening gave way to blarney. The sweet part, the four-leaved portion had to do with "guest" features where the headliner acknowledged his support. Harry backed off long enough to let his brothers do a song each. Steve, on piano, delivered a beautiful ballad "I Let Time Go Easy (When I'm With You)." Tom, who had opened the evening, let fly with a novelty number, "My Name Is Morgan, But It's Not J.P." It was at this point that we caught the strange feeling of fury beginning to boil in our gut.

At first we thought there might be some jealousy within the family, that the older brother occupies the star position. Inasmuch as both Tom and Steve are better natural singers than Harry, however, another proposition came to light: pure tension for the home stretch.

As the climax of the show grew near, Chapin would end each song with a first raised flourish, pantomining "we made it." And like the fighting revolutionary we have thus far likened him to, he began to address the issue of the underdog. Within his delivery of "Sniper" and "Bummer" — songs about the unloved and forgotten who last out in their inability to be recognized, Chapin seemed to lose control.

We must qualify here. While the audience stayed with him all the way, growing more excited in fact, as he built to a vocal frenzy, it must be recognized that these songs leaned more on emotion and less on creativity. The storylines were most predictable, and the singer's involvement became deeper than the means at his command. Both of these numbers included screams straight from the throat, Chapin nearly losing his speaking voice by their completion. My date and I were still coughing in sympathy two or three miles away from the theatre. Nonetheless, Harry knows his limitations and apparently saved these popular tunes precisely to the end of the show for that reason.

Despite the technical uneasiness that we experienced, the critic's disparity between structural balance of the two sets, the crowd was highly pleased by the fare and offered their thanks with a standing ovation.

We hope Harry keeps his nose clean and lives to write a lot more songs.

s.f.

Little Feat Head East

BEACON THEATER, NYC — Among the more unpretentious rock bands in the business, Little Feat is a name to look at more than once. With six musicians (two guitars, keyboards, drums, percussionist and bass), Little Feat produce a full sound that is danceable while at the same time quite listenable. Proof positive of this is the two encores demanded by the sro crowd at the Beacon.

Listening to Lowell George and Paul Barrere exchange guitar licks is as smooth as sliding down a grease pole, and Bill Payne on assorted keyboards is a skilled and versatile performer. Little Feat relies strongly on group consciousness and harmonies. Lowell George's lead vocals point out his nature as a rock 'n blues singer. Some of the highlights of the show were "Borderline," "Long Distance Love" and "High Time."

In a time when a great deal of rock bands have become undistinguishable from one another, it's always a pleasure to witness a band that stands apart exhibiting their own concept of rock 'n roll. Little Feat does this handily, no huge productions, no glitter. Indicative of their musical style is their latest WB album, "The Last Record Album," which is currently bulleted on the **Cash Box** charts.

Opening the show was A&M recording artists Head East, a band that shows great promise in the foreseeable future. Highlighting their set was "Never Been Any Reason," a recent addition to the **Cash Box** pop charts.

m.s.

Urszula Dudziak Michal Urbaniak & Fusion John Klemmer

TROUBADOUR, L.A. — The audience at the Troubadour this evening was a bit taken back, we believe. Taken back to the late fifties, in spirit anyway, to the days when you wandered into an art gallery to get a peek at some modern art. You gawked at it for awhile, cocked your head from side to side and finally ventured that "maybe they've hung it upside down."

Quite obviously, this music was over my head by several gallons. I can tell you who played it (Joe Caro, guitar; Bazsil Farrington, bass; Buddy Williams, drums; Tom Garvin, keyboard); I can tell you it was technically right on (the group, together as a unit only two months, was extremely tight and musically precise). But to interpret . . .

It was free form . . . lots of fast-changing configurations . . . sometimes dissonant. It was a soundtrack to one of those European cartoons that incorporates sound effects with vocal colorings ranging from operatic non-stop modulations to staccato outbursts of individual notes — the singing from Urszula, who has a tremendous range and keeps up an animated rhythm on electric congas. It also has unique input from Urbaniak's *Iyricon* — a five-stringed bodiless electric violin. Michal sawed mercilessly up and down the octaves, casting Svengali-like glances across the stage at Urszula who threw back her head in laughter. Was it an inside joke?

Whatever it was, it was definitely avant-garde. On that count, Clive Davis again has his bases covered (this is an Arista act).

John Klemmer, who plays slow-motion choreography in body language as well as saxophone, opened the evening with a moving set of more conventional jazz. Improvisational as it was, it was much easier to follow by nature of a subconscious more used to hearing this type of music.

s.f.

continued on pg. 49

Every Gamble Is Carefully Planned At ABC

fr pg. 31

staffers Ron Chancey and B.J. McElwee, Joe Deters, Brian Langlois and Tony Tamburano represent the finest people working for any country label today.

"We try to stay involved on all fronts and be a total country & western label. What's in this year, may be out next year. We've got to be flexible. If we're going to sell our product, we must be in touch with what's happening today. It's our capacity to understand today's music that enables us to prepare for tomorrow's trends. It's true of ABC not just in country, but across the board."

Anchor Across The Atlantic

Anchor Records, ABC's wholly owned British subsidiary label, was formed in October of 1974 under the direction of president Ian Ralfini. The tasks set for the young label are two-fold, the distribution of all ABC product in the United Kingdom and the search for, and development of, new talent. Albums produced and released under the Anchor banner will be marketed, by Anchor, in England and distributed by ABC in the United States.

Under Ralfini's leadership, Anchor has been able to maintain a "small, high quality operation." The maximum number of acts projected for its completed artist roster is fifteen. This small number "allows intensive personal involvement in the development of each act" according to Ralfini, and is high among the label's primary goals.

Anchor Records' first-year releases were led off with the debut album by the British five-man rock band, Ace. The album "Five-A-Side" included the group's hit single "How Long" and climbed high on both the British and American charts. Among other Anchor releases are albums by Philip and Vanessa, Sam Leno, Cole Younger and Suzie Webb.

"Elastic" by British rock group Stretch is the most recent LP to be issued by the label. Both the album and the first single to be released from it "Why Did You Do It?" have enjoyed a initial success, maintaining high positions on the British charts. ABC's performance in support of such Anchor artists as Ace and Stretch has been the source of much gratification at the British label.

In addition to the excitement generat-

ed by Anchor's new talent, company executives are thoroughly enjoying sifting through the extensive ABC catalogue. There is great enthusiasm about acts like Rufus with Chaka Khan, Joe Walsh, Steely Dan, Poco and John Mayall.

Ralfini is enjoying the relationship with ABC because it goes well beyond that of a typical licensee. The acts mentioned above have received extensive tour support in England through Anchor and the symbiotic relationship has proved successful because of the extensive merchandising and distribution support ABC is able to provide for Anchor product in the United States.

Money For Progress

Si Mael joined ABC as vice president in charge of financial affairs in May 1975. His job is perhaps the hidden key to ABC Records day-to-day operation. Mael quite frankly stated, "Our essential concern is setting a climate that's conducive to providing all the information necessary to running this business. We seek to establish cordial relationships with everyone we deal with, from artists to suppliers. They're looking for prompt and considerate treatment, and it's ABC's aim to accommodate them. We're constantly looking to improve our relationships with artists, publishers, producers, managers and customers."

"Based on our existing roster, the signing of established artists and the development of new artists, we have forecast a substantial increase in domestic sales. The restructuring of our foreign affiliates will improve our international income. In all, we look for 1976 to be a year of achievement. Our working relationship with each department is intimate. Each tells us what it expects to achieve and we make all arrangements necessary to achieve the goals that they prescribe. It's essential that we cooperate as a team."

Mael, though new to ABC, is well aware of the label's artistic aim and seeks to make that a reality through his department's efforts: "We're building ABC and making it grow to the fullest extent that financial planning can allow. I feel that ABC will have a substantial singles volume in 1976, but a far greater emphasis will be placed on LPs. One of the areas I'm always questioned about is new

acquisitions. Jerry Rubinstein discusses the terms of the proposed new deals with me. Some superstars may be in line for heavy deals, but each bears careful analysis by everyone before it is approved. We may make a substantial investment, but it's not without careful consideration. The numbers of today's deals may seem astounding to the layman, but when you consider the worth of a super act to a label, they make good business sense.

"ABC is an effective force in the marketplace. I've witnessed coordinated marketing through our branch system and I realize that the ability of bringing home a given artist and his product is there. All the elements of an artist's campaign are brought together before the release of a record, not after. It's this kind of planned attack that's going to sell product. At ABC, we're into organized spontaneity. Because we have substantial investments in our artists' respect, attention and zeal are demanded on all fronts. The industry is moving forward and we sense a need for greater artist commitment than ever before. The industry has felt the recession, but I see an overall improvement developing. Because we deal on every level, from the artist to the customer, I feel we have an edge that will emphasize our growing importance in this industry."

Feeling The Need On All Levels

What is impressive about each division of ABC Records is the determination to interact successfully. Surely, there are growing pains attached to any creative business, but the perseverance serves to remind us of the dedication that is at work daily. Pam Stark, national media coordinator, put it well saying, "We'd be lost without each other. This business is too complex to rely on any one individual. I've been at a number of record companies, but I feel most at home here. Perhaps it's the proximity, but I feel a togetherness here that is refreshing. Crazy as it gets sometimes, I know we'll do what has to be done." From the classical department to a&r, from r&b to Nashville the pervasive tendency is towards action, not blind and haphazard, but meaningful and effective. True, the changeover in administration hasn't been easy, but the results have been significant and the overall impression that ABC gives lends credence to the contention that 1976 will be "their year."

'Sedaka's Back' Certified Gold

HOLLYWOOD — Neil Sedaka has been certified by the RIAA, as having earned gold status with his first Rocket Records LP, "Sedaka's Back."

The album includes Neil's hit singles "Laughter In The Rain," "The Immigrant" and "That's When The Music Takes Me," as well as the hit "Love Will Keep Us Together." Neil wrote two of the songs himself and co-authored some tunes with Phil Cody and others with Howard Greenfield. The album was recorded in both the United States and in England. Certain cuts from "Sedaka's Back" were produced by Neil Sedaka and Robert Appere with others produced by Neil in association with 10cc.

Paunetto Jazz Album 1st Pathfinder Effort

NEW YORK — Newly formed Pathfinder Records has released a first album featuring latin-jazz vibraharpist Bobby Paunetto and musicians from the latin-jazz field. Most of the compositions were composed by Paunetto who co-produced the album with Fred Weinberg.

Co-Production Pact For Chalice, Renzetti

HOLLYWOOD — Chalice Productions has signed Joe Renzetti to an exclusive co-production agreement according to label principals David Chackler and Lee Lasseff. Chalice will now represent Renzetti in all his production efforts.

Renzetti will operate from the organization's headquarters office in Los Angeles, at 8467 Beverly Blvd., Los Angeles 90048; (213) 658-7002.

Renzetti has been involved creatively, either as producer or arranger, with songs and artists such as Barry Manilow, including the "Mandy" and "Could This Be Magic" singles and the "I" and "II" albums; Gary Glitter, Cashman & West, Spanky and Our Gang, Wayne Newton, Al Hirt and Tony Orlando & Dawn.

As an arranger, Renzetti is currently represented by the David Geddes chart single, "A Blind Man In The Bleachers."

His first hit as an arranger was The Sapphires' "Who Do You Love." He was the first arranger for Gamble and Huff and was involved with "Together" and "United" by the Intruders.

The Renzetti list also includes Bobby Hebb's "Sunny," "I Dig You Baby" by Jerry Butler, "98 6" by Keith, "Let The Good Times Roll," by Bunny Sieglar, Neil Diamond's "Two-Bit Man Child," and the James Darren version of "Mammy Blue."

Chalice now has working arrangements with labels including 20th, Capitol, Arista and CBS. Chalice also has exclusive U.S. distribution rights to Bradley's Records, an ATV label in the United Kingdom, which it operates through 20th.

Chalice artists include Rusty Wier, Mark Ashton, Errol Sober, Steven Fromholz, Jack Carone, and the band Charlie. Current production includes producers such as Glen Spreen, Chris Bond, Don Williams and Roger Harris.

ASCAP Awards Set For Dec. 3

NEW YORK — The winners of the eighth annual ASCAP-Deems Taylor Awards will be announced on Dec. 3 by president Stanley Adams of the society. The ceremony will be held in the ASCAP boardroom, 1 Lincoln Plaza at 3:30 p.m., where authors of winning works will receive checks and plaques, with publishers of the winning works receiving plaques as well. The deadline for submitting non-fiction books or articles on music and/or its creators published in 1975 has been set for March 31, 1976.



BMI HAS JONI — Joni Mitchell has resigned an exclusive, long-term agreement with Broadcast Music Inc. (BMI), the performing rights organization. On hand for the official signing ceremonies were (from left): Ron Anton, BMI vice president of performing rights-west coast; Elliot Roberts, Ms. Mitchell's manager; Joni Mitchell; Gil Segal, chairman of the board of Segal and Goldman, Inc., the artist's business managers.



HAIL TO THE CHIEFTAINS — The first full-scale tour of America by Island recording group The Chieftains got off to a triumphant start with a sold-out performance at Avery Fisher Hall last week. The Irish traditional group recently released the LP "Chieftains 5." The Chieftains can also be heard on the soon-to-be-released soundtrack to Stanley Kubrick's new film, "Barry Lyndon." Shown above backstage following several encores at Avery Fisher Hall are (l. to r.): George Schutz, the promoter of the concert; Paddy Maloney, leader of The Chieftains and producer of "Chieftain 5" and Herb Corsak, vice president of Island Records.

CASHBOX RADIOACTIVE

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

TITLE	ARTIST	LABEL	% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
1.	Love Rollercoaster	Ohio Players — Mercury	24%	44%
2.	I Write The Songs	Barry Manilow — Arista	19%	62%
3.	Theme From Mahogany	Diana Ross — Motown	18%	33%
4.	Fox On The Run	Sweet — Capitol	15%	57%
5.	I Love Music	O'Jays — Phila. Int'l.	15%	29%
6.	Over My Head	Fleetwood Mac — Reprise	15%	35%
7.	Evil Woman	Electric Light Orchestra — U.A.	15%	26%
8.	Saturday Night	Bay City Rollers — Arista	12%	73%
9.	Convoy	C.W. McCall — MGM	12%	20%
10.	Walk Away From Love	David Ruffin — Motown	10%	31%
11.	You Sexy Thing	Hot Chocolate — Big Tree	9%	46%
12.	Let's Do It Again	Staple Singers — Curtom	9%	82%
13.	Rock 'N Roll All Night	Kiss — Casablanca	9%	18%
14.	Country Boy	Glen Campbell — Capitol	9%	20%
15.	#18 With A Bullet	Pete Wingfield — Island	7%	63%
16.	Winners And Losers	Hamilton, Joe Frank & Reynolds — Playboy	7%	19%
17.	Woman Tonight	America — W.B.	7%	14%
18.	Part Time Love	Gladys Knight & Pips — Buddah	7%	34%
19.	Times Of Your Life	Paul Anka — United Artists	5%	18%
20.	Sky High	Jigsaw — Chelsea	5%	86%

vital statistics

looking ahead

#80
He Ain't Heavy, He's My Brother (3:54)
 Olivia Newton-John — MCA 40495
 100 Universal Plaza, Universal City, Ca.
 PUB: Harrison/Jenny — ASCAP
 PROD: John Farrar
 WRITERS: Bob Russel & Bobby Scott
 FLIP: Let It Shine

#83
Somewhere In The Night (3:31)
 Helen Reddy — Capitol P-4192
 1750 No. Vine, Hollywood, Ca.
 PUB: Almo/Irving — ASCAP/BMI
 PROD: Joe Wissert
 WRITERS: R. Kerr, W. Jennings

#83
Birmingham Blues (3:09)
 The Charlie Daniels Band — Kama Sutra (Buddah) KA 606
 810 - 7th Ave., N.Y., N.Y.
 PUB: Kama Sutra/Rada Dara — BMI
 PROD: Paul Hornsby by special arrangement with Don Rubin
 WRITER: Charlie Daniels

#85
This Old Man (2:40)
 Purple Reign — Private Stock PS 45052
 40 W. 57th St., N.Y., N.Y.
 PUB: Ralldoyenon — BMI
 PROD: Mike Natale

#89
Somewhere In The Night (3:38)
 Batdorf & Rodney — Arista AS 0159
 1776 Broadway, New York, New York
 PUB: Irving/Rondor (London Ltd.) — BMI
 PROD: Tom Sellers, Clive Davis
 WRITERS: R. Kerr, W. Jennings
 FLIP: Ain't It Like Home

#91
I Cheat The Hangman (4:20)
 Doobie Brothers — Warner Bros. WBS 8161
 3701 Warner Blvd., Burbank, Ca.
 PUB: Warner Bros. — ASCAP
 PROD: Ed Templeman
 WRITER: Patrick Simmons

#93
Valentine Love (3:07)
 Norman Connors — Buddah BDA 499
 810 - 7th Ave., N.Y., N.Y.
 PUB: Electrocord — ASCAP
 PROD: Skip Drinkwater for Brooke Prod., Inc.
 WRITER: M. Henderson

#94
How High The Moon (2:50)
 Gloria Gaynor — MGM M14838
 7165 Sunset Blvd., Los Angeles, Ca.
 PUB: Chappell — ASCAP
 PROD: Meco Monardo, Tony Bongiovi, Jay Ellis for DCA Records
 WRITERS: Morgan Lewis, Nancy Hamilton

#97
Paloma Blanca (3:27)
 George Baker — Warner Bros. WBS 8115
 3701 Warner Blvd., Burbank, Ca.
 PUB: W.B. — ASCAP
 PROD: Hans Bouwens
 WRITER: J. Bouwens
 FLIP: Dreamboat

#98
The Man On Page 602 (2:10)
 Zoot Fenster — Antique IRDA 106-A
 IRDA, 911- 17th Ave. So., Nashville, Tenn.
 PUB: Georgene — BMI
 PROD: D. Corey, B. Fischer
 WRITERS: G. Winters, H. Fischer, E. Strasser
 FLIP: Vinegar In My Wine

#100
In The Winter
 Janis Ian — Columbia 3-10228
 51 W. 52nd St., N.Y., N.Y.
 PUB: Mine & April — ASCAP
 PROD: Brooks Arthur
 WRITER: Janis Ian

101 **LOUISIANA LOU AND THREE CARD MONTY JOHN**
 (Richard Betts/No Exit — BMI)
 Allman Bros. Band (Capricorn CPS 0246)

102 **WHAT'S COME OVER ME**
 (W.I.M.O.T. — BMI)
 Margie Joseph & Blue Magic (Atco 7030)

103 **(I'M GOING BY) THE STARS IN YOUR EYES**
 (Groovesville — BMI)
 Ron Banks & The Dramatics (ABC 12125)

104 **THEY ALL ASKED FOR YOU**
 (Rhineland/Cabbage Alley — BMI)
 The Meters (Reprise RPS 1338)

105 **BLUE GUITAR**
 (Justones)
 Justin Hayward & John Lodge (Threshold 67021)

106 **LET'S DO THE LATIN HUSTLE**
 (Damit — BMI) Eddie Drennon & B.B.S.
 Unlimited (Friends & Co. T-124)

107 **USING THE POWER**
 (Blue Disque — ASCAP)
 Climax Blues Band (Sire SAA-721)

108 **MOONLIGHTING**
 (Longmanor/Chrysalis — ASCAP)
 Leo Sayer (Warner Brothers WBS 8153)

109 **BUILDING FIRES**
 (Dan Penn/Easy Nine/Southtown — BMI)
 Flying Burrito Bros. (Columbia 3-10229)

110 **GIVE ME YOUR HEART**
 (Crystal Jukebox — BMI)
 Bloodstone (London 5N-1062)

111 **THE PROMISED LAND**
 (Park — BMI)
 Michael Dinner (Fantasy 750)

112 **CRAZY**
 (Low-Sai Inc. — BMI)
 Atlanta Rhythm Section (Polydor PD 14287)

113 **LOVE DON'T COME NO STRONGER**
 (JLP — ASCAP)
 Jeff Perry (Arista 8133)

114 **FOR A DANCER**
 (Benchmark — ASCAP)
 Prelude (Pve 71045)

115 **LOVING ARMS**
 (Almo — ASCAP)
 Millie Jackson (Spring SPR 161)

116 **BREAKFAST FOR TWO**
 (Alkatraz Corner — BMI)
 Country Joe McDonald (Fantasy F-758-A-S)

117 **I'LL TAKE A TANGO**
 (Unart Corp. — BMI)
 Cilla Black (Private Stock PS 45040)

118 **I ONLY HAVE LOVE**
 (Jec — BMI)
 Syl Johnson (Hi 22)

119 **EASY AS PIE**
 (Chappell — ASCAP)
 Billy "Crash" Craddock (ACB/Dot DOA 17584)

120 **IT'S TIME FOR LOVE**
 (Julio-Brian — BMI)
 The Chi-Lites (Brunswick B 55520)

121 **NEXT TIME**
 (Hickory Grove — ASCAP)
 Dan Fogelberg (Epic/Full Moon 8-50165)

122 **DRIVE MY CAR**
 (MacLen — ASCAP)
 Gary Toms Empire (Pip 6509)

123 **GOODNIGHT AND GOOD MORNING**
 (Chappell/Young Ideas — ASCAP)
 Cecilio & Kapono (Columbia 3-10223)

124 **IT'S ALRIGHT**
 (Nineteen Eighty-Five — BMI)
 Graham Central Station (Warner Brothers WBS 8148)

125 **ALONE TOO LONG**
 (Unichappell — BMI)
 Daryl Hall & John Oates (RCA PB 10436)

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CMA Board Elects Fogelsong, Bledsoe; Creates New Vote Category

NASHVILLE — Jim Fogelsong, president of ABC/Dot Records in Nashville was elected chairman of the board of the Country Music Association for 1976. Ron Bledsoe, vice president of Nashville operations for CBS Records was elected to serve as president. The elections were held during a CMA board meeting on Nov. 13, at the Commerce Union Bank in Nashville. WSM, Inc. president Irving Waugh was elected executive vice president.



Bledsoe, Fogelsong

Vice presidents elected for the coming year are: Frank Jones, vice president and general manager of Capitol Records' country and western division in Nashville; Bob Wolfe, vice president at the J. Walter Thompson firm in Chicago; Janet Gavin, country music editor for the Gavin Report in San Francisco; Bud Wendell, general manager of Opryland U.S.A. in Nashville; Dan McKinnon, president of McKinnon Enterprises in San Diego; Bill Anderson, country artist from Nashville; Charley Pride, country artist from Dallas and Bob Neal, artist

manager for the Nashville office of the William Morris Agency. The international vice president elected for the coming year is Richard Bibby, vice president at MCA Records' office in Willowdale, Ontario, Canada.

Additional electees are Pi-Gem Music general manager Tom Collins, secretary; Ralph Peer II, vice president of Peer International in New York City, assistant secretary; Hutch Carlock, president of Music City Record Distributors in Nashville, treasurer; Mary Reeves Davis, president of Jim Reeves Enterprises in Madison, Tenn., assistant treasurer, and Charlie Douglas of WWL radio in New Orleans has been elected to the sergeant at arms post.

Additionally, a recent bylaws amendment has created a new permanent voting board member category. The amendment states that those persons who have served a full term both as chairman of the board and as president shall thereafter be permanent voting members of the board. Subsequently, Bill Denny, president of Cedarwood Publishing Company, Frances Preston, vice president of Broadcast Music, INC. and Wesley Rose, president of Acuff-Rose Publications, all of Nashville, became permanent voting members of the board of directors.

Since Wesley Rose was elected to the CMA board in the publisher's category in October of 1974, he resigned the post to accept in the permanent board member category Paul Tannen, general manager of Screen Gems-Columbia Music/Colegms Music in Nashville was elected to fulfill Rose's unexpired term.

The Country Music Association board of directors will meet again in January in San Juan, Puerto Rico for the purpose of formulating plans and activities for 1976.



CASHING IN AT JAMBOREE U.S.A. — Johnny Cash and Jamboree host Buddy Ray took a few minutes to talk prior to one of the six shows Cash did in front of sell-out crowds. Attendance totalled 15,000 for the three days.

Dolly Parton, Freddy Fender To Star In Macy's New York City Parade

NASHVILLE — Dolly Parton, 1975 winner of "female vocalist of the year" award from *Cash Box* and the Country Music Association, will be a featured performer in the annual Macy's Thanksgiving Day Parade in New York City on Nov. 27. The two-hour event will be telecast in color over the NBC-TV network beginning at 10:00 a.m.-12:00 noon, E.S.T.

Dolly will perform "The Seeker," one of her #1 hit single records, as she rides the Thanksgiving Turkey float along the 45 block parade route.

Co-hosts of the traditional parade are Peter Marshall of "Hollywood Squares" television fame, and Helen Reddy, hostess of the late-night musical show "The Midnight Special."

Popular emcee Ed McMahon of the "Tonight Show" on NBC will perform as the "man on the street" with his microphone ready for curb-side in-

IRDA/Edge Records Pax For Distribution

NASHVILLE — International Record Distributing Associates has completed a major distribution deal with Edge Records of Hollywood, California, according to IRDA head Mike Shephard. The first single scheduled for release is titled "Why's My Daddy Gone?" written and performed by Joyce Bulifant. Joyce, a well-known actress who appears regularly on the Mary Taylor Moore Show as newswriter Murray Slaughter's wife, is also frequently seen on many TV game shows. "Why's My Daddy Gone?" is her first record on the Edge label.

interviews. Also scheduled to appear is ABC/Dot's CMA award-winning Freddy Fender singing "Secret Love," the Radio City Music Hall Rockettes, Ben Vereen, noted Broadway actor and television star, Shari Lewis and her puppet j lamb Chops, Doug Henning, an illusionist appearing with "The Magic Show" in New York, Melba Moore, actress in the New York legitimate theatre, and a portion of the cast of the Broadway play "Shenandoah."

The parade will have an additional patriotic theme this year with Bicentennial highlights as an integral part of the show. Music will be provided by 13 bands appearing in the extravaganza which will total over 100 participating units. Parade route starts at Central Park West to Macy's Department Store at Herald Square to officially kick off the Christmas Season.

Country Artist Of The Week Randy Cornor



From ABC/Dot's Cornor — Randy Cornor's grandmother gave him his first guitar, a Roy Rodgers model, when he was eight years old. Four years of lessons and countless afternoon sessions playing and singing in Houston clubs with his uncles gave him the expertise to land a job as a guitarist with Gene Watson by the age of 13. By the time he was a high school junior, Randy had spent four years as Watson's guitarist, including a trip to Las Vegas and an appearance at the Golden Nugget. He had also become fluent on pedal steel, banjo, fiddle and harmonica.

At age 17, Cornor left Watson's band to become guitarist and front man for Frenchie Burke, attracting the attention of producer A.V. Mittelstedt who began to use Randy on sessions in Houston studios. In 1972, Mittelstedt decided to try Randy as an artist. "I Knew You When" resulted, released on a local

label, and received moderate airplay in the Houston area. "Julie" followed in 1973, a recording on which Randy played all instruments except drums and piano and which made the local top 30.

For the past two years Randy has worked a heavy schedule as a session musician, doing the lead guitar work of all of Freddy Fender's recordings and those by Fiddlin' Frenchie Burke.

Mittelstedt's faith in Randy led to a third record in September of 1975. The song "Sometimes I Talk In My Sleep," written by Eddy Raven, was an immediate hit in the Houston area, and when Randy's friend, ABC-Dot artist, Brian Collins, heard the record, he took a copy of it to Jim Fogelsong and Larry Baunach of ABC/Dot in Nashville. A short time later Cornor was signed as an ABC/Dot artist and "Sometimes I Talk In My Sleep" started climbing the national charts; this week it's 42-bullet.



"SOMETHING TO THINK ABOUT" Willie Nelson strikes a thoughtful pose as he culminated his series of Los Angeles appearances with a night at The Palomino Club in North Hollywood. As with his Troubadour engagements, the house was filled beyond capacity.

Jeannie C. Spots For Purity Baking Co.

NASHVILLE — A series of television and radio commercials featuring Jeannie C. Riley have been produced for the Purity Baking Company's new product, "Country Corn Bread." The spots were written by Miss Riley and feature both the entertainer and her nine year old daughter on-camera in video sequences filmed at the Riley farm in Nashville.

According to John M. Ritchhart, vice-president of sales & marketing for Purity Baking, "Jeannie's campaign has had tremendous point-of-sale impact on sale of our product in the initial markets in which the spots have been aired, from test marketing reactions in the midwest, we plan to continue gaining exposure with the commercials on the national scale as 'Country Corn Bread' is introduced for marketing in each new area."

The Jeannie C. Riley spots will be made available to all franchise bakers handling the new product.

LP's

THE HAPPINESS OF HAVING YOU — Charley Pride — RCA APLI-1241

It's Charley Pride at his best, and from the title song's opening Charley holds the attention of the listener with each and every selection included. Happiness is . . . hearing "The Happiness of Having You." Other selections: "I Can't Keep My Hands Off Of You," "Everything I Am," "My Eyes Can Only See As Far As You," "I've Got A Woman To Lean On," "Right Back Missing You Again," "Help Me Make It Through The Night," "Oklahoma Morning," "Everything She Touches Turns To Love," and "Signs Of Love."



OVERNIGHT SENSATION — Mickey Gilley — Playboy PB 408

Mickey "belts 'em out" with that certain feelin' that only he possesses, and the distinguished Mickey Gilley piano is tuned in clearly on all selections: "Overnight Sensation," "I'll Sail My Ship Alone," "Where Do You Go To Lose A Heartache," "Tender Years," "There Ain't No Queen (In My Kingsize Bed)," "Bouquet Of Roses," "Sweet Mama Goodtimes," "Hungry For The Sunshine," "If You Were Mine To Lose," and "Drinking Champagne."



COWBOYS AND DADDYS — Bobby Bare — RCA APLI-1222

In Bobby's own words, "Today, being a cowboy is more an attitude than an occupation." Singin' cowboy songs is Bobby's occupation, and his attitude is superior while singing them in his unique style on this album. Selections: "Cowboys And Daddys," "The Cowboy And The Poet (Faster Horses)," "High Plains Jamboree," "Chester," "Up Against The Wall Redneck Mother," "The Stranger," "Amarillo Highway," "Speckled Pony," "Pretty Painted Ladies," "He's A Cowboy," "Calgary Snow," "Last Dance At The Old Texas Moon."



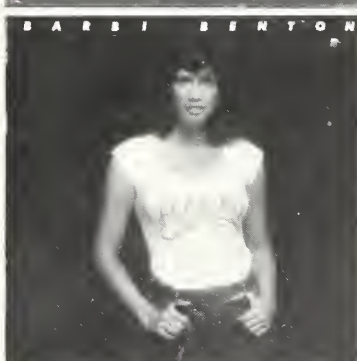
COUNTRY GOLD — Danny Davis & The Nashville Brass — RCA APLI 1-1240

Danny and The Brass bring ten top country hits together in one package on this colorful LP. Produced by Bob Ferguson, it's top quality music from the first selection to the last. Selections: "Thank God, I'm A Country Boy," "Before The Next Teardrop Falls," "Let Me Be There," "The Seeker," "I Honestly Love You," "Satin Sheets," "Another Somebody Done Somebody Wrong Song," "Please Mr. Please," "Brass Buckles," and "Kiss An Angel Good Mornin'."



BARBI BENTON — Playboy PB 406

Barbi has the ability to be "sweet" or "sultry" with her unique vocalizing, and on this LP, which includes her hit singles, she comes across effectively with both. Produced by Eddie Kilroy, selections are: "Brass Buckles," "Dixie Girl," "Deadeye," "Smile," "Jeremy," "The Reverend Bob," "He Used To Sing To Me," "Movie Magazine Stars In Her Eyes," "He Looks Just Like His Daddy," and "I've Got The Music In Me."



HELP ME MAKE IT (TO MY ROCKIN' CHAIR) — B.J. Thomas — ABC ABOP-912

Always a favorite, B.J. is in great form as he sings both the ballads and up-tempo numbers on this album. Produced by Chips Moman, and opening with the title song (B.J.'s current single), it's a musical treat throughout. Other selections: "Ballyhoo Days," "What A Way To Go," "Why Don't We Go Somewhere And Love," "Today I Started Loving You Again," "Late Late Dominos," "Lyn' Again," "Good Time Charlie's Got The Blues," "We Are Happy Together," and "Let It Be Me."



singles

SAMMY DAVIS, JR. (20th Century TC 2236)

Song And Dance Man (2:40) (Jack & Bill Music — ASCAP) (Jerry Foster, Bill Rice)

The great Sammy Davis, Jr. goes country, and the super production of Mike Curb and Jim Vienneau on this Foster/Rice tune should sing and dance its way to the top. Flip: No info available.

CONWAY TWITTY (MCA 40492)

This Time I've Hurt Her More Than She Loves Me (2:27) (Blue Moon — ASCAP) (Earl Conley, Mary Larkin)

The title tells the story and it's great material for Conway. With good country fiddlin' and steel work, it's a box bet and a certain top charter. Flip: No info available.

CHARLEY PRIDE (RCA PB 10455)

The Happiness Of Having You (2:16) (Contention Music — SESAC) (Ted Harris)

From the album, "The Happiness Of Having You," and with the one and only Pride delivery, Charley should have the "Pride" and happiness of another top charter with this Ted Harris tune. Flip: No info available.

SONNY JAMES (Columbia 3-10249)

Apache (2:56) (Regent Music — BMI) (J. Lordan)

Sonny takes us to the scene of an Indian ceremonial with this excellent guitar instrumental. With background vocal chants, it's a colorful listening sensation. Produced by George Richey, it's from the LP, "The Guitars Of Sonny James." Flip: No info available.

CHARLIE RICH (RCA JH 10458)

Now Everybody Knows (2:07) (Central Songs — BMI) (Don Bowman)

Charlie tells us, in the "rich" manner, about a straying lover who's welcome back anytime, and this single will be welcome all the time. Produced by Chet Atkins, it's a top chart contender. Flip: No info available.

BUCK OWENS (Capitol P 4181)

Country Singer's Prayer (2:47) (Blue Book Music — BMI) (J. Shaw, Rocky Topp)

Every singer's prayer has been answered when he reaches the realm of success, and the successful Buck Owens sings a good country lyric from his heart on this top chart contender. Flip: No info available.

OLIVIA NEWTON-JOHN (MCA 40495)

Let It Shine (2:26) (Window Music — BMI) (Linda Hargrove)

Olivia "lets it shine" in the typical Newton-John vocal style in this uptempo number. The song says that a woman, like a flower, needs love to blossom into a full woman. Produced by John Farrar, penned by Linda Hargrove and recorded in England, it's a music boutique in full bloom. Flip: No info available.

NARVEL FELTS (ABC-Dot DOA 17598)

Somebody Hold Me (Until She Passes By) (2:52) (Al Cartee/Ensign — BMI) (A. Aldridge, R. Aldridge, S. Richards)

Tremendous vocalizing by Narvel. He's at the wedding of the girl he loves but he's not the groom. He lost the girl but he should win chart-wise on this one. Flip: No info available.

STONEY EDWARDS (Capitol P-4188)

Blackbird (Hold Your Head High) (4:12) (Blackwood/Back Road — BMI) (Chip Taylor)

From the brief recitation opening, it's fine material for the Stoney Edwards vocal style. Song carries a message with a touching lyric, and the guitar, strings and harmonica hold the mood throughout this medium-tempo Chip Taylor production. Flip: No info. available.

WILMA BURGESS (Shannon SH 839-A)

A Satisfied Man (2:20) (Jack & Bill — ASCAP) (Jerry Foster, Bill Rice)

With a good rhythmic beat, Wilma sings soulfully of a satisfied man and how to keep him that way. No doubt there will be many satisfied listeners on this Norro Wilson production. Flip: No info available.

VERNON OXFORD (RCA JH 10442)

Shadows Of My Mind (3:10) (Hermitage — BMI) (E. E. Collins)

A good country singer with a good country song makes a good country record, and this is just that, a good country record. Produced by Bob Ferguson, it's a top box and chart bet. Flip: No info available.

CHRIS GANTRY (ABC-Dot DOA 17594)

Saying Goodbye Without Saying Hello (2:59) (Ja-Len — ASCAP) (L. Chiracka)

Chris scores high with this touching ballad done in the unique Gantry style. From the LP, "Chris Gantry," there's good backup harmony and a lyric that's superior. Flip: No info available.

TONY DOUGLAS (20th Century TC 2257)

If I Can Make It (Through The Mornin') (2:36) (Cochise — BMI) (David Cash, Tony Douglas)

Good country, medium tempo tune. Makin' it through the mornin' will help him make it through the night is what Tony sings about on this self-produced single. Flip: No info. available.

JOE BOB'S NASHVILLE SOUND COMPANY (Capitol P 4182)

Chattanooga Choo Choo (2:30) (Leo Feist — ASCAP) (H. Warren, M. Gordon)

It's the old Glen Miller dance band favorite with the big country band sound. A tremendous instrumental production with just the right touch of voices. Should choo choo home on the charts. Flip: No info. available.

continued on pg. 46

Art Davis of **WBAP**-Ft. Worth says "Convoy" is the hottest single in his listening area this week. . . **Bill Anderson** was recently "Country D.J. For The Day" at **WJJD** in Chicago. Bill took over the **Bill Hart** slot (12 noon to 3 p.m.), played records and talked to listeners on the air. Bill Anderson and his show performed the same night for employees of Abbott Laboratories in Waukegan, Illinois. . . **Simon Train**, who is a disk jockey on **WSWN** in Belgrade, Florida, reports that a number of listeners called the station to see if **Margo Smith** was a real person. Some jocks at **WIRK-FM** in near-by West Palm Beach thought that 20th Century Records used two men and a synthesizer to produce "There I Said It" and "Paper Lovin'." Margo speaks with a very raspy voice that leads many people to ask whether or not she has a sore throat or is distantly related to Gracie Allen. But, this is the first time anyone has asked if she was a man! Simon Train, who was voted number one disk jockey for 1975 by the Florida Country Music Association, cleared up the problem. He called 20th Century Records in Nashville while on the air to confirm that Margo is. . . **WKMO** in Kokomo, Indiana saluted award-winner **Dolly Parton** recently as country music coordinator **Chuck Marshall** proclaimed "Dolly Parton Week." Marshall aired a taped interview by Dolly along with record promotion give-aways during the week-long festivities which included programming the complete catalogue of Parton material since she signed with RCA in 1967. . . **Kenny Starr**, MCA recording artist, was listening to Nashville's top 40 station **WMAK** and heard a disk jockey talk of Kenny's recording "Blind Man In The Bleachers" as a cover record. He called the disk jockey at the station and told him that the Kenny Starr recording was the original version and the record **WMAK** was playing was the cover. The disk jockey said that he did not have a copy of the record and asked if Kenny would deliver it to the station before the end of the show so that he could play it. Kenny hopped into his car and sped off to the station. The disk jockey then challenged the cover record with Kenny's MCA original and asked the listeners to call in and vote for the one they liked best. Result — Kenny Starr by more than 3 to 1. Kenny's LP will be released by the end of the year. . . **Jim Fitzgerald**, disk jockey at **WLMD** in Washington, D.C., has a place reserved in the Guinness Book Of World Records for establishing a new endurance record for non-stop spinning of 45 rpm records. The "Old Fitz" maintained for 236 hours, 42 minutes and 30 seconds, exceeding the previous official record established in 1973 by a London, England disc-jockey by over 28 hours. Determined to go on the air every day, Fitzgerald never missed one of his scheduled shows and co-hosted several additional shows during the event. Asked how he felt after over nine days of continuously spinning records that have an average duration of three minutes, his response was "a little spaced." The event raised \$4000 for the **Greater Washington Chapter of the Muscular Dystrophy Association, Inc.** . . . **Loggins & Messina** have a double hit on one disk! "Oh Lonesome Me," the flip side of their pop hit "A Lover's Question," was receiving so many requests and garnering heavy airplay on country music stations that Columbia has served "Oh Lonesome Me" to the country music airwaves. . . **Jeannie C. Riley** was in Toronto recently for taping of "Celebration," produced by **Sam Lovullo** at **CFTO-TV**. **Ronnie Milsap** joined morning disk jockey **Bob Young** at **WMC**, in Memphis to play records and take phone calls from fans. Ronnie, who stayed for four hours, really enjoyed himself. It also gave him a chance to plug his new single, "Just In Case."

juanita jones



Kenny Star was in Los Angeles last week to do a series of press interviews and radio station visits in support of his strong "Blind Man In The Bleachers" single; after visiting **KLAC** and **KGBS**, star did an interview with **American Forces Radio Network's Ira Cook**, who is at left in the above photo.



Pals At The Palomino — After her performance at **Tommy** and **Billy Thomas'** North Hollywood country nightclub, **Margo Smith** was joined by (l. to r.) **Tom Rodden**, vice president and general manager of 20th Century Records, **KLAC's Carson Schreiber**, and 20th promotion vice president **Paul Lovelace** in the club backstage area.

additions to country playlists

- WMC — MEMPHIS**
 Somebody Hold Me Until She Passes — Narvel Felts — ABC
 Last Of The Outlaws — Chuck Price — Playboy
 This Time I've Hurt Her More Than She Loves Me — Conway Twitty — MCA
 Let It Shine — Olivia Newton-John — MCA
- WBAP — DALLAS-FT. WORTH**
 Convoy — C.W. McCall — MGM
 The Happiness Of Having You — Charley Pride — RCA
 This Time I've Hurt Her More Than She Loves Me — Conway Twitty — MCA
 Pledging My Love — Billy Thundercloud — 20th
 Overnight Sensation — Mickey Gilley — Playboy
 Paradise — Lynn Anderson — Columbia
 Will You Still Love Me Tomorrow — Jody Miller — Epic
 Sometimes — Bill Anderson & Mary Lou Turner — MCA
- KYAL — DALLAS**
 This Time I've Hurt Her More Than She Loves Me — Conway Twitty — MCA
 The Happiness Of Having You — Charley Pride — RCA
 Let It Shine — Olivia Newton-John — MCA
 Sometimes — Bill Anderson & Mary Lou Turner — MCA
- My Baby's Gone** — Jeanne Pruett — MCA
From Woman To Woman — Tommy Overstreet — ABC/Dot
Diamond Reo Cowboy — Don King — Con Brio
- WBAM — MONTGOMERY**
 This Time I've Hurt Her More Than She Loves Me — Conway Twitty — MCA
 Let It Shine — Olivia Newton-John — MCA
 The Happiness Of Having You — Charley Pride — RCA
- Love Was** — Linda Hargrove — Capitol
Now Everybody Knows — Charlie Rich — RCA
Somebody Hold Me Until She Passes — Narvel Felts — ABC
The Devil Ain't A Lonely Woman's Friend — Tennessee Ernie Ford — Capitol
- KFDI — WICHITA**
 I Just Love Being A Woman — Barbara Fairchild — Columbia
 This Time — Conway Twitty — MCA
 She's Just An Old Love — Nick Nixon — Mercury
 Satisfy Man — Wilma Burgess — Shannon
 30 To 22 — Blind Man — Kenny Starr
 35 To 25 — Silver Wing & Golden Things — Billie Jo Spears
 47 To 35 — Convoy — C.W. McCall
- KLAC — LOS ANGELES**
 Cowboys & Daddys — Bobby Bare — RCA
 Sometimes I Talk In My Sleep — Randy Cornor — ABC
 Mamas Don't Let — Ed Bruce — UA
 Happiness Of Having You — Charley Pride — RCA
 20 To 6 — Since I Met You — Freddy Fender
 17 To 8 — The Warm Side Of You — Freddie Hart
 14 To 9 — We Used To — Dolly Parton
 24 To 10 — Easy As Pie — Billy "Crash" Craddock
 25 To 18 — From Woman To Woman — Tommy Overstreet
 30 To 20 — Blind Man In The Bleachers — Kenny Starr
- KMAK — FRESNO**
 Convoy — C.W. McCall — MGM
 Sometimes I Talk In My Sleep — Randy Cornor — ABC
 The Woman On My Mind — David Houston — Epic
 Stoned At The Juke Box — Hank Williams Jr. — MGM
 I'll Be Your San Antonio Rose — Dottie — RCA
 Extra To 30 — When The Tingle — Loretta Lynn
 33 To 20 — Blind Man In The Bleachers — Kenny Starr
 27 To 16 — Lyin' Eyes — Eagles
 16 To 7 — We Used To — Dolly Parton
 31 To 23 — Easy As Pie — Billie "Crash" Craddock
- KGBS — LOS ANGELES**
 Love Lifted Me — Kenny Rogers — UA
 Now Everybody Knows — Charlie Rich — RCA
 Feel Again — Farron Young — Mercury
 Let It Shine — Olivia Newton-John — MCA
 This Time I've Hurt Her — Conway Twitty — MCA
 Uncle Hiram & The Homemade Beer — Dick Feller — Asylum
 The Good Lord Giveth — Webb Pierce — Plantation
 The Happiness Of Having You — Charley Pride — RCA
 Blackbird — Stoney Edwards — Capitol
 The Man On Page 602 — Zoot Fenster — Antique
- KFM — DALLAS**
 Hurricane — Bob Dylan — Columbia
 When The Moon Rises — Blue Jug — Capricorn
 Late Again — Rita Coolidge — A&M

- WXCL — PEORIA**
 Sometimes — Bill Anderson & Mary Lou Turner — MCA
 The Happiness Of Having You — Charley Pride — RCA
 This Time I've Hurt Her — Conway Twitty — MCA
 Western Swing — Dennis Thacker — Musicmaster
 Somebody Hold Me — Narvel Felts — ABC
- WIRE — INDIANAPOLIS**
 Touch The Wind — Sonny James — Columbia
 The Woman On My Mind — David Houston — Epic
 The Good Lord Giveth — Webb Pierce — Plantation
 The Happiness Of Having You — Charley Pride — RCA
 Greener Than The Grass — Tanya Tucker — Columbia
 She Deserves My Very Best — David Wills — Epic
 Let It Shine — Olivia Newton-John — MCA
- WTL — LANSING**
 This Time I've Hurt Her — Conway Twitty — MCA
 Blackbird — Stoney Edwards — Capitol
 Somebody Hold Me — Narvel Felts — ABC
 Man On Page 602 — Zoot Fenster — Antique
 Uncle Hiram & The Homemade Beer — Dick Feller — Asylum
 The Happiness Of Having You — Charley Pride — RCA
- WHK — CLEVELAND**
 It's All In The Movies — Merle Haggard — Capitol
 Calypso — John Denver — RCA
 Greener Than The Grass — Tanya Tucker — Columbia
 Jason's Farm — Cal Smith — MCA
 The Song We Fell In Love To — Connie Smith — Columbia
 Touch The Wind — Sonny James — Columbia
- KLAK — DENVER**
 This Time I've Hurt Her — Conway Twitty — MCA
 Cowboys And Daddys — Bobby Bare — RCA
 Blind Man In The Bleachers — Kenny Starr — MCA
 Malt Liquor — Ace Cannon — Hi
 Good Lord Giveth — Webb Pierce — Plantation
 Let It Shine — Olivia Newton-John — MCA
 23 To 8 — Secret Love — Freddy Fender
 16 To 9 — Warm Side Of You — Freddie Hart
 20 To 10 — Junk Food Junkie — Larry Groce
 27 To 11 — Convoy — C.W. McCall
 35 To 17 — Mamas Don't Let Your Babies — Ed Bruce

Gilley Hosts New Country TV Show

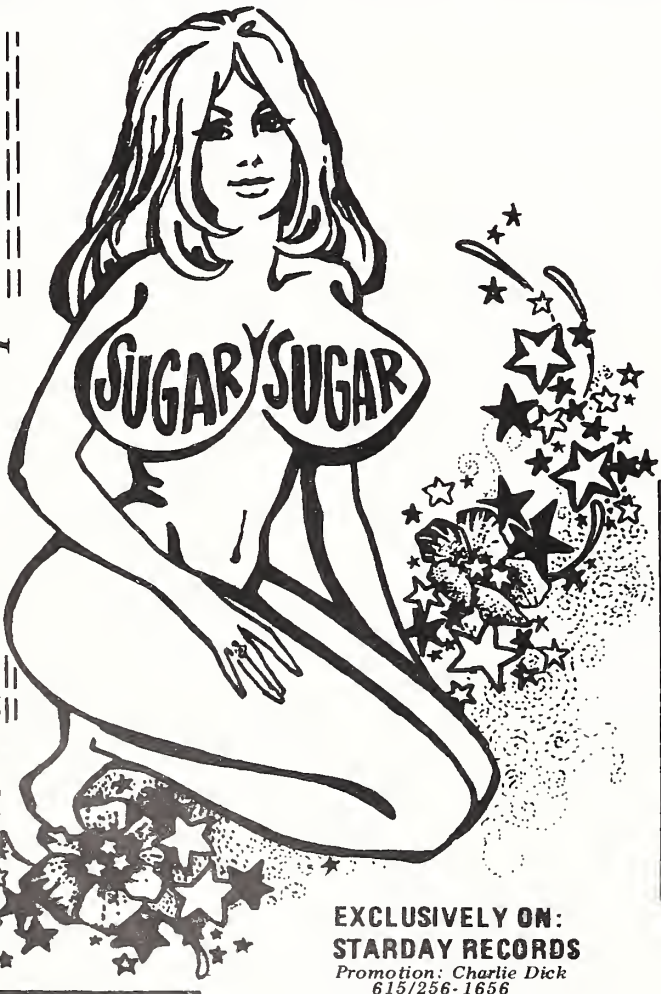
HOUSTON — Playboy recording artist Mickey Gilley will host a new country variety television show entitled "This Is Gilley's Country." It will be shot at KHTV-TV in Houston and shown locally. Initial plans call for ten shows. The half-hour show will be aired every Saturday night at 7:00 with the first air date set for Dec. 20. The show will feature Gilley's road band, The Red Rose Express, and the house band from Gilley's Club, Johnny Lee and the Bayou City Beats and special guests stars. Mickey Gilley is the producer and Sherwood Cryer is the executive producer. Disk jockies from the local country stations in Houston will act as emcees.

Gilley had a similar television show in Houston two years ago; it swelled the popularity of Gilley's, a nightclub in Pasadena, Texas jointly owned by Gilley and Sherwood Cryer. Prior to the first television show, Gilley's held 750 people; today 3000 people can be comfortably accommodated.

Gilley was voted the top new country singer in 1974 by the Academy of Country Music. He has had four number one hits in a row for Playboy Records.

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CASH BOX TOP 100 COUNTRY

Rank	Song Title	Artist	Label	Chart Date
1	ALL OVER ME	Charlie Rich	Epic 8-50142	11/22
2	IT'S ALL IN THE MOVIES	Merle Haggard	Capitol P 4141	2
3	LOVE PUT A SONG IN MY HEART	Johnny Rodriguez	Mercury 73715	3
4	LOVE IS A ROSE	Linda Ronstadt	Asylum 45271	5
5	SECRET LOVE	Freddy Fender	ABC/Dot DOA 17584	4
6	WE USED TO BE	Dolly Parton	RCA JH 10396	11
7	BILLY, GET ME A WOMAN	Joe Stampley	Epic 8-50147	6
8	TODAY I STARTED LOVING YOU AGAIN	Sammie Smith	Mega MR 1236	7
9	I STILL BELIEVE IN FAIRY TALES	Tammy Wynette	Epic-50145	9
10	I LIKE BEER	Tom T. Hall	Mercury 73704	10
11	YOU RING MY BELL	Ray Griff	Capitol 4126	1
12	SHE EVEN WOKE ME UP TO SAY GOODBYE	Ronnie Milsap	Warner Bros. 8127	12
13	WHERE LOVE BEGINS	Gene Watson	Capitol P4143	14
14	EASY AS PIE	Billy "Crash" Craddock	ABC/Dot DOA 17584	15
15	SINCE I MET YOU BABY	Freddy Fender	GRT 031	21
16	FROM WOMAN TO WOMAN	Tommy Overstreet	ABC/Dot DOA 17580	17
17	WESTERN MAN	LaCosta	Capitol P4139	18
18	ALL AMERICAN MAN	Johnny Paycheck	Epic 8-50146	19
19	WARM SIDE OF YOU	Freddie Hart & The Heartbeats	Capitol 4152	20
20	SOMETHING BETTER TO DO	Olivia Newton-John	MCA 40459	27
21	THE SONG WE FELL IN LOVE TO	Connie Smith	Columbia 3-10210	22
22	JASON'S FARM	Cal Smith	MCA 4047	24
23	ROCKY	Dickey Lee	RCA JH 10361	29
24	LUST AFFAIR	Me1 Street	GRT 030	8
25	THE LETTER THAT JOHNNY WALKER READ	Asleep At The Wheel	Capitol 4115	26
26	LYIN' EYES	Eagles	Asylum 45279	13
27	FLAT NATURAL BORN	Gary Stewart	RCA JH 10351	32
28	ROLL YOU LIKE A WHEEL	Mickey Gilley & Barbi Benton	Playboy 6045	33
29	ARE YOU SURE HANK DONE IT THIS WAY/BOB WILLS IS STILL THE KING	Waylon Jennings	RCA JB 10379	31
30	WHATEVER I SAY	Donna Fargo	ABC/Dot DOA 17579	23
31	ME AND OLD C.B.	Dave Dudley	United Artists UA XW 722Y	30
32	JUST IN CASE	Ronnie Milsap	RCA PB 10420	41
33	PIECES OF MY LIFE	Elvis Presley	RCA 10401	40
34	OUR MARRIAGE WAS A FAILURE	Johnny Russell	RCA PB 10403	42
35	COUNTRY BOY (YOU GOT YOUR FEET IN L.A.)	Glen Campbell	Capitol 4155	37
36	WHAT'S HAPPENED TO BLUE EYES	Jessi Colter	Capitol 4087	57
37	I'M SORRY	John Denver	RCA PB 10353	7
38	COWBOYS AND DADDYS	Bobby Bare	RCA JH 10409	25
39	THE BLIND MAN IN THE BLEACHERS	Kenny Starr	MCA 40474	43
40	LOOKING FOR TOMORROW	Mel Tillis	MGM 14835	59
41	I SHOULD HAVE MARRIED YOU	Eddie Rabbitt	Elektra E-45269	44
42	SOMETIMES I TALK IN MY SLEEP	Randy Cornor	ABC/Dot DOA 17592	28
43	SILVER WINGS AND GOLDEN RINGS	Billie Jo Spears	United Artists XW 712Y	56
44	DANCE HER BY ME	Jacky Ward	Mercury 73716	61
45	WHEN THE TINGLE BECOMES A CHILL	Loretta Lynn	MCA 40484	73
46	THE MAN ON PAGE 602	Zoot Fenster	Antique IRDA 106	66
47	PLEDGING MY LOVE	Billy Thundercloud & The Chieftones	20th Century 2239	62
48	MAKIN' LOVE	Ronnie Sessions	MCA 40462	74
49	SUNRISE	Roy Drusky	Capitol P4132	48
50	I'D RATHER BE PICKED UP HERE	Jeris Ross	ABC/Dot 17573	49
51	ROLY POLY	Carl Smith	Hickory H 357	50
52	SAN ANTONIO STROLL	Tanya Tucker	MCA 40444	51
53	THE WOMAN ON MY MIND	David Houston	Epic 8-50156	35
54	SHE DESERVES MY VERY BEST	David Wills	Epic 8-50154	71
55	LOVE WAS	Linda Hargrove	Capitol P4153	60
56	GREENER THAN THE GRASS (WE LAID ON)	Tanya Tucker	Columbia 3-10235	70
57	THE DOOR'S ALWAYS OPEN	Lois Johnson	20th Century RC 2242	63
58	WOMAN, WOMAN	Jim Glaser	MGM ML 4834	58
59	STONED AT THE JUKEBOX	Hank Williams, Jr.	MGM M 14833	92
60	PAPER LOVIN'	Margo Smith	20th Century TC 2222	79
61	YOU'LL NEVER KNOW	Jim Reeves	RCA PB 10418	38
62	FUNNY HOW TIME SLIPS AWAY	Narvel Felts	ABC/Dot DOA 17569	85
63	BLACK BEAR ROAD	CW McCall	MGM 14825	45
64	I JUST DON'T GIVE A DAMN	George Jones	Epic 8-50127	34
65	(REMEMBER THOSE) SWEET YESTERDAYS	Country Caveleers	Country Showcase America CSA 166A	82
66	INDIAN LOVE CALL	Ray Stevens	Barnaby 616	72
67	CONVOY	CW McCall	MGM 14839	46
68	SHELL WEAR IT OUT LEAVING TOWN	Kent	Shannon SH 834	—
69	FIRE AND RAIN	Willie Nelson	RCA JH 10429	69
70	TEXAS 1947	Johnny Cash	Columbia 3 10237	78
71	HELP ME MAKE IT (TO MY ROCKIN' CHAIR)	B J Thomas	ABC ABP 12121	77
72	SHAME ON ME	Bob Luman	Epic 8-50136	39
73	SUNDAY SUNRISE	Anne Murray	Capitol 4142	36
74	SUGAR SUGAR	Mike Lunford	Starday GO 133	75
75	OVERNIGHT SENSATION	Mickey Gilley	Playboy 6055	133
76	THE GOOD LORD GIVETH (AND UNCLE SAM TAKETH AWAY)	Webb Pierce	Plantation PL 131	76
77	I'LL BE YOUR SAN ANTONIO ROSE	Dottsy	RCA JH 10423	80
78	ANOTHER WOMAN	T G Sheppard	Melodyland ME 6016F	—
79	YOU GOT A LOCK ON ME	Jerry Reed	RCA JH 10389	52
80	GEORGIA RAIN	Jerry Wallace	MGM 14832	54
81	PARADISE	Lynn Anderson	Columbia 3-10240	84
82	LAST OF THE OUTLAWS	Chuck Price	Playboy 6052	—
83	I'M A FOOL TO CARE	Donny King	Warner Bros WBS 8145	—
84	QUEEN OF THE SILVER DOLLAR	Dave & Sugar	RCA JH 10425	—
85	EVERY ROAD LEADS BACK TO YOU	Leapy Lee	MCA 40470	98
86	WILL YOU LOVE ME TOMORROW	Jody Miller	Epic 8-50158	86
87	I'LL TAKE IT	Roy Head	Shannon 838A	87
88	SAY I DO	Ray Price	ABC/Dot DOA 17588	91
89	MAMMAS DON'T LET YOUR BABIES GROW UP TO BE COWBOYS	Ed Bruce	United Artists UA XW 732-Y	93
90	SHE BRINGS HER LOVIN' HOME TO ME	Mundo Ray	Epic 8-50141	95
91	WHO WANTS A SLIGHTLY USED WOMAN	Connie Cato	Capitol P 4169	94
92	JO AND THE COWBOY	Johnny Duncan	Columbia 3-10182	—
93	EVERYTHING'S THE SAME (AIN'T NOTHING CHANGED)	Billy Swann	Monument ZS 8-8661	64
94	MIRROR, MIRROR	Ben Reece	20th Century 2227	83
95	TURN OUT THE LIGHT (AND LOVE ME TONIGHT)	Don Williams	Dot DOA 17568	65
96	COUNTRY HONEY	Wilburn Bros	MCA 40473	89
97	MIDNIGHT BLUE	Christy Lane	LS Records IRDA 068A	—
98	HAMBURGER PATTY & DOLLAR BILL	Gary Mack	Soundwaves SW 4522	—
99	THE BATTLE OF NEW ORLEANS	Buck Owens	Capitol P4138	—
100	IT'S NOT FUNNY ANYMORE	Stella Parton	Soul Country & Blues IRDA 088A	55

ALPHABETICAL LISTING FOR COUNTRY 100 CHART - PUBLISHERS

All American Man (Algee Music - BMI)	18	I'll Take It (Screen Gems/Columbia - BMI)	87	Pieces Of My Life (Danor - BMI)	33	The Blind Man (Tree - BMI)	39
All Over Me (Ben Peters & Charsy - BMI)	1	Just In Case (Pi-Gem - BMI)	32	Pledging My Love (Lion/Wemar - BMI)	47	The Door's Always Open (Jack - BMI)	57
Another Woman (Dan Penn - BMI/Buzz Carson - ASCAP)	78	Last Of The Outlaws (Tree - BMI)	82	Queen Of The Silver Dollar (Evil Eye - BMI)	84	The Good Lord Giveth (Brandywine - ASCAP)	76
Are You Sure Hank Baron (BMI)	29	Looking For Tomorrow (Sawgrass - BMI)	40	Remember Those! Sweet Yesterdays (Ricco Mareno - SESAC)	90	The Letter (Asleep At The Wheel/Black Coffee - BMI)	17
Billy, Get Me (Al Gallico/Algee - BMI)	7	Love Is A Rose (Silver Fiddle - BMI)	4	Rocky (Strawberry Hill - ASCAP)	23	The Man On Page 602 (Georgene - BMI)	25
Black Bear (Amer Gramophone - SESAC)	63	Love Put A Song In My (Pi-Gem - BMI)	3	Roll You Like (Acclaim - BMI)	28	The Song We (Acuff-Rose/Milene - ASCAP)	21
Bob Wills Is Still (Baron - BMI)	29	Love Was (Beechwood/Window - BMI)	55	Roly Poly (Milene - ASCAP)	51	The Woman On (Algee/Al Gallico - BMI)	53
Convo'y (American Gramophone - SESAC)	67	Lust Affair (Blue Moon - ASCAP)	24	San Antonio Stroll (Unichappell - BMI)	52	Today I Started Loving (Blue Book - BMI)	8
Country Boy (ABC/Dunhill/One Of A Kind - BMI)	35	Lyn' Eyes (Benchmark/Kicking Bear - ASCAP)	26	Say I Do (Dayspring - BMI)	88	Turn Out The Lights (Hail-Clement - BMI)	95
Country Money (Acuff-Rose/Unichappell - BMI)	96	Makin' Love (Tree - BMI)	48	Secret Love (Warner Bros - ASCAP)	5	Warm Side Of You (Hartline - BMI)	19
Cowboys And (Wilber/Cooper - ASCAP)	38	Mammas Don't (Tree/Sugarplum - BMI)	89	Shame On Me (Regent/Fort Knox - ASCAP)	72	Western Man (Al Gallico - BMI)	17
Dance Her By (LeBill - BMI)	44	Me And Old C B (Newkeys - BMI)	31	She Brings Her Lovin (Makamillion - BMI)	90	We Used To Be (Owepar - BMI)	6
Easy As Pie (Chappell - ASCAP)	14	Midnight Blue (New York Times/Rumanian Pickleworks - BMI)	97	She Deserves My Very Best (Shelmer-Poe/Unichappell - BMI)	54	Whatever I Say (Prima Donna - BMI)	30
Every Road Leads (Cherry Lane - ASCAP)	85	Mirror (Mirror Music Craftshop - ASCAP)	94	She Even Woke Me Up (Acuff-Rose - BMI)	12	What's Happened To (Baron - BMI)	36
Everything's The Same (Combine - BMI)	93	Our Marriage Was (Hail-Clement - BMI)	34	She'll Wear It Out (Newkeys - BMI)	68	When The Tingle (Wilderness - BMI)	45
Fire And Rain (Blackwood/Country - BMI)	69	Overnight Sensation (Hail-Clement - BMI)	75	Silver Wings And (Almo/Peso - ASCAP)	43	Where Love Begins (Blue Echo - ASCAP)	13
Flat Natural Born (Forrest Hills - BMI)	27	Paper Lovin (Jidobi - BMI)	60	Since I Met You Baby (Unichappell - BMI)	15	Who Wants A Slightly Used Woman (Boyce & Powers/Adventure - ASCAP)	91
From Woman To Woman (Ricci - SESAC)	16	Paradise (Cottillion/Sour Grapes - BMI)	81	Something Better To Do (ATV - BMI)	20	Will You Love Me Tomorrow (Screen Gems/Columbia - BMI)	86
Funny How Time (Tree Pub - BMI)	62			Sometimes I Talk (Milene - ASCAP)	42	Woman, Woman (Ensign - BMI)	58
Georgia Rain (Four Tay - BMI)	80			Stoned At The Jukebox (Bocephus - BMI)	59	You Got A Lock On Me (Vector - BMI)	79
Greener Than The Grass (Window - BMI)	56			Sugar Sugar (Don Kirshner - BMI)	74	You'll Never (Bregman, Vocco & Conn - ASCAP)	61
Hamburger Patty (Singletree - BMI)	98			Sunday Sunrise (Screen Gems-Columbia/Sweet Glory - BMI)	73	You Ring My Bell (Blue Echo - ASCAP)	11
Help Me Make It (Baby Chick - BMI)	71			Sunrise (Flurry Farm - BMI)	74		
I'd Rather Be (Pi-Gem - BMI)	50			Texas #1947 (Sunbury - ASCAP)	70		
I Just Don't Give A Damn (Newkey - BMI)	64			The Battle Of New Orleans (Warden - BMI)	99		
I Like Beer (Hallnote - BMI)	10						
I'll Be Your San Antonio (Sunbury - ASCAP)	79						

Linda Hargrove says "Love Was Once Around The Dance Floor."

Roy Clark has been signed as a special guest on "The Mac Davis Christmas Special" which tapes Nov. 21 in Los Angeles for a Dec. 14 airdate. The 60-minute NBC show will also star Peggy Fleming and The World of Sid and Marty Krofft. Jack Haley, Jr. is producing with Marty Farrell for Cauchemar Productions, Inc. in association with 20th Century Fox Television. Steve Binder will direct.

Ronnie Prophet's guests for the most recent taping of his "Grand Old Country" television show in Toronto, Canada were Johnny Rodriguez, Dotsy, Faren Young, Lucille Starr & Bob Regan (and his Deputies), Dianne Leigh, Robin Yancey and Wilf Carter.

A new music company called HK Enterprises has just opened offices (Nov. 1) in the 4 Star Building on Music Row. "H" stands for Paul Huffman and "K" stands for Joane Keller, who are president and executive vice president, respectively. Artists signed to their record label, Mecca, are Donna Douglas (known as Elly Mae of television's Beverly Hillsbillies) and Sally Kristoffer on. HK Enterprises' operation will consist of production, promotion, management, recording and publishing; negotiations are in the making with a major motion picture company on the west coast for offices to be opened there in the near future under the name of HK Enterprises. Vicky Mabe (formerly with RCA Records artists relations and promotion) has been appointed secretary and public relations director.

Jimmy Case, booking agent as well as artist, formerly located in Falls Church, Virginia, has relocated in Showcase Talent Agency in the 4 Star Building in Nashville, Tennessee. Jimmy is well known in the music industry, where he's booked name talent through several of the leading agencies. While still booking single and package shows using some of the biggest names in show biz, Jimmy will also be promoting some acts in Nashville including the Bonnie Edwards Show.

Jacky Ward has formed "Singing Hills Enterprises," which will house three publishing companies and production companies.

Both Mom Stoneman and Dave Daughtery (banjo of the Stonemans) are under the watchful eyes of their doctors at the moment. Mom is at the Baptist Hospital and Dave is at the Donelson Hospital for kidney stones, in Nashville. World Artists Pictures has just accepted two of Jacky Ward's compositions for a new comedy show that will be filmed in the spring of '76. Jacky also tells us that he will be appearing in one of the leading roles in this movie.

The National Farmer's Organization has chosen Bill Anderson and his show to perform at their national convention, which will be held at the municipal auditorium in Kansas City, Mo. Bill Anderson, Mary Lou Turner, Jimmy Gately and the Po' Boys will appear at the convention on Friday night, Dec. 12.

When T.G. Sheppard appeared at the Palomino Club on Halloween night everyone was dressed in style including T.G. himself. He sported a shirt with an embroidered "devil in the bottle" on the right front shoulder, a "tryin' to beat the morning home" sunrise on the left shoulder and a large German sheppard on the back. A lot of friends call T.G. Sheppard "The German Sheppard."

Melodyland recording artist Jerry Naylor is on promotional tour in Texas for his new release "Prayin' For My Mind." He will make stops this week at Gilley's in Houston and the Silver Saddle in Grand Prairie. Jerry also plans to do the Country Crossroads radio show in Ft. Worth.

Screen Gems-Columbia Music reports that in addition to the giant B.J. Thomas recording of "(Hey Won't You Play) Another Somebody Done Somebody Wrong Song," other pressings have been made by Loretta Lynn (MCA), Roy Clark (Dot), Floyd Cramer (RCA), Danny Davis and The Nashville Brass (RCA), Del Reeves (UA) and Jean Sheppard (UA), among others.

"The Stringbean Murders," written by Warren B. Causey, and published by Quest Publishers, has been released nationally. The story is written as told to Mr. Causey by Nashville detective Tommy Jacobs, one of four detectives assigned to investigate the bizarre murders of David (Stringbean) Akeman and his wife Estelle. As a quote from Roy Acuff printed on the back cover states, "This is a book everyone should read. It tells what happened to String and Estelle and what can happen to any entertainer — or anyone." The book is available from Quest Publishers, Inc., Box 40325, Nashville, Tennessee.

Billie Jo Spears received the "Silver Disc" award in England for the sale of 250,000 records of "Blanket On The Ground." Pete Murray, disk jockey on the BBC network, presented the award to Billie Jo while she was performing on stage in Wimbledon during her current 40-day tour. Murray was the first to introduce "Blanket" to the audience in Blighty and saw the song soar to #7 in the British charts. Billie Jo is the only female country artist to make the British charts since Tammy Wynette scored with "Stand By Your Man" and "D-I-V-O-R-C-E."

Dottie West made the signing official as she inked a booking pact with Top Billing while agency chief Tandy C. Rice, Jr. lent a hand. In 1974, an ad agency heard a song she wrote, "I Was A Country Girl," and asked her to make commercials for Coca-Cola. One number used, "Country Sunshine," became a record by popular request. The final result was a lifetime contract for Miss West as the "Coca-Cola Sunshine Girl." Two Grammy nominations followed and the commercial for Coke placed first in the CLEO Awards. Miss West, a member of the Grand Ole Opry since 1962, is one of 60 stars who appeared for the closing of the old Ryman building and a special performance the next night on the new Opry stage attended by the President.

To date almost two hundred versions of Jim Weatherly's songs have been recorded by such artists as Andy Williams, Peggy Lee, Lynn Anderson, Brenda Lee, Johnny Mathis and Gladys Knight and The Pips. These songs include "Neither One Of Us," "You're The Best Thing That Ever Happened To Me," and "Midnight Train To Georgia." At the recent ASCAP writers awards, Jim won eight, which is more than any other country writer.

Don Williams has been awarded the top U.S. male country singer by the Country Music Association of Great Britain. He plans to tour Europe within a few months.

Delbert McClinton believes that calling his album "Victim Of Life's Circumstances" made him just that. Recently he fell 150 feet in a hot air balloon into 3' of water. The balloon exploded while he and a friend were flying near Mt. Benbrook in southwest Texas. Delbert says the dude he was with broke both legs. Delbert, it seems, escaped injury because he was in an upright position trying to get out of the balloon as it fell and he landed in the deeper water.

Brian Collins was performing with Marty Robbins and another act recently. While the "other" group was on, a couple of Marty's band members put Brian on a stretcher that was backstage and walked across the stage to everyone's amazement — most of all the band's.

top country LP's

1	LOVE IN THE HOT AFTERNOON Gene Watson (Capitol ST 11443)	2	BEFORE THE NEXT TEARDROP FALLS Freddie Fender (ABC/Dot DOSD 2020)	18
2	WINDSONG John Denver (RCA APL 1-1183)	1	HOME Loretta Lynn (MCA 2146)	17
3	SAY FOREVER YOU'LL BE MINE Porter Wagoner & Dolly Parton (RCA APL 1116)	3	THE HIGH PRIEST OF COUNTRY MUSIC Conway Twitty (MCA 2144)	19
4	TEXAS GOLD Asleep At The Wheel (Capitol ST 11441)	4	HERE COMES JOHNNY RUSSELL (RCA APL 1-1211)	35
5	REDHEADED STRANGER Willie Nelson (Columbia PC 33482)	6	DREAMING MY DREAMS Waylon Jennings (RCA APL 1-1117)	29
6	GREATEST HITS VOL. II Tom T. Hall (Mercury SRN 1044)	7	CHARLEY Charley Pride (RCA APL 1-1038)	30
7	CLEARLY LOVE Olivia Newton-John (MCA 2148)	8	EVERYBODY'S COUNTRY David Willis (Epic KE 33548)	37
8	PRISONER IN DISGUISE Linda Ronstadt (Asylum 7E-1045)	10	THE BEST OF DOLLY PARTON Dolly Parton (RCA APL 1-1062)	26
9	ARE YOU READY FOR FREDDY Freddie Fender (ABC/Dot DOSD 2044)	14	I WANT TO HOLD YOU IN MY DREAMS TONIGHT Stella Parton (Soul Country & Blues 6006)	38
10	STACKED DECK Amazing Rhythm Aces (ABC ABCD 913)	11	MEMORIES OF US George Jones (Epic KE 33457)	36
11	WHAT CAN YOU DO TO ME NOW Willie Nelson (RCA APL 1-1234)	12	SONNY JAMES — THE SOUTHERN GENTLEMAN Sonny James (Columbia KC 33846)	42
12	M-M-MEL Mel Tillis & The Statesiders (MGM 5002)	13	THE NIGHT ATLANTA BURNED The Atkins String Co. (RCA APL 1-1233)	44
13	THE BEST OF THE STATLER BROTHERS (Mercury SRM 1-1037)	5	HEART TO HEART Roy Clark (ABC/Dot DOSD 2041)	41
14	GREATEST HITS VOL. I Narvel Felts (ABC/Dot DOSD 2036)	15	THE TOMMY OVERSTREET SHOW LIVE FROM THE SILVER SLIPPER (ABC/Dot DOSD 2038)	45
15	DOLLY Dolly Parton (RCA APL 1-1221)	16	ROCK 'N ROLL MOON Billy Swan (Monument PZ 33805)	43
16	RHINESTONE COWBOY Glen Campbell (Capitol SW 11430)	9	BILLIE JO (United Artists LA 508-G)	—
17	SINCE I MET YOU BABY Freddie Fender (GRT 8005)	24	COUNTRY WILLIE Willie Nelson (United Artists LA 510-G)	—
18	GREATEST HITS Don Williams (ABC DOSD 2036)	20	RED HOT PICKER Jerry Reed (RCA APL 1-1226)	46
19	ROCKY Dickey Lee (RCA APL 1-1234)	23	SEARCHIN' FOR A RAINBOW Marshall Tucker Band (Capricorn CP 0161)	40
20	RONNIE MILSAP (Warner Bros. BS 2870)	22	NIGHTRIDER Charlie Daniels Band (Kama Sutra KSB5 2607) (Dist: Buddah)	48
21	RIDIN' HIGH Jerry Jeff Walker (MCA 2156)	21	LOVE, YOU'RE THE TEACHER Linda Hargrove (Capitol ST 11463)	—
22	BLACK BEAR ROAD C.W. McCall (MGM 5008)	33	WORLD'S GREATEST HONKY TONK BAND Bill Black Combo (Hi SHL 32093)	49
23	RONNIE MILSAP/NIGHT THINGS Ronnie Milsap (RCA APL 1-1223)	31	TODAY I STARTED LOVING YOU AGAIN Sammi Smith (Mega MLPS 612)	50
24	THE FIRST TIME Freddie Hart (Capitol ST 11449)	25	ONCE UPON A RHYME David Allan Coe (Col. KC 33508)	32
25	BILLY GET ME A WOMAN Joe Stampley (Epic KE 53446)	27		
26	I STILL BELIEVE IN FAIRY TALES Tammy Wynette (Epic KE 33582)	28		

Country Singles Reviews fr pg. 43

GUY SHANNON (MGM M-14837)
Just A Dream (2:47) (Ace/Maureen — BMI) (Jimmy Clanton, Cosimo Matassa)
With the sound and feel of the "teenie bopper" bandstand dance days, it's a refreshing Guy Shannon vocal with excellent instrumental and background voice arrangement. Flip: No info. available.

LEON RAUSCH (Derrick DRC 105-A)
Through The Bottom Of The Glass (2:38) (Acuff-Rose — BMI) (Paul Craft)
A beer-drinkin', uftempo tune with predominant harmonica. Leon says in this one that things never look too bad when viewed through the bottom of the glass. Produced by Ray Baker, box play is predicted. Flip: No info. available.

JUMP'IN JIMMY RICE (Speed Limit 45 Records SLR 0001A)
If I Had Any Sense At All (2:36) (Up-Trend — BMI) (Jimmy Rice)
It's a toe-tapping tempo with a nice vocal delivery by Jump'in Jimmy, who jumps right in and carries right on through with a good country lyric. Flip: No info. available.

TOM HALL (Scorpiant SC 0501)
Do The Wrong Again With Me (2:50) (Newkeys — BMI) (Ronnie Rogers)
It's a nice country melody with a good play on words. Tom sings of Diane, who will do wrong again and this time it may as well be with him. Produced by Slim Williamson and Randy Moore, it could do no wrong on the boxes. Flip: No info. available.

NORMAN JORDAN (JB Records 125 A)
Popcorn Steel (2:00) (Brownleaf — BMI) (Norman Jordan)
Just what the title implies, it's an instrumental with steel that moves faster than popcorn can pop. Produced by J. N. Blackburn, it could pop right on the charts. Flip: No info. available.



ZOOT FENSTER visited Louisville recently when his single, "The Man On Page 602," was on the top at **WAKY** (pop) and **WINN** (country). Pictured above modeling Zoot Fenster boxer shorts and t-shirts are Zoot's co-producer **Bobby Fischer**, **WINN** music director **Moon Mullins**, a belidged Zoot, **WAKY** music director **John Randolph**, and co-writer and label owner **Gene Strasser**.

Country Singles — Active Extras

Amazing Grace

Amazing Rhythm Aces (ABC)

Blackbird

Stoney Edwards (Capitol)

Buckeye Jackson

Jerry Max Lane (Dot)

Diamond Reo Cowboy

Don King (Con Brio)

Good Mornin' Lovin'

Larry Kingston (Warner Bros.)

He Little Thing'd Her Out Of My Arms

Jack Greene (MCA)

Indian Creek

Porter Wagoner (RCA)

It's So Nice To Be With You

Bobby Lewis (Ace Of Hearts)

Lonesome Whistle

Charlie McCoy (Monument)

Lovesick Blues

Sonny Curtis (Capitol)

Maybe Tomorrow

Don Gibson & Sue Thompson (Hickory)

My Babe

Earl Richards (Ace Of Hearts)

One Night Stand

Randy Barlow (Gazelle)

Roll On, Truckers

Ray Pillow (ABC/Dot)

She's Just An Old Love Turned Memory

Nick Nixon (Mercury)

Somebody Hold Me Until She Passes

Narvel Felts (ABC)

Somebody Loves You

Crystal Gayle (United Artists)

Sometimes

Bill Anderson & Mary Lou Turner (MCA)

The Bible Against The Bottle

Earl Conley

The Devil Ain't A Lonely Woman's Friend

Tennessee Ernie Ford (Capitol)

The Happiness Of Having You

Charley Pride (RCA)

This Time I've Hurt Her More Than She Loves Me

Conway Twitty (MCA)

When I Stop Dreaming

Debbie Hawkins (Warner Bros.)

Tommy Cash Joins Johnny's Roadshow

NASHVILLE — The Johnny Cash Show adds new family strength with the addition of brother Tommy Cash to the concert package. The Cash roster now reads Johnny Cash, The Tennessee Three, June Carter and the Carter Family featuring Anita, Helen and Mother Maybelle Carter, and Tommy Cash.

Tommy, along with his guitarist Wayne Gray, begin as regulars on the Johnny Cash Show with the very first tour of the new year, beginning in Green Bay, Wisconsin on Jan. 16. The tour covers the midwest and southwest, ending in Albuquerque on Feb. 2.

Tommy will appear on the first half of the show, singing his hit songs and will act as MC, introducing the other acts.

Johnny Cash will perform an hour and

thirteen minute concert each show, and will feature his most requested songs throughout the years. The family circle will be completed for a grand finale as June Carter and the Carter Family, daughters Rosey Lawhead and Rosanne Cash, and brother Tommy join Johnny on stage for a fast paced production of duets featuring June and Tommy, as well as country classics and gospel songs with everyone taking part.

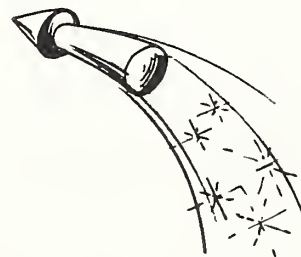
Guitarist Jerry Hensley, pianist Larry McCoy, and veteran musician Wayne Gray, will add an important part to the overall sound and presentation. The Tennessee Three remain the backbone of the Cash sound, as always, Bob Wootton, guitarist, W.S. Holland, drummer and Marshall Grant plays bass.



ONE MOE TIME — Columbia Records has signed Moe Bandy to an exclusive recording contract; he will be produced by Ray Baker, and his first Columbia single, set for immediate release, will be titled "Hank Williams, You Wrote My Life." At the contract signing are Nashville CBS marketing vice president Tony Martell, Nashville CBS a&r vice president Billy Sherrill, Columbia Records vice president and general manager Bruce Lundvall, CBS vice president of Nashville operations Ron Bledsoe, producer Ray Baker; Moe is seated



"AND YOU KNOW WHAT I MEAN" — Tanya Tucker, currently on her first promotional tour of Great Britain, was given a surprise 17th birthday celebration by the London office of MCA Records. While we are left wondering what her birthday wish was, Ms. Juanita Tucker, Tanya, and MCA's United Kingdom manager Peter Robinson are above.



If You Remember Bobby Socks
Pajama Hops And Crew Cuts
Then You'll "Remember Those
Sweet Yesterdays"



By The



"Country Cavaleers"



BURRITOS DELIVER HOT SAUCE — The Flying Burrito Brothers stopped by the Nashville offices of **Cash Box** to deliver their new Columbia album titled "Flying Again" to Juanita Jones during the legendary band's recent visit to Music City. Pictured above (l. to r.) are Chris Ethridge, Burrito roller (manager) Martin Smith, Joel Scott Hill, Juanita Jones, "Sneaky" Pete Kleinow, Gib Gilbeau and Gene Parsons.



ROCK'S GOOD OLE BOY — Presidential candidate Jimmy Carter greets the Amazing Rhythm Aces following a Halloween performance at the Fox Theater in Atlanta with the Marshall Tucker Band to raise funds for Carter's campaign. Carter, who was given his nickname by **Rolling Stone**, climbed several flights of stairs to thank the Aces for helping to fill the house. Above, Carter (c) stumps with (l to r) Jeff Davis, J.B. Hooker, Byrd Burton, Billy Earhart, Butch McDade and Russel Smith.

Produced by

RICCI MARENO

For MGB Productions

COUNTRY SHOWCASE AMERICA

#166A

Dist. by N.S.D.

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Nashville, Tn. 37202

(615) 242-2471

Contact-JOHN CENTINARO





RCA'S SOUL BOWL — The Fifth Annual Whitney M. Young Memorial Football Classic between Grambling and Norfolk State was spiced with pre-game entertainment by RCA recording artists, the Main Ingredient and Faith, Hope & Charity. The Main performed selections from their new LP, "Shame On The World," and Faith, Hope & Charity entertained the crowd with choices from the already successful "To Each His Own." Shown before the game are (l. to r.): Ron Moseley, RCA's new division vice president for rhythm and blues, Frank Mancini, division vice president for artists relations; Edward Scanlon, division vice president for industrial relations, radio personality and emcee of the day Hal Jackson, and the Main Ingredient, Carl Thompkins, Cuba Gooding and Luther Simmons.



HAPPY SHOCK WAVE — It was an electrifying week in Los Angeles recently, as United Artists' Electric Light Orchestra's Jeff Lynne and Bev Bevan enjoyed themselves with friends at a gala party for ELO at posh Beverly Hills eatery, Chasen's, (top photo, from left) Bevan meets Scott Bergstein, west coast music distributor; UA's Richard Wagner; and David Kastens of Eric Mainland. **Cash Box** gets together with Lynne as (bottom, from left) publisher George Albert, and CB's Jess Levitt and editor-in-chief David Budge smile for the camera. The ELO cohorts were in LA to publicize their "Face The Music" album, from which is culled their chart single "Evil Woman."



FOR THE LOVE OF THE GARDEN — The Isley Brothers last New York gig set the second highest gross for the one show at Madison Square Garden. With "The Heat Is On" a million selling LP, and the single "For The Love Of You" currently climbing the charts, there certainly was cause to celebrate "Fight The Power Day" in New York City. Shown at a party given in honor of the T-Neck recording artists by Epic/CBS custom labels are (l. to r.): Rudolph Isley, basketball's Wait Frazier; Kelly Isley; Ron Alexenburg, vice president and general manager of Epic/CBS custom labels, Ronald Isley.



FREDDY'S LOVE NOT SECRET ANYMORE — Freddy Fender had lines around the block when he played recently at L.A.'s famed Palomino Club. The crowd was so thick that the country niter's owners had to go on KLAC-FM radio to beg the ABC/Dot recording artist's thousands of fans not to come to the two sold out Fender concerts. Backstage things were equally jammed as friends and well wishers from LA's local radio stations crowded around the Tex-Mex Troubadour. Pictured left to right are: Barry Pollock, of ABC Record's promotion department, ABC's r&b general manager Jeanne Bennett; Tina and Rosie Guevara, music director of KHJ-AM; Carson Schreiber, KLAC, friendly Freddy Fender, Johnny Magnus, KRLA-AM disk jockey, and Debby Swanson.

Price To Rainbow

NEW YORK — The Rainbow Collection has been selected to represent singer-composer Alan Price in the U.S. and Canada for recording career management.

Price founded the Animals and the Alan Price Set. He also wrote and sang the score for the film "O Lucky Man," in which he also made his acting debut. He won England's Society for Film and TV Award in 1974 for his performance.

Chicago Gets 11th Gold Disk

NEW YORK — Columbia recording artists Chicago have earned a gold record with their latest album release, "Chicago's Greatest Hits," a collection of ten of their recordings.

"Chicago's Greatest Hits" is the band's eleventh gold record. Their eight previous albums, all produced by James William Guercio, have been gold. They also have two gold singles, both included in the new package, "Saturday In The Park" and "Just You 'N' Me."

Doobies Pact With Gest Public Relations

WOOD — The Doobie Brothers have signed for exclusive public relations representation through David Gest and Associates according to that firm. The artists are now recording a sixth album for the Warner Brothers label. Their new single "I Cheat The Hangman" from their "Stampede" LP follows two top ten hits "Take Me In Your Arms (Rock Me)" and "Black Water," which attained gold status earlier this year.

Abba fr pg. 41

that ABBA's philosophy of creation can only produce even more exciting results in the future.

ABBA's name, devised from Annifred, Benny, Bjorn and Agnetha, happens to also be the name of one of Sweden's most productive fish exporting companies... but Swedish fans now know that what ABBA is accomplishing on vinyl is far tastier than anything to come from Sweden in tin cans! And the world is acquiring a taste for ABBA as well. ABBA is delicious.

phil alexander



NETTY GRITTY'S NEW YORK CELEBRATION — The Nitty Gritty Dirt Band played Avery Fisher Hall recently and were visited backstage by a number of friends. Shown in the top photo are (l. to r.) Al Teller, president of United States Records; George Butler, vice president of Blue Note Records; John McEuen, Jim Ibbotson, Jimmie Fadden of the Nitty Gritty Dirt Band; Horace Silver, Blue Note recording artist; (foreground) David Bromberg, who joined them on stage and Jeff Hanna, of the band. While in town, the band stopped up at ABC and paid a call on Rick Sklar. Shown in the bottom photo are (l. to r.) Jeff Hanna, Jimmie Fadden of the band; Rick Sklar, vice president of programming for ABC Radio; Jim Ibbotson, John McEuen, of the band and Walter Paas of UA.



CAPITOL 'IN FLIGHT' NIGHT — Flight, newly signed Capitol recording artists, were spotlighted at a special showcase party at The Aquarius Theater last week. Participating in the festivities were (l. to r.): John Mucci, Flight business manager; Glen Sutton, producer, Star Ship Music; Pat Vidas, leader of Flight; David Chase, business manager.



"FOREVER" SIGNED — Seen at a luncheon given by CBS Records to celebrate the signing of Return To Forever and the group's guitarist, Al DiMeola are (l. to r.) Richard Asher, president of CBS Records International; Bob James, director of progressive music for Columbia a&r; Joseph Zynczak, attorney; Leslie Wynn, manager of the group; Bruce Lundvall, vice president and general manager of Columbia Records; Irwin Segelstein, president of CBS Records; Richard Mack, director of r&b promotion for special markets; Le Baron Taylor, vice president of special markets. Seated are Stanley Clarke, Al DiMeola, Lenny White and Chick Corea of Return To Forever.



"MAHOGANY" EVENING — Among those attending Jobete Music Company's screening of "Mahogany" were, Neil Portnow, manager of talent acquisition and development for Screen Gems-Columbia Music/Colgems; Gerry Goffin, co-writer of the "Theme From Mahogany (Do You Know Where You're Going To)"; his wife Barbara; Irwin Schuster, vice president and director of professional activities at Screen Gems Music; Rikki Mores, east coast professional representative for Jobete Music; and Carl Griffin, Jobete Music's director of east coast operations.



MVP'S IN ANY LEAGUE — Most Valuable Players Awards were presented to nineteen studio musicians and two background vocalists on Saturday, Nov. 15, by the Los Angeles Chapter of the Recording Academy (National Academy of Recording Arts & Sciences). The third annual awards luncheon honoring consistently outstanding performances in various classifications, was held at the Roxy Theater. Honorees were selected by ballot vote of their peer members in the chapter, such as musicians, vocalists, producers, arrangers, composers, conductors and engineers.

Participating in the awards presentation were Artie Butler, who emceed, Don Burkholder, Don Ellis, Snuff Garrett, Mike Post and Bones Howe who announced the winners.

Left to right: Nathan Scott (accepting for Tom Scott), saxophone; Lew McCreary, trombone; Emil Richards, percussion; Tom Bahler, background vocalist; Louise Di Tullio, flute; Fran Cipriano (accepting for Gene Cipriano), Double Reed, Dom Fera, clarinet; David Schwartz, viola; Sidney Sharp, violin; Sally Stevens, background vocalist; Linda Press (accepting for Reinie Press), electric bass; Chuck Domanico, string bass; John Guerin, drums and Michael Melvoin, keyboards.

Soul Waves fr pg 36

Winner of a new Dodge in the **WDIA**, Memphis "Body Warmer" contest is Kathy Grey. WDIA's annual Goodwill Drive concert will feature the Spinners, Latimore, Denise LaSelle, Rufus Thomas and local talent The Right Combination.

WDAO, Dayton is preparing its first "Radiothon" for the United Negro College Fund. The station also just celebrated the 100th edition of its successful talk show "Back Page." Among the guests who've appeared on it is a former pd of WDAO, Ernest James of WBMX, Chicago, Kenny Johnson, WDAO's pd, had to compliment David Ruffin on his new Motown LP, "Who I Am," especially the cut "Walk Away From Love."

X-RATED — Bobby Knight of **WOOK**, Washington, D.C., was set to emcee the opening performance of "Hair," which was the night of his birthday. Since Bobby has a reputation for being crazy, his friends at the station got a bit heavy over the air with suggestions of what kind of suit he'd wear on his birthday.

Well, to the shock of all present, he did it! He came out in his birthday suit, with

the exception of tennis shoes and socks in case he had to get some place fast. The calls haven't stopped coming in yet!

jess levitt/phil dimauro

John Prine fr pg 39

lethargic swamp-gas apparition picks so fast his fingers are a blur. And according to Prine, with whom Redbone toured for more than a year a few years back, Leon is one of the most meticulously clean people on earth. "Nobody knows where he comes from," said John. "Who cares? Dylan followed him around for hours at a New England folk festival a few years ago, and he plays piano licks on his guitar!"

s.p.

Albert's "Feelings" Gets RIAA Gold

NEW YORK — RCA recording artist Morris Albert's top 10 single, "Feelings" has been certified gold by the RIAA.

"Feelings" is an international success, being a hit in Brazil, Venezuela, Chile and Mexico.

'Story Castle,' Telephone Game With A 'Moral' For Kiddie Market

CHICAGO — Proving that "morals make money," Story Castle sales division of Highland Colony Enterprises in Ridgeland, Mississippi, devised a unique creation called "The Story Castle," a coin-operated "moral machine" for youngsters. The units are sold internationally through the Story Castle sales division.

The actual Story Castle machine, designed as a "pied piper" attraction for children who are accompanied by adults in retail stores and shopping centers, is a self-contained free standing unit, measuring forty inches wide by seven feet high. The basic model is a half round design which can be placed back to back with a second unit to create a single round design. It is fabricated of fiberglass with a gold metallflake color.

Beneath each window is a colored telephone, each of which tells a brief and original fun-filled story, of three minutes' duration, which not only entertains but

teaches a moral. The specially written tales are modern fables for today, and a step beyond Aesop. They embody all the elements essential to both educate and entertain; yet, each one teaches an important lesson in living. The stories are written on several levels, making them suitable for children of all ages, and even adults. The first volume collection consists of twenty-six stories.

The Story Castle operates by inserting a coin into the slot located in the mouth of the "smiley" in the window. Forty-two months have gone into product development and testing to assure the best possible product, according to a company spokesman, and acceptance by children in shopping centers and other high traffic locations has reportedly been greater than expectations and quite rewarding for the Story Castle owner.

Units are currently in initial production at the firm's factory and available for delivery

McCarthy Re-Elected NYSCMA Pres. '76 State Pingame Tour. Set

SYRACUSE — An election of officers, with many incumbents being re-elected to another term, highlighted the Nov. 6 meeting of the New York State Coin Machine Association at the Hilton Inn, in north Syracuse.

The state group's energetic president, and driving force, Millie McCarthy, will continue in office; with Mike Mulqueen as secretary and Al Kress as treasurer. The six vice presidents are: Sal Trella, Carl Pavesi, Jack LaHarte, Louis Bruno, Fred Stott and Robert Bathrick. Association's twelve directors are: Jack O'Brien, Mike Busco, Pat Marcy, Tom Greco, Paul Brock, Larry Faucher Jr., Charles Brenon Jr., Jack Wilson, Carl Vescio, Ogden Whitbeck, Lindy Nardone and Dick Driscoll.

The subject of tournaments, and the formation of a national Games Tourna-

ment Board, also figured prominently on the business agenda. A date of April 24, 1976 was determined for the association-sponsored state pingame tournament at the Northway Inn in Syracuse, with regionals being run the first of the year and that date.

Millie McCarthy advised that further details on the Games Tournament Board will be forthcoming. In addition to manufacturer cooperation, the G.T.B. will also have distributors on the board, "bringing all three levels of the industry together," as Millie said. Roland Smith of Seeburg; Bob Wood of Rowe International; and Jack Shawcross of Robert Jones International will be assisting on the board, along with coordinator Millie McCarthy, adviser Ed Adlum and consultant Herb Gross.

Sega 2-Plyr. Bullet Mark On Way To All Distributions.

LOS ANGELES — Delivery to distributors of the exciting new Bullet Mark, began this week according to Sega of America marketing director Milton Greenman. The first units rolled off the line at the new Sega manufacturing facility in Redondo Beach, California, and were immediately dispatched to distributor showrooms.

The object of the game is to hit a changing series of targets with a one or two player gun. Four series of targets appear on an oversized tv screen, balloons, tanks, pirates and jet aircraft. Each of the targets is assigned a score-rating based on how easy or hard they are to hit. The easiest are the balloons, with each hit



worth seven points, the tanks are next at 15 points, then come the pirates, earning 30 points; and finally the jet planes zooming across the 23" solid state Motorola tv monitor screen, each cluster worth 45 points.

Each hit records the score for the player on a highly visible digital read-out. However, a unique feature of the game is that for each miss, points are subtracted from a player's score.

"The excitement and competitiveness

of the rising and falling scores as each player hits or misses his targets is already reflected in exceptionally high income in Sega test locations in California," according to Greenman.

Two authentic-looking Tommy guns, with a recoil effect like the real thing, are mounted on the gun cabinet. The guns can be fired as a single shot by each player or in bursts. The hits and misses can be followed easily and visually as each player has his own bullet mark, and individual gun sound effect.

The dimensions of the Bullet Mark are 48" high in front and 58 5" high in the rear, 32 5" wide and approximately 125" deep. Playing time is adjustable from 60 seconds to 140 seconds and an extended play feature is available.

"It is unquestionably one of the best arcade money-makers in years," added Greenman. "After all," he concluded, "in most plays the unit is earning 50¢ per use."

Bally Earnings Report

NEW YORK — Bally Manufacturing Corporation (NYSE BLY) reported revenues and earnings for the third quarter and nine month period ended September 30, 1975.

For the three months ended September 30, 1975, revenues were \$43,009,000, earnings were \$1,015,000, and earnings per share were \$.18 compared to revenues of \$36,262,000, earnings of \$3,109,000, and earnings per share of \$.57 in the comparable quarter of 1974.

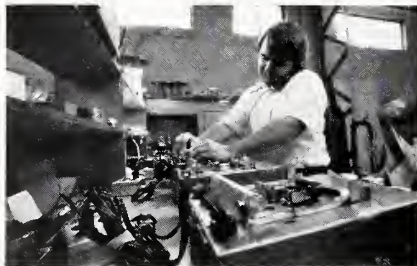
The following factory photographs illustrate the various production stages which precede the completion and final packaging of each model of 'Story Castle.'



A line of Story Castles prior to electrical and signage assembly



Plant technicians wiring electric lighting and signage assembly.



Tape player and telephone quality control being thoroughly checked before mounting in the unit.



Plate for coin deposit and return being mounted by technicians.



Story Castles in assembly circle where ten units can be worked on by one crew.



The final product, completely assembled tested and ready for packaging!

Smith Appt'd. Nat'l. Sales Mgr.

CHICAGO — Sonny Beckham, chairman of the board of Highland Colony Enterprises, announced that Allen C. Smith has been appointed national sales manager of Highland's new division, Story Castle Sales.

Smith comes to the firm with twenty-two years' experience in coin-operated equipment and vending sales. During this period he was an operator and distributor of a variety of coin-operated machines including the equipment of Rock-Ola, U.S. Billiards, Chicago Coin and others. He has served as sales manager for Seeburg in Memphis and vice-president in charge of sales for Southern Amusement Co., also located in Memphis.

In accepting his new position Smith said, "It gives me a great deal of pleasure to be appointed national sales manager for Story Castle Sales. This new product is extremely exciting as it appeals to the youth market in a very unique way. Our children love to hear stories and they also love telephones. The Story Castle ties them both together."

Beckman said the Story Castle has gone through 42 months of product development and testing and is now ready for national and international distribu-



tion. "Acceptance by the public has greatly surpassed our expectations and proven our unit's high earnings potential for the operator."

Sales headquarters for the company will be located in Ridgeland, Mississippi at the Highland Colony Corporate offices. Smith will be working out of a sales office in Memphis.

For the nine month period ended September 30, 1975, revenues were \$128,845,000, earnings were \$6,401,000, and earnings per share were \$1.15 compared to year-earlier comparable nine month period revenues of \$115,428,000, earnings of \$10,261,000, and earnings per share of \$1.88.

William T. O'Donnell, president of Bally, noted that this year's third quarter results compared to a particularly strong three month period in 1974 when a large order for slot machines was sold to the government of Puerto Rico.

O'Donnell also stated that this year's

third quarter results were further depressed by currency exchange losses and certain foreign inventory mark-downs and weakening foreign currencies when compared to the very strong U.S. dollar over the last several months.

On the positive side, O'Donnell, stated that Bally's Aladdin's Castle opened their 71st family amusement center and Aladdin's sales and earnings are now beginning to make a far more meaningful contribution to the overall company.

O'Donnell concluded by stating that as a result of the major financial cash flow

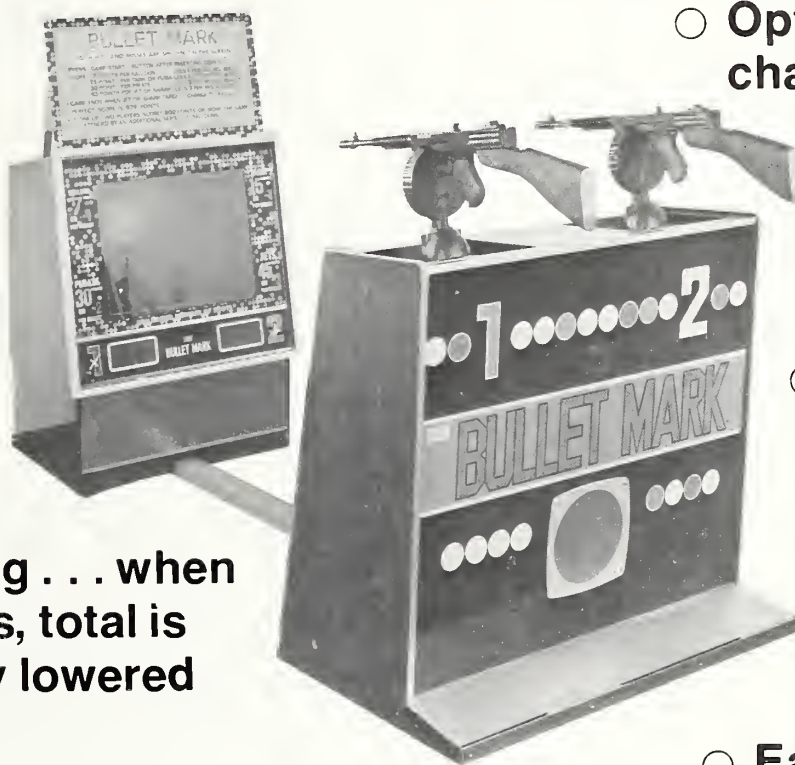
continued on pg. 56

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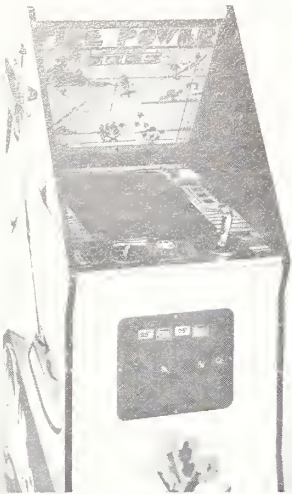
Sega of America
2550 Santa Fe Avenue
Redondo Beach, California 90278
(213) 772-0833

Sega Enterprises Ltd.
P.O. Box 63 Tokyo AP
Tokyo 149, Japan
(03) 742-3171

'Fire Power' From Allied

HIALEAH — Allied Leisure Industries Inc. is currently in production on a new video game called "Fire Power," which was recently sample-shipped to its distributor network.

"We did not show Fire Power at the recent MOA convention because we were not, as yet, planning to produce it," said



sales manager Jack Pearson. "However, exceedingly favorable location test results prompted us to go into immediate production." The unit was scheduled to be shown at the IAAPA convention in Atlanta, November 20-23, along with several other Allied products.

Fire Power is a single player video game in which the player tests his skill at driving a tank while trying to shoot down attacking airplanes. To add challenge to the game Allied has placed minefields

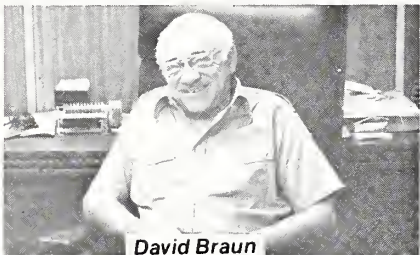
on the screen, which the operator has the option of activating as part of the game, or otherwise letting them remain on the screen as video animation.

The model has a speed control on the left which allows the player to choose between a slow speed for ten points a hit, a medium speed at 20 points, or a fast speed for 30 points a hit. The firing button is located on top of a specially hand-contoured joystick, which is controlled by the player's right hand. The side movement of the tank on the playfield is also controlled by the joystick. Fire Power has a suggested 60-second time limit for play.

The unit has a 23" Motorola monitor and is encased in a well decorated cabinet which is geared to fit into any type of location. "Considering all the features," Pearson concluded, "we feel that Fire Power is the most complete game available in the video fighter game field."

Photo Tour Of Allied

A visit to the Allied Leisure Industries Inc. facilities will reveal evidence not only of the firm's growth and expansion over the past few years, but also of the amazing recovery made by Allied since the devastating fire of less than two years ago which gutted the 18th Street plant. Today this site houses the rebuilt structure, and a plant addition as well; and the



David Braun

complex is self-contained and fully equipped with such facilities as silk screen shop, paint shop, wood shop, tool and dye shop, ovens, a strip-it machine for cutting out the molds, and others. The firm's 74th Place quarters are equally impressive for their extensive factory, office and departmental facilities.

David Braun, chairman of the board of Allied, has his office here. He is a man of much experience in the industry, dating back to his teenage years when he was involved in the manufacturing aspect. His personal expertise encompasses all levels of the coin machine business.

The office of Allied's president Bobby Braun is also located in the executive wing of the building. Bobby founded Allied in 1969 and in the ensuing six years has been a driving force in the company's success. Having been literally raised in the business, Bobby learned a great deal from his father, David Braun, and supplemented this knowledge with personal experience over the years.

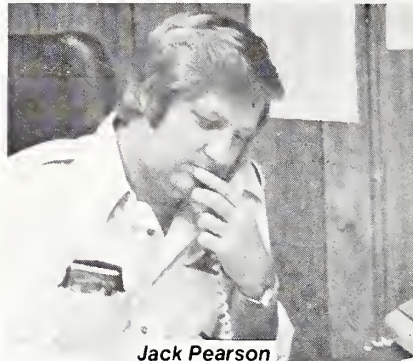


Ruth Rosenson

From Bloomingdale's to Allied, with a stint in carnival work as owner and manager of show exhibits, and a marketing degree with honors from NYU, is a

Special Promo Launched

With the introduction of "Fire Power," Allied has launched a special promotion and sales incentive program, spearheaded by Jack Pearson, firm's sales manager. A very eye-catching promo-



Jack Pearson

tional piece has been designed by Allied's Linda Theis to kick off the campaign, and it is currently in distribution to eligible participants across the country. The brochure is almost poster size when unfolded and the lettering, white on black background, reads in part "Allied



Linda Theis

Leisure Industries, Inc. ... Presents ... We Love Salesmen (incentive program) ... Learn how you can earn real money for each and every Allied Fire Power you sell!" Salesmen are instructed to call Allied for further details — and "ask for Jack!" The promotion is expected to be a big success and judging from the accompanying photo of Jack Pearson we assume the response is already coming in.

partial resume of the background of Allied's parts department manager Ruth Rosenson. She is quite a remarkable lady who has, in the brief span of a year and a half, structured the parts department into a well organized smooth running operation. She is sympathetic to the trials of "down" equipment because of her own carnival experience and is intent on fulfilling parts needs with speed and efficiency. "The fact that I have a photographic memory for parts numbers does help a little, of course," she said!



As you can see, Bob Gillman, Allied's service manager is preoccupied in this photograph. The service department is housed in the very spacious lower level of the building, along with production, shipping, technical and other departmental facilities. Many Allied products are designed, assembled, tested and ultimately shipped from this building

Allied 'Ski'

HIALEAH — "Ski" is the latest single-player arcade game introduced by Allied Leisure Industries Inc. and currently in production at the factory.

The game offers realism and challenge, for player appeal, and is encased in a compact, colorfully illustrated cabinet with playfield and backglass design depicting the excitement of the sport.

Just as in actual skiing, the player grips the simulated "ski" poles while positioning his feet on the "skis" at the base of



the platform. With all of the physical action of the sport, the player tries his skill at going through marker poles on a slalom ski course. If the player makes it through 4 poles without hitting one, his speed is increased, and each time the speed increases he covers more mileage. The mileage is shown on a solid state digital read-out as his score.

While "sking" the player can hear, via solid state, the sounds of the wind and the snow and when the marker pole is hit there is a loud cracking sound, and the game temporarily stops.

An additional 8-track tape cartridge for background music is also available.

"Ski" was very successfully shown by Allied at the recent Music Operators of America convention and is currently in the process of being sample shipped to distributors.

World Wide Hosts 3 Seeburg Schools

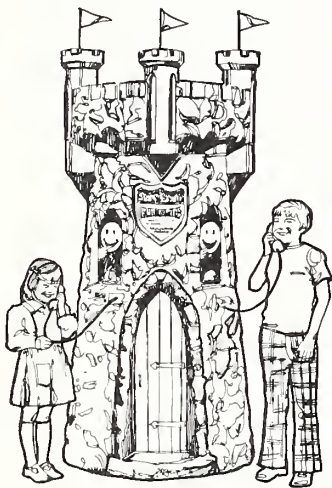
CHICAGO — World Wide Distributors, Inc., hosted a series of three consecutive service schools on the new Seeburg "Entertainer" phonograph as an accommodation for customers in various areas of the state. Bob Parker, Jack Moyle and John Neville of the World Wide sales staff were in attendance, as hosts, at all three sessions and to lend their assistance to Seeburg field engineer Ed Urgitis who conducted the schools.

The initial class was held in Peoria, Illinois at the Holiday Inn, on November 11; followed by a session in Springfield, Illinois at the Downtowner Motor Inn on November 12, with the final school taking place on November 13 at the Stardust Motel in Moline, Illinois.

Among the topics covered in the presentation were troubleshooting, advances of digital components, and speaker hook-ups; latter being strongly emphasized by Urgitis for its importance to operators and servicemen. He cautioned that improper hook-ups can overload an amplifier or result in low or distorted volume and clearly explained about correct placement of speakers, proper connection of speaker lines and the phasing of speakers.

All three schools drew excellent attendance and participants were generous in their praise for the opportunity to attend and for the productive and educational value of Urgitis' presentation.

NEW MONEY MAKER!



the Story Castle™

The Story Castle is an exciting new coin operated money-making piece of equipment. The Story Castle tells delightful stories to children of all ages in a fascinating and automatic way, while you the operator reap big profits. Investment from \$2,495. Call, or write today for free details without obligation.

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Willie Nelson:
"Blue Eyes Crying in the Rain" 3-10176

Johnny Cash:
"Texas-1947" 3-10237

Lynn Anderson:
"Paradise" 3-10240


Tanya Tucker:
"Greener Than the Grass" 3-10236

Sonny James:
"Eres Tu" 3-10249

Faith O'Hara:
"He Loves Everything He Gets His Hands On" 3-10252

Making it through December.



A country wonderland, on Columbia Records 

Round the Route

CHICAGO CHATTER

See the new D. Gottlieb & Co. single player pingame called "Abra Ca Dabra" at your nearest Gottlieb distributor showroom.

AT PRESSTIME LAST WEEK the annual IAAPA convention was about to get underway (20-23) at the Marriott in Atlanta, Georgia. Many from the coin industry ranks were expected to attend this year, both as exhibitors and observers.

ROCK ISLAND, ILLINOIS OPERATOR **Orma Johnson Mohr** of Johnson Vending said collections are good these days and she had no complaints to register on present business conditions; but she's positively furious over the latest increase in cigarette prices. Some of the major wholesalers (including American Tobacco Co., Brown & Williams, P. Lorriliard & Co. and Liggett & Meyers) sent notification of a price increase varying from about 10¢ to 15¢ per carton and Orma said distributors are expected to add another penny or two per carton which would ultimately raise the vended price by about 5¢. R.J. Reynolds and Phillip Morris haven't been heard from as yet, she added, but they, too, will undoubtedly up their prices. Orma noted that there's been little time to recover from the last increase of October '74, and she couldn't help but look back longingly to when she first took over the business in 1958 when cigarettes were going for between 25¢ and 30¢ per pack!

"GUN FIGHT" IS indeed the center of excitement at Midway Mfg. Co. and **Larry Berke** couldn't be more pleased about it! He said the unit's been selling very heavily since its introduction — and there's no let-up in sight! Larry departed for Atlanta last Thursday to be on hand for the IAAPA's opening day and he told us he was looking forward to seeing a large number of coin machine people in attendance this year.

AND SPEAKING OF THE IAAPA, we learned that Allied Leisure Industries Inc. of Hialeah would be represented with quite a few pieces of equipment at the show, including "Fire Power," "Ski," "Dyn-O-Mite," "Bumper Car Ride," "Gallopig Pony," and "Astro Print."

TALKED TO ROWE INTL.'S **Dan Denman** just prior to his departure for Atlanta to make things ready at the huge Rowe distribs exhibit which will cover over 2600 sq. ft. of space at the IAAPA. As pointed out in earlier columns, it appears there will be a record representation from the coin machine industry this year!

INDEPENDENT PROMO REP **Paul Gallis** stopped by the **Cash Box** office last week with recording artist **C.C. Weather** who's looking forward to heavy jukebox play with her recording of "I Can Make It Good For You" (Mako). Might add that Ms. Weather looks every bit as great in person as she does in the ads promoting her record! Wow!

ON THE SINGLES SCENE: Got the word from **Joe Ceddia** of Lormar that area ops are showing much interest in the following releases: "Feelings" **Morris Albert** (RCA), "The Man On Page 602" by **Zoot Fenster** (Antique), "Convoy" by **C.W. McCall** (MGM), "Fly Robin Fly" by **Silver Convention** (Midland Int'l.) and "Our Day Will Come" by **Frankie Valli** (Private Stock).

MILWAUKEE MENTIONS

Spoke with **Jack Hastings** of Hastings Dist., Inc. in Milwaukee and learned that he has seen the new Rock-Ola model 464 that was recently premiered in Miami. Jack says it is a good looking piece and he expects it to do very well. He also mentioned that things have been relatively quiet lately, but collections are stable and sales have been good.

Leonard Roulier, executive director of WMMA tells us that dates for the spring meeting have been rearranged so that they would not be in conflict with the annual meeting of the MOA board of directors. New dates for the spring meeting, which will be held at the Scotland Resort in Oconomowoc, are April 9, 10 and 11, 1976. Leonard says he anticipates, "a great show this year. Last year's show included about 25 booths; this year there will be more with an even larger attendance." With the promise of such a successful show, we know everyone will want to make it a point to attend this year's spring meeting.

AND COUNTRY MUSIC seems to be rising in popularity with everyone making the most of it, as seen by radio station Wauk in Milw., which recently changed to an all-country format.

ON THE SINGLES SCENE: **John Jankowski** of Radio Doctors, Milw. gives us a look at the hottest operator singles in his market; and here they are: "That's The Way I Like It" by **KC & The Sunshine Band** (T.K.); "Fox On The Run" by **Sweet** (Capitol); "Sky High" by **Jigsaw** (Chelsea); "Country Boy" by **Glen Campbell** (Capitol); and "I'm On Fire" by **5,000 Volts** (Phillips). Country songs seeing action include: "Man On Page 602" by **Zoot Fenster** (Antique); "Letter From My Ex-Wife" by **Eddie Vespa** (Vic); "The Good Lord Giveth (And Uncle Sam Taketh Away)" by **Webb Pierce** (Plantation); and "It's Not Funny Any More" by **Stella Parton** (IRDA).

UPPER MID-WEST MUSINGS

Mr. & Mrs. **Bill Behm**, Grand Forks, N. Dakota, in the cities over the weekend taking a few days away from their regular routine of business and enjoying the little vacation. . . . **Dean Schroeder**, Aberdeen, in town for a few days buying equipment. . . . **Darlow Maxwell** and son **Frank** in town for a few days. Darlow now living in Huron, S. Dakota retired, and Frank is working in Tucson for an operator. Just decided to drive to the cities and spend a few days visiting old friends in the business. . . . Mr. & Mrs. **Doyle Hicks**, Brookings, in the cities for the weekend buying equipment and Mrs. Hicks getting in some of her shopping. . . . **Bud and Clare Nitteberg**, Castlewood, S. Dakota in town for the day buying equipment. Said they had a big summer business. They own a very large pavilion on the lake where they have dancing, boats for fishing and many cottages, in other words a large summer resort which keeps them plenty busy. . . . Glad to hear that **Betty Krueger** is feeling much better since having had surgery. . . . Mr. & Mrs. **Gordon Runnberg** in town also visiting their daughter **Marsha** going to school in St. Paul. . . . **Nik Bergquist** in the cities as was **Bob Lucking**, **Bob Thomas**, **Morris Anseau**, Mr. & Mrs. **Ed Dunn**, Mr. & Mrs. **Ed Smith** of **Motley**, and Mr. & Mrs. **Lawrence Sanford**. . . . Mr. & Mrs. **Cart Gedney** of **International Falls** stopping off in the cities enroute to **Rochester Mayo Clinic**. Cart having not been feeling just right going for a check up. . . . **Glen Charney**, **Viking Vending Co.** had some kidney stones removed this week and is being discharged from the hospital Fri. 14th and is feeling just great, said he feels well enough to go right back to work Monday morning. . . . Mr. & Mrs. **Vern Johnson**, **Alexandria**, had a lovely week in Mexico. Flew there with a few of their friends for a little holiday. . . . **Morris Anseau** had his hip operation and after three weeks in the hospital is getting around just fine with a cane. Won't be long and he will put the cane away and be on his own. . . . **Bill Holub**, **Winnipeg operator** in the cities for a few days making the rounds. . . . **Wright Bros.** at **Orch. Hall**, Nov. 22. . . . **Charlie Rich** at the **Minneapolis Sport Center** Nov. 29. . . . **Christmas Pops** with **Mitch Miller** at **Orch. Hall** Dec. 9. . . . **Frank Zappa** and **Mothers** Nov. 26 at **St. Paul Civic Center**. . . . **Wayne Cochran**, Dec. 15. The **Wright Bros.** **Overland Stage Co.** at the **Barbary Coast**. . . . **B.B. King** Nov. 11 at **Orch. Hall**.

HOUSTON HAPPENINGS

Big State Vending Co. Inc., 6201 Gulf Freeway, is probably the oldest vending concern under the same name in the Houston area. Have no exact date of its formation but present secretary, **Evelyn Osborne**, has held her position since 1954, and she is as youthful appearing today as she was twenty years ago; and that, folks, is factual not flattery! . . . **Jack Stazo** (the talkative one) is head of **Big State Vending** and the remaining office personnel (in addition to aforementioned **Evelyn Osborne**) are **Jennifer Carroll**, bookkeeper and office manager; **Jan Muellewhite**, accounting clerk; **Janet Goston**, accounting clerk; **Pat Taylor**, records secretary. Office Coffee System has been enjoyed by the whole gang for three years; and present workers on that super important project are **Kathleen Beal** and **Cathy Gurganious**. . . . Mr. and Mrs. **L.C. Butler** have mailed invitations to the wedding reception of their daughter, **Pamela (Pam) Renee** and **George Ralph Gaenslen III** on Nov. 28 at 7:30 p.m. Reception will be held in the **La Fronda ballroom**, **Warwick Hotel**, Houston. **L.C. Butler** is owner of **Gulf Coast Distributing Co.**, located in **Butler's** practically new modernistic building which covers (including parking space) an entire block of **Milam St.** . . . Recently discovered that **Jerry Carson**, a next door neighbor, is the mother of **Jimmie (Jimbo) Carson**, disc jockey at radio station **KIOX**, Bay City, Tex. **Jimbo's** sister, **Sherry**, has recovered from major surgery. Above-mentioned discovery was made when Mrs. Carson noticed our **Cash Box** magazine and asked to read it. Bay City is a prosperous and growing town and a stop-over point for tourists traveling the Gulf Coast area. . . . **Max Atlas**, 90, passed away Oct. 31. We extend sincere condolences to immediate survivors, especially his widow, **Tibe Atlas** and son, **Henry**. Henry is a long-time local coin machine operator. . . . **Leonard Nakielny**, recognized electronics authority from **Williams Electronics**, recently held a very successful school on marble amusement machines at **H.A. Franz & Co.** Thirty-five interested technicians were in regular attendance. . . . General overall business conditions of Houston coinmatic industry appear better than good. Increased beer prices did not hurt amusement game and phonograph play according to numerous reports. Kiddie rides and ball gum vendors, located in large supermarkets, appear to be getting plenty of play.

CALIFORNIA CLIPPINGS

The upcoming Thanksgiving holidays will be most welcome to the overburdened staff at **C.A. Robinson & Co.** Skeleton crews will staff the facilities to take care of operator needs insofar as service and parts are concerned. The sales crew (**Al, Hank, Ira, Sandy, Lance and Mike**) at C.A. Robinson are literally kicking each other for not having ordered many, many more **Bally Wizards**. The "sold out" sign is hanging next to the beautiful plaque that they received from **Bally** for outstanding achievement in the sale of **Wizards**. So now they are waiting patiently for the advent of the new four player **Bow & Arrow**, as their inventory of the single player **Hideal** is rapidly diminishing. . . . **Midway's Gun Fight** is producing the greatest stir of the season with orders outstripping the supply. Location reports have been phenomenal and this unit is a welcome addition to **Wheels II** which is still showing **Midway's** ability to produce the good ones. . . . **Pico Indoor Sports** has just received a shipment of **U.S. Billiard's** video **Sharks** and are quite thrilled. This unit looks to be a good grosser for 1976. . . . Video is moving into the rock'n roll scene. **Girard Landry** has a video system that he is working with to record visually and audibly various pop groups. More on that later. . . . **Mickey Greenman** of **Sega** will be at the IAAPA in Atlanta, Ga. with two exhibiting booths. I'm sure that with the resurgence in arcade business that this year's convention will prove to be very interesting.

EASTERN FLASHES

Many from here expressed intentions of attending the Nov. 20-23 IAAPA convention in Atlanta, Ga., so we can assume this area was well represented at the show! . . . Happy to hear that **Carl Pavesi Jr.** is out of the hospital and well on the road to recovery. . . . **Bruce** and **John McIlravy**, newcomers to coinbiz, are currently operating as **McIlravy Bros.** in **Poughkeepsie**. . . . Chatted a bit with **Frank Ash** of **Active Amusement Co.** in **Philly**, who was all set to attend the IAAPA show in Atlanta last week. Frank said he's very enthusiastic about the gorgeous new **Rock-Ola model 464**, 160-selection phonograph — and similarly pleased with the great array of new games

BUY

Bally

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TOP EARNINGS

IN

EVERY TYPE OF LOCATION

EVERYWHERE

SEE

MIDWAYS'

"GUN FIGHT"

COIN MACHINES WANTED

WE ARE ALWAYS INTERESTED IN USED AND BRAND new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL, 276 AVENUE, LOIS, BRUSSELS

WANT — all makes new and used Phonographs, Wall Boxes, T.V. 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 — Will pay cash \$\$ for all models of new and used Bally bingo machines. Please phone Collect with prices, conditions and quantities. FOR SALE — Over 3,000 Bally slot machines, also Mills and Jennings. Bally Distributing Company, Box 6418, Reno, Nevada 89503 323-6156

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.

COIN MACHINES FOR SALE

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

FOR SALE: 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

I HAVE 100 original song poems — rock — country — western — comedy — love songs — etc. For brochure and price list write George Bruce, Rt. 5, Box 387, Kingston, N.Y. 12401.

FOR SALE: 20 National Cigarettes \$400 Assorted Flippers \$200 Brand New TV Games \$350 And export Slots, Bingos, Uprights, Cranes, Jukeboxes, Terrific Bargains. PAN AMERICAN AMUSEMENTS INC., 1211 Liberty Avenue, Hillside, New Jersey 07205 Telephone (201) 353-5540

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

CLASSIFIED AD RATE 25 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$6.25 CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$128 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 25¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 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

FOR SALE: Magnotron \$675; Soccer \$695; Dealers Choice \$645; Star Pool \$760; Flicker \$665; Red Baron 695; Olympics \$590; Turf Club \$625; Grand National \$725; Panzer Attack \$795; Pursuit \$725; Trak 10 \$845; Owak \$975; Tennis Tourney \$225; Basketball \$545; Super Fozz, Budweiser model \$475; Quick Draw \$725; Super Soccer \$825; Pat Hand \$785; Air Aces \$740; Boomerang \$745; Gin \$525; Super Star \$675; Monster Gun \$325; Grand Prix \$295; Crack Shot \$750; Tank \$1045; Gran Trak 10 \$895; Anti Aircraft \$1025; Robot \$475; Little Red \$125; Champion Hockey \$175; Super Soccer, cheat proof \$275 New Orleans Novelty Company, 1055 Dryades Sireet, New Orleans, Louisiana 70113; Tel. (504) 529-7321 CABLE: NONOVCO.

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

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JO-BAR MUSIC PUBLISHING CORPORATION and BAR-JO Records, Inc. needs investors and stockholders to re-open music business — Write BAR-JO at 83-45 Vietor Ave., Suite 2B, Elmhurst, New York 11373 or call (212) 898-1628 or 243-5668

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RARE RECORD SHOPS AND FINDERS List of 31 United States shops. Up to date list personally compiled \$2. MacLean's, 312 Belanger St., Houma, La. 70360

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LEADING TAPE AND RECORD DISTRIBUTORS OF all labels. Will sell current & cut-out merchandise at lowest prices. Member of NARM. Send for catalogues. CANDY STRIPE RECORDS, INC., 17 Alabama Avenue, Island Park, New York 11558. 516-432-0047, 516-432-0048, 212-895-2693

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OPERATORS — WE BUY USED RECORDS NOT OVER 1 year old — 10¢ each plus postage. JOHN M. AYLESWORTH & CO. 9701 Central Ave., Garden Grove, Calif 92644 (714) 537-5939

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.

INTERNATIONAL COLLECTORS find rare LPs by Byrds, Cher, Everly Brothers, Rick Nelson, Sandy Nelson, Dusty Springfield and others in our special collectors list \$1.00 incl. airmailing. The fastest and most dependable service in the world. AIRDISC SPECIAL SERVICES, Box 835, Amityville, New York 11701.

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HUMOR

DEEJAYS! New, surefire comedy! 11,000 classified one-line gags, only \$10. Designed to give you the right line for the right occasion every time! Send for our comedy catalog IT'S FREE! Edmund Orrin, 2786-C West Roberts, Fresno, Calif. 93711.

Eastern Flashes cont. pg. 54

equipment being released by the factories these days. He said business has been very good and, with the quality of new music and games product on the market, he's expecting it to continue to prosper! . . . **Vic McCarthy** (Millie's son) is back in the swing of business after a nice vacation trip to Massachusetts . . . We wish a speedy recovery to coinbiz veteran "**Pop**" Tartaglia, who is in the hospital . . . Understand the Westchester Operators Guild attracted a good sized attendance at its meeting last week. The group's scheduled December conclave will be a combination meeting and Christmas party . . . Best wishes to **Frank Greco** of Greco Bros. Amusement, who was just elected supervisor of his township . . . A new shipment of Gottlieb "Gold Strike" add-a-balls just arrived at Coin Machine Distributors Inc. — and **Al Kress** couldn't be more pleased about it!

It's Magic, Gottlieb's New 'Abra Ca Dabra'

CHICAGO — Public enchantment with the bizarre, the occult, the horrendous, and what have you, is being reflected in the design of many of the new coin-operated games on the market. The latest D. Gottlieb & Company pinball machine, both in name "Abra Ca Dabra," and in style, vividly illustrates this theme



The model's backglass and playfield depict, in bolder color, an atmosphere of magic to immediately attract the player and generate a mood of excitement which is carried through in play.

In the scoring process, by activating the 1-2-3-4 sequence at the top and bottom of the playfield, the player can earn bonus and advance bonus value. Ten drop targets also score bonus when indicated by the "traveling light"; and the bullseye target scores bonus plus special when bonus is at 5000 points and all drop targets are down. Pop bumpers score 1000 points each when lit, for a super high score.

Operators need only travel to their nearest Gottlieb distributor showroom and "Abra Ca Dabra" the new model will be revealed to them!

Bally Earning cont. pg. 50

problems many major U.S. cities are today encountering, heightened by New York City's recent near default on its debt obligations, he was now more optimistic than ever about inevitable legalization of one or more types of gaming legislation in various parts of the United States.

Rowe School In Grand Rapids

GRAND RAPIDS, MICH. — Rowe International Inc., subsidiary of Triangle Industries, Inc., held a course in music technology at the firm's Grand Rapids factory the week of November 10.

The session was spearheaded by Gordon Winfield and Marty Rust, Rowe field engineers, and attended by service representatives from across the U.S. and Canada. Among those in attendance were: Joe Kociulym (Thorold, Ont.); Bruce Taylor (Calpella, Cai); Charles Breeden (Paoli, Ind.); Mike Rollyson (Charleston, W. Va.); Fred Keller (McAllister, Okla.); Ron Durthaler (Newark, Ohio); John Karch (N. Kansas City, Mo.); Jerry Schultz (Rockford, Ill.); Allen Gucciardo (Belvidere, Ill.); Bruce

Hall (Highland, N.Y.); Al Mooney (Grafton, W. Va.); Dennis Marik (Rockford, Ill.); and Bill Athens (St. Joseph, Mich.).

The course stressed basic electricity and schematic reading, in addition to a strong emphasis on all phases of the record changer. Included was an introduction to the complete line of Rowe-AMI music equipment, particularly the new R-80 models.

Rowe regularly conducts these schools at the factory and also schedules similar seminars in the field. The next music school at Grand Rapids will take place February 2-6, 1976 and operators are invited to contact the Rowe distributor in their area for information on submitting applications for attendance.



CONGRATULATIONS, BILLY! — Monument recording artist Billy Swan (third from left), winner of an MOA Jukebox "pop record of the year" Award for "I Can Help" is surrounded by wellwishers (left to right) Steve Holder, president of Digital Games, Inc. (San Dimas, Calif.); Fred Moore, general manager of ABC Amusement Co. (Johnson City, Tenn.); Catherine Page Bird (Memphis, Tenn.); R.C. Bird Jr. (Greenville, Tenn.); and Jim Sharpe, public relations man for Monument Records (Nashville, Tenn.) during the recent Expo convention. Swan was in Chicago to personally accept his award at the MOA banquet presentation in the Conrad Hilton Hotel.

STATE ASSOCIATION CALENDAR 1976

January 16 to 18; Oregon Amusement & Music Ops. Assn., annual conv., Salishan Lodge, Gleneden Beach
February 6 to 8; South Carolina Coin Ops Assn., annual conv., Carolina Inn, Columbia
March 19 to 21; Music Ops. of Michigan, annual conv., Weber's Inn, Ann Arbor

April 9 to 11; Wisc. Music Merch. Assn., spring conv., Scotland Resort, Oconomowoc
May 7 to 8; Ohio Music & Amusement Assn., annual conv., (Site to be selected)
May 14 to 16; Music and Amusement Assn. (New York) annual conv., Stevensville Country Club, Swan Lake



ALOHA IN CHICAGO — Appropo to the current Cecelio and Kopono Columbia album tagged "Elua," and to herald the pair's opening in the Quiet Knight on Nov. 13, CBS Records' local branch hosted a Hawaiian Luau, complete with exotic food, floral lei's and all the trimmings; and invited area trade people to join in the festivities, which were climaxed by C&K's performance that evening. Several CBS staffers and guests from Lieberman Enterprises are pictured here (left to right), including: Dave Ramedi (CBS), Mr. and Mrs. John Tupper (Lieberman), Kapono, Ed Chittham (Lieberman), Tony Corniel (Lieberman), Ron Bennett (CBS), Jim Scully (CBS) and (kneeling) Barry Mog (CBS), Roy Jobe (CBS), Cecelio, Steve Salsberg (Lieberman), Kenny Sattler (Lieberman) and Sam Cerami (CBS).

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RCA, Visconti Pact Worldwide

NEW YORK — RCA Records has entered into an agreement under which it will acquire the creative talents of Tony Visconti to produce a number of artists for RCA on a worldwide basis.

Visconti's services will come to RCA under the auspices of his Good Earth Productions, based in London. In Great Britain Visconti's productions will appear on the Good Earth label, manufactured and distributed by RCA Records. In the rest of the world his product will be on RCA with the Good Earth logo appearing on the label. Visconti has worked with David Bowie, Osibisa, Mary Hopkins and T-Rex in the past.

Signators to the agreement are Roger Myers, managing director of Good Earth. Others involved include Michael Lippman, attorney for Good Earth; Myron Roth, RCA's division vice president of business affairs; and Mike Berniker, division vice president of popular a&r for RCA Records.



MERCURIOUS AUSSIE — Native Australian Megan Eaton has touched down in Nashville long enough to hitch up a recording contract with Phonogram/Mercury. Having established herself as a performer in her own country, and known domestically as lead female vocalist for "The Thing Going," Megan decided to tackle England next, where she performed with Roy Orbison, Buddy Greco and Johnny Mathis and delivered a command performance before Princess Margaret prior to coming to America. Here she is pictured with husband/manager Mike Eaton (left) and Jerry Kennedy, her producer and vice president a&r, Nashville operations Phonogram/Mercury.



EMI-CAPITOL DE MEXICO was the topic of discussion in Hollywood recently, with the emphasis on further development of Capitol Records product in that country. Pictured here (l to r) are Don Grierson, national merchandising manager (formerly manager, Capitol international a&r/promotion); Robert Ascott, managing director, EMI-Capitol de Mexico; Jim Mazza, director of Capitol international marketing and promotional; Fernando Hernandez, general manager, EMI-Capitol de Mexico; Joe Little, Capitol international operations & administration manager; and Hans Beugger, EMI regional director for Latin America and Mexico.

Nippon Victor Sales Static

TOKYO — Nippon-victor, parent company to Victor Industrial, reflects nearly the same sales over the six months ending Sept. 20, 1975 as the previous term.

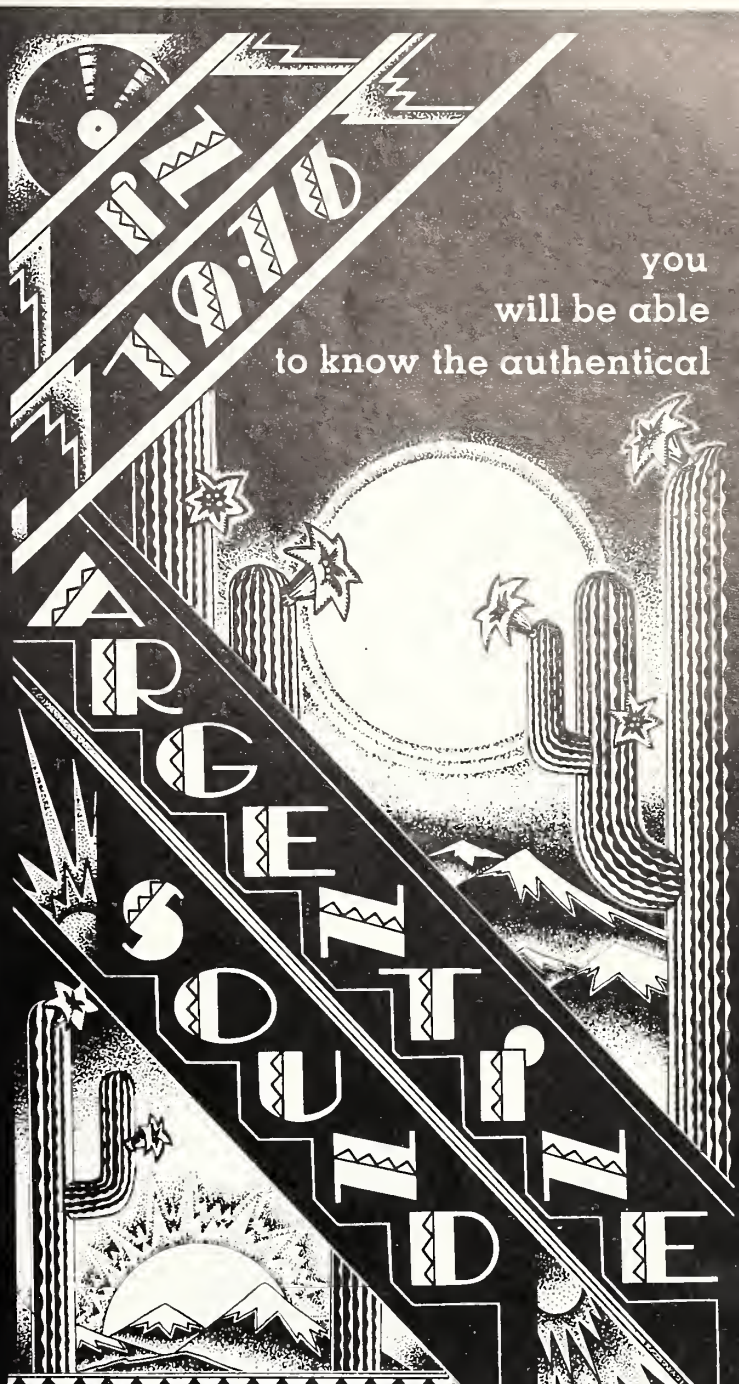
Gross sales for the period were 52,840,000,000 yen (\$176,133,133), 0.1% more than the previous term of 52,782,000,000 yen, and 1.9% less than the same term of the previous year of 53,862,000,000 yen. Profit (before tax) was 779,000,000 yen, 6.8% less than the previous term, but 50.4% less than the same term of the previous year.

Breaking down gross sales, record and music-tape accounted for 3,450,000,000 yen, 1.6% more than the previous term.

Belgium

Billy Swan, Monument recording artist, was in Belgium for radio- and TV-promotion of his latest release "Everything's The Same," a track from his "Rock 'N Roll Moon" album. He is already on the charts with song, looking like a follow-up to "I Can Help."

Ariola News: Since Oct. 1 Ariola has obtained distribution of ABC Records in the Benelux. The labels distributed are ABC, Dunhill, Impulse, Blue Thumb, Westminster, Command, Probe and Anchor. July 1, 1976 Ariola also becomes distributor of the Paramount and Dot labels. Ariola has already released new ABC products: "Stacked Deck" by the Amazing Rhythm Aces, "Out Of Payne Comes Love" the new Freda Payne album and "Take A Chance" the second album of Jerry Riopelle. Ariola did a heavy promotion-campaign on the Jerry Riopelle album. Jerry will perform in Amsterdam and will be top-of-the-bill with Emmylou Harris. New ABC product to be released in the near future includes: BB King, Rufus, Steely Dan, Three Dog Night, Ace, Bobby Bland, John Mayall and Joe Walsh. Oct. 1 was a great day for Ariola. On the same day they obtained distribution of the Shelter-label. Shelter was formed some years ago by Leon Russell and Denny Cordell. Most important artist is Leon Russell himself. Also on the same label are J. Cale, Don Nix, Freddie King and Mary McCreary. First release on Shelter is "You Were So Warm," a single by the Dwidley Twilley Band.



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For further information contact: **MARIO R. KAMINSKY**
Lavalle 1430 - 4° piso - Buenos Aires - Argentina

Australian Record Awards Announced

SYDNEY — Winners of this year's Australian Record Awards have been announced over a nationwide network of commercial broadcasting stations. The awards having been arrived at by a panel of judges from within the industry, the list is as follows (award/title/artist/label):

Record Of The Year: "The Newcastle Song" by Bob Hudson (M7 Records); **Male Vocal Single:** "You're My World" by Daryl Braithwaite (Infinity); **Female Vocal Single:** "Fire And Rain" by Marcia Hines (Wizard); **Group Single:** "Summer Love" by Sherbert (EMI); **Country Music Single:** "What Are You Doing The Rest Of Your Life" by Lee Conway (Image); **Male Vocal Album:** "Girls On The Avenue" by Richard Clapton (Infinity); **Group Album:** "Egô Is Not A Dirty Word" by Skyhooks (Mushroom); **Country Music Album:** "Let Him Roll" by John

Laws (RCA); **Easy Listening Male Vocal:** "Leave Love Enough Alone" by Doug Ashdown (Billingsgate); **Easy Listening Female Vocal:** "Julie Anthony Album" by Julie Anthony (EMI); **Easy Listening Instrumental:** "Great Australian Hits" by the Australian Show Band (Fable); **Song Of The Year (Composer):** "Santa Never Made It Into Darwin" by Bill Cate from Bill & Boyd (Fable); **Jazz Award:** "Lord Of The Ring" by John Sangster (EMI); **Classical Award:** "Ein Heldenleben" by the Sydney Symphony Orchestra (RCA); **New Talent Award:** Bob Hudson; **Producer Of The Year:** (1) Richard Batchens, (2) Harry Vando & George Young; **Award Of Merit:** (1) Alan Hely (Festival); (2) Astor Promotions (for "Airforce"); **Best Australian-Designed Cover:** "Four Moments" by Sebastian Hardie (Polydor).



JESSE WINCHESTER — Stands satisfied, having just completed his first tour of Australia, playing concerts in Sydney, Melbourne, Adelaide and other provincial centers. Here he is after a press luncheon in his honor, thrown by WEA Records Pty. Ltd., in Sydney. Left to right are Peter Foster, NSW promotions manager; Bearsville recording artist Winchester, Paul Turner, managing director, and Peter Ikin, artist & product marketing manager.

Baker Selection To America On Wings Of A 'White Dove'

NEW YORK — "Paloma Blanca" (White Dove) is proof positive that an international hit single can attract American attention. In fact, the George Baker Selection, who recorded the tune in Holland and proceeded to sell nearly three million copies, is now the focus of a joint WEA International-Warner Bros. Records campaign to introduce the tune to the American consumer.

Both WEA international a&r director David Franco and Warner's international director Tom Ruffino have been watching the Dutch group's success

around the world and are working closely with Warners' domestic sales and promotion department, coordinating a series of transatlantic telephone calls, wherein the Baker Selection may talk directly from Europe with American disk jockeys around the country.

Internationally known, the Baker Selection enjoyed a hit within the upper reaches of the Cash Box charts in early 1970, with "Little Green Bag." Their current hit, "Paloma Blanca" has been No. 1 in Holland, Australia, France, Italy, South Africa and New Zealand.



The George Baker Selection

Bowie Sleeper, 'Space Oddity' Finally No. 1 After How Long? London

David Bowie makes pop music history this week with the remarkable achievement of taking a record which was originally a top 5 hit six years ago back into the U.K. charts at No. 1 "Space Oddity" is the title and it now qualifies for a silver disk with sales at over 250,000. He recently topped the American singles charts with "Fame." "Space Oddity" was re-released by RCA in September as part of its Maximillion series which offers three tracks for the price of two linked with "Changes" and "Velvet Goldmine." A new Bowie single "Golden Years" recently recorded in Hollywood is to be released in a few days followed by a new album in the New Year. Next year will also see the emergence of Bowie in his first starring screen role in "The Man Who Fell To Earth."

Jeffrey Kruger, president of Ember Records currently on a twenty-five day tour of the United States in New York, Miami, Nashville, Memphis, Dallas, Tulsa, Las Vegas and Los Angeles. He will be placing masters by Desmond Dekker, Susan Maughan and Rick Sandier — a newcomer writer/pianist. On the publishing side Kruger will be reporting progress by Sparta Florida Music in respect to the catalogues of Barton Music, Newkeys, Faron Young Publishing and Glen Campbell Group all of whom Kruger represents.

Harold Shampian is to team up with Complete Media Consultants and head a new music publishing and recording company, Champagne Entertainments Ltd. He was previously with JamSham

Music the company formed in partnership with Dick James. The new company is an extension of CMC's show business activities. Formed two years ago by Derek Coyte, John Willis and Colin Burkitt, CMC has been active in film production and publicity, stage promotions, publishing and arena show presentations. Champagne Entertainments has been formed to embrace all facets of music publishing, recording and management fields, and the names of artists signed to the company is to be announced shortly.



TOO MANY PEOPLE is the title of one of Melissa Manchester's latest single releases. Many people is what she's going to reach on her upcoming international tour. Here she contemplates the prospect of that road trip as she visits with Al Bayley, president of GRT Corporation at the company's Sunnyvale, California headquarters.

King, Decca Extend Contract

TOKYO — King and Decca Record Companies have extended their association on to a twenty-fifth anniversary. The licensing contract was negotiated for an additional three years between Kazumitsu Machijiri, president of King Records, Commander Minoru Suzuki, director in behalf of King, Derrick J. Coupland, far east supervisor for Decca of London and endorsed by Sir Edward Lewis, chairman of British Decca. The ceremony was held Sept. 30 at the King Tokyo office.

Chrysalis Exec Switch: Ellis Visits Europe, Wright Spots L.A.

HOLLYWOOD — Terry Ellis is in New York this week meeting with Chrysalis Artists Services, Inc. and Chrysalis music personnel. Following a week of talks, the label president will head for Europe for two weeks of meetings including setting plans for Jethro Tull's next album.

Chrysalis co-chairman Chris Wright from London will hold down the Los Angeles office while Ellis is away.

Great Britain

TW	LW	
1	1	Space Oddity — David Bowie — RCA — Essex
2	2	Love Is The Drug — Roxy Music — Island — E.G. Music
3	10	D.I.V.O.R.C.E. — Billy Connolly — Polydor — London Tree
4	3	Rhinestone Cowboy — Glen Campbell — Capitol — KPM
5	11	Love Hurts — Jim Capaldi — Island — Acuff-Rose
6	6	Hold Back The Night — Trammps — Buddah — Carlin
7	8	Blue Guitar — Justin Hayward & John Lodge — Threshold — Just Tunes
8	—	Imagine — John Lennon — Apple — Northern Songs
9	16	New York Groove — Hello — Bell — Island
10	5	What A Diff'rence A Day Makes — Esther Phillips — Kudu — P. Maurice
11	4	I Only Have Eyes For You — Art Garfunkel — CBS — Feldman
12	—	You Sexy Thing — Hot Chocolate — Rak — Chocolate/Rak
13	15	I Ain't Lyin' — George McCrae — Jayboy — Sunbury
14	12	Feelings — Morris Albert — Decca — KPM
15	—	Sky High — Jigsaw — Splash — Leeds
16	14	Ride A Wild Horse — Dee Clark — Chelsea — Intersong
17	—	Right Back Where We Started — Maxine Nightingale — U.A. — ATV Universal
18	7	S.O.S. — Abba — Epic — Polar
19	—	Bohemian Rhapsody — Queen — EMI — B. Feldman
20	19	High Fly — John Miles — Decca — Velvet Rak

TOP TWENTY LPs

- Forty Golden Greats** — Jim Reeves — Arcade
- Siren** — Roxy Music — Island
- Rock Of The Westies** — Elton John — DJM
- Forty Greatest Hits** — Perry Como — Kay Tel
- Atlantic Crossing** — Rod Stewart — Warner Bros.
- Ommadawn** — Mike Oldfield — Virgin
- Peters and Lee Favourites** — Philips
- Breakaway** — Art Garfunkel — CBS
- All The Fun Of The Fair** — David Essex — CBS
- The Best Of The Stylistics** — Avco
- Wish You Were Here** — Pink Floyd — Harvest
- The Very Best Of Roger Whittaker** — EMI
- All Around My Hat** — Steeleye Span — Chrysalis
- We All Have Doctor's Papers** — Max Boyce — EMI
- Good, Bad But Beautiful** — Shirley Bassey — UA
- Still Crazy After All These Years** — Paul Simon — CBS
- Wind Song** — John Denver — RCA
- One Of These Nights** — Eagles — Asylum
- Blazing Bullets** — Various Artists — Ronco
- The Who By Numbers** — Polydor

Italy

TW	LW	
1	1	Sabato Pomeriggio — C. Baglioni — RCA
2	4	Bella Dentro — P. Frescura — RCA
3	2	L'Importante E' Finire — Mina — PDU — Curci/PDU
4	3	L'Alba — R. Coccianta — RCA — RCA/Delta
5	5	Reach Out I'll Be There — G. Gaynor — Phonogram
6	8	64 Anni — Cugini di Campagna — Pull
7	—	Profondo Rosso — Goblin — Cinevox — Bixio
8	—	Feelings — M. Albert — P.A.
9	6	Due — Drupi — Ricordi
10	7	Take My Heart — J. James — Saar

TOP TEN LPs

- Sabato Pomeriggio** — C. Baglioni — RCA
- Rimmel** — F. De Gregori — RCA
- I Wish You Were Here** — Pink Floyd — EMI
- L'Alba** — R. Coccianta — RCA
- XX Raccolta** — F. Papetti — Durium
- Profondo Rosso** — Goblin — Cinevox
- Never Can Say Goodbye** — G. Gaynor — MGM
- Incontro** — P. Pravo — RCA
- Due** — Drupi — Ricordi
- Just Another Way To Say** — B. White — Philips

Australia

TW	LW	
1	1	Mama Mia — Abba — Ivan & Mogull — RCA
2	5	Paloma Blanca — George Baker Select — Biem — Reprise
3	—	Skyhigh — British Jigsaw — Leeds — P. Stock
4	4	Love Game — John Paul Young — Albert — EMI
5	9	Moonlighting — Leo Sayer — Festival — Chrysalis
6	2	I Do, I Do, I Do, I Do, I Do — Abba — Mogull — RCA
7	3	Give A Little Love — Bay City Rollers — Dick James — Phonogram
8	7	I'm Not In Love — 10 cc — Essex — Mercury
9	—	Action — The Sweet — N.S. — RCA
10	6	Love Will Keep Us Together — Captain & Tennille — Con — A&M

TOP FIVE LPs

- Atlantic Crossing** — Rod Stewart — Warner Bros.
- Sherbert's Greatest Hits** — Sherbert — Infinity
- Abba** — Abba — RCA
- Wish You Were Here** — Pink Floyd — CBS
- Sweet Singles Album** — The Sweet — RCA

Japan

TW	LW	
1	1	Ichigohakushow Mooichido — Banban — CBS-Sony — Pub: JCM
2	7	Sentimental — Hiromi Iwazaki — Victor — Pub: NTV
3	2	Utsukushi Ai No Kakera — Goro Noguchi — Polydor — Pub: Fuji
4	8	Shiroyi Kyokayi — Hideki Saijo — RCA/Victor — Pub: Geiei
5	5	Aerukamo Shirenai — Hiromi Goh — CBS-Sony — Pub: Standard
6	3	Tokinusugiyukumamani — Kenji Sawada — Polydor — Pub: Watanabe
7	18	Katamuyita Michishirube — Akira Fust — King — Pub: Watanabe
8	4	Tonarinomachino Ojoosan — Takuroo Yoshida — For Life — Pub: Yuyi
9	20	Oretachino Tabi — Masatoshi Nakamura — Columbia — Pub: NTV
10	6	Romance — Hiromi Iwazaki — Victor — Pub: NTV
11	12	Omoide Makura — Kyoko Kosaka — Aard Vark/Canyon — Pub: Yamaha
12	9	Sasayakana Yokuboo — Momoe Yamaguchi — CBS-Sony — Pub: Tokyo
13	11	Nakanoshima Bruce — Cool Five — RCA/Victor — Pub: Uchiyama
14	10	Kitaye Kayeroo — Hiroji Tokuhisa — Atlantic/Warner-Pioneer — Pub: Nichion
15	19	Guzu — Naoko Ken — Canyon — Pub: Nichion
16	17	Imawa Moodaremo — Alice — Express/Toshiba — Pub: JVM. OMP
17	16	Uragirino Machikado — Kayi Band — Express/Toshiba — Pub: Shinko Gakufu
18	—	Anohini Kayeritayi — Yumi Arayi — Express/Toshiba — Pub: Alpher
19	—	Anatani Tsukushimasu — Aki Yashiro — Teichiku — Pub: Roppongi
20	—	Futari No Tabiji — Hiroshi Itsuki — Minoruphone/Tokuma — Pub: Noguchi

TOP TEN LPs

- Yumeoyibito** — Keyi Orura — Polydor
- Hookoo** — Keyi Ogura — Polydor
- Shikuramen No Kaorikara** — Akira Fuse — King
- Hitoribocchi No Eikoo** — Goro Noguchi — Polydor
- Honoho** — Pink Floyd — CBS-Sony
- Good Pages** — Yoosuyi Inouye — Polydor
- Elic Crapton Live** — Polydor
- George Harrison Teyikoku** — Toshiba
- Cobalt Hour** — Yumi Arayi — Toshiba
- Disco Baby** — V M & Stylistics Orchestra — Victor

Argentina

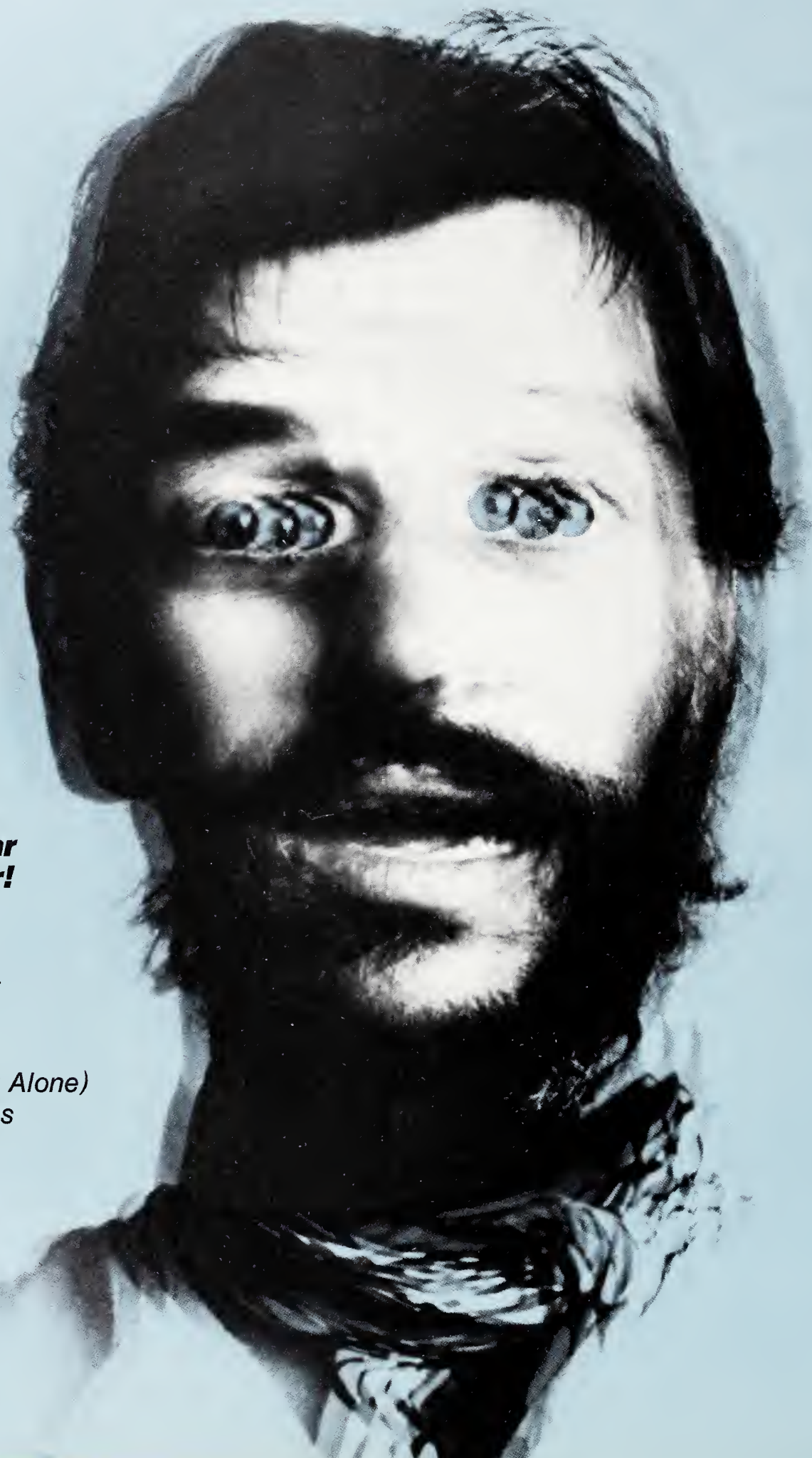
TW	LW	
1	1	Melina — Relay — Camilo Sesto — RCA
2	4	Los Hombres No Deben Llorar — King Clave — Parnaso; Linces — RCA; Pepito Perez — Music Hall
3	2	Y Te Vas — Jose Luis Perales — Microfon
4	3	Corazon, Corazon — Edami — Julio Iglesias — CBS
5	17	Prueba Llamarme Amor — Relay — Nicola Di Bari — RCA
6	10	Solo Puedo Mirar Atras — Melograf — Joe Dassin — CBS
7	9	Amor No Te Vayas — Pamsco — Marcelo Dupre — Music Hall
8	6	Emanuelle — Clan Dilo — Juan Salvador — Disfal; Fausto Papetti — Music Hall
9	7	Brindo Por Tu Cumpleanos — Edifon — Aldo Monges — Microfon
10	15	Quedate Conmigo — John Lennon — EMI
11	11	Pequena Y Fragil — Pamsco — Sabu — Micsa
12	—	Quedate — Mai — Miguel Gallardo — EMI
13	14	Volvere — Pamsco — Diego Verdaguer, Nini Rosso — Music Hall
14	—	Rompan Todo — Fermata — Los Shakers — EMI
15	5	Sin Ti No Valgo Nada — Melograf — Miguel Angel Robles — CBS; Los del Suquia — Microfon
16	8	Quieren Matar Al Ladron — Korn — Cacho Castana — Polydor
17	12	Conversaciones Conmigo Mismo — Mai — Ian Simmons — EMI
18	13	Cuando Un Amor Se Va — Melograf — Leo Dan — CBS
19	16	Dieciseis Hermanos — Joe Dolan — Music Hall
20	20	Soleado — Mai — Manolo Otero, Daniel Sentacruz Ensemble — EMI; Fausto Papetti — Music Hall

TOP TEN LPs

- Corazon Corazon** — Julio Iglesias — CBS
- Rock 'N' Roll** — John Lennon — EMI
- El Pueblo En Sus Voces** — Los Visconti — Philips
- Ruidos Vol. 9** — Selection — Polydor
- Contata Criolla Tercer Movimiento** — Luis Landriscina — Philips
- Musica Poderosa Vol. 7** — Selection — EMI
- En Tu Piel Los M H Positivos** — Selection — Music Hall
- Nunca Puedo Decir Adios** — Gloria Gaynor — MGM
- Solo Otra Forma De Decir Te Quiero**
- La Pantera Rosa** — Los Panthers — RCA

RINGO STARR

BLAST FROM YOUR PAST



**A Blast Of Hits
From Here, There
and Everywhere!**

*You're Sixteen
No No Song
It Don't Come Easy
Photograph
Back Off Boogaloo
Only You (And You Alone)
Beaucoups Of Blues
Oh My My
Early 1970
I'm The Greatest*

SW-3422



apple records

CASH BOX TOP 100 ALBUMS

1	ROCK OF THE WESTIES ELTON JOHN (MCA 2163)	1	11/22	35	WHY CAN'T WE BE FRIENDS WAR (United Artists LA 441-G)	31	11/22	69	THE EDGAR WINTER GROUP WITH RICK DERRINGER (Blue Sky PZ 33789)	63	11/22
2	WINDSONG JOHN DENVER (RCA APL 1-1183)	2		36	CAPTAIN FANTASTIC AND THE BROWN DIRT COWBOY ELTON JOHN (MCA 2142)	16		70	PLACES AND SPACES DONALD BYRD (Blue Note BNLA 549-G) (Dist: U A)	77	
3	RED OCTOPUS JEFFERSON STARSHIP (Grunt BFL 1-099) (Dist: RCA)	3		37	SEARCHIN' FOR A RAINBOW MARSHALL TUCKER (Capricorn CP 1031)	26		71	VISIONS OF A NEW WORLD LONNIE LISTON SMITH (Flying Dutchman BDL 1-1196)	73	
4	STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON (Columbia PC 33540)	5		38	JOURNEY TO LOVE STANLEY CLARKE (Nemperor NE 433)	41		72	CITY OF ANGELS THE MIRACLES (Tamla T6-339S1)	80	
5	WISH YOU WERE HERE PINK FLOYD (Columbia PC 33453)	4		39	BARRY WHITE'S GREATEST HITS (20th Century 493)	52		73	IN THE SLOT TOWER OF POWER (Warner Bros. BS 2880)	68	
6	ONE OF THESE NIGHTS EAGLES (Asylum 7E 1039)	6		40	SPLIT COCONUT DAVE MASON (Columbia PC 33698)	40		74	BRAZIL THE RITCHIE FAMILY (20th Century T 498)	69	
7	PRISONER IN DISGUISE LINDA RONSTADT (Asylum 7E-1045)	7		41	MORRIS ALBERT (RCA APL 1-1018)	42		75	PRESSURE SENSITIVE RONNIE LAWS (Blue Note BN-UA 452-G)	92	
8	BORN TO RUN BRUCE SPRINGSTEEN (Columbia PC 33795)	8		42	BAY CITY ROLLERS (Arista AL 4049)	43		76	TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	78	
9	THE WHO BY NUMBERS THE WHO (MCA 2161)	9		43	INSEPARABLE NATALIE COLE (Capitol 11429)	47		77	THE LAST RECORD ALBUM LITTLE FEAT (Warner Brothers BS 2884)	85	
10	WIND ON THE WATER DAVID CROSBY/GRAHAM NASH (ABC ABCD 902)	10		44	WIN, LOSE OR DRAW ALLMAN BROTHERS (Capricorn CP 0156)	29		78	RUFUS FEATURING CHAKA KHAN RUFUS (ABC ABCD 909)	—	
11	BREAKAWAY ART GARFUNKEL (Columbia PC 33700)	11		45	AN EVENING WITH WALLY LONDO FEATURING BILL SLASZO GEORGE CARLIN (Little David LD 1008)	49		79	THE FACES I'VE BEEN JIM CROCE (Lifesong LS 900)	88	
12	KC AND THE SUNSHINE BAND (T.K. 603)	14		46	ROCKY MOUNTAIN CHRISTMAS JOHN DENVER (RCA APL 1-0201)	56		80	BONGO FURY ZAPPA/BEEFHEART/MOTHERS (Warner Brothers DS 2234)	84	
13	HISTORY — AMERICA'S GREATEST HITS AMERICA (Warner Bros. BS 2894)	37		47	BETWEEN THE LINES JANIS IAN (Columbia PC 33394)	39		81	THE CAR OVER THE LAKE ALBUM OZARK MOUNTAIN DAREDEVILS (A&M SP 4549)	100	
14	CLEARLY LOVE OLIVIA NEWTON-JOHN (MCA 2148)	12		48	BLUES FOR ALLAH GRATEFUL DEAD (Grateful Dead GD-LA 494-G)	34		82	FOOL FOR THE CITY FOGHAT (Bearsville 6959)	51	
15	ALIVE KISS (Casablanca NBLP 7020)	15		49	THE HEAT IS ON THE ISLEY BROTHERS (T-Neck PZ 33536)	46		83	AL GREEN IS LOVE (Hi SHL 32092)	59	
16	SAVE ME SILVER CONVENTION (Midland Int'l. BKL 11-1129) (Dist: RCA)	20		50	DESOLATION BLVD. SWEET (Capitol ST 11395)	50		84	HOME PLATE BONNIE RAITT (Warner Bros. BS 2864)	64	
17	THE HUNGRY YEARS NEIL SEDAKA (MCA/Rocket PIG 2157)	17		51	HOUSE PARTY THE TEMPTATIONS (Gordy G6-973S1)	91		85	FUNKY KINGSTON TOOTS AND THE MAYTALS (Island ILPS 9330)	93	
18	FACE THE MUSIC ELECTRIC LIGHT ORCHESTRA (United Artists UA LA 546-G)	19		52	ELTON JOHN'S GREATEST HITS (MCA 2128)	53		86	ZUMA NEIL YOUNG (Warner Brothers MS 2242)	—	
19	LAZY AFTERNOON BARBRA STREISAND (Columbia PC 33815)	22		53	ARE YOU READY FOR FREDDY FREDDY FENDER (ABC/Dot DOSD 2044)	58		87	JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374)	90	
20	SHAVED FISH JOHN LENNON (Apple SW 3421)	25		54	NIGHTRIDER CHARLIE DANIELS BAND (Kama Sutra KSBS 2067)	48		88	MELLOW MADNESS QUINCY JONES (A&M SP 4526)	75	
21	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista 4060)	23		55	DON'T IT FEEL GOOD RAMSEY LEWIS (Columbia PC 33800)	54		89	IS IT SOMETHING I SAID RICHARD PRYOR (Warner Bros. MS 2227)	76	
22	EXTRA TEXTURE GEORGE HARRISON (Apple SW 3420)	13		56	BARRY MANILOW I (Arista 4007)	44		90	YOU ARETHA FRANKLIN (Atlantic SD 18151)	99	
23	CAPTURED ANGEL DAN FOGELBERG (Full Moon/Epic PE 33499)	18		57	SEDAKA'S BACK NEIL SEDAKA (Rocket 463) (Dist: MCA)	45		91	SOLID SILVER OUICKSILVER MESSENGER SERVICE (Capitol ST 11462)	103	
24	SEALS & CROFTS' GREATEST HITS SEALS & CROFTS (Warner Bros. BS 2886)	30		58	GORD'S GOLD GORDON LIGHTFOOT (Warner Bros. BS 2237)	97		92	THE DREAM WEAVER GARY WRIGHT (Warner Bros. BS 2868)	96	
25	ATLANTIC CROSSING ROD STEWART (Warner Bros. BS 2875)	21		59	FAMILY REUNION THE O'JAYS (Phila Int'l PZ 33807)	—		93	FROM SOUTH AFRICA TO SOUTH CAROLINA GIL SCOTT-HERON & BRIAN JACKSON (Arista AL 4044)	102	
26	MINSTREL IN THE GALLERY JETHRO TULL (Chrysalis CHR 1082)	24		60	RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	71		94	THAT'S THE WAY OF THE WORLD EARTH, WIND & FIRE (Columbia PC 33280)	79	
27	FLEETWOOD MAC (Warner Bros. MS 2225)	28		61	LET'S DO IT AGAIN THE STAPLE SINGERS (Curton CU 5005)	81		95	SO FINE LOGGINS & MESSINA (Columbia PC 33810)	57	
28	CHICAGO'S GREATEST HITS (Columbia PC 33900)	—		62	MOVIN' ON COMMODORES (Motown M6-848S1)	86		96	BOOGIE ON DOWN U.S.A. PEOPLE'S CHOICE (TSOP KZ 33154)	94	
29	PICK OF THE LITTER SPINNERS (Atlantic SD 18141)	27		63	MAHOGANY ORIGINAL SOUNDTRACK FEATURING DIANA ROSS (Motown M6-858S1)	98		97	ANOTHER LIVE TODD RUNDGREN'S UTOPIA (W.B. BR 6961)	115	
30	2ND ANNIVERSARY GLADYS KNIGHT & THE PIPS (Buddah BDS 5639)	32		64	LOVE WILL KEEP US TOGETHER THE CAPTAIN & TENNILLE (A&M 3505)	67		98	CAT STEVENS GREATEST HITS (A&M 4519)	65	
31	FEELS SO GOOD GROVER WASHINGTON, JR. (Kudu KU 24S1)	38		65	HIGH ON YOU SLY STONE (Epic PE 33482)	72		99	THIRTEEN BLUE MAGIC LANE BLUE MAGIC (Atco SD36-120)	66	
32	HONEY THE OHIO PLAYERS (Mercury SRM 1-1038)	33		66	LOVE TO LOVE YOU BABY DONNA SUMMER (Oasis OCLP 500)	83		100	FANDANGO ZZ TOP (London PS 656)	82	
33	MAN-CHILD HERBIE HANCOCK (Columbia PC 33812)	36		67	DIAMONDS & RUST JOAN BAEZ (A&M SP 4527)	70					
34	WILL O' THE WISP LEON RUSSELL (Shelter SR 2138)	35		68	RHINESTONE COWBOY GLEN CAMPBELL (Capitol 11430)	55					

“He Ain't Heavy...
He's My Brother”
“Let It Shine”

Olivia Newton-John
her new single from

OLIVIA NEWTON-JOHN CLEARLY LOVE



Something Better To Do
Lovers
Slow Down Jackson
Summertime Blues
Sail Into Tomorrow
Crying, Laughing, Loving, Lying
Clearly Love
He's My Rock
Just A Lot Of Folk
(The Marshmallow Song)
He Ain't Heavy ... He's My Brother
Let It Shine

MCA RECORDS

MCA-2148

Produced by John Farrar

Single: MCA-40495. Album: MCA-2148.

MCA RECORDS

THE BEST OF CARLY SIMON

7E-1048

THAT'S THE WAY I'VE ALWAYS HEARD IT SHOULD BE
THE RIGHT THING TO DO MOCKINGBIRD
LEGEND IN YOUR OWN TIME HAVEN'T GOT TIME FOR THE PAIN
YOU'RE SO VAIN (WE HAVE) NO SECRETS
ANTICIPATION NIGHT OWL ATTITUDE DANCING
ON ELEKTRA RECORDS

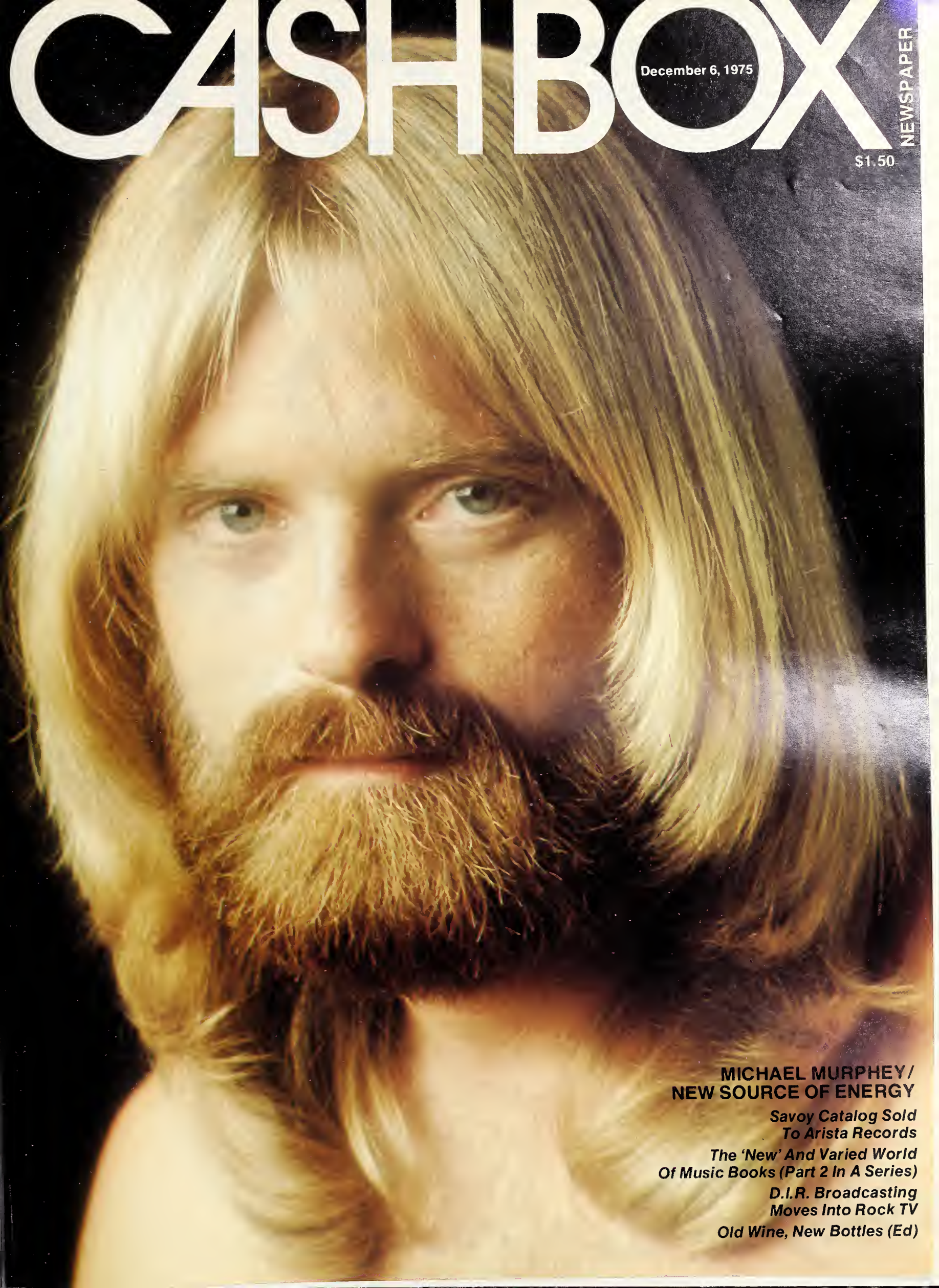


CASHBOX

December 6, 1975

NEWSPAPER

\$1.50



**MICHAEL MURPHEY/
NEW SOURCE OF ENERGY**

*Savoy Catalog Sold
To Arista Records*

*The 'New' And Varied World
Of Music Books (Part 2 In A Series)*

*D.I.R. Broadcasting
Moves Into Rock TV*

Old Wine, New Bottles (Ed)



"LE LO LI" IT'S SLY AND WIGHTY!

"I Get High On You" got very high on the R&B charts—now "Le Lo Li" is out to do the same for pop! 8-50175



"Le Lo Li"—the second great single from "High On You," the sizzling Sly album now bulleting its way to the top (47* *Record World*, 56* *Billboard*, 65* *Cash Box*). Already the action's coast-to-coast!

Keep an eye on "Le Lo Li"—the new Sly single on Epic Records.

SLY STONE HIGH ON YOU

including:
Organize/So Good To Me
Le Lo Li/Crossword Puzzle
Green Eyed Monster Girl/I Get High On You



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*Also available on tape.

CASH BOX

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cash box editorial

Much as the business is one of bullets and the burn-up acts, let us not forget the importance of the catalog item. Actually even among the breathlessness of the week-to-week chart activity, not very many companies do.

They don't need a quick IBM printout to show them that old wine (admittedly in the record business maturity sets in after about a year of vinyl life) can still bring in some steady if not heady profit.

Your aware record executive merely remembers the last cold spell (it happens to everyone every so often) and recalls the catalog generating comfortable warmth in the profit margin — somewhere around 50 percent, as one company found out to their corporate surprise some time ago.

These thoughts are brought about by the news this week of the purchase by Arista Records of the Savoy Records catalog, a sale that not only will bring back much of the jazz, gospel and r&b catalog of one of the industry's colorful characters, the late Herman Lubinsky, but which also underlines the importance of catalog products to provide an interesting base for a label. This move follows a similar precedent, the taking of the defunct Bethlehem Records catalog of jazz artists into the Caytronics fold and the emergence of the new Pablo label, via RCA, that has and will release some of the Norman Granz vault treasures.

There is a continual recycling of Columbia archives, Atlantic's oldies, RCA's Bluebirds, all adding fuel to the catalog concept. And the Christmas season, with the fact that nostalgia simply refuses to go away as a trend, also contribute to making things look rosy for the catalog sale.



**NUMBER ONE
SINGLE OF THE WEEK**
THAT'S THE WAY (I LIKE IT)
KC AND THE SUNSHINE BAND (TK
Records)
Writers: H. W. Casey, R. Finch
Pub: Sherlyn Pub. Co./BMI



**NUMBER ONE
ALBUM OF THE WEEK**
ROCK OF THE WESTIES
ELTON JOHN
MCA 2163

