

CASH BOX

April 17, 1976

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BAD COMPANY/ROCK MUSCLE

**WEA Begins Its
Central Returns Policy**

**Arista Implements Distrib. Changes;
Names Salstone, Eliminates Others**

Coury Named RSO Pres.;

Phonodisc To Distrib. Label

CBS Starts Soul Sauce Campaign

College Stations Meet In Atlanta

WB Ties With Russell's Paradise Label

More Disclosure Needed (Ed)

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CASH BOX

VOLUME XXXVII — NUMBER 48 — April 17, 1976

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cash box editorial

More Disclosure Needed

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

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

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

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

**NUMBER ONE SINGLE OF THE WEEK**

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

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



Everyday Without You

(is a day without love)

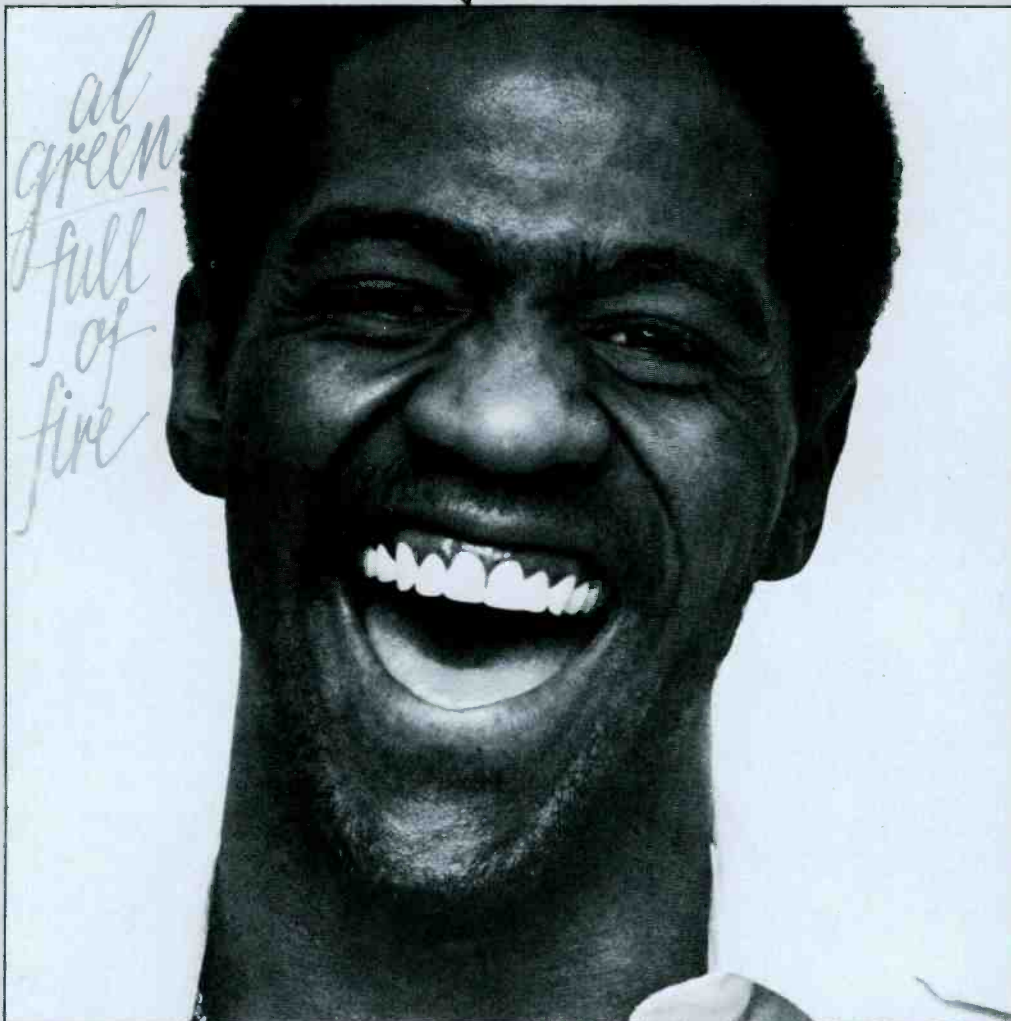
76068

Hamilton,
Joe Frank
& Reynolds

their
new
hit

Photo: Ed Carroff

"LET IT SHINE" Hi-2306



SHL 32097

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

Hi

RECORDS & TAPES

Distributed by

*LONDON**

Produced by Willie Mitchell

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

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

WEA Statement

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

Control Over Inventory

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

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

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

By Gary Cohen

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

Higher Freight Costs

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

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

Like Indie Distrib

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

Similar ABC Move

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

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

by Gary Cohen

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

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

Consolidation

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

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

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

More Or Less

While fewer distributors with larger

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

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

'Ludicrous'

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

continued on pg. 16

Coury New RSO President; Phonodisc To Distrib. Label

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

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

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

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

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

Oakes

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

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

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

Warners Will Distribute Leon Russell's Paradise

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

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

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

specific dates to be announced in the near future.

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

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a question
of time...**

"Anytime"
UA-XW789-Y
**Paul Anka's
next hit.**

On United Artists Records. 

Produced by Denny Diante in association with Paul Anka Productions. 

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FRONT COVER



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

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

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

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

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Musical Maze Joins New York Price War

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

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

by Steve Scharf & Gary Cohen

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

Penny Over Cost

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

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

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

Outlook

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

Jackson & Yancy Factors In Success Of Natalie Cole

by Phil DiMauro

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

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

'Tailor Made'

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

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

Not For Discos Only

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

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

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

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

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CBS Records Starts Soul Sauce And The Progressives Program

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

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

Special Markets

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

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Schwartz Bros. Reports Profitable Year in '75

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

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

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

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

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



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

Mercury Classics On Rise Since Move To Branches

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

Bobbitt Named In Tax Charges

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

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

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

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

Inadequate Financing

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

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Simon To Do Benefit

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

Judiciary Considers Royalty, But Aiken Decision Stands

by Rebecca Moore

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

Strikes Out

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

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

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

'Mom & Pop'

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

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

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

Strong Language

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

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

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

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

Stones Lead 13 LP Atl. Release

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

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

Anita Wexler Forms Own Production Co.

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

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

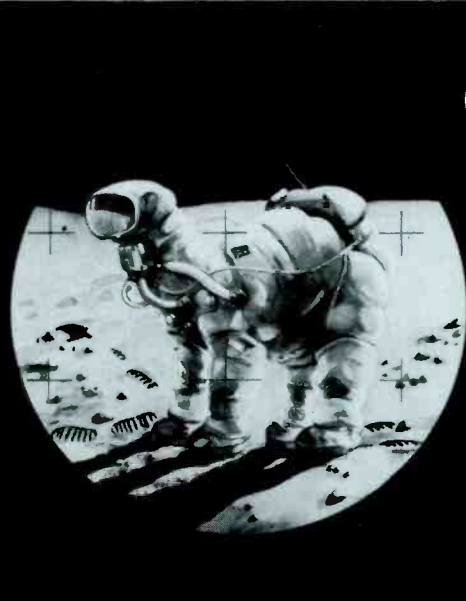
Ms. Wexler joined Atlantic's a&r staff in 1974. Her first major project was the Disco-Trek package LP which she and Tom Moulton supervised. She has mixed several projects for Atlantic and its European affiliates, including the disco-mix version of the hit single, "Lady Bump."

Kenny Rogers LP In UA Release Sked

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

Stevens Wins RIAA Awd.


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



Camel

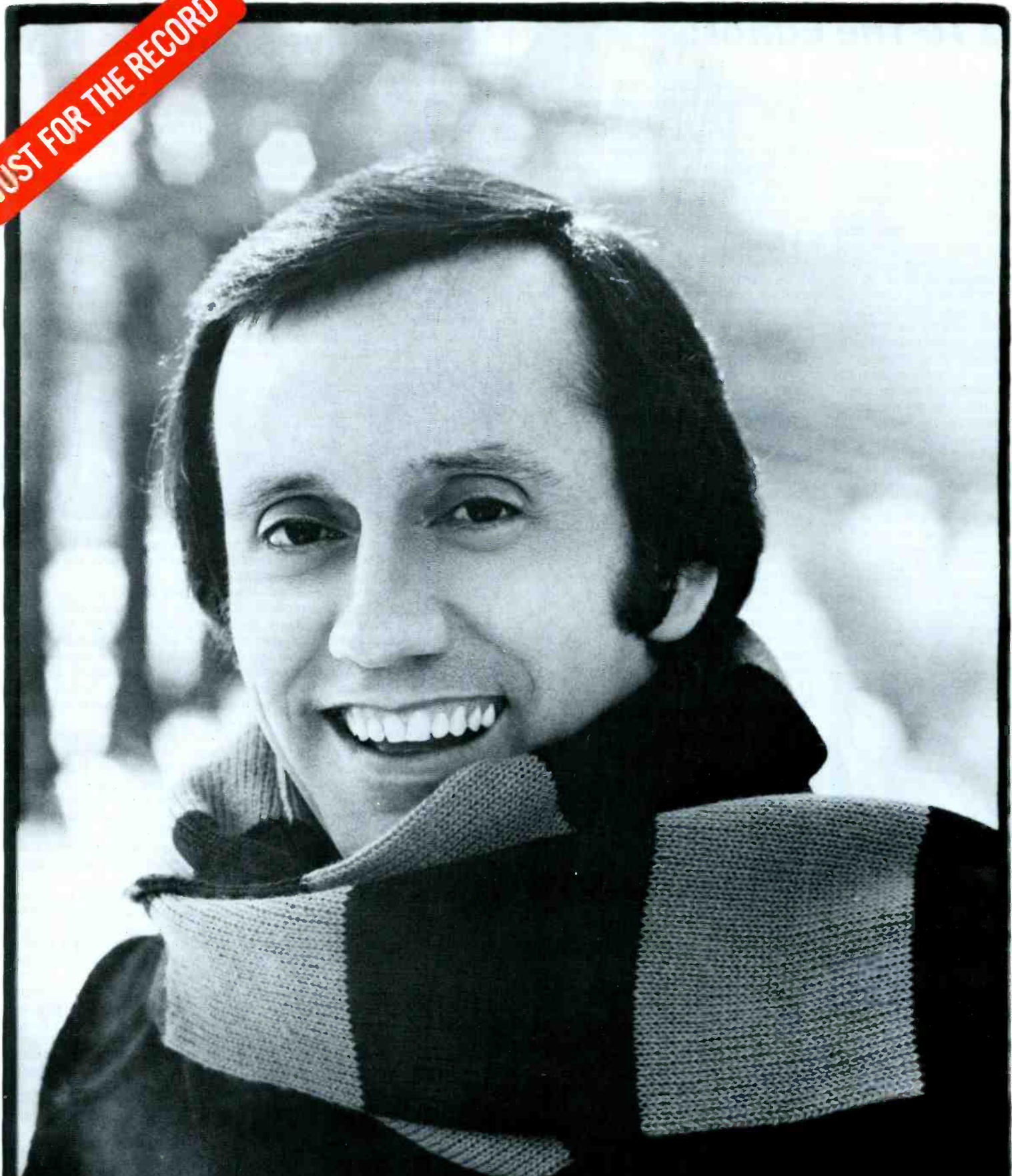
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JUST FOR THE RECORD



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

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

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



Letters To The Editor:

Dear Sir:

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

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

ly too happy to continue in that fashion.

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

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

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

continued on page 38

Sweet City Inks Epic Prod. Deal

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

Ayers Gets Extended Contract From Polydor

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

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



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

Executives On The Move

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

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

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

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



Halee

Abramson

Harrington

Bergamo

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

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

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

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

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

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



Chase

Berman

Thomas

Ericson

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

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

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

continued on page 37

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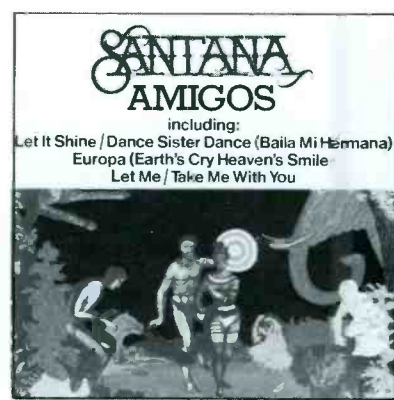
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The Big Push

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



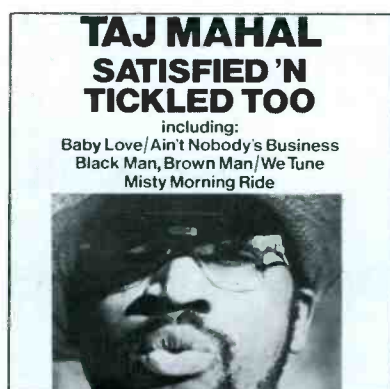
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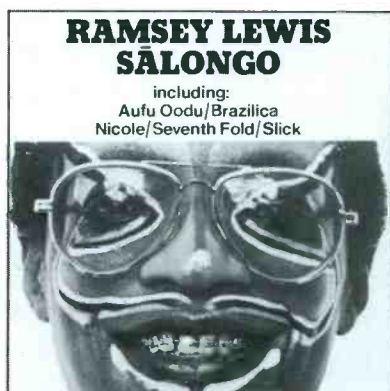


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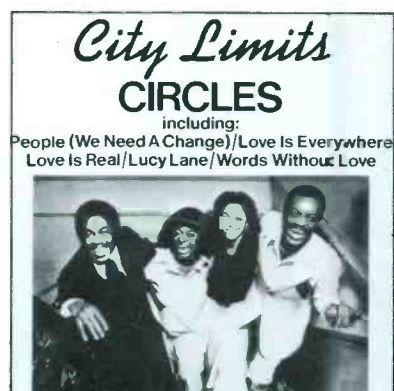
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Billy Paul
Jon Lucien
Bill Withers
Kokomo
and others.



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

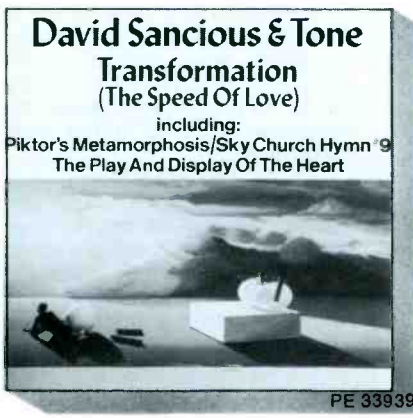
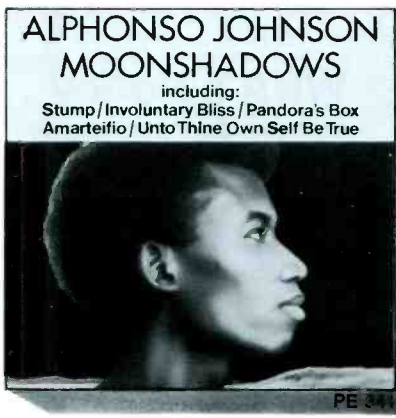
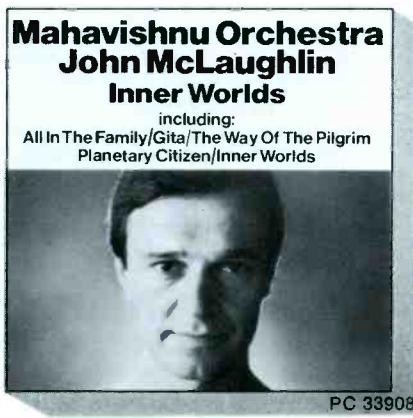
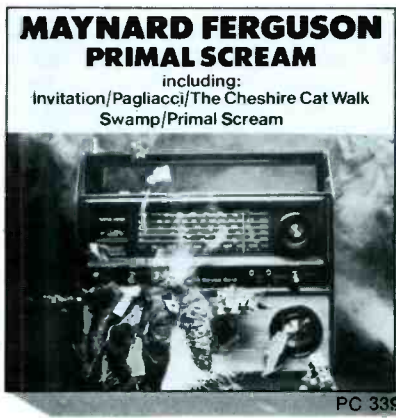
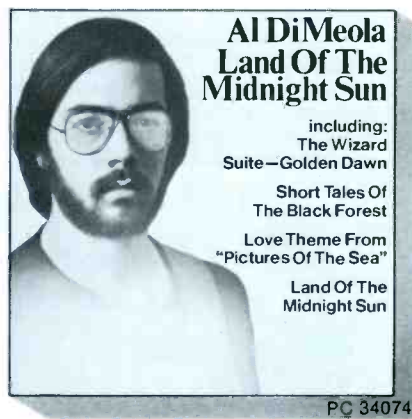
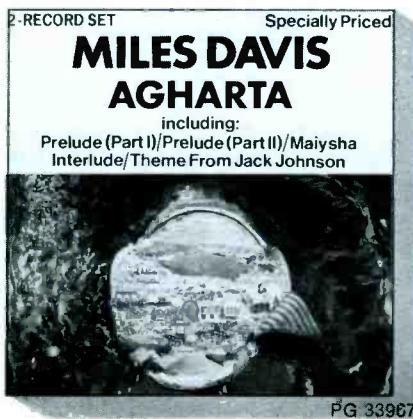
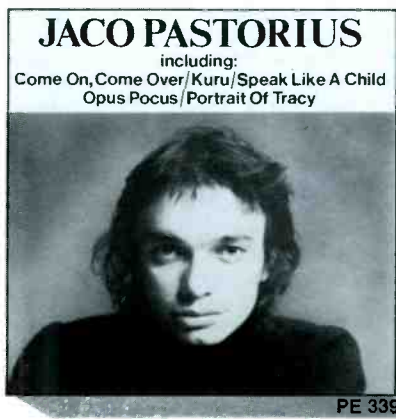
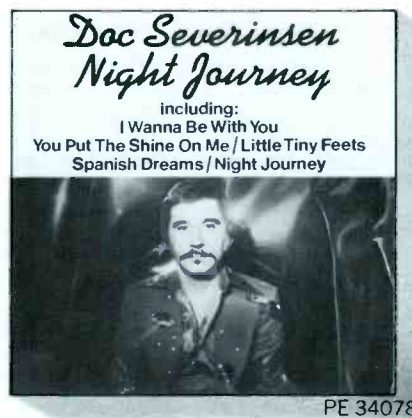
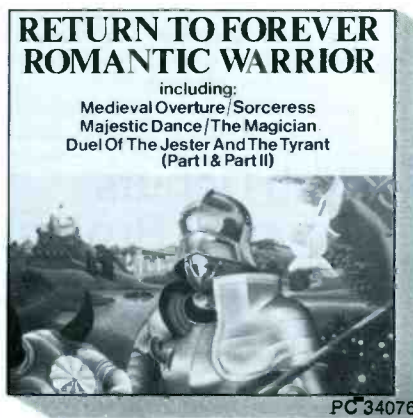
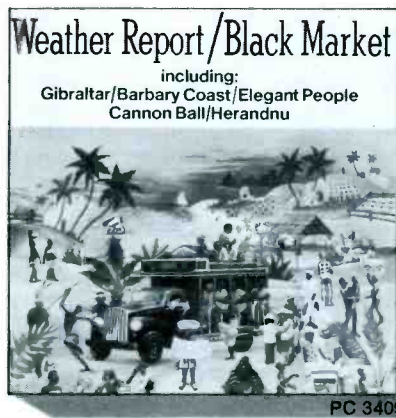
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and others.



Philadelphia International, T-Neck, Golden Fleece, Caribou and TSOP distributed by CBS Records.



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

America Heads WB April Releases

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

McKuen

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

Part II

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

New Affiliates

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

single "Make Me Twice The Man."

Curtom, Capricorn, Bearsville

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

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

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



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

Southern College Stations Meet Again In Atlanta

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

WUOG-FM

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

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

Programming

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

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

Record Companies

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

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

20th Debuts Parson' 'Project'

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

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

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

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

Arista Makes Distrib. Changes

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

No Further Moves

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

WEA's Policy

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

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(ST-11477)



*Produced and arranged by
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A Hometown Production.*



Crossovers — Part 2

The Retailers Viewpoint: Disco, Attitudes, Better Product

by J.B. Carmicle

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

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

Tasteful Change

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

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

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

Disco Influence

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

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

"Sooner or later, categories of music will be interrelated," he continued.

"There's fusion occurring between jazz and rock right now... it's coming together... and the influence of one artist on another is important."

People may be experimenting with

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

Expanding Tastes

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

was a point well taken.

In-Store Play/Sales

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

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

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

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

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

Charted Crossover

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

continued on pg. 42

New FM Action LPs

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

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

Bowie Marks King Biscuit's Fourth

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

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

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

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

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

station breaks

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

Earth News new audio feature service. The Daily Planet, airs in approximately 200 markets by late May or early June.

Dave McQueen, **KSAN**, San Francisco will host the show which runs five minutes in length focusing on actualities involving consciousness, the arts, politics and the environment.

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

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

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

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

j.b. carmicle



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

Most Added LPs

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

Most Predicted Hits

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

Most Requested Cuts

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

WBCN-FM — BOSTON
Bob Slavin

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

WNEW-FM — NEW YORK
Dennis Elsas

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

WBAB-FM — LONG ISLAND
Bernie Bernard

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

WLIR-FM — LONG ISLAND
Gil Colquitt

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

WYDD-FM — PITTSBURGH
Steve Downs

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

• **ALBUMS ADDED**

WMMR-FM — PHILADELPHIA
Paul Fuhr

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

WYSP-FM — PHILADELPHIA
Sonny Fox

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

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

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

WORJ-FM — ORLANDO
Anita Lenz

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

WINZ-FM — MIAMI
Dave Sousa

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

* **MOST REQUESTED LP CUT(S)**

WRAS-FM — ATLANTA
Bob Bailey

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

WABX-FM — DETROIT
Ken Calvert

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

WVWW-FM — DETROIT
Jerry Lubin

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

WZMF-FM — MILWAUKEE
Jim Roberts

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

WXRT-FM — CHICAGO
John Platt

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

KADI-FM — ST. LOUIS
Jonnie King

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

WNOE-FM — NEW ORLEANS
Brian Nichols

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

† **P.D./M.D. PREDICTED HITS**

KLOL-FM — HOUSTON
Jackie McCauley

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

KAMC-FM — DALLAS
Stuart McRae

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

KBPI-FM — DENVER
Jeff Pollack

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

KLOS-FM — LOS ANGELES
Dabar Hoorelbeke

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

KMET-FM — LOS ANGELES
Bob Coburn

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

KWST-FM — LOS ANGELES
Jim McKeon

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

KZEL-FM — EUGENE, OREGON
Stan Garrett

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

KSAN-FM — SAN FRANCISCO
Cristie Joy Marcus

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

additions to radio playlists

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

KING - SEATTLE
No new additions
11 To 2 - Boogie Fever - Sylvers
20 To 3 - Disco Lady - Johnnie Taylor
24 To 16 - Shannon - Henry Gross

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

KFRC - SAN FRANCISCO
Get Up And Boogie - Silver Convention - Midland Int'l.

Rhiannon - Fleetwood Mac - Warner/Reprise
13 To 9 - Let Your Love Flow - Bellamy Bros
19 To 14 - Welcome Back - John Sebastian
20 To 16 - Silly Love Songs - Wings
22 To 17 - Happy Days - Pratt & McClain

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

36 To 24 - Love Is Alive - Gary Wright
38 To 23 - Happy Days - Pratt & McClain
27 To 17 - Young Blood - Bad Company
21 To 12 - Show Me The Way - Peter Frampton
14 To 6 - Welcome Back - John Sebastian

WING - DAYTON
Silly Love Songs - Wings - Capitol
Love Really Hurts - Billy Ocean - Arista/GTO
Misty Blue - Dorothy Moore - Malaco/TK
When Love Has Gone Away - Richard Coccianti - 20th Cent.

Love In The Shadows - Neil Sedaka - Rocket
Happy Days - Pratt & McClain - Reprise
One Piece At A Time - Johnny Cash - Columbia
Baretta's Theme - Rhythm Heritage - ABC
It's Over - Boz Scaggs - Columbia
32 To 20 - Show Me The Way - Peter Frampton
23 To 17 - Hurt - Elvis Presley
28 To 16 - I've Got A Feeling - Al Wilson
27 To 15 - Living For The Weekend - O'Jays
25 To 14 - Welcome Back - John Sebastian

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

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

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

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

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

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

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

WKLO - LOUISVILLE
Sara Smile - Hall & Oates - RCA
Tryin' To Get - Barry Manilow - Arista
Kiss And Say Goodbye - Manhattans - Columbia
Love Is Alive - Gary Wright - WB
Love Really Hurts - Billy Ocean - Arista/GTO
Get Up And Boogie - Silver Convention - Midland Int'l.

20 To 14 - Here, There - Emmylou Harris
24 To 13 - Shout It Out Loud - Kiss
11 To 4 - Strange Magic - ELO

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

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

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

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

WHBO - MEMPHIS
Get Up And Boogie - Silver Convention - Midland Int'l.

Love Hangover - Diana Ross - Motown
Shout It Out Loud - Kiss - Casablanca
Don't Stop It Now - Hot Chocolate - Big Tree
One Piece At A Time - Johnny Cash - Columbia
25 To 19 - Living For The Weekend - O'Jays
14 To 7 - Shannon - Henry Gross

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

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

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

Z-93 - ATLANTA
Silly Love - Wings - Capitol
Come On Over - Olivia Newton-John - MCA
Young Blood - Bad Company - Swan Song
15 To 6 - Living For The Weekend - O'Jays
27 To 10 - Hurt - Elvis Presley

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

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

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

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

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

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

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

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

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

WLEE - RICHMOND
Sara Smile - Hall & Oates - RCA
Welcome Back - John Sebastian - WB
Shout It Out Loud - Kiss - Casablanca
Silly Love Songs - Wings - Capitol
23 To 17 - Tryin' To Get - Barry Manilow
18 To 13 - Action - Sweet
17 To 10 - Show Me The Way - Peter Frampton
13 To 5 - Boogie Fever - Sylvers

WPGC - WASHINGTON
Happy Days - Pratt & McClain - WB
Rhiannon - Fleetwood Mac - Reprise
Love Really Hurts - Billy Ocean - Arista

WJET - ERIE
Medley - Glen Campbell - Capitol
Shout It Out Loud - Kiss - Casablanca
Tryin' To Get - Barry Manilow - Arista
Living For - O'Jays - Phila. Int'l.
Extra To 30 - Come On Over - Olivia Newton-John
28 To 16 - Welcome Back - John Sebastian

WIBG - PHILADELPHIA
No new additions
16 To 9 - Boogie Fever - Sylvers
21 To 15 - Love Hangover - Diana Ross

WIFI - PHILADELPHIA
Silly Love Songs - Wings - Capitol
Baretta's Theme - Rhythm Heritage - ABC
15 To 7 - Boogie Fever - Sylvers

WFIL - PHILADELPHIA
No new additions
25 To 20 - Love Hangover - Diana Ross
24 To 19 - Fooled Around - Elvin Bishop
22 To 16 - Sweet Love - Commodores
7 To 1 - Disco Lady - Johnnie Taylor

WPEZ - PITTSBURGH
Fooled Around - Elvin Bishop - Capricorn (WB)
12 To 6 - Bohemian Rhapsody - Queen
24 To 9 - Welcome Back - John Sebastian
16 To 12 - Boogie Fever - Sylvers
25 To 19 - Get Up And Boogie - Silver Convention
Extra To 20 - Show Me The Way - Peter Frampton

13Q - PITTSBURGH
Show Me The Way - Peter Frampton - A&M
Let Your Love Flow - Bellamy Brothers - WB/Curb
Get Up And Boogie - Silver Convention - Midland Int'l.

17 To 12 - Only Sixteen - Dr. Hook
20 To 11 - Welcome Back - John Sebastian
9 To 1 - Disco Lady - Johnnie Taylor

WORC - WORCESTER
Love In - Neil Sedaka - Rocket
Any Time - Pau Anka - UA
Falling Apart - Marmalade - Arista
15 To 3 - Welcome Back - John Sebastian
Extra To 6 - Happy Days - Pratt & McClain
17 To 11 - Shannon - Henry Gross
19 To 13 - Disco Lady - Johnnie Taylor
20 To 15 - Boogie Fever - Sylvers
23 To 16 - Hurt - Elvis Presley

WRKO - BOSTON
Falling Apart - Marmalade - Arista
Where Did Our Love Go - J. Geils - Atlantic
Still Crazy - Paul Simon - Columbia
13 To 8 - Boogie Fever - Sylvers
21 To 15 - Love Hangover - Diana Ross
27 To 9 - Happy Days - Pratt & McClain

WORC - HARTFORD
Happy Days - Pratt & McClain - Warner/Reprise
Silly Love - Wings - Capitol
When Love Has - Richard Coccianti - 20th Century
Love In - Neil Sedaka - Rocket
Love Really Hurts - Billy Ocean - Arista/GTO
10 To 4 - Boogie Fever - Sylvers
27 To 20 - Welcome Back - John Sebastian

WPRO - PROVIDENCE
More, More, More - Andrea True - Buddah
Shout It Out Loud - Kiss - Casablanca
Tryin' To Get - Barry Manilow - Arista
Where Did Our Love Go - J. Geils Band - Atlantic
21 To 12 - Rhiannon - Fleetwood Mac
18 To 10 - Show Me The Way - Peter Frampton
17 To 9 - Boogie Fever - Sylvers
15 To 8 - Welcome Back - John Sebastian
13 To 6 - Union Man - Cate Brothers
10 To 4 - Shannon - Henry Gross

WBFB - ROCHESTER
One Piece At A Time - Johnny Cash - Columbia
Hey Baby - Ted Nugent - Epic
Love In The Shadows - Neil Sedaka - Rocket
Concrete And Clay - Randy Edelman - 20th Cent.
Union Man - Cate Brothers - Asylum
Young Blood - Bad Company - Swan Song
Sixteen Tons - Don Harrison - Atlantic
28 To 23 - Arms Of Mary - Sutherland Brothers
X To 22 - I Want To Stay With You - Gallagher & Lytle
25 To 18 - Shannon - Henry Gross
30 To 17 - Get Up And Boogie - Silver Convention
17 To 10 - Fooled Around - Elvin Bishop
14 To 5 - Disco Lady - Johnnie Taylor
9 To 3 - Welcome Back - John Sebastian

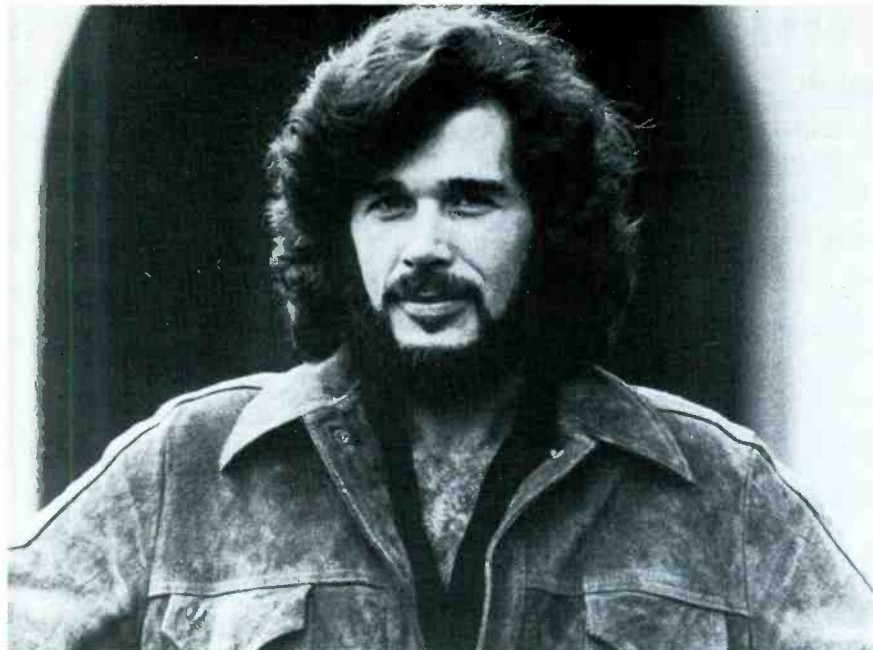
WBLI - LONG ISLAND
Love In - Neil Sedaka - Rocket
Love Hangover - Diana Ross - Motown
Theme From Baretta - Rhythm Heritage - ABC
Happy Days - Pratt & McClain - Reprise
I Do - Abba - Atlantic

WABC - NEW YORK
Welcome Back - John Sebastian - Warner/Reprise
Love In The Shadows - Neil Sedaka - Rocket
37 To 14 - Show Me The Way - Peter Frampton
24 To 13 - Only 16 - Dr. Hook
16 To 7 - Bohemian Rhapsody - Queen

99-X - NEW YORK
Love Hangover - Diana Ross - Motown
Let Your Love Flow - Bellamy Bros - WB/Curb
Boogie Fever - Sylvers - Capitol
17 To 5 - Welcome Back - John Sebastian
13 To 10 - Show Me The Way - Peter Frampton

WPXI - NEW YORK
No new additions
Extra To 25 - Shannon - Henry Gross
Extra To 28 - Love Hangover - Diana Ross
20 To 12 - Show Me The Way - Peter Frampton
21 To 14 - Welcome Back - John Sebastian
24 To 17 - Sweet Love - Commodores
29 To 21 - Misty Blue - Dorothy Moore

Country Artist Of The Week
Eddie Rabbitt



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

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

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

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

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

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

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

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

Hometown Plans 'Freddy Fender Day'

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

Artists Set For English Country Music Fest.

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

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

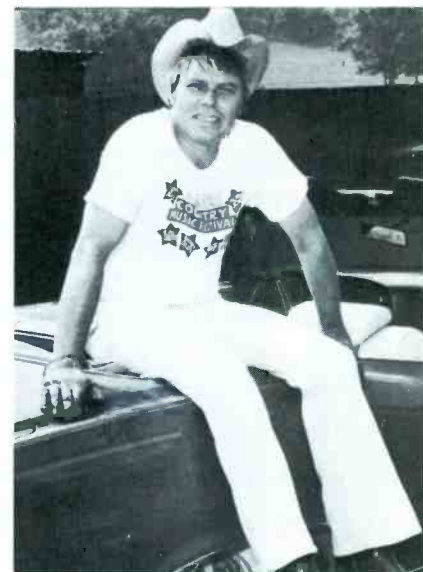
Tom T. Hall's 'How I Write Songs' To Be Published By Chappell Music

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

"How I Write Songs" is a practical and non-technical guide to songwriting and the music industry, including definitions of music business terms and expressions, invaluable examples of songwriting contracts and extensive analyses of Tom's own biggest hits.

Hall, a Phonogram/Mercury recording artist, is starting a schedule of personal appearances in April in connection with the publication of "How I Write Songs" and release of his LP "Faster Horses," which includes the hit single.

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



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

Luman In Fair Condition

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

Cash To Tour Europe

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

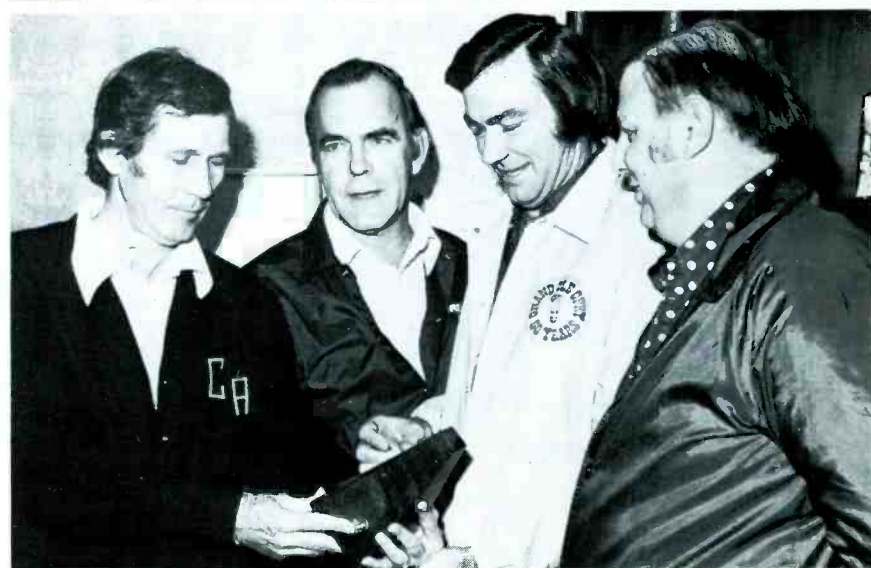
Upon his return Cash will begin a tour of the northwestern states. Cash's new Columbia album is entitled "Strawberry Cake" and includes the single "One Piece At A Time."

PMI Has Duncan Rights

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

Tommy O'Day
Sings
"FRISCO"
(NT-901)
on
Nu Trayl Records

Dist. Nationally By:
Nationwide Sound Dist.



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

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

top country LP's

Table listing top country LPs with 50 entries, including titles like 'Rock 'n' Country', 'When The Tingle Becomes A Chill', and 'The Sweetest Thing'.

country roundup

Article text discussing country music news, including mentions of Gene Autry, Kathy Barnes, and various artists and events.

Country Singles — Active Extras

- List of country singles and extras including 'The Biggest Airport In The World', 'Get Ready, Here I Come', and 'Sweet Dreams'.

Continuation of country music news from the roundup, mentioning Jim Ed Brown and other artists.

additions to country playlist

WVOJ — JACKSONVILLE

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

KENR — HOUSTON

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

KCKN — KANSAS CITY

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

WRCP — PHILADELPHIA

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

WKDA — NASHVILLE

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

**country radio active
most added singles**

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

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

most active singles

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

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

KLAC — LOS ANGELES

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

WJJD — CHICAGO

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

WMC — MEMPHIS

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

KCKC — SAN BERNARDINO

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

KAYO — SEATTLE

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

WQYK — TAMPA

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

KIKK — HOUSTON

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

WXCL — PEORIA

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

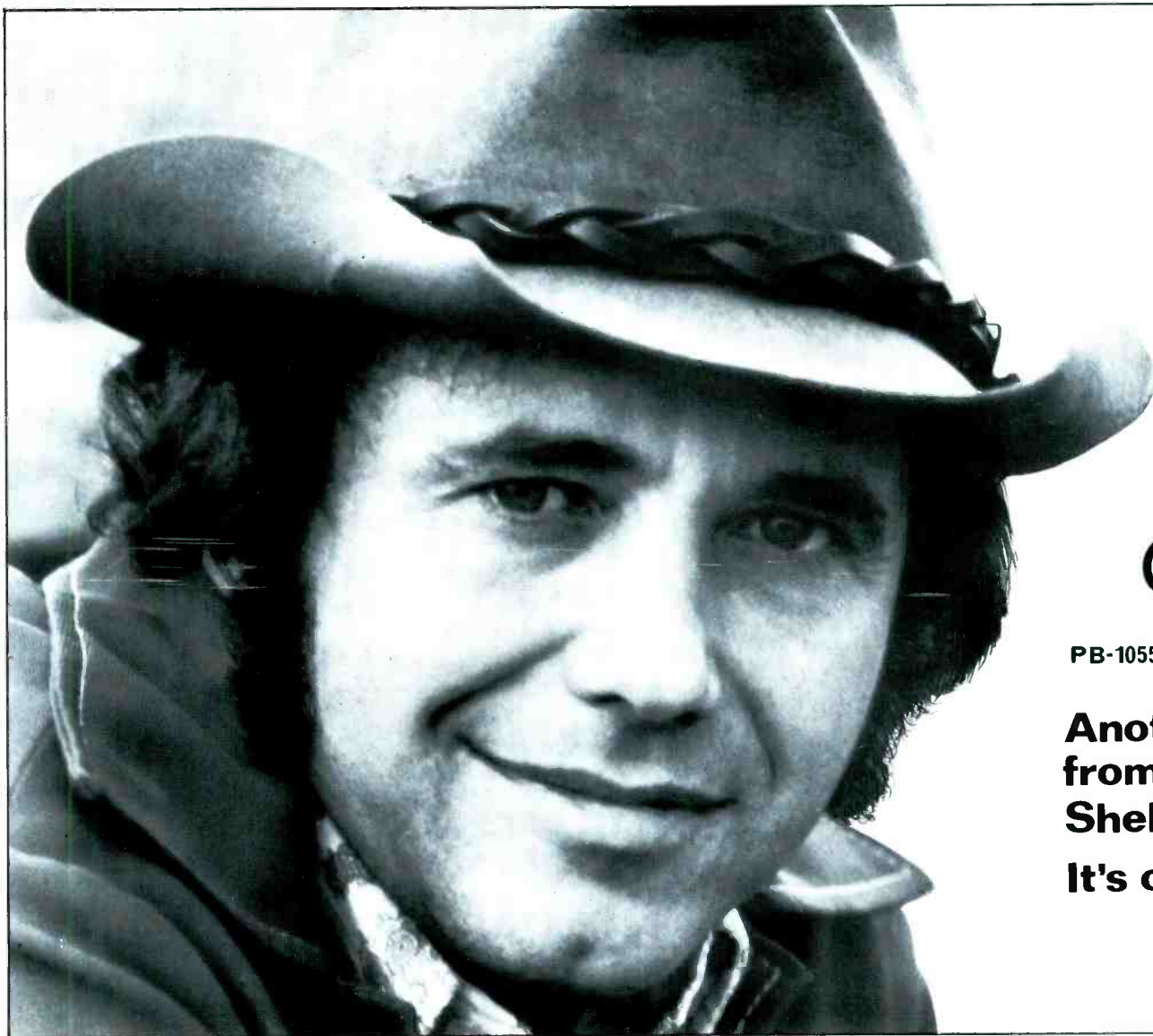
WIRE — INDIANAPOLIS

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

WWOK — MIAMI

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

continued on pg. 42



**BOBBY
BARE
"THE
WINNER"**

PB-10556

**Another first rate song
from Bobby Bare and
Shel Silverstein.**

It's on its way up!

**RCA
Records**

singles

WAYLON JENNINGS & JESSI COLTER (RCA PB 10653)

Suspicious Minds (3:59) (Press — BMI) (Mark James)
 "Suspicious Minds" is a brand of American music that's most satisfying and the husband/wife team of Waylon Jennings and Jessi Colter prove their tremendous talent at putting across this type of song. From the LP "The Outlaws," top charting is predicted. Flip: No info. available.

JOE STAMPLEY (ABC/Dot DOA 17624)
All These Things (3:07) (Minit — BMI) (N. Neville)

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

DAVID ALLAN COE (Columbia 3-10323)
When She's Got Me (Where She Wants Me) (2:45) (Window — BMI) (David Allan Coe)
 From the LP "Longhaired Redneck," David Allen Coe sings his self-penned song about that old "game" of love. The writer's influence is apparent here and there's solid steel and piano throughout. An overall good country production by Ron Biedsoe. Flip: No info. available.

TOMPALL AND HIS OUTLAW BAND (Polydor PD 14314)
T For Texas (4G10) (Peer International — BMI) (Jimmy Rodgers)
 Just about every country recording artist has recorded this old Jimmy Rodgers standard... and Tompall's rendition carries the familiar honky-tonk sound and he fits his voice well to that sound. It's a good one for the boxes, and a charter for sure. Flip: No info. available.

DAVE & SUGAR (RCA JH 10625)
The Door Is Always Open (2:42) (Jack — BMI) (Bob McDill, Dickey Lee)
 The way this team sings about this "standing invitation" deserves a standing ovation. With a delightfully different approach, Dave & Sugar are a welcome addition to country music. Spin it, you'll like it. Flip: No info. available.

BLACK OAK ARKANSAS (MCA 40536)
Great Balls Of Fire (w:22) (Unichappel/Chappell — BMI/ASCAP) (J. Hammer, O. Blackwell)
 With Black Oak Arkansas, it's a flaming rendition of a red hot song. Bet 'cha can't sit still when you hear this one. It moves fast, and it's music like you've never heard before. Flip: No info. available.

JIMMY BUFFETT (ABC 12175)
The Captain And The Kid (3:16) (Let There Be Music — ASCAP) (Jimmy Buffett)
 The extremely talented Jimmy Buffett weaves a vocal smoothness into this beautiful ballad. Both the lyric and the music make very worthwhile listening. From the LP "Havana Daydreamin'," it's certain chart material. Flip: No info. available.

MEL McDANIELS (Capitol P 4249)
Have A Dream On Me (3:12) (Music City — ASCAP) (Bob Morrison)
 A brilliant country recording. Bob Morrison's quality country vocal is in proper perspective with the good ole country fiddle and steel sounds. Watch the charts for this one, produced by Johnny MacRae. Flip: No info. available.

CARL MANN (ABC/Dot DOA 17621)
Twilight Time (2:42) (Devon — BMI) (B. Ram, A. Nevins, M. Nevins)
 Carl Mann's rendition of this old standard is an entertaining balance of a good vocal and good music. In moderate tempo, it's danceable and should go well on the boxes. Production credit goes to Don Gant. Flip: No info. available.

KEITH CARRADINE (ABC 12117)
I'm Easy (2:59) (Lion's Gate/Easy — ASCAP) (Keith Carradine)
 Academy Award winner! From the motion picture soundtrack "Nashville," Keith Carradine's "I'm Easy" is easy to listen to, and if you happen to be one of the millions who saw "Nashville," it makes it even better. Flip: No info. available.

AVA ALDRIDGE (MGM M 14847)
I Want Some (2:10) (Al Cartee — BMI) (Ava Aldridge, Roy Aldridge, Gene Kennedy)
 From the LP "Frustrated Housewife," Ava's not frustrated on this one... it moves very fast as Ava sings sensuously that she wants "a touching kind of love." With strings arranged by Bergen White, it's an outstanding musical production. Flip: No info. available.

BIG BEN ATKINS (GRT 047)
Them Old Love Songs (2:59) (Combine — BMI) (Donnie Fritts, Troy Seals)
 Big Ben comes across with some mighty powerful singing on this Fritts/Seals tune. With strings and steel to emphasize the lyric content, it's a souful sound. Looks like a hit for Big Ben Atkins. Flip: No info. available.

JIMMY NALL (Monument ZS8-8688)
I Guess I'll Have To Sing About Texas (If I'm Ever Gonna Be A Star) (2:13) (Al Gallico/Aigee — BMI) (Carmol Taylor, Linda Kimball)
 Jimmy sings a swingin' tune with a fantastic country sound in the music. Lyrically he figures he'll have to give up the love songs and sing about Texas to reach stardom. It's a good chart contender. Flip: No info. available.

LYNCH & LAWSON (Monument ZS8-8687)
(You're A) Baby Doll (2:45) (House of Bryant — BMI) (Boudleaux Bryant, Felice Bryant)
 It's the lively team of Lynch and Lawson with a liveier tune about a real live baby doll. With clever lyric by master writers Boudleaux and Felice Bryant, and production by Bill Justis, it's very definite chart material. Flip: No info. available.

JIMMY PEPPERS (IRDA 200A)
Sing Me A Song About Texas (3:09) (Mod Star — BMI) (Jimmy Peppers)
 It's country all the way... Jimmy Peppers' pure country vocal style is perfect for his self-penned song. He sings to please and we find it pleasing. Country stations will get heavy requests and charting should be swift. Flip: No info. available.

MAYF NUTTER (GNP 805z)
Sweet Southern Lovin' (3:07) (House of Gold — BMI) (Kenny Walker)
 According to Mayf on this uptempo Kenny Walker tune, there's nothing like sweet southern lovin', and the way he sings it, we are inclined to agree with him. Produced by Don Tweedy, watch for charting on this one. Flip: No info. available.

MAURY FINNEY (Soundwaves SW 4531)
Wild Side Of Life (2:18) (Travis — BMI) (W. Warren, A.A. Carter)
 It's a tremendous instrumental which flows evenly and freely with the Maury Finney sax on one of country music's great old standards. It's delightful listening on a clear production and if you like instrumentals you'll love this one. Flip: No info. available.

LPs

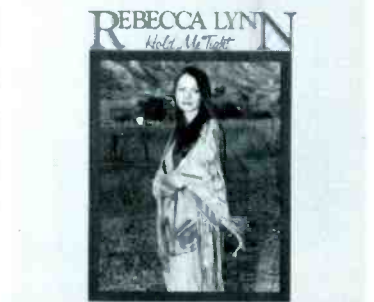
BLOODLINE — Glen Campbell — Capitol SW 11516
 "Bloodline" is an all-round good recorded performance by the one and only Glen Campbell. Included is his current single, "Don't Pull Your Love/Then You Can Tell Me Goodbye," which is charting steadily, and another we particularly like, the Ben Peters tune, "San Francisco Is A Lonely Town," which is a tremendous song for the Campbell vocal style. Call it country... call it pop... it's a great album. Other selections: "Baby, Don't Be Givin' Me Up," "See You On Sunday," "Christian No.," "Bloodline," "Everytime I Sing A Love Song," "Lay Me Down (Roll Me Out To Sea)," "The Bottom Line," "I Got Love For You Ruby."



MOTELS AND MEMORIES — T.G. Sheppard — Melodyland ME6-403S1
 The smooth quality of T.G.'s voice, and the artist's ability to bring into full focus an emotional lyric are heard in each selection on this LP. It's truly a tremendous performance by T.G. Sheppard. Selections: "Motels And Memories," "Cowboy In The Rain," "Little Brown Paper Bag Blues," "Hot Lips," "Pigskin Charade," "It Could've Been Nashville," "We Just Live Here (We Don't Love Here Anymore)," "Wednesday Night Poker," "Shame," and "Solitary Man."



HOLD ME TIGHT — Rebecca Lynn — Eika S-602
 The clear vocal ability of Rebecca Lynn heard on this album is indeed refreshing, and proves her obvious maturity as a recording artist. She gets full support musically but maintains dominance throughout. A splendid album! Selections: "Hold Me Tight," "Once In A While," "Ain't That A Shame," "No One," "He's That Kind Of A Man," "I'll Break The Habit," "Bicycle Morning," "He's Too Busy Working To Cheat On Me," "No More Tears" and "Cold Carolina Morning."



THE OAK RIDGE BOYS — Columbia KC 33935
 This contribution to the world of music is "Old Fashioned, Down Home, Hand Clappin', Foot Stompin', Southern Style, Gospel Quartet Music"; and if we may go further, fantastic! Selections: "Lord, I've Been Ready For Years," "No Earthly Good," "Jesus Knows Who I Am," "The Same Old Fashioned Way," "I'm Winging My Way Back Home," "Where The Soul Never Dies," "It's Been Done," "Doctor God," "Jesus Was There," and "Last Train To Glory."



PISTOL PACKIN' MAMA — The Good Old Boys — Round Records RXLA 597G/RX109
 You're deep in bluegrass country with The Good Old Boys. Featuring David Nelson and Frank Wakefield, with special guest, Chubby Wise and Don Reno, it's great listening. If you're craving bluegrass, feast on this one, produced by Jerry Garcia. Selections: "Ashes Of Love," "Here To Get My Baby Out Of Jail," "Long Gone," "Dim Lights, Thick Smoke," "Deep Elem Blues," "Pistol Packin' Mama," "Banjo Signal," "Toy Heart," "Leave Well Enough Alone," "Too Wise Special," "On Top Of Old Smokey," "Barefoot Nelly," "Don't You Hear Jerusalem Moan" and "Glendale Train."



Lee Mendell — Outlook Unltd.

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

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

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

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

NOW What?

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

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

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



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

On His Own

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

And just what does being a consultant mean?

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

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

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

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

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

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

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

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

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

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

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

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

stephen fuchs

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

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

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

phil dimauro/eric rudolph

Retail Reaction To NARM Is Good, And Bad

by John Mankiewicz

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

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

Some Suggestions

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

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

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

Can Business and Music Mix?

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

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

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

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

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

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

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

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

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

To Me It's Great

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

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

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

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

More People Involved

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

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

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

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

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

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

Next Year: L.A.

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

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

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

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

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

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

Better Follow-through

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

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

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

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

Professional Approach

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

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

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

Media Seminar?

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

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

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

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

Can NARM Change?

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

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

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

Summary

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



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

ROLLING STONES (Rolling Stone RS-19304)

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

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

MARVIN GAYE (Tamla T 54264)

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

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

BAY CITY ROLLERS (Arista AS 0185)

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

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

NILSSON (RCA JH-10634)

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

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

WILLIE NELSON (Columbia 3-10327)

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

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

MARIA MULDAUR (Reprise RPS 1352)

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

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

BETTE MIDLER (Atlantic 45-3325)

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

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

ROSE BANKS (Motown M 1383F)

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

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

JOHNNY RIVERS (Epic 8-50208)

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

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

THE STEVE GIBBONS BAND (MCA 40551)

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

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

IAN LLOYD (Polydor PD 14319)

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

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

TOM SCOTT (Ode 66121)

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

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

TOM SULLIVAN (ABC 12174)

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

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

JOHN MILES (London 5N-20086)

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

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

BILL COSBY (Capitol P-4258)

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

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

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

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

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

JOHNNY NASH (Epic 8-50219)

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

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

KEITH CARRADINE (ABC 12117)

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

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

DANE DONOHUE (Columbia) (No number available)

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

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

PAUL DELICATO (Artists of America AOA-120)

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

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

THE TUFANO & GIAMMARESE BAND (Ode 66122)

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

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

TRET FURE (Joyce 102-A)

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

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

STEVE WIGHTMAN (Farr FR-003-A)

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

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

THE CHAMPS' BOYS ORCHESTRA (Janus J-259)

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

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

SCOTT KEY (Pyramid P-8002)

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

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

SIR WALES WALLACE (Now Sound NS-101)

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

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

ISANTO CALIFORNIA (Laurie LR 3640)

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

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

LONNIE YOUNGBLOOD (Calla CAS 109)

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

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

ROGER WHITTAKER (Victor KMBO-5025-A)

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

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



Loggins & Messina Gary Wright Cecilio & Kapono

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

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

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

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

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

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

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

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

s.f.

Laura Nyro John Hammond

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

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

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

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

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

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

s.y.s.

Anthony Braxton

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

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

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

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

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

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

j.m.

Boz Scaggs

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

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

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

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

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

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

j.m.

Archie Bell & The Drells

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

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

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

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

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

j.l.

Supertramp

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

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

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

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

j.l.

Ace Dirk Hamilton

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

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

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

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

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

j.m.

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

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



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

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



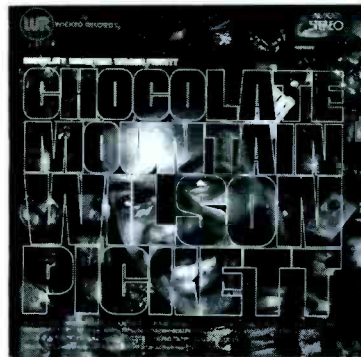
FREE AND IN LOVE — Millie Jackson — Polydor SP 1-6709 — Producers: Millie Jackson, Brad Shapiro — List: 6.98

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



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

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



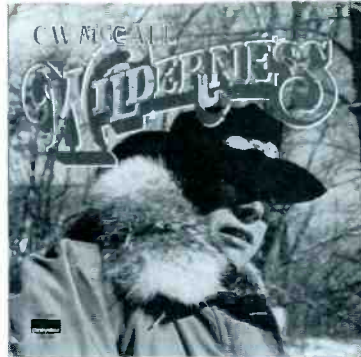
POUSETTE-DART BAND — Pousette-Dart Band — Capitol ST-11507 — Producer: Norbert Putnam — List: 6.98

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



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

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

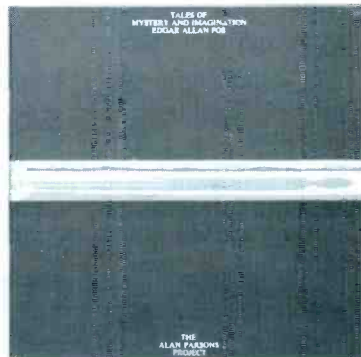


WILDERNESS — C.W. McCall — Polydor PD-1-6069 — Producers: Don Sears, Chip Davis — List: 6.98

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

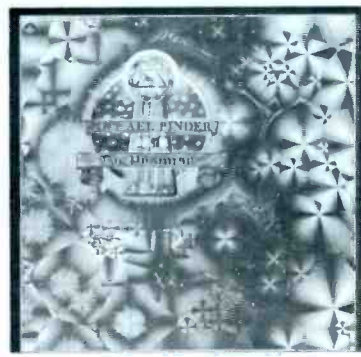
TALES OF MYSTERY AND IMAGINATION — Edgar Allan Poe — The Alan Parsons Project — 20th Century T-508 — Producer: Alean Parsons — List: 6.98

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



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

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



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

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



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

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



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

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



r&b ingredients

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

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



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

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

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

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

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

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

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TOP 50 R&B ALBUMS

1	EARGASM Johnnie Taylor (Columbia PC 33951)	1	77	REFLECTIONS OF A GOLDEN DREAM Lonnie Liston Smith & The Cosmic Echoes (Flying Dutchman BDL 1-1460)	36
2	RUFUS FEATURING CHAKA KHAN (ABC ABCD 909)	2	28	RAISING HELL The Fatback Band (Event EV 6905) (Dist: Polydor)	26
3	BRASS CONSTRUCTION (United Artists UA LA 545G)	4	29	LEE OSKAR (United Artists UA LA 594-G)	34
4	MOTHERSHIP CONNECTION Parliament (Casablanca NBLP 7022)	3	30	SMOKEY'S FAMILY ROBINSON Smokey Robinson (Tamia T6-341S1)	25
5	DIANA ROSS (Motown M6-861S1)	7	31	FEELS SO GOOD Grover Washington Jr. (Kudu KU 24)	31
6	GRATITUDE Earth, Wind & Fire (Columbia PG 33694)	5	32	ROMANTIC WARRIOR Return To Forever (Columbia PC 34076)	40
7	WAKE UP EVERYBODY Harold Melvin & The Bluenotes (Phila. Int'l PZ 33808)	6	33	AMIGOS Santana (Columbia PC 33576)	42
8	LOOK OUT FOR #1 Brothers Johnson (A&M SP 4567)	11	34	COME AS YOU ARE Ashford & Simpson (WB BS 2858)	45
9	CITY LIFE The Blackbyrds (Fantasy F9490)	8	35	BREEZIN' George Benson (Warner Bros. BS 2919)	47
10	I WANT YOU Marvin Gaye (Tamia T6-34251)	13	36	MYSTIC VOYAGE Roy Ayers Ubiquity (Polydor PD 6057)	30
11	LOVE AND UNDERSTANDING Kool & The Gang (DeLite DEP 2018)	14	37	JEALOUSY Major Harris (Atlantic SD 18160)	38
12	DANCE YOUR TROUBLES AWAY Archie Bell & The Drells (TSOP PZ 33844)	9	38	SECOND CHILDHOOD Phoebe Snow (Columbia PC 33951)	39
13	FULL OF FIRE Al Green (Hi SHL 32097)	15	39	BLACK MARKET Weather Report (Columbia PC 34099)	41
14	HE'S A FRIEND Eddie Kendricks (Tamia T6-343S1)	10	40	TRUCKLOAD OF LOVIN' Albert King (Utopia BUL 11387)	44
15	WINGS OF LOVE Temptations (Gordy 971) (Dist: Motown)	20	41	THE BEST OF GLADYS KNIGHT & THE PIPYS (Buddah BDS 5653)	35
16	FAMILY REUNION The O'Jays (Phila. Int'l PZ 33807)	12	42	THE SALSOU ORCHESTRA (Salsoul Records SZS 5501)	28
17	WHEN LOVE IS NEW Billy Paul (Phila. Int'l PZ 33843)	17	43	FEEL THE SPIRIT LeRoy Hutson (WB CU 5010)	32
18	GROOVE-A-THON Isaac Hayes (ABC ABCD 925)	18	44	SHOWCASE The Sylvers (Capitol ST 11465)	46
19	A LOVE TRILOGY Donna Summer (Oasis 5004) (Dist: Casablanca)	23	45	THE LEPRECHAUN Chick Corea (Polydor PD 6062)	49
20	LET THE MUSIC PLAY Barry White (20th Century T502)	16	46	TROPEA John Tropea (Marlin 2200) (Dist: T.K.)	37
21	DISCO-FIED Rhythm Heritage (ABC ABCD 934)	24	47	SPINNERS LIVE Spinners (Atlantic SD 2-910)	27
22	MOVIN' ON Commodores (Motown M848S1)	21	48	RISE AND SHINE! Kokomo (Columbia PC 34031)	—
23	TURNING POINT Tyrone Davis (Dakar DK 76918)	19	49	ODYSSEY Charles Earland (Mercury SRM 1-1049)	—
24	SILVER CONVENTION (Midland International BKL 1-1369)	29	50	LET YOUR MIND BE FREE Brother T To Brother (All Platinum 7015)	—
25	INSEPARABLE Natalie Cole (Capitol ST 11429)	22			
26	STRETCHING OUT IN BOOTSY'S RUBBER BAND Bootsy's Rubber Band (WB BS 2920)	33			

soul waves Rap On

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

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

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

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

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

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CASH BOX TOP 100 R&B

April 17, 1976

1	DISCO LADY	Johnnie Taylor (Columbia 3-10281)	1	37	YOU SEE THE TROUBLE WITH ME	BARRY WHITE (20th Century TC 2277)	42	69	DISCO HOP	3RD WORLD BAND (Abraxas 1701)	70
2	MISTY BLUE	DOROTHY MOORE (Maiaco 1029)	2	38	YOU ARE BEAUTIFUL	THE STYLISTICS (Avco AV 4664)	34	70	IN A GOOD GROOVE	JONESES (Mercury 73778)	79
3	LIVIN' FOR THE WEEKEND	O'JAYS (Phila. Int'l. ZS 8-3587)	5	39	(CALL ME) THE TRAVELING MAN	THE MASQUERADERS (Hot Buttered Soul 12157) (Dist: ABC)	37	71	DON'T STOP IT NOW	HOT CHOCOLATE (Big Tree 16060)	80
4	HE'S A FRIEND	EDDIE KENDRICKS (Tama 54266)	3	40	ALL IN THE FAMILY	GENERAL JOHNSON (Arista AS 0177)	45	72	THANK YOU BABY PART I	LEONE THOMAS (Don DK 102)	76
5	HAPPY MUSIC	THE BLACKBYRDS (Fantasy F762)	4	41	YOUNG HEARTS RUN FREE	CANDI STATION (Warner Bros. WBS 8181)	55	73	NIGHT AND DAY	JOHN DAVIS & THE MONSTER ORCH (Sam Records 76-5002)	74
6	LET'S GROOVE	ARCHIE BELL & THE DRELLS (TSOP ZS 8-4775)	6	42	THE JAM (EDITED)	GRAHAM CENTRAL STATION (Warner Bros. WBS P175)	31	74	OPEN	SMOKEY ROBINSON (Tama 54267)	83
7	I'VE GOT A FEELING (WE'LL BE SEEING EACH OTHER AGAIN)	AL WILSON (Playboy P6062)	9	43	WHEN I'M WRONG	B. B. KING (ABC 12158)	33	75	WINNERS TOGETHER OR LOSERS APART	GEORGE & GWEN McCRAE (Cat 2002)	84
8	DAYLIGHT	BOBBY WOMACK (United Artists UA XW 763Y)	8	44	TODAY I STARTED LOVING YOU AGAIN	BOBBY BLAND (ABC 12156)	35	76	I WANT YOU	MARVIN GAYE (Tama T54264F) (Dist: Motown)	-
9	SWEET THING	RUFUS featuring CHAKA KHAN (ABC 12149)	7	45	I THOUGHT IT TOOK A LITTLE TIME (BUT TODAY I FELL IN LOVE)	DIANA ROSS (Motown M1387F)	40	77	LET YOUR MIND BE FREE	BROTHER TO BROTHER (Turbo TU 045) (Dist: All Platinum)	81
10	LET'S MAKE A BABY	BILLY PAUL (Phila. Int'l. ZS 8-3584)	11	46	TANGERINE	SALSOL ORCHESTRA (Salsoul SZ 2004)	41	78	LOVE WILL KEEP US TOGETHER	WILSON PICKETT (Wicked Records 8102)	82
11	HEAVY LOVE	DAVID RUFFIN (Motown M 1388F)	16	47	SUPERSOUND	JIMMY CASTOR BUNCH (Atlantic 3316)	49	79	ROCK ME EASY BABY (PT. 1)	ISAAC HAYES (ABC 12176)	-
12	GET UP AND BOOGIE	SILVER CONVENTION (Midland Int'l. 10571)	27	48	WORDS (ARE IMPOSSIBLE)	DONNY GERRARD (Greedy G101 AS)	56	80	EASY LOVIN'/WE GOT THE RECIPE	BOKIRKLAND & RUTH DAVIS (Claridge 414)	93
13	MOVIN'	BRASS CONSTRUCTION (UA XW 755-Y)	23	49	MARRIED NOT TO EACH OTHER	DENISE LaSALLE (Westbound WT 5010)	60	81	LOVE REALLY HURTS WITHOUT YOU	ALEX BROWN (Roxbury 2024)	94
14	PARTY DOWN	WILLIE HUTCH (Motown M1371F)	17	50	LOVE HANGOVER	FIFTH DIMENSION (ABC 12181)	63	82	SAY YOU LOVE ME	D. J. ROGERS (RCA 10568)	85
15	THE LOVE I NEVER HAD	TAVARES (Capitol 4221)	18	51	JEALOUSY	MAJOR HARRIS (Atlantic 3321)	59	83	HOW CAN I BE A WITNESS	R. B. HUDMON (Atlantic 3318)	86
16	LOVE AND UNDERSTANDING (COME TOGETHER)	KOOL & THE GANG (DeLite DEP 1579)	19	52	DO YOU WANNA DO A THING	BLOODSTONE (London 1064)	72	84	(I LOVE YOU) FOR SENTIMENTAL REASONS	JAMES BROWN (Polydor 14304)	88
17	IT'S COOL	THE TYMES (RCA PB 105611)	21	53	THAT'S WHERE THE HAPPY PEOPLE GO	TRAMMPS (Atlantic 3306)	57	85	HEY, WHAT'S THAT DANCE YOU'RE DOING	THE CHOICE FOUR (RCA JH 10602)	87
18	TELL THE WORLD HOW I FEEL ABOUT 'CHA BABY	HAROLD MELVIN (Phila. Int'l. ZS 8-3588)	22	54	I CAN'T SEEM TO FORGET YOU	HEAVEN & EARTH (20th Century GEC 1000)	62	86	DO WHAT YOU FEEL	ATLANTA DISCO BAND (Ariola America 7616)	96
19	FOPP	OHIO PLAYERS (Mercury 73775)	10	55	BORN TO GET DOWN	MUSCLE SHOALS HORNS (Bang 721)	64	87	I'LL BE GOOD TO YOU	THE BROTHERS JOHNSON (A&M 1806-S)	-
20	LOVE HANGOVER	DIANA ROSS (Motown M 1392F)	47	56	YOU SEXY THING	HOT CHOCOLATE (Big Tree 16047)	44	88	TOUCH AND GO	ECSTASY, PASSION & PAIN (Roulette RDJ 7182)	-
21	SPANISH HUSTLE	FATBACK BAND (Event EV 299) (Dist: Polydor)	28	57	I WISH YOU WELL	BILL WITHERS (Columbia 3-10308)	61	89	LOVE ME RIGHT	GARY TOMS (PIP 6517)	90
22	BOOGIE FEVER	SYLVERS (Capitol 4179)	14	58	DISCO CONNECTION	ISAAC HAYES MOVEMENT (ABC 12171)	58	90	UNION MAN	CATE BROTHERS (Asylum E45294A)	91
23	MAKE YOURS A HAPPY HOME	GLADYS KNIGHT & THE PIPS (Buddah BDA 523)	26	59	THIS IS IT	MELBA MOORE (Buddah BDA 519)	68	91	HOW ABOUT LOVE	CHOCOLATE MILK (RCA PB 10569)	92
24	MIGHTY HIGH	MIGHTY CLOUDS OF JOY (ABC 12164)	15	60	NIGHT WALK	VAN MCCOY (H&L HL 4667)	65	92	SUNSHINE DAY	OSIBISA (Island 053)	98
25	CAN'T HIDE LOVE	EARTH, WIND & FIRE (Columbia 3-10309)	38	61	SARA SMILE	DARYL HALL & JOHN OATES (RCA JH 10530)	71	93	RIGHT BACK WHERE WE STARTED FROM	MAXINE NIGHTINGALE (UA XW 752Y)	100
26	MORE MORE MORE	ANDREA TRUE CONNECTION (Buddah 515)	29	62	HEAVEN ONLY KNOWS	LOVE COMMITTEE (Ariola P7609)	66	94	KISS AND MAKE UP	WILLIAM DE VAUGHN (Roxbury 2018)	95
27	SWEET LOVE	COMMODORES (Motown 1381)	20	63	HUSTLE ON UP (DO THE BUMP)	HIDDEN STRENGTH (UA XW 733Y)	73	95	MIDNIGHT LADY (PART I)	DAVID MORRIS JR. (Buddah BDA 518)	97
28	P. FUNK	PARLIAMENT (Casablanca NB 852)	24	64	STREET TALK	BOB CREWE GENERATION (20th Century TC 2271)	67	96	THE LONELY ONE	SPECIAL DELIVERY (Mainstream MRL 55581)	-
29	NEW ORLEANS	THE STAPLE SINGERS (Curton 113)	12	65	DANCE WITH ME	RUFUS (ABC 12179)	-	97	SING A HAPPY FUNKY SONG	MIZ DAVIS (Now N10)	-
30	KISS AND SAY GOODBYE	MANHATTANS (Columbia 3-10310)	48	66	IT'S BEEN A LONG, LONG TIME	STUFF 'N' RAMJETT (Cheisea CH 3036)	69	98	NOBODY BUT YOU	O. V. WRIGHT (ABC 12154)	99
31	KEEP HOLDING ON	TEMPTATIONS (Gordy G7-146F)	13	67	BARETTA'S THEME	RHYTHM HERITAGE (ABC 12177)	77	99	LOVE REALLY HURTS	BILLY OCEAN (Ariola 7621) (Dist: Capitol)	-
32	QUEEN OF CLUBS	KC & THE SUNSHINE BAND (TK 1005-A)	25	68	IT'S THE MUSIC	NATURAL FOUR (Curton 0114)	78	100	WHAT ABOUT LOVE	BRIEF ENCOUNTER (Capitol 4229)	-
33	GRATEFUL	BLUE MAGIC (Atco 7046)	36	-	-	-	-	-	-	-	-
34	TURNING POINT	TYRONE DAVIS (Dakar DK 4550)	30	-	-	-	-	-	-	-	-
35	CADILLAC ASSEMBLY LINE	ALBERT KING (Utopia UB 10544)	39	-	-	-	-	-	-	-	-
36	THEME FROM S.W.A.T.	RHYTHM HERITAGE (ABC 12135)	32	-	-	-	-	-	-	-	-

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

All In The Family (Music In General - BMI)	40	Hey, What's That Dance (Van McCoy/Warner-Tamerlane - BMI)	85	Love Hangover (Jobete - ASCAP)	20.50	Street Talk (Heart's Delight/GooseRock - BMI)	64
Baretta's Theme (Leed - ASCAP/Duchess - BMI)	67	How About Love (Marsaint - BMI)	91	Love Me Right (BAMBAR/Happy Endings - ASCAP)	89	Sunshine Day (W.B. - ASCAP)	92
Boogie Fever (Parren/Vibes/Bull Pen - BMI)	22	How Can I (East Memphis/Candiestick - BMI)	83	Love Really Hurts (Black Sheep/Common Good/Poकेful of Tunes - BMI)	81.99	Supersound (Jimpire - BMI)	97
Born To Get Down (Muscle Shoals - BMI)	55	I Can't Seem To Forget You (20th/Jason Sean - ASCAP)	54	Love Will Keep (Don Kirshner)	78	Sweet Love (Jobete/Commodores - ASCAP)	27
Cadillac Assembly Line (Penumbra - BMI)	35	I'll Be Good (Kidada/Gougnis - BMI)	87	Make Yours A (Warner/Tamerlane - BMI)	23	Sweet Thing (Amer B'casting - ASCAP)	9
(Call Me) The Traveling Man (Incense - BMI)	39	(I Love You) For Sentimental (Duchess - BMI)	84	Married (Orand/Bridgeport - BMI)	49	Tangerine (Famous - ASCAP)	46
Can't Hide (Alexscar/Unichappell - BMI)	25	In A Good Groove (Landy/Unichappell - BMI/Doiphin - ASCAP)	70	Midnight Lady (Lone Wolf - BMI)	95	Tell The World (Mighty Three - BMI)	18
Dance With Me (Mocrip - ASCAP)	65	It's Been A Long (Sugar Tree - BMI)	66	Mighty High (Amer B'casting/DaAnn - ASCAP)	24	Thank You Baby (NUWAUPE - ASCAP)	72
Daylight (Unart/Bobby Womack - BMI)	8	It's Cool (Chappell - ASCAP)	17	Misty Blue (Taimont - BMI)	2	That's Where The Happy (Burma East - BMI)	53
Disco Connection (Incense - BMI)	58	It's The Music (Silent Giant/Aopa - ASCAP)	68	More More (Buddah/Gee Diamond - ASCAP)	26	The Jam (Nineteen Eighty Four - BMI)	42
Disco Hop (For Better or Worse/Fudge Tips - BMI)	69	I Thought It Took (Jobete - ASCAP)	45	Movin' (Desert Moon/Jeff Mar - BMI)	13	The Lonely One (Brent - BMI)	16
Disco Lady (Groovesville - BMI/Conquistador - ASCAP)	1	I've Got A Feeling (Irving - BMI)	7	New Orleans (Warner/Tamerlane - BMI)	29	The Love (One of a Kind - BMI)	95
Don't Stop It Now (Finchley - ASCAP)	71	I Wish You Well (Golden Withers - BMI)	57	Night And Day (Warner Bros. - ASCAP)	73	Theme From S.W.A.T. (Spellgold - BMI)	36
Do What You Feel (Da Ann - ASCAP)	86	I Want You (Aimo/Jobete - ASCAP)	76	Night Waik (Van McCoy/Warner-Tamerlane - BMI)	60	This Is It (V. McCoy/Warner/Tamerlane - BMI)	59
Do You Wanna (Stone Diamond - BMI)	52	Jealousy (WMOT/Sacred Pen - BMI)	51	Night Walk (Van McCoy/Warner-Tamerlane - BMI)	60	Today I Started Loving (Blue Book - BMI)	44
Easy Lovin' (Blue Book - BMI)	80	Keep Holding On (Stone Diamond/Gold Forever - BMI)	31	Nobody But You (Fi - ASCAP)	98	Touch And Go (Golden Fleece/Mighty Three - BMI)	88
Fopp (Play One - BMI)	19	Kiss And Make Up (Meiomega/Cora Rock/American Dream - ASCAP)	9r	Open (Jobete & Bertram - ASCAP)	74	Turning Point (Julio-Brian/Content - BMI)	34
Get Up And Boogie (Midsong - ASCAP)	12	Kiss And Say (Nattahnan/Blackwood - BMI)	30	Party Down (Getra - BMI)	14	Union Man (Flat River - BMI)	90
Grateful (WMOT/Friday's Child/Poo Poo - BMI)	33	Let's Groove (Mighty Three - BMI)	6	P Funk (Maibiz/Rick's Music - BMI)	28	What About Love (Ashley Hall - BMI)	100
Happy Music (Eigy - BMI)	5	Let's Make A Baby (Mighty Three - BMI)	10	Queen Of Clubs (Sherylyn - BMI)	32	When I'm Wrong (ABC/Dunhill/One of a Kind - BMI)	43
Heaven Only Knows (U.S. Arabela - BMI)	62	Let Your Mind Be Free (Gambi - BMI)	77	Right Back Where (ATV/Universal - BMI)	93	Winners Together (Sherylyn - BMI)	75
Heavy Love (Interior/Van McCoy/Warner Tamerlane - BMI)	11	Livin' For The Weekend (Mighty Three - BMI)	3	Rock Me Easy Baby (Incense - BMI)	79	Words (ATV - BMI)	48
He's A Friend (Stone Diamond/Mighty Three - BMI)	4	Love And Delightful/Gang - BMI)	16	Sara Smile (Unichappell - BMI)	61	You Are Beautiful (Avco Embassy - ASCAP)	38
				Say You Love Me (Woogie - ASCAP)	82	You See The Trouble (Sa-Vette/January - BMI)	37
				Sing A Happy Funky (Drive In - BMI)	97	You Sexy Thing (Finchley - ASCAP)	56
				Spanish Hustle (Oitita/Sambo - BMI)	21		

More Ingredients fr 34

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

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

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



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

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

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

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

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

jess levitt

additions to the r&b radio playlists

WRBD - FT. LAUDERDALE

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

KOKY - LITTLE ROCK

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

WZTQ - HURRICANE, W. VIRGINIA

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

WMBM - MIAMI

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

WTMP - TAMPA

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

WCOK - FT. LAUDERDALE

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

WSOK - SAVANNAH

I'm Not In Love - Dee Dee Sharp - TSOP
If You Wanna Boogie - Brecker Bros. - Arista
Where All The Happy People Go - Trammps - Atlantic
Give It Up - Haywood Cash - Epic
Extra To 28 - Get Up & Boogie - Silver Convention
Extra To 27 - Can't Hide Love - Earth, Wind & Fire
Extra To 26 - Kiss & Say Goodbye - Manhattans
23 To 16 - Movin' - Brass Construction
3 To 1 - It's Been A Long Time - Stuff 'n Ramjet
Hot - Do You Wanna Do A Thing - Bloodstone

WAOK - ATLANTA

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

WYLD - NEW ORLEANS

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

WBUL - BIRMINGHAM

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

WQIV - CHARLOTTE

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

KKDA - DALLAS

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

KCOH - HOUSTON

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

KNOK - FT. WORTH

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

WNJR - NEWARK

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

WILD - BOSTON

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

WUFO - BUFFALO

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

WCAU-FM - PHILADELPHIA

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

WVMO - COLUMBUS

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

WAMO - PITTSBURGH

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

WJLB - DETROIT

No new additions

WDIA - MEMPHIS

No new additions

WCHB - DETROIT

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

WBMX - CHICAGO

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

WCIN - CINCINNATI

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

WLou - LOUISVILLE

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

WTLC - INDIANAPOLIS

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

WNOV - MILWAUKEE

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

WDAO - DAYTON

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

WVON - CHICAGO

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

KDKO - DENVER

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

KATZ - ST. LOUIS

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

continued on pg. 37



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

r&b additions fr 36

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

Springboard Sets TV Mkt. Division

NEW YORK — A TV marketing division has been formed by Springboard Int'l. Records, which will be headed by Bill Bell, former marketing vp of Columbia House and Longines Symphonette, and Marty Grossman, TV marketing director for Columbia House and Longines. The intent of the new division is de-veoping the Springboard catalog into the expanding sales potentials of mail order and in-store TV promotions. Bell and Grossman, whose background experience includes the creation of many successful TV and mail order packages such as "The Fabulous '50s," "Johnny Mathis," "Greatest Hits of the Four Seasons" and "Forty Funky Favorites" will be headquartered at the Springboard home office in Rahway, N.J.



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

Parade Of States fr 38

ensemble from Massachusetts "that shook the plaster off the walls of the South Gallery (of the Kennedy Center)." She also liked the St. George Olympians Drum and Bugle Corps. Another veteran bicentennial concertgoer thought an organ concert was the most memorable. No records are planned for the series, "which is terrible," according to Dr. Montgomery. But between the concerts, the radio series, and the plaques, the country's music and musicians should be well heard this year.

Executives On The Move fr 12

Stanley Adams announced last week, Druckman, who was appointed by the performing rights organization's board, will complete the unexpired term of the dean of American symphonic composers, Aaron Copland. Copland, an ASCAP member for three decades, resigned from the board last month. **Pvt. Stock Taps Kranzberg** — Scott Kranzberg has been named Private Stock Records' field promotion representative in St. Louis and adjacent territories. Kranzberg, who worked for St. Louis distributor Commercial Music, had handled the Private Stock line, among others, prior to his current appointment.

Mendell's Hobby Is His Job fr 29

Mind or Muscle?

If it sounds like a desk job, you're partially right: a lot of mental blueprinting goes on where Mendell is concerned. In the case of the Canadian company, however, elbow grease is also applied. It's not the thing I think I would ordinarily be doing at this stage, but I showed them how to lay out the warehouse, showed the racks, the flow procedure, the inventory procedure, became involved with their salesmen, with their sales reports, how they should be going out and doing their promotion, etc. It's a total involvement because I have a basic knowledge of most aspects of the business. Mendell's depth goes far beyond the imaginary lines of North American borders. As we see, maintaining relations with an English-speaking company can be trouble enough but, for the moment, imagine the problems of a foreign involvement.

Foreign Problems

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

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

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

Time and Empathy

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

Soul Sauce fr 9

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

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

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

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

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

Discuss, Decide

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

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

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

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

Motivations

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

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

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

Legend Signs Wray

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



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

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

Parade Of States To Feature Works Of Native Sons, Daughters

by Rebecca Moore

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

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

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

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

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

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

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

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

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

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

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

continued on pg. 37



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

Mushroom Sets Promo

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

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

Mercury Classics fr 10

a thousand different titles in two and three quantities.

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

Demographics

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

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

Letter To The Editor fr 12

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

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

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

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

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

Reddy To Star In Disney Film

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

Bundin/Road Music Signs With Chappell

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

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

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

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

Python Set To Record

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

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

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

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

Jackson/Yancy fr 9

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

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

20 Years Ago. . .

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

Seeburg Select-O-Matic EV-200



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

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

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

Dimensions of the EV-200 were 58½" high by 36½" wide by 27½" deep.

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

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

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

The model is contained in a beautifully designed cabinet measuring 26½" (57.53 cm) wide by 31⅝" (80.32 cm) deep by 74" (187.96 cm) high. It has a 23" solid state TV monitor, double 25¢ doors and adjustable time control. In addition, the model is equipped with plenty of challenging play and scoring features to generate player excitement and induce repeat play.

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

Depending on the size of the ship

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

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

'Gun Fight' Cocktail Table

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

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

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

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



Gun Fight



Sea Wolf

Allied Appts. F&S As Consultants

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

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

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

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

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

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

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

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

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

continued on page 42

ICC Debuts 'Sky-Tack' Table

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

cocktail table version.

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

continued on page 42

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

Operate
**CHICAGO COIN'S
LO-BOY
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CHICAGO CHATTER

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

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

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

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

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

HOUSTON HAPPENINGS

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

MILWAUKEE MENTIONS

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

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

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

CALIFORNIA CLIPPINGS

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

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

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

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

EASTERN FLASHES

Pinball machines seem universally in short supply or heavy demand these days as evidenced by reports from **Barry Feinblatt** of Universe Affiliated in Union, N.J. They are awaiting delivery of the new Playmatic machines "Fiesta" (4-player) and "Fandango" (single player), which were tested in Europe and are expected to be available in the U.S. and Canada very soon. Barry also clued us in on another big Playmatic game he's eagerly expecting. It's a 4-player bicentennial model called "New World"

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

State Association Calendar 1976

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

Bill Arkush To Conduct 2-Day Seminar At Hanson

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

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

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

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

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

COIN MACHINES WANTED

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

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

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

COIN MACHINES FOR SALE

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

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

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

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

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

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

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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 — 5128 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.

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

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

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

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

FOR SALE: New add-a-balls plus new free game machines converted to add-a-ball. New Tank 2's. Ebonite, Vailey & American pool tables. Brunswick Air Games, United & Meadows Cocktail Tables, COIN MACHINE DISTRIBUTORS, INC. 213 No. Division St., Peekskill, N.Y. 10566 (Westchester Co.) (914) 737-5050.

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

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

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

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

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

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

ICC Debuts Sky-Tack *from page 39*

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



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

"Sky-Tack" cocktail table stands 28 1/2" high, is 34 3/4" wide, and 34 3/4" deep. Throttles give the players complete maneuvering control of their planes and

N.Y.C. Lifts Ban *from page 39*

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

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

additions to country playlist *from page 27*

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

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

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

Composer Stockhausen Signed To Chrysalis

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

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

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



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

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

Crossover: Retailers Viewpoint *from page 18*

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

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

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

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

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

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

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

Crossover from the retailers and one-stops point of view is very evident. And next week, **Cash Box** will talk with the record companies to find out how crossover affects their end of the business cycle.

Next week: Crossovers - Part 3
The Record Companies

soul waves *from page 34*

is returning to the radio stations instead of the discos. At one point the economy was down and discos offered cheap entertainment. Now discos are charging as much as live venues and people are beginning to go back to the clubs."

Don Wilson, music director at **WSOK** said people are always asking me how we go on records. "What we do is listen to the record to see if it fits our format. Then all the jocks listen to it and we discuss the merits of the record. After we add it we check our request lines carefully. Then we check the record stores in the area to see if the record is selling. I use the trades for a national perspective but I have to pay close attention to my own demographics, because what may be a hit in New York doesn't necessarily mean the record will be a hit in Savannah."

jess levitt

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GAMES

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OTHER _____

Estimated 450 Million Catch Eurovision Song Contest '76

Britain, France, Monaco, Switzerland, Austria Win Top Honors In Yearly Fete

THE HAGUE — "The Brotherhood of Man" from Great Britain has won first place in the Eurovision Song Contest 1976. Their version of the Tony Hiller-Lee Sheridan-Martin Lee composition "Save Your Kisses For Me" (ATV Music, recorded on the Pye label), gathered a total of 164 points from the juries of the eighteen participating countries. The Brotherhood's performance received orchestral support under the lead of Alyn Ainsworth. The entire British delegation was sent to Holland for this year's Eurovision contest by BBC-TV.

Runners-Up

Catherine Ferry of France took a close second place with 147 points for her rendition of "Un, Deux, Troix," written by Jean-Paul Cara and Tony Rallo.

Gilbert Sinoe and Andre Barse claimed third position on behalf of Monaco, as Mary Cristy sang "Toi La Musique Et Moi," written by Sinoe, Barse and Georges Costa.

Placing fourth in the competition were Peter, Sue and Marc from Switzerland, who delivered Peter Reber's tune, "Djambo Djambo."

Final recognition went to Austria's Waterloo and Robinson who presented Gerhard Heinz' "My Little World."

Live TV

The Eurovision Song Contest was transmitted live by the participating countries: Great Britain, Ireland, Norway, Finland, the Netherlands, Belgium (in Flemish and French), Luxembourg, West Germany, France, Monaco, Spain, Portugal, Switzerland (in German, French and Italian), Austria, Italy, Yugoslavia, Greece and Israel. In addition, the contest was sent out live to Denmark and Turkey, adding up to twenty countries. Deferred relay will take place in eight countries including the Soviet Union, Hungary, Bulgaria, Poland, Czechoslovakia, Morocco and Tunisia. There is also a chance that Iceland, Jordan, Hong Kong, Fiji Islands and Mexico will get a delayed broadcast. It is estimated that the song contest could be viewed by 450 million throughout the thirty-three countries listed.

Radio Transmission

Twenty-five European radio stations dedicated transmission time to the song contest. Those countries include Spain (Madrid), Switzerland (Lausanne), Belgium (BRT), England (BBC and Capitol radio London). Live broadcasts took place the day of the contest in England, France, Belgium, Norway, Finland (stereo), Sweden, the Netherlands (stereo), Switzerland, Turkey and West Germany (over the British Armed Forces station). All told, the song contest has been heard in approximately 80 million homes.

European Sedaka Tour

LOS ANGELES — Neil Sedaka has set the dates for his month-long tour of Europe, after which he will return to the states to headline Harrah's Reno, May 13-19.

Sedaka's European dates include Paris (April 12), Frankfurt (13), Amsterdam (14), Batey Variety Club (18-24), Glasgow (27), Southport (28), Bournemouth (30), Royal Festival Hall (May 1), Bristol (4) and Manchester (5).

His newest Rocket album, "Steppin' Out," is slated for release April 15.

The Eurovision Song Contest 1976 was held at the Congressbuilding at The Hague and was efficiently well-organized by the NOS (Netherlands Broadcasting Foundation). Responsible for the whole operation were Warry van Kampen with director Theo Ordeman, producer Fred Oster and others.

Precautions

The Congressbuilding was heavily guarded for an entire week and many measures were taken to avoid terrorist activities.

During the week of rehearsals, two record companies had their hospitality suites at the nearby BelAir Hotel: Phonogram in behalf of Sandra (Holland), Fredi and Friends (Finland) and the Les Humphries Singers (Germany), and WEA on behalf of Belgian representative Pierre Rapsat.

The show was capably announced in different languages by Dutch European Song Contest winners and the awards to the winning artists were given onstage by winner of last year's song contest, Teach In's singer, Getty.

Apart from the show itself, many parties were given: NOS, Dureco (in behalf of the Swiss, Norwegian and Greek participants), the embassies of Spain, Yugoslavia, Austria (in cooperation with Polydor) and Portugal, and CNR Records in behalf of last year's winner (Getty).

Before this year's song contest Holland, France and Luxembourg had won four times, England and Spain had won twice and Switzerland, Denmark, Italy, Austria, Ireland, Monaco and Sweden had won one time each. In 1969, the Netherlands, France, England and Spain split the first prize in a four-way tie.

MAM Leaves EMI For Decca World Licensing, Dist. Pact

LONDON — It has been learned that MAM Records have changed their licensing and distribution throughout the world excluding the USA and Canada to EMI Records from Decca. The deal is effective immediately and first release on the MAM label will be on April 2, a single titled "I Can't Dance To That Music You're Playing" by Tina Charles, Tom Jones and Engelbert Humperdinck's

Tanya Invited To Fifth Tokyo Music Festival

LOS ANGELES — Tanya Tucker has been invited to perform at the Fifth Tokyo Music Festival to be held June 27 in Tokyo, Japan. Tanya will sing "You've Got Me To Hold On To" in the international competition, which will include artists from around the world.

"You've Got Me To Hold On To" is Tanya's latest MCA single, and was written by Dave Loggins. The song appears on Tanya's "Lovin' And Learnin'" album which was released earlier this year.

Tanya will be staying in Japan for six days. Her father Beau and her producer Jerry Crutchfield will accompany the 17-year-old singer to Japan.

The contest will be held in the Imperial Theatre and Tanya's performance will be broadcast simultaneously live over the Tokyo Broadcasting System's radio and television.



BILLY JOEL'S "Piano Man" album is currently going through a rebirth in Australia after the issue of the "Piano Man" single and some heavy promotion by CBS Records, Australia. Pictured here are Trevor Smith (bottom), newly-appointed program manager from Sydney's radio station 2SM, under assault from the CBS promo men armed with two toy grand pianos. Top left is Peter Karpin, national promotions manager and, top right, Alan Blake, NSW promotions.

William Smith To Chair ARIA

SYDNEY — The Australian Record Industry Association (ARIA) has appointed William (Bill) Smith chairman of the association and president of Phonographic Performance Company of Australia Ltd. (PPCA). Smith is managing director of Australian Record Co., Australian distributor and licensee of CBS Records and Tapes.

Cuomo Made GM, CBS Argentina

BUENOS AIRES — Hecio Cuomo, CBS commercial director, has been appointed general manager of the company, while Juan Truden, former manager, will be in charge of the Brazilian associate of CBS. Cuomo has had a brilliant career at CBS, having been in charge of the special products division some time ago, where he helped devise new marketing forms for records and establish new promotion standards for the industry.

Trompos Publishing's head, Bernardo Bergeret, fees satisfied with three items in the local charts, which could mean a successful year for this pubbery. Trompos is associated with Brazilian Sigem, headed by Bruno Quaino, and all the Globo chain of newspapers and radio & TV stations in that country. The new bet to the consumer's taste is "El Profesor de Violin," which received successful exposure on TV through two programs devoted to the San Remo song contest.

contracts had expired at the same time as this deal, so they are now signed to the MAM label and will be distributed through EMI. Gilbert O'Sullivan is also included in the pact. The new contract was negotiated by MAM chairman Gordon Mills and managing director Bill Smith and new EMI managing director Leslie Hill and Ron Caves, international repertoire manager.

With a two-year delay, and following settlement of a dispute between the artist and his former producer, Trova will also release an album by bandoneonist Rodolfo Mederos and the "Generacion Cero" group, titled "Fuera de Broma." The music is a blend of avant-garde tango, rock and jazz, composed and arranged by Mederos and played by Mederos, Juan Mosalini and Daniel Bineili (bandoneons), Arturo Schneider (alto sax and flute), Ricardo Saias (electric bass) and Pocho Lapoubie (drums). The jacket of the album bears a picture of Astor Piazzolla, leading applause at a 1973 concert by the "Generacion Cero" group which no longer exists. Leaders Mosalini and Bineili are now co-leaders of the "Guardia Nueva" (New Guard) quintet. Thirty-four-year-old Mederos, hailed by the Brazilian magazine "Pesquisa Brasileira do Disco" (December, 1975) as one of the great innovators of Argentine music, has just formed a new group called "Pulso" (Pulsation, or Beat), and plans for recording an album at a still unspecified date this year are in the making.

Jarreau Breaks European Market

AMSTERDAM — Al Jarreau is in the midst of a one month performance, promotion and publicity tour of Europe sponsored by Warner Bros. Records and WEA International. The artist, whose first Warner/Reprise album "We Got By" has garnered critical acclaim in many European countries, is meeting members of the press, Warner Bros. affiliate company personnel, and the public at large through personal appearances and television performances in several major European markets.

Jarreau played club dates in Munich and Hamburg, Germany and Zurich, Switzerland. He was seen on national television in both Italy and France and is set to guest star at the 25th anniversary party of Holland's Oor Magazine. Jarreau will finish his tour with a two-week engagement at Ronnie Scott's Club in London.

Tom Ruffino, Warner Bros. Records international director, sees the tour as a very positive step towards breaking Jarreau abroad. "The WEA companies have been extremely enthusiastic about Al and we're excited by the obvious potential he has for the international market," he commented. In confirmation, Ruffino pointed out that since Jarreau's engagements in Germany, he has been nominated for the outstanding new male vocalist award by the Germany Record Academy.

Trova Busy With South American, Worldwide Deals

BUENOS AIRES — Trova Records, under a special arrangement with EMI, has begun Argentine distribution of recordings by two of Brazil's foremost representatives of the "different proposal" in modern popular music: Milton Nascimento and Egberto Gismonti. The first Nascimento album is "Milagre Dos Peixes" (Miracle of the Fish); the first Gismonti LP release is "Aqua & Vinho" (Water and Wine). Both Nascimento and Gismonti have been featured recording artists in the U.S., Nascimento appearing in Wayne Shorter and Walter Wanderley's recordings, while Gismonti has worked with Airtio and Fiora Purim. In addition to this work, Nascimento has been signed to A&M Records to make an album and Gismonti has signed with Atlantic.

With a two-year delay, and following settlement of a dispute between the artist and his former producer, Trova will also release an album by bandoneonist Rodolfo Mederos and the "Generacion Cero" group, titled "Fuera de Broma." The music is a blend of avant-garde tango, rock and jazz, composed and arranged by Mederos and played by Mederos, Juan Mosalini and Daniel Bineili (bandoneons), Arturo Schneider (alto sax and flute), Ricardo Saias (electric bass) and Pocho Lapoubie (drums). The jacket of the album bears a picture of Astor Piazzolla, leading applause at a 1973 concert by the "Generacion Cero" group which no longer exists. Leaders Mosalini and Bineili are now co-leaders of the "Guardia Nueva" (New Guard) quintet. Thirty-four-year-old Mederos, hailed by the Brazilian magazine "Pesquisa Brasileira do Disco" (December, 1975) as one of the great innovators of Argentine music, has just formed a new group called "Pulso" (Pulsation, or Beat), and plans for recording an album at a still unspecified date this year are in the making.

Phonogram/Head Conference Tour

PARIS — Phonogram has organized a conference tour of France to promote the new Murray Head LP, "Say It Isn't So." Head has a built-in promotional ability, as he has appeared in the London production of "Hair," he had a part in John Schlessinger's film "Sunday Bloody Sunday" and is also well-known in French cinema. Eight of the ten songs on Head's album are from his musical "Atlantis." The album is produced by P. Samwell Smith. The title track was released as a single and is getting extensive air coverage. In the meanwhile, several TV appearances are scheduled for the upcoming Phonogram/Head jaunt through France.

Steve Miller has also signed with Phonogram International for the distribution of his next album except for Canada and Japan.

After their triumph at the Pavilion of Paris, the musicians of "Ange" are on the road again for a two-month tour all over the country. They are due for a gold album this month for their second LP, "Cimetiere Des Arlequins" (Harlequins Cemetery). The presentation will be made on an RTL show.

Machado Named Microfon Manager

BUENOS AIRES — Ruben Machado, one of the best known record and radio managers in Buenos Aires, has been appointed commercial manager of Microfon Argentina, effective April 1. Machado started his career twenty years ago as a cinema reviewer and disk jockey with a very popular program on radio Excelsior, "Escala a la Fama," which was considered capable of turning a new record into a national bestseller. Afterwards he took the artistic management of TV channel 11, and in 1969 was appointed commercial director of newly-formed Radio del Plata, a post kept until late 1975 when he resigned. The announcement was made by Norberto Kaminsky, Microfon's vice president.

TK's sales manager Ricardo Cabrera has returned from a six-week trip to Miami, Mexico and the Caribbean. During his stay he negotiated the release of Argentine TK product there and acquired the rights to several interesting catalogs for release in Argentina. TK's new pressing plant is scheduled for July 1.

Sicamericana's Nestor Selasco traveled to Santa Cruz de la Sierra, in Bolivia, for a meeting of the managing board of the Latin American Federation of Record Producers (FLAPF).

Dawkins Named Exec. Prod. A&R, Aust. Record Co.

SYDNEY — Peter Dawkins has been appointed executive producer, local a&r for the Australian Record Company (CBS). In 1974 Dawkins won the Federation of Australian Commercial Broadcasters (FACB) special award for production and composition. In 1973 the FACB presented Dawkins with producer of the year honors for having produced seven award-winning tunes. Prior to that, in 1969, '70 and '71 Dawkins won similar producer of the year honors in New Zealand for having produced five number one hits.

Bearde Opens Odin Offices In Toronto

TORONTO — Producer Chris Bearde has opened offices here for his Odin Corporation, to serve as headquarters for a series of television ventures.

Projects include "Pop Goes The Wolfman," a special starring Wolfman Jack that concluded taping last week, and The Bobby Vinton Show. Pre-production on a second series of Vinton shows, sold in syndication and to CBS-TV owned and operated stations, begins this week.

"Pop" was produced in association with Wolfman Jack's organization. The Vinton show is a Chuck Barris Production in association with the Odin Corporation.

EMI Group Ltd. Financial Summary For Half-Year Ending Dec. 31, 1975

LONDON — EMI Group Ltd. has announced its earnings and sales for the half-year ended December 1975. As can be seen, sales have risen by 71,790,000 pounds, pushing profit before taxation up to 13.5 million pounds, a rise of 6,656,000 pounds. This is an increase of 81% over the previous year. This increase is due to numerous reasons in various sections of the group. Worldwide music sales increased by 25% and the profitability ratio went up by 23%. On the leisure side, in March 1975 EMI acquired its social centers. In the electronics division there was a marked in-

crease in medical electronics, the launching of color television in Australia, and also the elimination of the loss-making Italian domestic electronics subsidiary Voxson SpA, disposed of in early 1975. The group also gained generally on the movements of exchange rates since December 1974.

As can be seen from the analysis by territory tables the greatest amount of sales occur in the UK (39%) with Europe second. The profit in Europe over the previous half year has risen by 2,374,000 pounds, mainly due to the sale of the Voxson company.

	1975*	1974 *
Sales	313,482	241,692
Profit before interest and taxation	32,443	21,033
Net interest	2,881	4,708
Profit before taxation	29,562	16,325
Taxation	16,026 (54%)	9,445 (58%)
	13,536	6,880
Minority shareholders interest	1,901	996
Parent company preference dividends	69	69
Profit before extraordinary items attributable to ordinary stockholders	11,566	5,815
Basic earnings per ordinary stock unit	12.3p	7.4p
Fully diluted earnings per ordinary stock unit	11.0p	6.7p

*All figures in thousands of pounds sterling



IT CAME FROM THE SKY — Before David Essex even set foot on Swedish soil for his recent tour, his name got a strong CBS promotional campaign. In addition to a special album, "David Essex In Scandinavia," CBS distributed thousands of leaflets and even utilized sky-advertising to warm up the fans. Shown after his Stockholm concert are (l to r): Sten af Klinteberg, marketing director CBS; Russ Ballard (ex-Argent and support act on the tour); Margaretha Beverioo, manager press and promotion CBS; singer/songwriter Essex; Jorgen Larsen, managing director CBS; and Derek Bowman, Essex's personal manager.

Victor Japan Skeds Soul LPs

TOKYO — Victor Music Industries Co. is set to release "New Soul Greatest Hits 14" this May. The series will be scheduled as Victor's main summer album thrust.

"New Soul Greatest Hits 14" includes soul music from Motown and Atco. Music in this series includes works by Van McCoy, the Miracles, The Stylistics and a "Disco Sounds Special." This music is primarily that of groups which have recently visited Japan.

A second package is scheduled for June to include Diana Ross, the Temptations, Stevie Wonder, Marvin Gaye, the Jackson Five, the Supremes, Gladys Knight & The Pips, the Four Tops, the Crusaders, Eddie Kendricks, the Pointer Sisters and the Commodores.

J.J. Cale In First European Tour Dates

LOS ANGELES — J.J. Cale has begun his first concert tour of Europe with appearances in London and across the continent, according to Bernadette Gorman, international manager for Shelter Records. Cale will headline a total of 19 shows promoted by International Concert Organization of Copenhagen.

Cale, who has recently completed a tour of Australia, is touring Europe in conjunction with his soon-to-be-released fourth Shelter LP "Troubadour." He has three other albums on Shelter, "Naturally," "Really" and "Okie," all produced with manager Audie Ashworth.

On the tour Cale will be backed by Bill Boatman, guitar; Karl Himmel, drums; Larry Bell, keyboards; and Bill Raffensperger, bass. The PA and lighting systems are provided by Marshall Equipment Hire Ltd. of London.



TAKIN' CARE OF BUSINESS — After walking off with three Juno Awards, the Canadian Grammy members of Bachman-Turner Overdrive, their manager and representatives of the group's U.S. and Canadian labels joined together for a toast in the suite of Polydor, Ltd. of Canada. Pictured here (l to r) are senior vice president/marketing for Phonogram, Inc./Mercury Records, Jules Abramson; Robbie Bachman of BTO; Bruce Allen, the group's manager; Tim Harold, president, Polydor, Ltd., the Mercury Records distributor in Canada; Blair Thornton and Randy Bachman of BTO; and Charles Fach, executive vice president/general manager of Phonogram, Inc./Mercury. BTO took the honors for best selling album ("Four Wheel Drive"), best selling single ("You Ain't Seen Nothing Yet"), and group of the year honors.

CASH BOX TOP 100 ALBUMS

April 17, 1976

1	THEIR GREATEST HITS EAGLES (Asylum 7E-1052)	4/10	1	35	HAIR OF THE DOG NAZARETH (A&M SP 4511)	4/10	26	67	LOVE TRILOGY DONNA SUMMER (Oasis OC-5004) (Dist: Casablanca)	81
2	FRAMPTON COMES ALIVE PETER FRAMPTON (A&M SP 3703)	2		36	ERIC CARMEN Arista AL 4057	27		68	THE LEPRECHAUN CHICK COREA (Polydor PD 6062)	69
3	RUN WITH THE PACK BAD COMPANY (Swan Song SS 8415)	3		37	LOVE WILL KEEP US TOGETHER THE CAPTAIN & TENNILLE (A&M 3505)	38		69	SMILE LAURA NYRO (Columbia PC 33912)	70
4	FLEETWOOD MAC Warner Bros. MS 2225	5	38	A TRICK OF THE TAIL GENESIS (Atco SD 36129)	43		70	RELEASE HENRY GROSS (Lifesong LS 6002)	71	
5	AT THE SPEED OF SOUND WINGS (Capitol SW 11525)	22	39	CHICAGO'S GREATEST HITS Columbia PC 33900	32		71	NATIVE SONS LOGGINS & MESSINA (Columbia PC 33578)	46	
6	A NIGHT AT THE OPERA QUEEN (Elektra 7E-1053)	7	40	TRYIN' TO GET THE FEELING BARRY MANILOW (Arista 4060)	33		72	LADY IN WAITING OUTLAWS (Arista 4070)	109	
7	DESIRE BOB DYLAN (Columbia PC 33893)	4	41	BETTER DAYS AND HAPPY ENDINGS MELISSA MANCHESTER (Arista AL 4067)	34		73	CLASSICAL BARBRA BARBRA STREISAND (Columbia M33452)	73	
8	SONG OF JOY CAPTAIN & TENNILLE (A&M SP 4570)	10	42	CITY LIFE THE BLACKBYRDS (Fantasy F9490)	47		74	FULL OF FIRE AL GREEN (Hi SHL 32097)	78	
9	THE DREAM WEAVER GARY WRIGHT (Warner Bros. 2868)	9	43	FACE THE MUSIC ELECTRIC LIGHT ORCHESTRA (UA LA 546G)	36		75	ROMANTIC WARRIOR RETURN TO FOREVER (Columbia PC 34076)	97	
10	STILL CRAZY AFTER ALL THESE YEARS PAUL SIMON (Columbia PC 33540)	6	44	FAMILY REUNION THE OJAYS (Phila. Int. PZ 33807)	44		76	CAPTURED LIVE JOHNNY WINTER (Blue Sky PZ 33944)	76	
11	EARGASM JOHNNIE TAYLOR (Columbia PC 33951)	21	45	M.U. THE BEST OF JETHRO TULL Chrysalis CHR 1074	35		77	STARCASTLE Epic PE 33914	85	
12	DESTROYER KISS (Casablanca NBLP 7025)	29	46	LOOK OUT FOR NUMBER ONE BROTHERS JOHNSON (A&M 4567)	60		78	AFTERTONES JANIS IAN (Columbia PC 33919)	45	
13	ONE OF THESE NIGHTS EAGLES (Asylum 7E-1039)	14	47	STRUTTIN' MY STUFF ELVIN BISHOP (Capricorn CP 0165)	53		79	LOVE AND UNDERSTANDING KOOL AND THE GANG (DeLite DEP 2018)	94	
14	RUFUS FEATURING CHAKA KHAN ABC ABCD 909	13	48	ELITE HOTEL EMMYLOU HARRIS (Warner Bros. MS 2236)	42		80	SMOKEY'S FAMILY ROBINSON SMOKEY ROBINSON (Tama T6-341S1)	82	
15	STATION TO STATION DAVID BOWIE (RCA APL 11327)	8	49	SILK DEGREES BOZ SCAGGS (Columbia PC 33920)	55		81	WINGS OF LOVE TEMPTATIONS (Gordy 971) (Dist: Motown)	101	
16	BRASS CONSTRUCTION UA LA 545G	19	50	TOYS IN THE ATTIC AEROSMITH (Columbia PC 33479)	40		82	SWEET HARMONY MARIA MULDAUR (Reprise MS 2235)	84	
17	THE OUTLAWS WAYLON JENNINGS, WILLIE NELSON, JESSIE COLTER & TOMPALL GLASER (RCA APL 11321)	15	51	ELTON JOHN'S GREATEST HITS MCA 2128	54		83	FROM EVERY STAGE JOAN BAEZ (A&M SP 3704)	48	
18	MAIN COURSE BEE GEES (RSO SO 4807)	18	52	SEALS & CROFTS' GREATEST HITS Warner Bros. BS 2886	50		84	GROOVE-A-THON ISAAC HAYES (Hot Buttered Soul ABCD 925)	58	
19	COME ON OVER OLIVIA NEWTON-JOHN (MCA 2186)	24	53	HELEN REDDY'S GREATEST HITS Capitol ST 11467	41		85	LOOK INTO THE FUTURE JOURNEY (Columbia PC 33904)	87	
20	GIMME BACK MY BULLETS LYNYRD SKYNYRD (MCA 2170)	20	54	WINDSONG JOHN DENVER (RCA APL 1-1183)	49		86	CHRONICLE CREEDENCE CLEARWATER REVIVAL (Fantasy CCRS)	86	
21	LIVE ROBIN TROWER (Chrysalis CHR 1089)	37	55	MOTHERSHIP CONNECTION PARLIAMENT (Casablanca NBLP 7022)	62		87	BABY FACE WING & A PRAYER FIFE & DRUM CORP (Wing & A Prayer HS 3025) (Dist: Atlantic)	88	
22	GRATITUDE EARTH, WIND & FIRE (Columbia PG 33694)	12	56	ON THE ROAD JESSE COLIN YOUNG (Warner Bros. BS 2913)	64		88	HOW DARE YOU 10cc (Mercury SRM 11061)	65	
23	AEROSMITH Columbia PC 32005	25	57	AMIGOS SANTANA (Columbia PC 33576)	105		89	SILVER CONVENTION Midland Int. BKL 1-1369	119	
24	PRESENCE LED ZEPPELIN (Swan Song SS 8416)		58	KINGFISH Round RXLA 565-G (Dist: U.A.)	66		90	MOVIN' ON COMMODORES (Motown M6-848S1)	99	
25	ROCK 'N' ROLL LOVE LETTER BAY CITY ROLLERS (Arista AL 4071)	28	59	HE'S A FRIEND EDDIE KENDRICKS (Tama T6-343S1)	61		91	LET THE MUSIC PLAY BARRY WHITE (20th Century T502)	56	
26	I WANT YOU MARVIN GAYE (Tama T6-342S1) (Dist: Motown)	57	60	WAKE UP EVERYBODY HAROLD MELVIN & THE BLUENOTES (Phila. Int. PZ 33808)	51		92	HAVANA DAYDREAMIN' JIMMY BUFFETT (ABC ABCD 914)	63	
27	HISTORY - AMERICA'S GREATEST HITS AMERICA (Warner Bros. BS 2894)	16	61	KC AND THE SUNSHINE BAND TK 603	52		93	THE BEST OF GLADYS KNIGHT AND THE PIPS Buddah BDS 5653	77	
28	THOROUGHbred CAROLE KING (Ode SP 77034)	11	62	YOU CAN'T ARGUE WITH A SICK MIND JOE WALSH (ABC ABCD 932)	107		94	IF THE SHOE FITS PURE PRAIRIE LEAGUE (RCA APL 11247)	74	
29	TAKIN' IT TO THE STREETS DOOBIE BROTHERS (Warner Bros. BS 2899)	59	63	THE SALSOUL ORCHESTRA Salsoul S2S 5501	67		95	MYSTIC VOYAGE ROY AYERS (UBIQUITY Polydor 6057)	96	
30	GIVE US A WINK SWEET (Capitol ST 11496)	31	64	DISCO-FIED RHYTHM HERITAGE (ABC ABCD 934)	72		96	SUNBURST FINISH BE-BOB DELUXE (Capitol ST 11478)	98	
31	DIANA ROSS Motown M6-861S1	39	65	TED NUGENT Epic PE 33692	68		97	REFLECTIONS JERRY GARCIA (Round RX LA 565G/RX 107) (Dist: UA)	79	
32	ALIVE KISS (Casablanca NBLP 7020)	30	66	THE SOUND IN YOUR MIND WILLIE NELSON (Columbia KC 34092)	75		98	SONGS FOR THE NEW DEPRESSION BETTE MIDLER (Atlantic SD 18155)	80	
33	SECOND CHILDHOOD PHOEBE SNOW (Columbia PC 33952)	17					99	CRY TOUGH NILS LOFGREN (A&M SP 4573)	139	
34	FOOL FOR THE CITY FOGHAT (Bearsville 6959)	23					100	TIMES OF YOUR LIFE PAUL ANKA (UA LA 569G)	89	

cash box top albums/101 to 200

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101	SHOWCASE THE SYLVERS (Capitol ST 11465)	4/10 106	135	LOCKED IN WISHBONE ASH (Atlantic SD 18164)	4/10 148	169	CLAUDE BOLLING: SUITE FOR FLUTE & JAZZ PIANO J.P. RAMPAL (Columbia M33233)	173
102	BACK TO BACK THE BRECKER BROTHERS BAND (Arista AL 4061)	104	136	BACK HOME AGAIN JOHN DENVER (RCA CPL 1-0548)	138	170	IT'S GOOD TO BE ALIVE D.J. ROGERS (RCA APL 1-1099)	185
103	KGB (MCA 2166)	102	137	REFLECTIONS OF A GOLDEN DREAM LONNIE LISTON SMITH & THE COSMIC ECHOES (Flying Dutchman BDLI-1460)	152	171	DONNY & MARIE DONNY & MARIE OSMOND (Polydor PD 6068)	—
104	INSEPARABLE NATALIE COLE (Capitol 11429)	103	138	BREAKAWAY ART GARFUNKEL (Columbia PC 33700)	137	172	PRIMAL SCREAM MAYNARD FERGUSON (Columbia PC 33953)	183
105	DANCE YOUR TROUBLES AWAY ARCHIE BELL & THE DRELLS (TSOP PZ 33844)	95	139	2112 RUSH (Mercury SRM 1-1079)	168	173	THE HUNGRY YEARS NEIL SEDAKA (MCA/Rocket PIG 2157)	147
106	PRISONER IN DISGUISE LINDA RONSTADT (Asylum 7E-1045)	100	140	BAY CITY ROLLERS (Arista AL 4049)	120	174	SIREN ROXY MUSIC (Atco 36-127)	126
107	BLACK BEAR ROAD C.W. McCall (MGM 5008)	90	141	THE WHO BY NUMBERS (MCA 2161)	136	175	ONE FLEW OVER THE CUCKOO'S NEST SOUNDTRACK (Fantasy F-9500)	181
108	EQUINOX STYX (A&M SP 4559)	92	142	WHEN LOVE IS NEW BILLY PAUL (Phila. Int'l PZ 33843)	143	176	BANKRUPT DR. HOOK (Capitol ST 11397)	160
109	WE SOLD OUR SOUL FOR ROCK 'N' ROLL BLACK SABBATH (Warner Bros. WBS 2923)	83	143	L.A. EXPRESS CARIBOU (PZ 33940)	149	177	VENUS AND MARS WINGS (Capitol SMAS 11419)	180
110	CRISIS? WHAT CRISIS? SUPERTRAMP (A&M 4560)	118	144	RED OCTOPUS JEFFERSON STARSHIP (Grunt BFL 1-099) (Dist: RCA)	121	178	HONEY THE OHIO PLAYERS (Mercury SRM 1-1038)	156
111	BLACK MARKET WEATHER REPORT (Columbia PC 34099)	161	145	GET YOUR WINGS AEROSMITH (Columbia PC 32847)	140	179	FISH OUT OF WATER CHRIS SQUIRE (Atlantic SD 18159)	141
112	WHO LOVES YOU THE FOUR SEASONS (Warner Bros./Curb BS 2900)	116	146	TROPEA JOHN TROPEA (Meridian 3300) (Dist: T.K.)	150	180	AURORA JEAN-LUC PONTY (Atlantic SD 18163)	188
113	LIVE POCO (Epic PE 33336)	114	147	NEVER GONNA LET YOU GO VICKI SUE ROBINSON (RCA APL 1-1256)	164	181	FOOLS GOLD (Morning Sky ML 5500) (Dist: Arista)	—
114	BETWEEN THE LINES JANIS IAN (Columbia PC 33394)	108	148	DARYL HALL & JOHN OATES (RCA APL 1-1144)	159	182	DESOLATION BLVD. SWEET (Capitol ST 11395)	154
115	LED ZEPPELIN IV (Atlantic SD 7208)	110	149	THE WETTER THE BETTER WET WILLIE (Capricorn CP 0166)	162	183	FOREVER LOVERS MAC DAVIS (Columbia PC 34105)	—
116	CONEY ISLAND BABY LOU REED (RCA APL 1-0915)	112	150	SIMON & GARFUNKEL'S GREATEST HITS (Columbia PC 31350)	151	184	FEEL THE SPIRIT LEROY HUTSON (Curtom CL 5009) (Dist: WB)	182
117	WISH YOU WERE HERE PINK FLOYD (Columbia PC 33453)	115	151	RECYCLED NEKTAR (Passport PPS 9811)	165	185	COME AS YOU ARE ASHFORD AND SIMPSON (Warner Bros. BS 2838)	184
118	ROCKIN' COUNTRY FREDDY FENDER (ABC DOSD 2050)	91	152	CITY OF ANGELS THE MIRACLES (Tamla T6-339S1)	142	186	PHOTOGRAPHS AND MEMORIES, HIS GREATEST HITS JIM CROCE (ABC ABCD 835)	191
119	OPEN YOUR EYES YOU CAN FLY FLORA PURIM (Milestone M 9065)	129	153	TOUCH JOHN KLEMMER (ABC ABCD 922)	167	187	ENDLESS SUMMER BEACH BOYS (Capitol ST 11307)	194
120	BORN TO DIE GRAND FUNK RAILROAD (Capitol ST 11482)	93	154	CATE BROTHERS (Asylum 7E-1050)	157	188	SEDAKA'S BACK NEIL SEDAKA (Rocket 463) (Dist: MCA)	155
121	THE WHITE KNIGHT CLELUS MAGGARD & THE CITIZEN'S BAND (Mercury SRM 1 1072)	132	155	BREEZIN' GEORGE BENSON (Warner Bros. BS 2919)	175	189	AT THE SOUND OF THE BELL PAVLOV'S DOG (Columbia PC 33964)	186
122	RAISING HELL THE FATBACK BAND (Event EV 6905) (Dist: Polydor)	135	156	DREAMBOAT ANNIE HEART (Mushroom MRS 5005)	172	190	TAPESTRY CAROLE KING (Ode 77099) (Dist: A&M)	178
123	LAND OF THE MIDNIGHT SUN AL DIMEOLA (Columbia PC 34704)	130	157	VOYAGE OF THE ACOLYTE STEVE HACKETT (Chrysalis CHR 1112)	158	191	STRETCHING OUT IN BOOTSY'S RUBBER BAND BOOTSY'S RUBBER BAND (Warner Bros. BS 2920)	—
124	DISCO CONNECTION ISAAC HAYES MOVEMENT (Hot Buttered Soul ABCD 923)	122	158	JAILBREAK THIN LIZZY (Mercury SRM 1-1081)	176	192	CAT STEVENS' GREATEST HITS (A&M 4519)	177
125	HEAD ON BACHMAN-TURNER OVERDRIVE (Mercury SRM 11067) 111	111	159	RED HEADED STRANGER WILLIE NELSON (Columbia KC 33482)	144	193	BUCKINGHAM NICKS (Polydor PD 5058)	195
126	MUSIC FROM THE SOUNDTRACK OF BARRY LYNDON (Warner Bros. BS 2903)	131	160	LIFE & TIMES BILLY COBHAM (Atlantic SD 18166)	171	194	STARBRIGHT PAT MARTINO (Warner Bros. BS 2920)	—
127	DARK SIDE OF THE MOON PINK FLOYD (Capitol 11163)	133	161	STONE ALONE BILL WYMAN (Rolling Stone COC 79103)	163	192	CAT STEVENS' GREATEST HITS (A&M 4519)	177
128	THE BEST OF CARLY SIMON (Elektra 7E-1048)	123	162	JEALOUSY MAJOR HARRIS (Atlantic SD 18160)	169	193	BUCKINGHAM NICKS (Polydor PD 5058)	195
129	JOHN DENVER'S GREATEST HITS (RCA CPL 1-0374)	125	163	TO BE WITH YOU TONY ORLANDO & DAWN (Elektra 7E-1049)	117	194	STARBRIGHT PAT MARTINO (Warner Bros. BS 2921)	—
130	ROCK OF THE WESTIES ELTON JOHN (MCA 2163)	113	164	SAFETY ZONE BOBBY WOMACK (United Artists LA 544G)	127	195	LIFELINE PABLO CRUISE (A&M SP 4575)	—
131	SOUND OF MUSIC ORIGINAL SOUNDTRACK (RCA LSOD 2005)	128	165	BEFORE THE NEXT TEARDROP FALLS FREDDY FENDER (ABC/Dot 2020)	153	196	WHO I AM DAVID RUFFIN (Motown M6-849S1)	190
132	LEE OSKAR LEE OSKAR (United Artists UA LA 594-G)	146	166	STORY THE FOUR SEASONS (Private Stock PS 7000)	145	197	CHESTER & LESTER CHET ATKINS & LES PAUL (RCA APL 1-1167)	—
133	TO THE HILT GOLDEN EARRING (MCA 2183)	134	167	THE BEST OF URIAH HEEP (Mercury SRM 11070)	170	198	CLEARLY LOVE OLIVIA NEWTON-JOHN (MCA 2148)	179
134	MASQUE KANSAS (Kirshner PZ 33806) (Dist: Epic)	124	168	CONCERT IN BLUES WILLIE HUTCH (Motown M6-854S1)	166	199	SCOTCH ON THE ROCKS BAND OF THE BLACK WATCH (Private Stock PS 2007)	174
						200	LOVE TO LOVE YOU BABY DONNA SUMMER (Oasis OCLP 500) (Dist: Casablanca)	—

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

Aerosmith	23.50.145	Cobham, Billy	160	Gross, Henry	70	Lynyrd Skynyrd	20	Rampal, J.P.	169	Sweet	30.182
America	27	Coie, Natalie	104	Hackett, Steve	157	Maggard, Cledus	121	Reddy, Helen	53	Sylvers	101
Anka, Paul	100	Commodores	90	Hall & Oates	148	Manchester, Melissa	41	Reed, Lou	116	Taylor, Johnnie	11
Ashford & Simpson	185	Corea, Chick	68	Harris, Emmylou	48	Maniow, Barry	40	Return To Forever	75	Temptations	81
Atkins, Chet/Les Paul	197	Creedence Clearwater	—	Harris, Major	162	Martino, Pat	194	Rhythm Heritage	64	10cc	88
Ayers, Roy	95	Revival	86	Hayes, Isaac	84.124	McCall, C.W.	107	Robinson, Smokey	80	Thin Lizzy	158
Bachman-Turner Overdrive	125	Croce, Jim	186	Heart	156	Meriv, Harold/Buenotes	60	Robinson, Vicki Sue	147	Tropea, John	146
Bad Company	3	Cruise, Pablo	195	Hutch, Willie	168	Midler, Bette	98	Rogers, D.J.	170	Trower, Robin	21
Baez, Joan	83	Davis, Mac	183	Hutson, Leroy	184	Miracles	152	Ronstadt, Linda	106	Uriah Heep	167
Band Of The	—	Denver, John	54.129.136	Ian, Janis	78.114	Muidauro, Maria	82	Ross, Diana	31	Wash, Joe	62
Black Watch	199	Dimeola, Al	123	Jefferson Starship	144	Nazareth	35	Roxy Music	174	Weather Report	111
Bay City Rollers	25.140	Doobie Bros.	29	Jennings/Neison/Coiter/Graser	17	Neison, Willie	66.159	Ruffin, David	196	Wet Willie	149
Beach Boys	187	Dr. Hook	176	Jethro Tull	45	Newton-John, Olivia	19.198	Rufus	14	White, Barry	91
BeBop Deluxe	96	Dylan, Bob	7	John, Elton	51.130	Nugent, Ted	65	Rush	139	Who	141
Bee Gees	18	Eagles	1.13	Journey	85	Nyro, Laura	69	Saisou, Orchestra	63	Wing & A Prayer Fire & Drum Corp.	87
Beil, Archie/Drells	105	Earth, Wind & Fire	22	Kansas	134	Ohio Players	178	Santana	57	Wings	5.177
Benson, George	155	Electric Light Orchestra	43	KC & The Sunshine Band	61	O'Jays	44	Scaggs, Boz	49	Winter, Johnny	76
Bishop, Elvin	47	Fatback Band	122	Kendricks, Eddie	59	Oriando, Tony & Dawn	163	Seals & Crofts	52	Wishbone Ash	135
Blackbyrds	42	Fender, Freddy	118.165	KGB	103	Oskar, Lee	132	Sedaka, Neil	173.188	Womack, Bobby	164
Black Sabbath	109	Ferguson, Maynard	172	King, Carole	28.190	Osmond, Donny & Marie	171	Silver Convention	89	Wright, Gary	9
Bootsy's Rubber Band	191	Fleetwood Mac	4	Kiss	12.32	Outlaws	72	Simon, Carly	128	Wyman, Bill	161
Bowie, David	15	Foghat	34	Knight, John	153	Pariament	55	Simon, Paul	10	Young, Jesse Colin	56
Brass Construction	16	Fool's Gold	181	Knight, Geadys & The Pips	93	Paul, Billy	142	Smith, Lonnie Liston	137		
Brecker Brothers	102	Four Seasons	112.166	Koo!, & The Gang	79	Pavlov's Dog	189	Snow, Phoebe	33		
Brothers Johnson	46	Frampton, Peter	2	L.A. Express	143	Pink Floyd	117.127	Squire, Chris	179		
Buckingham Nicks	193	Garcia, Jerry	97	Lead Zeppelin	24.115	Poco	113	Starcastle	77		
Buffett, Jimmy	92	Garfunkel, Art	138	Loggins, Niis	99	Ponty, Jean-Luc	180	Stevens, Cat	192		
Captain & Tennille, The	8.37	Gaye, Marvin	26	Loggins & Messina	71	Pure Prairie League	94	Streisand, Barbra	73	Barry Lyndon	126
Carmen, Eric	36	Genesis	38			Purim, Flora	119	Styx	108	One Flew Over The Cuckoo's Nest	175
Cate Brothers	154	Golden Earring	133			Queen	6	Summer, Donna	67.200	Sound Of Music	131
Chicago	39	Grand Funk Railroad	120					Supertramp	110		
		Green, Ai	74								

Soundtracks

Barry Lyndon	126
One Flew Over The Cuckoo's Nest	175
Sound Of Music	131

Japan

- 1 **Momen No Handkerchief** — Hiromi Oota — CBS-Sony
- 2 **Oyoge Tayiyakikun** — Masato Shimon — Canyon
- 3 **Beautiful Sunday** — Daniel Boon — Discomate
- 4 **Kimiyo Dakarete Atsukunare** — Hideki Saijo — RVC
- 5 **Haruichiban** — Candies — CBS-Sony
- 6 **Nakanayawa** — Junko Sakurada — Victor
- 7 **Nagoriyuki** — Iruka — Panamu/Crown
- 8 **Fantasy** — Hiromi Iwazaki — Victor
- 9 **Oretachino Tabi** — Masatoshi Nakamura — Columbia
- 10 **Ai No Shihatsu** — Hiroshi Itsuki — Minoruphone/Tokuma
- 11 **Onna Tomodachi** — Goro Noguchi — Polydor
- 12 **Wakatte Kudasayi** — Akira Imba — Discomate
- 13 **Kageriyuku Heya** — Yumi Araya — Express/Toshiba
- 14 **Memayi** — Keyi Ogura — Polydor
- 15 **Good Bye** — Yoosuyi Inouye — For Life
- 16 **Otootoyo** — Yasuko Nayito — Columbia
- 17 **Biba America** — Banzayi — Overseas/Teichiku
- 18 **Nijissayi No Meguriayi** — Signai — Polydor
- 19 **That's The Way** — K.C. & The Sunshine Band — RVC
- 20 **Muenzaka** — Grape — Eiektra/Warner-Pioneer

TOP TEN LPs

- 1 **Sannen Zaka** — Grape Live — Warner-Pioneer
- 2 **Negayi** — Koosetsu Minami Aibum 2 — Crown
- 3 **Goro & Hiroshi** — Toorisugita Monotachi/Goro Noguchi — Polydor
- 4 **Oyoge Tayiyakikun** — Canyon
- 5 **Cobalt Hour** — Yumi Araya — Toshiba
- 6 **Amigos** — Santana — CBS-Sony
- 7 **Sayonarano Suyigara** — Masatoshi Nakamura — Columbia
- 8 **Kokoro Ga Kazewo Hiyitahi** — Hiromi Oota — CBS-Sony
- 9 **Hookoo** — Keyi Ogura — Polydor
- 10 **Carpenters Golden Prize** — 3rd — King

France

- 1 **Requiem Pour Un Fou** — Johnny Hallyday
- 2 **Michele** — Gerard Lenorman
- 3 **Le Bougalou Du Loup-Garou** — Carios
- 4 **Malheur A Celui Qui Blesse Un Enfant** — Enrico Macias
- 5 **Hafanana** — Afric Simone
- 6 **Kiss Me, Kiss Your Baby** — Brotherhood Of Man
- 7 **Julia** — Rubettes
- 8 **Qu'est-ce Qui Fait Pleurer Les Blondes** — Sylvie Vartan
- 9 **Sorrow** — Mort Shuman
- 10 **Telephone-moi** — Nicole Croisille
- 11 **Big Jim Sullivan** — Pop Concerto Orchestra
- 12 **Faire Un Pont** — Dick Rivers
- 13 **Viens Faire Un Tour Sous La Pluie** — Il Etait Une Fois
- 14 **Fly Robin Fly** — Silver Convention
- 15 **J'Attendrai** — Daïda
- 16 **Let The Music Play** — Barry White
- 17 **How High The Moon** — Gloria Gaynor
- 18 **La Ballade Du Bon Et Des Mechants** — Jacques Dutronc
- 19 **Je Suis De Toutes Les Couleurs** — Krikorian
- 20 **Cindy** — C. Jerome

TOP TEN LPs

- 1 **Hurricane** — Bob Dylan
- 2 **Entangled** — Genesis
- 3 **Je T'Aime Tu Vois** — Daniel Guichard
- 4 **Les Ports De L'Atlantique** — Serge Lama
- 5 **Comment Lui Dire** — France Gall
- 6 **Ce Lundi-La** — Michel Delpech
- 7 **This Melody** — Julien Clerc
- 8 **Vancouver** — Veronique Sanson
- 9 **La Philosophie** — Georges Moustaki
- 10 **Rain** — Status Quo

Germany

- 1 **Mississippi** — Pussycat — EMI
- 2 **Rocky** — Frank Farien — Hansa
- 3 **1-2-3-4 Fire** — Penny McLean — Juiter
- 4 **Fernando** — Abba — Polydor
- 5 **Da Kommt Jose** — Lena Valaitis — Ariola
- 6 **Machden Mit Den Traurigen Augen** — Bata Illic — BASF
- 7 **Komm In Meinen Wigwam** — Heino — EMI
- 8 **Ich Leibe Das Leben** — Vicky Leandros — Philips
- 9 **Komm Unter Meine Decke** — Gunter Gabriel — EMI
- 10 **Mamma Mia** — Abba — Polydor
- 11 **Man Mass Das Leben** — Juliane Werding — Hansa
- 12 **Aloa-he** — Mireille Mathieu — Ariola
- 13 **Movistar** — Harpo — EMI
- 14 **Morning Sky** — George Baker Selection — WEA
- 15 **Lass Mich Heute Nicht Allein** — Gitte — RCA
- 16 **Love To Love You Baby** — Donna Summer — WEA
- 17 **Glass Of Champagne** — Sailor — CBS
- 18 **Schmidtchen Schleicher** — Nico Haak — Philips
- 19 **Wenn Die Trommel Ruft** — Erik Silvester — Metronome
- 20 **Lady Love** — Michael Holm — Ariola

Belgium

- 1 **Ich Bin Wie Du** — Marianne Rosenberg — Philips
- 2 **Georgie** — Pussycat — EMI
- 3 **Forever And Ever** — Siik — Bell
- 4 **Fernando** — Abba — Vogue
- 5 **Quiero** — Julio Iglesias — Decca
- 6 **Saturday Night** — Bay City Rollers — Bell
- 7 **The Alternative Way** — Anita Meyer — Poker
- 8 **All By Myself** — Eric Carmen — Arista
- 9 **Let Your Love Flow** — Bellamy Brothers — Warner Bros
- 10 **No Regrets** — Walker Brothers — Polydor

Holland

- 1 **Fernando** — Abba — Polydor
- 2 **Saturday Night** — Bay City Rollers — Negram
- 3 **The Alternative Way** — Anita Meyer — Poker
- 4 **I Love To Love** — Tina Charies — CBS
- 5 **December 1963** — Four Seasons — WB
- 6 **For Ever And Ever** — Siik — Bell
- 7 **All By Myself** — Eric Carmen — Arista
- 8 **Let Your Love Flow** — Bellamy Brothers — WB
- 9 **Love Is The Drug** — Roxy Music — Island
- 10 **Georgie** — Pussycat — EMI

TOP TEN LPs

- 1 **Desire** — Bob Dylan — CBS
- 2 **Diana Ross** — Diana Ross — Bovema
- 3 **Elite Hotel** — Emmylou Harris — WEA
- 4 **Blue For You** — Status Quo — Phonogram
- 5 **Windsong** — John Denver — Ineico
- 6 **A Night At The Opera** — Queen — Bovema
- 7 **I Het Gebeurde In 'T Westen (It Happened In The West)** — Ennio Moricone — Ineico
- 8 **Speelt Voor U (Plays For You)** — Klaus Wunderlich — CNR
- 9 **Back Home Again** — John Denver — Ineico
- 10 **Theme From Mahogany** — Soundtrack — Bovema

Australia

- 1 **Bohemian Rhapsody** — Queen — Eiektra
- 2 **Fernando** — Abba — RCA
- 3 **Love Hurts** — Jim Capaldi — Island
- 4 **Kenny** — Julie Anne — Rak
- 5 **Darktown Strutters Ball** — The Muiry Gang — Albert
- 6 **Convoy** — C.W. McCall — MGM
- 7 **Right Back Where We Started From** — Maxine Nightingale — U.A.
- 8 **Child's Play** — Sherbert — Infinity
- 9 **Slipping Away** — Max Merritt — Arista
- 10 **Love To Love You Baby** — Donna Summer — Interfusion

TOP FIVE LPs

- 1 **The Best Of Abba** — Abba — RCA
- 2 **A Night At The Opera** — Queen — Eiektra
- 3 **Their Greatest Hits** — Eagles — Asylum
- 4 **T.N.T.** — AC/DC — Albert
- 5 **Desire** — Bob Dylan — CBS

Italy

- 1 **Sandokan** — Oliver Onions — RCA
- 2 **Ancora Tu** — L. Battisti — Num. 1
- 3 **La Tartaruga** — B. Lauzi — Num. 1
- 4 **Tu Ca Nun Chiagne** — Giardino Dei Semplici — CBS
- 5 **Un Angelo** — Santo California — Yep
- 6 **S.O.S.** — Abba — Dig It
- 7 **Come Pioveva** — Beans — CBS
- 8 **Fly Robin Fly** — Silver Convention — Durium
- 9 **Come Due Bambini** — Bottege Dei-Arte — EMI
- 10 **Non Lo Faccio Piu** — P. Di Capri — Splash

TOP TEN LPs

- 1 **La Batteria E Il Contrabasso** — L. Battisti — Num. 1
- 2 **Wish You Were Here** — Pink Floyd — EMI
- 3 **Sandokan** — Oliver Onions — RCA
- 4 **Lilly** — A. Venditti — It
- 5 **XXI Raccolta** — F. Papetti — Durium
- 6 **Mina Canta Lucio** — Mina — PDU
- 7 **Rimmel** — F. De Gregori — RCA
- 8 **Caravan** — Deodato — CBS/Sugar
- 9 **Come Taste The Band** — Deep Purple — EMI
- 10 **A Trick Of The Tail** — Genesis — Phonogram

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