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LOS ANGELES

NEWSPAPER

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NATRAns Focus On Airplay Alternatives

By JEAN WILLIAMS

ANTIGUA, British West Indies—Product exposure alternatives to radio airplay are available. NATRA convention attendees were told last week at the Halcyon Cove and Anchorage hotels here.

Labels are now offering their acts to the market in visual form via theaters, drive-ins and discos in both full length and short feature films.

The four-day event drew approximately 750 persons.

The standing-room-only crowd of label and radio representatives during a "Promotion And Programming" session also learned that new black-oriented shopping centers are willing to play black product in their clothing stores, furniture stores that

(Continued on page 53)

Sony-Paramount Set Home Video Test

By STEPHEN TRAIMAN

NEW YORK—The shaping of the first marketing network for home video hardware and software packages announced last week by Sony and Paramount Pictures will be watched keenly by competitive consumer videotape/disk systems as well as other segments of the entertainment industry.

The uncertain stake of music in the emerging home video mart—nobody really knows what type of "sight" programming will "sell" with top contemporary sounds—could become clearer with results of

initial efforts by both Sony/Paramount Home Entertainment Center and the soon-to-be-launched Home Video Inc. rental plan of Teletronics.

Geared to the "razors & blades" concept, the Sony-Paramount joint venture will test a variety of marketing plans under the direction of Les Wunderman, of Wunderman, Ricotta & Kline, market research arm of Young & Rubicam, with tests in at least two major markets within six to 12 months.

Certainly the direct marketing

(Continued on page 48)

SELLER RETAINS RETAIL CHAIN

Handleman Buys Nehi's Rackjobbing Operation

By JOHN SIPPEL

LOS ANGELES—Nehi Record Distributing Corp. here has sold its rack operation to the Handleman Co., thus becoming the second rack-jobbing/retail combine in recent weeks to lop off its wholesaling wing and concentrate in the retail area.

Nehi's retail chain is the growing Peaches operation with seven stores and an eighth opening in Dallas on Aug. 20.

Earlier, Allan Rosen of Recordland USA, Lubbock, Tex., had sold his rack wing to Sam Marmaduke of Western Merchandisers, Amarillo, to zero in on his two-state Flipside store chain (Billboard, July 4).

Nehi rack employees here were told Tuesday (3) by Tom Heiman, Nehi founder/president, that he had sold the rack section to Handleman. Employees were given the opportunity to choose whether they would join the Detroit-based rackjobbing giant, with only one deciding against making the move.

(Continued on page 86)

FBI's Texas Sweep Bags 100,000 Tapes

By AGUSTIN GURZA

LOS ANGELES—More than 100 FBI agents have swept through Texas in a series of state-wide raids on more than 75 offbeat outlets in which almost 100,000 alleged pirated 8-track tapes were confiscated.

The music runs the gamut from pop to country to Latin.

The raids, carried out simultaneously from FBI offices in San Antonio, Dallas and Houston, focused primarily on illegal tape dealers in flea markets, pawn shops, swap meets and convenience stores where many pirated tapes are distributed.

However, FBI spokesmen in the three Texas cities say that some retail record stores were also involved.

(Continued on page 8)

Nippon Retailers Fear Discounter

By ALEX ABRAMOFF

TOKYO—Daiei, largest mass merchandise discount chain in Japan, has entered the disk and tape retailing arena with direct purchase agreements involving six record companies and two prerecorded tape manufacturers.

Japanese record retailers have already reacted strongly to the Daiei move, as it could have far-reaching effects on the current market practice of selling product mainly at suggested list price levels.

(Continued on page 64)



SENSATIONAL YANCEY is no ordinary southern lady. She's exploding on the rock scene today as a potential worldwide super star. In Germany, Bellaphone is calling her first album a real sensation and Astor Records in Australia said, "We think this is the greatest album we have heard this year." More and more U.S. stations are picking up on this dynamite talent through her debut album on GRT Records and Tapes, Yancey 8012.

(Advertisement)

Sexy Sideshows Titillating N.Y. & Vegas Discoggoers

Religious Music Execs Predict Pop Inroads

By GERRY WOOD

ESTES PARK, Colo.—Exhibiting more diversity, promise and commercial acumen than ever before, religious music is on the verge of making "dramatic inroads" into secular music and "revolutionary changes" within the framework of gospel music.

That's the opinion of the nation's top religious music executives and artists who gathered here for the second annual Christian Artists' Music Seminar and Camp July 25-31.

To back their opinion, they cite aggressive marketing techniques, quality craftsmanship on LP prod-

(Continued on page 55)

By RADCLIFFE JOE

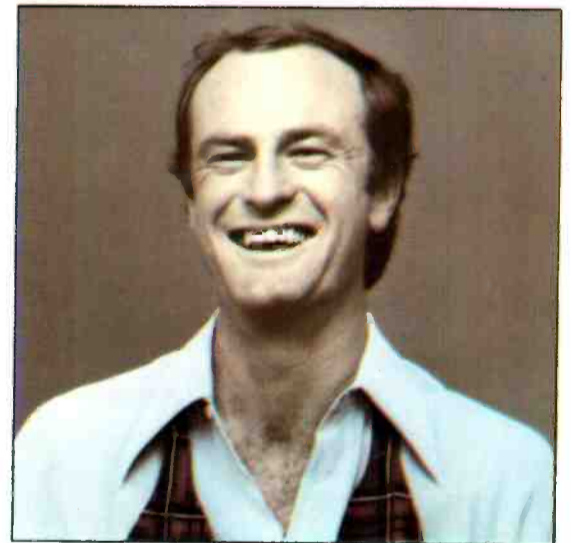
NEW YORK—Some discotheque operators in New York and Las Vegas, hard-pressed to keep pace with rising competition, have begun offering sex-oriented attractions as a boxoffice draw.

Among the sexy sideshows being offered are topless dancers, drag shows, and a swingers' club for couples only.

At the Hollywood Discotheque which was opened in Manhattan's Times Square area as a straight disco three years ago, the management has revamped the operation and introduced topless dancers and mini-skirted barmaids in an effort to attract what club spokesperson Jerry Cohen calls "a clean heterosexual crowd."

Cohen explains that the strategy

(Continued on page 44)



When the *New York Times* recently said "He is singing some of the best and more sadly truthful songs around, remarkably moving" the he they referred to is PETER ALLEN and one of those best songs is obviously THE MORE I SEE YOU because it is definitely moving onto playlists and charts everywhere as well as moving his latest album TAUGHT BY EXPERTS (SP 4584) ON A&M RECORDS & TAPES.

(Advertisement)

L I N D A R O N S T A D T

"That'll be the Day"

Produced by Peter Asher

Her new single on Asylum Records & Tapes  E-45340



(Advertisement)

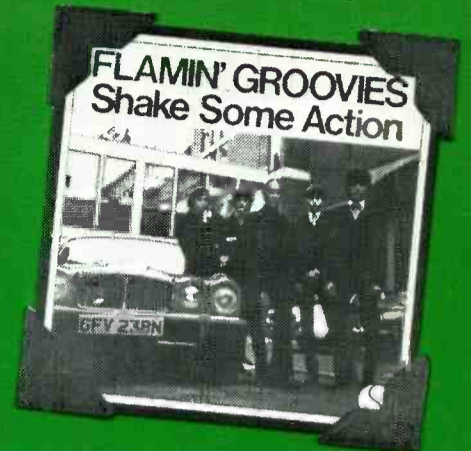
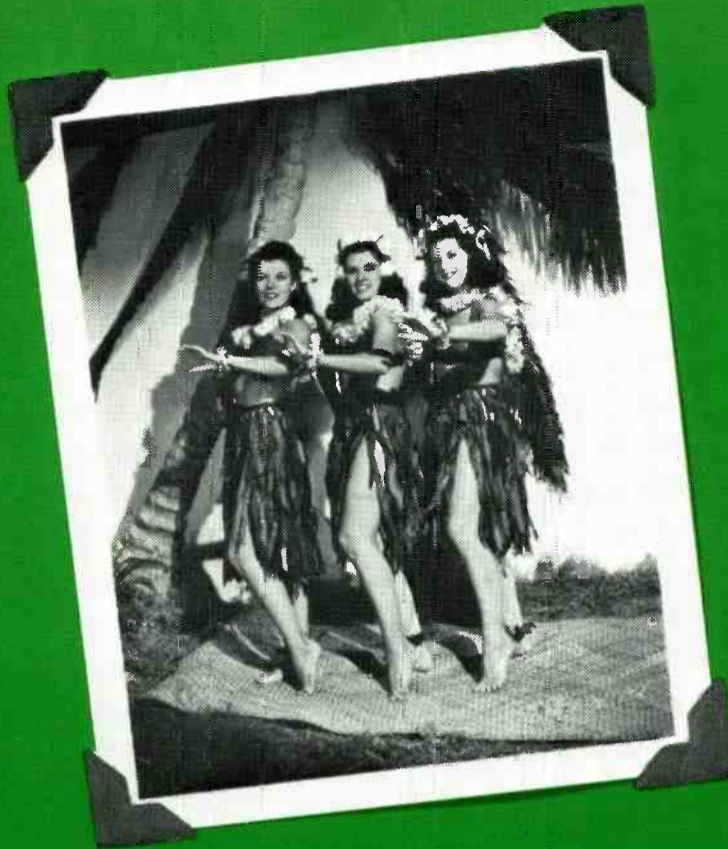
SUMMER DELIGHTS



John Mayall/A Banquet In Blues
ABCD 958

The British blues master's latest is one of his finest, with a long list of honored guests that includes Jon Mark, Johnny Almond, Sugarcane Harris, Blue Mitchell, and 19 more. A veritable feast.

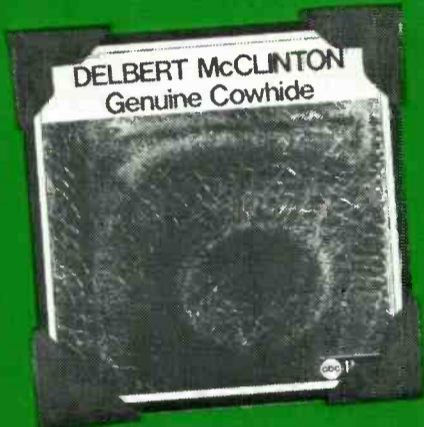
abc Records



Flamin' Groovies/Shake Some Action
SASD 7521

The Groovies are a fanzine favorite with one of the most eagerly awaited albums of the year—mid-seventies English rock. The Flamin' Groovies are back in 'Action.'

SIRE



Delbert McClinton/Genuine Cowhide
ABCD 959

To anyone who missed Delbert's last album, "Genuine Cowhide" is going to be a genuine surprise. It's a without-looking-back collection of rock and roll classics like "Pledging My Love," "Please Please, Please," "It's Love Baby (24 Hours A Day)," and "Lovey Dovey."



Randy Cornor/My First Album
DOSD 2048

At 22 he's Houston's hottest session guitarist and lately he's become a singer, with two big hits already under his belt—"Sometimes I Talk In My Sleep" and "Heart Don't Fail Me Now"—both on his ABC/Dot debut album.

abc Dot Records



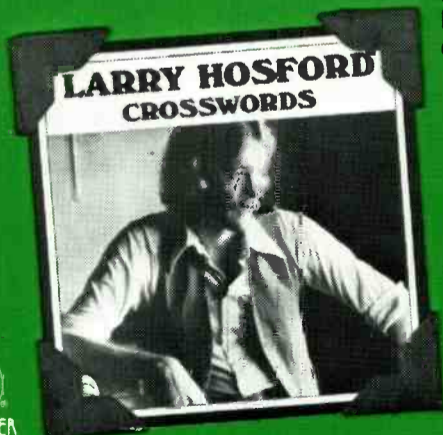
Buck Trent/Bionic Banjo
DOSD 2058

He's one of the Hee Haw regulars and Roy Clark's chief sidekick. He's also a bonafide, down-with-it, can't-quit-it, sweet-talking super-picker. His new album features his hit single, "The Wrestling Matches."



Christine McVie/The Legendary Christine Perfect Album
SASD 7522

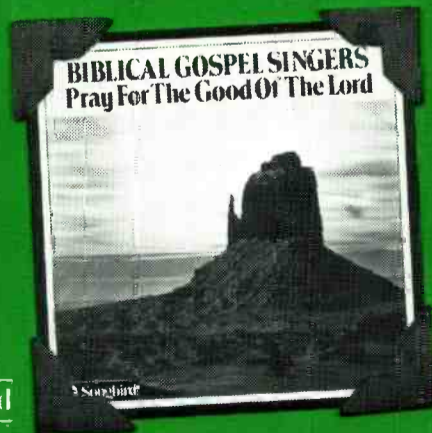
Before joining Fleetwood Mac, Christine McVie recorded a solo album under her maiden name, Christine Perfect. It featured some very popular friends and contained her English classic, "I'd Rather Go Blind." A collector's item for the past couple years, it's now being released in this country for the first time.



Larry Hosford/Crosswords
SRL 52003

Larry Hosford writes new Western style music with a trucker's authority and a poet's command of language. He's an artist of the first rank with a brilliant second album.

SHELTER



The Biblical Gospel Singers/Pray for the Good of the Lord
SBLP 268

abc Songbird

abc Peacock



Crowns of Glory/God Save the Children
PLP 59224

The finest in contemporary Gospel from Peacock & Songbird Records.

FROM THE ABC FAMILY OF LABELS

CBS Into Court To Confront Bootlegs

By IS HOROWITZ

NEW YORK—A frontal assault on the long-festering problem of bootleg disks has been launched by CBS Records in a first action in recent memory against a retailer selling such product.

CBS, in cooperation with Bruce Springsteen and top talent showcase The Bottom Line, filed a suit against a local dealer Friday (6) to stop the sale of an album said to have been illicitly recorded during an appearance by the artist at the club.

Defendant in the action, initiated in New York State Supreme Court, is The Record Breaker, a shop in the city's Greenwich Village area. The album is a two-record act, purported to have been recorded live last August, at a time when Springsteen was enjoying a strong career surge.

Credits on the album list Coral Records Ltd., of Rio de Janeiro, as manufacturer. The double-fold package, with photos of the artist, is being offered to consumers at \$7.99.

N.Y. RETAILER SUED

New York, in common with many other metropolitan areas, has figured as a thriving market for bootleg product, although most of the dubious material consists of older jazz and personality performances, much of it deriving from broadcast pickups.

For the most part, the records are sold openly by some of the largest stores in the city. Despite sporadic complaints by affected artists in the past, no direct action against retailers or distributors of such material is recalled by close trade observers.

This is unlike cases involving pirated or counterfeit recordings, where the industry at all levels has been vigilant and often effective tracking down and prosecuting alleged offenders.

The plaintiffs in the current action seek an injunction against further sale of the Springsteen album and appropriate damages.

CBS' complaint charges that the album sold

by The Record Breaker is in violation of its exclusive contract with Springsteen. Causes of action by the other plaintiffs stress that no permission was given for the live recordings and that their rights were violated by using the name and likeness of the artist without permission.

In an affirmation filed with the suit by CBS attorney Don Biedeman, he states:

"This album is a rip-off, a flagrant trampling on the rights of CBS to Mr. Springsteen's exclusive services, on Mr. Springsteen's rights in his name and likeness and his live performance, and on The Bottom Line's right to its name and integrity. This album should never have been made, it should not be in circulation, and the only adequate remedy is to remove it from the marketplace and punish those who made and distributed it."

CBS is known to be considering other legal actions where bootleg product involving its artist is being sold.

RCA Top Brass See Banner Year Coming

By STEPHEN TRAIMAN

NEW YORK—Ken Glancy, RCA Records president and his parent RCA Corp. bosses share the expectation of continuing growth in the label's current areas of activity both in the U.S. and abroad.

The optimistic feeling was underscored at the recent diamond jubilee

RCA convention photos on pages 34, 35.

convention in San Francisco in a telegram from Anthony Conrad, RCA Corp. chairman and president, congratulating all employes on the "fundamental role in the growth and development of recorded sound. I am sure that the achievements of your past will be equalled and even eclipsed in the promising and challenging years ahead."

Glancy himself, in briefly tracing

the company's 75-year history during his keynote talk, emphasized that "I'd like you to leave San Francisco with pride in being a part of a great tradition." However, he urged them to keep foremost in mind that the label's future depended on everyone remembering that "We're in the business of selling music and artists."

Although the record division began its convention in the glow of the best six months sales and earnings in its history, the emphasis was on the future—particularly the development of new artists that has played a major role in the label's turnaround over the last three years.

"At the corporate level we're very pleased with the excellent performance of RCA Records," said Howard Hawkins, a corporate group ex-

(Continued on page 8)

Stax' Bell Acquitted In Memphis

MEMPHIS—A U.S. District Court jury acquitted Al Bell, chairman and owner of bankrupt Stax Records, Aug. 2 of any part in defrauding Union Planters National Bank of \$18 million in false bank loans.

The jury convicted Joseph P. Harwell, former vice president of the bank, on two of 11 counts against him.

The jury, in effect, accepted Bell's testimony that he was innocent and Harwell's testimony that he was the sole guilty party and Bell had no part of the fraud carried on from 1969 to 1974.

Sentencing of Harwell, who is already serving a five-year term on charges of embezzling \$284,000 from the bank, will be forthcoming.

Wynshaw Sentenced To a Year In Prison

NEW YORK—David Wynshaw was handed a one-year prison sentence in U.S. District Court here Tuesday (3) on each of three counts (two for tax evasion and one for conspiracy) he had pleaded guilty to earlier. Terms of the sentences call for them to run concurrently.

Wynshaw, formerly a Columbia employe, had bowed to charges of tax evasion for the years 1971 and 1972 and conspiracy to commit mail fraud. While he also faced fines in excess of \$25,000, none were leveled.

Wynshaw must turn himself over to U.S. marshals Tuesday (10). There is no appeal of the sentence, which was handed down by Judge Thomas Griesa.

Justice Dept. Mulls Illegal Duping Action

WASHINGTON—The disconcerting practice by some tape pirates to claim victory out of court defeats—like the recent decision against Ginette Gramuglia and Michelle Audio Corp. in the Second Circuit U.S. Federal District Court in Albany, is being observed philosophically, but not passively by the Justice Dept.

The followup challenges by Vermont tapers, for Justice to put up or shut up on promised prosecution of

unauthorized copying of pre-1972 recordings, will not lure the department into a shouting match. Justice sources indicate. (Vermont is one of only five states without an anti-piracy law.)

The Justice Dept. will not reveal its present plan for prosecution of piracy of the older, noncopyrighted recordings, but one source says: "There are several cases under investigation which will probably result in charges being brought." So far, cases involving illegal compulsory licensing use of pre-1972 recordings have been brought by music publishers, or by the duplicators against the Justice Dept. and its prosecution policy.

Strange court history has been made since the Justice Dept. announced its intention in February 1975 to prosecute the pirating of pre-1972 recordings, whether or not mechanical royalties are offered.

Unauthorized tape duplicators continue to claim the right to copy the older recordings under the federal copyright laws' compulsory licensing provision.

This allows music to be recorded by anyone, once a negotiated first recording is made and mechanical royalties are paid. But the provision calls for "similar use," which the courts and Congressional com-

(Continued on page 86)

GOP Meeting Delays Action On Copyright

By MILDRED HALL

WASHINGTON—Lobbyists for music, recording and other copyright interests have until after the Republican Convention to press their cases with members of the full House Judiciary Committee.

The House Judiciary Committee's first meeting on the draft revision bill out of the Kastenmeier subcommittee planned for this week was put over until after the convention recess (Aug. 11-23). The earliest hearing date possible would be Aug. 24, committee sources indicate.

Late in the afternoon of Aug. 3 the subcommittee on Courts, Civil Liberties and the Administration of Justice voted unanimously—and joyfully—by show of hands to approve the amended H.R. 2223 it has worked on for the past six months,

(Continued on page 14)

Chicago Flip Side Stores Mix Disk & Clothes Sales

By ALAN PENCHANSKY

CHICAGO—Albums, straight-leg jeans and Western shirts create a novel collage in the windows of the newest area Flip Side store where the motto is "Music for your mind, threads for your body."

The new 4,200 square foot shopping mall location in suburban Hoffman Estates, about 45 expressway minutes northwest of the Loop, is the fifth in the chain, but the first to offer sportswear along with records, tapes, audio supplies, head supplies and Ticketron.

"If it works we're planning more units like it," explains Carl Rosenbaum, 35, who, with his brother

Larry, 32, created the first Flip Side eight years ago on the city's north side.

Along with that still-thriving location and the new store, the Rosenbaums have Flip Sides in outlying Downers Grove, Buffalo Grove and Lake Zurich. Their business also has grown to include concert promotion at the Auditorium Theatre and the Chicago International Amphitheatre.

"We just wanted to be more to our customers," the elder brother explains about the decision to combine records and clothing. "We sat back and thought about what else they

(Continued on page 16)

L.A. Starwood Club Obtains Theater For Concert Hall

By ED HARRISON

LOS ANGELES—The Starwood, a popular pop club here, has purchased an adjacent but defunct movie theater with plans of converting it into a major rock showplace.

Tentatively to be called the Starwood Annex, the new 1,200-seat venue will offer an alternative to the prestigious 500-seat Roxy and the 4,000-seat Santa Monica Civic Auditorium, with opening scheduled for late October or early November.

According to Ray Stayer, Starwood manager, and Ed Chorán, talent director, the new club will offer

"the same intimacy as a nightclub" as well as a "talent showcase facility for record companies and the press."

Starwood Annex promises to be the ultimate in concert venues. Formerly the Paris Theater, which burned down in January, it was purchased for \$250,000 with an additional bulk sum to be invested in sound, lighting, stage, refurbishing and other equipment.

The Annex will feature subterranean parking with valet parking service for record company personnel, members of the press and other

v.i.p.s. Because structured seats limit occupancy, festival type seating will prevail.

The general public will be accommodated throughout the main floor and in the balcony on foldout-step seats. A private club for post-show parties will be located on the mezzanine level, with that the only place liquor will be served.

Among the special features the Annex will include will be facilities for videocassette taping and a stage to be designed on hydraulic lifts for elevation.

Stayer says he will not book acts that can't sell out on at least two nights. "I won't run a show for the hell of it. It's not just a concert hall but a complete entertainment facility." On unbooked days the facility can be used as a first class rehearsal studio and Stayer is willing to co-promote concerts or rent it out because of its location in the heart of Hollywood.

"The format has been well thought out to cover every need of

(Continued on page 38)

U.S. Judge Rules 2 Distribs Doing Intrastate Sales

By JOHN SIPPEL

LOS ANGELES—Both WEA and Eric-Mainland Distributing, San Francisco independent label distributorship, have been granted partial summary judgments on specific counts alleged by Charles and Jane Zoslaw, owners of Marin Music Centre, Mill Valley, Calif.

Plaintiffs instituted their suit in Federal District Court in San Francisco, in January 1975, alleging individual labels, branches and distributors were discriminating against them in favor of competing chain retailers (Billboard, July 24).

Judge George B. Harris held in both the WEA judgment and in the Eric-Mainland decision that defendants' activities did not fully fall into interstate commerce and there-

(Continued on page 16)

AUGUST 14, 1976, BILLBOARD

L.A.'s RECORD DEPOT

Disco Disks Hypo Store Gross 50%

LOS ANGELES—The Record Depot, Inc., a retail record outlet here, is now billing itself as a disco record shop, and has increased its sales by at least 50%, says Bill Schumacher, co-owner with Bill Branam.

Last year, the two-year-old outlet grossed approximately \$200 a day. As of six months ago when the disco department was built in, the shop has been grossing about \$425 a day, claims Branam.

The owners contend that the shop's success is due in part to Branam actively seeking out small independent labels with good disco product.

Branam says that with unknown labels, major distributors are not likely to stock the product immediately, therefore other record shops are not generally aware of the records. This, he says, gives him the added advantage of having the merchandise before other retailers.

He cites an LP by D.C. Larue on the Pyramid label as an example, noting that In-Tune Record Distributors in Los Angeles was the only outlet stocking the LP.

"I could not get the LP from any one-stop. In-Tune would buy approximately 25 of the record each week. I would buy all of them, and each time In-Tune would restock. I would buy them out.

"That was because no other shop in the city was stocking the album. This has been our biggest selling disco album. We have sold 10 times more of this album than any top pop album.

"I also went to Record Merchandising to advise them that CTI and Scepter Records were releasing 12-inch singles. They said they were not going to handle 12-inch records.

"They seem to feel that there is no future in 12-inch singles and they are not worth stocking and distributing. I have many customers who frequent discos asking for these records, and I just can't get them on this coast. I am now going directly to the labels for 12-inch product."

The outlet, which was primarily known as a pop oriented record shop although it stocked jazz, soundtracks and classical music along with its pop product, now stocks 90% r&b due to its disco trade. It houses approximately 500 disco singles and 500 LPs.

Its clientele has also changed. Fifty percent of its customers now come from the gay community, says Schumacher.

The outlet prints a weekly disco record survey which it sends to more than 20 clubs in the city. Half of those nightclubs are gay, according to Branam.

"The deejays from these discos help us to distribute the surveys in their clubs. The spinners all have our business cards. When one of their customers asks about a record the deejay has played, he will write the name of the record on the back of our business card. This brings in customers," says Branam.

"We are able to pull in the deejays because the deejays on the West (Continued on page 72)

NATRans To Welcome Label Help

By JEAN WILLIAMS

ANTIGUA, British West Indies—For the first time in its history, the National Assn. of Television & Radio Announcers (NATRA), is inviting record labels to take part in initiating change within the organization.

At its 1976 convention here, Kitty Broady, NATRA's president, urged the body of radio and label representatives to come together as a unit to initiate new policies for NATRA.

In the past, label representatives were encouraged to join the group as associate members, but without voting powers. Previously only the regular membership initiated policy. Participating members will now also have a voice, Broady said.

She admitted that during NATRA's 21 years record companies have been its strongest outside supporters and now she feels it's only fair that they have a hand in its structure and new policy decisions. Label representatives at this conference outnumbered radio personalities more than 10 to one.

Other suggested changes include bringing in label presidents and other label executives to inform the organization of changes at the label level, a retirement plan, NATRA to act as a clearing house for deejays seeking employment, and group insurance for its members.

Several label representatives charged the organization with closing its doors to them while they continued their support. Broady admitted that this has been the case, but that NATRA is now being structured to include all people involved in the industry, and not only radio personalities.

'Police Woman' Out

LOS ANGELES—A&M Records has released a single of the theme music from Columbia Pictures Television's "Police Woman."

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MERCER TRIBUTE—Among those honoring the late Johnny Mercer at ASCAP's tribute are, left to right, Jimmy Rowles, Margaret Whiting, Harold Arlen, William B. Williams, Alec Wilder, Mel Torme and Al Hibbler. Others participating in the salute were Stanley Adams, Bing Crosby, Dinah Shore and Fred Astaire.

Executive Turntable

Bob Thiele resigned as president of Flying Dutchman Records, a company formed in 1969 and distributed by RCA for the past three years. He intends going into freelance production. In his 30 years in the business, Thiele has headed a&r for Impulse for eight years, did a&r for Roulette and Dot and was head of a&r for Coral for eight years. . . . Rick Swig promoted to associate director, national promotion for Epic and Associated Labels, from Northeast region promotion marketing manager. . . . At Capitol Records Don Grierson to director, merchandising and advertising from national merchandising manager. . . . Billy Bass named Chrysalis Records national promotion director. He joins the label from Rocket Records where he held the



Swig

post of album promotion director. . . . At London Records Jerre Hall has been appointed national promotion manager. He previously represented the label as a regional promotion manager. . . . Melvin Moore joins Pye in the newly created post of r&b promotion director. A former Ink Spot, he had been doing national promotion for Brunswick. . . . Margie Buffet promoted to West Coast artist relations manager at Capitol from a previously held position of national artist relations coordinator. Also at Capitol, Bruce E. Garfield upped to director, press and artist relations from his former post as national publicity manager. Kathryn Schenker joins Capitol as press and artist relations manager, East Coast. She was formerly East Coast director artist relations and publicity at MCA Records. . . . At ABC Records New York offices, Barbara J. Harris named director of artist relations from a similar post at Atlantic.



Bass

Freddie Mancuso appointed vice president in charge of promotion at Island Records from promotion director at Chrysalis. . . . Several changes in MCA's promotional field staff include the relocation of Bob Osborne from San Francisco to Los Angeles. Replacing Osborne as S.F. promotion manager is George Mangrum, music critic and independent promotion executive. Frank Horowitz named promotion manager in Boston and Dave Loncaio replaces Horowitz as promotion manager in Cleveland. . . . Rich Girod moves from promoting multiple labels handled by Chicago's MS Distributing to A&M Records' secondary Midwest markets promotion. . . . Shelly Heber has left 20th Century Records, where she held a marketing post, to join Golden Gate Records in



Moore

San Francisco doing promotion and marketing. . . . Ronnie Lippin has been named director of national publicity for Rocket Records. She will be responsible for coordinating all Rocket public relations activities in the U.S. She joins the label from a similar post at ABC Records. . . . Marion Somerstein to ABC Records in New York as publicist where she held similar position at Atlantic. . . . Steve Feld moves to Polydor as assistant publicity director from prior p.r. posts with Peter Levinson Communications and Morton D. Wax Associates. . . . Allen Levy, former UA publicity director, joins Roderick Falconer as press and media coordinator and creative consultant.



Hensman

At Memorex, Harry Hensman named general manager, video division from engineering/development manager, computer tape division, while David Berry is upped to marketing manager, video, from product manager. . . . Charles Trausch joins Audio Magnetics as Midwest zone manager, from a similar post at Capitol Magnetics and Sten Lundgren joins the Gardena, Calif.-based blank tape firm's worldwide technical support group, from European operations manager for Passavant.



Brill

Frank Brill leaves his ABC Entertainment post as vice president, variety programs to join Jerry Weintraub's newly created Management III Productions division as executive vice president, effective Sept. 1. . . . Joe Lucas, former president of Commercial Distributing, appointed vice president and general manager of World International Group, Inc., a new promotion and distributing service. Lucas was formerly (Continued on page 86)



Grierson



Buffett



Garfield

Contemporary Acts Bolster WB Music

By ELIOT TIEGEL

LOS ANGELES—Ed Silvers is in an enviable position. Riding the crest of record breaking sales periods for last year and the second quarter of the current fiscal year, the president of Warner Bros. Music finds contemporary music business coming his way.

So much so that he will bolster his New York staff to meet the demands

of new artists who have helped swell the company's songwriting roster.

"We have to activate the New York professional staff more than it is," Silvers says, adding, he is looking for a songsmith to work with Henry Marks, head of the East Coast professional department.

In recent months WB Music has (Continued on page 16)

Thiele Goes Independent; Departs Flying Dutchman

NEW YORK—Bob Thiele is moving into independent record production, following his resignation last week as president of Flying Dutchman Records, distributed by RCA for the past three years.

Thiele cites a number of reasons for his departure from the company he formed in 1969: problems with creditors, stockholders and with RCA involving the direction he wanted to go with the label.

Although he would not specify how much money is owed creditors, Thiele explains that the costs involved were incurred prior to his going with RCA, and that he and his family have loaned Flying Dutchman money to pay off its indebtedness.

Among the major stockholders in the company are Thiele, Schwartz Brothers of Washington, D.C. and the Robert Mellin publishing company of England. The others, Thiele indicates, are individuals.

Thiele says he'll be available to stockholders, creditors and RCA officials for the next week or so. "The future of Flying Dutchman is in their hands," he says.

Referring to future projects, he says: "I need the freedom to record whom I want and to sign who I want." Referring to Lonnie Liston Smith and Gil Scott-Heron as the kinds of acts he brought to Flying Dutchman, Thiele says there are labels "who have shown an interest in the kinds of things I intend to do."

In a letter sent to Ken Glancy, RCA's president, Thiele writes: "You, Mel Iberman and Myron Roth have been a joy to be associated with."

Thiele expects to complete an LP for RCA with Slam Stewart, with RCA also releasing two of his newest works by Bud Freeman and Bucky Pizzarelli and Shelly Manne (playing Richard Rodgers).

Produced by James William Guercio



The most requested cut from "Chicago® X" ...
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The International Music-Record-Tape Newsweekly



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Vol. 88 No. 33

Retailer Reports 8-Track Sales Up

LOS ANGELES—Soul and pop 8-track tapes have increased in sales over singles and albums at the Dolphin retail record chain here, according to Ruth Dolphin Wiggins, owner of the operations.

Gospel sales are also up now, equaling the sales of all other forms of music, says Wiggins.

She feels that tape sales have picked up due to an increase in automobile tape players. Noting that many record customers have switched to tapes, she says both older and young persons are purchasing tapes.

There is also an upsurge in gospel tapes, but Wiggins says that gospel tapes are difficult to get. "We lose a large number of gospel tape sales because we can't get the product. Nashboro Records seems to be the only label that is consistent with its gospel product, but people also want a lot of the old Savoy product and I just cannot get it."

Unlike many retail outlets in the Los Angeles area that contend sales are generally down in the summer months, the Dolphin chain of three stores, one of the oldest black owned retail chains in the city, peaks during this time.

Wiggins says her business increases during the summer months because young record buyers are out of school and many secure jobs. "This extra money affords them the luxury of purchasing the record they could not afford during the school year."

On the other hand, she says her overall retail business is down from 1975 due to the economy crunch and heavy competition in the area.

Because of this situation, she has lowered her prices. Album prices now range from \$3.99-\$4.49 down from \$4.99, and singles are 85 cents down from \$1.

Last year, the chain raised its LP prices from \$4.29 to \$4.99 and singles from 89 cents to \$1.

She says customers are more conscious of discounts and now go where they will get a price reduction.

In 1975, r&b LPs were her biggest sellers and jazz sales were not far behind. This year, notes Wiggins, jazz sales are down from other forms of music, but it is still a consistent seller.

When speaking of jazz, she does not include contemporary jazz offered by such acts as Grover Washington, George Benson and a few others.

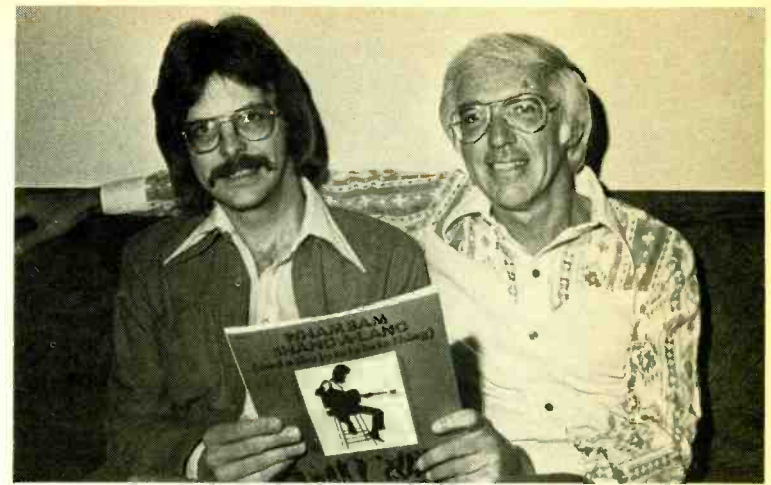
The operation has decreased its advertising budget because of its slump in sales and has also been forced to terminate five of its 18 staff members.

Wiggins feels that her lack of radio advertising has in part been responsible for maintaining low sales, but, she says, "I have not been able to budget for advertising during the past year."

Dolphin's previously advertised on KJLH and the currently inoperative KAGB, both primarily LP contemporary r&b/jazz/MOR outlets.

Joe Maimone Dies

NEW YORK—Joe Maimone, with Capitol Records for the past 25 years, most recently as promotion manager for the Eastern region, died in Teaneck, N.J., Aug. 4 after a long illness. Maimone, who was 59, is survived by his widow, Cathy, and two sons, Joseph and Christopher.



SUCCESS STORY—TWICE—The odds are long on an unknown Maryland songwriter (Rick Giles, left) sending a demo tape to a publisher he didn't know (Colgems Music's Irwin Schuster, right), who eagerly took it, then sold the song to the first label chief he approached, Arista's Clive Davis. The result: "Wham Bam Shang A Lang," the Silver single produced by Tom Sellers and Davis, currently climbing the charts.

PUSHING COPYRIGHT REVISION AGAC Continues Lobbying Activity

By IS HOROWITZ

NEW YORK—The American Guild of Authors & Composers, which feels it has played an important role in influencing key elements of copyright revision this past year, intends to maintain an active posture in Washington.

"We have come to the conclusion that we must have a continuous presence in Washington to keep legislators aware of the needs of songwriters," says Ervin Drake, AGAC president.

Drake stresses that his group does not consider the revision bill ideal, either in its House or Senate version, but that it is the best that can be achieved at the present time. "Our first duty is to see that it passes without undue delay," he says.

While AGAC has given up its battle to boost the statutory mechanical royalty rate to 3 cents, it intends to do everything it can to see that the House rate of 2 3/4 cents per tune is written into the final law rather than the Senate's 2 1/2 cents.

AGAC's maintenance of a permanent Washington connection is necessary, in Drake's view, to argue the interests of songwriters during periodic rate adjustment deliberations by commissions called for in the revision bills.

The first review is scheduled for 1980, and will be held at 10-year intervals thereafter. Among payment formulas to be reviewed are those involving mechanical and jukebox royalties, and performance fees to copyright owners from cable television and public broadcasters.

AGAC was able to raise a \$50,000 war chest from voluntary contributions by its members to finance its legislative campaign in the past year. Lew Bachman, executive director of

the organization, says it plans to continue to solicit such contributions in the future to underwrite the continuing drive.

While AGAC is represented in Washington by the law firm of Patton, Boggs and Blow, it supplements their activities by frequent writer junkets to meet on a personal level with legislators.

Only last week a group of AGAC writers, together with colleagues from the Nashville Songwriters Assn. (NSA), met with members of the House Judiciary Committee and its chairman, Congressman Peter Rodino, to urge prompt consideration of the revision bill. Contact was also made with members of the House Rules Committee in a further attempt to keep the bill moving smoothly through the legislative mill.

A Tattoo Campaign

LOS ANGELES—Newly formed Tattoo Records has undertaken a major marketing campaign for the label's initial releases of Becky Hobbs' "From The Heartland," and the soundtrack from the motion picture, "The Omen."

The campaign will consist of radio time-buys, in-store purchase displays, mobiles and posters. Tattoo is distributed by RCA.

N.Y. TIMES, RCA DICKER

NEW YORK—RCA Records is deep in negotiations with the New York Times to acquire the firm's music publishing subsidiary, but at week's end the deal was not yet ready for signing.

While a Times spokesman would not identify RCA or any other potential buyer as a prime prospect, sources at the record company do confirm that discussions between the two firms are being held.

At the Times, senior vice president Benjamin Handelman indicates that it may be as much as two weeks before a sale agreement may be reached.

The intention to spin off its music publishing division surfaced recently (Billboard, July 31), less than three years after the Times had acquired the Metromedia-Tommy Valando catalogs for a reported \$4 million.

ABC Cuts To 5 Warehouses

LOS ANGELES—Don England, ABC Records vice president of sales/distribution, has trimmed down warehousing from eight to five nationally and strengthened coordination with the addition of branch marketing coordinators.

ABC has closed depots in Boston, Beltsville, Md., and Cleveland. Remaining depots are in Woodside, N.Y., Elk Grove, Ill., Dallas, Atlanta and Burbank.

Additionally, ABC Records has added a sales office in San Francisco.



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SP 4595

Produced by Ian Samwell and Hummingbird



FBI Bags Illegal Texas Tapes

• Continued from page 1

The raids continued throughout the state during the week following the initial assault on July 24. "These things have a way of snowballing," says Ted Gunderson, special agent in charge of the FBI's Dallas office. "One guy we hit will tell us of others and it just keeps spreading. So there will be a continuous investigation for months to come."

No arrests were made in any of the raids, but information obtained as a result of investigations related to the Texas operation will probably lead to arrests in the near future of manufacturers and suppliers of pirated product, FBI sources say. These arrests are the primary objective of the recent raids.

"As a result of this raid, we are gathering information for the U.S. Attorney's office and we would anticipate grand jury action against possible suppliers and manufacturers in the near future," Gunderson says.

"Although we hit the retail end here," says Charles Steadman, media relations officer for the FBI's Houston office, "our efforts are aimed at the distributors and manufacturers. The idea is to scare the retailer so he won't rebuy the illegal product. But hopefully he'll also identify the person who brought him the stuff, and that person in turn will identify the one he got it from."

Aside from directly removing the allegedly illegal material from the market, the raids were also intended to serve as a strong warning to deal-

ers that they will be arrested for any future violations.

Gunderson adds that his office suspects that the manufacturers of the alleged pirated tapes are probably located in the Southwest U.S. None of the FBI spokesmen, however, would comment on a report that some of the bootleg manufacturers are operating factories in Mexico and smuggling the pirated product across the border.

But Andrew Ortiz, editor and publisher of Mundo Musical Internacional, a Latin music magazine, says, "We know that some manufacturers are operating in Tijuana and Mexicali. They bribe the border guards to look the other way while they slip the stuff across, then they ship it from there to places all across the U.S."

Ortiz helped organize a meeting between FBI agents and representatives of Latin record companies held a week before the raids started.

The Latin company representatives supplied the FBI with names of suspected pirate selling product dealers and helped instruct the agents on the identification of illegal Latin product which was included among the material seized.

The pirated tapes, which were selling on the streets from \$1.50 to \$2, contained material duplicated from dozens of record companies in the pop, country and Latin fields. Although FBI sources refused to identify the specific artists or labels involved, one spokesman says the confiscated material was composed of "almost anything that is currently

popular on a mixture of labels." The pirated material included current hits as well as older product.

Gunderson says the 50,000 tapes confiscated in the jurisdiction of the Dallas FBI were being stored pending possible court action. The other two FBI offices involved were also storing the confiscated tapes in their jurisdictions, Houston with 40,000 and San Antonio with 17,000.

The FBI in recent months has stepped up its operation against tape piracy. Losses to record companies were enormous in the past year as a result of underground production, FBI sources say.

The stepped up FBI campaign reflects its recent policy shift, giving the music piracy problem a high priority on its list of white-collar crimes. "We're not doing this because we're worried that Elton John is starving," explains the FBI's Steadman, "but the loss to the government in tax revenues from unreported sales is substantial."

This is the first time that raids of this magnitude have been conducted in Texas, although the FBI has conducted similar operations in California, Arizona and Louisiana. Some FBI agents from Los Angeles, San Diego and Phoenix were sent to Texas in preparation for the raids because agents in the Texas offices were not as familiar with the tape piracy business. Los Angeles agents in particular are considered experts in the matter.

Although the FBI's Los Angeles office refused to take credit for the Texas operation, Fritz Bohne, news media coordinator for the FBI's office in San Antonio, says the raids were coordinated out of Los Angeles.

And an FBI spokesman in the Houston office adds: "The office in L.A. is pretty much responsible for what's going on across the country in the piracy thing. They're kind of coordinating from there."

Representatives of many American record manufacturers assisted the FBI in the operation as did industry organizations such as the RIAA and NARM.

Storer Regains 646,229 Shares

LOS ANGELES—Storer Broadcasting Co. has repurchased 646,229 shares of its common stock from the executors of the estate of founder George B. Storer for \$22.50 per share or a total purchase price of \$14,540,152.50 cash.

As a result of the purchase, the total issued and outstanding shares of Storer common stock have been reduced by 14.2% from 4,548,065 to 3,901,836. The repurchased shares will be held as treasury stock pending further determination by the board of directors.

RCA Top Brass

• Continued from page 3

ective vice president and president of RCA Communications, of which the label is a division.

As to the future, Hawkins would only comment that "It's still too soon to respond more definitively on RCA's SelectaVision videodisk project and what role RCA Records might play in its development and marketing."

The convention focus was on the role of talent and product. A 10-screen multimedia presentation spotlighted the major release thrust for late summer and fall which Glancy believes will produce a second half eclipsing the marks of the first six months.

Market Quotations

As of closing, Thursday, August 5, 1976

1975		NAME	P-E	(Sales 100s)	High	Low	Close	Change
High	Low							
39%	19%	ABC	31	328	36%	35 1/2	35%	- 1/2
9%	4%	Ampex	14	111	8%	8 1/2	8%	- 1/2
9%	2%	Automatic Radio	9	55	8%	7%	8%	+ 1/2
20%	10%	Avnet	8	433	20%	19%	20%	+ 1/2
25 1/2	15	Bell & Howell	-	45	20%	20%	20%	+ 1/2
61	46 1/2	CBS	12	508	59%	59 1/2	59 1/2	+ 1/2
7%	4%	Columbia Pictures	6	95	5%	5%	5%	- 1/2
16%	8%	Craig Corporation	5	42	15%	14%	14%	+ 1/2
63	48%	Disney, Walt	22	1035	52%	51	51 1/2	- 1/2
5%	3%	EMI	13	48	4%	4	4	- 1/2
20%	18%	Guif + Western	5	585	19 1/2	19%	19%	+ 1/2
7%	5	Handyman	11	28	6	5%	6	-
27	14%	Harman Industries	5	10	20	19%	19%	- 1/2
8%	3%	KTLT	6	4	20%	20	20	-
11%	7	Lafayette Radio	7	9	8 1/2	8 1/2	8 1/2	- 1/2
25 1/4	19%	Matsushita Electronics	18	175	22%	22%	22%	+ 1/2
36%	29%	MCA	5	125	30%	30%	30%	-
15%	12%	MGM	7	106	13%	13%	13%	- 1/2
65%	52%	3M	23	752	60%	59%	60	- 1/2
59	41 1/4	Motrolia Inc.	26	332	56%	55%	55 1/2	- 1 1/2
33	19%	North American Philips	8	103	33	32	32	- 1/2
23 1/2	14%	Pickwick International	9	9	20%	20%	20%	-
5	2%	Playboy	24	14	3 1/2	3%	3%	- 1/2
30%	18%	RCA	14	881	29%	27%	27%	- 1 1/2
10%	8%	Sony	30	1944	9%	9%	9%	+ 1/2
40%	16	Superscope	7	65	27%	21	21	+ 1/2
47%	26%	Tandy	10	1046	33%	32%	32 1/2	- 1/2
10%	5%	Telecor	8	6	7 1/2	7 1/2	7 1/2	- 1/2
4%	1%	Telex	10	78	3%	3%	3%	-
7%	2%	Tenna	12	73	3%	3%	3%	- 1/2
12%	8%	Transamerica	10	1661	12%	12%	12%	+ 1/2
15	8%	20th Century	6	79	10%	9%	9%	- 1/2
25%	12%	Warner Communications	6	86	19%	19%	19%	- 1/2
40%	23%	Zenith	19	711	34%	34	34 1/2	+ 1/2

OVER THE COUNTER	P-E	Sales	Bid	Ask	OVER THE COUNTER	P-E	Sales	Bid	Ask
ABKCO, Inc.	-	3	3	3 1/4	M. Josephson	2	2	7 1/2	7%
Gates Learjet	3.6	70	11 1/4	12 1/4	Schwartz Bros.	13	-	4 1/4	4%
GRT	-	15	12 1/2	13%	Wallich's M.C.	-	-	1/16	5/16
Goody, Sam	3	-	2 1/2	2%	Kustom Elec.	7	-	2%	8%
Integrity Ent.	4	8	1/2	1%	Orrox Corp.	-	-	1/2	1
Koss Corp.	8	6	6%	7%	Memorex	16	48	26%	26%

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ENGLAND DAN & JOHN FORD COLEY WOULD REALLY LOVE TO SEE YOU TONIGHT. OBVIOUSLY, THE FEELING IS MUTUAL.

England Dan & John Ford Coley on tour:

AUGUST:

- 6 Carowinds, Charlotte, North Carolina
- 7-8 Six Flags, Dallas, Texas
- 10 Concord Auditorium, San Francisco
- 13 Ravinia Festival, Chicago, Illinois
- 15 Notre Dame Convocation Center, South Bend, Indiana
- 16 Memorial Coliseum, Fort Wayne, Indiana

- 18 Pine Knob Pavillion, Detroit, Michigan
- 21-22 Six Flags, St. Louis, Missouri
- 23 Civic Auditorium, Omaha, Nebraska
- 26-29 Greek Theatre, Los Angeles

SEPTEMBER:

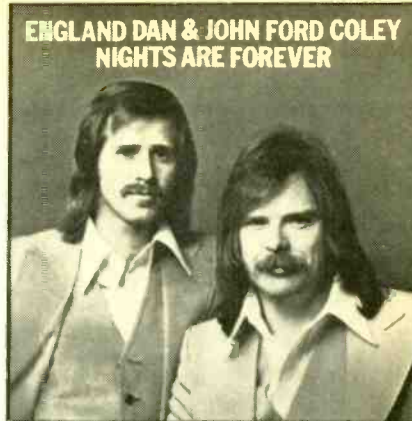
- 2 Canadian National Exposition, Toronto, Canada
- 3 Blossom Music Festival, Cleveland
- 7 Pine Knob Pavillion, Detroit, Michigan

England Dan & John Ford Coley have been singing together for quite a while. And their new hit single, "I'd Really Love To See You Tonight" proves it.

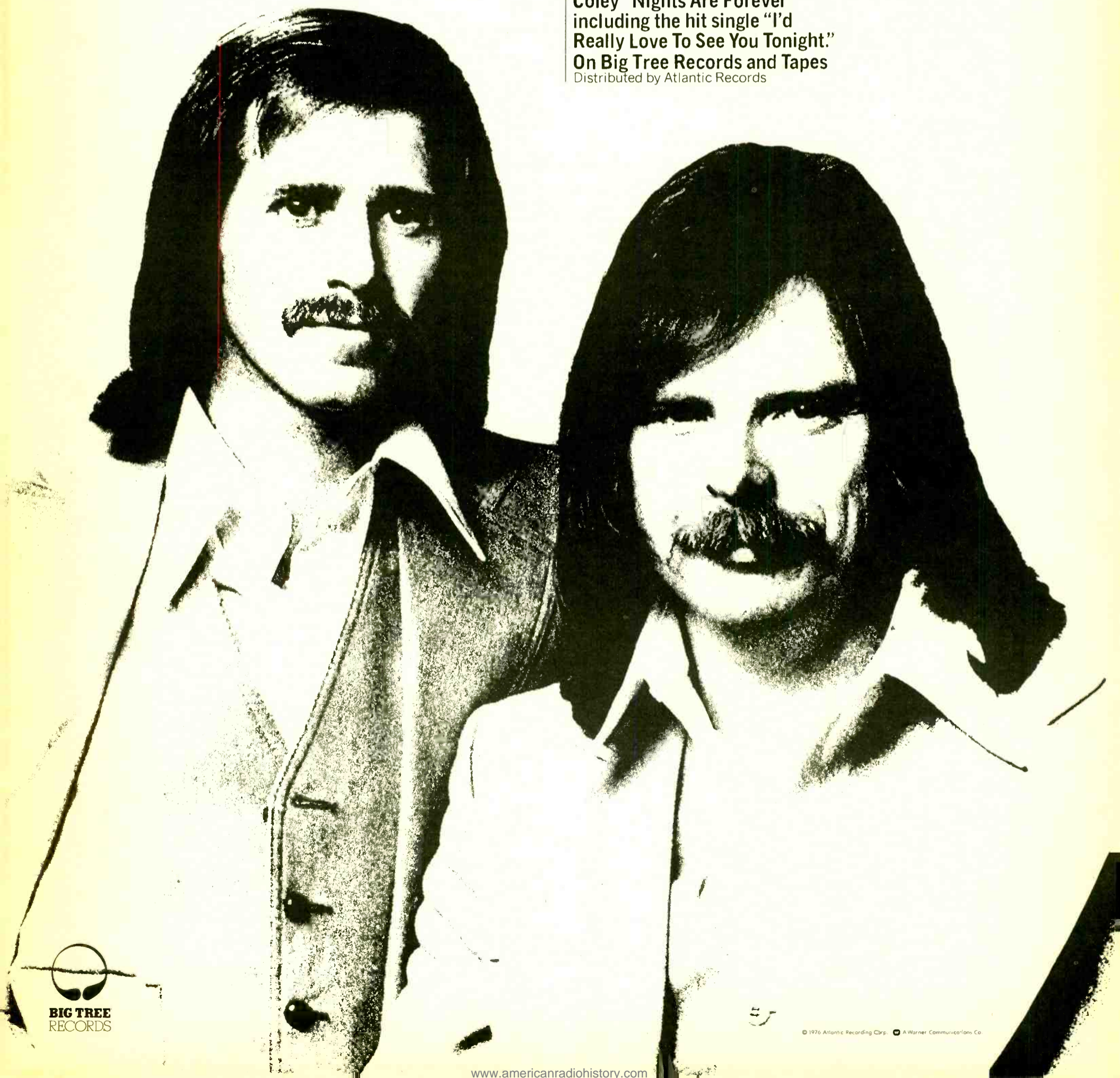
Their high, tight harmonies, and their soaring melody line have made "I'd Really Love To See You Tonight" a huge summer hit. But there's a lot more to England Dan & John Ford Coley, and you can hear it on their new album "Nights Are Forever."

England Dan & John Ford Coley. See and hear them every night on Big Tree Records and Tapes.

England Dan & John Ford Coley "Nights Are Forever" including the hit single "I'd Really Love To See You Tonight." On Big Tree Records and Tapes
Distributed by Atlantic Records



Produced by Kyle Lehning
BT 89517
Susan Joseph—
Twin Trumpets Production



Artist Development Capitol Goal

Singles, LPs & Careers Vital, Says Don Zimmerman

By CLAUDE HALL

LOS ANGELES—"We're in the artist development business," says Don Zimmerman, Capitol's chief executive officer and executive vice president, "and that means singles to albums to long-range careers and relating the artist to the consumer."

Artist development means building a catalog of an artist in such a manner that it always remains vital.

In this regard, he mentioned the recent repackaging of the Beatles' "Rock 'N' Roll Music" two-LP set and previous repackaging of the Beach Boys. "Not only are sales of the Beatles package doing exceptionally well, but, equally significant, it revitalized their entire catalog, both as a group and as individuals. All at regular price.

"I would say that catalog sales, as a direct result of the promotion hinging on the repackage, leaped three-fold. We can run Beatles promotions all year long, of course, but that package gave us the perfect vehicle

to merchandise them more effectively."

He says that Capitol will continue to repackage Beatles, "But with a certain amount of integrity so that consumers won't be misled. He or she may already have all of the songs on various albums, but would prefer the new concept version that we'll be providing."

"In terms of profit, you can't make enough money on singles to support employes or artists. Perhaps a small company can still make money with singles, but a large company (Capitol has roughly 3,800 employes) has to make valid budget projections. And you can't fool yourself on those projections.

(Continued on page 72)

DEVELOPS OWN ACTS

Ariola Sticks To Controlled Growth

By ED HARRISON

LOS ANGELES—After its first year in business, Ariola America is adhering to its policy of developing new talent instead of becoming in-

involved in the competitive battle of signing established acts.

The objective behind Ariola, explains Jay Lasker, label president, is to continue to provide a small label that's highly personalized and flexible to meet the needs of budding artists whom larger companies don't have the time and finances for.

"Many acts leave a label because they weren't handled properly," says Lasker. "There's less chance of that happening with a smaller label because we're able to devote the attention."

With 10 acts currently on its roster, most with non-established track records, Ariola has had a number of singles on the pop and soul chart, most notably Sons Of Champlin (Hot 100 and LP charts) and Billy Ocean on the soul chart.

In holding steadfastly to expanding at a minimized rate, Lasker feels the economics aren't right for buying top name acts, despite Ariola being owned by Bertlesman of Germany, the second biggest media association in the world.

"If our guess is wrong on a name act that previously sold well, our other acts can't balance the loss. There must be a balance between established acts with dedication to new ones."

Lasker says that you only see the winners in big companies and that "there must be 50 losers to every winner."

Insofar as to what has selling potential, he feels it's a purely instinctive business. "It's like a fireman jumping when he hears the bell. When you hear a record with hit possibilities, there's a voice that says 'go and do something with it.'"

Lasker feels that advertisements for established acts are served up "like a menu—here it is, we've got it." Although he admits this approach sells records, it also makes it difficult on new acts because nobody has ever heard of them, therefore limiting its success. "Advertising must be done on a selected basis with the market in mind."

'SELMA' CAST LP ON WAY

NEW YORK—"Selma," original caster of the staged musical tribute to the late Dr. Martin Luther King, is being rush-released by Cotillion to coincide with the play's opening at Detroit's Music Hall Center Tuesday (10).

The label has built a sales campaign to center around scheduled openings of the show in Chicago, Baltimore and then New York later this fall.



Don Zimmerman: artist careers are his concern.

Free Advice To Disco Ops Offered By N.Y. Firm

By RADCLIFFE JOE

NEW YORK—In a move aimed at discouraging what is felt to be an escalating problem of rip-offs by disco equipment and package deal suppliers, operators of a N.Y. lighting equipment supply company have begun offering free consultations and seminars to anyone seeking advice in setting up a discotheque.

According to Howard Rheiner, sales manager of the 40-year-old Times Square Theatrical & Studio Supply Corp., the company has been propelled into the move by an alarming number of disgruntled discotheque operators who have been turning to it for help in undoing wrongs committed by so-called experts in the disco business.

In a critical broadside that is almost guaranteed to spark the ire of disco package suppliers everywhere, Rheiner says that one of the major problems of the disco industry is that it has spawned too many overnight experts.

These include many total concept designers, package deal suppliers who offer unwitting discotheque op-

(Continued on page 43)

Memphis Acad. Elects Phillips

MEMPHIS—Johnny Phillips, 28, engineer-producer for Select-O-Sound Recording Studio, has been elected president of the Memphis Chapter of NARAS.

Other new officers: Ted Sturges of Audio Dimensions Studio, first vice president; Gerald Stephenson of Malaco Sound Studios in Jackson, Miss., second vice president; Batelle Axton, founder and owner of Fretone Records, secretary; Jud Phillips Jr., Southern office manager for Phonogram and Mercury Records, secretary-treasurer.

The new Board of Governors: Ron Capone, B. B. Cunningham Jr., Don Dortch, Jack Gilmer, Carl Marsh, Bowlegs Miller, Dick Steff, Phyllis Wickham and Robert Thomas.

Robert Taylor, president of the Memphis musicians union local, was elected the chapter's national trustee. Eddie Ray, president of Eddie Ray Music Enterprises, Inc., was elected alternate.

A Brooklyn Raid

NEW YORK—A raid by investigators from the Consumer Frauds and Economic Crimes Bureau here resulted in the arrest of Melvin Cox for the alleged sale of pirated recordings.

The raid conducted July 13 turned up a number of alleged pirated recordings at his Record Distributing Corp. in Brooklyn.

Cox faces a fine of up to \$100 and/or imprisonment for up to one year per count.

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Eric Kaz
Steve Katz
Doug Yule

SIDE ONE

Light of Your Love
eric kaz & craig fuller

Such A Beautiful Feeling
eric kaz

Back In '57
steve katz

Lady Blue Eyes
doug yule

Let Me Down Easy
eric kaz & craig fuller

M

steve katz

SIDE TWO

The Woman In Your Heart
craig fuller

Love Has No Pride
eric kaz & libby titus

Queen of All My Days
doug yule

Drive Away
eric kaz

Call Me, Tell Me
craig fuller

End of a Love Song
george martin & eric kaz

produced by George Martin



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UA-LA650-G

American Fever



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XXXX
Bob Ringe



New Companies

Marsel Records Inc., a division of Marsel Enterprises Inc., has been formed in Hollywood by Gavin Murrell, president of the label. Offices are located at 6464 Sunset Blvd. with initial release planned for September.

* * *

Mellyric Music, ASCAP, is launched in Cleveland, Tenn., by Dr. Donald B. Gibson. First release is by Don Revere on the Revere label.

* * *

Sky-Child Records formed in Oswego, N.Y., by Alvin Dahn, who has previously released singles on the Yo-Yo and Schuyler labels. First release on Sky-Child will ship this fall.

* * *

VIZ Record Co., Inc. and VIZ Music Publishing, ASCAP, founded in Glen Ellen, Calif., by R. Jay Vizcarrondo. Initial release is "There Was A Time"/"You Are You And I Am I" by Jason Stone.

* * *

See Factor of New York has opened See Factor Pacific in Hollywood. Firm specializes in lighting concerts and nightclubs.

* * *

Austin Tojas Sounds, a management and booking firm, started in Austin by Carlyne Majer. Marcia Ball has signed the first management/booking agreement. Among the acts being handled are Sir Doug & the Texas Tornadoes and Alvin Crow & the Pleasant Valley Boys.

Jim Mahoney & Associates, entertainment industry public relations firm, will be known as Mahoney/Wasserman & Associates, Inc. with the addition of Paul Wasserman as a partner. New offices in Beverly Hills will be located at 9885 Charleville Blvd.

* * *

Ersel Hickey and Ruth Lieberman of Rameses II Records have opened an independent distributorship in New York called the Ram/Com Distribution Corp. First label distributed will be their own.

* * *

Kieffer/Jaffe, a new advertising firm with specialization in the audio/electronics fields, formed in Los Angeles by Lawrence Jaffe and Townsend Kieffer.

* * *

Al Bunetta Management in Los Angeles has relocated to 4121 Wilshire Blvd. Associated companies involved in the move include Baad Bus Co., Big Ears Music, Inc., ASCAP, and Gamma Annie Music, Inc. BMI.

* * *

Kingdom Sound, a 16-track studio has opened in Syosset, Long Island, headed by Bill Civitella.

* * *

Phil Strassberg Public Relations formed in Los Angeles by the veteran newspaperman and publicist. Initial clients include Muledeer, Judy Carter and Eddy Manson. Firm is located at 5151 Woodman

Ave., Sherman Oaks, Calif. (213) 789-4182.

* * *

David Brokaw and Kathy Gangwisch, publicists, have formed Brokaw-Gangwisch Public Relations in Kansas City, Mo. The agency will work in conjunction with the Brokaw Company of Los Angeles.

* * *

Nice Man Management, Inc., a talent management firm, launched in Spencer, Iowa by Larry A. Johnson and Gregg Schuller (712) 262-7839.

* * *

Irvin Arthur Associates, a new personal management firm, formed in Los Angeles by Irvin Arthur, former entertainment booking agent. First clients include Muledeer, Judy Carter, Stephen Michael Schwartz and pop group Strut.

* * *

David Libert Agency, a new booking firm, formed in Los Angeles by David Libert. First signing is Boots's Rubber Band.

* * *

Around The Sounds-Jazz launched in Los Angeles by Christine Caparelli. Organization is dedicated to the promotion and support of jazz on the West Coast through seminars and workshops. Members include Laurindo Almeida, Joanne Grauer, Rod McGrew and Patrice Rushen. Willie Bobo is executive vice president. Organization is located at 2614 Carnegie Lane, Redondo Beach, Calif.



SONG AND DANCE—Dr. Hook, Capitol Records group, isn't bashful when it comes to performing—anytime, anyplace. Here, Ray Sawyer (in hat with feather) claps hands as Dennis Locorriere strums and sings in the middle of Harrods department store, Knightsbridge, London. Group dropped by the record department to autograph its latest album "A Little Bit More." Bill Francis is at left, next to Rik Elswit, Janed Garfat in rear at right in glasses.

FOR JAPANESE MARKET

N.Y. In Direct To Disk Parade With Pair Of LPs

By ALAN PENCHANSKY

CHICAGO—Two direct to disk albums were cut last week at Media Sound in New York City, indicating that a resurgence of interest in direct mastering is not restricted to California alone (Billboard, July 31).

However, the LPs—one a big band, the other a salsa session—will not be released in this country. They were cut here for the Japanese market, to appear on Nippon Phonogram's Eastwind jazz label.

N. Ito, president of Nippon Phonogram, was in the country for

the taxing direct disk sessions, being produced in conjunction with Ivan Mogull Music based in New York. In May, Ito had captured the Cedar Walton jazz sextet at Media Sound, using the direct disk process.

Last year, Ito explains, Eastwind cut its first direct disk album, "That Three," featuring Shelly Manne, drums, Ray Brown, bass, and Joe Sample, piano, in California. The disk was supervised by the late Oliver Nelson.



If they left out the material for tomorrow's big meeting...



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Copyright

• Continued from page 3

under leadership of chairman Robert W. Kastenmeier (D-Wis.).

The euphoria produced optimistic estimates that the full Judiciary Committee might need only one or two hearings to vote its acceptance of the amended bill.

But uncertainties remain as the 34 members of the parent judiciary committee become embroiled in major issues like a cable tv compulsory licensing rate: the new concept of a permanent three-man copyright royalty commission, and a modified approach to the compulsory licensing use of nondramatic musical works by the Public Broadcasting Service something equally new to the House Judiciary committee.

Among other changes from the basic working text of S.22, the Kastenmeier Subcommittee dumped the Senate bill's copyright royalty tribunal concept, with its periodic meetings of ad hoc panels chosen from the membership of the American Arbitration Assn. Instead, the subcommittee voted for a permanent, Presidentially appointed three-member royalty commission to conduct future statutory rate reviews.

Still open to further amendments in the full Judiciary committee are mechanical rates. The subcommittee raised the compulsory licensing rate for recording music to 2 1/4 cents per tune, or .6 of one cent per minute of play. The Senate bill's rate is 2 1/2 cents and 1/2 cent per minute of play.

Dutch Hail 'Jesus'

LOS ANGELES—The "Jesus Christ Superstar" MCA soundtrack has reached the quarter-million sales mark in Holland, making it the best selling package in Dutch history. EMI-Bovema is the MCA licensee in Holland.

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Graham Parker's "Howlin' Wind."
Featuring the single, "Soul Shoes." (73834)
(Graham Parker's debut American tour is now in progress)

"City Boy."
Featuring the single, "Haymaking Time." (73835)



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8-Track MC8-1-1095
Musicassette MCR4-1-1095



Mercury SRM-1-1098
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Musicassette MCR4-1-1098

Spend a fun-filled evening on the town with our seductive little temptress, Jennifer. You'll start off your dream date by slugging down beers (limit 2) at the world famous Ed & Marie's Tap. Then, a quick bus ride whisks you across town for a full two-course dinner in the exclusive "V.I.P." Room at Elmo's Diner. For action, two complimentary lines of bowling await you at Strik-O-Rama (shoes not included). And to cap off a perfect night, free admission to the scenic, second-story observation deck at the airport. All-in-all

it's an evening you'll find hard to forget. To win, just correctly identify the week that the new Graham Parker and City Boy albums will first appear on the charts. Write your guess on a 3x5 card and enclose it in an envelope along with the continent of Australia and the roof off your house. Send it to Mercury Records and if you win, we'll send you Jennifer.

But hurry, the contest deadline is October 31, 1952 . . . and Jennifer's not getting any younger.



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Judge Rules On Distributions

• Continued from page 3

fore the Robinson-Patman act doesn't fully apply.

Maxwell Keith, counsel for the Zoslaws, has filed a motion asking Judge Harris to reconsider his judgments.

Judge Harris held that plaintiffs' contention that the two defendants were engaged in interstate commerce was not documented. He noted that an insignificant number of drop shipments had been made to defendants' customers from out-of-state sources. In the Eric-Mainland finding, an affidavit from Richard Orr, distributor controller, showed the following:

Year	Value of Drop Shipment Sales To S.F. Bay Area	Total S.F. Bay Area Sales
1971	\$10,844	\$2,324,596
1972	\$ 9,539	\$1,640,068
1973	\$ 6,443	\$3,834,670
1975	\$ 909	\$3,341,595

No reference to 1974 was made except to note that no drop shipments were made in that year.

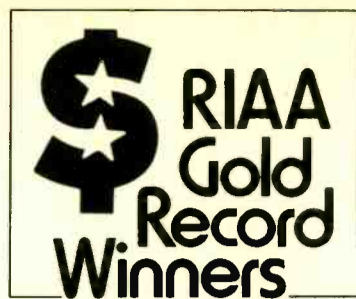
Judge Harris also emphasized that testimony indicated that less than .02% of the indie label house busi-

ness since 1973 was done in drop shipments. The judge noted that there must be considerable interstate shipping. Both defendants argued that they were in intrastate commerce, with the judge picking up on the fact that both the WEA branch and Eric-Mainland stayed primarily within the state of California's borders.

In the Eric-Mainland decision, Judge Harris pointed up that Mrs. Emily Champlin, distributer, in an affidavit disproved the plaintiff's contention that records are ordered at the customer's 'instance,' hence placing the entire transaction in which records and tapes enter from out of state, pass through the warehouse and thence to a customer in a continuous stream of commerce, thus satisfying the "in commerce" requirement of the federal law.

She testified that recorded product is ordered on the basis of anticipated sales and not specific customer requests. She denied ever having ordered from a label based solely on an advance solicitation by distributer salesmen. Other testimony indicated that product remains on the average of two months in the warehouse before it is sold.

In the WEA finding, the judge held that the only interstate shipments were "a few drop shipments of Nonesuch albums" which were insufficient to apply Robinson-Patman Act jurisdiction.



Singles

Starland Vocal Band's "Afternoon Delight" on Windsong; disk is its first gold single.

Albums

Helen Reddy's "Music, Music" on Capitol; disk is her eighth gold album.

Steve Miller Band's "Fly Like An Eagle" on Capitol; disk is its second gold album.

David Bowie's "Changesonebowie" on RCA; disk is his sixth gold album.

A PBR Followup

LOS ANGELES—PBR International's second single through T.K. Records is "Baby Let's Go To Mexico" by J.J. Light. T.K. has already released "The House Is Rockin'" by Bobby Caldwells from PBR. T.K.'s territory is the U.S., Mexico and South America for all PBR product.

Chicago Flip Side Stores

• Continued from page 3

buy besides music—head supplies, concert tickets and clothing."

Rosenbaum hastens to add that the new venture is not simply a record store with a clothing department, but a complete clothing store. "We've got shoes, we'll have leather coats, suits. It's not just pants."

The brothers say they opened with \$30,000 in records and \$50,000 in garments. Giving equal space to each, an imaginary line runs through the store's center. T-shirts, head supplies, blank tape and record care products also get prominent display.

"We're working very hard to make it one store," Larry explains. "We don't want it to look like a clothing store using records as a prop."

The brothers were asked what is involved in selling clothing, as contrasted with records.

Larry: "It's a whole different thing from the record business in the buying alone, when you're buying for three months in the future, instead of buying merchandise that you're going to pick up tomorrow. All of our back-to-school merchandise has been ordered for two months."

Carl: "As far as working the store itself it's a lot different in that you don't sell records, you don't go out

and ask your customer, 'Hey, can I help you, have you heard the new Led Zeppelin?' Clothing has to be sold, you have to have people on the floor."

Larry: "It's hard to find the right personnel, because you want them laid back in records and aggressive in clothes and not have the aggressiveness feed over into the record department."

The brothers explain that all store personnel work both records and clothing.

"We've found it's a lot easier to learn to sell clothes than to answer questions about music," Larry explains, pointing out that they would rather train knowledgeable record personnel to sell clothing, than work the other way.

"The Flip Side stores have a reputation for being knowledgeable," he notes, "and it's very important that our sales people be able to answer questions about product."

"There's so much more to learn about music," both brothers affirm.

They say they will not be able to assess the experiment with clothing until after the fall season.

Launched in June, the new Flip Side anticipates Playtique, a combined record store/boutique to open Aug. 16 in the Playboy Building on North Michigan Ave. (Billboard, July 4). There the slogan is "Clothes for your body, music for your soul."

Waring At Festival

STROUDBURG, Pa.—Fred Waring, with a 200-voice chorus rather than orchestra, will highlight the Song of America Festival to be staged Aug. 19 at the Worldwide Church of God Conference Center.

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Contemporary Acts Spur WB Music \$

• Continued from page 4

been on a signings kick because of its success in the market with those contemporary artists whose music it has placed on recordings or in the print (folio book) area.

Income from contemporary artists represents 70% or more of WB Music's earnings, Silvers says. The remaining 30% accrues from the firm's long established catalog.

"In 1971 we had no contemporary music," Silvers says in his Sunset Blvd. office overlooking Beverly Hills. "We always had a well earning standard catalog ... but people were beginning to say that publishing was dying. Now, I think people in the business are acquiring a healthy respect for publishing again."

Several months ago Silvers spoke of taking it easy, but business has been so brisk that he finds there is no time for letdowns. Business has been building by 30% for the past few years, he says. The firm's L.A., New York, Nashville and overseas offices have all contributed to the music wing's success. Posted first six months earnings before taxes were \$2.9 million (up from a similar period in 1975 of \$2.2 million) or earnings after taxes of \$1.5 million (up from \$1.1 million for the same period last year).

The music operation's figures are generally combined with those of Warner Communications Inc. record labels (Warner Bros., Atlantic, Elektra/Asylum) and the combined quarterly figures—recently announced in New York (Billboard, July 31)—have accounted for more than 54% of Warner Communications' income.

In recent months Silvers has strengthened his songwriter roster by signing Gary Wright (renewal), the Eagles, Jackson Browne (renewal), Yes, Sweet, Genesis, Rush, Michael Franks, Lomax, Jackie Carmine Appice, Shawn Phillips, Daniel Moore, Steve Cannady, Harlan Sanders (out of Nashville), Gary Tigerman, Adam Mitchell, Bob Lenox and Elliot Tucker. The last three are staff writers.

Silvers only has 10 staff scribes, claiming "that's all we can handle on a one-to-one basis." Tim Wiperman operates the Nashville office and Marks the Manhattan outpost.

"Most of the writers are in Los Angeles," Silvers says, adding: "One of the things I am trying to do is develop the same image in New York that we have in L.A. So we are looking for a song craftsman. We need to build a staff of New York writers and we need someone to fill a job without title, someone who has been on the fringe of success, is totally aware of song structure, has contacts and knows how to promote."

Working with Marks in New York in the professional department are Peter Mohen and Ivan Augenblick. Working in the Coast professional department are Craig Aristei, head of the department plus staffers Bob Stabile, Michael Sandoval and Chris McNary.

In signing Yes, the progressive rock band on Atlantic, WB Music sees its material as crossing into the jazz field. "Yes' music is very complex," notes Silvers. "But with the emergence of jazz artists again, we feel they'll be interested in recording their music."

"We feel the impact of jazz. We've signed for print Chick Corea, Stanley Clarke and John McLaughlin." Corea's first songbook (\$5.95) will be out within two months.

Silvers acknowledges that his professional staff does best when it has songs written by singer/writers which can be used by other artists in their albums.

"The major part of our income comes from recording artist's own mechanical sales and his performances, but you can develop a large part of your income from print and from cover recordings."

"Single business dollars are very small. Very few people are cutting singles for the sake of cutting a single. The song usually emerges as a cut on an album."

Silvers estimates that more than 50% of his signings were done before

the act became a known entity.

"The trick," Silvers says confidently, "is to recognize music before it becomes the pop music of the day."

The Nashville office, currently operating with its third head in three years, ("the others didn't work out for us") is primarily concerned with placing country copyrights. Silvers believes it will take upwards of five years to "build authenticity and image there. We're just an entity there now."

The publisher's folio business has its own star sparkling roster of new and established names: Bill Withers, Bob Dylan, James Taylor, Eric Carmen, Stanley Clarke, Chick Corea, Stephen Stills, Patti Smith, Joe Walsh, Neil Diamond, Boz Scaggs, Leon Russell, Dan Fogelberg, Linda Ronstadt, Grateful Dead, Jefferson Starship, Don Kirshner Music and Fools Gold, among others.

What Silvers has done in five years is aggressively romance the top names in pop music to add additional strength to the firm's prestigious middle-of-the-road standards catalog. He has also developed a small company atmosphere with this giant publishing house, where rank doesn't matter, only getting the right song to the right artist.

The Warner Communications family of labels are among Silvers' clients, but by no means is he an in-house publishing outlet.

The firm's company owned publishing ventures in England, Germany, France, Italy and Australia are erupting with profitability," Silvers boasts.

"They are staffed with the same kind of young, aggressive, music oriented people that we have in the U.S. We don't want to be known as a banking company."

A banking company? "Yes. Publishers had developed the image of becoming financiers for artists and artist managers. You need a happy balance of financier and musician. You need to be able to exploit the music and fulfill your role as publisher."

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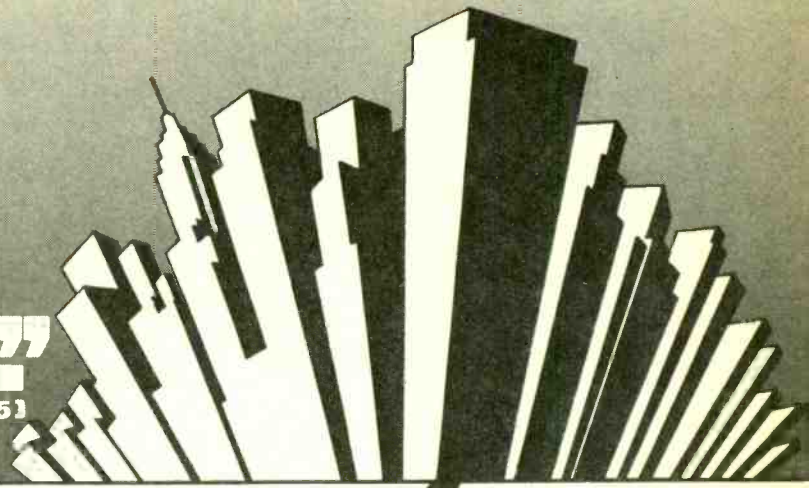
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Produced by Eddie Kilroy

Label Execs Assert Ads On TV Are Now Major Experimentation

By PAUL GREIN

LOS ANGELES—Television advertising of records and tapes—a field once limited almost exclusively to mail-order houses and outfits like K-Tel—is now an area of major experimentation on the part of key labels, a survey of advertising executives reveals.

This has happened as labels began to overcome their skepticism that tv is too expensive, that record ads on tv

“look cheap,” that the tv audience is too broad, that the visual element of tv can hurt a record act, and that time buys would be too complex to negotiate.

The increasing label involvement with tv is demonstrated by Joel Davis of American Media Consultants, a firm that places ads for MCA, Warner Bros., Motown,

Capitol, Island and the WEA group, in addition to 40 other non-industry advertisers.

“Of the \$90 million of broadcasting time we buy a year, roughly \$5-\$6 million goes for label ads. The figure for the first six months of this year has doubled over the first six months of 1975. We’re not increasing our number of label accounts, but there is more activity with the ones we do have.”

Capitol has always been one of the most active labels in tv. Its first major campaign, for the Beach Boys’ “Endless Summer” LP two years ago, cost \$300,000, according to Dan Davis, the label’s merchandising-advertising-creative services head, and resulted in a No. 1 charting and sales of more than 2 million units.

Capitol’s biggest campaign to date is the \$500,000 effort to promote the Beatles’ “Rock N’Roll Music” LP, while a “Soulful Summer” tv push is planned to pitch Tavares, Natalie Cole, Nancy Wilson, the Sylvers, Bill Cosby and new group Sun.

“We make spots on probably 50% of our acts now,” says Davis, who also cites pushes behind Wings, Helen Reddy and the Steve Miller Band.

Still, Capitol is conscious of the cost issue, which has long been the major stumbling block to tv advertising.

Davis notes that “just production on an average 30-second tv spot will run \$2,500 to \$5,000. On a 60-second spot it can go as high as \$10,000 to \$12,000. But an average radio spot only costs \$300 to \$500 to produce.”

One reason for the limited availability of tv time, and hence the inflated costs for it, is given by American Media’s Joel Davis.

“Eighty-eight more national advertisers have just started using tv. Sears, for example, is now one of the largest tv users, while until a few years ago they were print-only.”

Mickey Elfenbein, vice president of K-Tel, offers several other reasons for the high costs.

“Rates are high every four years because you have the primary and federal election coverage and also the Olympics using up available tv time.

“But this year we’re also coming out of a recession, so major advertisers are spending what they didn’t spend a year or two ago. And, as a result, you have tv stations jacking up their prices. Since the rates have become so astronomical, everyone’s looking for new ways to advertise.

Barry Grieff, advertising director for A&M, points out that the costs of a massive tv campaign may even be prohibitive. “When you start talking about spending \$500,000 to promote an album, you could go gold and still wind up losing money.”

A&M nonetheless is coming off a major “Christmas In May” tv campaign, is planning a tv push for “Frampton Comes Alive” aimed at the over-25 demographics in 50 secondary markets, and will have its most comprehensive campaign to date in the fall.

One problem with both the lack of
(Continued on page 26)

New Format At Conn. WWYZ For Adults

WATERBURY, Conn.—WWYZ, a 50,000-watt FM outlet here, has finally ended its beautiful music programming and has shifted to an adult contemporary format under the direction of veteran Hartford air personality Bob Craig. The formerly-automated station now has live personalities.

Craig, who served as mid-day personality at Hartford’s WDRC for six years and then moved to WPOP in the same slot until that station dumped its Top 40 format, believes he is filling one of the gaps that exists in Connecticut broadcasting by airing an adult format at WWYZ. “We’re playing the soft side of rock,” explains the program director. “We play songs of life, love, and loneliness.”

Craig is billing the station as “YZ—Connecticut’s natural 92,” with 92 being the frequency of the FM station. Since the station began airing adult music, response has reportedly been tremendous. The format shift began June 21.

WWYZ was the former WATR-FM. Both stations, WATR-AM and WWYZ are still housed in the same building. WWYZ has had a stormy background, first simulcasting with its AM sister, then going to Spanish music. Three years ago, WWYZ began programming a Bonneville beautiful music package. With the transmitter of the station in Meriden, which is in the center of the state, WWYZ covers Connecticut and portions of Long Island, Massachusetts, Rhode Island and a good portion of Vermont.

After WPOP’s Top 40 demise in June of 1975, Craig joined WNAB in Bridgeport, which owns WWYZ and WATR. Craig realized that the 50,000-watt FM station in Waterbury was a sleeping giant. “The station was just lying dormant,” says Craig. “Its efforts were fruitless with four other beautiful music stations in the market. I approached management about changing the format.”

Craig’s suggestion became a reality. He realized that this type of programming was needed while working in Hartford.

“I realized that there was a lack of adult contemporary music in Connecticut. It always seemed the most viable route to go if I were ever to program a station.”

The “adult contemporary” Craig is talking about is the soft side of contemporary artists. YZ airs Carly Simon, Joni Mitchell, Poco, Don McLean, Jackson Brown, Cat Stevens and many others.

“We have no rotation,” says Craig. “The music is based on a format predicated by sound. It is low key in style, with segmented programming in a cascading effect.

“We have an appealing format which is in between the format of WEEL-FM in Boston, on the MOR side, and WCTU in New York, which is more progressive.

“In Hartford and New Haven there is a plethora of progressive stations. There was a lack of MOR, despite the fact that area is a vast FM market, perhaps one of the largest in the country.

“When programming, I took into consideration the good minds and the transient white collar type workers who would think of YZ as an oasis for their want of adult contemporary music. Our programming is tapered to the adult life style. There is no metallic rock or sophomore teeny bopper music. We play acoustical music, staying away from the electrical.”

Craig felt and still feels there is something missing in the Hartford-New Haven market.

“There are only progressive and beautiful music FM stations in the market. We are the only adult contemporary FM station.

“When WPOP switched formats,
(Continued on page 26)


Radio-Music Trade To Meet In Boston

BOSTON—A regional radio and music industry meeting—the Northeast Secondary Radio Conference—will be held Sept. 10-11 at the Sheraton-Tara Hotel in the suburb of Framingham here.

Tony Muscolo of Anti/Muscolo Promotions, Los Angeles, indicates among the topics to be discussed at the two-day meeting will be manager cooperation, research, limited budgets, talent development, technical sound, dealing with long and short playlists, secondary market rack problems, how to get stores stocked, and general manager and program director relationships.

(Continued on page 26)

AUGUST 14, 1976, BILLBOARD



Years Of Rock

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'Music Hall' To Beam Over 120 Stations

NEW YORK—“Music Hall America,” an hour music-variety series, will debut on at least 120 tv stations this fall, according to Henry A. Gillespie, president, Viacom Enterprises here.

The show will be produced at Opryland, U.S.A., Nashville. Though the format will be open, many of the artists featured will be leading country music artists.

Lee Miller will produce; he was executive in charge of the highly acclaimed “Missiles Of October” tv documentary last year and he has also done the “Cher” show, plus specials with Cass Elliott and others.

Director is Lee Bernhardt. Music director is Bill Walker who was music director on the Johnny Cash tv show and before that was music director for Eddy Arnold; he has been featured on countless albums and singles as musician, arranger, conductor and producer not only in the U.S., but in Australia.

Name Change For Schulke

LOS ANGELES—Stereo Radio Productions, New York area firm, has changed its name to Schulke Radio Productions Ltd. The reason, according to president Jim Schulke, is because “of a seeming desire of the industry to label a format with the name of the person who is most identified with it. Since everybody calls us ‘Schulke’ or the ‘Schulke format,’ we decided to take advantage of it.” The firm produces beautiful music programming for syndication.

However, several subsidiaries of Schulke Radio Products will continue as Stereo Radio Productions in order to preserve the name.

The Schulke format is an outgrowth of the old Quality Media Inc. rep firm that began programming WOOD-FM in Grand Rapids, Mich., years ago and evolved from that as FM grew. Recently, its Manhattan offices and Los Angeles studios were consolidated into a new facility in South Plainfield, N.J.

'Ballad' Special Free To Stations

LOS ANGELES—A 25-minute radio special commemorating the reissuing of the patriotic classical “Ballad For Americans” is being distributed free to radio stations by Burns Media Consultants here. George Burns, president, was commissioned by United Artists Records, which is releasing the LP. To obtain a copy of the radio special, program directors merely have to call 213-654-6413.

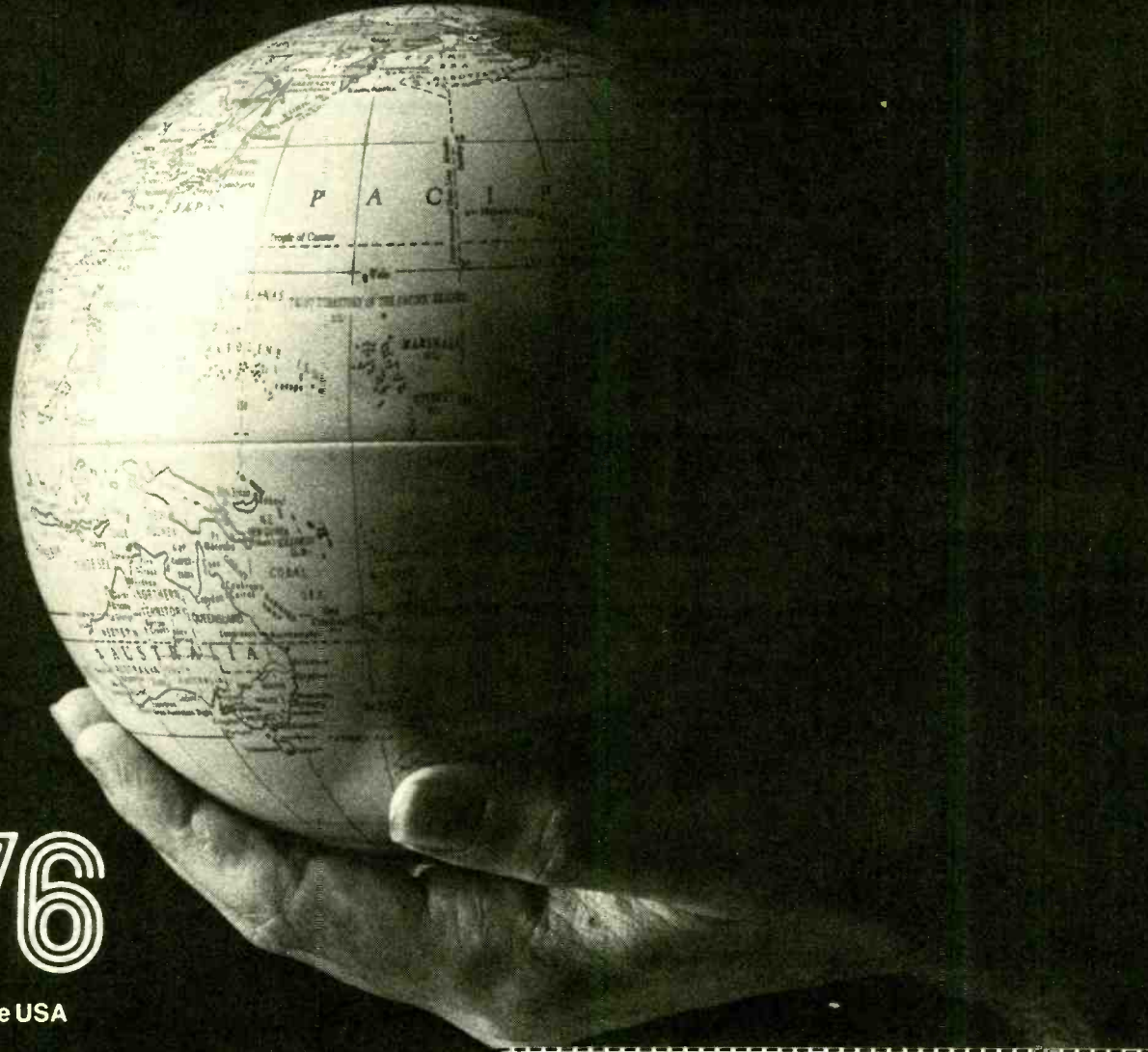
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CHERISH RECORDS (USA)
COCO RECORDS (USA)
COUNTRY INTERNATIONAL RECORDS (USA)
COUNTRY MUSIC ASSOCIATION (USA)
COUNTRYWIDE RECORD & TAPE (USA)
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CUSTOM CONCEPTS INTERNATIONAL (USA)
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E M I (Australia)
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Billboard Singles Radio Action

Playlist Top Add Ons Playlist Prime Movers ★ Regional Breakouts & National Breakouts

Based on station playlists through Thursday (8/5/76)

TOP ADD ONS - NATIONAL

CHICAGO—If You Leave Me Now (Columbia)
(D) K.C. & THE SUNSHINE BAND—(Shake, Shake, Shake) Shake Your Booty (TK)
JEFFERSON STARSHIP—With Your Love (Grunt)

D—Discotheque Crossover

ADD ONS—The two key products added at the radio stations listed: as determined by station personnel.

PRIME MOVERS—The two products registering the greatest proportionate upward movement on the station's playlist; as determined by station personnel.

BREAKOUTS—Billboard Chart Dept. summary of Add On and Prime Mover information to reflect greatest product activity at Regional and National levels.

KRIZ—Phoenix

- **ALAN PARSONS PROJECT**—Dr. Tarr & Professor Fether (20th Century)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **PETER FRAMPTON**—Baby, I Love Your Way (A&M) 10-3
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 4-1

KBBC—Phoenix

- **OLIVIA NEWTON-JOHN**—Don't Stop Believin' (MCA)
- **GALLAGHER & LYLE**—Heart On My Sleeve (A&M)
- ★ **EASY STREET**—I've Been Lovin' You (Capricorn) HB-23
- ★ **SILVER**—Wham Bam Shang-A-Lang (Arista) HB-25

KTCT—Tucson

- D** • **TAVARES**—Heaven Must Be Missing An Angel (Capitol)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **OHIO PLAYERS**—Who'd She Coo (Mercury) 22-17
- ★ **BOBBIE GENTRY**—Ode To Billy Joe (W.B.) 26-21

KQEO—Albuquerque

- **SPIN**—Grasshopper (Ariola America)
- **GRIAN GARI**—Better Than Average (Vanguard)
- D** ★ **LOU RAWLS**—You'll Never Find Another Love Like Mine (Phila. Int'l.) 27-20
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 28-21

KENO—Las Vegas

- **HELEN REDDY**—I Can't Hear You No More (Capitol)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **PETER FRAMPTON**—Baby, I Love Your Way (A&M) 30-20
- ★ **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 24-15

KQAO—Albuquerque

- **SPIN**—Grasshopper (Ariola America)
- **GRIAN GARI**—Better Than Average (Vanguard)
- D** ★ **LOU RAWLS**—You'll Never Find Another Love Like Mine (Phila. Int'l.) 27-20
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 28-21

KIRB—Spokane

- **CHICAGO**—If You Leave Me Now (Columbia)
- **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 21-13
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 15-9

KTAC—Tacoma

- **NATALIE COLE**—Sophisticated Lady (Capitol)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 15-7
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 24-17

KCPX—Salt Lake City

- **DR. HOOK**—A Little Bit More (Capitol)
- **OLIVIA NEWTON-JOHN**—Don't Stop Believin' (MCA)
- ★ **WAR**—Summer (U.A.) 28-20
- ★ **ORLEANS**—Still The One (Asylum) 19-12

KRSP—Salt Lake City

- **HELEN REDDY**—I Can't Hear You No More (Capitol)
- **OLIVIA NEWTON-JOHN**—Don't Stop Believin' (MCA)
- ★ **RED SOUVINE**—Teddy Bear (Starday) 29-12
- ★ **WAR**—Summer (U.A.) 24-17

KTLC—Denver

- **CHICAGO**—If You Leave Me Now (Columbia)
- **LINDA RONSTADT**—That'll Be The Day (Asylum)
- ★ **BEACH BOYS**—Rock And Roll Music (Reprise) 31-21
- ★ **JOHN TRAVOLTA**—Let Her In (Midland Int'l.) 25-16

KKRC—San Francisco

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 26-14
- D** ★ **LOU RAWLS**—You'll Never Find Another Love Like Mine (Phila. Int'l.) 15-10

KYA—San Francisco

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **CLIFF RICHARD**—Devil Woman (Rocket)
- ★ **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) HB-13
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 5-1

KLIV—San Jose

- **WILD CHERRY**—Play That Funky Music (Sweet City)
- **ORLEANS**—Still The One (Asylum)
- D** ★ **BOZ SCAGGS**—Lowdown (Columbia) 20-13
- ★ **PARLIAMENT**—Tear The Roof Off The Sucker (Casablanca) 6-1

KNDE—Sacramento

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **VICKI SUE ROBINSON**—Turn The Beat Around (RCA)
- ★ **MANHATTANS**—Kiss And Say Goodbye (Columbia) 15-8
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 6-3

KROV—Sacramento

- **WILD CHERRY**—Play That Funky Music (Sweet City)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **MANHATTANS**—Kiss And Say Goodbye (Columbia) 18-6
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 6-1

PRIME MOVERS-NATIONAL

ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket)
WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
WILD CHERRY—Play That Funky Music (Sweet City)

KYNO—Fresno

- **ORLEANS**—Still The One (Asylum)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 15-10
- D** ★ **BOZ SCAGGS**—Lowdown (Columbia) 19-14

KJOY—Stockton, Calif.

- **CHICAGO**—If You Leave Me Now (Columbia)
- **STEVE MILLER BAND**—Rock'n Me (Capitol)
- ★ **ORLEANS**—Still The One (Asylum) 27-14
- ★ **BLUE OYSTER CULT**—The Reaper (Columbia) 30-18

KGW—Portland

- **HEART**—Magic Man (Mushroom)
- **LADY FLASH**—Street Singin' (RSO)
- ★ **WAR**—Summer (U.A.) 30-23
- ★ **CLIFF RICHARD**—Devil Woman (Rocket) 12-6

KISN—Portland

- **CHICAGO**—If You Leave Me Now (Columbia)
- **STEVE MILLER BAND**—Rock'n Me (Capitol)
- ★ **FLEETWOOD MAC**—Say You Love Me (Reprise) 28-13
- ★ **CLIFF RICHARD**—Devil Woman (Rocket) 25-11

KING—Seattle

- **TAVARES**—Heaven Must Be Missing An Angel (Capitol)
- **HEART**—Magic Man (Mushroom)
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 20-12
- ★ **BEACH BOYS**—Rock And Roll Music (Reprise) 11-7

KIRB—Spokane

- **CHICAGO**—If You Leave Me Now (Columbia)
- **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 21-13
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 15-9

KTAC—Tacoma

- **NATALIE COLE**—Sophisticated Lady (Capitol)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 15-7
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 24-17

KCPX—Salt Lake City

- **DR. HOOK**—A Little Bit More (Capitol)
- **OLIVIA NEWTON-JOHN**—Don't Stop Believin' (MCA)
- ★ **WAR**—Summer (U.A.) 28-20
- ★ **ORLEANS**—Still The One (Asylum) 19-12

KRSP—Salt Lake City

- **HELEN REDDY**—I Can't Hear You No More (Capitol)
- **OLIVIA NEWTON-JOHN**—Don't Stop Believin' (MCA)
- ★ **RED SOUVINE**—Teddy Bear (Starday) 29-12
- ★ **WAR**—Summer (U.A.) 24-17

KTLC—Denver

- **CHICAGO**—If You Leave Me Now (Columbia)
- **LINDA RONSTADT**—That'll Be The Day (Asylum)
- ★ **BEACH BOYS**—Rock And Roll Music (Reprise) 31-21
- ★ **JOHN TRAVOLTA**—Let Her In (Midland Int'l.) 25-16

KKRC—San Francisco

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 26-14
- D** ★ **LOU RAWLS**—You'll Never Find Another Love Like Mine (Phila. Int'l.) 15-10

KYA—San Francisco

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **CLIFF RICHARD**—Devil Woman (Rocket)
- ★ **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) HB-13
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 5-1

KLIV—San Jose

- **WILD CHERRY**—Play That Funky Music (Sweet City)
- **ORLEANS**—Still The One (Asylum)
- D** ★ **BOZ SCAGGS**—Lowdown (Columbia) 20-13
- ★ **PARLIAMENT**—Tear The Roof Off The Sucker (Casablanca) 6-1

KNDE—Sacramento

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **VICKI SUE ROBINSON**—Turn The Beat Around (RCA)
- ★ **MANHATTANS**—Kiss And Say Goodbye (Columbia) 15-8
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 6-3

KROV—Sacramento

- **WILD CHERRY**—Play That Funky Music (Sweet City)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **MANHATTANS**—Kiss And Say Goodbye (Columbia) 18-6
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 6-1

BREAKOUTS-NATIONAL

CHICAGO—If You Leave Me Now (Columbia)
CLIFF RICHARD—Devil Woman (Rocket)
JEFFERSON STARSHIP—With Your Love (Grunt)

13-Q (WTKT)—Pittsburgh

- **WINGS**—Let 'Em In (Capitol)
- **FLEETWOOD MAC**—Say You Love Me (Reprise)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 25-15

D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 16-8

WPEZ—Pittsburgh

- **PETER FRAMPTON**—Baby, I Love Your Way (A&M)
- **FLEETWOOD MAC**—Say You Love Me (Reprise)
- D** ★ **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK) 25-15
- ★ **WINGS**—Let 'Em In (Capitol) 20-13

WRIE—Erie, Pa.

- **CLIFF RICHARD**—Devil Woman (Rocket)
- **LADY FLASH**—Street Singin' (RSO)
- **AMERICA**—Amber Cascades (W.B.) 30-24
- ★ **JEFFERSON STARSHIP**—With Your Love (Grunt) 29-25
- ★ **HALL & OATES**—She's Gone (Atlantic) 25-12
- ★ **GEORGE BENSON**—This Masquerade (W.B.) 15-9

WJET—Erie, Pa.

- **ORLEANS**—Still The One (Asylum)
- **JEFFERSON STARSHIP**—With Your Love (Grunt)
- ★ **HALL & OATES**—She's Gone (Atlantic) 25-12
- ★ **GEORGE BENSON**—This Masquerade (W.B.) 15-9

WBGJ—Bowling Green

- D** • **LOU RAWLS**—You'll Never Find Another Love Like Mine (Phila. Int'l.)
- **FINGERTIPS**—Shelter Me
- ★ **WINGS**—Let 'Em In (Capitol) 21-14
- D** ★ **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK) HB-25

WGCL—Cleveland

- **VICKI SUE ROBINSON**—Turn The Beat Around (RCA)
- **SWEENEY TODD**—Roxy Roler (London)
- ★ **GEORGE BENSON**—This Masquerade (W.B.) 19-13
- ★ **BEACH BOYS**—Rock And Roll Music (Reprise) 9-7

WIXY—Cleveland

- **MARVIN GAYE**—After The Dance (Tamla)
- **JEFFERSON STARSHIP**—With Your Love (Grunt)
- ★ **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 22-4
- ★ **HALL & OATES**—She's Gone (Atlantic) 24-16

WSAI—Cincinnati

- **HENRY GROSS**—Springtime Mama (Lifesong)
- **LADY FLASH**—Street Singin' (RSO)
- ★ **VICKI SUE ROBINSON**—Turn The Beat Around (RCA) 14-8
- ★ **ORLEANS**—Still The One (Asylum) 25-20

Q-102 (WKQR-FM)—Cincinnati

- **GEORGE BENSON**—This Masquerade (W.B.)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 6-3
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 3-1

WCOL—Columbus

- **LEON & MARY RUSSELL**—Rainbow In Your Eyes (Paradise)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **CLIFF RICHARD**—Devil Woman (Rocket) 28-18
- ★ **HALL & OATES**—She's Gone (Atlantic) 23-14

WCUE—Akron, Ohio

- **CLIFF RICHARD**—Devil Woman (Rocket)
- **BROTHERS JOHNSON**—Get The Funk Outta My Face (A&M)
- ★ **HEART**—Magic Man (Mushroom) 26-15
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 5-1

KINT—El Paso

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **KISS**—Detroit Rock City (Casablanca)
- D** ★ **BEE GEES**—You Should Be Dancing (RSO) 14-10
- ★ **ENGLAND DAN/JOHN COLEY**—I'd Really Love To See You Tonight (Big Tree) 16-12

WKY—Oklahoma City

- **CLIFF RICHARD**—Devil Woman (Rocket)
- **CHICAGO**—If You Leave Me Now (Columbia)
- D** ★ **BEE GEES**—You Should Be Dancing (RSO) 12-6
- ★ **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 15-8

KAKC—Tulsa

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **HELEN REDDY**—I Can't Hear You No More (Capitol)
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 20-12
- ★ **GEORGE BENSON**—This Masquerade (W.B.) 10-3

KELI—Tulsa

- **ORLEANS**—Still The One (Asylum)
- **CHICAGO**—If You Leave Me Now (Columbia)
- ★ **FLEETWOOD MAC**—Say You Love Me (Reprise) 24-15
- ★ **GEORGE BENSON**—This Masquerade (W.B.) 18-10

KEEL—Shreveport

- D** • **BOZ SCAGGS**—Lowdown (Columbia)
- **ELLISON CHASE**—Let's Rock (Big Tree)
- ★ **DR. HOOK**—A Little Bit More (Capitol) 21-13
- ★ **ENGLAND DAN/JOHN COLEY**—I'd Really Love To See You Tonight (Big Tree) 11-4

Midwest Region

- **TOP ADD ONS:**
WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
WAR—Summer (U.A.)
(D) K.C. & THE SUNSHINE BAND—(Shake, Shake, Shake) Shake Your Booty (TK)

- ★ **PRIME MOVERS:**
ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket)
(D) BEE GEES—You Should Be Dancing (RSO)
ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree)

- BREAKOUTS:**
WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
WAR—Summer (U.A.)
PETER FRAMPTON—Baby, I Love Your Way (A&M)

WLS—Chicago

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **WAR**—Summer (U.A.)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 11-1
- D** ★ **BEE GEES**—You Should Be Dancing (RSO) 27-17

WDHF—Chicago

- **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock)
- D** • **TAVARES**—Heaven Must Be Missing An Angel (Capitol)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 9-2
- ★ **KEITH CARRADINE**—I'm Easy (ABC) 14-9

WVON—Chicago

- **ISLEY BROS.**—Harvest For The World (T-Neck)
- **SYLVIA**—You Sure Love To Ball (Motown)
- ★ **AL WILSON**—Baby, I Want Your Body (Playboy) 21-20
- ★ **JOE SIMON**—Come Get To This (Spring) 24-23

WNEP—Indianapolis

- D** • **K.C. & THE SUNSHINE BAND**—Shake Your Booty (TK)
- **OHIO PLAYERS**—Who'd She Coo (Mercury)
- ★ **BEACH BOYS**—Rock And Roll Music (Reprise) 25-17
- ★ **GEORGE BENSON**—This Masquerade (W.B.) 22-15

WOKY—Milwaukee

- **WILD CHERRY**—Play That Funky Music (Sweet City)
- **WAR**—Summer (U.A.)
- ★ **ELTON JOHN/KIKI DEE**—Don't Go Breaking My Heart (Rocket) 15-8
- ★ **HELEN REDDY**—Music Is My Life (Capitol) HB-23

(Continued on page 22)

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AUGUST 14, 1976, BILLBOARD

KHJ—Los Angeles

- **CLIFF RICHARD**—Devil Woman (Rocket)
- **WAR**—Summer (U.A.)
- ★ **WALTER MURPHY/BIG APPLE BAND**—A Fifth Of Beethoven (Private Stock) 26-19
- ★ **WILD CHERRY**—Play That Funky Music (Sweet City) 23-17

KDAY—Los Angeles

- **RONN**

“ASLEEP AT THE WHEEL

offers an overview
of American popular music.
The group specializes in western swing,
a melange of country, blues and jazz
pioneered nearly 40 years ago by
Bob Wills and His Texas Playboys.
The versatile band also plays be-bop,
boogie, mainstream country, blues and
Cajun music with equal zeal!”

—Jon Bream
Minneapolis Star

Their new album
WHEELIN' AND DEALIN' (ST-11546)
includes their new single,
Bobby Troup's **ROUTE 66!** (4319)



Billboard Singles Radio Action

Playlist Top Add Ons •
Playlist Prime Movers ★

Based on station playlists through Thursday (8/5/76)

Continued from page 20

WZUW-FM—Milwaukee

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- WINGS—Let 'Em In (Capitol)
- D★ BEE GEES—You Should Be Dancing (RSO) 14-11

WIRL—Peoria, Ill.

- WAR—Summer (U.A.)
- SILVER—Wham Bam Shang-A-Lang (Arista)
- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 25-14
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 12-5

KSQ-FM—St. Louis

- STEVE MILLER BAND—Rock'n Me (Capitol)
- ISLEY BROS.—Harvest For The World (T-Neck)
- ★ HEART—Magic Man (Mushroom) 19-10
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 6-1

KXOK—St. Louis

- FLEETWOOD MAC—Say You Love Me (Reprise)
- GEORGE BENSON—This Masquerade (W.B.)
- D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 13-7
- D★ BEE GEES—You Should Be Dancing (RSO) 11-6

KIOA—Des Moines

- CLIFF RICHARD—Devil Woman (Rocket)

D★ BEE GEES—You Should Be Dancing (RSO)

- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 18-10
- ★ ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree) 10-16

KDWB—Minneapolis

- PETER FRAMPTON—Baby, I Love Your Way (A&M)
- VICKI SUE ROBINSON—Turn The Beat Around (RCA)
- ★ ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree) 15-5

D★ BEE GEES—You Should Be Dancing (RSO)

- PETER FRAMPTON—Baby, I Love Your Way (A&M)

WDGY—Minneapolis

- ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree)
- ★ WINGS—Let 'Em In (Capitol) 9-4
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 5-1

KSTP—Minneapolis

- HALL & OATES—She's Gone (Atlantic)
- CHICAGO—If You Leave Me Now (Columbia)
- D★ BEE GEES—You Should Be Dancing (RSO) 9-4
- ★ CLIFF RICHARD—Devil Woman (Rocket) 30-25

WHB—Kansas City

- ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree)
- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- ★ WINGS—Let 'Em In (Capitol) 10-4
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 5-1

KOIL—Omaha

- WILD CHERRY—Play That Funky Music (Sweet City)
- D• CANDI STATION—Young Hearts Run Free (W.B.)
- ★ ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree) 20-11
- ★ VICKI SUE ROBINSON—Turn The Beat Around (RCA) 23-15

KKLS—Rapid City, S.D.

- HENRY GROSS—Springtime Mama (Lifesong)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ WINGS—Let 'Em In (Capitol) 12-6
- ★ ALAN PARSONS PROJECT—Dr. Tarr & Professor Fether (20th Century) 14-11

KQWB—Fargo, N.D.

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- JEFFERSON STARSHIP—With Your Love (Grunt)
- ★ SILVER—Wham Bam Shang-A-Lang (Arista) 9-5
- ★ HENRY GROSS—Springtime Mama (Lifesong) 20-17

Northeast Region

TOP ADD ONS:

- GEORGE BENSON—This Masquerade (W.B.)
- (D) K.C. & THE SUNSHINE BAND—(Shake, Shake, Shake) Shake Your Booty (TK)
- CHICAGO—If You Leave Me Now (Columbia)

PRIME MOVERS:

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- WILD CHERRY—Play That Funky Music (Sweet City)
- VICKI SUE ROBINSON—Turn The Beat Around (RCA)

BREAKOUTS:

- (D) K.C. & THE SUNSHINE BAND—(Shake, Shake, Shake) Shake Your Booty (TK)
- CHICAGO—If You Leave Me Now (Columbia)
- JEFFERSON STARSHIP—With Your Love (Grunt)

WABC—New York

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- PETER FRAMPTON—Baby, I Love Your Way (A&M)
- D★ BEE GEES—You Should Be Dancing (RSO) 11-7
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 6-4

WPIX—New York

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- JEFFERSON STARSHIP—With Your Love (Grunt)
- ★ KEITH CARRADINE—I'm Easy (ABC) 21-15
- ★ ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree) 12-8

WWRL—New York

- DIANA ROSS—One Love In My Lifetime (Motown)
- CURTIS MAYFIELD—Only You Babe (Curton)
- D★ RITCHIE FAMILY—The Best Disco In Town (Merlin) 15-3
- D★ BEE GEES—You Should Be Dancing (RSO) 17-10

WPTR—Albany

- DIANA ROSS—Dne Love In My Lifetime (Motown)
- LADY FLASH—Street Singin' (RSO)
- D★ BEE GEES—You Should Be Dancing (RSO) 18-3
- D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 19-9

WTRY—Albany

- HELEN REDDY—I Can't Hear You No More (Capitol)
- JEFFERSON STARSHIP—With Your Love (Grunt)
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 11-1
- ★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 19-9

WKBW—Buffalo

- K.C. & THE SUNSHINE BAND—Shake Your Booty (TK)
- GEORGE BENSON—This Masquerade (W.B.)
- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 23-9
- ★ BEATLES—Got To Get You Into My Life (Capitol) 17-8

WYSL—Buffalo

- K.C. & THE SUNSHINE BAND—Shake Your Booty (TK)
- CANDI STATION—Young Hearts Run Free (W.B.)
- ★ VICKI SUE ROBINSON—Turn The Beat Around (RCA) 24-3
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 17-9

WBBE—Rochester, N.Y.

- ERIC CARMEN—Sunrise (Arista)
- SAMMY JOHNS—Peas In A Pod (W.B./Curb)
- ★ CLIFF RICHARD—Devil Woman (Rocket) 25-16
- D★ CANDI STATION—Young Hearts Run Free (W.B.) 23-17

WRKO—Boston

- WAR—Summer (U.A.)
- GEORGE BENSON—This Masquerade (W.B.)
- ★ ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree) 22-9
- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 26-14

WBZ-FM—Boston

- CHICAGO—If You Leave Me Now (Columbia)
- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 23-8
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 26-15

WVBF-FM—Boston

- D• K.C. & THE SUNSHINE BAND—Shake Your Booty (TK)
- WAR—Summer (U.A.)
- ★ WILD CHERRY—Play That Funky Music (Sweet City) HB-19
- ★ ENGLAND DAN/JOHN COLEY—I'd Really Love To See You Tonight (Big Tree) 25-15

WORC—Worcester, Mass.

- RICK SPRINGFIELD—Take A Hand (Chelsea)
- ERIC CARMEN—Sunrise (Arista)
- D★ CANDI STATION—Young Hearts Run Free (W.B.) 10-3
- ★ CLIFF RICHARD—Devil Woman (Rocket) 15-8

WDRG—Hartford

- D• BOZ SCAGGS—Lowdown (Columbia)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ VICKI SUE ROBINSON—Turn The Beat Around (RCA) 12-5
- ★ WINGS—Let 'Em In (Capitol) 13-7

WPRO—Providence

- WILD CHERRY—Play That Funky Music (Sweet City)
- ORLEANS—Still The One (Asylum)
- ★ PETER FRAMPTON—Baby, I Love Your Way (A&M) 23-13
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 22-14

Mid-Atlantic Region

TOP ADD ONS:

- (D) BOZ SCAGGS—Lowdown (Columbia)
- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- ERIC CARMEN—Sunrise (Arista)

PRIME MOVERS:

- GEORGE BENSON—This Masquerade (W.B.)
- ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket)
- WILD CHERRY—Play That Funky Music (Sweet City)

BREAKOUTS:

- (D) BOZ SCAGGS—Lowdown (Columbia)
- HELEN REDDY—I Can't Hear You No More (Capitol)
- CHICAGO—If You Leave Me Now (Columbia)

WFIL—Philadelphia

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- D• BOZ SCAGGS—Lowdown (Columbia)
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 22-13
- ★ GEORGE BENSON—This Masquerade (W.B.) HB-19

WIBG—Philadelphia

- WAR—Summer (U.A.)
- NONE

WIFI-FM—Philadelphia

- FLEETWOOD MAC—Say You Love Me (Reprise)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ ORLEANS—Still The One (Asylum) 28-20
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 19-12

WPGC—Washington

- D• BOZ SCAGGS—Lowdown (Columbia)
- ERIC CARMEN—Sunrise (Arista)
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 20-13
- D★ BEE GEES—You Should Be Dancing (RSO) 11-6

WGH—Washington

- HELEN REDDY—I Can't Hear You No More (Capitol)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 19-9
- ★ EARTH, WIND & FIRE—Getaway (Columbia) 26-19

WCAO—Baltimore

- HELEN REDDY—I Can't Hear You No More (Capitol)
- PAUL DAVIS—Superstar (Bang)
- D★ TAVARES—Heaven Must Be Missing An Angel (Capitol) 19-10
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 25-16

WYRE—Baltimore

- CLIFF RICHARD—Devil Woman (Rocket)
- D• BOZ SCAGGS—Lowdown (Columbia)
- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 14-5
- ★ ORLEANS—Still The One (Asylum) 28-20
- WLEE—Richmond, Va.

- DR. HOOK—A Little Bit More (Capitol)
- JAMES TAYLOR—Shower The People (W.B.)
- ★ GEORGE BENSON—This Masquerade (W.B.) 28-18
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 12-6

Southeast Region

TOP ADD ONS:

- JEFFERSON STARSHIP—With Your Love (Grunt)
- CHICAGO—If You Leave Me Now (Columbia)
- CLIFF RICHARD—Devil Woman (Rocket)

PRIME MOVERS:

- WILD CHERRY—Play That Funky Music (Sweet City)
- ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket)
- DR. HOOK—A Little Bit More (Capitol)

BREAKOUTS:

- JEFFERSON STARSHIP—With Your Love (Grunt)
- CHICAGO—If You Leave Me Now (Columbia)
- CLIFF RICHARD—Devil Woman (Rocket)

WQXI—Atlanta

- FLEETWOOD MAC—Say You Love Me (Reprise)
- D• LOW RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.)
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 12-1
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 14-6

Z-93 (WZGZ-FM)—Atlanta

- WAR—Summer (U.A.)
- WILD CHERRY—Play That Funky Music (Sweet City) 19-11
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 6-1

WBBQ—Atlanta

- JEFFERSON STARSHIP—With Your Love (Grunt)
- RICK DEES—Disco Duck (RSO/Fretone)
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 10-4
- ★ LEON & MARY RUSSELL—Rainbow In Your Eyes (Paradise) 11-6

WFOU—Atlanta

- D• BOZ SCAGGS—Lowdown (Columbia)
- ERIC CARMEN—Sunrise (Arista)
- ★ KEITH CARRADINE—I'm Easy (ABC) 10-4
- ★ DR. HOOK—A Little Bit More (Capitol) 17-11

WPGA—Savannah, Ga.

- JEFFERSON STARSHIP—With Your Love (Grunt)
- LINDA RONSTADT—That'll Be The Day (Asylum)
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 8-1
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 13-8

WQAM—Miami

- WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock)
- PETER FRAMPTON—Baby, I Love Your Way (A&M)
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 28-20
- D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 12-7

Y-100 (WHY-FM)—Miami

- D• TAVARES—Heaven Must Be Missing An Angel (Capitol)
- SILVER—Wham Bam Shang-A-Lang (Arista)
- ★ CHICAGO—If You Leave Me Now (Columbia) 27-16
- ★ SEALS & CROFTS—Get Closer (W.B.) 23-13

BJ 105 (WBJW-FM)—Orlando

- NONE
- ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 6-3
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 7-5

Q-105 (WRBQ-FM)—Tampa/St. Petersburg

- SILVER—Wham Bam Shang-A-Lang (Arista)
- CHICAGO—If You Leave Me Now (Columbia)
- D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 24-19
- ★ WAR—Summer (U.A.) 20-16

WQPD—Lakeland, Fla.

- STEVE MILLER BAND—Rock'n Me (Capitol)
- ERIC CARMEN—Sunrise (Arista)
- ★ HELEN REDDY—I Can't Hear You No More (Capitol) 39-22
- ★ WAR—Summer (U.A.) 28-20

WMFJ—Daytona Beach

- JEFFERSON STARSHIP—With Your Love (Grunt)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ ELTON JOHN/KIKI DEE—Don't Go Breaking My Heart (Rocket) 13-5
- D★ BEE GEES—You Should Be Dancing (RSO) 12-6

WAPE—Jacksonville

- D• BOZ SCAGGS—Lowdown (Columbia)
- JEFFERSON STARSHIP—With Your Love (Grunt)
- D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 24-16
- ★ GEORGE BENSON—This Masquerade (W.B.) 14-9

WAYS—Charlotte

- CLIFF RICHARD—Devil Woman (Rocket)
- D★ TAVARES—Heaven Must Be Missing An Angel (Capitol) 16-6
- D★ BEE GEES—You Should Be Dancing (RSO) 15-7

WGIV—Charlotte

- NATURAL FOUR—Free (Curton)
- B.B. KING/BOBBY BLAND—Let The Good Times Roll (ABC/Impulse)
- ★ JOHN HANDY—Hard Work (ABC/Impulse) 34-9
- ★ CURTIS MAYFIELD—Only You Babe (Curton) 27-15

WKIX—Raleigh, N.C.

- JEFFERSON STARSHIP—With Your Love (Grunt)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ JAMES TAYLOR—Shower The People (W.B.) 28-16
- ★ DR. HOOK—A Little Bit More (Capitol) 25-15

WTOB—Winston-Salem

- JEFFERSON STARSHIP—With Your Love (Grunt)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ JAMES TAYLOR—Shower The People (W.B.) 28-16
- ★ DR. HOOK—A Little Bit More (Capitol) 25-15

WTMA—Charleston, S.C.

- EARTH, WIND & FIRE—Getaway (Columbia)
- D• TAVARES—Heaven Must Be Missing An Angel (Capitol)
- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 14-2
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 11-4

WORD—Spartanburg, S.C.

- TYRONE DAVIS—Give It Up (Columbia)
- MARSHALL TUCKER BAND—Long Hard Ride (Capricorn)
- ★ DR. HOOK—A Little Bit More (Capitol) HB-8
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 7-

WLAC—Nashville

- ORLEANS—Still The One (Asylum)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 11-2
- D★ LOU RAWLS—You'll Never Find Another Love Like Mine (Phila. Int'l.) 11-2

WMAK—Nashville

- VICKI SUE ROBINSON—Turn The Beat Around (RCA)
- JEFFERSON STARSHIP—With Your Love (Grunt)
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 19-12
- ★ SILVER—Wham Bam Shang-A-Lang (Arista) 27-21

WHBQ—Memphis

- CLIFF RICHARD—Devil Woman (Rocket)
- JAMES TAYLOR—Shower The People (W.B.)
- D★ K.C. & THE SUNSHINE BAND—Shake Your Booty (TK) 27-16
- ★ WALTER MURPHY/BIG APPLE BAND—A Fifth Of Beethoven (Private Stock) 20-10

WMPS—Memphis

- HENRY GROSS—Springtime Mama (Lifesong)
- OLIVIA NEWTON-JOHN—Don't Stop Believin' (MCA)
- ★ WINGS—Let 'Em In (Capitol) 11-2
- ★ GEORGE BENSON—This Masquerade (W.B.) 13-7

WGOW—Chattanooga

- ORLEANS—Still The One (Asylum)
- JEFFERSON STARSHIP—With Your Love (Grunt)
- D★ CANDI STATION—Young Hearts Run Free (W.B.) 27-15
- ★ WAR—Summer (U.A.) 28-18

WERC—Birmingham

- MICHAEL FRANKS—Popsicle Toes (Reprise)
- HALL & OATES—She's Gone (Atlantic)
- ★ CHICAGO—If You Leave Me Now (Columbia) HB-24
- ★ SILVER—Wham Bam Shang-A-Lang (Arista) 27-22

WSGN—Birmingham

- CLIFF RICHARD—Devil Woman (Rocket)
- CHICAGO—If You Leave Me Now (Columbia)
- ★ WILD CHERRY—Play That Funky Music (Sweet City) 12-5
- D★ BEE GEES—You Should Be Dancing (RSO) 15-8

WHYY—Montgomery

- BLUE OYSTER CULT—The Reaper (Columbia)
- MICHAEL FRANKS—Popsicle Toes (Reprise)
- ★ JEFFERSON STARSHIP—With Your Love (Grunt) 22-13
- ★ PAUL DAVIS—Superstar (Bang) 23-15

When We Introduced

The Mama's & The Papas,
Steppenwolf, Three Dog Night,
Jim Croce, Joe Walsh,
Rufus and Steely Dan among others...

We Knew They Had It

Now
We Introduce
LA SEINE



And We Know They Have It!



Billboard Album Radio Action

Playlist Top Ad Ons • Top Requests/Airplay ★ Regional Breakouts & National Breakouts

Based on station playlists through Thursday (8/5/76)

Top Add Ons-National

CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
BONNIE BRAMLETT—Ladies Choice (Capricorn)
JOAN ARMATRADING—(A&M)

Top Requests/Airplay-National

JEFFERSON STARSHIP—Spitfire (Grunt)
VIVA! ROXY MUSIC—(Atco)
ROD STEWART—A Night On The Town (Warner Bros.)
STEELY DAN—Royal Scam (ABC)

National Breakouts

CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
BONNIE BRAMLETT—Ladies Choice (Capricorn)
JOAN ARMATRADING—(A&M)

ADD ONS—The four key products added at the radio stations listed; as determined by station personnel.
TOP REQUESTS/AIRPLAY—The four products registering the greatest listener requests and airplay; as determined by station personnel.
BREAKOUTS—Billboard Chart Dept. summary of Add Ons and Requests/Airplay information to reflect greatest product activity at regional and national levels.

Western Region

● **TOP ADD ONS:**
GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
BONNIE BRAMLETT—Ladies Choice (Capricorn)
ENGLISH DAN & JOHN FORD COLEY—Nights Are Forever (Big Tree)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)

★ **TOP REQUEST/AIRPLAY:**
JEFFERSON STARSHIP—Spitfire (Grunt)
PETER FRAMPTON—Frampton Comes Alive (A&M)
BOZ SCAGGS—Silk Degrees (Columbia)
JESS RODEN BAND—Keep Your Hat On (Island)

● **BREAKOUTS:**
GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
BONNIE BRAMLETT—Ladies Choice (Capricorn)
ENGLISH DAN & JOHN FORD COLEY—Nights Are Forever (Big Tree)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)

KLOS-FM—Los Angeles

● ENGLISH DAN & JOHN FORD COLEY—Nights Are Forever (Big Tree)
● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
● BONNIE BRAMLETT—Ladies Choice (Epic)
● BLUE OYSTER CULT—Agents Of Fortune (Columbia)

● FLEETWOOD MAC—(Reprise)
★ BOZ SCAGGS—Silk Degrees (Columbia)
★ WINGS—At The Speed Of Sound (Capitol)
★ PETER FRAMPTON—Frampton Comes Alive (A&M)

KWST-FM—Los Angeles

● DUKE & THE DRIVERS—Rollin' On (ABC)
● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)

● VIVA! ROXY MUSIC—(Atco)
★ RICHIE FURAY BAND—I've Got A Reason (Asylum)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ JESS RODEN BAND—Keep Your Hat On (Island)

KSML-FM—Lake Tahoe/Reno

● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
● HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
● JOHN MAYALL—A Banquet In Blues (ABC)
● BONNIE BRAMLETT—Ladies Choice (Capricorn)
● ENGLAND DAN & JOHN FORD COLEY—Nights Are Forever (Big Tree)
● BYRON BERLINE—Sundance (MCA)
★ COUNTRY JOE McDONALD—Love Is Fire (Fantasy)
★ BEACH BOYS—15 Big Ones (Brother/Reprise)
★ AVERAGE WHITE BAND—Soul Searching (Atlantic)
★ JESS RODEN BAND—Keep Your Hat On (Island)

KGB-FM—San Diego

● JON ANDERSON—Olias Of Sunhollow (Atlantic)
● CROSBY/NASH—Whistling Down The Wire (ABC)
● MARK ALMOND—To The Heart (ABC)
● YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
● DWIGHT TWILLEY BAND—Sincerely (Shelter)
● GEORGE BENSON—Breezin' (Warner Bros.)
★ PETER FRAMPTON—Frampton Comes Alive (A&M)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ BOZ SCAGGS—Silk Degrees (Columbia)

KISW-FM—Seattle

● GINO VANNELLI—The Gist Of The Gemini (A&M)
● YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
● WIDOW MAKER—(United Artists)
● TRIUMVIRAT—Old Loves Die Hard (Capitol)
● JON ANDERSON—Olias Of Sunhollow (Atlantic)
● JEFFERSON STARSHIP—Spitfire (Grunt)
● GEORGE BENSON—Breezin' (Warner Bros.)
★ AVERAGE WHITE BAND—Soul Searching (Atlantic)
★ MICHAEL FRANKS—The Art Of Tea (Warner Bros.)

KOME-FM—San Jose

● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
● JESS RODEN BAND—Keep Your Hat On (Island)
● COMMANDER CODY & HIS LOST PLANET AIRMEN—We've Got A Live One Here (Warner Bros.)
● WAYLON JENNINGS—Are You Ready For The Country (RCA)
● NATURAL ACT—Timothy & Ms. Pickins (Half Moon Bay Records)
● JEFFERSON STARSHIP—Spitfire (Grunt)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ CROSBY/NASH—Whistling Down The Wire (ABC)
★ JEFF BECK—Wired (Epic)

Southwest Region

● **TOP ADD ONS:**
GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
GINO VANNELLI—The Gist Of The Gemini (A&M)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
DUKE & THE DRIVERS—Rollin' On (ABC)

★ **TOP REQUEST/AIRPLAY:**
ROD STEWART—A Night On The Town (Warner Bros.)
GRINDERSWITCH—Pullin' Together (Capricorn)
RICHIE FURAY BAND—I've Got A Reason (Asylum)
VIVA! ROXY MUSIC—(Atco)

● **BREAKOUTS:**
GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
GINO VANNELLI—The Gist Of The Gemini (A&M)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
DUKE & THE DRIVERS—Rollin' On (ABC)

KSHE-FM—St. Louis

● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
● DUKE & THE DRIVERS—Rollin' On (ABC)
● TOM SNOW—(Capitol)

★ RICHIE FURAY BAND—I've Got A Reason (Asylum)
★ GRINDERSWITCH—Pullin' Together (Capricorn)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ VIVA! ROXY MUSIC—(Atco)

KADI-FM—St. Louis

● AVERAGE WHITE BAND—Soul Searching (Atlantic)
● TRIUMVIRAT—Old Loves Die Hard (Capitol)
● GRINDERSWITCH—Pullin' Together (Capricorn)
● RAY THOMAS—Hopes, Wishes & Dreams (Threshold)
● EARTHQUAKE—8.5 (Besekeley)
● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
★ BOB SEGER & THE BULLET BAND—Live Bullet (Capitol)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ HEART—Dreamboat Annie (Mushroom Records)
★ BLUE OYSTER CULT—Agents Of Fortune (Columbia)

KZEW-FM—Dallas

● GINO VANNELLI—The Gist Of The Gemini (A&M)
● JOAN ARMATRADING—(A&M)
● HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
● JOHN MAYALL—A Banquet In Blues (ABC)
● PETER IVERS—(Warner Bros.)
● GEORGE BENSON—Breezin' (Warner Bros.)
★ JAMES TAYLOR—In The Pocket (Warner Bros.)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ ALAN PARSONS PROJECT—Tales Of Mystery & Imagination (20th Cent.)

KLBJ-FM—Austin

● BOBBY BLAND & B.B. KING—Together Again... Live (ABC/Impulse)
● GINO VANNELLI—The Gist Of The Gemini (A&M)
● TOOTS & THE MAYTALS—Reggae Got Soul (Island)
● DAVID SANBORN—Sanborn (Warner Bros.)
● THE METERS—Trick Bag (Reprise)
● BONNIE BRAMLETT—Ladies Choice (Capricorn)
★ MARK ALMOND—To The Heart (ABC)
★ JEFF BECK—Wired (Epic)
★ STEELY DAN—Royal Scam (ABC)
★ ROD STEWART—A Night On The Town (Warner Bros.)

Midwest Region

● **TOP ADD ONS:**
HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
DAVID SANBORN—Sanborn (Warner Bros.)

★ **TOP REQUEST/AIRPLAY:**
VIVA! ROXY MUSIC—(Atco)
STEVE MILLER—Fly Like An Eagle (Capitol)
JEFFERSON STARSHIP—Spitfire (Grunt)
HEART—Dreamboat Annie (Mushroom Records)

● **BREAKOUTS:**
HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
DAVID SANBORN—Sanborn (Warner Bros.)

WABX-FM—Detroit

● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
● DUKE & THE DRIVERS—Rollin' On (ABC)

★ VIVA! ROXY MUSIC—(Atco)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ STARZ—(Capitol)
★ POINT BLANK—(Arista)

WMMS-FM—Cleveland

● ARTFUL DOGER—Honor Among Thieves (Columbia)
● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
● MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
● HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
● DAVID SANBORN—Sanborn (Warner Bros.)
★ STEVE MILLER—Fly Like An Eagle (Capitol)
★ VIVA! ROXY MUSIC—(Atco)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ DWIGHT TWILLEY BAND—Sincerely (Shelter)

WXRT-FM—Chicago

● JOAN ARMATRADING—(A&M)
● HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
● MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
● GARY BURTON QUINTET—Dreams So Real (ECM)
● HEART—Dreamboat Annie (Mushroom Records)
★ BOZ SCAGGS—Silk Degrees (Columbia)
★ BLUE OYSTER CULT—Agents Of Fortune (Columbia)
★ STEVE MILLER—Fly Like An Eagle (Capitol)

WCOL-FM—Columbus

● BUDGIE—If I Were The Britannia I'd Wave The Rules (A&M)
● YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
● RICK SPRINGFIELD—Wait For Night (Chelsea)
● DAVID SANBORN—Sanborn (Warner Bros.)
● HUMMINGBIRD—We Can't Go On Meeting Like This (A&M)
● CROSBY/NASH—Whistling Down The Wire (ABC)
★ AEROSMITH—Rocks (Columbia)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ ROY AYERS UBIQUITY—Everybody Loves Sunshine (Polydor)
★ PETER FRAMPTON—Frampton Comes Alive (A&M)

WZMF-FM—Milwaukee

● MARK ALMOND—To The Heart (ABC)
● ELECTRO MAGNETS—(EGM)
● RUNAWAYS—(Mercury)
● RICK DERRINGER—Derringer (Blue Sky)
★ AEROSMITH—Rocks (Columbia)
★ HEART—Dreamboat Annie (Mushroom Records)
★ BLACKMORES RAINBOW—Rainbow Rising (Oyster)

Southeast Region

● **TOP ADD ONS:**
YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
JOAN ARMATRADING—(A&M)
DWIGHT TWILLEY BAND—Sincerely (Shelter)
JESS RODEN BAND—Keep Your Hat On (Island)

★ **TOP REQUEST/AIRPLAY:**
YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
ANDY PRATT—Resolution (Nemperor)
ROD STEWART—A Night On The Town (Warner Bros.)
SOUTHSIDE JOHNNY & THE ASBURY JUKES—I Don't Wanna Go Home (Epic)

● **BREAKOUTS:**
YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
JOAN ARMATRADING—(A&M)
DWIGHT TWILLEY BAND—Sincerely (Shelter)
CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)

WMAL-FM—Washington

● BARRY MANILOW—This One's For You (Reprise)
● JOAN ARMATRADING—(A&M)
● PETER IVERS—(Warner Bros.)
● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
● JOHN MAYALL—A Banquet In Blue (ABC)
● JESS RODEN BAND—Keep Your Hat On (Island)
★ WARREN ZEVON—(Asylum)
★ ANDY PRATT—Resolution (Nemperor)
★ SOUTHSIDE JOHNNY & THE ASBURY JUKES—I Don't Wanna Go Home (Epic)
★ YAMASHITA, WINWOOD, SHRIEVE—Go (Island)

WKTK-FM—Baltimore

● JOAN ARMATRADING—(A&M)
● YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
● MARK ALMOND—To The Heart (ABC)
● WILD CHERRY—(Epic)
● THE METERS—Trick Bag (Reprise)
★ YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
★ ROD STEWART—The Night On The Town (Warner Bros.)
★ STEELY DAN—Royal Scam (ABC)
★ CHICAGO X—(Columbia)

WKDA-FM—Nashville

● ENGLAND DAN & JOHN FORD COLEY—Nights Are Forever (Big Tree)
● DWIGHT TWILLEY BAND—Sincerely (Shelter)
● RICK SPRINGFIELD—Wait For Night (Chelsea)
● RAY THOMAS—Hopes, Wishes & Dreams (Threshold)
● TRIUMVIRAT—Old Loves Die Hard (Capitol)
● YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
★ PETER FRAMPTON—Frampton Comes Alive (A&M)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ AEROSMITH—Rocks (Columbia)
★ STEVE MILLER—Fly Like An Eagle (Capitol)

WORJ-FM—Orlando

● ANDY PRATT—Resolution (Nemperor)
● YAMASHITA, WINWOOD, SHRIEVE—Go (Island)
● BOBBY BLAND & B.B. KING—Together Again... Live (ABC/Impulse)
● RICHIE FURAY BAND—I've Got A Reason (Asylum)
● GINO VANNELLI—The Gist Of The Gemini (A&M)
● DWIGHT TWILLEY BAND—Sincerely (Shelter)
★ HEART—Dreamboat Annie (Mushroom Records)
★ ALAN PARSONS PROJECT—Tales Of Mystery & Imagination (20th Cent.)
★ GEORGE BENSON—Breezin' (Warner Bros.)
★ ALICE COOPER—Alice Cooper Goes To Hell (Warner Bros.)

Northeast Region

● **TOP ADD ONS:**
BONNIE BRAMLETT—Ladies Choice (Capricorn)
MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
JOAN ARMATRADING—(A&M)
THE METERS—Trick Bag (Reprise)

★ **TOP REQUEST/AIRPLAY:**
ROD STEWART—A Night On The Town (Warner Bros.)
JEFFERSON STARSHIP—Spitfire (Grunt)
STEELY DAN—Royal Scam (ABC)
VIVA! ROXY MUSIC—(Atco)

● **BREAKOUTS:**
BONNIE BRAMLETT—Ladies Choice (Capricorn)
MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
JOAN ARMATRADING—(A&M)
KRIS KRISTOFFERSON—Surreal Thing (Monument)

WNEW-FM—New York

● KRIS KRISTOFFERSON—Surreal Thing (Monument)
● DAVID SANBORN—Sanborn (Warner Bros.)
● JOAN ARMATRADING—(A&M)
● THE METERS—Trick Bag (Reprise)
● BONNIE BRAMLETT—Ladies Choice (Capricorn)
● CHRISTINE McVIE—The Legendary Christine Perfect Album (Sire)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ REVERBERI—Timer (PA/USA)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ STEELY DAN—Royal Scam (ABC)

WBAB-FM—Babylon

● KRIS KRISTOFFERSON—Surreal Thing (Monument)
● MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
● JESS RODEN BAND—Keep Your Hat On (Island)
● BARRY MANILOW—This One's For You (Arista)
● BYRON BERLINE—Sundance (MCA)
● LA SEINE—That's Like The River (Ariola America)
★ SOUTHSIDE JOHNNY & THE ASBURY JUKES—I Don't Wanna Go Home (Epic)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ YAMASHITA, WINWOOD & SHRIEVE—Go (Island)
★ JEFFERSON STARSHIP—Spitfire (Grunt)

WOUR-FM—Syracuse/Utica

● BONNIE BRAMLETT—Ladies Choice (Capricorn)
● MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
● KRIS KRISTOFFERSON—Surreal Thing (Monument)
● ASLEEP AT THE WHEEL—Wheelin' & Dealin' (Capitol)
● THE METERS—Trick Bag (Reprise)
● BLUE OYSTER CULT—Agents Of Fortune (Columbia)
★ MARK ALMOND—To The Heart (ABC)
★ VIVA! ROXY MUSIC—(Atco)
★ JAMES TALLEY—Trying Like The Devil (Capitol)
★ GRINDERSWITCH—Pullin' Together (Capricorn)

WMMR-FM—Philadelphia

● BARRY MANILOW—This One's For You (Arista)
● EARTHQUAKE—8.5 (Besekeley)
● JOHN MAYALL—A Banquet In Blues (ABC)
● JOAN ARMATRADING—(A&M)
● BONNIE BRAMLETT—Ladies Choice (Capricorn)
● CURVED AIR—Airborne (BTM Import)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ TRIUMVIRAT—Old Loves Die Hard (Capitol)
★ BEACH BOYS—15 Big Ones (Brother/Reprise)
★ VIVA! ROXY MUSIC—(Atco)

WLIR-FM—New York

● ENGLAND DAN & JOHN FORD COLEY—Nights Are Forever (Big Tree)
● BONNIE BRAMLETT—Ladies Choice (Capricorn)
● MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
● JOAN ARMATRADING—(A&M)
● DAVID SANBORN—Sanborn (Warner Bros.)
● HUMMINGBIRDS—We Can't Go On Meeting Like This (A&M)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ SPIRIT—Farther Along (Mercury)
★ RICHIE FURAY BAND—I've Got A Reason (Asylum)
★ LEON & MARY RUSSELL—Wedding Album (Paradise)

WHCN-FM—Hartford

● PAT METHENE—Bright Size Life (ECM)
● LA SEINE—That's Like The River (Ariola America)
● GRAND FUNK RAILROAD—Good Singin' Good Playin' (MCA)
● MICHAEL DINNER—Tom Thumb The Dreamer (Fantasy)
● COUNTRY JOE McDONALD—Love Is Fire (Fantasy)
● THE METERS—Trick Bag (Reprise)
★ DOOBIE BROTHERS—Takin' It To The Streets (Warner Bros.)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ ANDY PRATT—Resolution (Nemperor)
★ ALICE COOPER—Alice Cooper Goes To Hell (Warner Bros.)

CHUM-FM—Toronto

● TRIUMVIRAT—Old Loves Die Hard (Capitol)
● BACK STREET CRAWLER—2nd Street (Atco)
● POINT BLANK—(Arista)
● MARK ALMOND—To The Heart (ABC)
● WAYLON JENNINGS—Are You Ready For The Country (RCA)
● GINO VANNELLI—The Gist Of The Gemini (A&M)
★ ROD STEWART—A Night On The Town (Warner Bros.)
★ STEELY DAN—Royal Scam (ABC)
★ JEFFERSON STARSHIP—Spitfire (Grunt)
★ AVERAGE WHITE BAND—Soul Searching (Atlantic)

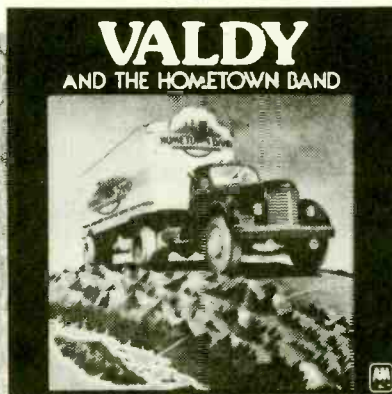
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VALDY

**AS MILLIONS OF
YOUNG PEOPLE YEARN TO
RETURN TO A SIMPLER
WAY OF LIFE,
ONE PERFORMER, VALDY,
HAS BECOME A SYMBOL
OF THAT DREAM.**



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much of the feelings of young people everywhere who seek a more natural way of life. Valdy's new album introduces him to many Americans for the first time and perhaps for the first time it breaks down the categories of "American artist" and "Canadian artist." For Valdy's voice and music reaches all of us who admire rugged virtue and natural courage.

VALDY "VALDY AND THE HOMETOWN BAND" ON A&M RECORDS AND TAPES

SP 4592



Produced by Claire Lawrence American Representation by Steve Dahl/Stone County

New Format At Conn. WWYZ For Adults

• Continued from page 18

Hartford was left without solid Top 40 radio," Craig says. "The last day of WPOP playing music was the saddest day in Hartford radio. WPOP and WDRC had one constant battle for years."

Hartford's closest stations to Top 40 remain WRCQ, which is gold formatted, and WDRC, which has a format that changes with sharp contrast throughout the day, from MOR to Top 40, to progressive.

"WDRC is a number of things to a number of people," adds Craig. "It cannot be called a Top 40 station, however." Craig is a firm believer that specialty formats will be the only way for stations to go in the future.

"Specialty formats have a strong image, and can be sold easily," he says. "In the first month of operation, YZ had at least one dozen advertisers come to it who found the format unique and appealing."

Other specialty stations have also fared well in Connecticut. WIOF, a semi-automated country station which is also in Waterbury, has done well in the Connecticut books.

"I don't want to reveal any secrets about my 'cascades,'" he continues.

"But, what we basically do is set a mood in each segment, from beginning to end."

The station's library consists of three shelves of albums. It is about 1,000 titles strong, and growing daily.

"We follow the trades to see what is popular," says Craig. "Numbers have no bearing on what we play. Record sales do not have a direct bearing on the format."

Craig says that the record companies have been good to the station in supplying the type of music they need. He has special thanks to Merv Amols of Capitol, Dave Demeurs of Columbia, Pat Rustici of Warner Bros., John Allen of MCA, Linda King from A&M, Tracy Garneau of Aquarius and Frank Berman of Alpha.

"They were all very extending in helping us," says Craig.

Craig uses file cards to index the LPs in the library. The announcers pull the index cards with the LPs and use the cards to recap each music segment. Craig himself pre-programs the music they will pull from the library.

"Our listener comments have been overwhelming," says Craig. "We have had calls from Vermont to Long Island, with people saying that it was 'about time' someone thought of playing the kind of music they like. It was really exciting to think that many people would spend the money for a toll call to us. Letters have come in every day since the change."

Craig stands by his belief that good programming makes a station successful.

"Regardless of whether a station is on AM or FM, it is good programming which makes a station a winner. All the talk about AM losing to FM is nonsense. There are no AM or FM records, it is just the station which is AM or FM."

Craig believes that MOR stations in the area are programming tune-out factors.

"Many AM stations are trying to

cover too broad a base in MOR programming. The result is they are airing tune out factors to the older, or more sophisticated listeners."

YZ utilizes five full-time personalities. They have a low key approach, and convey information about the music to the audience.

"Our personalities are a communicative vehicle to the audience. They speak on a one-to-one basis, in a warm personal manner, without expanding on words," says Craig.

In the morning slot is Glenn Colli-

gan, who works from 6-11 a.m. Bryant Thomas, formerly of WPOP, works the 11 a.m.-3 p.m. shift. Craig follows from 3-6 p.m. Jack Becker and Bill Calvert fill the two nighttime slots. Ted Sellers works weekends.

Craig began his career 13 years ago at WLTN in Littleton, N.H. He worked at WICH, WDRC, WPOP, and also part-time at WHDH in Boston. His longest stint was at WDRC, where he was mid-day personality for six years. **MIKE ADASKAVEG**

A Major Experimentation

• Continued from page 18

available tv time and the high cost for it is that it precludes repetition.

Derek Church, advertising and merchandising manager for Motown, notes that "the key to effective tv is repetition. It is better to hit hard for four days than to have ads on occasionally for a month."

Motown's recent campaign featuring Smokey Robinson, Diana Ross, Marvin Gaye and the Temptations ran for two weeks in June in four markets: Los Angeles, New York, Atlanta and Chicago.

Bob Siner, vice president of advertising and merchandising for MCA, disputes this need for repetition by saying "merchandising an artist isn't the same as merchandising soap. You can't take soap on tour or take it station-to-station or get it played on the radio." Siner feels that because an artist with hit product is promoted in all these other ways, occasional tv spots would, in some cases, be enough.

MCA's tv activity to date has centered around Elton John, Neil Sedaka, Olivia Newton-John, the Who, Lynyrd Skynyrd and the soundtrack from "The Sting."

Another problem with soaring tv costs is noted by Motown's Derek Church. "You can't just have a tv spot and expect the consumer without any further stimulus to go out and buy an album. Advertising has to be on several levels. But tv is so expensive that you have to de-emphasize or even exclude some of these other reinforcing forms."

Linda York, a media buyer for Warner Bros., indicates that WB has responded to this problem by cutting back sharply on consumer print. In this way the label has managed tv campaigns on Rod Stewart and the Staple Singers "Let's Do It Again."

Another main reason for the reluctance of labels to enter the tv field was a feeling that record ads on tv tend to "look cheap."

Mickey Elfenbein of K-Tel, which pioneered the field of advertising records on tv 10 years ago in Canada and five years ago in the U.S., defends the attention-grabbing, admittedly hard sell ads his company runs by saying, "We employ what we think is the most effective advertising in moving large quantities of records."

Barry Grieff of A&M notes, "that's obviously worked for them, but they're selling a bargain, not an emotion. We're selling someone's artistry, and the artists that are attracted to A&M's style wouldn't tolerate a hard sell. And we have an interest in the longevity of an artist: we're not just trying to get the maximum exploitation out of any one album."

Derek Church of Motown notes, though, that there are really two kinds of television ads. "One is put on by the manufacturer, and usually emphasizes the quality of the product, and the other is put on by the merchandiser, and just tells you

where you can go to get it at the right price."

Church notes that most tv ads for records in the past have not been manufacturer-sponsored, but now that they are, there should be more sophistication, subtlety and soft sell.

MCA is even investigating a new approach, according to Bob Siner. "In our past ads we've just let the viewer know a record was available: we didn't give him a reason to buy it."

Siner is also concerned with what was another long-time roadblock to label participation on tv, the feeling that the tv audience is too broad.

"Very few acts are conducive to tv. If they aren't mass appeal, it won't pay off. Actually radio is the best buy in terms of efficiency, as you can key in much closer on a specific audience."

For the most part even Joel Davis of American Media concedes that "in many cases tv is wrong." He notes that there are matching tv demographics for any artist, but says that in some cases there are so few shows that have the desired audience that you can't wage an all-out campaign.

"You can count on one hand the number of shows that reach the acid rock audience. You'd have 'Midnight Special,' 'Rock Concert,' and 'Saturday Night.'

He notes, though, that most artists have a broader base than is reached by radio. For this reason he feels a tv campaign on an Elton John, who is already getting maximum radio exposure, would be a worthwhile effort.

Davis of Capitol also sees the significance of tv advertising in possibly widening the record-buying base. "Everybody's after that 25-40 'blue denim' audience, in addition to

(Continued on page 32)

Boston Meet

• Continued from page 18

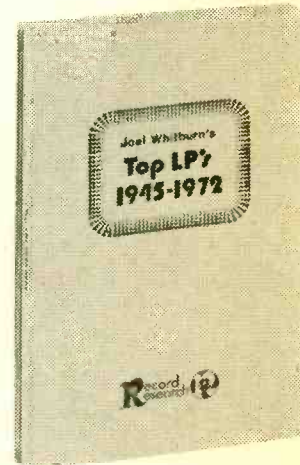
The advisory staff includes Tony Muscolo, Jeff Gerber of WBAX in Wilkes Barre, Pa.; Dick Smith of WORC in Worcester, Mass.; Bob Savage of WBBF in Rochester, N.Y.; Jeff Ryder of WJBQ in Portland, Me.; Mark Laurence of WGUY in Bangor, Me.; Bob Marshall of WGNG in Providence, R.I.; and Kevin Keogh of Chelsea Records, Los Angeles.

Registration fees have been set at \$20 for college students, \$25 for persons in commercial radio and \$35 for record executives.

Purpose of the conference, according to the advisory committee, is to bring together secondary radio, major market radio, retail, wholesale, and promotion representatives to "solve some of the problems that exist and to show the influence the secondary markets have on the entire music industry."

For further details, anyone wishing to attend should contact one of the advisory members.

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Jazz

MANN POWER *Personal Appearances Nixed By Herbie, But He Is Hyperactive*

By ELIOT TIEGEL

LOS ANGELES—Herbie Mann is stepping aside from doing personal appearances—for an indefinite period.

The reason: the studio musicians he's been using for the past four years are now being hired by top name contemporary pop acts, so each time he goes out on the road, it's a matter of getting new personnel and by the time they've run through the books they're ready to come home to New York.

So Mann is trying an experiment: he's cutting out personals in favor of doing recording work, producing other artists and waiting until his agency, Sutton Artists, puts together a major 10-15 city tour for him in the right concert halls which will enable him to hire the right musicians and know they'll be with him and not with some rock act.

Mann has three final dates left before he goes into his experimental stage: Friday (13) he and his group play with the Denver Symphony; Saturday (14) they play the Convention Center in Reno and Monday (16) they play at the Uptown Theater in Kansas City during the Republican Convention.

"The way I've been working, using studio musicians on and off, I'm never sure who my band will be," Mann admits. "A lot of pop groups have stopped using their friends in the studios and are using regular studio musicians instead. Peter Frampton hired my drummer and Judy Collins hired my bassist." The lure is, of course, more money and more dates.

"The only way I can put together a band is to tour," Mann says. Mann's concept of staying around New York most of the time and going out on weekends to do concerts is not viable anymore.

So while he waits for a major tour to be developed, he'll be doing recording work. He goes to Germany in the next few months to cut an LP which Atlantic will distribute. He'll also be featured in a plethora of LPs—new and repackaged—which Atlantic will be issuing in the next several months, including November, when it'll be Herbie Mann Month.

The flutist plus vocalist Cissy



Herbie Mann: seeking new vistas for the next two years.

Houston and his band, featuring guitarist Albert Lee, just taped their performance at the Great American Music Hall in San Francisco. That LP is blues flavored.

He recently completed an LP, infusing Brazilian carnival rhythms with his jazz: cut an LP in Japan with Buddhist monks and Japanese musicians which Atlantic will release on its Finnidar avant-garde label, and has prepared a Latin LP plus a Roy Ayers package. The last three will be part of a 12-LP release by Atlantic in September.

"I feel it's time again for Brazilian music to happen," Mann says. "The Brazilian musicians have been listening to pop and the reason Brazilian music was popular years ago was because Latin music got boring."

Playing on this LP are members of his "last" band: Pat Rebillot, piano; Jeff Merinov, guitar; Tony Levin, bass; Armen Halburian, percussion; (plus Rubens Bassini, Dam Um Ramon and Ralph McDonald all on percussion) and Brazilian guitarist Trisal. This potpourri LP of jazz, pop, samba and rock will be out in November.

He's also has set for November a compilation of acts he cut for Embryo, a label he ran for Atlantic in the mid-1960s, which features the Brecker Brothers, Larry Coryell, Ron Carter, Hubert Laws, John

McLaughlin, Miroslav Vitos and Herbie Hancock. The LP will be called "The Best Of Embryo—Ahead Of Its Time," Mann says.

The Latin LP features four bands doing "early salsa" as Mann calls it. They are Mann and the Machito rhythm section: Charlie Palmieri, Mongo Santamaria and Willie Rosario.

The Roy Ayers package is tracks that Mann produced for Atlantic eight years ago and which he has re-mixed.

Mann speaks of several adventurous recording projects like working with the Average White Band's rhythm section.

And while his music will be getting to the public via recordings, Mann envisions playing the Carnegie Halls of the nation in person. "If necessary I'd rather do two shows for 6,000 people than one for 12,000 in a stadium where nobody can hear anything."

His record production company, Five Faces Of Music, has vocalist Cissy Houston under contract. He has been discussing a production deal with several labels, but isn't ready to reveal the affiliation.

12 Jazz Hours On Philadelphia WHYY-TV Bill

PHILADELPHIA—While there is a dearth of jazz rooms now operating in the city, WHYY-TV, public service channel here, will fill the gap with a 12-week hour-long jazz concert series, "At The Top." Produced by WXXI in Rochester, N.Y., the series was taped on location in night-clubs and concert halls in Western New York state, including Rochester's Top Of The Plaza.

Showing Saturday nights at 8 p.m., the video concerts begin with "Two Generations Of Brubeck." Following programs spotlight The New York Jazz Quartet with Roland Hanna; Joe Williams, Stanley Turrentine, trumpeter Freddie Hubbard, composer-pianist Keith Jarrett, Woody Herman, Count Basie, vocalist Gil Scott-Heron, Taj Mahal, and DeeDee Bridgewater. Final concert will be a special tribute to the late Bix Beiderbecke with Jimmy McPartland, Joe Venuti and others.

Old-Timers Prance At L. A. Festival

LOS ANGELES—There'll be a hot time in the old town the night of Sept. 17 and the following two evenings when a legion of old-timers perform on the Wilshire Ebell Theater stage at what is being billed as the Los Angeles Jazz Festival.

John Lee Hooker kicks off the festivities on a bill in which Little Brother Montgomery, Sunnyland Slim, Lowell Fulson, Cousin Joe, Lloyd Glenn, Duke Burrell and Bob Hite also will appear.

On Saturday, producer Floyd Levin will produce "A Night In New Orleans" featuring Joe Venuti, Barry Martyn's Legends Of Jazz, Art Hodes, Red Callender, the New Orleans Brass Band and Rosy McHargue's Ragtimers.

Sunday's session will be built around the music of Louis Armstrong with Barney Bigard, Cosy Cole, Arvell Shaw, Teddy Buckner, Trummy Young and Dick Cary sharing the stand.

Levin has scaled tickets from \$4 to \$7, all reserved, and performances the three nights will start at 8:30 P.M.

Jazz Beat

LOS ANGELES—KVMT in Vail, Colo., has a show called "Bridge Street Jazz" which airs seven nights a week from 6-7 p.m. with music director John Bradley as host.

"We concentrate on solid contemporary jazz but often feature dixieland, the blues and virtually every aspect of past and present jazz," writes Bradley.

"We would like to expand the show," says Bradley, "to two or three hours. However, we are in desperate need of album service from all labels. KVMT has been on the air since the fall of 1974 and the present staff has been here since spring of 1976."

KADX in Denver is simulcasting "At The Top," the hour-long jazz show done with KRMA-TV Saturdays at 8 p.m. Then the station airs a series of shows from the Agora Club in Cleveland which goes on the air at 10 p.m. for an hour. Thursday (12) the station is presenting the CTI Summer Festival at Red Rocks Amphitheater.

John Sutton, air personality and music librarian, writes that the outlet is also programming "Jazztract," Wednesdays at 9 p.m. and that show involves playing an entire LP and giving it a solid sendoff.

New personnel at the station include Steve Burke as operations and music director. He also pulls a 3:15 to 8:15 p.m. air slot. Other DJs in-

clude Chuck Edwards, 8:15 p.m.-1:15 a.m.; Bill Neal, 1:15 a.m.-6:15 a.m.; Lauren Hendricks, 6:15-10:15 a.m., and Sutton, 10:15-3:15 p.m. Besides broadcasting jazz 24 hours, station also beams in quadrasonic QS, Sutton notes.

The Downtown club in the Buffalo Statler Hilton has had a successful run with jazz acts and plans additional outings in this direction. Room reopens Sept. 7. The room's second season featured Milt Jackson, Flip Phillips, Roy Eldridge, Bucky Pizzarelli, Spider Martin, Dizzy Gillespie, Cap Mangione, Earl Hines, Jackie & Roy Kral, Marian McPartland and Charlie Byrd.

Zim Records of Jericho, N.Y., owned by Art Zimmerman, distributes product by Spotlite of England, Amigo, Dragon and Tangent Records of Sweden. Two ex-patriot Americans, Red Mitchell and Dave Holland, appear on several of the disks. Zim also acts as distributor for the No/Gap label whose release this month features Paul Quinichette and Tommy Bryant with the No Gap Generation Jazz Band. Company also handles broadcast remote projects done by WBBM in Chicago and released by special arrangement with Charlie Ventura. These dates were cut during the mid-1940s and feature such names as Charlie Parker, Coleman Hawkins and Pepper

(Continued on page 72)

Billboard Best Selling Jazz LPs

This Week	Last Report	Weeks on Chart	TITLE Artist, Label & Number (Distributing Label)
1	1	19	BREEZIN George Benson, Warner Bros. BS 2919
2	6	9	BOB JAMES THREE CTI 6063
3	3	9	GOOD KING BAD George Benson, CTI 6062
4	2	13	THOSE SOUTHERN KNIGHTS Crusaders, ABC/Blue Thumb BTSD 6024
5	4	13	HARD WORK John Handy, ABC/Impulse ASD 9314
6	5	10	FEVER Ronnie Laws, Blue Note BN-LA628-G (United Artists)
7	10	13	YOU ARE MY STARSHIP Norman Connors, Buddah BDS 5655
8	9	10	EVERYBODY COME ON OUT Stanley Turrentine, Fantasy F 9508
9	8	13	FLY WITH THE WIND McCoy Tyner, Milestone M 9067 (Fantasy)
10	7	17	LOOK OUT FOR #1 Brothers Johnson, A&M SP 4567
11	11	19	ROMANTIC WARRIOR Return To Forever, Columbia PC 34076
12	15	9	ARBOUR ZENA Keith Jarrett, ECM 1070 (Polydor)
13	13	13	SALONGO Ramsey Lewis, Columbia PC 34173
14	12	17	BLACK MARKET Weather Report, Columbia PC 34099
15	14	42	FEELS SO GOOD Grover Washington Jr., Kudu 24 S1 (Motown)
16	16	10	EARL KLUGH Blue Note BN-LA596-G (United Artists)
17	17	24	THE LEPRECHAUN Chick Corea, Polydor PD 6062
18	26	6	THE NEED TO BE Esther Satterfield, A&M SP 3411
19	19	40	TOUCH John Klemmer, ABC ABCD 922
20	20	44	KOLN CONCERT Keith Jarrett, ECM 1064/65 (Polydor)
21	18	19	AURORA Jean-Luc Ponty, Atlantic SD 18163
22	31	6	OH, YEAH? Jan Hammer, Nemperor NE 437 (Atlantic)
23	NEW ENTRY		EVERYBODY LOVES THE SUNSHINE Roy Ayers Ubiquity, Polydor PD-1-6070
24	24	22	OPEN YOUR EYES YOU CAN FLY Flora Purim, Milestone M 9065 (Fantasy)
25	25	19	PRIMAL SCREAM Maynard Ferguson, Columbia PC 33953
26	21	10	THE PAUL DESMOND QUARTET LIVE Horizon SP 850 (A&M)
27	27	40	CITY LIFE Blackbyrds, Fantasy F 9490
28	NEW ENTRY		SUMMERTIME MFSB, Philadelphia International PZ 34238 (Columbia/Epic)
29	30	9	THE MEAN MACHINE Jimmy McGriff, Groove Merchant GM 3311 (PIP)
30	NEW ENTRY		THE MAIN ATTRACTION Grant Green, Kudu 28 (CTI)
31	33	13	BIRD/THE SAVOY RECORDINGS Charles Christopher Parker, Savoy SJL 2201 (Arista)
32	40	10	MYSTERIES Keith Jarrett, ABC/Impulse ASD 9315
33	37	4	BLACK WIDOW Lalo Shifrin, CTI 5000
34	35	4	NEW LIFE (Dedicated To Max Gordon) Thad Jones & Mel Lewis, Horizon SP 707 (A&M)
35	28	6	ALL THE THINGS WE ARE Dave Brubeck, Atlantic SD 1684
36	34	10	OSCAR PETERSON IN RUSSIA Pablo 2625.711 (RCA)
37	NEW ENTRY		OTHER FOLKS' MUSIC Rahsaan Roland Kirk, Atlantic SD 1686
38	NEW ENTRY		STEPPIN' OUT WITH A DREAM Ahmad Jamal, 20th Century T 515
39	NEW ENTRY		NIGHTFLIGHT Gabor Szabo, Mercury SRM-1-1091 (Phonogram)
40	NEW ENTRY		DREAMS SO REAL Gary Burton Quintet, ECM-1-1072 (Polydor)

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Rock Singles Best Sellers

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As Of 8/3/76

Compiled from selected rackjobber by the Record Market Research Dept. of Billboard.

- 1 AFTERNOON DELIGHT—Starland Vocal Band—Windsong 10588
- 2 DON'T GO BREAKING MY HEART—Elton John & Kiki Dee—Rocket 40585
- 3 LET HER IN—John Travolta—Midland International 10623
- 4 GOT TO GET YOU INTO MY LIFE—Beatles—Capitol 4274
- 5 LOVE IS ALIVE—Gary Wright—Warner Bros. 8143
- 6 LET 'EM IN—Wings—Capitol 4293
- 7 ROCK & ROLL MUSIC—Beach Boys—Warner/Reprise/Brother 1354
- 8 I'D REALLY LOVE TO SEE YOU TONIGHT—England Dan & John Ford Coley—Big Tree 16069
- 9 GET CLOSER—Seals & Crofts—Warner Bros. 8190
- 10 SHOP AROUND—Captain & Tennille—A&M 1817
- 11 YOU'RE MY BEST FRIEND—Queen—Elektra 45318
- 12 MOONLIGHT FEELS RIGHT—Starbuck—Private Stock 45039
- 13 I'M EASY—Keith Carradine—ABC 12117
- 14 KISS AND SAY GOODBYE—Manhattans—Columbia 3-10310
- 15 THE BOYS ARE BACK IN TOWN—Thin Lizzy—Mercury 73786
- 16 YOU SHOULD BE DANCING—Bee Gees—RSO 853
- 17 BABY I LOVE YOUR WAY—Peter Frampton—A&M 1832
- 18 I'LL BE GOOD TO YOU—Brothers Johnson—A&M 1806
- 19 MISTY BLUE—Dorothy Moore—Malaco 1029
- 20 A FIFTH OF BEETHOVEN—Walter Murphy & The Big Apple Band—Private Stock 45073
- 21 MORE, MORE, MORE (Part 1)—Andrea True Connection—Buddah 515
- 22 IF YOU KNOW WHAT I MEAN—Neil Diamond—Columbia 3-10366
- 23 TEDDY BEAR—Red Sovine—Starday 642
- 24 WHAM BANG SHANG-A-LANG—Silver—Arista 0189
- 25 DEVIL WOMAN—Cliff Richard—Rocket 40574
- 26 SAY YOU LOVE ME—Fleetwood Mac—Reprise 1356
- 27 SUMMER—War—United Artists 834
- 28 YOU'LL NEVER FIND ANOTHER LOVE—Lou Rawls—Philadelphia International 3592
- 29 BOOGIE FEVER—Sylvers—Capitol 4179
- 30 SILLY LOVE SONGS—Wings—Capitol 4256
- 31 WITH YOUR LOVE—Jefferson Starship—Grunt 10746
- 32 GET UP AND BOOGIE—Silver Convention—Mid. Int'l. 10571
- 33 (Shake, Shake Shake) SHAKE YOUR BOOTY—K.C. & The Sunshine Band—TK 1019
- 34 TEAR THE ROOF OFF THE SUCKER—Parliament—Casablanca 856
- 35 LAST CHILD—Aerosmith—Columbia 3-10359
- 36 NO, NO JOE—Silver Convention—Midland International 10723
- 37 PLAY THAT FUNKY MUSIC—Wild Cherry—Epic 8-50225
- 38 SPRINGTIME MAMA—Henry Gross—Lifesong 45008
- 39 THIS MASQUERADE—George Benson—Warner Bros. 8209
- 40 MAKING OUR DREAMS COME TRUE (Theme From "Laverne & Shirley")—Cyndi Greco—Private Stock 45086

Rock LP Best Sellers

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As Of 8/3/76

Compiled from selected rackjobber by the Record Market Research Dept. of Billboard.

- 1 FRAMPTON COMES ALIVE—Peter Frampton—A&M SP 3703
- 2 WINGS AT THE SPEED OF SOUND—Capitol SW 11525
- 3 FLEETWOOD MAC—Reprise MS2225
- 4 BEAUTIFUL NOISE—Neil Diamond—Columbia PC 33965
- 5 ROCK 'N' ROLL MUSIC—The Beatles—Capitol SKBO 11537
- 6 THEIR GREATEST HITS 1971-1975—EAGLES—Asylum 7E-1052
- 7 ROCKS—Aerosmith—Columbia PC 34165
- 8 DREAMWEAVER—Gary Wright—Warner Bros. BS 2868
- 9 CHICAGO X—Columbia PC 34200
- 10 SONG OF JOY—Captain & Tennille—A&M SP 4570
- 11 SPITFIRE—Jefferson Starship—Grunt BFL1-1557
- 12 A NIGHT AT THE OPERA—Queen—Elektra 7E-1053
- 13 LOVE WILL KEEP US TOGETHER—The Captain & Tennille—A&M SP 3405
- 14 HISTORY—AMERICA'S GREATEST HITS—America—Warner Bros. BS 2894
- 15 ALIVE!—Kiss—Casablanca NBLP 7020
- 16 A KIND OF HUSH—Carpenters—A&M SP 4581
- 17 ENDLESS SUMMER—Beach Boys—Capitol SVBO 11307
- 18 GREATEST HITS—Elton John—MCA 2128
- 19 FLY LIKE AN EAGLE—Steve Miller Band—Capitol 11516
- 20 15 BIG ONES—Beach Boys—Brother/Reprise MS 223
- 21 DONNY & MARIE FEATURING SONGS FROM THEIR TELEVISION SHOW—Donny & Marie Osmond—Kolob PD 6068
- 22 CHICAGO IX CHICAGO'S GREATEST HITS—Columbia PC 33900
- 23 DREAMBOAT ANNIE—Heart—Mushroom MRS 5005
- 24 GET CLOSER—Seals & Crofts—Warner Bros. BS 2907
- 25 JOHN TRAVOLTA—Midland International BK11-1563
- 26 TRYIN' TO GET THE FEELIN'—Barry Manilow—Arista AL 4060
- 27 HERE AND THERE—Elton John—MCA 2197
- 28 CHANGESONEBOWIE—David Bowie—RCA APL1-1732
- 29 COME ON OVER—Olivia Newton-John, MCA 2186
- 30 OLE ELO—Electric Light Orchestra—United Artists UA-LA630-G
- 31 BREEZIN'—George Benson—Warner Bros. BS 2919
- 32 IN THE POCKET—James Taylor—Warner Bros. BS 2912
- 33 CONTRADICTION—Ohio Players—Mercury SRM-1-1088
- 34 LED ZEPPELIN (IV)—Atlantic SD 7208
- 35 GREATEST HITS—Seals & Crofts—Warner Bros. BS 2886
- 36 ALICE COOPER GOES TO HELL—Warner Bros. BS 2896
- 37 WIRED—Jeff Beck—Epic PE 33849
- 38 ARE YOU READY FOR THE COUNTRY—Waylon Jennings—RCA APL1-1816
- 39 DESTROYER—Kiss—Casablanca NBLP 7025
- 40 LOOKIN' FOR #1—Brothers Johnson—A&M SP 4567

Memphis P/M Acquires New Acts

MEMPHIS—Phonogram/Mercury's office here has signed several local acts since the label opened its office here two months ago to develop Southern talent.

The new signings by Jud Phillips Jr., office manager, include the Bar-Kays; Con-Funk-Shun; Oliver and the Rockettes, and the Treasurers. Memphis artists already recording for the label before the new signings are: Jerry Lee Lewis and O.B. McClinton.

"We are making progress in talent acquisition and production," says Phillips. "I have taken my time to be selective in signing artists because we want to make sure that we keep up the heritage of the Memphis recording industry and its grassroots elements."

Radio-TV Programming

Vox Jox

By CLAUDE HALL

LOS ANGELES—Jim Gallant is leaving WIOD in Miami to return with wife and pets to Kansas City. When I was down there a couple of months ago, WIOD sounded very good—in fact, better than any other MOR station in the nation that I'd listened to aside from when **Budd Clain** programmed WSPR in Springfield, Mass., years and years ago. . . . **Rich (Brother) Robbins** was hanging out last week at KGBS-AM in Los Angeles (now to be known as KTNQ), the first of a series of people to be hired by new program director **Jimi Fox**.

Dick McGarvin, former disk jockey at KSFO in San Francisco, dropped by last week to bring me his album, "Peaceful." He has been doing voiceovers and tv acting the past year or so, including an NBC-TV movie that you'll be seeing soon. Buddies can reach him via 213-874-2200. . . . Lineup at WEKY in Richmond, Ky., includes **Jack Daniels 5-9 a.m.**, program director **Roy D. (Dale King) Wasson 9-noon**, (**Brother John) K. Roberts noon-4 p.m.**, **Mark Anthony 4-8:30 p.m.**, **Larry C. Jaynes 8:30 p.m.-1 a.m.**, and **James Michael Reid** on week-ends. Wasson says: "The station desperately needs all record companies to start rock singles and album service and stop country service. We have been on the air around 25 years

and have never been country that I know of. We have been rock for as long as rock music existed. We are trying to break hits and are gaining listeners and accounts in Lexington 25 miles away. Right now, we must buy or tradeout 95% of our records and can't buy new records since they aren't in the racks."

Bobby Vee recently performed in Europe and he bumped into, of all things, some Vox Jox readers such as **Sgt. "Rip" Van Winkle** of Armed Forces Radio in Brindisi, Italy, who says that Armed Forces Radio is doing some very creative things in talk and music. Rip, why don't you send me an aircheck (cassette or reel-to-reel) one of these days? . . . **Ron Frasier** and his wife got into the movie "Close Encounter Of A Third Kind" by Columbia Pictures.

Bob McAlester, general manager of KORL in Honolulu, writes: "Regarding the Hawaii item mentioned in your July 31 issue, some of the material is quite in error. In the future, could you check more than one source for a more balanced picture? Hawaii is developing into an aggressive and extremely profitable market. With the influx of professional broadcasters, it is an unfortunate time for unfavorable and inaccurate publicity." McAlester refers to a letter from **Jefferson Foxx** about visiting Hawaii. Foxx deplored the low salaries in Hawaii.

George Waters, KVON in Napa, Calif., writes: "Just read the letter in the column from **Jefferson Foxx** regarding pay in Honolulu. He thinks it's amazing people will work there for \$2.25 an hour. Why not? If you're going to starve, better Honolulu than New York, San Francisco, Chicago, or Los Angeles. I know of a number of FM stations that pay that kind of salary, even in the largest U.S. markets. I'd be willing to bet that WBIG where Foxx works starts people at \$125 a week, which only works out to \$3 an hour. We do. As program director, I'm not proud to say that, but it's true. And if anyone wants to leave, there will probably be 100 applicants for his job within one week.

"From time to time, you and other industry publications do interviews with consultants, 'stars,' etc., who wonder where the talent is in radio. With a reasonably good announcer working 40 hours a week (minimum) and busting his butt for an average of \$150 a week in a medium size market (check the NAB handbook on wages: you'll be appalled), it's no wonder anyone with talent (or intelligence) either gets out of radio or moves into sales. In fact, in order to eat, I'm doing selling here—not hardly my favorite job. But as long as so-called radio schools and colleges keep cranking out thousands of 'qualified' radio people each year, the situation is not going to improve. What is happening, as I see it, is that good announcers are moving into areas where they can pick up side money doing other things, and still stay on the air a few hours a day doing what they enjoy. Or, they are getting out of radio entirely.

"What can we do? Somehow we've got to make it known to sales managers who now run medium and small market stations that people are worth something; that automation still takes people to run it. Otherwise, Hawaii at \$2.25 an hour is always going to look better than Chicago at

\$2.50. After all, what's 25 cents when you're starving anyway?"

KCLD is an adult contemporary station in St. Cloud, Minn., about 30 minutes from Minneapolis, and the lineup now has **Bruce Vidal 6-10 a.m.**, operations manager **J.J. Justin 10-noon**, **Terry "Flick" Fleck noon-3 p.m.**, program director **Scott Slocum 3-7 p.m.**, **Duke Bremmer 7-10 p.m.**, **Jack Hanson 10 p.m.-2 a.m.**, **Rock Lundorf 2-6 a.m.**, with **Joe Henderson** and **Joel Folger** handling week-end work. . . . **Ken Noble** moved to WKLS (96 Rock) in Atlanta Aug. 1. He'd been doing mornings at KTFM in San Antonio. "Here's something I can't understand. With the exception of KQXT, a beautiful music station, the FM band actually lost in listenership in San Antonio for the first time in two years. The two album rock station dropped. Why? Album rock is doing great in other markets. What is wrong with the San Antonio market?" I don't know, Ken, but I'd think that the caliber of people on the AM band have a lot to do with it. Had the pleasure of meeting quite a few of them at **Bill Gavin's** recent regional meeting in Austin. They impressed me. And, of course, **Ken Dowe** is in San Antonio. Need I say more?

Bill Bailey has resigned as program director of WIXY in Cleveland. He's looking and you can reach him via 216-467-2306. . . . CKCM in Montreal is looking for a personality. It's a 3.5 million market. Pays well, five-day work week.

Bubbling Under The HOT 100

- 101—WE BOTH NEED EACH OTHER, Norman Connors, Buddah 534
- 102—GIVE A BROKEN HEART A BREAK, Impact, WMOT/Atco 7056
- 103—DISCO-FIED, Rhythm Heritage, ABC 12205
- 104—I NEED IT, Johnny Guitar Watson, DJM 1013 (Amherst)
- 105—SLOW MOTION, Dolls, Mercury 73807 (Phonogram)
- 106—THE END IS NOT IN SIGHT (The Country Tune), Amazing Rhythm Aces, ABC 12202
- 107—KILL THAT ROACH, Miami, Drive 6251 (TK)
- 108—BRAND NEW LOVE AFFAIR, Jigsaw, Chelsea 3043
- 109—L.O.D. (Love On Delivery), Billy Ocean, Ariola America 7630 (Capitol)
- 110—HEART ON MY SLEEVE, Gallagher & Lyle, A&M 1850

Bubbling Under The Top LPs

- 201—THE RUNAWAYS, Mercury SRM-1-1090 (Phonogram)
- 202—JAN HAMMER, Oh, Yeah?, Nemperor NE 437 (Atlantic)
- 203—BEN SIDRAN, Free In America, Arista AL 4081
- 204—JOHN MILES, Rebel, London PS 669
- 205—PLEASURE, Accept No Substitutes, Fantasy F 9506
- 206—PFM, Chocolate Kings, Asylum 7E-1071
- 207—CITY BOY, Mercury SRM-1-1089 (Phonogram)
- 208—ABBA, Atlantic SD 18146
- 209—IMPACT, WMOT/Atco SD 36-135
- 210—THAT'S ENTERTAINMENT PART II/ORIGINAL MOTION PICTURE SOUNDTRACK, MGM MG-1-5301 (Polydor)

Label Execs

• Continued from page 26

the younger demographics that listen to the radio. So tv is definitely tapping a new audience."

Another reason labels avoided tv is outlined by Grief of A&M.

"Tv is visual, and if the visual image you present is different from what the listener conjured up, you're not helping the act, you're hurting it.

"Some acts have strong visual appeal, like the Tubes or an outrageous looking act like Kiss. But if a rock band looks like every other rock band, showing that image on tv would make the act look mundane."

Motown's **Derek Church** feels, though, that "establishing a visual identity, especially if the image presented on tv is the same as the album cover, will increase the chance of recognition at point of purchase."

Capitol's **Davis** feels that "music today is no longer just audio: it's become a visual medium as well. Music stars are now entertainers, and creating a visual image on tv can only help."

A final reason that labels were reluctant until now to enter the tv field was that they would have to master the complex area of tv time buys.

Mickey Elfenbein of K-Tel explains that "it took us years to develop this expertise. It's not going to be easy for labels to develop this skill."

Most labels have solved this problem by working with professional media buying services which buy huge amounts of time and get a price break as a result.

A&M's **Grief** points out that much is unknown about the worth of tv advertising in terms of motivating the consumer.

"In fact, our main push in tv advertising is not so much to the consumer, as to let merchandisers know that we are behind a product. You tell them you are planning a massive print campaign and they yawn. But tv is the new toy, so it intrigues them more."

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Narrator: Bill Todd, WDAI

MIAMI: INSIDE OUT

Airchecks of:
96X, WQAM, WIOD, Zeta 4, Y100
Special morning drive article.
WCFL's final moments of rock.
Interview with Gerry Peterson, KCBO.
Narrator: Bobby Ocean, KHJ

SAN FRANCISCO CLOSE-UP

Airchecks of:
KDIA, KLIV, K101, KYA, KYA-FM
Special article on B100-FM, San Diego.
Interview with BILLBOARD's
Claude Hall.
Narrator: Mark Driscoll



INSIDE ST. LOUIS

Airchecks of:
KXOK, KADI, KADI-FM, KSLO, KATZ
Special article on WVBF, Boston.
Interview with Bob Hamilton, Radio
Quarterly Report.
Narrator: J.J. Jeffrey, WBLM

THE PITTSBURGH STORY

Airchecks of:
KDKA, 13Q, WTAE, WTAE-FM, WPEZ,
WYDD
Special production article from Don
Elliot, KIIS, Los Angeles.
Interview (Part I) with Don Imus by
Alison Steele.
Narrator: Chuck Buell

ATLANTA: IN FOCUS

Airchecks of:
96ROCK, WIIN, WAOK, Z93, WQXI,
WQXI-FM
Special article by John Sebastian, P.D.,
KDWB, Minneapolis-St. Paul.
Interview (Part II) with Don Imus.
Narrator: Larry Lujack, WCFL

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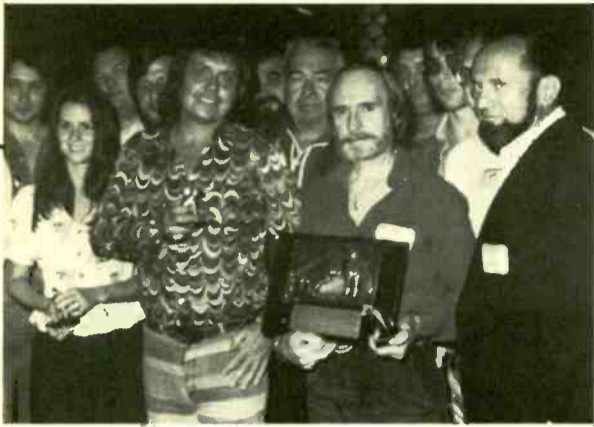
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RCA Convention Highlights In San Francisco



Branch awards for top sales performance in the first six months go to, clockwise from top left: DALLAS—Front row, Peggy Graham, Wayne Edwards, Al Mathias, John Betancourt, manager Tom McCusker, Mel Ilberman, division vice president, commercial operations; back row, Jim Alston, John Kane, Roger Moore, Edmond Hubert, Bert Williams; MINNEAPOLIS—Mario DeFilippo, RCA director, sales; Bob Heatherly, Jerry Cunningham, manager John Swenson, Ron Geslen; SAN FRANCISCO—Eddie Humber, Kent Mitchell, David Newmark, manager Charlie Rice, Charles Clendenin; DENVER—Keni Johnson, manager Mike Ketchum, Ilberman, Robin Wren, John Rosica, division vice president, promotion, Del Wood. Branch managers receive plaques and all staffers get original mold replicas of the "Nipper" trademark.



Sales seminar panel, above from left, includes Mario DeFilippo, RCA director, sales; Russ Solomon, president, Tower Records; Harvey Campbell, vice president, and Brud Oseroff, president, Mobile One Stop, and Dan Heilicher, NARM chairman. At right, from left, are John Rosica, division vice president, promotion, and radio panelists Bill and Janet Gavin, Gavin Report; Keith Adams, KDIA program director, Oakland.



RCA president Ken Glancy is on both the giving and receiving end. Above, he presents a gold record to Starland Vocal Band for its Wind-song single "Afternoon Delight," to manager Jerry Weintraub, group members Margot Chapman, Taffy Danoff, Jon Carroll, Bill Danoff and producer Milt Okun. At right, he is presented one of the first copies of John Denver's new LP "Spirit" by Weintraub, Management III chairman and Denver's manager.



Showcase spotlight is shared by, from top, Waylon Jennings, who brought his own show, and wife Jessie Colter, courtesy of Capitol, who shared the stage on "Suspicious Minds" from the RCA LP "The Outlaws"; D.J. Rogers, who headlined the r&b show at Bimbo's Club, with selections from his new LP, "On The Road Again"; Rhythm, a new group signed to the label, with its debut album "Rhythm" this month; The Tymes, getting it down with selections from its upcoming LP, "Turning Point"; Free Beer, whose new LP "Highway Robbery" was recently released by RCA, appeared in the pop showcase closing night. Included are Sandy Allen, Werner Fritzching, Michael Packer, Robert Potter and Dan Daley, on pedal steel guitar.



RCA's John Rosica, division vice president, promotion, and Paul Kantner of Jefferson Starship, chat at Bimbo's, prior to Waylon Jennings' show.



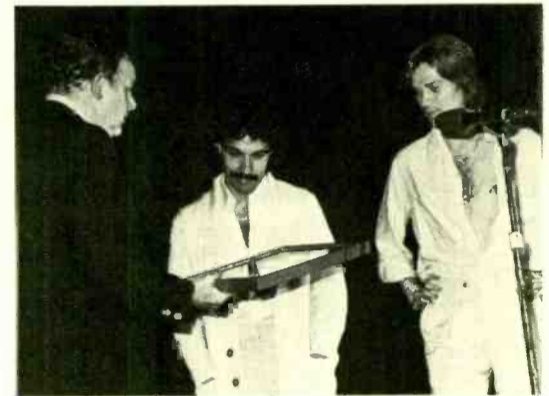
Mort Weiner, Custom Label sales director; Tattoo artist Becky Hobbs, and Charlie Hall, Atlanta branch chief.



Singer-songwriter Harry Nilsson is congratulated by Don Burkheimer, RCA division vice president, West Coast.



Discussing David Bowie's recent European tour are his associate, Pat Gibbons; Bob Summer, RCA International chief; Billboard publisher Lee Zitho.



Clockwise, from top: At opening night reception, from left, Eddy Arnold, Nashville chief Jerry Bradley, Ronnie Milsap, Chet Atkins, RCA commercial operations boss Mel Ilberman, Steven Young; Ken Glancy presents Daryl Hall & John Oates a gold record for the single "Cara Smiles;" Morris "Feelings" Albert with artist relations chief Frank Mancini, business affairs manager Marty Olinick; Ken Glancy with Red Seal a&r producer Peter Dellheim, Boston Pops conductor Arthur Fiedler; Nashville artists Gary Stewart and Steven Young with Mel Ilberman, division vice president, commercial operations; after the closing show, John Denver chats with Aztec Two-Step, Rex Fowler, left, and Neal Shulman; Mrs. Jack Kiernan, singer Lucio Battisti just signed to RCA Records. RCA Italy's international department manager Francesco Fanti; Jack Kiernan, division vice president, marketing; Jefferson Starship's Grace Slick talks with the group's manager, Bill Thompson, and Ken Glancy; Tokugen Yamamoto, RCA Records' Far East representative, with Ichiro Okuno, president of RVC Corp., RCA's Japanese joint venture with Victor of Japan; Mrs. Howard Hawkins; Howard Hawkins, RCA Corp. group executive vice president and president of RCA Communications, in which post he is in charge of RCA Records, and John Walton, the label's senior counsel.

Art Direction by Lee Lebowitz



'TUNNELVISION' SCORE

Lambert & Potter Gamble On Film Music Pays Off

LOS ANGELES—Dennis Lambert & Brian Potter, the writer-producer team that runs Arista-distributed Haven Records, made one of the most unusual film score deals ever when they created the soundtrack of "Tunnelvision."

Unlike the usual movie score, which consists of three or four themes in various orchestrations and key changes, "Tunnelvision" required almost 200 separate pieces of music to represent various bits of sound for the far-out spoof of television.

Unlike the usual 60-day movie scoring deadline, Lambert & Potter finished the entire score in five days and recorded it in a full 24-track stu-

dio so they could go with a soundtrack album if the movie's success justified it.

Also, as opposed to the usual big fees for movie composers, Lambert & Potter worked for no money in advance and actually paid for the production themselves in return for a percentage of the film profits. Since "Tunnelvision" has been playing to strong grosses with the help of an aggressive promotion campaign, the music team stands to make a substantial amount of money.

In fact, they have already been offered more than 10 times the amount of their recording investment to sell their share of "Tunnelvision." And

(Continued on page 38)

Nightclub Op's Jazz Show Beamed Over 40 Stations

CLEVELAND — Hank LeConti, operator of the Agora Club here, has his new taped radio series "New World Of Jazz" syndicated to 40 major U.S. outlets including KBCA in Los Angeles and WRVR in New York.

The hour-long show is given free to participating stations with the airing of three commercials by national sponsor Sansui. The U.S. headquar-

ters of Sansui is reported so pleased with the series that arrangements are being made to air segments in Tokyo.

The Agora regularly books name jazz acts each Tuesday night and now records the sets via its own Agency Recording Studio, located in the same building.

LeConti has for years played rock recording artists mainly on Monday one-nighters and gone with local dance groups on weekends. His unusual booking policies are a long-running success in the Ohio market.

"I worked two years on syndicating a show of rock acts taped live at the Agora and only got it as far as 17 markets, mostly secondary," says LeConti. "Now in only six weeks the jazz show is in the top 40 U.S. markets. And the Sansui advertising agency, Frank Barth in New York, tells me we could easily expand to the top 100 markets."

Artist Ronnie Laws has already purchased recording rights to the tape of his Agora sets and plans to have it released as a live album.

Windy City Show Moved To New Site

CHICAGO—Windy City Productions here is shifting its "World Series Of Rock—Game Three" concert headlining Yes, Peter Frampton, Lynyrd Skynyrd and Gary Wright to Hawthorne Race Track from Comiskey Park and to Sunday (15) from Friday (13).

Spokesmen for Windy City said the move of the afternoon concert was being made in order to get an available Sunday date and not shut out potential ticket buyers who must work on Fridays.

Windy City broke a Chicago ban of almost eight years on large outdoors concerts (following crowd destructiveness at a Sly Stone date) with a sold-out July 10 show at Comiskey with Aerosmith, Jeff Beck and Derringer. There was no trouble from the 60,000 attending.

A second "World Series" date with Kiss at Comiskey is being rescheduled to an indoors venue, after the baseball stadium sought to impose a 6 p.m. curfew.

Windy City will cut off sales for the Hawthorne Race Track concert at 60,000 tickets and run free buses to the suburban facility from a number of central Chicago locations.

Talent

L.A. Talent Search Successful 43 Schools Participate In Taylor Juve Competition

By NAT FREEDLAND



Talent Search winner: Flutist Carol Chaikin of Pacific Palisades High School leads her jazz-rock combo to first-prize victory at the 1976 High School Talent Search International finals.

LOS ANGELES—Moses Taylor Jr.'s High School Talent Search International has nearly quadrupled its participation by local schools, from 12 to 43, as it completes a second full year of operation.

Taylor hopes to extend the teen talent competitions to San Diego and San Francisco next year as he steps towards reaching his full goal of 15 cities and ultimately a television show.

"Having proved to Los Angeles school officials in our first year that we were running an honest operation, it was much easier this time to get principals to let their students participate," says Taylor.

Winners of talent competition shows held at participating high schools go on to participate in city-wide finals at a professional auditorium with celebrity judges officiating. This year's finals were held in the Scottish Rite Auditorium and the grand prize winner was a rock group led by flutist Carol Chaikin of Palisades High School. In all, there were eight 1976 prize winners.

Prizes are shares in a pool of college scholarship money which is maintained in a special bank account solely for that purpose. The money comes from \$2 ticket admissions to the semifinals and finals. Some 800 attended the grand prize show this June.

Talent Search is also partially funded from the admission grosses, in addition to receiving several small grants and free office space at the RCA Records building in Hollywood.

This year, to raise additional operating expenses, Taylor has set up an affiliate organization, Supporters Of

Developing Artists. Annual membership in this group is \$50 for individuals and \$200 for corporations, tax deductible. Members get discount admission to Talent Search events and a newsletter and yearbook.

Taylor sees the purpose of Talent Search as twofold. He wants to provide a sort of "artistic Little League" for high schoolers whose talents lie in the performing arts rather than organized athletics. And he feels that a creative outlet is a strong incentive for keeping artistically oriented teens from dropping out of high school, particularly in the Inner City deprived areas although Talent Search is open to high schools anywhere in greater Los Angeles.

He sees community service announcements by KHJ plugging Talent Search this year as a vital factor in its growing success. For 1977, Taylor would like to hire a student as campus representative in each participating school.

"I've already had calls from Detroit, Boston and Chicago—all cities with school racial troubles—about

bringing Talent Search there," says Taylor. He visualizes out-of-town Talent Search contests as condensed into a two-week period. There would be only one show of citywide finalists chosen from auditions at a rented studio, with promotion for the show taking place during the entire audition period.

One thing Taylor doesn't worry about is a shortage of valid performers for his contests. "Over and over again, I get knocked out by the high degree of talent there is among school kids who haven't the slightest idea of how to get into show business."

Diamond L.A. Run A Sellout Within Hours

LOS ANGELES—Neil Diamond's Sept. 13-20, eight-show engagement at the Greek Theatre here has set a house sellout speed record as some 11,000 persons showed up at the boxoffice to snap up the limit of two tickets apiece in one morning.

All 37,000 available tickets were gone shortly after noon as local computer ticket agencies and the Greek boxoffice went clean.

At one point, police had to be called out because traffic was backed up one mile down the Vermont St. main approach to the theater. Hundreds of Diamond fans camped out overnight to be at the Greek as soon as tickets went on sale at 9 a.m.

For each show, the first 26 rows were sold to the public with no seats held for industry or press V.I.P.s. The ticket scale is \$6.50-\$12.50.

Diamond's New York stand this weekend (13-15), will be the first concerts allowed in the 14,400-capacity Forest Hills Stadium since a drug-crazed youth stabbed two concertgoers to death there five years ago.

Signings

Dennis Wilson to Caribou Records. He is the first Beach Boy ever to set a solo deal while continuing to perform with the 15-year-old group. ... Carole Sager to Elektra/Asylum. The New York-based songwriter is best known for co-writing "Midnight Blue" with Melissa Manchester. ... Bandana to Haven Records.

The Funky Kings, West Coast-based group, to Arista. Group members include songwriter-performers Jack Tempchin (known for his hits by the Eagles), Richard Stekol and Jules Shear. An album, produced by Paul Rothchild, will be released later this month. ... Rich Billay, singer-songwriter, to Atlantic/Atco. His debut single,

(Continued on page 40)

R&B, POP & COMIC ROUTINES

RCA New Talent Program Displays Promising Acts

SAN FRANCISCO—Soul and pop showcases at the recent RCA convention here, starring D.J. Rogers and Starland Vocal Band respectively, focused on the label's (and its custom affiliate's) array of new talent—with varying degrees of promise shown by the two comic-emcees and supporting groups.

Donald Banks, whose first LP is due soon, displayed his comic versatility as r&b emcee, particularly with a running "reverend" impression that bridged two of the acts. Opening act Rhythm was a bit nervous, but the splashy group had a few spunky sparks—particularly in an upbeat "We Got Rhythm." The Tymes, looking to break through to the top here as it has in the U.K. and elsewhere on the continent, displayed the pro touch on its recent hit single, "It's Cool," and a moving "Savannah Sunny Sunday" from its new "Turning Point" LP.

Rogers evoked an onstage charisma and audience rapport at the July 29 Bimbo's showcase that has him only a short way from the top—evidenced by his recent hit single, "Say You Love Me," and the solid crowd reaction to "All Right Now." Also heard were a fine "I'm So Glad I'm Here" that opened the set, and an upbeat "Hard Times."

A rousing "One More Day" from his new LP closed the soul evening, with Rogers bringing "my family" to the stage—Rhythm, the Tymes, Banks, Lou Courtney and Ron

Moseley, RCA r&b a&r chief who had reason to be proud of the group's combined talent display.

Another bright comic, L.A.'s Steve Landesberg, just signed to the label, had some great routines and kept the pop showcase that closed the convention July 30 in the St. Francis ballroom really moving along.

New trio Rosie opened the show—a bit nervous, "like the Olympics for us." Group displayed some promise but needs to concentrate more on its best type of material—lively funky tunes such as "Roll Me Through The Rushes," its first single, and "Ole Man Trouble." Free Beer, another group new on RCA, was at its best with a catchy folk-country blend heard in its opener, "Bullfrog." "It's Gonna Be Alright" and its debut single, "Walking The Floor."

Starland Vocal Band got a surprise intro from its Windsong label chief John Denver, who had flown from Alaska to Wood's Hole, Mass., and back to San Francisco just to handle that chore.

His proteges put on quite a show, opening with the new single "California Day," off the debut "Starland Vocal Band" LP that could eclipse the success of recent No. 1 "Afternoon Delight" that closed the all too brief set. In between were "Start All Over Again," "Baby You Look Good To Me Tonight," featured on the recent tour with Denver, and a rousing "Hail, Hail Rock & Roll."

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New On The Charts



JOHN HANDY
"Hard Work"—57

Though this is Handy's first time on the Hot 100, he has been recording since 1958 on Columbia, Roulette, MPS and now ABC/Impulse. His debut LP for the label is in the upper half of the album chart.

The jazz saxophone stylist who has been nominated for two Grammy Awards and has played nearly every major jazz festival is on the charts with a straightforward, mostly instrumental jazz cut that should appeal to soul and pop formats.

Born in Dallas and now living in L.A., Handy is managed by Zach Glickman, (213) 461-2988 and booked by Magna Artists, (213) 273-3177.

Chris Hillman: From the Back Seat To Front Row

By JIM FISHEL

NEW YORK—For most of his musical career, Chris Hillman has chosen to take a back seat, leaving the spotlight to others. But, he's been recognized as the musical backbone of each band he's been with.

After a term with his own bluegrass ensemble. The Hillmen, he went on to careers with several well-known bands where he usually went unnoticed or underrated. These include stints with the Byrds (where he gave the headlines to Roger McGuinn and David Crosby), The Flying Burrito Brothers (Gram Parsons and Rick Roberts), Manassas (Steve Stills) and the Souther-Hillman-Furay Band (J.D. Souther and Richie Furay).

Now, at long last, he's decided to take a chance on his own with the Chris Hillman Band. In the beginning, Rick Roberts and Firefall served as his backup group, but they gradually went on their own. Hillman is now out on the road touring with his new quintet—hoping to break into the spotlight on his own.

The release of his first solo LP on Elektra Records is a breakthrough, according to Hillman. He put a lot of time and effort into the album and says it's a good indication of where his music is at today.

"I feel that the mix-up of cuts on the LP is a good cross-section of rock and country," he states. "It's also kind of funny how the LP came together, since we kept shuffling back and forth from studio to studio, with more than 15 being used before the final result."

As an instrumentalist, Hillman plays guitar, bass and mandolin.

"Although I've been working on the road with basically a rock group, I hope to make some further changes and add or subtract a couple of other instruments," he says. "During each performance we try to give the audience a taste of each phase of my career, but we are centering on the new songs from our LP."

One of the subjects Hillman freely discusses is a possible reunion of the Byrds. He says the first aborted LP was an unhappy moment for all of the original members, but he is not adverse to attempting another shot if they could find the right producer.

In the future, Hillman would like to play concert dates with the band, gradually breaking away from the clubs. "We enjoy the closeness of playing in a club setting, but would like to perform in concert as well," he says. "At the present time, I like the feeling of being on my own."

L.A. Starwood Annex Due

• Continued from page 3

record companies and there is no major market with a comparable venue," says Stayer.

On nights when both the Starwood and Annex are simultaneously showcasing events, Stayer plans to book contrasting acts, so not to compete with himself. "If a black group is at the Annex, then we'll book a white act at the Starwood."

With a projected \$6.50 ticket price, customers will be able to use the same ticket for admission to the Starwood once the show lets out. "It's found business," explains Stayer. "It will generate more business at the Starwood."

Unlike the Roxy which books two shows a night, the Annex will be a one-show a night hall.

"The Starwood allows room to stand up, move around, dance without being cramped. The bands enjoy it because they can relate to the crowd. We attract the cash customers, the street people who create the hype," says Stayer.

To further distinguish the Annex from other venues will be the formation of a record store with eye catching window displays at the main entrance.

The other side of the entrance will include a proposed ice cream parlor.

The Starwood is now installing

new sound equipment while refurbishing its 1,000 seat main room. Stayer says that by September, "We want to establish the Starwood as a major venue with the biggest and best sound and lighting systems in Los Angeles."

Lambert & Potter

• Continued from page 36

Lambert & Potter had spent \$20,000 on studio time and musicians.

The pair also owns the publishing and recording rights to the score. A single of the main theme has already been released on Haven. "Tunnelvision" was Lambert & Potter's first full film score, although they had provided main title songs for "Shaft In Africa" ("Are You Man Enough?") and "Billy Jack" ("One Tin Soldier").

"Tunnelvision" producer Neil Israel had worked with the duo while at ABC-TV where he hired them to write the network's "This Is The Place To Be" jingle.

Yes & Frampton Calif. Success

LOS ANGELES—Anaheim Stadium's first advance sellout for a rock concert was racked up by the Yes/Peter Frampton July 17 show which sold out all 55,000 tickets 10 days before the event for promoters Wolf & Rissmiller.

The same bill also went clean in advance at San Diego's Balboa Stadium with 35,000 on hand July 18, a first for that facility too. Combined gross for both shows was some \$900,000.

Ziv Grabs Rights

LOS ANGELES—Worldwide distribution rights, with the exception of Africa, for "James Brown's Future Shock" have been acquired by Ziv International. The 26-hour series features many top soul and rock names with Brown as host. Although concentrating on tv sales, Ziv will also package the footage for discs and theatrical release.

New On The Charts



MICHAEL FRANKS
"Popsicle Toes"—

From the time Franks entered UCLA in 1963 until the early '70s when he was teaching and working on his doctorate there and at U.C. Berkeley, his preoccupation shifted between academia and the music industry.

Music won out several years ago when he signed with Brut. A writing contract, with WB Music, followed six months later by a recording contract with Reprise, led to the release last February of "The Art Of Tea," the LP that includes the current single.

Produced by Tommy LiPuma, who handled the No. 1 "Breezin'" album for George Benson, and featuring members of the Crusaders and L.A. Express as musicians, "Popsicle Toes" is a soft, jazzy cut that features cool, low-key vocals underplaying some clever, sexy lyrics.

Now living in Los Angeles, 32-year-old Franks is without a manager or agent at the moment, but can be contacted through Carl Scott or George Gerrity at Warner Bros. in Burbank.

No Veto Of Rock Events In Burbank

LOS ANGELES—Richie Blackmore's Rainbow successfully went on at Starlight Bowl in Burbank here Friday (3), despite a report received and printed in Billboard last week that the Burbank City Council had vetoed the show because promoter Jack Berwick was presenting only hard rock at the 6,000-seat facility instead of balancing the schedule with cultural shows.

Berwick explained that the Blackmore date had simply been switched in order to accommodate a free municipal festival. An Average White Band date, also reported by Billboard as vetoed by the City Council, was never finalized due to commitments by the group to another local facility.

All the shows this season at the Starlight have been profit-makers, with sellouts by Genesis, Jeff Beck and J. Geils. Other successful headliners were Grover Washington Jr., Todd Rundgren and Kingfish.

Coming up this month for the Starlight are a CTI Jazz package Saturday (14) and Marshall Tucker Band with the Outlaws Aug. 20. Pacific Presentations put on the Blackmore show in conjunction with Berwick's Cinevision Productions.

Campus

Many Topics At Mgt. Seminar In Arizona Sept. 13

NEW YORK—Two major groups of performing arts presenters will unite Sept. 13 to offer a public events management seminar in Scottsdale, Ariz.

Sponsored by the Assn. of College, University and Community Arts Administrators and the Western Alliance of Arts Administrators, this day-long seminar will cover many encompassing topics.

Discussion topics will include program planning, contracts and negotiations, tickets and boxoffice, publicity and promotion and technical management.

According to Lynn Bonde, seminar organizer from Stanford Univ., the sessions are designed to aid and inform presenters of performing artists and attractions, and to assist them in upgrading their skills.

Staff for the meetings will be drawn from the membership of both groups. Faculty includes Tom Bacchetti, director of public events at Stanford Univ.; Kay Barrell, technical consultant at Technical Design and Management Services; Shelton Stanfill, director of cultural programs at Colorado State Univ.; Bob Stewart, assistant director at Simon Fraser Univ.'s Centre for Communication and the Arts, and Drew Stewart, agent for Herbert Barrett Mgt.

The seminar will precede the week-long annual booking meeting of the Western Alliance. This organization has a membership composed of arts presenters in the west and agents from throughout the U.S.

The other group has more than 550 members, who transfer information concerning the presentation of live talent.

Univ. Retaining A Boston Agency

NEW YORK—In one of the more interesting booking moves of the upcoming school year, the Univ. of Massachusetts at Amherst has retained Boston-based Natural Acts to serve as talent coordinator for the school's three clubs.

Although much of the talent booked into these clubs (the 1,500-seat Hatch, the Blue Wall, Top of the Campus) will be local, some of it will be nationally known.

According to Gregg Snerson of Natural Acts, his firm was enrolled by Eric Fox of the school to work with various student groups.

Among the acts booked for September are the Rhinestones, Orchestra Luna and Rhythm, while Snerson says he is presently negotiating for the Gary Burton Quartet and the James Cotton Band.

Among the other duties Natural Acts will perform is concert promotion on campus in the future.

Snerson says to his knowledge this is the first time a large area school has retained a full-time talent buyer.

More than 25,000 students are enrolled in this school, he says, with another large nucleus of students at neighboring schools.

Entertainment in the other halls on campus will continue to be booked by student activities and organizations.

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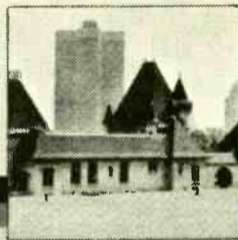
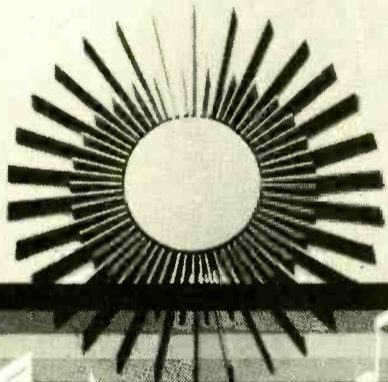
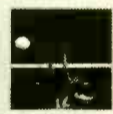
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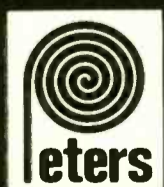
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Talent In Action

JANIS IAN
BILLY JOEL

Universal Amphitheatre, Los Angeles

A double-barreled evening of high-quality, sophisticated, contemporary pop music by two of Columbia's most impressive talents was served up by Ian and Joel Aug. 3.

Janis Ian, the diminutive Grammy-winner, switched effortlessly between electric and acoustic guitar and piano to provide back-grounds for her complex-textured but hypnotically accessible ballads. Though able to throw effective quips at her impressive backup band or the audience whenever things got a bit confused onstage, Ian is basically the kind of artist whose multi-layered songs like "Between The Lines," or "Belle Of The Blues," gradually rivet the listener's attention by sheer excellence of material.

Although the headliner set was briefly halted several times because of what Ian described as horrendous foul-ups in the stage monitor amplifiers, from the audience it was just about impossible to tell something was wrong. Each note came across with perfect pitch and great verve. If it hadn't been so cold that night, doubtless even more of the audience would have stayed put for the standing ovation and sensitive solo encore of "Star."

MCA, which sells everything from pita to botas outside the facility, is missing a bet by not renting stadium blankets for the changeable weather.

Opener Billy Joel started off being introduced as "Billy Joe" by the announcer and ended with a wild, standing ovation and a genuine demand encore. In between, he turned in the most dynamic and satisfying set this reviewer has ever seen him perform in L.A.

Joel is a brilliant singer, a truly stupendous piano player and a writer of powerful, if not always terribly commercial songs. He is one of those talents who makes you wonder why he hasn't made it to the absolute top year after year.

Performing his one major single, "Mr. Piano Man" near the start of the set with an almost desperate intensity, Joel swiftly went on to prove he has a lot more fine music in him.

The late-night blues depth of "New York State Of Mind" was no less impressive than the fleet-fingered instrumental "Root Beer Rag" and his cult classics "Captain Jack," "Travelin' Prayer" and the Stravinsky-influenced "Billy The Kid." He even threw in a dead-perfect Joe Cocker imitation, just fooling around while a bad microphone was being changed.

NAT FREEDLAND

STARLAND VOCAL BAND
TONY BIRD

Cellar Door, Washington, D.C.

Local favorites Starland made a triumphant return "home" three nights beginning July 11. With the No. 1 single "Afternoon Delight" and its album moving up rapidly, the group easily sold out each of the two shows each night, with a large number turned away.

After touring for several months as the opening act for John Denver, the Windsong Records artists demonstrated they have learned much about performing in front of an audience. They have excellent stage presence, even though all of the four members of the vocal band were noticeably loose in front of the hometown crowd. "You can't heckle us," Taffy Danoff teased at one point, "we've got the No. 1 record."

The group performed most of the songs from its first album, bringing incisive interpretations to all, most of them far superior to the recorded versions. The vocal intricacies were strong and fascinating to see and hear, and Margot Chapman, Taffy and Bill Danoff and Jon Carroll work well together. They were ably supported by a trio of musicians, including another local favorite, steel guitarist Danny Pendleton.

The Starland Vocal Band is ready to break loose from Denver and move out on its own. It probably shouldn't play the 20,000-seat arenas, but it's ideally suited to concert hall size.

Epic artist Tony Bird was a puzzling opening act. A native of the Central African Republic who has traveled widely in Africa, Bird shifts from normal voice into falsetto and dialect in every one of his songs, losing the audience and sounding mannered and forced. His songs, many self-penned, had interest but could not be understood or appreciated.

BORIS WEINTRAUB

GORDON LIGHTFOOT
LEONA BOYD

Universal Amphitheatre, Los Angeles

Opening of a four-night engagement here

July 29 had Lightfoot plunging into his set without being introduced and with only a wordless bow to the sellout crowd. Before his 75 minutes were up though the Reprise artist had infused quite a bit of good-natured personality into his act.

This easy-going approach was seen when Lightfoot broke a guitar string on the uptempo new song, "Race Among The Ruins," and noted he wouldn't take time out to fix it because "it won't change the sound much."

Toward the end of the show, before going into the gentle ballad, "Last Time I Saw Her," a loosened-up Lightfoot let off with a string of PG-rated one-liners, many of them directed at members of his four-man backup unit.

During the set-closer of the infectious "The Auctioneer," he kidded the audience not to clap because it would throw his rhythm.

Ironically, much of this casual rapport with the audience came about through jousting with them over the choice of material. After opening with four songs from the new "Sumertime Dream" album, Lightfoot noted that his criterion in selecting songs, which resulted in the omission of such old favorites as "Carefree Highway" and "Rainy Day People," was an adherence to Shakespear's adage, "to thine own self be true."

In opening his two-song encore with the new tune "I'm Not Supposed To Care," he said, "This is just as good as 'Beautiful,' I have 120 songs on record and I can't do them all."

The 18-song set, which did include monster hits "Sundown" and "If You Could Read My Mind," featured seven songs from the new album.

The encore was closed with "Old Dan's Records," and though there was demand for a second encore, Lightfoot simply returned onstage with his wife and took a bow.

Musically the set consisted of tight, tasteful, country-tinged pop material, all featuring excellent guitar work and Lightfoot's straightforward, unaffected, sincere vocals.

In a half-hour turn opening the evening, classical guitarist Leona Boyd performed alone and without vocal accompaniment. While her soothing, faultlessly executed set held audience interest, her crisp, cool manner and mechanical "next I'm going to play" approach were off-setting.

Also taking attention away from her fine recital hall stylings was the rather presumptuous way she took an encore without completely leaving the stage, much less waiting to see if audience demand would justify one.

PAUL GREIN

DR. HOOK
POUSETTE-DART BAND

Roxy, Los Angeles

Dr. Hook, a zany and totally outrageous group, proved immensely entertaining July 23, performing songs from its past and some new ones from its Capitol LP "A Little Bit More."

Always sarcastic, the group opened with "Get My Rocks Off," as all six members danced and frolicked along the stage, gesturing obscenely with the microphones. Lead vocalist Dennis LeCorriere and Ray Sawyer's congenial stage demeanor, which included some hilarious improvisational raps with the audience was characteristic of the entire show; irreverent, vaudevillian and off the wall.

The good Doctor's brand of medicinalism included the masochistic "Freakers Ball," "If I'd Only Come And Gone," its hit ballad "Only Sixteen" and "Everyone's Making It Big But Me."

Crowd pleasers such as "Cover Of The Rolling Stone" and Sylvia's Mother," soloed by LeCorriere, evoked the largest response.

The Pousette-Dart Band, also on Capitol, made its premier California appearance opening the show. This East Coast band displayed a refreshing blend of folk and country melodies led by singer/songwriter Jon Pousette-Dart.

Utilizing the mandolin, banjo, bass and guitars, the group competently showed rhythmic and vocal diversity.

"That's A Woman" highlighted the cohesive harmonies of the band. "May You Dance" was a good example of the different musical modes of the group as it swayed into a disco-flavored rocker.

ED HARRISON

DICK CLARK
BOBBY VEE
GARY U.S. BONDS
SHIRELLES

Thunderbird, Las Vegas

Clark of "American Bandstand" tv fame is really the star of this show—the "Good Ol' Rock 'N' Roll" extravaganza that opened several

weeks ago, but Vee, singing better than when he was a teenage idol and graced the Billboard Hot 100 Charts, proved virtually a show-stopper July 25 in a Larry Klein production so tight that pausing is almost an impossibility.

Vee, with a modern version of his million-selling "Take Good Care Of My Baby" and an audience-electrifying medley of "My Girl"/"Hey Girl" that is ultra 1976, displayed total audience command—urging the audience to a hand-clapping thunder, cooling it back to soft contemplation on his "Take Good Care Of My Baby" backed only by Jim De Noon on guitar, then rousing them again with his medley closer. He also paid tribute to the Vee of old with "Rubber Ball," "Devil Or Angel" and "The Night Has A Thousand Eyes."

Gary U.S. Bonds opened the show, which was tied together by highly entertaining chatter from Clark and film clips ranging from tv commercial out-takes to old bandstand bits. Bond served dynamic, rousing versions of his hits such as "New Orleans," and "Twist, Twist, Senora."

The Shirelles, fun but not exactly the Shirelles of yore, closed the show with songs like "Dedicated To The One I Love" and "Will You Still Love Me Tomorrow." The six-man band of Jim De Noon & Combustion backed the singers.

CLAUDE HALL

BEN SIDRAN

Amazingrace, Evanston Ill.

Long-time favorite on the Chicago-Madison, Wis. axis, Sidran drew a near-capacity North-shore crowd here July 24. At the Slipped Disc, the record store immediately adjacent to the venue, a mammoth window display touted the jazz artist's new Arista album.

Songs from the LP, including the title cut, "Free In America" predominated, with an instrumental version of the album cut "Let's Make A Deal," dedicated, Sidran said, to Monty Hall.

A political undercurrent ran throughout the performance, surfacing in the final number, Mose Allison's "Down To The Bone," that was interpolated with a brief but direct pitch for NORML, the National Organization to Reform Marijuana Laws. Sidran, who wore a NORML T-shirt during the evening, now closes all his shows with this appeal.

In sympathy with Sidran's views, the predominantly college-age crowd also seemed to accept that political activism was integral to the verbal and instrumental articulateness Sidran combines at the keyboard.

Sidran also covered Mose Allison's "Your Mind Is On Vacation, But Your Mouth Is Working Overtime"; the song by Sidran's predominant influence was linked into oldie theme-mate "You Talk Too Much," also from the album, in a bouncing rendition. Billy Joel's "New York State Of Mind," was the other non-original.

Sidran's warm reception at Amazingrace was enhanced by the open, relaxed atmosphere of the two-tiered club, and the clean, open-sounding amplification.

ALAN PENCHANSKY

FREDDY FENDER

Magic Mountain, Los Angeles

Somehow or another, Fender must have invited 3,500 personal friends into the showcase theater Aug. 3, because there was standing room only and you could have become rich from just the film and flashbulb concession. He pulled nothing fancy; he switched from English to Spanish without hesitation; he even sang a couple of cajun tunes in tribute to his record producer Huey Meaux.

The audience loved it all and when he wrapped up a well-paced, dramatic 40 minutes onstage with his hit "Wasted Days And Wasted Nights," it was to a standing ovation.

Fender, with enormous vocal flexibility, launched his show with "Jambalaya" and weaved through songs such as "Today, I Started Loving You Again" and "Wild Side Of Life." It was a conventional country type of show, until he kicked into a strong, raunchy, rousing "Alle En El Rancho Grande" with warm Mex-Tex flavor.

Later, he even dived into a rock tune and performed exceptionally well on Fender guitar. He also did his next record release, "She's Living It Up And I'm Living It Down" and it has all of the hit characteristics of his past tunes.

Fender was supported by a local band called Old Glory who'd learned Fender's songs the past week by listening to his records. Ron Eglit on pedal steel and Steve Spurgin on drums were key forces in the five-person group. In fact, Fender highlighted the work of Eglit from time to time.

CLAUDE HALL

Billboard Special Survey For Week Ending 8/1/76

Billboard
Top Boxoffice

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Rank	ARTIST—Promoter, Facility, Dates *DENOTES SELLOUT PERFORMANCES	Total Ticket Sales	Ticket Price Scale	Gross Receipts
Stadiums & Festivals (More Than 20,000)				
1	JETHRO TULL/ROBIN TROWER/POINT BLANK—Gulf Artists, Stadium, Tampa, Fla., July 31	36,000	\$7.50-\$11.00	\$356,000
2	LYNYRD SKYNYRD/TED NUGENT/38 SPECIAL/POINT BLANK—Sound 70 Prod., Speedway, Nashville, Tenn., July 30	13,865	\$7.50-\$10.00	\$108,621
Arenas (6,000 To 20,000)				
1	EARTH, WIND & FIRE/RAMSEY LEWIS/EMOTIONS—Dimensions Unlimited, Capital Centre, Landover, Md., July 30, 31 & Aug. 1 (3)	56,361	\$6.50-\$8.50	\$443,890*
2	EAGLES/BOZ SCAGGS—Electric Factory Concerts, Spectrum, Philadelphia, Pa., July 27, 28 (2)	33,096	\$6.50-\$8.50	\$262,000
3	ZZ TOP/BLUE OYSTER CULT/OUTLAWS—Feyline, McNichols Arena, Denver, Col., Aug. 1	17,102	\$8	\$136,816*
4	FLEETWOOD MAC/HENRY GROSS/CATE BROS.—Cellar Door Concerts, Capital Centre, Landover, Md., July 27	18,787	\$5-\$7	\$123,876*
5	BARRY MANILOW/LADY FLASH—Electric Factory Concerts, Robin Hood Del-West, Philadelphia, Pa., July 31	9,970	\$5-\$8	\$70,260
6	JAMES TAYLOR/DAVID SANBORN—Blossom Music Center, Blossom Music Center, Cuyahoga Falls, Ohio, July 28	17,828	\$3.50-\$5.50	\$70,216
7	DOOBIE BROS./FIREFALL—Daydream Prod., Brown County Arena, Green Bay, Wis., July 27	7,200	\$6.50-\$7.50	\$46,200*
8	LOGGINS & MESSINA/POUSETTE-DART BAND—Feyline, Red Rocks Park, Denver, Col., July 26	6,707	\$6.50	\$44,268
9	LINDA RONSTADT—John Bauer Concerts, Coliseum, Portland, Ore., Aug. 1	5,600	\$5-\$7	\$37,442
10	NANCY WILSON/LOU RAWLS—Eugene Harvey Prod., Shea's Theater, Buffalo, N.Y., July 25	5,200	\$6.50-\$7.50	\$36,108
11	TONY BENNETT/WOODY HERMAN—Blossom Music Center, Blossom Music Center, Cuyahoga Falls, Ohio, July 29	6,055	\$3.50-\$6.50	\$27,420
12	MICHAEL MURPHY/LEO KOTKE—Feyline, Red Rocks Park, Denver, Col., July 30	4,552	\$6	\$27,072
13	JUDY COLLINS—Blossom Music Center, Blossom Music Center, Cuyahoga Falls, Ohio, July 27	5,667	\$3.50-\$5.50	\$22,975
14	GEORGE CARLIN/MANHATTAN TRANSFER—Feyline, Red Rocks Park, Denver, Col., July 29	3,397	\$6.50	\$22,105
Auditoriums (Under 6,000)				
1	ATLANTA RHYTHM SECTION/JOHN T. LEACH BAND—Alex Cooley Inc., Fox Theater, Atlanta, Ga., July 31	3,933	\$6.50	\$25,500*
2	QUINCY JONES/BROS. JOHNSON—Satellite, Music Hall, Oklahoma City, Okla., Aug. 1	3,200	\$6.50-\$7.50	\$22,371*
3	HEART/CATE BROS.—Contemporary Prod., Memorial Hall, Kansas City, Kan., Aug. 1	3,520	\$6	\$21,120*
4	TODD RUNDGREN/MAN—Bill Graham, Community Theater, Berkeley, Calif., July 31	3,423	\$4.50-\$6.50	\$19,942
5	LILY TOMLIN—Northwest Releasing, Paramount Northwest, Seattle, Wash., July 30	2,976	\$4.50-\$6.50	\$17,272*
6	LILY TOMLIN—Northwest Releasing, Auditorium, Portland, Ore., July 31	2,872	\$4.50-\$6.50	\$17,015
7	LILY TOMLIN—Northwest Releasing, Queen Elizabeth Theater, Vancouver, B.C., July 29	2,879	\$4.50-\$6.50	\$15,949
8	TODD RUNDGREN/MAN—Bill Graham, Performing Arts Center, San Jose, Calif., Aug. 1	2,285	\$5.50-\$6.50	\$14,314

Signings

• Continued from page 36

produced by John Madera, Tom Sellers and Artie Ripp, has been rush-released. . . . Locust, four-piece progressive rock group, to Annuet Coepris. Act is the label's first exclusive. . . . The Sound of Memphis to Rameses II, with Ersel Hickey and Ruth Lieberman producing the group's first product. . . . Special Delivery, r&b group, to Mainstream. Also signing separately to the label is the group's former lead singer Terry Huff.

"Grand Ole Opry" stars, Lonzo & Oscar, sign five-year contract with Bernie Terrell Show. They'll also record on World International Records, owned by Terrell. Promotions and bookings handled by Billy Wilhite Talent Agency. . . . Even Stevens, Elektra/Asylum artist, to Melva Matthews for personal management and booking. . . . Epic's Joe Stampley and ABC/Dot's Sue Richards to Lavender-Blake Agency for exclusive booking.

Lon & Derrek, A&M artists, to BNB Management. . . . Iceberg Slim, best-selling author of black-theme suspense books, to Laff Records as a spoken-word artist. . . . Liverpool Express to Atco. . . . Loyal Garner, long-running entertainer at Honolulu's Iikai Hotel, to Hula Records of Hawaii. . . . Boots's Rubber Band to the new

David Libert Agency of Los Angeles.

Sammy Walker to Warner Bros. after recording for Folkways. . . . Sweeney Todd, Canadian group, to London Records, debuting with "Roxy Roller" single.

James Vincent to Caribou Records. A single and LP are scheduled to ship in early September. . . . The Impressions to Cotillion. Group has had several major hits in its 15-year career. . . . Joe Beck, jazz-pop guitarist-producer, to Polydor. He will record and produce for the label. . . . Brook Benton to Springboard International's Musicor label. In his career, he has sold more than 25 million records.

Steve Cannady to Warner Bros. Music for publishing. Managed by Good Karma Productions, he has written for, recorded and toured with the Ozark Mountain Daredevils.

Marcia Ball to Austin Tejas Sounds with exclusive management and booking agreement. . . . Alvin Crow & The Pleasant Valley Boys, Sir Doug Sahn & The Texas Tornados, Paul Ray & The Cobras, and Uranium Savages also to Austin Tejas Sounds with exclusive booking agreement.

Dolly Parton to Catz, Gallin & Cleary Enterprises, L.A., for personal management effective Jan. 1, 1977.

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THE PERSUADERS
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THE PERSUADERS
It's All About Love
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CAS-81238 8TK

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Truth Is On Its Way
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Studio Track

By JIM McCULLAUGH

LOS ANGELES—The Fifth Dimension, Tom Waits, the Alessi Brothers, and Silver, continue to work on LP projects at Filmways/Wally Heider Recording here. Independent producers Phil Gernhard and Tony Scotti were in to mix some sides on Chuck Conlon with Mic Lietz engineering. Annette St. Marie was in to record for ABC Records under the aegis of producer Harold Beatty with L.T. Horn engineering. Indigo recorded some tracks for Sweet Reliable Productions with Eric Jacobson producing and Mic Lietz at the board. Independent producer Richard Delvy was in to work on several television projects. Delvy arranged, produced and engineered "The Hot Ones" tracks for CBS-TV network promo package touting next season's shows. Delvy also produced and engineered some music segments for next season's Bill Cosby CBS-TV special.

Rita Coolidge was in doing vocal overdubs for her A&M LP at Sunset Sound Recorders. David Anderle produced with engineering chores handled by Marty Lewis, assisted by Jack Rouben. Producer Steve Goldman was in to do overdubs for a John Klemmer LP for ABC/Dunhill Records. Billy Taylor engineered, assisted by Mark Howlett. Also, Steve Goldman was doing an LP for ABC/Dunhill artist Dirk Hamilton. Billy Taylor engineered with Reed Stanley assisting. Valerie Carter with Columbia Records was in again to mix her album. George Massenberg engineered with Jack Rouben assisting. Bill Schnee was in briefly to mix an A&M single for Charlie & The Pep Boys. Also, Bill was in to mix a single for A&M artists Joe Green & the Gap. Studio manager Bill Robinson engineered a radio series for the Teamsters Union, featuring Irish tenor Phil Reagan. Walt Heebner produced.

Over at Hollywood Sound Recorders, Caldera and Side Effects just wrapped up LPs for Capitol and Fantasy, respectively. Wayne Henderson produced both while Rik Pekkonen handled engineering on both projects. Jimmy Bowen also just produced a Tom Flynn single for Columbia with John Guess engineering. In progress are LPs for Steve March with Rik Pekkonen both producing and engineering, and Tom Jans with Joe Wissert producing and Tom Perry engineering.

Eddie Harris was in recently at The Village Recorder in West L.A. doing some overdubs and mixing an album. He produced himself with Bruce Swedien engineering and Tim Kramer, second engineer.

At Salisbury Sound, Buddy Carroll is producing his next single for Wenra Records with Phil Salisbury engineering. Salisbury Sound is a new facility, located in the forest of Jack London State park, near Santa Rosa, Calif.

At Divista Studios here, John Brown III was in cutting tracks with David Colvin both producing and engineering.

A lot's been happening at the new Different Fur Music studios in San Francisco. Brian Auger and the Oblivian Express recorded a new album for Warner Bros. Auger is also working there on Lenny White's new LP to be released by Nemperor. Neil Schwartz engineered both. Pat Gleeson, synthesizer wizard, will also be laying down tracks on White's album, and is working on his own completely synthesized LP for Mercury assisted by Julian Priestner and engineering by Neil Schwartz, Seth Dworken, and Skip Shimmin. All women rock band BeBek'Roche was also in recording its first LP on Olivia Records. Sandy Stone was at the console with Linda Tillery producing. Margie Adam finished her first solo LP with Joan Lowe engineering. Neil Schwartz also engineered the debut album of Larry Cross and Phil Teas. Danny Sofer produced with Terry Delsing assisting.

In studio activity elsewhere: Olivia Newton-John recorded an LP for MCA at Creative Workshop in Nashville produced by John Farrar and engineered by Brent Maher. Larry Gatlin wrapped up an LP for Monument produced by Fred Foster and Brent Maher engineering, as did Grady Martin for Monument with Martin and Fred Foster producing and Maher again at the console.

In Chicago, blues guitarist and composer Sun Seals has completed recording his second LP for Alligator Records. Recorded at Curtom Studios, the sessions were co-produced by Seals in association with

Bruce Iglauer and Richard McLeese of Alligator. Engineer Fred Breitberg was at the controls. The sessions also marked the return to recording of Alberto Gianquinto, who played piano, organ, electric piano and clavinet. Gianquinto was an original member of the James Cotton Blues Band, and produced, wrote for, and toured with Santana.

Albhy Galuten, Karl Richardson and BeeGee Barry Gibb are producing a single release for Barry's younger brother, Andy Gibb from Australia for RSO Records at Criteria in Miami. Musicians on the date include Harold Cowart, Tubby Bielger, Tim Renwick, Joey Murcla and Galuten. Karl Richardson's been handling the board. Rosewater Blue, a new group from Gainesville, is being produced and engineered by Jack Adams. Adams is also engineering LPs for Gordon Edwards and Steve Gadd. South American Vytas Brenner just returned to the studios after an extremely successful South American and European tour. Jack Adams is working on a final mix with Bremmer on his new triple LP which was recorded live in Caracas. Andromeda, a Maryland group, is currently working on an album with Steve Klein handling engineering.

Kingdom Sound, Syosset, N.Y., is taking a highly personal, client centered approach to attracting new business to their facilities. A special packet of material about Kingdom Sound is being sent to potential customers in both the music and advertising business. The packet contains a rate card; a Long Island Railroad schedule since the studio is close to the LIRR; a color brochure from the nearby Heritage Motor Inn; and a postcard which offers a free dinner for two with the first five or more hours of recording time. Potential clients are also offered the opportunity of being met at the train station or at a location of their own choice and being driven to the studio.

President Rush Beesley of Sundance Productions in Dallas has announced the addition of two new specialists to his staff. Steve Blackson will serve as vice president, manager of operations for the video production division, while Ian Wagner joins the staff as a photographer for production services.

Down at Studio in the Country, Bogalusa, La., Kansas has been recording its fourth album for Kirshner Records. Jeff Gilzman and studio owner Bill Evans both produced and engineered on the studio's new Harrison 3232 automated console. It was the first album recorded on the new board and the second LP for Kansas at Studio in the Country.

Cincinnati's Fifth Floor Studios taped Paul Revere and the Raiders for an NBC special from Kings Island. The studio also broadcast a live radio concert with Ben Sidran, and in a separate concert the Sons of Champlain, both in cooperation with radio station WEBN-FM. Charlie Daniels was also in recently to record an hour special for WMMS in Cleveland. Jim Krause and Rich Goldman engineered these sessions. Incidentally, the Fifth Floor has added 16 channels of dbx noise reduction.

Sound Waves

'The Ideal Sound Source'

By JOHN WORAM

NEW YORK—"The Ideal Sound Source" is not the name of some new super group—not yet. The phrase is asked by acousticians to describe a condition that is perhaps part scientific, part copout. "The Ideal Sound Source" is that theoretically perfect speaker system which exists only in text books, and possibly in the imaginations of a few ad writers.

Like the friction-less motor/generator that runs at 100% efficiency, its value is primarily as a reference point, with which to compare that non-ideal sound source, the practical loudspeaker.

The ideal sound source is said to be a source of sound of infinitely small dimension. Since it is so small, it radiates sound energy in all directions at once; in other words, into a perfect sphere, provided there are no obstructions around, such as walls, ceilings and floors.

As long as we're being theoretical, it should be no problem to suspend this ideal source off in free space somewhere, far away from such surfaces. And while we're at it, we may as well assume that our speaker has a perfect frequency response too, so that all frequencies are radiated equally into our free space.

But now we come to that not-so-ideal sound source, the real-world loudspeaker. It's certainly not infinitely small, and so our problems begin. For it turns out that the speaker's mass acts as an obstruction to the radiation of small wavelengths; that is, to high frequencies. The speaker magnet assembly gets in the way, preventing these high frequencies from radiating into a completely spherical pattern.

In fact, the high frequencies may tend to become focused into a comparatively narrow angle, radiating in a mostly forward direction. On the other hand, longer wavelengths—that is, low frequencies—pass right around the speaker assembly, as if it weren't there at all.

So, the listener behind the speaker doesn't get to hear as much of the high frequencies as the listener in front. Of course, people don't usually listen to speakers from behind.

For one thing, the speaker is probably placed up against a wall. The wall blocks all radiation into the rear of the room, by reflecting the rear-bound radiation back towards the front of the room. Since this energy is mostly low frequencies, the result is that the listener hears more bass.

When the speaker is placed in a corner, the narrow beam of high frequencies still may not be affected, while on the other hand the low frequencies are once again forced into a narrower angle, resulting in even more bass in front of the speaker.

Finally, when the speaker is placed at the intersection of two walls and a ceiling (or floor), bass is increased to a maximum.

Which is the "correct" location for the speaker? The answer to that one depends on a combination of factors. Some speakers have been specifically designed for corner placement. Others are intended to be placed against the wall. Still others have been designed to stand at some distance from the wall. And, some manufacturers don't say anything at all about recommended speaker placement.

But in any case, changing a speaker's location with respect to nearby room boundaries will profoundly affect the sound in the room. Often even more so than

keeping the location fixed and changing the type of speaker.

In the recording studio control room, it is common to find four speakers in a row in front of the console. If the room is small, speakers one and four may wind up in the corners. Therefore, the apparent bass response of the program changes considerably, depending on whether the inside or the outside pair of speakers are in use.

Another consideration is the amount of space behind the speakers. If the speakers are suspended at some distance from the wall—a common occurrence—low frequencies will radiate back to the wall and then forward again. Depending on the distances involved, some frequencies will cancel out, resulting in a very poor bass response. Some studios eliminate this problem by flush-mounting the speakers in the wall, so that no energy can radiate backwards.

Roy Allison, of Allison Acoustics, Inc., has done considerable research on the subject of speaker placement within the listening room. His paper, "The Influence Of Room Boundaries On Loudspeaker Power Output" is available from the AES. Allison observes that, "Conventional loudspeakers oriented in typical-use positions in living rooms exhibit variations on the order of 5 to 12 dB in low frequency power output." The same may easily be said of studio control rooms.

He states that, "Some improvement within the normal woofer frequency range is obtained when the woofer is placed very close to one boundary only. Significant improvement is obtainable if the woofer is placed very close to two intersecting boundaries, and several feet from the other."

The company's Allison:one and Allison:two speaker systems are designed with these conditions in mind, with the system to be placed against one wall, but at a distance of several feet from the corner of the room. By way of contrast—the recently introduced Allison:three system is designed specifically for corner placement. The specifications claim flat bass power output, with the condition that the speaker is placed in a corner location.

On the other hand, the Electro-Voice Interface:A speaker system is designed with one tweeter mounted on the rear of the enclosure, which the company claims helps maintain constant acoustic power in the upper octave of the system. Just don't place it against the wall though.

These contrasting design philosophies illustrate that the design of the ultimate speaker system is by no means standardized yet, and each manufacturer has his own ideas about speakers and their placement. When selecting a speaker for the home of the control room, it's a good idea to check the manufacturer's recommendations before purchase.

It may very well be that the speaker you like in Studio A will not sound nearly so good in Studio B. Then on the other hand, it might sound much better.

Cosby Sets Group

LOS ANGELES—Chicago has been set to appear on the premier of the Bill Cosby Show, which debuts Sept. 19 on ABC-TV. Other major rock artists and groups will be featured on the weekly show.

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Disco Action

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Melody Song Shops (Brooklyn, Queens, Long Island) Retail Sales

- This Week**
- 1 RUBBER BAND MAN—The Spinners—Atlantic (LP)
 - 2 YOU SHOULD BE DANCING—Bee Gees—RSO
 - 3 NIGHT FEVER—The Fatback Band—Spring (LP)
 - 4 I GOT YOU—Gloria Gaynor—Polydor (LP)
 - 5 EVERY MAN/MY LOVE IS FREE—Double Exposure—Salsoul (LP)
 - 6 DR. BUZZARD'S ORIGINAL SAVANNAH BAND—RCA (LP)
 - 7 SUMMERTIME—MFSB—PIR (LP)
 - 8 BEST DISCO IN TOWN—The Ritchie Family—Marlin (LP)
 - 9 SHAKE, SHAKE, SHAKE YOUR BOOTY—K.C. & The Sunshine Band—TK
 - 10 BLACK WIDOW—Lalo Schiffrin—CTI (LP)
 - 11 ONE FOR THE MONEY—The Whispers—Soul Train
 - 12 HELPLESSLY/SO MUCH FOR LOVE—Moment Of Truth—Salsoul (disco/disk)
 - 13 YOU + ME = LOVE—Undisputed Truth—Whitfield Records
 - 14 SUN, SUN, SUN—Jakki—Pyramid
 - 15 I GOT YOUR LOVE—Stratavarius—Roulette

Downstairs Records (New York) Retail Sales

- This Week**
- 1 DR. BUZZARD'S ORIGINAL SAVANNAH BAND—RCA (LP)
 - 2 YOU SHOULD BE DANCING—Bee Gees—RSO
 - 3 BEST DISCO IN TOWN—The Ritchie Family—Marlin (LP)
 - 4 EVERY MAN/MY LOVE IS FREE—Double Exposure—Salsoul (LP)
 - 5 I GOT A FEELING/PUT ME IN THE NEWS—The Whispers—Soul Train (LP)
 - 6 GIVE A BROKEN HEART A BREAK—Damon Harris & Impact—Atco
 - 7 JAWS/FLAMINGO—Lalo Schiffrin—CTI (LP)
 - 8 SOMETIMES—Lesley Gore—A&M
 - 9 I DON'T WANNA LOSE YOUR LOVE—The Emotions—Columbia
 - 10 LIFE ON MARS—Dexster Wensel—PIR
 - 11 BAD GIRL—Mannhattan Express—Friends & Co.
 - 12 CRAZY DANCIN'—Bottom Line—Greedy (LP)
 - 13 I GOT YOUR LOVE—Stratavarius—Roulette (disco/disk)
 - 14 YOU'RE MY PIECE OF MIND—Faith, Hope & Charity—RCA
 - 15 SUN, SUN, SUN—Jakki—Pyramid (disco/disk)

Top Audience Response Records In New York Discos

- This Week**
- 1 YOU SHOULD BE DANCING—Bee Gees—RSO (disco/disk)
 - 2 CHERCHEZ LA FEMME/SOUR & SWEET—Dr. Buzzard's Original Savannah Band—RCA (LP)
 - 3 LET'S MAKE A DEAL/I GOT YOU/DARLING BE MINE—Gloria Gaynor—Polydor (LP)
 - 4 HEAVEN MUST BE MISSING AN ANGEL/DON'T TAKE AWAY THE MUSIC—Tavares—Capitol (LP)
 - 5 YOUNG HEARTS RUN FREE/RUN TO ME—Candi Staton—Warner Bros. (LP)
 - 6 WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic (all cuts, LP)
 - 7 YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE—Lou Rawls—PIR
 - 8 BEST DISCO IN TOWN—The Ritchie Family—Marlin (LP)
 - 9 ONE FOR THE MONEY—The Whispers—Soul Train (disco/disk)
 - 10 SUN, SUN, SUN—Jakki—Pyramid (disco/disk)
 - 11 GIVE A BROKEN HEART A BREAK—Damon Harris & Impact—Atco (disco/disk)
 - 12 MY LOVE IS FREE/EVERYMAN—Double Exposure—Salsoul (LP)
 - 13 DESPERATELY—Barrabas—Atco (disco/disk)
 - 14 I WANNA FUNK WITH YOU TONITE/NIGHTS IN WHITE SATIN—Giorgio—Oasis (LP)
 - 15 YOU + ME = LOVE—Undisputed Truth—Whitfield Records (disco/disk)

Colony Records (New York) Retail Sales

- This Week**
- 1 DR. BUZZARD'S ORIGINAL SAVANNAH BAND—RCA (LP)
 - 2 YOU SHOULD BE DANCING—Bee Gees—RSO
 - 3 SUN, SUN, SUN—Jakki—Pyramid
 - 4 I GOT YOU—Gloria Gaynor—Polydor (LP)
 - 5 ONE FOR THE MONEY—The Whispers—Soul Train
 - 6 BEST DISCO IN TOWN—Ritchie Family—Marlin (LP)
 - 7 DON'T TAKE AWAY THE MUSIC—Tavares—Capitol (LP)
 - 8 SUMMERTIME—MFSB—PIR (LP)
 - 9 LOW DOWN—Boyz Scaggs—Columbia
 - 10 GIVE A BROKEN HEART A BREAK—Damon Harris & Impact—Atco
 - 11 SUPER DISCO—The Rimshots—Stang
 - 12 PARTY LINE—Andrea True Connection—Buddah (LP)
 - 13 NIGHT FEVER—The Fatback Band—Spring (LP)
 - 14 YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE—Lou Rawls—PIR
 - 15 LET ME DOWN EASY—Rare Pleasure—Cher

Top Audience Response Records In Omaha, Neb., Discos

- This Week**
- 1 THAT'S WHERE THE HAPPY PEOPLE GO—The Trammps—Atlantic
 - 2 TEN PERCENT—Double Exposure—Salsoul (disco/disk)
 - 3 NICE & SLOW—Jesse Green—Scepter (disco/disk)
 - 4 ONE FOR THE MONEY—The Whispers—Soul Train
 - 5 ALWAYS THERE—Side Effect—Fantasy
 - 6 HEAVEN MUST BE MISSING AN ANGEL—Tavares—Capitol
 - 7 LOVE POWER—Roberta Kelly—Oasis (LP)
 - 8 I GET LIFTED—Sweet Music—Wand (disco/disk)
 - 9 IT'S BETTER THAN WALKING OUT—Marlena Shaw—Blue Note
 - 10 YOU SHOULD BE DANCING—Bee Gees—RSO
 - 11 LOVE CHANT—Eli's Second Coming—Silver Blue Records
 - 12 LOVE TRILOGY—Donna Summer—Oasis (LP)
 - 13 SHAKE, SHAKE, SHAKE YOUR BOOTY—K.C. & The Sunshine Band—TK
 - 14 DANCING FREE—Hot Ice—Rage
 - 15 GET THE FUNK OUT OF MY FACE—The Brothers Johnson—A&M

Top Audience Response Records In L.A./San Diego Discos

- This Week**
- 1 YOU SHOULD BE DANCING—Bee Gees—RSO (EP)
 - 2 YOU + ME = LOVE—Undisputed Truth—Whitfield
 - 3 YOUNG HEARTS RUN FREE/RUN TO ME/DESTINY—Candi Staton—Warner Bros. (LP)
 - 4 BEST DISCO IN TOWN/ARABIAN NIGHTS—Ritchie Family—Marlin (LP)
 - 5 LET'S MAKE A DEAL/I'VE GOT YOU UNDER MY SKIN/LOVER BE MINE—Gloria Gaynor—Polydor (LP)
 - 6 CHERCHEZ LA FEMME/SOUR & SWEET—Dr. Buzzard's Original Savannah Band—RCA (LP)
 - 7 LUCK BE A LADY—Broadway Brass—20th Century (LP)
 - 8 SMOKE YOUR TROUBLES AWAY—Glass Family—Earhole (disco edit)
 - 9 IF YOU CAN'T BEAT 'EM, JOIN 'EM—Mark Radice—United Artists (LP)
 - 10 KNIGHTS IN WHITE SATIN—Giorgio—Oasis (LP)
 - 11 DON'T TAKE AWAY THE MUSIC/HEAVEN MUST BE MISSING AN ANGEL—Tavares—Capitol (LP)
 - 12 LET'S GET IT TOGETHER—El Coco—AVI (EP)
 - 13 TAKE A LITTLE—Liquid Pleasure—Midland International
 - 14 ALWAYS THERE—Side Effect—Fantasy (disco edit)
 - 15 GETAWAY—Earth, Wind & Fire—Columbia

Disco Mix

By TOM MOULTON

NEW YORK—Calla Records, distributed by Pye/ATV, is releasing the new Persuaders LP, "It's All About Love." There are three strong disco cuts. "Count The Ways" is the strongest, followed by "Two Women" and "Sure Shot." The album was produced by Norman Harris. It has a strong Philadelphia sound, not unlike Double Exposure.

Roulette will release two more disco disks this week. Both will be commercially available. "You Got The Power" by Camouflage is a discoized version of the original tune by Sue Cramer. The record has a good rhythm break which builds into another break consisting of vocals going in and out. It runs for 7:55 minutes. The other release is by Whirlwind. Titled "Full Time Thing (Between Dusk & Dawn)" the tune has a strong sound with a good rhythm section. The arrangement is definitely Philadelphia, but the sound is New York.

Morningstar Records, distributed by Springboard International, has released "Please Love Me Again" by the VIP Connection. This record was popular in New York clubs about six months ago but at the time was available only as an import. Now that it is available domestically in commercial quantities and should do well in a lot of areas. The sound is a lot like the Ritchie Family, and the song is similar to the English classic, "Telstar."

Omaha, Neb., now has a record pool. Those wishing further information should contact Mike Newman, Omaha Record Pool, 2556 Marcy Street, #26, Omaha, Neb. 68105.

Vancouver Party Set

NEW YORK—The Pacific National Exhibition of Vancouver, B.C., will sponsor a disco dance party Aug. 29 to fill a void resulting from the cancellation of an Isaac Hayes/Dionne Warwick concert which was originally scheduled as part of the Exhibition's Fairtime Star Spectacular Series.

The party, which will be held in the Vancouver Coliseum, will feature both live and recorded music, and will offer up to \$3,000 in prizes for the best dancers in five dance categories.

The winning couple in each category will receive a \$250 prize, with \$150 going to the first runner-up and \$50 to the second runner-up. There will be a dance-off among the five successful couples for a grand prize of \$1,000.

According to John Rennie, general manager, Pacific National Exhibition, the show sponsors decided on the disco dance party as an alternative to the concert when Hayes' agents informed that they were cancelling their appearance because a prospective U.S. Northwest tour, built around the Exhibition's concert date that did not materialize.

Cost of admission to the disco dance party is \$2.50, and holders of tickets to the Hayes/Warwick show can turn them in for refunds, or can trade them for admission to the disco party, with the exhibition paying the difference.

Jingle Rearranged With a Club Sound

NEW YORK—"Give Your Cold To Contac," the popular jingle for Contac cold capsules, has been rearranged into a disco tune for a 60-second commercial spot. It will be heard on national radio in its new dress.

The popular commercial, composed by Tom McFaul of Lucas/McFaul, has already enjoyed a wide variety of arrangements, including rock, folk, country, Latin, big band, soul and baroque. The disco arrangement was created by Ogilvy and Mather under the supervision of David Scott, the firm's senior vice president/creative director.

Discos

TO AVERT RIP-OFFS

N. Y. Firm Offers Gratis Club Advice

• Continued from page 10

erators everything from blueprints to finished product all for a special fee.

According to Rheiner, his company is adamant in its opposition to package deals, because it has seen "too many companies ripped-off by this total concept proposal."

"Especially vulnerable in this sort of deal is the small businessman, the little guy with a limited capital who wants to turn a sagging business into a profitable discotheque," says Rheiner.

Rheiner discloses that Times Square Theatrical has discovered that many people advertising themselves as disco consultants, or package deal suppliers, or total concept designers, offer no service, no replacement parts, and in many cases cannot be reached on the telephone for help and advice after the project is completed. "Here is where the little guy who is trying to make an avocation of his discotheque gets the wrong end of the stick," says Rheiner.

The Times Square Co. executive suggests that entrepreneurs in the market who want to establish a discotheque, especially those without previous experience in the field, should shop around before committing themselves to any arrangement.

He feels that the best way to go about this would be to buy equipment piecemeal, then employ licensed technicians to put the whole thing together. "In this way, the investor is assured of what he is getting for his money, and is guaranteed expert installation and service. He is also likely to save a lot of money over what he would pay in ordering a package," says Rheiner.

Rheiner admits that there are people who have neither the time

nor the inclination to shop piecemeal for the equipment they want. To these he suggests that they be very specific in asking for what they want. "They should at least have a working knowledge of equipment, and should not hesitate to ask questions," he says.

Rheiner also stresses that a discotheque operator should never pay the 100% cost of outfitting his club in

(Continued on page 44)

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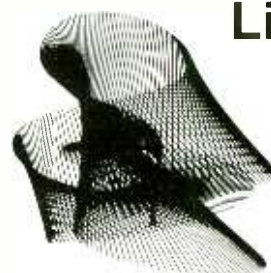
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Discos

Disco Operators Use Sex To Up Business

• Continued from page 1

in using topless dancers is based on the club's desire to utilize "all the elements that make Times Square the unique attraction it is."

The club rotates about 50 dancers a week, putting on two or three at a time on a specially constructed stage. There is neither a cover charge nor a minimum and a buffet meal is served daily.

Cohen hopes that the club, which will be used as a pilot for other discos planned by the management, will attract a cross section of disco fans. At the same time close audience screening is being undertaken to eliminate what Cohen calls the "unsavory elements" that helped cause the deterioration of the original Hollywood discotheque.

Hollywood's new push is being backed by a heavy media advertising schedule.

At Percival's on Manhattan's East side, the policy is a club for couples.

The room features a disco dance floor, game room and other attractions for the swinging set. With the exception of Wednesday nights when singles are admitted, the club has a couples only policy. Admission is \$16 a person. This provides access to all the featured attractions, as well as all the drinks a person can consume on the premises.

There is also an annual membership fee of \$30, which entitles holders to a reduced admission rate of \$12 per person.

At Percival's, as at Hollywood, the emphasis is on disco music and dancing, with the sex oriented features being used as a supplementary customer draw.

And in Las Vegas, Le Cafe was once a small piano bar which has been transformed into a gay discotheque (see separate story in this issue). Where a featured attraction is drag shows which are both locally produced and imported from Los Angeles, San Diego and Phoenix.

Vegas Computerized Floor Pulls 'Em In

By HANFORD SEARL

LAS VEGAS—A new, multi-computerized disco dance floor is generating large crowds, in-business excitement among competitors and an upsurge in the total disco craze in this entertainment capital.

The \$10,000 unit, a product of Varaxon in Ithaca, N.Y., was installed at this city's most popular gay bar, Le Cafe on July 18 as part of a refurbishing effort by owner Marge Jacques.

"To my knowledge it is the only such dance floor by Varaxon on the West Coast," speculates Jacques. "It is much more elaborate, specialized and intricate than the average lighted floor."

A hangout for show business celebrities and locals, the 250-capacity club houses the 12 by 16 foot, 6-inch

raised floor alongside a semi-circular bar area. An unconditional one-year guarantee covers the plexiglass surfaced floor.

According to Jacques, seven-year owner of the bar, the computerized floor involves three-basic colors—red, green and blue bordered by a yellow chaser. Some 96 different patterns and 1,600 combinations are possible with the floor's three elements.

The elements include a matrix decoder, sound-to-light color organ and yellow chaser which can work both independently or together. The entire unit also is either fully automatic or can be operated manually.

Varaxon sent out a technician to set up the shipped floor which took four hours to assemble. The guarantee contains a clause which says the New York state-based firm will send an electronics expert if any difficulties arise.

Jacques reports a double expansion floor extension can be bought in sections at a \$5,000 price tag. The entire unit uses basic watt voltage output at 15 amps.

Located at the corner of Paradise Road and Tropicana Ave. near McCarran International Airport, about 10% of Le Cafe's customers are straight, says Jacques. A custom built four-speaker, two hanging component sound system provides stereo music.

A gradual change from a small, elegant piano bar over the years, the club offers locally as well as out-of-town produced drag shows from Los Angeles, San Diego and Phoenix.

Situated on a seven-acre lot, Jacques has an 11-year lease on the building, which she hopes to expand while looking for a second location to open yet a second club here.

Le Cafe employs three DJs, gets about 10-15 records a week and many promotions before other discos and record stores, says Jacques. The club has a staff of 10 who coordinate activities and management.

Jacques credits Billboard's first disco confab for receiving more promo-record material and ideas for the best floor product, since deejay Twiggy attended the December show in New York.

Clarksdale Dims Lights In Disco Gig

NEW YORK—Discos took to the streets in Clarksdale, Miss. In a giant open air disco party scheduled for Saturday (7), the streets were blocked off, and lights dimmed to facilitate the full effects of an illuminated dance floor that was laid on the street for the 3,000 townsfolk who were expected to attend.

The party, which was staged with the cooperation of the local police and the electricity supply company, was sponsored by the Billy Holcomb Corp. to celebrate the opening of the Sun Flower Mall.

The floor, by Varaxon of Ithaca, N.Y., was part of \$22,000 worth of disco equipment that was supplied by mobile disco operator Kinchen O'Keefe. Other equipment used at the party included amplifiers, preamps, turntables and mikes by Technics; mixer by TEAC, and four Altec Speakers. There were 1,700 singles and albums ranging in musical selections from pop, country, blues and MOR available.

When in regular use the \$8,500 dance floor is operated from the top of a specially outfitted flatbed trailer, and the equipment is housed in a specially customized van. According to O'Keefe, an intricate system of filing and cross-filing has been developed for easy location of the music.

The system which is operated under the name, Movin' N' Groovin' Disco, also travels around the state, playing at a variety of disco parties. A staff of four persons operates the equipment.

Dance Scene Goes Into Concert Halls

PHILADELPHIA—The disco dance scene, following up on the increasing use of live units at the clubs here, has now invaded concert halls in the area with disco dance concerts.

The 8,000-seat Centrum, at nearby Cherry Hill, N.J., July 24, had Sutton-Ashby Productions promoting a discothon with Archie Bell & the Drells, Double Exposure, Philly Devotions, Brother To Brother, Case and Earth Bound, and the Andrea True Connection. A disco fashion show was also added with "Disco Butch" presiding over the dance concert that took a \$7 ticket.

At nearby Asbury Park, N.J., a "Beach Party '76" disco dance concert was put together July 30 by Tony DeLauro and Shore Productions in the resort's Convention Hall with staging by Steve Lyons, who recently staged "The World's Biggest Discotheque" at New York's Madison Square Garden. With deejay Papo presiding, the groups were headed by Archie Bell & the Drells plus Double Exposure and others.

Haunted House New Philly Spot

PHILADELPHIA—The city's newest discotheque has turned to live music instead of records, and a "spooky" decor to attract dancers. Called The Haunted House and located just across the city in suburban Cynwyd, the club was opened by Beanie Costello on the site of what had been Beanie's, Charlie Mess's and other restaurants. First disco group in is a seven-piece called Meridian Sun. Costello was formerly associated with the San Marco Restaurant nearby.

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Rod Stewart's custom installation designed by Advanced Sound Systems. Advanced Sound Systems is headed by Rick Riccio.

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Danserium takes the laser technology pioneered and evolved through the international Laserium® concerts and extends it into today's hottest music scene—with the result that Danserium is as far removed from today's disco environments as the waltz is from the hustle.

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Industry 'Mixed' On Expanded CB Band

NEW YORK—While the industry is expressing general approval of the FCC sanctioning of CB radio expansion to 40 channels from 23 effective next Jan. 1 (Billboard, Aug. 7), the long-awaited move raises some vital questions.

A slump already noted in the last two months for existing 23-channel sets could be extended as consumers wait for the "new" 40-channel units, some of which already are in the works.

And a corollary fear that the FCC may turn its attention from the need for further CB frequency allocations to other matters is also evidenced.

Discount pricing, already a factor on the low end with \$79.95 and lower specials of full 23-channel models, has many suppliers concerned. Several major companies in the field expect a giant shakeout of the newer, smaller firms who jumped on the CB bandwagon with limited capital and now have to contend with new technology as well.

Others are more optimistic on the 23-channel future, since both the emergency channel 9 and the widely used trucker channel 19 are both retained on the original band. For the mass market, 23 channels are more than enough for the new CB consumer, as opposed to the "hard-

core" CB user who may wait for the 40-channel models.

Superscope, which previously announced its entry into the CB market by the first quarter of 1977, will offer 40-channel units only. Fred Tushinsky, senior vice president, sales and marketing, indicates the company will not produce any 23-channel models.

Engineering reportedly has already been completed for Superscope's 40-channel CB in anticipation of the increase in channel availability. "Consequently," he says, "there will be no delay in Superscope's introduction of CB units into the market."

Another firm expected to be in the market with 40-channel models early is SBE, a pioneer in the phase-lock-loop with digital synthesis circuitry that makes up to 80 or more channels available with just one crystal.

The company is expected to incorporate its new Touch/Com feature into some of the higher end models, introduced at the recent CES with controls for all key functions incorporated on the microphone. Also featured is an oversized LED channel readout, full range

(Continued on page 50)

RCA Video Investment Paying Off

By STEPHEN TRAIMAN

NEW YORK—RCA's initial investment of some \$35,000 in videotape, film and editing equipment is starting to pay multiple dividends as just one example of how the music industry is "getting with it" in new merchandising and promotion techniques.

The recent RCA convention in San Francisco provided a graphic set of examples—from the 10-screen multimedia presentation produced by Jack Maher to the videotape clips of the a&r quartet and custom label chiefs, to the additions of live talent tape for the library Steve Kahn is building.

The multimedia presentation involved 5,500 color slides screened over a total span of 120 feet, by 10 slide projectors and a 16mm film projector. Maher, director, custom label merchandising, began working with A.V. Services here back in June, with the final segment devoted to John Denver finished only three days before the film crew left for the convention to set up the complicated equipment.

Involved were Gary Yudman, a

(Continued on page 50)



RCA video maven Steve Kahn is surrounded by array that includes (1) two Sony 2850 video recorder/editors; (2) Sony 12 and 17-inch monitors; (3) Sony 400 digital editor; (4) Sony 3800 portable color VTR with AC power supply; (5) portable lights; (6) two Kodak Ektagraphic slide projectors and Imagi-cian 1214 dissolve unit; (8) 16mm B&H projector, and (9) Sony 2800 video-player.

Decision Near On '77 Satellite Audio Expo

NEW YORK—By next week it should be apparent if the CES move to allocate Chicago's McCormick Inn to audio/hi fi exhibitors has satisfied the rump group that had been seeking a separate expo, tentatively set for April 1977 in Las Vegas.

An IHF trade show committee is to meet Tuesday (10) with officials of CES in Chicago to discuss the plan of Jack Wayman, EIA/CEG senior vice president. It would set aside approximately 125 exhibit spaces and demonstration rooms at the Inn, across from McCormick Place, at "giveaway prices" compared to the \$4.50 per square foot rate at the main expo hall.

Floor plans and prices are to be available by Aug. 21, and Wayman reports that Irv Stern of Harman International, head of the rump group, had agreed to go along with the plan if it materialized.

Stern was quoted as saying, "If Wayman pulls a miracle, fine. We won't kill the goose that lays the golden egg." He doesn't anticipate support of the IHF, but would go ahead with a separate show on the basis of support from his own companies, plus claimed backing from Superscope, TEAC, Garrard, Soundcraftsmen, Infinity Systems, the "High End Group" of 18 firms that exhibited at the Bismarck during the Winter CES, and other smaller hi fi-oriented firms.

The Snitow Organization, whose 10-year pact to manage the Summer CES, and more recent Winter CES, ended this June, reportedly has reserved April 1977 dates in Las Vegas—between F.C. 77 in February and NEWCOM in May. CES is now managing its own shows with a new Chicago staff, headed by Bill Glasgow.

The IHF trade show committee meeting with CES officials includes Walter Stanton, Stanton Magnetics; Arthur Gasman, S.I.C.; Ed Hopper, Stereo Review, and Jerry Kalov, Jensen Sound Lab. The group is to complete its study and report to the IHF membership by the end of August.

Another IHF committee was to meet in New York Tuesday (10) to "fine tune" the proposed national promotion campaign for a resubmission to members. Approval was deferred after the initial presentation during the Summer CES, at a heated membership meeting at which the trade show issue also came to a head (Billboard, June 26).

In a separate move, the CES board, following up on its original offer of assistance to the audio components group, will set up and sponsor a national audio component promotion program similar to those it has developed for other segments of the CEG.

Antenna Inc. Expands

CLEVELAND—Antenna, Inc., a manufacturer of CB antennas, is christening a new 40,000-square-foot manufacturing facility here at 26301 Richmond Rd., Redford Heights, Ohio. This is the company's fourth physical expansion since it was organized early in 1975. The firm's headquarters remain nearby at 23850 Commerce Park Road, Cleveland, Ohio.

AUGUST 14, 1976, BILLBOARD

NEW SPONSOR

Philly CB Expo Shaping

PHILADELPHIA—Although not as ambitious and expansive as anticipated by the original sponsors, the first 1976 Philadelphia CB Fair for consumers will go on as scheduled next weekend (13-15) at the center-city Philadelphia Sheraton Hotel.

Originally announced (Billboard, July 4) as being staged by Information Design Corp. of America, a local firm, with the sponsorship of WFIL, leading rock station on the AM band, the new sponsor is another local firm, Advertising Distribution Services, headed by Mike Maguire.

According to John Maguire, handling promotion for the show, some 50 exhibitors had been signed up by the end of July, including retail store chains like Radio Shack and Valley Communications along with manufacturers and distributors. Eric Brown of Information Design, who was to be the show manager, is still associated with the CB Fair, which will be geared entirely to the consumer. The radio station dropped out of the sponsorship reportedly because of financial requirements.

While WFIL will not be a sponsor, that station along with WRCP, local country music outlet here, will be used to advertise the CB Fair. Newspaper ads in the three daily papers will carry coupons for advance ticket sales. Admission will be \$3 with no

discount coupons circulated. The heaviest promotion for ticket sales is being conducted by the Maguires at many CB jamborees throughout the area each week.

While exhibitors will emphasize sales, the CB Fair will feature a variety of displays and clinics to provide CBers and others an opportunity to study, select and purchase the best equipment and accessories for their CB and communications needs.

MORRIE ORODENKER



Jack Maher: multimedia product presentation producer/scriptwriter at RCA meet.

HARDWARE & SOFTWARE

Sony/Paramount Home Video Distrib Venture Looks Ahead

• Continued from page 1

club plan is high on the list, both Harvey Schein, Sony president, and Barry Diller, Paramount chief, acknowledge. Wunderman's involvement with both the Book of the Month Club and the launching of the first Columbia Record & Tape Club indicate that marketing potential.

"Everything seems revolutionary at the time," notes Wunderman. "But if we have books by subscription, records and tapes by subscription, we can assume the public will want to subscribe to a video service providing they can get home delivery, a good selection and service."

Both "partners" emphasize that the hardware/software network will not replace the current Sony dealer setup or Paramount distribution pipeline. "It's additional, supplemental distribution with the emphasis on the package," notes Schein. "There's great flexibility and a lot of testing and experimenting ahead," observes Diller, "and both our exist-

ing distribution organizations may participate."

Also emphasized was the necessity for the broadest based product possible, going far beyond the Paramount catalog that has such blockbusters as "The Godfather," "Godfather: Part II," "Love Story" and "The 10 Commandments." Movies, other entertainment and educational software is to be offered.

The same outlook is shared by Mike Heiss, general manager of the Home Video subsidiary of Teletronics, which is partnered with Sony in S/T Videocassette Duplicating, a major 3-inch U-Matic videocassette duplicator soon to add Betamax duplication facilities in Leonia, N.J.

Geared to rental of software as opposed to the hardware/software package purchase of the Sony/Paramount venture, Home Video will initially offer a wide variety of programming, probably with a combination of direct marketing and point-of-purchase availability at Betamax dealers.

Music may well be included in the

initial Home Video catalog. "If there's something of quality available and salable," Heiss says, "There are many rock shows on video out there, but we're not going to have one just for the sake of including that category," he notes, putting his finger on the big question mark in the music industry—what video/music combination will sell in the home?

Neither the Teletronics venture nor the Sony/Paramount combo has any definite cost announcement, but Schein made an interesting observation on the intrinsic "reusability" value of the raw videocassette.

"If we can price a program for say \$5 above the cost of the blank cassettes (currently \$15 for an hour Sony blank), it's conceivable people would buy it, see the film or other show a couple of times, then erase it and use the blanks to record their own shows off the air," he explains.

Sony's own research, based on the first 15 months of Betamax marketing in the U.S., shows that owners average about 15 blanks a year at the

(Continued on page 50)

Oct. Noise Reduction Tests On U.K. Radio

LONDON—The Independent Broadcasting Authority has won Home Office approval to make radio tests of Dolby and Variable Pre-Emphasis systems in October. Pat Hawker, the IBA's principal engineering information officer, has announced that the two stations carrying out the tests will be BRMB in Birmingham and Capital Radio in London.

INTL SPECIALISTS

Intermagnetics Sets 3 New Tape Plants

By JIM McCULLAUGH

LOS ANGELES — Intermagnetics, 15 month old Santa Monica, Calif.-headquartered corporation specializing in establishing new magnetic tape manufacturing factories around the world, is opening three new such facilities in Asia to produce cassettes to market in the U.S. and internationally.

The new plants are in Taiwan, Indonesia and Hong Kong.

In addition, the firm is close to finalizing three more contracts which are "virtually complete," according to Terry Wherlock, senior vice president in charge of international licensing. The other three will be in the Philippines, Malaysia and Thailand. On the drawing boards for the future are Latin America as well as Central America and Africa.

Intermagnetics sets up fully integrated tape manufacturing plants in emerging industrial nations, a business plan that began recently with a first venture in Korea (Union Magnetics). Each plant coats, polishes, slits, splices tape, as well as assembles cassettes.

Each plant is majority owned by local interests with Intermagnetics getting a return from an ownership stake ranging from 15% to 30% in addition to royalties.

The new facility in Taipei, Taiwan, is called Intermagnetics Taiwan Corp.

"The plant," says Wherlock, "will be fully integrated in molding, cutting, slitting, and its purpose will be twofold. One, to service the local market both with blank cassettes and cartridge, and two, to service us with production for exports."

"The plant has already been started, with offices and factories under construction, and the facility should start producing either late this year or early 1977." The two individuals who have spearheaded negotiations on the Taiwanese investors side are Stanley Tang and Jimmy Yoh.

The name of the facility in Jakarta, Indonesia, is Madya Djaja Electronics.

"The equipment will be shipped," continues Wherlock, "on Dec. 4 and this plant will be operating in late January or early February. This is part of a very substantial magnetic tape operation in Indonesia and again it will be the first coating operation in that country."

The Hong Kong facility, which will be running this month, is called Swire Magnetics. Intermagnetics recently entered into an agreement with Swire Pacific Ltd. of Hong Kong, part of the London-based Swire group which has approximately \$1.7 billion in sales, to build a total tape facility in the British

Motorola Into 40-Channel CB & Combos

By ALAN PENCHANSKY

CHICAGO—Motorola will respond to the FCC's announcement of CB channel expansion with the availability of 40-channel under-dash Mocat mobile transceivers by January 1977, according to Ted Donhauser, CB sales manager in the firm's automotive products division.

Donhauser indicates that Motorola also at that time will bring to market its first in-dash CB/AM-FM combos. In-dash combinations of CB, broadcast receivers and cassette or 8-track "will follow sometime later," Donhauser adds.

Donhauser explains that the new combos are both to be manufactured and distributed by Motorola's automotive products division. The firm's Mocat CB line, introduced in April, is manufactured by its communications division.

"Since the automotive products division does have an inherent familiarity with what goes into the dash, it makes sense," Donhauser observes. "A lot of people can put some box together that has both a CB set and an AM/FM radio com-

binator, but there's a real art to crafting for in-dash."

Donhauser notes that the new combos are both to be manufactured and distributed by Motorola's automotive products division. The firm's Mocat CB line, introduced in April, is manufactured by its communications division.

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Donhauser says Motorola will strive to merchandise the combos both in the OEM and aftermarket.

He confirms that Motorola now is supplying Ford with under-dash CBs for factory installation on 1977 models. The units will carry the Aeronutronic Ford label. Donhauser says.

Though indicated earlier that Motorola's Mocat line had sold-out for the year, Donhauser says anticipated demand has slackened with the announcement of channel expansion.

"The announcement has managed to put a crimp into the total sales picture of 23-channel CB sets for the total Christmas season," Donhauser notes.

"You wouldn't believe some of the prices that are already being offered in the marketplace," he says.

Nonetheless, Donhauser says, the Mocat transceivers still are being supplied on an allocation basis.

Of the four Mocat units, priced between \$179 and \$229, the top of the line model is selling fastest. Donhauser informs. "The knowledgeable part of the marketplace was waiting for us to come out and they are buying it because they believe inherently in our quality," he says.

Such a buyer, Donhauser says, wants the full complement of features the costlier unit provides.

According to Donhauser, Motorola has plans to produce base station and portable hand-held CB transceivers for the consumer market.



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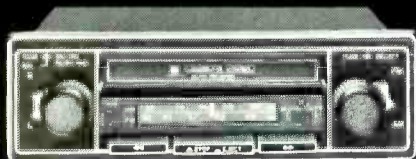
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Sony/Paramount Tie

• Continued from page 48

approximate \$15 retail price, expected to lower as will the player/recorder deck from the current \$1,300 when the market builds.

The interest of the competition in the Sony-Paramount distribution venture is obvious. As an independent, profit-making entity, the joint company will be looking for the best possible product in both hardware and software, both Schein and Diller acknowledge.

As such, the network that emerges could be used by Sony's V-Cord II, a 1/2-inch videocassette system incompatible with the 1/2-inch Sony Betamax, but with a two-hour cassette versus Sony's current one-hour limit, and due on the U.S. market later this year.

Also eyeing the new distribution system that finally emerges are the rival RCA and MCA/Philips videodisk systems, both looking to market

entries sometime in 1977, and currently developing their own pipeline plane that also involve the traditional rackjobber.

"I'm confident we'll have a better mousetrap, sooner or later," Schein maintains, alluding to work under way at Sony on a longer cassette. "But if there's a better product, we'd get a license and produce it, just as our competition was licensed to manufacture the Sony U-Matic hardware and blank cassettes."

The Sony chief is pleased with the Gulf + Western affiliation in the project for some of its other subsidiaries as well as Paramount. Of particular interest is the Associates Corp. of North America consumer finance division with over \$1 billion in volume last year—a natural adjunct for the big-ticket video hardware/software package.

Other G + W companies include Oxford Films, a major educational media supplier; Simon & Schuster, the book publisher, and a new large-screen projection tv venture that may also be included in future offerings of the new Sony/Paramount network.

Both Schein and Diller emphasize that much testing is ahead, and that no matter how good the product—timing is essential. They are determined to profit by the mistakes of the only prior home video marketing venture—the abortive Cartrivision experience that cost parent Aveco more than \$40 million between the hardware and rental software.



Joint venture agreement creating Sony/Paramount Home Entertainment Center is signed by Harvey Schein, left, Sony (America) president, and Barry Diller, Paramount Pictures board chairman.

Expanded CB: Mixed Views

• Continued from page 48

volume and squelch thumbwheels and a push-to-talk switch.

Paul Van Orden of General Electric believes that the early announcement by the FCC will permit an orderly transition to 40-channel units, since the additional channels will be largely unused for a considerable period of time due to all the 23-channel units in use.

"Clearly, it will take some period of time after the first of the year to have the new units flowing to dealers in substantial quantities, and they will command a premium price," he maintains, though other industry spokesmen feel the differential may be only 10% to 15%.

Van Orden also comments on the continuing problem of tv interference from CB, since the FCC set the new harmonic suppression limit at 60 dB, although both broadcasters and the EIA consumer electronics group have recommended a limit of 100 dB or more.

He says that interference is real, but that the difficulties are shared by manufacturers of the tvs and other equipment, not just by the CB firms alone. "The tighter specification parameters to be invoked for CB equipment will help the situation, and other electronics will be required to meet minimum acceptability standards in the future."

Accessories manufacturers are also bullish about the CB channel expansion, with CBers expected to buy more boom mike headsets in the future, according to Sid Kitrell, Telex Communications marketing director.

He claims that with present mobile antennas, the current fall off in signal quality at the high and low ends of the band will be more pronounced on a 40-channel set. Headsets, delivering the signal directly to the ear, provide better clarity and intelligibility.

The noise-cancelling mikes used in headsets like the CB-88 and other firms models, produce much clearer voice transmission. And with many consumers likely to wait until the new 40-channel sets are on the market, dealers will be looking to de-

Intermagnetics Growth

• Continued from page 49

scale production Tuesday (10). Its prime purpose will be to supply coated webs, not cassettes, to the assemblers who are located in Hong Kong. This plant is intended to service those people by providing them with a local, high quality range of coated webs.

(This exclusive two-part profile on Intermagnetics growth concludes next week with a look at the Singapore operation, and the vital quality control area.)

RCA Video Pays Off

• Continued from page 48

live host who read Maher's script; Kahn, administrator, product merchandising, who coordinated talent for the presentation and produced the sound effects for the intro; art director Aey Lehman, who helped select all the visuals, and engineers Dick Baxter and Pat Martine. The A.V. Services team includes producer Vincent Hehesy, David Burkett, Brian Shady, Melissa Foster, Irene and Garry Gorman.

Kahn's own production involved the four a&r chiefs—Tom Shepard, Red Seal, Mike Berniker, pop; Jerry

Bradley, Nashville, and Ron Moseley, r&b, in candid intros of their own division's new artists and product—complete with some natural self-consciousness that actually made the clips far more effective.

A separate segment highlighted the growing RCA custom label family and independent production deals, with each label rep introducing himself, his company and highlights of new product. Included were Bob Thiele, Flying Dutchman; Bud Prager, Phantom; Norman Schwartz, Gryphon; Kevin Eggers, Utopia; Harold Thau, Windsong, and Mort Weiner, who spoke for Bob Reno of Midland International; Sherwin Bash of BNB Associates; Tattoo; Norman Granz, Pablo; Don Cornelius and Dick Griffey, Soul Train.

Kahn was one of the busiest persons at the convention, with his omnipresent video camera taping every act showcased, for upcoming presentations, including the next "biggie" for the Record Bar confab, Sept. 4 at Hilton Head Island, S.C.

In addition to some clips used at the recent J.L. Marsh video presentation (Billboard, July 24), the label's first such effort, Kahn got some excellent shots in San Francisco of D.J. Rogers, Waylon Jennings and Steve Young, Starland Vocal Band, Becky Hobbs, Rosie, Rhythm, the Tymes, Free Beer and new comies Donald Banks and Steve Landesberg.

4th DAY FOR WINTER CES

WASHINGTON—The Winter CES officially has extended its 1977 run to four days, Thur.-Sun., Jan. 13-16 at Chicago's Conrad Hilton. Announcement came from Jack Wayman, senior vice president of the sponsoring EIA/CEG. Exhibit space already is going fast, according to the new CES expo management team headed by Bill Glasgow in Chicago.

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Easy Listening

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These are best selling middle-of-the-road singles compiled from radio station air play listed in rank order.

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)
1	6	9	IF YOU KNOW WHAT I MEAN Neil Diamond, Columbia 3-10366 (Stonebridge, ASCAP)
2	1	6	LET 'EM IN Wings, Capitol 4293 (MPL Communications/ATV, BMI)
3	3	10	I'D REALLY LOVE TO SEE YOU TONIGHT England Dan & John Ford Coley, Big Tree 16069 (Atlantic) (Dawnbreaker, BMI)
4	8	8	SHOWER THE PEOPLE James Taylor, Warner Bros. 8222 (Country Road, BMI)
5	7	5	SUMMER War, United Artists 834 (Far Out, ASCAP)
6	2	7	ANOTHER RAINY DAY IN NEW YORK Chicago, Columbia 3-10360 (Big Elk/Laminations, ASCAP)
7	4	10	YOU'LL NEVER FIND ANOTHER LOVE Lou Rawls, Philadelphia International 3593 (Columbia/Epic) (Mighty Three, BMI)
8	5	13	I'M EASY Keith Carradine, ABC 12117 (American Broadcasting/Lion's Gate/Easy, ASCAP)
9	9	6	DON'T GO BREAKING MY HEART Elton John & Kiki Dee, Rocket 40585 (MCA) (Big Pig/Leeds, ASCAP)
10	20	6	THIS MASQUERADE George Benson, Warner Bros. 8209 (Skyhill, BMI)
11	11	9	GOT TO GET YOU INTO MY LIFE The Beatles, Capitol 4274 (Maclean, BMI)
12	14	6	PEAS IN A POD Sammy Johns, Warner/Curb 8224 (Captain Crystal/Chattahoochee/Legibus, BMI)
13	10	9	EVERYTIME I SING A LOVE SONG John Davidson, 20th Century 2293 (Peso, BMI)
14	13	14	MOONLIGHT FEELS RIGHT Starbuck, Private Stock 45039 (Brother Bill's, ASCAP)
15	16	7	A LITTLE BIT MORE Dr. Hook, Capitol 4280 (Bygones, ASCAP)
16	17	5	SEE YOU ON SUNDAY Glen Campbell, Capitol 4288 (ABC/Dunhill/One Of A Kind, BMI)
17	15	10	I NEED TO BE IN LOVE Carpenters, A&M 1820 (Almo/Sweet Harmony/Hammer & Nails/Landers Roberts, ASCAP)
18	18	9	LET HER IN John Travolta, Midland International 10623 (RCA) (Midsong, ASCAP)
19	12	9	KISS AND SAY GOODBYE Manhattans, Columbia 3-10310 (Nattahnam/Blackwood, BMI)
20	24	4	TEACH THE CHILDREN Anthony Newley, United Artists 825 (Tarashel, ASCAP)
21	21	6	LIGHT UP THE WORLD WITH SUNSHINE Hamilton, Joe Frank & Dennison, Playboy 6077 (American Dream, ASCAP)
22	22	5	GOTTA BE THE ONE Maxine Nightingale, United Artists 820 (Unart, BMI)
23	37	3	STARGAZER Frank Sinatra, Reprise 1364 (Warner Bros.) (Stonebridge, ASCAP)
24	19	8	IF YOU LIKE THE MUSIC (Suicide And Vine) Stark & McBrien, RCA 10697 (American Broadcasting, ASCAP)
25	30	4	SAY YOU LOVE ME Fleetwood Mac, Reprise 1356 (Warner Bros.) (Genton, BMI)
26	31	5	ADIOS Santa Fe, Chelsea 3042
27	27	6	THEME FROM STAR TREK Deodato, MCA 40578 (Bruin, BMI)
28	23	9	THINK SUMMER Roy Clark, ABC/Dot 17626 (September, ASCAP)
29	47	2	DON'T STOP BELIEVIN' Olivia Newton-John, MCA 40600 (John Farrar, BMI)
30	41	3	THE FIRST HELLO, THE LAST GOODBYE Roger Whittaker, RCA 10732 (Tembo, CAPAC)
31	50	2	AMBER CASCADES America, Warner Bros. 8238 (Warner Bros., ASCAP)
32	33	3	WE'RE ALL ALONE Frankie Valli, Private Stock 45098 (Boz Scaggs, ASCAP)
33	35	4	DEVIL WOMAN Cliff Richard, Rocket 40514 (MCA) (Chappell, ASCAP)
34	45	3	HEAVEN MUST BE MISSING AN ANGEL (Part 1) Tavares, Capitol 4270 (Bull Pen/Perrin-Vibes, ASCAP)
35	42	3	HAPPY ENDINGS Melissa Manchester, Arista 0196 (Rumanian Pickle Works/Screen Gems-Columbia, BMI)
36	49	2	WHAM BAM SHANG-A-LANG Silver, Arista 0189 (Colgems, ASCAP)
37	29	6	SOLITARY MAN T.G. Shepard, Hitsville 6032 (Motown) (Tallyrand, BMI)
38	40	3	YOU SHOULD BE DANCING Bee Gees, RSO 853 (Polydor) (Casserole/Unichappell, BMI)
39	48	2	BRING IT ON HOME TO ME Mickey Gilley, Playboy 6075 (Kags, BMI)
40	43	3	LOWDOWN Boz Scaggs, Columbia 3-10367 (Boz Scaggs/Hudmar, ASCAP)
41	36	7	SONG FROM M*A*S*H* New Marketts, Farr 007 (20th Century, ASCAP)
42	NEW ENTRY		WITH YOUR LOVE Jefferson Starship, Grunt 10746 (RCA) (Diamondback, BMI)
43	NEW ENTRY		IF YOU LEAVE ME NOW Chicago, Columbia 3-10390 (Big Elk/Polish Prince, ASCAP)
44	NEW ENTRY		SHE'S GONE Hall & Oates, Atlantic 3332 (Unichappell, BMI)
45	NEW ENTRY		I CAN'T HEAR YOU NO MORE Helen Reddy, Capitol 4312 (Screen Gems-Columbia, BMI)
46	46	3	FUNNY HOW TIME SLIPS AWAY Dorothy Moore, Malaco 1033 (TK) (Tree, BMI)
47	NEW ENTRY		ONE LOVE IN MY LIFETIME Diana Ross, Motown 1398 (Jobete, ASCAP)
48	NEW ENTRY		ROCKY MOUNTAIN MUSIC Eddie Rabbitt, Elektra 45315 (Briar Patch, BMI)
49	NEW ENTRY		TURN THE BEAT AROUND Vicki Sue Robinson, RCA 10562 (Sunbury/Dunbar, BMI)
50	NEW ENTRY		SLOW HOT WIND Henry Mancini, RCA 10731 (Northridge, ASCAP)

Classical



UNACCUSTOMED ROLE—Ballet superstar Rudolf Nureyev autographs albums during a promotion mounted by Angel Records at Korvettes' 5th Ave. store in New York. More than 800 Angel ballet LP's were reported sold by the store that day, following heavy print and radio support. Backing Nureyev here are, from left: Renny Martini, Capitol branch manager; Tony Caronia, the label's regional classical manager; Korvettes executives Ben Bernstein and Russell Graham; and Mario Di Maria, of Hurok Attractions.

18 IN ALL

New Horowitz, Old Caruso Bracket RCA Summer List

By IS HOROWITZ

NEW YORK—RCA Records moves into the late summer selling season with 18 Red Seal albums, among them a long-promised Vladimir Horowitz LP, two unusual packages assembled from vault masters, and the first of a planned series of \$4.98 "super specials."

The spread of new product is designed to bid for dollars from a broad spectrum of consumers, with standard orchestral and chamber works offered as well as show, movie and potential crossover items.

The group of records, due to be released later this month and next, will be supported by a strong trade and consumer campaign, with special emphasis to be placed on the Horowitz entry.

This album, his first since returning to the label after 13 years, couples sonatas by Schumann and Scriabin, and was taped live during a recital tour by the pianist this past season.

National publications will be used to plug the disk, say RCA executives, as well as "branch-initiated" newspaper ads. Radio time buys are planned in major markets and the campaign will include a series of in-store promotions. In this area, WNCN and WQXR will carry Horowitz spots, and Korvettes will be the focus of a local dealer drive.

Use of a new computer restoration process in a Caruso album issued this month may portend a new stress on commercial exploitation of historic acoustic waxings in the RCA vaults. The process is said to remove horn resonances inherent in these old recordings and to provide startling improvements in their sound (Billboard, Aug. 7). Like others in the label's "Legendary Performers Series," the album will list at \$7.98, another departure for single-disk reissue sets.

Also rescued from limbo is a group of recordings made by Arturo Toscanini and the Philadelphia Orchestra in 1941. Damage to the masters held back release, except for one title issued some 10 years ago, until the label was able to laboriously rework the material to eliminate a large number of the technical flaws.

Those that remain are said to be marginal in view of the overriding

musical interest of the performances. The package of five disks, listing for the price of four, contains works by Schubert, Tchaikovsky, Mendelssohn, Berlioz, Debussy, Respighi and Richard Strauss.

Holst's "The Planets" is RCA's first "super special" to carry a reduced list price for a limited time, and to be followed up by other similar projects on a periodic basis (Billboard, July 24). The Ormandy-Philadelphia Orchestra record will be offered to dealers at \$2.54 (tape at \$3.62), with subdistributor prices pegged at \$2.36 and \$3.36 respectively.

Other product in RCA's late-summer list includes an original cast production of Stephen Sondheim's show "Side By Side," and an album combining the talents of jazz pianist Claude Bolling and classical guitarist Alexander Lagoya. Sets by Leopold Stokowski, the Guarneri Quartet, Mario Lanza, Jean-Pierre Rampal, Dick Hyman, Julian Bream and Peter Serkin. A film scores package is also included, this offering works by Dmitri Tiomkin.

None of the albums offered in the August RCA list is being made available in simultaneous quad versions.

Limit Amateurs In Chorus Pact

LOS ANGELES—A three-year contract covering services of members of the Southern California chapter of the American Guild of Musical Artists (AGMA) with the Los Angeles Philharmonic Assn. was signed last week.

AGMA had operated for 30 years without a formal agreement. The pact limits the employment of amateur singers. Sixty professionals must be used in any given concert before simon pure performers are added to the chorus, in contrast to the situation in New York, where the Philharmonic management is free to hire 70 amateurs for every 70 pro singers.

Negotiations were conducted by AGMA's Henry Reese and Ernest Fleischmann, executive director of the Los Angeles Philharmonic.

'QUINTESSENCE' Pickwick Classic Label Will Debut With 20 Albums

NEW YORK—Twenty albums will comprise the initial release of Pickwick Records' now classical label, Quintessence, due for market introduction this fall.

The disks, featuring major European and American artists, are in the final stages of preparation for the scheduled label launch, with an additional 20 planned as an early followup release.

All Quintessence material is being licensed from established catalogs here and abroad and has been selected to appeal to a broad group of buyers, according to Peter Munves, head of the new label.

Price level of the line is yet to be determined, says Munves, although it is expected to be in the "economical" range. Marketing strategy is now being blueprinted, he adds.

Among orchestras to be heard on early Quintessence disks are the New Philharmonia and the Royal Philharmonic. Conductors include Leopold Stokowski, Sir Thomas Beecham, Arthur Fiedler, Jascha Horenstein, Sir Adrian Boult, Sir John Barbirolli and Rudolf Kempe.

30 Disks Herald Major Fall Push From Indie Orion

By DAVE DEXTER JR.

LOS ANGELES—It's something like David challenging Goliath as the relatively small Orion label here reads an ambitious fall release of some 30 classical albums in competition with the mighty majors.

Based in suburban Malibu, Orion's popgun becomes a cannon in September with LPs ranging from a previously unavailable package of Liszt's complete violin works performed by Endre Granat, accompanied by pianist Francoise Regnat, to two new works by the South American Alberto Ginastera performed by the Univ. of California at Irvine's orchestra conducted by Alvaro Cassuto.

Composer Ernst Krenek plays piano in his second LP for Orion, his own "Aulokithara For Oboe, Harp And Tape." Pierre Huybregts, in another, serves up a program of sonatas by five Belgian composers from the piano. And pianist Richard Tetley-Kardos offers a little heard sonata and other selections by Glazunov.

Violinist Granat and Edith Kulbuck, at the harpsichord, are co-featured in a three-disk set of Bach's complete works for the two instruments which Orion will market as a "three for two" bargain entry.

Orion also has dipped into the parochial category with yet another package featuring the Goldman-Brown Duo performing Los Angeles composers exclusively in violin-piano duets. And Pearl Chertok, harpist, will be represented in an LP devoted to solo harp compositions by American composers Siegmeyer, Mondello, Starer, Haines and others.

There are numerous others, each pegged at \$6.98 retail. By November, Orion executives report, the catalog will contain more than 260 albums, all recorded and released since the label was founded seven years ago.

AUGUST 14, 1976, BILLBOARD

Soul Sauce

Washington WEAM Goes R&B Format

By JEAN WILLIAMS

LOS ANGELES—WEAM in Washington is changing its one-month old Top 40 format to r&b in September.

The outlet, which brought in an entire new staff approximately six weeks ago to handle the Top 40 format, will now hire another staff to handle soul music.

Terry Watts from WRAP in Norfolk, Va., is the new general manager and Bernie Moody, the only black deejay at WEAM hosting a nighttime show, has been asked to remain.

According to Ed Rodriguez who is now program director of the station, the outlet went Top 40 following 1½ years as a progressive rock station.

He notes that its ratings dropped to 1.0, its lowest in the history of the station, and because Top 40 seemed to be working for other outlets the format was changed.

"Three weeks after creating a whole new station via the Top 40 format, Harold Thoms, the owner of the station, died. We didn't know it at the time, but he had planned to go to a black format before we went to Top 40," says Rodriguez.

"I feel that this move to a black format may be good, but it's four years too late," he continues.

"We already have too many good black oriented stations here. We have WKYS that's doing disco, WHUR the Howard Univ. station doing progressive music, WOL and WOOK. These stations are good and we are coming in behind them."

Rodriguez has been asked to remain at the station to deal with operations. A new program director has not been announced.

WEAM was one of the first stations in Washington to go to a rock 'n' roll around the clock format in the late '50s.

Jazz oriented Norman Conners, who recently made his way up the r&b charts with his last two Buddah LPs, may lose his grip on the r&b market.

Although Conners has recorded four albums on the label, only his last two feature vocals by Michael Henderson, the most recent being "You Are My Starship." Henderson has also signed with Buddah, but as a single act.

According to Henderson, he will no longer record nor will he perform with Conners. He notes that the label will release his first LP "Solid" within the next two weeks.

"I do not feel that I should sing with Conners anymore because I find that it's too confusing to the public."

He contends that people purchasing the new Conners LP feel that Conners is singing, because when the deejays announce the record, they tend to only mention Conners' name. "It will not do my own career any good to continue with him," he says.

Conners, who is a drummer and does not sing on his LPs, has a female singer, Phyllis Hyman, who records and performs with his group.

Henderson has never been a single vocal act. He formerly played bass for the Jackson Five, Aretha Franklin, Stevie Wonder, Rolling

(Continued on page 53)

Billboard Hot Soul Singles

Billboard SPECIAL SURVEY For Week Ending 8/14/76

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AUGUST 14, 1976, BILLBOARD

This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE, ARTIST (Writer, Label & Number (Dist. Label) (Publisher, Licensee))
1	1	6	GETAWAY—Earth, Wind & Fire (B. Taylor, P. Cor), Columbia 3-10373 (Kalimba, ASCAP)	34	40	4	YOU TO ME ARE EVERYTHING—The Real Thing (K. Gold, M. Denne), United Artists 833 (Colgems, ASCAP)	67	NEW ENTRY	NEW ENTRY	A FIFTH OF BEETHOVEN—Walter Murphy & The Big Apple Band (W. Murphy), Private Stock 45073 (RFT, BMI)
2	2	8	WHO'D SHE COO—Ohio Players (W. Beck, J. Williams, M. Jones, M. Pierce), Mercury 73814 (Phonogram) (Tight, BMI)	35	60	3	ONE LOVE IN MY LIFETIME—Diana Ross (T. McFadden, L. Brown, L. Perry), Motown 1398 (Jobete, ASCAP)	68	NEW ENTRY	NEW ENTRY	GIVE A BROKEN HEART A BREAK—Impact (B. Eli, L. Barry), Atco 7056 (WIMOT/Friday's Child, BMI)
3	8	6	(Shake, Shake, Shake) SHAKE YOUR BOOTY—K.C. & The Sunshine Band (H.W. Casey, R. Finch), TK 1019 (Sherlyn, BMI)	36	37	7	WE THE PEOPLE—General Johnson (General Johnson), Arista 0192 (Music In General, BMI)	69	65	11	YOU DON'T HAVE TO GO—Chi-Lites (E. Record, B. Acklin), Brunswick 55528 (Julio-Brian, BMI)
4	5	11	GET UP OFFA THAT THING—James Brown (D. Brown, D. Brown, Y. Brown), Polydor 14326 (Dynatone/Belinda/Unichappell/BMI)	37	35	8	TRY ME I KNOW WE CAN MAKE IT—Donna Summer (G. Moroder, F. Bellotte, D. Summer), Oasis 406 (Casablanca) (Sunday/Rick's, BMI)	70	72	3	THE GOLDEN ROD—Roy Ayers Ubiquity (R. Ayers), Polydor 14337 (Roy Ayers Ubiquity, ASCAP)
5	7	6	SUMMER—War (S. Alle, H. Brown, M. Dickerson, J. Goldstein, L. Jordan, C. Miller, L. Oskar, H. Scott), United Artists 834 (Far Out, ASCAP)	38	38	20	SARA SMILE—Daryl Hall & John Oates (D. Hall, J. Oates), RCA 10530 (Unichappell, BMI)	71	81	2	L.O.D. (Love On Delivery)—Billy Ocean (Findon, Charles), Ariola American/GTO 7630 (Capitol) (Black Sheep/Heath Levy, BMI)
6	16	7	PLAY THAT FUNKY MUSIC—Wild Cherry (R. Parissi), Sweet City 8-50225 (Columbia/Epic), (Bema/Blaze, ASCAP)	39	49	6	LOWDOWN—Boyz Scaggs (B. Scaggs, D. Paich), Columbia 3-10367 (Boyz Scaggs/Hudmar, ASCAP)	72	71	4	FREE—Natural Four (C. Jackson, M. Yancy), Curtom 0119 (Warner Bros.) (Jay's Enterprises/Chappell, ASCAP)
7	4	13	SOMETHING HE CAN FEEL—Aretha Franklin (C. Mayfield), Atlantic 3326 (Warner-Tamerlane, BMI)	40	29	16	THE LONELY ONE—Special Delivery Featuring Terry Huff (T. Huff, R. Person, A. Clements), Mainstream 5581 (Brent, BMI)	73	75	5	I AIN'T GONNA TELL NOBODY (About You)—Carl Carlton (B. Sigler), ABC 12166 (Blackwood, BMI)
8	3	14	YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE—Lou Rawls (K. Gamble, L. Huff), Philadelphia International 3592 (Columbia/Epic) (Mighty Three, BMI)	41	51	6	FLOWERS—The Emotions (M. White, A. McKay), Columbia 3-10347 (Sagittaire, BMI/Kalimba, ASCAP)	74	85	2	YOU + ME = LOVE—Undisputed Truth (N. Whitfield), Whitfield 8231 (Warner Bros.) (Stone Diamond, BMI)
9	6	13	HEAVEN MUST BE MISSING AN ANGEL (Part 1)—Tavares (K. St. Lewis, F. Perren), Capitol 4270 (Bull Pen/Perren-Vibes, ASCAP)	42	28	13	CAUGHT IN THE ACT (Of Gettin' It On)—Facts Of Life (H. Banks, C. Hampton), Kayvette 5126 (TK) (Irving, BMI)	75	NEW ENTRY	NEW ENTRY	KILL THAT ROACH—Miami (W. Thompson, W. Clarke), Drive 6251 (TK) (Sherlyn, BMI)
10	9	12	THIS MASQUERADE—George Benson (L. Russell), Warner Bros 8209 (Skyhill, BMI)	43	53	4	LEAN ON ME—Melba Moore (V. McCoy), Buddah 535 (Van McCoy/Warner-Tamerlane, BMI)	76	86	2	BABY, HOLD ON TO ME—John Edwards (D. Porter, R. Williams), Cotillion 44203 (Atlantic) (Robosc, BMI)
11	10	10	EVERYTHING'S COMING UP LOVE—David Ruffin (V. McCoy), Motown 1393 (Warner-Tamerlane/Van McCoy/Ocean Blue, BMI)	44	48	5	ROCK CREEK PARK—Blackbyrds (Johnson, Saunders, Toney, Hall, Killgo), Fantasy 771 (Blackbyrd, BMI)	77	67	5	COME ON & RIDE—Enchantment (M. Stokes), Desert Moon 6403 (Buddah) (Desert Moon Songs/Wilow Girl, BMI)
12	12	8	WAKE UP SUSAN—Spinners (S. Marshall, T. Bell), Atlantic 3341 (Mighty Three, BMI)	45	69	2	AFTER THE DANCE—Marvin Gaye (M. Gaye, L. Ware), Tama 54273 (Motown) (Jobete, ASCAP)	78	88	2	IF I EVER DO WRONG—Betty Wright (B. Wright, W. Clarke), Alston 3722 (TK) (Sherlyn, BMI)
13	14	11	HARD WORK—John Handy (J. Handy), ABC/Impulse 31005 (Hard Work, BMI)	46	36	15	WHO LOVES YOU BETTER (Part 1)—Isley Brothers (T. Isley, M. Isley, C. Jasper, R. Isley, O. Isley, R. Isley), T-Neck 8-2260 (Columbia/Epic) (Bovina, ASCAP)	79	73	4	YOU TO ME ARE EVERYTHING—Broadway (K. Gold, M. Denne), Granite 540 (Pye) (Colgems, ASCAP)
14	11	12	CAN'T STOP GROOVIN' NOW, WANNA DO IT SOME MORE—B.T. Express (B. Nichols), Columbia 3-10346 (Blackwood, BMI)	47	76	2	ONLY YOU BABE—Curtis Mayfield (C. Mayfield), Curtom 0118 (Warner Bros.) (Mayfield, BMI)	80	84	5	JUST LET ME HOLD YOU FOR A NIGHT—Choice 4 (C.H. Kippis, Jr.), RCA 10714 (Charles Kippis, BMI)
15	15	8	ONE FOR THE MONEY (Part 1)—Whispers (J. Ailens, J. Bellmon, V. Drayton, R. Turner), Soultrain 10700 (RCA) (Golden Fleece/Hip Trip Music Writers, BMI)	48	47	21	YOUNG HEARTS RUN FREE—Candi Staton (D. Crawford), Warner Bros. 8181 (DaAnn, ASCAP)	81	78	5	THANK YOU FOR TODAY—Sister Sledge (B. Eli, L. Phillips), Cotillion 44202 (Atlantic) (Oceans Blue/Friday's Child, BMI)
16	13	20	KISS AND SAY GOODBYE—Manhattans (W. Lovett), Columbia 3-10310 (Nattahnam/Blackwood, BMI)	49	50	8	SLOW MOTION—Dells (I. Hunter, A. Moore, C. Leverett), Mercury 73807 (Phonogram) (Probe II/Las-go/Round/Gambi, BMI)	82	82	5	PORCUPINE—Nature Zone (S. Feldman, T. Dawes), London 235 (Music Development, BMI/Tom Dawes, ASCAP)
17	17	11	SOMEBODY'S GETTIN' IT—Johnnie Taylor (C. Jones, C. Colter, D. Davis), Columbia 3-10334 (Groovesville, BMI/Conquistador, ASCAP)	50	57	5	I NEED IT—Johnny Guitar Watson (J. Watson), OJM 1013 (Amherst Jon, BMI)	83	83	3	YOU TO ME ARE EVERYTHING—Revelation (K. Gold, M. Denne), RSO 854 (Polydor) (Colgems, ASCAP)
18	32	4	YOU SHOULD BE DANCING—Bee Gees (B. Gibb, R. Gibb, M. Gibb), RSO 853 (Polydor) (Casserole/Unichappell, BMI)	51	52	8	SONG FROM M*A*S*H—New Marketts Altman, J. Mandel, Farr 007 (20th Century, ASCAP)	84	NEW ENTRY	NEW ENTRY	CHANCE WITH YOU—Brother To Brother (B. Jones, B. Randle), Turbo 048 (All Platinum) (Gambi, BMI)
19	22	8	COTTON CANDY—Sylvers (K. St. Lewis, F. Perren, Yartan), Capitol 4255 (Perren-Vibes/Bull Pen, BMI)	52	68	3	JIVE TALKIN'—Rufus Featuring Chaka Khan (Barry, Robin, M. Gibb), ABC 12197 (Casserole/Fiamm, BMI)	85	90	2	USE YOUR IMAGINATION—Kokomo (A. Spenner), Columbia 3-10380 (Anglo-Rock, BMI)
20	19	11	STRETCHIN' OUT (In A Rubber Band)—William Boots Collins (W. Collins, G. Clinton), Warner Bros. 8215 (Backstage, BMI)	53	59	5	AIN'T GOOD FOR NOTHING—Luther Ingram (J. Baylor), Koko 721 (Klondike, BMI)	86	NEW ENTRY	NEW ENTRY	COME GET TO THIS—Joe Simon (G. Raeford, J. Simon), Spring 166 (Polydor) (Pee Wee, BMI)
21	25	8	THE MORE YOU DO IT (The More I Like It Done To Me)—Ronnie Dyson (M. Yancy, C. Jackson), Columbia 3-10356 (Jay's Enterprises/Chappell, ASCAP)	54	64	3	LET THE GOOD TIMES ROLL—B.B. King & Bobby Bland (S. Theard, F. Moore), ABC/Impulse 31006 (Warock, ASCAP)	87	87	2	YOU NEED LOVE LIKE I DO—Bobby Williams (G. Johnson, My Tynes, D. Woods), R&R 15312 (Lerobal/Music In General, BMI)
22	21	10	PARTY—Van McCoy (V. McCoy), H&I 4670 (Van McCoy/Warner-Tamerlane, BMI)	55	55	10	SUPER DISCO—Rimshots (T. Keith), Slang 5067 (All Platinum) (Gambi, BMI)	88	NEW ENTRY	NEW ENTRY	IF YOU CAN'T BEAT 'EM, JOIN 'EM—Mark Radice (M. Radice), United Artists 840 (Desert Rain, ASCAP)
23	18	16	SOPHISTICATED LADY (She's A Different Lady)—Natalie Cole (C. Jackson, M. Yancy, N. Cole), Capitol 4259 (Jay's Enterprises/Chappell, ASCAP/Cole-Arama, BMI)	56	70	2	ENTROW Part 1—Graham Central Station (L. Graham), Warner Bros. 8235 (Nineteen Eighty Five, BMI)	89	NEW ENTRY	NEW ENTRY	DISCO IS THE THING TODAY—Meters (Meters), Reprise 1357 (Warner Bros.) (Rhinelander/Cabbage Alley, BMI)
24	24	9	GET IT WHILE IT'S HOT—Eddie Kendricks (M. Holden, T. Life), Tama 54270 (Motown) (Stone Diamond/Mills & Mills, BMI)	57	56	10	ALWAYS THERE—Side Effect (P. Allen, R. Laws, Jeffery), Fantasy 769 (Fizz/At Home, ASCAP)	90	NEW ENTRY	NEW ENTRY	ANYTHING YOU WANT—John Valenti (J. Valenti, J. Spinzola), Ariola America 7625 (Capitol) (Minta, BMI)
25	31	5	FUNNY HOW TIME SLIPS AWAY—Dorothy Moore (W. Nelson), Malaco 1033 (TK) (Tree, BMI)	58	58	7	JUST LIKE IN THE MOVIES—Bloodstone (P. Adams, B. Carhee), London 1067 (Pap/Taya, ASCAP)	91	96	2	GIVE ME ALL YOUR SWEET LOVIN'—Chuck Armstrong (M. Tynes, D. Gilbert), R&R 15313 (Lerobal/5th, BMI)
26	20	13	IT AIN'T THE REAL THING—Bobby Bland (M. Price, D. Walsh), ABC 12189 (Meadow Ridge, ASCAP)	59	NEW ENTRY	NEW ENTRY	GET THE FUNK OUT MA FACE—Brothers Johnson (Q. Jones, G. Johnson, L. Johnson), A&M 1851 (Kidada/Gouglris, BMI)	92	97	2	HOT STUFF—Rolling Stones (K. Richard, M. Jagger), Rolling Stones 19304 (Atlantic) (Knee Trembler, ASCAP)
27	23	11	KEEP THAT SAME OLD FEELING—Crusaders (W. Henderson), ABC/Blue Thumb 269 (Four Knights, BMI)	60	66	4	OPEN UP YOUR HEART—Muscle Shoals Horns (H. Calloway), Bang 725 (Web IV) (Muscle Shoals Sound/Cets, BMI)	93	80	5	SENSATION, COMMUNICATION TOGETHER—Albert King (Mack, Rise, M. Davis), Utopia 10682 (RCA) (East/Memphis/Wild Rice, BMI)
28	34	7	BABY, I WANT YOUR BODY—Al Wilson (R. Cason/B.R. Charles), Playboy 6076 (Caesars Music Library/Wet Bull, ASCAP)	61	54	9	ROOTS, ROCK, REGGAE—Bob Marley & The Wailers (B. Marley), Island 060 (Tuff Gong, ASCAP)	94	89	3	FACE TO FACE—Dee Ervin (D. Ervin, W. Farrell), Roxbury 2027 (Pocket Full Of Tunes, BMI)
29	26	9	BAD RISK/THERE YOU ARE—Millie Jackson (B. Clements, B. Mitchell/M. Jackson, K. Sterling), Spring 164 (Polydor) (Muscle Shoals, BMI/Double Ak/Shun/Pee Wee, BMI)	62	62	11	WAITING AT THE BUS STOP—Kaygees (R. Bell), Gang 1326 (PIP) (Delightful/Gang, BMI)	95	95	2	BRAZILICA—Ramsey Lewis (M. White, N. Yarborough), Columbia 3-10382 (Sagittaire, BMI)
30	33	7	BABY, WE BETTER TRY TO GET IT TOGETHER—Barry White (B. White), 20th Century 2298 (Sa-Vette/January, BMI)	63	63	13	TEN PERCENT—Double Exposure (A. Felder, T. G. Conway), Salsoul 2008 (Caytronics) (Lucky Three/Golden Fleece/Mighty Three, BMI)	96	NEW ENTRY	NEW ENTRY	THE PEOPLE WANT MUSIC—Controller (M.H. Bryant), Juana 3406 (TK) (Every-Knight, BMI)
31	27	10	I'M GONNA LET MY HEART DO THE WALKING—Supremes (H. Beatty, B. Holland, E. Holland), Motown 1391 (Holland-Dozier-Holland/Jobete, ASCAP/Stone Diamond/Gold Forever, BMI)	64	74	3	I LUV MYSELF BETTER THAN I LUV MYSELF—Bill Cosby (S. Gardner, B. Cosby), Capitol 4299 (Turtle Head, BMI)	97	NEW ENTRY	NEW ENTRY	LIFE ON MARS (Part 1)—Dexter Wansel (D. Wansel), Philadelphia International 3599 (Columbia/Epic) (Mighty Three, BMI)
32	30	13	HEAR THE WORDS, FEEL THE FEELING—Margie Joseph (L. Dozier, M. Jackson), Cotillion 44201 (Atlantic) (Dozier, BMI)	65	77	2	NO, NO JOE—Silver Convention (S. Levay, S. Prager), Midland International 10723 (RCA) (Midsong, ASCAP)	98	NEW ENTRY	NEW ENTRY	LOVE IS ALIVE—Gary Wright (G. Wright), Warner Bros. 8143 (Warner Bros., ASCAP)
33	39	5	WE BOTH NEED EACH OTHER—Norman Connors (M. Henderson), Buddah 534 (Electrocord, ASCAP)	66	61	9	WHERE EVER YOU GO—Skip Mahoney (S. Mahoney, J. Purdie), Abet 9465 (Nashboro) (Excelleorec/Skipsong, BMI)	99	NEW ENTRY	NEW ENTRY	DANCIN' KID—Disco Tex & The Sex-O-Lettes (K. Nolan), Chelsea 3045 (Sound Of Nolan/Chelea, BMI)
								100	99	2	WHAT DID YOU DO WITH YOUR LOVE—Lloyd Price (L. Price), LPG 111 (Loyprquan) (Lorjoy, BMI)

NATRA Conclave

• Continued from page 1

sell radios, tape players and record players, and other outlets that cater to the same market as retail record shops.

Also emerging from the session was the feeling that although the entire industry is aware of secondary markets, these markets have not been developed as major avenues for product exposure.

Dorothy Bronson, general manager of WLIB/WBLS in New York, with another idea, advised the labels to take their newer acts to public service television and to make the acts available to PBS for advertisements dealing with worthy causes. She asserted that on a local level the acts will gain a vast amount of exposure.

While explaining her station's playlist, she noted that advertisers are dictating what product is aired because the advertisers are now aiming at an older market.

She said that the emphasis in black radio for the late '70s is shifting from the youth market to the 18 to 49 age group, and for the most part the advertiser's products are not geared to teens.

At the same time, she emphasized the importance of numbers and station ratings, stating that radio is now structured to gain numbers.

"There is nothing more important to a station than its numbers. The numbers affect everyone on staff," said well-known programmer Jerry Boulding during the "Programming For Modern Black Radio" session which he chaired.

He pointed out the importance of station ratings and how it affects labels. "Record promotion persons should be concerned about ratings. The more they know about ratings the more valuable they are to their companies," he said.

Boulding said that black stations do not generally add as many records during rating periods as at other times. "Black stations are fighting all of the pop and general market stations that have big signals and large budgets. What we can do," he said, "is to make sure that every piece of music is familiar to the audience by using the 'hit music precept.'"

"The first 20 minutes of every hour is the most important part of that hour. It's important for deejays and program directors and it affects the ratings."

He feels that if both the stations and labels understand the problems involved in programming for numbers, they can work closely together.

Boulding stressed educating announcers in the art of dealing effectively with ratings.

Educating radio personnel continued to be the theme as Dorothy Bronson advised a gathering during the "Management, A Role In Leadership" session to learn the technical side of radio.

"You may know records, you may know music, you may even be able to differentiate between labels, but this is only a tiny fraction of the total kind of knowledge and input you have in operating a station on a day-to-day basis," she said.

It was pointed out that there are 26 black-owned stations across the country and the question was asked concerning the type of training available in radio stations. Bronson feels that blacks may find a white-owned station an excellent training ground for aspiring general managers.

"White stations tend to teach
(Continued on page 60)



HOMETOWN FAVES—Tavares greets fellow townfolk in New Bedford, Mass., atop a flat bed truck, with the promotion ending with album giveaways and autographs given out in a park setting.

WANT BROADER AUDIENCE The O'Jays Pop Up As Sophisticates

By JEAN WILLIAMS

LOS ANGELES—In an effort to appeal to a broader audience, the O'Jays have adopted a more sophisticated jazz/soft r&b/MOR sound on their new LP, "A Message In The Music," explains lead singer Eddie Levert.

"We are trying to point out to people that we are not just your average r&b group. We can really sing. We are now attempting to attract both black and white audiences, the middle class, older crowd and even the snobs," he declares.

Levert notes the group is not moving away from the young record buyer but merely trying to expand its audiences.

"Our new sound will not change the rooms we perform in; young people will always be able to see us perform. "Our objective in taking on a new sound is because our last two LPs were basically the same O'Jays' boom boom boom, with a little love song added. The new LP broadens our act. We can now come onstage and pull off a Frank Sinatra act, where he sits down on a stool and sings. We would never do this before."

"This musical area also gives us a lot of room to create a bigger production feel."

"The objective is to continue to advance. If you happen to be one of the frontrunners, the objective then is to stay out in front. To do that, we must continue to come up with new ways to do the same thing. We are just going to do more of what we do best."

Another change for the Philadelphia International artists comes on the business level. Levert admits the group has not been involved with the handling of its career until now. "As the group grows," he says,

"so must we grow as individuals. We must take on the added responsibility of our careers."

"We have to go to meetings, we have to know where our tax dollars are going, know how much money we are making and where it's going. That's just a part of growing along with your singing success."

William Powell, an original member, is no longer with the group, having been replaced by Sammy Strain, formerly of Little Anthony and the Imperials.

Although Powell will continue to record with the group, Strain will not, but Strain will make all personal appearances.

The first single released from the album will be the LP's title cut, "A Message In The Music." Also included in the album is a religious tune, "A Prayer."

Bennett Record For United Way

LOS ANGELES—Tony Bennett's recording of "There's Always Tomorrow," written specifically for him by Sammy Cahn and Torrie Zito, will be used as the theme song for United Way of America's public service campaign.

Unlike most campaign songs which are usually jingles, Bennett's recording is a sensitive love song that will be released as a single on Improv Records. All proceeds from the record's sale will be donated to the campaign.

Bennett, who has been selected National Chairman of United Way's "To The People Campaign," will also be appearing on network talk shows promoting the song and will give concerts in 18 key cities in support of the campaign.

Soul Sauce

• Continued from page 52

Stones, Miles Davis, Four Tops and the Temptations.

Although he too has a jazz background, he notes that his new album contains music with across the board appeal, ranging from ballads to up-tempo tunes.

The singer, who also writes music, has written all tunes on his album and two tunes on the new Dramatics LP.

"James Brown's Future Shock" series, a variety and dance show, with Brown hosting, may soon get worldwide exposure.

Ziv International, Inc. has acquired the rights worldwide, with

the exception of Africa, to the 26 hour-long shows which were filmed in Augusta and Atlanta.

Although major emphasis will be in television sales the films will also be sold to theaters, discos and other media.

Adam Wade, former television game show host and recording artist, is near completion of his first album for Don Kirshner. The LP which is being produced by Wally Gold, will be on Kirshner's label, distributed by Columbia.

Remember... we're in communications, so let's communicate.

Billboard Soul LPs

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This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	TITLE Artist, Label & Number (Dist. Label)
1	1	18	BREEZIN' George Benson, Warner Bros. BS 2919	32	32	10	FEVER Ronnie Laws, Blue Note BN-LA628-G (United Artists)
★	3	10	ALL THINGS IN TIME Lou Rawls, Philadelphia International PZ 33957 (Columbia/Epic)	33	31	12	MISTY BLUE Dorothy Moore, Malaco 6351 (TK)
3	2	9	MUSIC FROM THE MOTION PICTURE SPARKLE Aretha Franklin, Atlantic SD 18176	34	34	17	LEE OSKAR United Artists UA-LA594-G
★	6	6	HOT ON THE TRACKS Commodores, Motown M6-867 S1	35	33	11	ENERGY TO BURN B.T. Express, Columbia PC 34178
5	4	23	LOOK OUT FOR #1 Brothers Johnson, A&M SP 4567	36	36	7	ACCEPT NO SUBSTITUTES Pleasure, Fantasy F 9506
6	5	12	HARVEST FOR THE WORLD Isley Brothers, T-Neck PZ 33809 (Columbia/Epic)	37	35	22	EARGASM Johnnie Taylor, Columbia PC 33951
★	17	4	WILD CHERRY Sweet City PE 34195 (Columbia/Epic)	★	48	2	ARABIAN NIGHTS Ritchie Family, Marlin 2201 (TK)
8	9	10	CONTRADICTION Ohio Players, Mercury SRM-1-1088 (Phonogram)	39	37	7	ALL THEIR GREATEST HITS Harold Melvin & The Blue Notes, Philadelphia International PZ 34232 (Columbia/Epic)
9	10	5	TOGETHER AGAIN... LIVE B.B. King & Bobby Bland, ABC/Impulse ASD 9317	40	40	3	LOVE TALK James Gilstrap, Roxbury RLX 105
★	12	5	SOUL SEARCHING Average White Band (AWB), Atlantic SD 18179	41	39	12	EVERYTHING'S COMING UP LOVE David Ruffin, Motown M6-866 S1
★	13	19	STRETCHIN' OUT IN BOOTS'Y RUBBER BAND William Bootsy Collins, Warner Bros. BS 2920	42	46	27	BRASS CONSTRUCTION United Artists UA-LA545-G
★	18	3	HAPPINESS IS BEING WITH THE SPINNERS Atlantic SD 18181	★	NEW ENTRY		EVERYBODY LOVES THE SUNSHINE Roy Ayers Ubiquity, Polydor PD-1 6070
13	8	13	NATALIE Natalie Cole, Capitol ST 11517	44	45	6	TODAY Joe Simon, Spring SP-1 6710 (Polydor)
14	11	27	MOTHERSHIP CONNECTION Parliament, Casablanca NBLP 7022	45	43	11	BORN TO GET DOWN Muscle Shoals Horns, Bang BLP 403 (Web IV)
15	7	8	MIRROR Graham Central Station, Warner Bros. BS 2937	46	50	2	SUPER HITS Main Ingredient, RCA APL1 1858
16	14	15	THE MANHATTANS Columbia PC 33820	★	NEW ENTRY		FLOWERS Emotions, Columbia PC 34163
★	NEW ENTRY		DIANA ROSS' GREATEST HITS Motown M6-869S1	48	38	4	HEAR THE WORDS, FEEL THE FEELING Margie Joseph, Cotillion SD 9906 (Atlantic)
★	24	14	YOU ARE MY STARSHIP Norman Connors, Buddah BDS 5655	★	NEW ENTRY		LIFE ON MARS Dexter Wansel, Philadelphia International PZ 34079 (Columbia/Epic)
19	15	13	HARD WORK John Handy, ABC/Impulse ASD 9314	★	NEW ENTRY		GET UP OFFA THAT THING James Brown, Polydor PD-1 6071
20	19	19	I WANT YOU Marvin Gaye, Tamla T6-342 S1 (Motown)	★	NEW ENTRY		THE REAL McCoy Van McCoy, H&L HL 69012
★	27	3	JUICY FRUIT (Disco Freak) Isaac Hayes, Hot Buttered Soul ABCD 953 (ABC)	51	55	2	DIANA ROSS Motown M6-861 S1
22	16	7	GIVE, GET, TAKE AND HAVE Curtis Mayfield, Curtom CU 5007 (Warner Bros.)	52	41	24	A LOVE TRILOGY Donna Summer, Oasis OCLP 5004 (Casablanca)
23	20	12	THOSE SOUTHERN KNIGHTS Crusaders, ABC/Blue Thumb BTSD 6024	53	42	20	THE WHISPERS Soul Train BVL1-1450 (RCA)
24	22	10	SKY HIGH! Tavares, Capitol ST 11533	54	47	5	LOVE TO THE WORLD LTD, A&M SP 4589
25	28	6	AIN'T THAT A BITCH Johnny "Guitar" Watson, DJM DJLPA-3 (Amherst)	55	57	3	BILL COSBY IS NOT HIMSELF THESE DAYS RAT OWN RAT OWN RAT OWN Capitol ST 11530
26	29	4	LOVE POTION New Birth, Warner Bros. BS 2953	56	56	11	MORE, MORE, MORE Andrea True Connection, Buddah BDS 5670
27	25	8	GOOD KING BAD George Benson, CTI 6062	57	53	21	LOVE & UNDERSTANDING Kool & The Gang, De-Lite DEP 2018 (PIP)
28	21	8	YOUNG HEARTS RUN FREE Candi Staton, Warner Bros. BS 2948	58	60	13	WHERE THE HAPPY PEOPLE GO Trammps, Atlantic SD 18172
29	23	7	SUMMERTIME MFSB, Philadelphia International PZ 34238 (Columbia/Epic)	★	NEW ENTRY		LOVE'S ON THE MENU Jerry Butler, Motown M6-850S1
30	30	7	BOB JAMES THREE CTI 6063				
31	26	13	RASTAMAN VIBRATION Bob Marley & The Wailers, Island ILPS 9383				

Independents Form Co-Op To Solve Mutual Problems

NASHVILLE—Lower rates for pressing records and record sleeves, organizing a country music week stagershow of artists on independent labels, and providing a forum to help solve problems encountered by independents are three goals of the new Independent Label Assn. Co-op established here.

The organization plans to unite independent labels and work toward solving mutual problems as well as prompting new activities.

Besides the country music week

show, the group will sponsor a hospitality room during the celebration to offer deejays and program directors the opportunity to meet with the artists performing on the show.

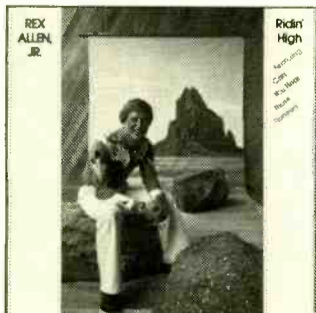
Leaders of the new association are Joe Lucas, Kansa Records, Nashville, president; Hal Freeman, Cin-Kay Records, Sherman Oaks, Calif., first vice president; Claude F. Branz, Savage Records, Nashville, third vice president; Kit Johnson, Kansa Records, secretary; and Gene Ken-

(Continued on page 58)



The man who put Western back into Country is back...

Rex Allen, Jr.'s new album is RIDIN' HIGH. It features both the hits "Can You Hear Those Pioneers" and "Play Me No Sad Songs," plus both sides of the new single, "Teardrops in My Heart" and "Home-made Love" (WBS 8236).



REX ALLEN, JR. / RIDIN' HIGH.

Produced by Norro Wilson for Warner Bros. Records, BS 2958. William Morris Agency Nashville, Tennessee

Country Tuners Lobby In Capital

NASHVILLE—A group representing the Nashville Songwriters Assn. International made its second trip to Washington July 27-29 for some face-to-face lobbying with legislators deciding the fate of the House copyright revision bill.

Patsy Bruce, Kenny O'Dell, Paul Richey, Eddy Raven, Don Wayne and Maggie Cavender met with more than 30 Congressmen on their trip on behalf of copyright revisions for songwriters.

They were joined by leaders of AGAC, writers Johnny Green and Eddie Eliscu of California and Hal David of New York in the multi-market persuasion effort as the bill passes through a crucial time period.

"Congressman Peter Rodino spoke to us for about 45 minutes," Cavender says. "He said the bill was high on his priority list and he felt we'd get a law through this year as long as we didn't try to tear it back apart."

Unlike the group's last Washington appearance, the songwriters did not sing their plea. Instead they confined their efforts to speaking—both in congressional offices and in a reception room near the committee room.

Keeping a sharp eye on the Washington deliberations, the group plans a return visit Sept. 20.

Heavy Nashboro Promo On Fall Gospel Releases

NASHVILLE—Full color posters for in-store display and radio promotion spots are two of the marketing ideas being implemented by Nashboro Records in one of the strongest release groupings yet for the Nashville-based predominantly gospel label.

Two new LPs by the Rev. Isaac Douglas are the first two in a series that will feature one of Nashboro's top artists along with various large choirs from different parts of the country.

"These are being issued because of increased interest in choirs as evidenced by national gospel charts and increased sales action on choir product already in stock," reports Nashboro's Shannon Williams.

B.S. Howell, Jr., Nashboro president, says of the six new soul-gospel albums—four are by artists making their debuts.

The posters will feature all of the new releases while individual 60-second spots on each LP will be used for radio promotion. One Douglas album is with the Kings Temple Choir and the other with the Houston Mass Choir. The other releases are by the Soul Searchers, the Gospel Keynotes, Evangelist Rosie Wallace Brown and Eddie Brown, and the Swanee Quintet.

Bob Richardson produced the Soul Searchers disk at Master Audio in Atlanta; the other five were produced by Williams.

Chellmans Move In

NASHVILLE—Chuck Chellman, freelance record promoter, and his wife Georgia Twitty, who heads up Veeson International, radio production firm, have acquired the building at 1201 16th Ave. S. here.

HALSEY STILL AGENT

Country Rolls On At Hughes Hotels

By HANFORD SEARL

LAS VEGAS—The long-running "Country Music U.S.A." series will continue, Summa Corp. officials report with attempts to improve crowd appeal in new bookings.

Despite earlier indications the 18-month association between Summa and Jim Halsey booking was on the rocks, the decision to continue the series was announced by Walter Kane, 75, entertainment director for the four major Hughes hotel main showrooms.

"At one time long ago we considered changing the format," says Kane. "But at this time we have no intention of severing relations with the Halsey organization."

According to Kane, the multi-editioned series has been profitable and has never gone in the red, although several packages out of the 22 shows staged in the 550-capacity Jubilee Room have drawn less than half-full houses.

Both Kane and Halsey agreed efforts were being explored to extend booking procedures to a six-month limitation instead of act-by-act signings. The reported last show would have ended the series Aug. 12.

The best-drawing shows offered top name stars such as Johnny Tillotson, the Oak Ridge Boys, Johnny Paycheck, Leroy Van Dyke and Barbara Fairchild, who along with the Oak Ridge Boys have been second billed with Halsey super-artist Roy Clark at nearby Summa property the Frontier Hotel.

Halsey, who operates his agency

out of Oklahoma City, predicts he will work for stronger acts in the future as headliners and attempt to land bigger budgets from Summa for the series.

"We feel country isn't weak in Vegas. Every show has been profitable. We've never lost any money and always been in the black," says Halsey.

Southern California is seen by Halsey as a country market and feels the bigger name country stars at competitive Strip hotels help rather than hinder his packages, with his acts more crossover oriented.

Kane, who directs entertainment at the Desert Inn and Sands, other Hughes properties, hopes to improve the shows and attendance figures at reasonable rates, but still reports no definite plans have been set regarding a possible country review being booked at the Landmark.

The Landmark charges from \$8.95 minimum to \$14.50 for the 8 p.m. dinner shows while the midnight minimum at two drinks is \$7, much less than higher prices charged to see such Charlie Rich, Johnny Cash and Merle Haggard at other hotels, Kane concludes.

WWVA Will Host A Truckers Party

NASHVILLE—Screen Gems radio station WWVA is hosting its fifth annual Truckers Jamboree in Wheeling, W.Va., Sept. 4.

More than 5,000 fans are expected for the show to be presented on the stage of the Capitol Music Hall, home of the Jamboree.

As a special tribute to the drivers, a Jamboree USA Truck Drivers Award will be presented with entries submitted by WWVA listeners and judged by a special panel. The winning driver will receive a trophy and will be invited along with his family to be guests of the Jamboree during Labor Day weekend.

"We've always felt a special affinity for the trucker and we feel our annual Jamboree is one measure of our appreciation," comments Glen Reeves, director of the Jamboree. "They've always been great country fans, and the emergence of country trucking music has added a vital footnote to the history of the genre."

Country stars will headline the two shows at the Capitol Music Hall.

Country Music Scores On Isle

NASHVILLE—The Statue of Liberty National Monument Park on Liberty Island in New York harbor was the scene of an unprecedented country music concert presented by Eastern States Country Music Inc. on July 24.

Michael J. Molinari, SESAC's New York metro area marketing representative currently serving as vice president of the organization, arranged the concert with the cooperation of the Dept. of the Interior and the National Park Service.

Crowds estimated at 1,000 watched performances by the Mickey Barnett Show, a popular Northeast attraction, and the Staten Squares, a Staten Island square dance club.

"This will be the first of many such concerts," notes Molinari, "as the National Park Service was very much impressed with our country music presentation."

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For Religious Music, the Time Is Now

• *Continued from page 1*

uct, increasing popularity of religious music in the secular marketplace, a new cooperation among the various styles of Christian music and an "evangelistic revival" spirit growing in America.

Recent trends have taken the music from its "Old Rugged Cross" base beyond Jesus rock into Jesus disco. Commenting on the vitality and originality now being displayed by one of the world's oldest forms of music, Rick Powell, composer-arranger-producer, predicts, "Gospel music is now at the point of potentiality that country music was 10 years ago."

Powell, who was involved in the infancy of the country music popularity boom, now sees religious music following the same path. "The exciting combination of talent and commitment will jump us ahead aesthetically of country and pop music," Powell says.

"It will also be tremendously commercial and will sell a lot."

Sponsored by the California-based Christian Artists Corp., the unique weeklong conference brought more than 1,000 registrants to an appropriate setting—the YMCA Camp of the Rockies. The gathering merged the views and music of several distinct forms of gospel music: traditional, contemporary Christian, Southern-country gospel, black gospel and Jesus rock.

Among the artists and clinicians were Bob Benson of the John T. Benson publishing company; Chuck Bolta and the Jeremiah People; Ralph Carmichael, president of

Lexicon Music and Light Records; Andrae Crouch; Kathie Epstein; Cam Floria, president of Christian Artists Corp.; Walter Hawkins; Billy Ray Hearn; Dino; Honeytree; Paul Johnson, president of Paul Johnson Productions; Kurt Kaiser, vice president of Word Records; Lillie Knauls; Bob MacKenzie, president of Paragon Associates; Randy Matthews; Jesse Peterson, president of Tempo Records; Bill Rayborn, vice president of Christian Artists Corp.; Gloria Roe; Hal Spencer, vice president of Manna Music; Thurlow Spurr, president of Splendor Productions; Paul Stilwell, L.A. tv director and record producer; Randy Stonehill; Mark and Diane Yasuhara—the Hawaiians recording group; the Imperials; the Rambos; and Jim Black of SESAC.

Six nights of concerts drew up to 5,000 paying customers per night to hear a range of entertainers that spanned from Lillie Knauls, black and traditional, to Randy Matthews, white and unorthodox. The shows were highlighted by a stunning performance by newcomer Larnella Harris, and standing ovations for several other entertainers including Chuck Bolte and the Jeremiah People, Walter Hawkins, the Hawaiians and the Continental Orchestra.

An unusual aspect of the concerts was the acceptance of various forms of music by the audiences. Singing lyrics such as "What good is a key if there is no door?" and yelling like a Joe Cocker, Matthews won over the segment of the audience originally turned off by his lively, humorous approach by such comments as, "If

you think I'm weird now, you should have seen me before the Lord fixed me up."

Religious music must be flexible, insisted Matthews who noted, "Suddenly it became commercial. With the market came the money. And with the money came problems. What worked yesterday won't work today. What works today probably won't work tomorrow, even if it is commercial."

Commerciality and Christianity is an oil and water combination that finally seems to be mixing. That trend, plus the increasing integration of the various religious music forms into original new directions, portends a strong future for the music.

While Matthews, Bolte and others take a rock approach, the Continental Orchestra takes a symphonic tack. While Larnelle Harris sounds like a soul singer at times, the Rambos sound like Sunday-down-South-gospel and the Hawaiians sound almost operatic. The creative mixture prompted Kurt Kaiser to comment, "I've never been around so much talent in my life."

The concerts balanced a week of intensive seminars hosted by artists and executives, including publisher reading sessions in which various firm's copyrights were exposed by recordings and songbooks to artists, producers and other users of music.

"There's more quality in production now because the public is demanding finer product," commented Hal Spencer. Jim Murray of the Imperials agreed, adding, "Musical tastes have changed—and the

(Continued on page 58)



Representatives of six Nashville radio stations talk over the future of the Exit/In with its president Owsley Manier following formation of Nashville Radio which will sponsor and promote a benefit for the financially stressed club. Seated, left to right, are David Lombard, WVOL; Manier; and Mary Catherine Murphy, WSM-AM. Standing, left to right, are Jack Crawford, WKDA-FM; Johnny K, WENO; Mike Hanes, WKDA-AM; Ted Johnson, WSM-AM; and Mark Damon, WMAK-AM.

Exit/In To Receive \$ Help From Radio

NASHVILLE—Local radio is coming to the rescue of Nashville's financially troubled club, the Exit/In.

Representatives of Nashville radio stations have met to form Nashville Radio which will sponsor and promote a benefit concert for the club that needs at least \$80,000 to continue operating and successfully resolve bankruptcy proceedings.

"We hope to enlist the cooperation of every station in this market in sponsoring and promoting this concert," comments Ted Johnson, music director of WSM-AM.

"The Exit/In is providing a lot of great entertainment and exposing a lot of new talent to the people of Nashville," says Jack Crawford, program director of WKDA-FM. "I hope this effort is successful and we can preserve the club as it now exists."

Nashville Radio includes stations WVOL, WSM-FM, WKDA-AM, WMAK, WLAC AM and FM, WSIX AM and FM, WENO and 92-Q. The formats range from rock to easy listening to country.

"We've been profitable for two

(Continued on page 60)

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Billboard Hot Country Singles

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★ STAR PERFORMER—Singles registering greatest proportionate upward progress this week.											
This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))	This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer, Label & Number (Dist. Label) (Publisher, Licensee))
1	2	10	SAY IT AGAIN—Don Williams (B. McDill), ABC/Dot 17631 (Hall-Clement, BMI)	34	43	4	SOLD OUT OF FLAGPOLES—Johnny Cash & The Tennessee Three (J.R. Cash), Columbia 3-10381 (House Of Cash, BMI)	69	NEW ENTRY	→	DON'T STOP BELIEVIN'—Olivia Newton-John (J. Farrar), MCA 40600 (John Farrar, BMI)
2	4	8	BRING IT ON HOME TO ME—Mickey Gilley (S. Cooke), Playboy 6075 (Kags, BMI)	35	38	10	HONKY TONK WOMEN LOVE RED NECK MEN—Jerry Jaye (R. Scaife, D. Hogan, B. Tucker), HI 2310 (London) (Partner, BMI/Bill Black, ASCAP)	70	75	3	RED SAILS IN THE SUNSET—Johnny Lee (J. Kennedy, H. Williams), GRT 065 (Shapiro/Bernstein, ASCAP)
3	3	9	THE LETTER—Loretta Lynn & Conway Twitty (C. Haney, C. Twitty), MCA 40572 (Twitty Bird, BMI)	36	50	4	THE NIGHT TIME AND MY BABY—Joe Stampley (N. Wilson, J. Stampley, C. Taylor), ABC/Dot 17642 (Al Gallico/Algee, BMI)	71	86	2	TEARDROPS WILL KISS THE MORNING DEW—Del Reeves & Billie Jo Spears (P. Craft), United Artists 832 (Rocky Top, BMI)
4	5	11	ONE OF THESE DAYS—Emmylou Harris (E. Montgomery), Reprise 1353 (Warner Bros.) 1353 (Altam, BMI)	37	48	6	HALF AS MUCH—Sheila Tilton (C. Williams, Con Brio 110 (NSD) (Fred Rose, BMI)	72	72	6	WHEN A MAN LOVES A WOMAN—John Wesley Ryles (C. Lewis, A. Wright), Music Mill/IRDA 240 (Pronto/ Quinvy, BMI)
5	6	11	ROCKY MOUNTAIN MUSIC/DO YOU RIGHT TONIGHT—Eddie Rabbitt (E. Rabbitt, E. Stevens), Elektra 45315 (Briar Patch/Deb Dave, BMI)	38	22	13	IN SOME ROOM ABOVE THE STREET—Gary Stewart (S. Whipple), RCA 10680 (Tree, BMI)	73	NEW ENTRY	→	PEANUTS AND DIAMONDS—Bill Anderson (B. Braddock), MCA 40595 (Tree, BMI)
6	8	6	(I'm A) STAND BY MY WOMAN MAN— Ronnie Milsap (K. Robbins), RCA 10724 (Pi-Gem, BMI)	39	60	2	HERE'S SOME LOVE—Tanya Tucker (J. Roberts, R. Maingera), MCA 40598 (Screen Gems- Columbia, BMI)	74	82	4	ARE THEY GONNA MAKE US OUTLAWS AGAIN—James Talley (J. Talley), Capitol 4297 (Hardhit, BMI)
7	1	11	GOLDEN RING— George Jones & Tammy Wynette (B. Braddock, R. Van Hoy), Epic 8-50235 (Columbia) (Tree, BMI)	40	42	10	FROG KISSIN'—Chet Atkins (B. Kalb), RCA 10614 (Ahab, BMI)	75	79	3	JUST YOU 'N' ME—Sammi Smith (J. Pamkow), Zodiac 1005 (Moose/Big Elk, ASCAP)
8	13	7	YOU RUBBED IT IN ALL WRONG—Billy "Crash" Craddock (J. Adnan) ABC/Dot 17535 (Pick-A-Hit, BMI)	41	19	18	THE DOOR IS ALWAYS OPEN—Dave & Sugar (B. McDill, D. Lee), RCA 10625 (Jack, BMI)	76	87	3	LOVE YOU ALL TO PIECES—Billy Walker (J. Allen, D. Kirby), RCA 10729 (Tree/Joel Alken, BMI)
9	12	9	MISTY BLUE—Billie Jo Spears (B. Montgomery), United Artists 813 (Talmont, BMI)	42	45	8	AIN'T LOVE GOOD—Jean Shepard (L. Buller, B. Peters), United Artists 818 (Frize/Open Wide, ASCAP; United Music Corp./Ben Peters Music, BMI)	77	77	5	BROTHER SHELTON—Brenda Lee (B. Anthony, B. Morrison), MCA 40584 (Combine, BMI/Music City, ASCAP)
10	11	10	I MET A FRIEND OF YOURS TODAY—Mel Street (B. McDill, W. Holyfield), GRT 057 (Hall-Clement/Maple Hill/Vogue, BMI)	43	63	3	AFTER THE STORM—Wynn Stewart (D. Noe), Playboy 6080 (Brougham Hall Music, BMI)	78	NEW ENTRY	→	LOVE IS THIN ICE—Barbara Mandrell (G. Morgan), ABC/Dot 17644 (Pi-Gem/Cumberland, BMI)
11	17	6	I WONDER IF I SAID GOODBYE—Johnny Rodriguez (M. Newbury) Mercury 73815 (Phonogram) (Acuff- Rose, BMI)	44	47	7	LIQUOR, LOVE & LIFE—Freddie Weller (F. Weller, S. Oldham), Columbia 3-10352 (Young World, BMI)	79	89	2	TRY A LITTLE TENDERNESS—Billy Thunderlout & The Chiffonets (H. Woods, J. Campbell, R. Connelly), Polydor 14338 (Robbins, ASCAP)
12	7	9	TEDDY BEAR—Red Sovine (D. Royal, B. Burnette, T. Hill, R. Sovine), Starday 142 (Gusto) (Cedarwood, BMI)	45	55	5	SUNDAY SCHOOL TO BROADWAY—Sammi Smith (D. Hice, R. Hice), Elektra 45334 (Mandy, ASCAP)	80	NEW ENTRY	→	SAD COUNTRY LOVE SONG—Tom Bresh (J. Beal), Farr 009 (Screen Gems-Columbia, BMI)
13	10	12	SAVE YOUR KISSES FOR ME—Margo Smith (T. Hiller, L. Sheridan, M. Lee), Warner Bros. 8213 (Easy Listening, ASCAP)	46	56	5	TEXAS WOMAN—Pat Boone (B. Duncan, S. Stone), Hitville 6037 (Motown) (Mandina, BMI)	81	39	13	VAYA CON DIOS—Freddie Fender (L. Russell, E. Pepper, J. James), ABC/Dot 17627 (Morley, ASCAP)
14	16	9	COWBOY—Eddy Arnold (R. Fraser, H. Shannon), RCA 10701 (Weilbeck, ASCAP/Sweco, BMI)	47	57	4	WE'RE GETTING THERE/TO MAKE A LONG STORY SHORT—Ray Price (J. Fuller), ABC/Dot 17637 (Fullness, BMI)	82	53	10	THE WAY HE'S TREATED YOU—Nat Stuckey (G.J. Price), MCA 40568 (Contention, SESAC)
15	15	10	HERE COMES THAT GIRL AGAIN—Tommy Overstreet (R. Bourke, G. Dobbins, J. Wilson), ABC/Dot 17630 (Chappell, ASCAP)	48	58	4	MISSISSIPPI—Barbara Fairchild (W. Theunissen), Columbia 3-10378 (Al Gallico/Algee, BMI)	83	84	6	EVEN IF IT'S WRONG—Ben Reece (R. Manegra, M. Blackford), Polydor 14329 (Unart, BMI/United Artists, ASCAP)
16	28	4	IF YOU'VE GOT THE MONEY I'VE GOT THE TIME—Willie Nelson (L. Frizzell, J. Beck), Lone Star 3-10383 (Columbia) (Peer International, BMI)	49	59	4	11 MONTHS AND 29 DAYS—Johnny Paycheck (J. Paycheck, B. Sherrill), Epic 8-50249 (Columbia) (Algee, BMI)	84	90	2	WHISPERS AND GRINS—David Rogers (Lore), Republic/IRDA 256 (Golden West Melodies/ Singletree, BMI)
17	18	10	REDNECK! (The Redneck National Anthem)—Vernon Oxford (M. Torok, R. Redd), RCA 10693 (Velour, BMI)	50	46	8	WHILE THE FEELING'S GOOD—Kenny Rogers (R. Bowling, F. Hart), United Artists 812 (Brougham Hall/Hartline, BMI)	85	85	5	BEWARE OF THE WOMAN (Before She Gets Your Man)—Ruby Falls (V. Lackey), 50 States 43 (NSD) (Don Wayne/Hit Kit/Stars & Stripes, BMI)
18	33	7	I DON'T WANT TO HAVE TO MARRY YOU—Jim Ed Brown & Helen Cornelius (F. Imus, P. Sweet), RCA 10711 (Blackwood/Imusic, BMI)	51	44	8	HOLLYWOOD WALTZ—Buck Owens (L. Henley, G. Frey), Warner Bros. 8223 (Warner Bros./Kicking Bear, ASCAP)	86	88	4	FIRE AT THE FIRST SIGHT—Linda Hargrove (L. Hargrove), Capitol 4283 (Beachwood/Window, BMI)
19	23	7	HERE I AM DRUNK AGAIN—Moe Bandy (C. Beavers, D. Warden) Columbia 3-10361 (Cedarwood, BMI)	52	67	2	MY PRAYER—Harvel Felts (J. Kennedy, G. Boulanger), ABC/Dot 17643 (Skidmore, ASCAP)	87	NEW ENTRY	→	VIRGIL AND THE \$300 VACATION—Cledus Maggard (J. Huguley, J. Kennedy), Mercury 73823 (Phonogram) (Unichappell, BMI)
20	21	10	BECAUSE YOU BELIEVED IN ME—Gene Watson (Owens, Hall, Vowell), Capitol 4279 (Belinda, BMI)	53	68	3	HONEY HUNGRY—Mike Lunford (J. Coleman, M. Lytle), Starday 143 (Gusto) (Power Play, BMI)	88	91	4	IT'S A GOOD NIGHT FOR SINGING/DEAR JOHN LETTER LOUNGE—Jerry Jeff Walker (R. Livingston, R. Cardwell), MCA 40570 (Presume/Numm, BMI)
21	27	7	AFTERNOON DELIGHT—Johnny Carver (B. Danoff), ABC/Dot 17640 (Cherry Lane, ASCAP)	54	54	7	GATOR—Jerry Reed (J.R. Hubbard), RCA 10717 (Unart/Vector, BMI)	89	NEW ENTRY	→	QUEEN OF NEW ORLEANS—Earl Conley (E. Conley), GRT 064 (Blue Moon, ASCAP)
22	26	8	WICHITA JAIL—Charlie Daniels Band (C. Daniels), Epic 8-50243 (Columbia) (Night Time, BMI)	55	24	14	IS FOREVER LONGER THAN ALWAYS—Porter Wagoner & Dolly Parton (P. Wagoner, F. Dycus), RCA 10652 (Oweper, BMI)	90	93	3	EMMYLOU—Brush Arbor (B. Cason), Monument 8702 (Columbia/Epic) (Buzz Cason, ASCAP)
23	30	6	SEE YOU ON SUNDAY—Glen Campbell (D. Lambert, B. Potter), Capitol 4288 (ABC/Donhill/ One Of A Kind, BMI)	56	35	14	FLASH OF FIRE—Hoyt Axton (H. Axton, C. Smith), A&M 1811 (Lady Jane, BMI)	91	98	2	(The Great American) CLASSIC COWBOY—Penny De Haven (S. Turner, B. Fischer), Starcrest 066 (GRT) (Starburst, ASCAP)
24	31	5	I'VE LOVED YOU ALL THE WAY—Donna Fargo (D. Fargo), Warner Bros. 8227 (Prima Donna, BMI)	57	62	9	A COUPLE MORE YEARS—Dr. Hook (S. Silverstein, D. Locorriere), Capitol 4280 (Evil Eye/Horse Hairs, BMI)	92	92	3	STOP THE WORLD (And Let Me Off)—Donny King (C. Belew, W.F. Stevenson), Warner Bros. 8229 (4 Star, BMI)
25	25	10	IT'S DIFFERENT WITH YOU—Mary Lou Turner (B. Anderson), MCA 40566 (Stallion, BMI)	58	34	11	HEY SHIRLEY, THIS IS SQUIRRELY—Shirley & Squirely (D. Wolf, J. Green, Jr.), GRT 054 (LaDebra, BMI)	93	96	2	"A" MY NAME IS ALICE—Marie Osmond (A. Kasha, J. Hirschorn), Kolob 14333 (Polydor) (Caseyem/Twentieth Century/Osmic, BMI/ASCAP)
26	14	12	LOVE REVIVAL—Mel Tillis (T. Gmeiner, J. Greenebaum), MCA 40559 (Sawgrass, BMI)	59	71	2	THE END IS NOT IN SIGHT (The Cowboy Tune)—Amazing Rhythm Aces (H.R. Smith), ABC 12202 (Fourth Floor, ASCAP)	94	97	2	HOW DO YOU START OVER—Bob Luman (R. Orbison, B. Dees), Epic 8-50247 (Columbia) (Acuff- Rose, BMI)
27	40	3	ALL I CAN DO—Dolly Parton (D. Parton), RCA 10730 (Oweper, BMI)	60	36	11	THINK SUMMER—Roy Clark (P. Evans, P. Parnes), ABC/Dot 17626 (September, ASCAP)	95	95	3	I BEEN TO GEORGIA ON A FAST TRAIN—Tennessee Ernie Ford (B.J. Shaver), Capitol 4285 (Retour, BMI)
28	49	3	CAN'T YOU SEE—Waylon Jennings (T. Caldwell), RCA 10721 (No Exit, BMI)	61	73	2	LET'S PUT IT BACK TOGETHER AGAIN—Jerry Lee Lewis (J. Foster, B. Rice), Mercury 73822 (Phonogram) (Jack & Bill, ASCAP)	96	NEW ENTRY	→	SEE THE BIG MAN CRY—Bobby Wayne Loftis (E. Bruce, Jr.), Charta 100 (NSD) (Timesville/Lynn Lou, BMI)
29	29	9	TRUCK DRIVIN' MAN—Red Steagall (T. Pell), ABC/Dot 17634 (Belinda/Elvis Presley, BMI)	62	69	4	YOU ARE MY SPECIAL ANGEL—Bobby G. Rice (J. Duncan), GRT 061 (Warner-Tamerlane, BMI)	97	99	2	HERE COMES THAT RAINY DAY FEELING AGAIN—Connie Cato (Macaulay, Cook, Green, Away), Capitol 4303 (Cookaway, ASCAP)
30	37	6	PUT A LITTLE LOVIN' ON ME—Bobby Bare (B. McDill), RCA 10718 (Hall-Clement, BMI)	63	78	2	TEARDROPS IN MY HEART—Rex Allen Jr. (V. Norton), Warner Bros. 8237 (Ahab, BMI)	98	100	2	I NEVER MET A GIRL I DIDN'T LIKE—Jim Mundy (J. Mundy), ABC/Dot 17638 (Chappell, ASCAP)
31	9	14	WHEN SOMETHING IS WRONG WITH MY BABY—Sonny James (D. Porter, I. Hayes), Columbia 3-10335 (Pronto/East Memphis, BMI)	64	74	2	WHISKEY TALKIN'—Joe Stampley (D.D. Darst, C. Taylor, J. Stampley), Epic 8-50259 (Columbia) (Al Gallico/Algee, BMI)	99	NEW ENTRY	→	SUITCASE LIFE—Side Of The Road Gang (R. Supa), Capitol 4298 (Colgems/Gloria, ASCAP)
32	32	7	CRISPY CRITTERS—C.W. McCall (C.W. McCall, B. Fries, C. Davis), Polydor 14331 (American Gramophone, SESAC)	65	76	3	BABY LOVE—Joni Lee (E. Holland, L. Dozier, B. Holland), MCA 40592 (Stone Agate, BMI)	100	NEW ENTRY	→	WABASH CANNONBALL—Charlie McCoy (A.P. Carter), Monument 8703 (Columbia/Epic) (Peer, BMI)
33	20	12	SOLITARY MAN—T.G. Shepard (N. Diamond), Hitville 6032 (Motown) (Tallyrand, BMI)	66	80	2	HONKY TONK WALTZ—Ray Stevens (P. Craft), Warner Bros. 8237 (Ahab, BMI)				
				67	41	14	A BUTTERFLY FOR BUCKY—Bobby Goldsboro (B. Goldsboro, D. Cox), United Artist 793 (Unart/Pon In Hand, BMI)				
				68	83	2	SUNDAY AFTERNOON BOATRIDE IN THE PARK ON THE LAKE—R.W. Blackwood & The Blackwood Singers (R. Hellard, T. Brown), Capitol 4302 (Gary S. Paxton/ Acoustic, BMI)				

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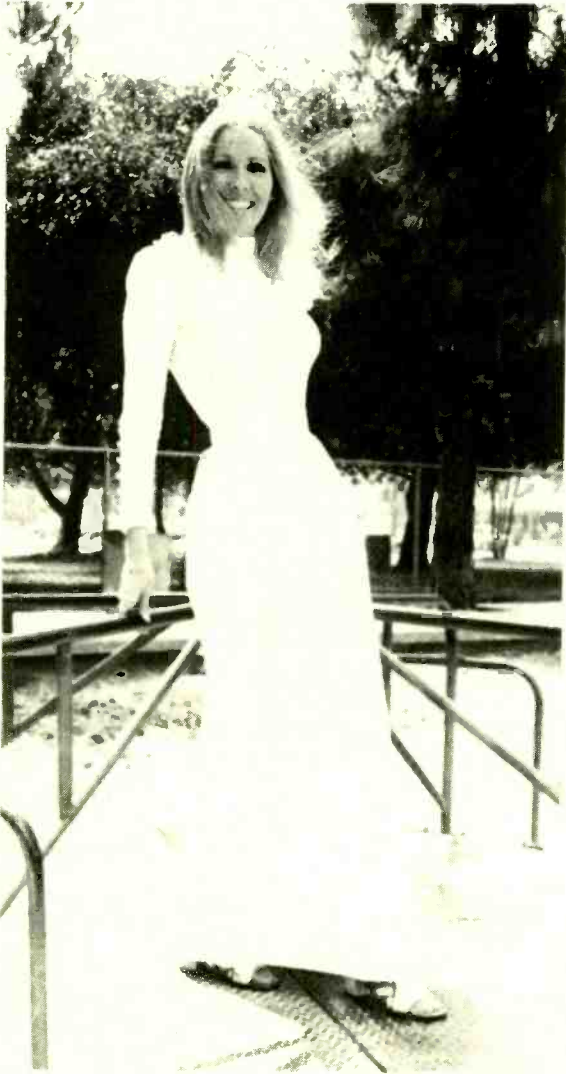


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Karon Blackwell

SINGS
"Dancin'
To The Lies"
ON BLACKLAND RECORDS



BILLBOARD: "Recommended Pick Hit"

RECORD WORLD:
"New Release, Left Field Comer"

Featured In
INSIDE COUNTRY MUSIC

Written by Bobby John Henry
Produced by James Garland

Play List: KVOO, KTOW, WWHO, KLRA

PICK HIT:

KVOO - TULSA KTOW - TULSA
KOOO - OMAHA WWUN - JACKSON, MISS.
WWHO - ST. CLOUD, MINN.
KAPS - MT. VERNON, WASH.
WKCW - WARRENTON, VA.



International
Record
Distributing
Associates
NASHVILLE/HOLLYWOOD

Country

Nashville Scene

By PAT NELSON

Singer/songwriter Don Williams has set an all-time record with six LPs among the top positions on British LP charts. Williams leaves Sept. 17 for his second European concert tour this year and will be starring in several European television specials.

A September release date is planned for Linda Hargrove's next Capitol LP. Linda is taking a few weeks off from the road to concentrate on her songwriting and to work with her band for an upcoming fall tour. During a recent gig at Whiskey River Linda was visited by Larry Ballard who was in Dallas promoting his new Capitol single, "Silver Eagle."

David Byrd, vice president of Depot Music Inc., spent the July 24 weekend with WWVA Jamboree's general manager Glen Reeves discussing the possibilities of Depot's artists recording at the Jamboree's studio. Little David Wilkins and Crystal Gale were also there headlining the Jamboree Saturday night show.

Moe Lytle, Gusto Records president, recently presented Red Sovine with a Billboard Hot Country Singles plaque showing "Teddy Bear" in the No. 1 position. Sovine held the top spot on Billboard's chart for three weeks. Included in Sovine's busy schedule was a July 27 taping of the "Mike Douglas Show."

KLAC, country music radio in Los Angeles, will do its third remote broadcast from the 49th Los Angeles County Fair in Pomona, Sept. 17-Oct. 3. Art Nelson will be among the air personalities broadcasting from a special KLAC outdoor booth. ... Faron Young was the grand marshal of the Nashville 420 Winston Cup Grand National Race at the Nashville Speedway July 17. ... Mike Hoyer joined KFGO radio in Fargo, N.D., as nighttime deejay Aug. 2.

Donna Fargo made a promotional swing through Chicago July 22-23 plugging her new Warner Bros. single "I've Loved You All The Way" and appeared on the "Phil Donahue Show" while there. Then it was on to the Heart of Illinois Fair in Peoria July 24 where she performed before 25,000 fans along with Mickey Gilley and T.G. Sheppard. Fargo also appeared at the Center Stage in Milwaukee, Aug. 6-7.

Kelly Warren has finished her new LP for Little Richie Records at Woodland Sound Studios with Little Richie Johnson producing. National promotion on the LP will be handled by Johnson's Agency. ... Tom Bresh appeared at the Fontainebleau Hotel in Miami July 30 where he received the Sullivan-Considine Award from the Fraternal Order of Eagles. The award is given each year to the entertainer whose lifestyle of deeds and actions best exemplify the highest order of humanitarianism. Bresh then went to Montgomery, Ala., where he performed on a CB show hosted by Hank Williams Jr., July 31-Aug. 1.

Ron Peterson, president of the Nashville Songwriters Assn., International, presented the organizers of Super Songwriters Night with appreciation certificates recently. The special benefit event was held June 22 at George Jones' Possum Holler club in Nashville for the association's work toward copyright revision and other projects for the benefit of all songwriters.

Tammy Wynette, Loretta Lynn, Roy Acuff, Barbara Mandrell, and Ronnie Milsap are among the August talent lineup performing on the "Opry Guest Star Show," a new feature of Opryland. Shows will be held Monday through Thursday at 1 and 2:30 p.m. at the Grand Ole Opry House during the entire season.

The Time Is Now

• Continued from page 55

public has been educated to like, and demand, better music.

Stilwell noted the arrival of gospel disco songs. "There's a lot of big band stuff coming, too." He also pointed to strong marketing ventures including religious music labels "going into Penney's, Sears and other secular outlets."

Several of the label and publishing company executives cited the youth of the performers—and the audience—as additional favorable factors which will influence the future of religious oriented music.

Billboard

Hot Country LPs

Billboard SPECIAL SURVEY
For Week Ending 8/14/76

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This Week	Last Week	Weeks on Chart	TITLE—Artist, Label & Number (Distributing Label)
1	2	5	ARE YOUR READY FOR THE COUNTRY—Waylon Jennings, RCA APL1-1816
2	1	7	UNITED TALENT—Loretta Lynn & Conway Twitty, MCA 2209
★3	5	4	TEDDY BEAR—Red Sovine, Starday SD 968 (Gusto)
4	3	11	20-20 VISION—Ronnie Milsap, RCA APL1-1666
5	4	10	FROM ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE, RCA APL1-1506
6	6	15	HARMONY—Don Williams, ABC/Dot DOSD 2049
7	8	8	WHAT I'VE GOT IN MIND—Billie Jo Spears, United Artists UA-LA608-G
8	7	10	ONE PIECE AT A TIME—Johnny Cash & The Tennessee Three, Columbia KC 34193
9	10	12	SADDLE TRAMP—Charlie Daniels Band, Epic PE 34150 (Columbia)
10	11	6	THE BEST OF JOHNNY DUNCAN, Columbia KC 34243
11	13	6	CHARLIE RICH'S GREATEST HITS, Epic PE 34240 (Columbia)
12	9	10	NOW AND THEN—Conway Twitty, MCA 2206
13	15	7	HANK WILLIAMS SR. LIVE AT THE GRAND OLE OPRY—MGM MG-1-5019 (Polydor)
★14	20	28	WANTED: The Outlaws—Waylon Jennings, Willie Nelson, Jessi Colter, Tompall Glaser, RCA APL1-1321
★15	19	4	ALL THESE THINGS—Joe Stampley, ABC/Dot DOSD 2059
★16	22	4	ROY CLARK IN CONCERT, ABC/Dot DOSD 2054
17	17	22	THE SOUND IN YOUR MIND—Willie Nelson, Lone Star KC 34092 (Columbia)
18	18	6	THE WINNER AND OTHER LOSERS—Bobby Bare, RCA APL1-1786
19	21	9	ROCKY MOUNTAIN MUSIC—Eddie Rabbitt, Elektra 7E-1065
★20	28	2	DIAMOND IN THE ROUGH—Jessi Colter, Capitol ST 11543
★21	30	2	MY LOVE AFFAIR WITH TRAINS—Merle Haggard, Capitol ST 11544
22	12	29	ELITE HOTEL—Emmylou Harris, Reprise 2236 (Warner Bros.)
23	14	7	LOVE REVIVAL—Mel Tillis, MCA 2204
24	16	18	GILLEY'S GREATEST HITS—Vol. 1, Mickey Gilley, Playboy PB 409
25	27	7	LONG HARD RIDE—Marshall Tucker Band, Capricorn CP 0170 (Warner Bros.)
26	24	11	BECAUSE YOU BELIEVED IN ME—Gene Watson, Capitol ST 11529
27	29	3	LONE STAR BEER AND BOB WILLS MUSIC—Red Steagall, ABC/Dot DOSD 2055
28	31	7	IT'S A GOOD NIGHT FOR SINGING—Jerry Jeff Walker, MCA 2202
29	23	16	BLOODLINE—Glen Campbell, Capitol ST 11516
★30	38	2	WHEELIN' AND DEALIN'—Asleep At The Wheel, Capitol ST 11546
31	26	14	LIVE—Willie Nelson, RCA APL1-1487
32	25	10	TOO STUFFED TO JUMP—Amazing Rhythm Aces, ABC ABCD 940
33	32	37	SOMEBODY LOVES YOU—Crystal Gayle, United Artists UA-LA 543-G
34	35	23	CHESTER & LESTER—Chet Atkins & Les Paul, RCA APL1-1167
35	34	23	IT'S ALL IN THE MOVIES—Merle Haggard, Capitol ST 11483
★36	NEW ENTRY		SURREAL THING—Kris Kristofferson, Monument PZ 34254 (Columbia/Epic)
37	39	3	LOVE LIFTED ME—Kenny Rogers, United Artists UA-LA607-G
38	36	8	MOTELS & MEMORIES—T.G. Shepard, Hitsville MEG-403 S1 (Motown)
39	41	4	BUCK 'EM—Buck Owens, Warner Bros. BS 2952
40	40	13	MEL STREET'S GREATEST HITS, GRT 8010
41	44	3	SONG BIRD—Margo Smith, Warner Bros. BS 2955
42	NEW ENTRY		FOURTEEN GREATEST HITS—Hank Williams Jr., MGM MG-1-5020 (Polydor)
43	NEW ENTRY		THE BEST OF MEL TILLIS, MGM MG-1-5021 (Polydor)
44	49	4	RAGIN' CAJUN—Doug Kershaw, Warner Bros. BS 2910
45	50	10	A LITTLE BIT MORE—Dr. Hook, Capitol ST 11522
46	NEW ENTRY		DOC AND THE BOYS—Doc Watson, United Artists UA-LA-601-G
47	47	2	REMEMBERING THE GREATEST HITS OF BOB WILLS—Columbia KC 34108
48	48	9	THIS IS BARBARA MANDRELL, ABC/Dot DOSD 2045
49	46	6	THE AMBASSADOR OF GOODWILL—Jerry Clower, MCA 2205
50	42	18	GREATEST HITS—Johnny Rodriguez, Mercury SRM-1-1078 (Phonogram)

Independents Form Co-op

• Continued from page 54

nedy, Doorknob Records, Nashville, treasurer.

Membership initiation fees have been set at \$100 with annual dues of


\$25. Approximately 50 labels were represented at the initial meeting—and the next meeting is set for Friday (20) at the Musicians' Union hall.



The Tower Is Hot!



CRYSTAL GAYLE
Somebody Loves You
 Includes: Somebody Loves You
 What You've Done For Me / Before I'm Fool Enough
 Sweet Baby On My Mind



Crystal Gayle. "Somebody Loves You" (UALA 543-G) Featuring the latest Crystal Gayle hit, "I'll Get Over You" (UAXW 781-Y)




BILLIE JO SPEARS
What I've Got In Mind
 Includes Sing Me An Old Fashioned Song
 What I've Got In Mind / Misty Blue
 Do Right Woman, Do Right Man



Billie Jo Spears. "What I've Got In Mind" (UALA 608-G) Featuring another in the succession of Billie Jo Spears' hits, "Misty Blue." (UAXW 813-Y)



ED BRUCE
 Includes Mammams Don't Let Your
 Babies Grow Up To Be Cowboys
 Sleep All Mornin' / Streets Of Laredo
 The Littlest Cowboy Rides Again



Ed Bruce. (UALA 613-G) A great album spearheaded by the great Ed Bruce hit single, "Sleep All Morning." (UAXW 811-Y)




JEAN SHEPARD
Mercy, Ain't Love Good
 Includes Mercy
 Ain't Love Good / Slowly



Jean Shepard. "Mercy, Ain't Love Good" (UALA 609-G) The great voice of Jean Shepard put the title song on the singles charts. "Ain't Love Good." (UAXW 818-Y)




KENNY ROGERS
Love Lifted Me
 Includes: Home-Made Love
 Love Lifted Me / You Gotta Be Tired
 Abraham, Martin And John



Kenny Rogers. "Love Lifted Me" (UALA 607-G) The name. The voice. The face. Kenny Rogers with another country smash, "While The Feeling's Good." (UAXW 812-Y)




BOBBY GOLDSBORO
A Butterfly For Bucky
 Including: A Butterfly For Bucky
 I Wrote A Song [Sing Along]
 Best To Be Free / Chippin' Away
 Cuddle Up



Bobby Goldsboro. "A Butterfly For Bucky" (UALA 639-G) Another big Bobby Goldsboro album, "A Butterfly For Bucky," (UAXW 793-Y) turned into a top 20 smash single.



DOC WATSON
Doc And The Boys
 Includes I Can't Help But Wonder
 (Where I'm Bound)
 Darlin' Cory / Southern Lady



Doc Watson. "Doc And The Boys" (UALA 601-G) The legendary Doc Watson with a new album featuring a classic rendition of "I Can't Help But Wonder Where I'm Bound." (UAXW 824-Y)

United Artists Records/Nashville.
Home Of The Big Country Hit Albums And Singles.



CHART TOPPER *A New Pinnacle Achieved By Don Williams, Ex-Pop Singer*

By GERRY WOOD

NASHVILLE—Hitting the top spot on Billboard's Hot Country Singles chart this week with "Say It Again" and enjoying unprecedented success in England with six LPs, Don Williams has reached a new pinnacle in a career that has taken him from pop to country.

Amid all his success, Williams plans some changes in his career; mainly less time on the road and more time writing.

"The road work is eating me alive," Williams claims. "I want to get things squared away to where I

can feel good about writing, recording and performing. That's a tough nut to crack because it constantly keeps getting out of proportion."

Williams, who writes most of his own material, notes he recently went three months without writing a song. When he goes that long without writing, he admits, "I just start getting out of sorts. I don't write because I want to. I have to."

Williams backed into country music after enjoying mixed success in pop music. He founded the Pozo Seco Singers which hit with "Time"

and "I Can Make It With You." When the group disbanded, Williams repaired to his Texas home, but later returned to Nashville to join the creative talent bank that Jack Clement was assembling at his JMI Records.

"I've never seen anything like the creative force at JMI, and I probably never will again. The creative energy and effectiveness so far outran the administrative ability that it started coming down around our ears." Suddenly the Clement creative combine collapsed, sending Clement, Williams, Bob McDill, Wayland Holyfield, Chuck Neese, Dickey Lee and Allen Reynolds in different, though upward, directions.

Two Williams LPs surfaced during that time, he learned production and mixing, and his writing skills improved. "I wrote more than I have at any other time in my life. I had the time and the encouragement. It was like a family."

Though he produces himself, Williams is aware of the dangers of self-production. "You have to be careful to keep your perspective and to be objective about it. I have ways to test myself with the material. Whether I write a song or somebody else does, it either says it honestly and straightforward or it doesn't. I like the music to say the same thing the song is saying."

Williams songs have also been recorded by Sonny James, Johnny Cash, Lefty Frizzell and Lobo. He figures he has written more than 500 songs. He has also appeared in the movie "W.W. & The Dixie Dance Kings" with Burt Reynolds and admits he'd like to do another movie if the role was right.

Though both ABC/Dot and the Jim Halsey Agency would like to see the pop-turned-country star adjust his trend back into the country-turned-pop crossover direction, Williams wouldn't want to consciously seek pop success if it effected "the kinds of songs I do and the production when I go into the studio."

He philosophizes, "If it's going to happen, it'll happen. If it doesn't happen, that's all right, too. I can't go in and try to contrive something



Don Williams: "I don't write because I want to. I have to."

that might get me a little better shot at the pop market."

The ABC/Dot artist leaves for his second European concert tour Sept. 17, playing London, Oxford, Liverpool, Southampton and other cities in England and other nations. Before returning to the U.S. Oct. 9, he'll star in several European tv specials.

He feels the future of country music is unlimited but he voices a warning about trends in country music: "I hope country doesn't lose a lot of things that have made it what it is. It has lost some already, primarily with country radio.

"I hate to see country music get on a format like Top 40 because one of the beautiful things about country music has been that the fans are still there whether you have a top 10 record or not.

"They don't leave you just because you don't have a top 10. Some stations have tightened up to 20. It's great for the artists that are popping, but it's unfair to the average country listener who wants to hear more than 20 records over and over."

Radio Aids

• Continued from page 55

years now," explains Owsley Manner, president and co-owner of the Exit/In. "But our profit margin is not enough to eliminate the debts incurred in our early years."

The 225-seat club showcases more than 300 artists per year, from country music to jazz and blues.

NATRA's Antigua Meet

• Continued from page 53

blacks in management discipline, because in an all-white culture, you must answer to others. Usually, with black-owned stations you tend to have more freedom to make decisions and you need to be prepared for this," said Bronson.

It was also brought out that most general managers come from sales departments, while Boulding charged that the biggest void in the radio industry is blacks in sales.

In keeping with the educational program, Lynn Noel of KERO-TV in California attended the conference on behalf of the McGraw-Hill tv stations to recruit and train personalities for different positions in tv. She noted that her stations are concerned about the lack of blacks in tv.

Another area of concern for blacks dealt with crossover records. Although it was acknowledged that labels strive to have their product cross into the pop market, a member of the audience during the "Crossover" music session suggested that the major problem lies in the promotion area. The entire body seemed to feel that a balance could be achieved

on both the radio and label levels if pop stations were more receptive to black promotion persons.

On the other hand, Neil McIntyre, program director and general manager of WPIX-FM, New York, who co-chaired the session with David Lampel, news director of WLIB/WBLS, felt that the black promotion representative has a legitimate argument. Dealing with crossover product on the radio level, black stations may be unable to maintain their identities because many pop stations are playing an abundance of black product, McIntyre said.

"If black radio had a great concern to be different in the market, it would get back into the community. It's now difficult for any station to obtain an identity. The music is so close, people often don't know which station they are listening to," said McIntyre.

Offering statistics, Lampel noted that the black audience is no longer loyal to the black station. "Nearly 45% of the black community is still loyal to black radio. In the past, black stations could look for approximately 75% or more from the community."

Jukebox Programming

Singleton Labels Push Solid Promo At the Jukeboxes

By ALAN PENCHANSKY

CHICAGO—"Eighty percent of your country singles are sold to jukebox operators," Tom McConnell, national promotion director for the Shelby Singleton Corp. points out, explaining why his firm regularly services more than 750 operators with sample releases on its Sun, Plantation and SSS labels.

"If you don't sell to operators, you don't sell records," McConnell continues. "The best way to get to operators is to send a sample."

McConnell says operators receive about 80% of all singles released by the Singleton Corp., with 10 title strips included for each 45. "If the operator wants to go on a record, he knows the title strips will be available, without delay," McConnell says.

He says on average operators are mailed about two dozen sample singles per year.

With each mailing McConnell includes a survey card, asking who supplies the operator and soliciting remarks about the included singles.

These comments, McConnell says, have proven their value. He explains how they prevented him from "losing" a Webb Pierce record. "Appleton," backed with "That's Me Without You."

"We went with 'Appleton' as the single. I was getting airplay on it but the stations weren't getting any requests. Then the operators began telling us their meters were registering play on the flip side, which has the old Webb Pierce sound."

McConnell says they flipped the record and radio request response began. "But I would have completely lost that record," he explains. "I was beginning to go with a new record."

"You have to build up a line of communication with the operator," McConnell says.

"You can't depend on distributors to get records played. They're in there with 500 different labels."

Operators also react independently of radio stations, McConnell believes. "If they hear it and like it, they'll buy it whether it's getting airplay or not."

Fla. Conclave: Waive Reg Fee

MIAMI BEACH—No registration fee will be levied at the Florida Amusement Merchandising Assn.'s annual convention and trade show that gets underway here Sept. 16, according to Bob Rhinehart, executive secretary for the association.

Rhinehart explains that a \$35 fee assessed last year has been deferred by the large number of exhibitors who are attending.

Slated for the Deauville Motel, the convention is keyed this year to a bicentennial theme.

"Our show is for a lot of the people who don't get up to Chicago for the big MOA convention," says Rhinehart.

A Cooper Salute

LOS ANGELES—"The Midnight Special" featured a two-part salute to Alice Cooper Aug. 6. The tribute traced Alice's career from "I'm Eighteen" through "Billion Dollar Babies" to his current Warner Bros. LP, "Alice Cooper Goes To Hell."

NO. 1



Six-time National All-Around Rodeo Champion **Larry Mahan** is busting out of Chute #1 over at Warner Bros. with his hard-riding first album, **King of the Rodeo**. Produced by Snuff Garrett and Steve Dorff, it includes Larry's first single, "Stunt Man" b/w "Larry's Salty Dog Blues" (WBS 8254).

Stand back and listen up!



LARRY MAHAN'S

KING OF THE RODEO

another winning entry from the heart of Warner Country. BS 2959

Perfect timing.

TITLE, ARTIST, Label, Number
 AUG. 7 JULY 31 WKS. ON CHART

1

2 **GOLDEN RING**
 GEORGE & TAMMY
 Epic 8 50235



1

GOLDEN RING

GEORGE JONES & TAMMY WYNETTE
 (Epic 8-50235)

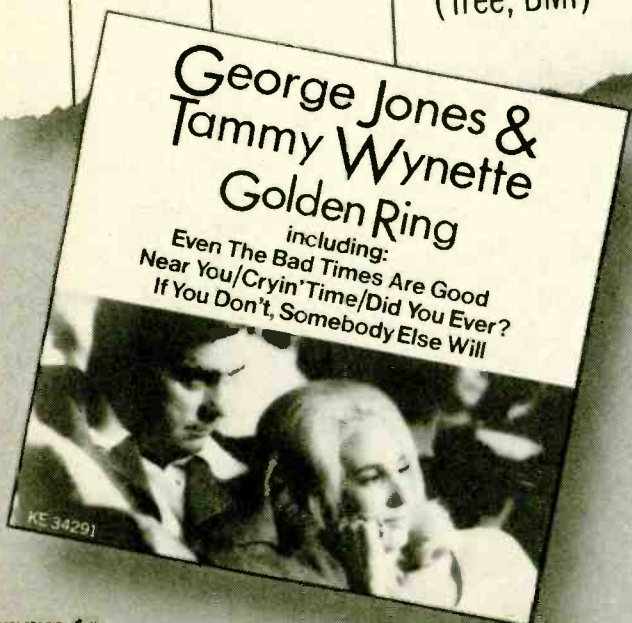
7/31

Weeks
 On
 Chart

2

10

This Week	Last Week	Weeks on Chart	TITLE—Artist (Writer), Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	Weeks on Chart
1	2	10	GOLDEN RING — George Jones & Tammy Wynette (B. Braddock, R. Van Hoy), Epic 8-50235 (Columbia) (Tree, BMI)	34	28	10



Last week "Golden Ring" went to #1 in all three trades. This week the album is here.

Never before has a George and Tammy album been so perfect in every way.

A perfect album.

Produced by Billy Sherrill, on Epic Records and Tapes.



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BRITAIN

(Courtesy Music Week)
*Denotes local origin
SINGLES

This Week	Last Week	Title	Artist
1	1	DON'T GO BREAKING MY HEART—	*Elton John/Kiki Dee (Rocket)—Big Pig (Gus Dudgeon)
2	2	A LITTLE BIT MORE—Dr. Hook	(Capitol)—Sunbury (Ron Haffkine/Waylon Jennings)
3	8	JEANS ON—*David Dundas (Air)—	Air (Air)
4	3	THE ROUSSOS PHENOMENON—	Demis Roussos (Philips)—MAM/Britico (Demis Roussos)
5	7	MISTY BLUE—Dorothy Moore	(Contempo)—Intersong (Tom Couch/James Stroud)
6	5	HEAVEN MUST BE MISSING AN	ANGEL—Tavares (Capitol)—Heath Levy (Freddie Perren)
7	4	KISS AND SAY GOODBYE—	Manhattans (CBS)—April (Manhattans)
8	15	NOW IS THE TIME—Jimmy James &	The Vagabonds (Pye)—Subiddu/Chappells (Biddu)
9	6	YOUNG HEARTS RUN FREE—Candi	Staton (Warner Bros.)—Warner Bros. (Dave Crawford)
10	12	HARVEST FOR THE WORLD—Isley	Bros. (Epic)—Carlin (Isley Bros.)
11	30	IN ZAIRE—*Johnny Wakelin (Pye)—	Francis Day & Hunter (S. Elson/K. Rossiter)
12	26	DR. KISS KISS—5000 Volts	(Philips)—Hensley/Intersong (Tony Eyles)
13	9	IT ONLY TAKES A MINUTE—*100	TON and a FEATHER (Jonathan King) (UK)—Anchor (J.K.)
14	11	YOU ARE MY LOVE—*Liverpool	Express (Warner Bros.)—Warner Bros./Moggie (Hal Carter/Peter Swettenham)
15	18	MYSTERY SONG—Status Quo	(Vertigo)—Shawbury (Status Quo)
16	10	YOU'RE MY BEST FRIEND—*Queen	(EMI)—B. Feldman (Roy Thomas Baker/Queen)
17	28	THE BOSTON TEA PARTY—	*Sensational Alex Harvey Band (Mountain)—Iger/Panache (David Batchelor)
18	14	MAN TO MAN—*Hot Chocolate	(RAK)—Chocolate/RAK (Mickie Most)
19	23	LOVE ON DELIVERY—Billy Ocean	(GTO)—Black Sheep/Heath Levy (Ben Findon)
20	36	YOU SHOULD BE DANCING—*Bee	Gees (RSO)—Abigail (Bee Gees)
21	19	BACK IN THE USSR—*Beatles	(Parlophone)—Northern (George Martin)
22	27	(Shake Shake Shake) SHAKE YOUR	BOOTY—K.C. & The Sunshine Band (Jayboy)—Sunbury (K.C./Finch)
23	34	WHAT I'VE GOT IN MIND—Billie Joe	Spears (United Artists)—(Larry Butler)
24	41	HERE COMES THE SUN—*Steve	Harley & Cockney Rebel (EMI)—Harrisons (Steve Harley)
25	16	LET'S STICK TOGETHER—*Bryan	Ferry (Island)—United Artists (C. Thomas/B. Ferry)
26	20	I LOVE TO BOOGIE—*T. Rex (EMI)—	Wizard (Marc Bolan)
27	24	NO CHARGE (NO CHANCE)—*Billy	Connolly (Polydor)—London Tree (Phil Coulter)
28	—	LET 'EM IN—*Wings (Parlophone)—	McCartney/ATV (P. McCartney)
29	13	I RECALL A GYPSY WOMAN—Don	Williams (ABC)—Nems (Allen Reynolds/Don Williams)
30	17	YOU TO ME ARE EVERYTHING—	*Real Thing (Pye)—Screen Gems (Ken Gold)
31	31	A FIFTH OF BEETHOVEN—Walter	Murphy (Private Stock)—Rift Music (RFT)
32	45	YOU DON'T HAVE TO GO—Chi-Lites	(Brunswick)—Burlington (Eugene Record)
33	33	GOOD VIBRATIONS—Beach Boys	(Capitol)—Rondor (Beach Boys)
34	47	YOU'LL NEVER FIND ANOTHER	LOVE LIKE MINE—Lou Rawls (Philadelphia)—Gamble/Huff/Carlin (Gamble/Huff)
35	25	LEADER OF THE PACK—Shangri Las	(Charly/Contempo)—Robert Mellin (Redbird)
36	35	ONE PIECE AT A TIME—Johnny	Cash/Tennessee Three (CBS)—London Tree (Charlie Bragg/Don Davis) (W. Kemp)
37	32	I THOUGHT IT TOOK A LITTLE	TIME—Diana Ross (Tamla Motown)—Jobete London (Michael Masser)
38	21	ME AND BABY BROTHER—War	(Island)—Carlin (Jerry Goldstein)
39	22	YOU JUST MIGHT SEE ME CRY—	*Our Kid (Polydor)—B. Mason/Cookaway (Tony Sellers)
40	—	EXTENDED PLAY—*Bryan Ferry	(Island)—Various (Chris Thomas/Bryan Ferry)
41	50	IT'S TEMPTATION—Sheer Elegance	(Pye)—Grade/Lynton/ATV (P. Grade/P. Lynton)
42	44	BETTER USE YOUR HEAD—Little	Anthony & the Imperials (United

This Week	Last Week	Title	Artist
43	—	16 BARS—Stylistics (H&L)—Cyril	Shane (Hugo/Luigi)
44	42	SOUL SEARCHIN' TIME—Trammps	(Atlantic)—Anchor
45	40	AT THE HOP—Danny & The Juniors	(ABC)—Yale (Danny & The Juniors)
46	—	MORNING GLORY—James & Bobby	Purify (Mercury)—EMI (Papadon)
47	—	AFTERNOON DELIGHT—Starland	Vocal Band (RCA)—Winter Hill (Milton Okun)
48	48	SIDE SHOW—*Chanter Sisters	(Polydor)—Cookaway/Cauliflower (Roger Cook/Greg Jackman)
49	43	COMBINE HARVESTER—*Wurzels	(EMI)—Keith Prowse (Bob Barrett)
50	—	NICE AND SLOW—Jessie Green	(EMI)—Redbus Int Ltd. (Ken Gibson/Dave Hawman)

LPs

This Week	Last Week	Title	Artist
1	1	20 GOLDEN GREATS—The Beach	Boys (EMI)
2	2	LAUGHTER AND TEARS—Neil	Sedaka (Polydor)
3	3	FOREVER & EVER—Demis Roussos	(Philips)
4	5	PASSPORT—Nana Mouskouri	(Philips)
5	4	CHANGESONEBOWIE—David Bowie	(RCA)
6	7	GREATEST HITS—Abba (Epic)	
7	6	A NIGHT ON THE TOWN—Rod	Stewart (Riva)
8	10	A LITTLE BIT MORE—Dr. Hook	(Capitol)
9	13	VIVA ROXY MUSIC (LIVE)—Roxy	Music (Island)
10	12	HAPPY TO BE—Demis Roussos	(Philips)
11	9	A KIND OF HUSH—Carpenters	(A&M)
12	21	SAHB STORIES—Sensational Alex	Harvey Band (Mountain)
13	8	OLIAS OF SUNHOLLOW—Jon	Anderson (Atlantic)
14	14	LIVE IN LONDON—John Denver	(RCA)
15	15	WINGS AT THE SPEED OF SOUND	(Parlophone)
16	11	BEAUTIFUL NOISE—Neil Diamond	(CBS)
17	32	COMBINE HARVESTER—Wurzels	(One Up)
18	20	THE BEST OF GLADYS KNIGHT &	THE PIPS (Buddah)
19	19	GREATEST HITS—Eagles (Asylum)	
20	18	JAIL BREAK—Thin Lizzy (Vertigo)	
21	16	FRAMPTON COMES ALIVE—Peter	Frampton (A&M)
22	17	ROCK 'N ROLL MUSIC—Beatles	(Parlophone)
23	25	A NIGHT AT THE OPERA—Queen	(EMI)
24	27	SIMON & GARFUNKEL'S GREATEST	HITS (CBS)
25	22	THE DARK SIDE OF THE MOON—	Pink Floyd (Harvest)
26	28	SOUVENIRS—Demis Roussos	(Philips)
27	23	DIANA ROSS (Tamla Motown)	
28	24	ALICE COOPER GOES TO HELL	(Warner Bros.)
29	—	BLUE FOR YOU—Status Quo	(Vertigo)
30	37	DESIRE—Bob Dylan (CBS)	
31	29	KING COTTON—Fivepenny Piece	(EMI)
32	—	MAN TO MAN—Hot Chocolate (RAK)	
33	49	RAINBOW RISING—Ritchie	Blackmore (Polydor)
34	26	INSTRUMENTAL GOLD—Various	Artists (Warwick)
35	33	A TRICK OF THE TAIL—Genesis	(Charisma)
36	45	15 BIG ONES—Beach Boys (Reprise)	
37	41	BREAKAWAY—Gallagher & Lyle	(A&M)
38	—	TOO OLD TO ROCK 'N ROLL, TOO	YOUNG TO DIE—Jethro Tull (Chrysalis)
39	38	ROLLED GOLD—Rolling Stones	(Decca)
40	31	TUBULAR BELLS—Mike Oldfield	(Virgin)
41	48	ATLANTIC CROSSING—Rod Stewart	(Warner Bros.)
42	39	MY ONLY FASCINATION—Demis	Roussos (Philips)
43	46	WISH YOU WERE HERE—Pink Floyd	(Harvest)
44	—	THE BEST OF JOHN DENVER (RCA)	
45	—	HOW DARE YOU—100.C. (Mercury)	
46	44	I'M NEARLY FAMOUS—Cliff Richard	(EMI)
47	—	THE BEATLES 1967-1970	(Parlophone)
48	35	ONE MAN SHOW—Mike Harding	(Philips)
49	—	BAND ON THE RUN—Paul	McCartney & Wings (Parlophone)
50	—	ELTON JOHN'S GREATEST HITS	(DJM)

WEST GERMANY

This Week	Last Week	Title	Artist
1	1	LET YOUR LOVE FLOW—Bellamy Brothers	(Warner)—Global
2	2	DIE KLEINE KNEIPE—*Peter Alexander	(Ariola)—Vabo/Melodie der Welt
3	3	FERNANDO—ABBA (Polydor)—Union/	Oktave/SMV

This Week	Last Week	Title	Artist
4	—	GIRLS, GIRLS, GIRLS—Sailor (Epic)—	Chappell
5	—	SCHMIDTCHEN SCHLEICHER—Nico Haak	(Philips)—Hanseatic/Intersong
6	—	GEORGIE—Pussycat (EMI)—Roba Music	
7	—	EIN BETT IM KORNFELD—*Juergen Drews	(Warner)—Global
8	—	MY LITTLE WORLD—Waterloo & Robinson	(Metronome)—Schmolzi & Slezak
9	—	RIVER LADY (A Little Goodbye)—Roger	Whittaker (Aves/Metronome)—Slezak
10	—	SAVE YOUR KISSES FOR ME—Brotherhood	Of Man (Pye/Ariola)—Arends
11	—	LIEDER DER NACHT—*Marianne	Rosenberg (Philips)—Radio Tele/Intro
12	—	MUSIC—John Miles (Decca/AEG	Telefunken)—Melodie Der Welt
13	—	LOVE ME LIKE A LOVER—Tina Charles	(CBS)—Finger Musik
14	—	ABER BITTE MIT SAHNE—*Udo Juergens	(Ariola)—Montana
15	—	MISSISSIPPI—Pussycat (EMI)—Roba Music	

JAPAN

(Courtesy of Music Labo, Inc.)
*Denotes local origin
SINGLES

This Week	Last Week	Title	Artist	
1	1	YOKOSUKA STORY—*Momoe Yamaguchi	(CBS/Sony)—Tokyo	
2	—	AKAI HIGH-HEEL—*Hiromi Ohta (CBS/	Sony)—Watanabe	
3	—	BEAUTIFUL SUNDAY—Daniel Boone	(Disco)—Toshiba	
4	—	GANPEKI NO HABA—*Yuriko Futaba	(King)—Teichiku	
5	—	YAMAGUCHI-SAN CHI NO TSUTOMU-	KUN—*Kozue Saito (Philips)—Zero	
6	—	SOUL DRACULA—Hot Blood (Overseas)—	Shinko	
7	—	WAKATTEKUDASAI—*Akira Inaba (Disco)—	Yamaha	
8	—	KIRAMEKI—*Goro Noguchi (Polydor)—Fuji,	NP	
9	—	KITANO YADOKARA—*Harumi Miyako	(Columbia)—Columbia	
10	—	KOIBITO SHIKEN—*Chieko Matsumoto	(Canyon)—NET, PMP	
11	—	YAMAGUCHI-SAN CHI NO TSUTOMU-	KUN—*Hiroshi Kawahashi (Columbia)—	Zero
12	—	BEAUTIFUL SUNDAY—*Seiji Tanaka	(Victor)—Toshiba	
13	—	SEXY BUS STOP—*Yuko Asano (RCA)—	Nichion	
14	—	NATSUNI GOYOUJIN—*Junko Sakurada	(Victor)—Sun	
15	—	BONGAERI—*Masatoshi Nakamura	(Columbia)—Kitty, NTV	
16	—	SASAYAKA NA KONO JINSEI—*Kaze	(Crown)—CMP, PMP	
17	—	JAGUAR—*Hideki Saijo (RCA)—Geiei		
18	—	WAKARE—*Akira Inaba (Disco)—Yamaha		
19	—	HARU URARA—*Masamitsu Tayama	(Canyon)—Nichion	
20	—	MEZAMETA TOKINIWA HARETEITA—	*Denshobato (Victor)—NTV	

ITALY

(Courtesy Germano Ruscitto)
As Of 7/27/76
LPs

This Week	Last Week	Title	Artist
1	—	AMIGOS—Santana (CBS—MM)	
2	—	DESIRE—Bob Dylan (CBS—MM)	
3	—	A LOVE TRILOGY—Donna Summer	(Durium)
4	—	LA BATTERIA, IL CONTRABBASSO—Lucio	Battisti (Numero Uno—RCA)
5	—	BUFFALO BILL—Francesco De Gregori	(RCA)
6	—	LA TORRE DI BABELE—Edoardo Bennato	(Ricordi)
7	—	SILVER CONVENTION—Silver Convention	(Durium)
8	—	XXIIa RACCOLTA—Fausta Papetti (Durium)	
9	—	VIA PAOLO FABRRI no.43—Francesco	Guccini (EMI)
10	—	LA VOGLIA, LA PAZZIA—*Ornella Vanoni	(Vanilla—Fonit/Cetra)
11	—	XXIa RACCOLTA—Fausto Papetti (Durium)	
12	—	MAHOAGY—Diana Ross (Tamla	Motown—Riti)
13	—	LET THE MUSIC PLAY—Barry White	(Phonogram)
14	—	ARIA PULITA—Luciano Rossi (Ariston—	Ricordi)
15	—	ABBA—Abba (Dig-it—MM)	

BRAZIL

(Courtesy IBOPE-Rio de Janeiro)
As Of 7/17/76
SINGLES

This Week	Last Week	Title	Artist
1	—	SHE'S MY GIRL—Morris Albert (Beverly)	
2	—	LOVE HURTS—Nazareth (Philips)	
3	—	THEME FROM MAHOAGY—Diana Ross	(Top Tape)
4	—	ALL BY MYSELF—Eric Carmen (Odeon)	
5	—	TU TEN VAS—Alain Barriere (RCA)	
6	—	MISTURA DE CARIMBO #2—Eliana	Pittman (RCA)
7	—	PAVAO MYSTERIOZO—Ednardo (RCA)	
8	—	MORE, MORE, MORE—Andrea True	Connection (Tapecar)
9	—	CRY TO ME—Loleata Holloway (Tapecare)	
10	—	HAPPY DAYS—Montezuma (Odeon)	

This Week

This Week	Last Week	Title	Artist
1	—	ANJO MAU INTERNACIONAL—Triha	Sonora (Som Livre)
2	—	FALSO BRILHANTE—Eli Regina (Philips)	
3	—	MOCA CRIANCA—Agepe (Continental)	
4	—	20 SUPER HITS—Various (Polydor)	
5	—	TOMMY—Triha Sonora (Philips)	

Canada

CHALLENGE EXPECTED

FMer Told To Drop French Broadcasts

By MARTIN MELHUISE

MONTREAL—Radio station CHOM-FM, one of the most listened to FM stations in Canada and a station that broadcasts in both French and English, has been told by the Canadian Radio and Television Commission to drop all French content from its programming. The station will fight the order in court.

The station came under pressure at a recent CRTC hearing from French stations in the Montreal market who felt that CHOM should be serving only the English-speaking market in Montreal.

Montreal is a bilingual city and CHOM has built its listening audience by using announcers that are bilingual and by running with a format that is progressive rock oriented and very popular with both the young English-speaking and French-speaking listeners. The station's listening audience is now predominantly French-Canadian.

The station's general manager Leslie Sole says that CHOM is now consulting with its lawyers and has every intention of fighting the CRTC edict. If the station wins, it would virtually remove the power of the CRTC to influence any programming policies of radio stations in Canada.

Doug Pringle, one of the founders of CHOM who recently left to become more actively involved in his

own syndication company, feels that if CHOM were to drop its bilingual policy, not only would the station suffer but also the public.

"CHOM has always captured the true spirit of Montreal. If you walk down the streets of this city you hear two languages, French and English. The station is one of the most listened to FM stations in Canada, so it obviously has the mandate of the public."

BMI Of Canada Gains Autonomy

TORONTO—BMI Canada Limited is now a totally autonomous Canadian-owned operation run by a nonprofit organization. The company was formerly a subsidiary of Broadcast Music Inc. of the U.S.

The shares of the company were recently acquired by the Music Promotion Foundation, a nonprofit organization with Canadian directors set up to hold shares for BMIC.

The new board of directors is comprised of Harold Moon, chairman; Gordon F. Henderson, president; S. Campbell Ritchie, vice president and managing director, and Glyn Smallwood, secretary.

Four more members will be elected to the board in the Fall when BMIC holds its first official board meeting.

From The Music Capitals Of The World

TORONTO

Larry Evoy, formerly the leader of Edward Bear, has signed to Attic Records. Evoy's first release, to be produced by Hagood Hardy, is set for the Fall. ... Trixter lead vocalist Lydia Taylor's single "Love A Little Harder" was produced by Willi Morrison and Ian Guenther of Three Hats Productions the company responsible for THP Orchestra's "Theme From SWAT."

The New Chamber Orchestra has announced a series of concerts to be held by the ensemble in Toronto parks this summer. The orchestra has also confirmed that its 1976/77 subscription series will feature such classical artists as Liona Boyd, John Avison, William Aide and Barry Tuckwell, among others. ... The Irish Rovers, who are now in the middle of a cross-Canada tour, have added another member. His name is Bob O'Donovan and he's a fiddler. He was formerly a member of Sons Of Erin. ... RCA Canada set an all time release high for itself in June and July with 11 LPs and 12 singles released. ... Murray McLaughlan and his band The Silver Tractors headlined a concert at Stratford's Festival Theatre July 26.

During Gary and Dave's recent 10-day appearance at the Zodiac I, CHUM-FM taped one of the band's sets for a live broadcast. After headlining at Ontario Place, the band set out on a mini-tour of the Maritimes which included a date at the Confederation Arts Centre in Charlottetown, P.E.I. The band recently signed with Music Shoppe International for agency representation. ... Cleo Laine broke the house record for 1976 for a concert at Ontario Place. Some 8,000 people were expected but the crowd eventually grew to 12,000. ... Attic Records has just released Hagood Hardy's LP "Maybe Tomorrow."

Ron Nigrini was the opening act for Roberta Flack's two concerts at Hamilton Place in Hamilton recently. ... Attic will release two jazz albums this month—Rob McConnell and the Boss Brass "The Jazz Album" and Joel Schulman's "Nowhere But Here." ... Attic held their second annual convention at the Morrissey Tavern recently. ... Vic Franklyn played a two-week engagement at the Zodiac I starting the week of July 26. During the engagement he began taping a forthcoming tv series which will air across

Canada this Fall. The series, 26 30-minute shows, will originate from the Zodiac I. In the future Franklyn will tour western Canada and appear at the Imperial Room of the Royal York Hotel this Fall. ... GRT of Canada, CHUM-FM and Bernie Fiedler presented a live concert from the Riverboat Coffee House.

Anthony Newley appeared with Burt Bacharach at the O'Keefe Centre the week of July 19. To coincide with the engagement, United Artists released his first single for the label, "Teach the Children." ... Carroll Baker has just completed taping here one-hour television special for CBC called "Sounds Good Country." Jim McKenna producing. The show will be broadcast in late Sept. She played a fair date with George Hamilton IV and Ronnie Milsap in Saskatoon recently and is currently in the middle of a tour of the Maritimes. RCA has just released her new "Carroll Baker" LP which includes her four number one country singles. ... Charity Brown's new LP for A&M Records entitled "Stay With Me" has just been released. ... Valdy and the Hometown Band showcased at A&M Records International meetings held in Los Angeles recently. The Hometown Band, produced by Claire Lawrence, are currently recording their first album for A&M. ... GRT of Canada is now represented by the national ad agency of John L. Sutton & Associates. The company is now solely responsible for the majority of GRT Canada's national radio advertising.

The Horseshoe Tavern has changed its booking policy from just straight country to progressive country and bluegrass. ... Murray McLaughlan, whose current album on the True North label distributed by Columbia, is reportedly racking up excellent sales, will set out on a 50-date tour of Canada in Sept. ... Henry Gross' single "Shannon" has gone gold in Canada. ... Bob Hope has been named as the official opening attraction for this year's Canadian National Exhibition. The Beach Boys have added a matinee concert to their scheduled appearances at the CNE with opening act The Garfield Band. ... Cliff Richard was in Toronto at the end of July to make the promotion rounds for MCA. ... Joe Mendelson is now being managed by the Robert Fitzpatrick Corp. out of Los Angeles.

MARTIN MELHUISE

CANADA

CREATING MUSIC FOR THE WORLD

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Discount Chain Unnerves Dealers

• Continued from page 1

Basically, the retailers are worried that Daiei will start discounting records and tapes as it discounts other goods and will shake the practice of "retail price maintenance" to its roots.

Daiei has annual sales in excess of \$2.3 billion, largest for the retail trade in Japan, and has 129 outlets spread throughout the country, 10 here and 27 in the Osaka area alone. In comparison to Daiei's annual sales tally, the total annual turnover of the Japanese record industry is approximately \$700 million.

While Daiei has, in fact, handled records in the past, it was only through retail tenants at certain locations.

The six labels that have signed "contracted store" agreements with Daiei are Nippon Columbia, Victor Musical Industries, Toshiba-EMI, CBS/Sony, Canyon Records and

Warner-Pioneer. Pony and Apollon Music Industrial Corp. are the two prerecorded tape manufacturers.

It's also understood that the chain is negotiating similar pacts with King Records, Polydor and Teichiku Records.

Minoru Sasaki, chairman of the board of directors of All Japan Record Retailers League, says, "The point we, the record retailers, are concerned with the most is the possibility that a giant chain of supermarkets will destroy the structure of retail price maintenance."

"There is no guarantee that they will not start discounting prices on records as they discount prices on other goods. Discounting is the way they expanded their business. However, there is nothing that we can do as a league to prevent them from entering into the record retail trade. This will interfere with the fair trade practice."

"I personally feel that the fixed price on records will be done away with in the near future. However, this practice is favorable for both manufacturers and retailers. Therefore, we must try to keep this system as long as possible. There is nothing that we can do against a retailer who does not keep this promise on the fixed retail price. The only thing we can do is not to give them an excuse to break this promise."

The league has strongly opposed record retailers who issue so-called "service tickets," better known as "discount tickets."

There are 1,120 stores comprising

the major supermarket chains in Japan, and it is said that they operate on a 15% margin. Since the wholesale price of records is 70% of the retail price, it's possible for supermarkets to discount records by 15%.

The Japan Phonograph Record Assn. is also paying a lot of attention to the newcomer into the industry. Takami Shobochi, president of the association, explains that, "The first thing I said to an official of Daiei is to refrain from discounting. I know very well that a characteristic and a main factor for the expansion of supermarkets has been the practice of discounting."

"The only thing we can do as manufacturers is to sign contracts directly with Daiei and talk with them over the possible problem. There is no reason for us to be against the expansion of major supermarkets into record retailing business. However, I am very concerned if the record retailers, with whom we have been doing business for 40 to 50 years, will be disturbed about the way these major supermarkets operate."

One of the Daiei chain stores located in Sannomiya, Kobe, has started to sell records already and is giving out 10% service tickets. A person with one service ticket will be able to buy a record at a 10% discount. A person with ten 10% service tickets will be able to get one record free. This Sannomiya store is the first Daiei outlet that started to sell records after Daiei signed the contracts.

PLUG MUSIC & MODE

Anchor To Attempt Tape Sales Splash

LONDON—Anchor is looking to double its prerecorded tape sales by the end of this year via a "Music To Take With You" campaign. The company will be emphasizing the attractions of tape as a music medium, as well as promoting the product of its own artists.

One key component of the push will be a special ABC cassette compilation featuring works by such artists as Louis Armstrong, Bobby Vinton, Richard Harris, Pat Boone, Count Basie, the Andrews Sisters, among others. It will carry a \$5.34 list price.

Anchor's tape advertising begins

this month and is aimed at stimulating trade through regular music stores as well as in non-traditional outlets such as gas stations and marinas.

According to general manager Mike Hutson, the prerecorded tape business is holding up better than records at present. "Our efforts are intended to encourage tape sales generally. We want to make people think about what they can buy in the way of prerecorded cassettes, and make them aware of the breadth of repertoire available."

Anchor is supplying dealers with posters, mobiles and browsers.

Ship More U.K. EPs In Phonogram Wake

By ADAM WHITE

LONDON—There are distinct signs here of a revival of sales for the EP in the wake of Phonogram's chart success with the four-track release "The Demis Roussos Phenomenon," which has sold more than 400,000 units and is the first extended-play record to top the U.K. singles chart.

Island has issued two EP's, "Bryan Ferry" and "Eddie And The Hot Rods Live At The Marquee." Both have a suggested retail price of \$1.80 and are in four-color sleeves. None of the tracks on either disk is available in any other form.

Ferry himself suggested the idea of his release. He feels that a 45 rpm with four strong cuts offers buyers better value than one with a strong top side and a "filler" on the flip.

The Hot Rods' record was released to cater to audiences built by the group's live shows in recent months. The songs including "Satisfaction" and "Gloria," are not originals, and therefore not considered by Island to be suitable for orthodox single release. But they do figure in the group's in-person repertoire and the EP format was regarded as being the best way to handle release.

DJM's contribution to the reviving EP market is "Soda Pop Jive" with four tracks drawn from the company's recently-released album of the same name by Del Shannon, Johnny and the Hurricanes, the Dixie Cups and the Shangri-Las. The vintage material, between 12 and 17 years old, prompted the company to market it in a vintage style through the EP.

However the DJM release sells at the same price as the company's singles.

Another EP is expected from DJM, featuring 1960s items from

Inez and Charlie Foxx, Toussaint McCall, Robert Parker and Aaron Neville.

Meanwhile, Phonogram says it might consider a further EP if circumstances surrounding Roussos' record were repeated. Described at the time as "a calculated gamble" by company marketing boss Ken Maliphant, it was intended to meet demand from consumers receptive to Roussos through the nationwide screening of a BBC-TV documentary on the artist—but not necessarily prepared to pay album prices for his product.

But selling at normal single price, it turned into one of the biggest-selling EP's in U.K. industry history, even outstripping the chart positions of the Beatles' EPs in the 1960s. Maliphant says it is still selling and providing valuable consumer recognition for further exploitation of Roussos' product marketing efforts.

International Briefs

TEL AVIV—Israeli record companies recently met the requests of many United Nations soldiers serving in the Middle East by supplying them with Israeli-pressed records without any printed mention of the country of manufacture.

Many UN soldiers have complained that records which they bought in Israel were confiscated by Arab country customs officials when they discovered they were made in Israel. Some local record companies have also supplied the UN soldiers with locally-pressed records bearing sleeves printed in the U.S. or Europe.

Israelis Debut Pop Channel

By URI ALONY

JERUSALEM—The Israeli Broadcasting Authority has successfully launched a new pop network, Radio C, which broadcasts non-stop 19 hours a day.

The need for an extra radio channel for pop has been evident for several years and now the IBA operates three stations—Radio A for classical music, plus talk shows; Radio B for home and family programs and Radio C for MOR and top 20 material.

The IBA has recently been under heavy pressure from advertisers who have had to wait, at times for over a

International Turntable

Gerry Oord appointed managing director, RCA Record Division, U.K., effective Sept. 1. Oord recently resigned as director of group repertoire and deputy chairman of EMI in England (Billboard, Aug. 7).

Oord will replace George Lukan, who had requested three months ago to return to Australia for family and personal reasons.

Tony Roberts has resigned as chief executive of Bell/Arista Records U.K. to become general manager of Chappell's music division, his new job starting Sept. 1.

He has headed up Bell/Arista for the past two years, during which time the company has grown substantially in size and sales achievements. Among the acts he signed were Slik and Linda Lewis.

Before joining the company he

was general manager, then managing director, of Warner Brothers' music-publishing arm, and prior to that was at Robbins and KPM.

John Cokell, general manager of Bronze Records in London, has left to become A&M marketing manager. He has been with Bronze for 18 months, having previously been with DJM for five years. As a result of his departure, Lilian Bron, Bronze managing director, has restructured various sections of the company. Arthur Cookson has been appointed international manager with overall responsibilities for all foreign licensee co-ordination. He was previously European promotions manager with Island. Working with Cookson will be Robert Leon, former transport manager with Bron Artists Management, now international product co-ordinator. Gail Clark, with the Bron Organization for four years, has been promoted overall product manager from product co-ordinator.

Shel Talmy, who produced "My Generation" for the Who, "Sunday Afternoon" for the Kinks and hits by Amen Corner, Manfred Mann and more recently Chris White's "Spanish Wine," has joined Power Exchange as a&r director. Among his first production jobs will be J.J. Barrie, a chart name with "No Charge," and Kristine, singer-writer who penned the Cliff Richard hit "Devil Woman."

Geoff Gibas has been appointed marketing and repertoire co-ordinator for EMI's international operations. He was most recently general manager of EMI's recorded tape division. ... Unity Maclean, singles production manager at CBS, has left the company after four years to join Swan Song, where she is to work with press, promotions and marketing. ... Bruno Kretschmar has re-

(Continued on page 68)

ABC Firms Distribution For France

NEW YORK—ABC Records International has pacted with Disques Carrere in France for distribution of its product.

In addition to handling the entire ABC catalog (custom label titles included) in the French market, Carrere will also be distributing the goods in several territories around the world.

Among the territories are Polynesia, Tunisia, Tangier, Andorra, New Caledonia, Laos, Somalia and Madagascar.

Duration of the agreement, which was finalized by Steve Diener, president, ABC International, and Claude Carrere, president, Disques Carrere, is for three years. ABC was last distributed in France by EMI-Pathé Marconi.

Public Targeted In Mechanical Rights Campaign

DUBLIN — The Mechanical Copyright Protection Society, the organization handling mechanical rights collection and distribution in Ireland, is implementing a campaign recently launched in the U.K. aimed at achieving a wider public appreciation of the fact that it is necessary to have a license to record copyright music from any source, even for private use.

Advertisements asking, "Ever read the small print on a record label?" have been taken in the local music press.

"The response to date has been disappointing," says Vincent Smialek, manager of the Dublin office of the MCPS. "But we have indicated to the general public that it is an offense to reproduce music from records and from the broadcasting networks without permission from the copyright owners. This has been the main point of our campaign."

"It is hoped that in the near future that legislation authorizing a levy on blank cassette sales, or the issue of a license when a tape recorder is purchased, may soon be introduced. The MCPS, through the Irish Copyright Council, will urge the government to amend the Irish Copyright Act in order to secure this additional protection for copyright owners."

For an annual fee of \$2.88 including value added tax at 8%, the MCPS issues an amateur recording license which permits the non-commercial recording of musical works for private purposes.

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NEW YORK STATION PROMO

Latin & Country Co-Op On WHN

By JIM FISHEL

NEW YORK—Country music and the Spanish-speaking community here have embraced each other through WHN Country Radio's bilingual advertising and promotional campaign.

The recent high degree of interest in country vocalists of Spanish origin (Freddie Fender, Johnny Rodriguez) motivated WHN to mass a media attack geared exclusively for this market.

According to Dale Pon, WHN's director of promotion and former sales manager of WFLJ, a number of commercials promoting the station were taken on Latin tv stations here, as well as the placement of billboards in Spanish neighborhoods.

"The billboards featured Fender with a promotion for the station written in Spanish," he says. "We found that between the two segments of the campaign we noticed an increase in Spanish listeners."

Even before the large-scale success of Fender and Rodriguez, WHN had Latin listeners, but Pon

Fania Contributes

NEW YORK—The Leukemia Society of America and Harlem Teens For Self Help will each be recipients of cash donations from Fania Records honoring the memory of the late singer Tito Rodriguez.

The donations, made at the request of the artist's widow, Tobi Rodriguez, are being made in conjunction with the release of the album "Fania All-Stars Tribute To Tito Rodriguez" and a "Tribute To Tito Rodriguez" concert at Madison Square Garden here Friday (6).

feels the interest in these artists didn't hurt the current demographical surge by the station.

"In my opinion, there are basically two reasons that Spanish-speaking persons listen to WHN," he asserts. "One is because they know they'll hear a certain artist like a Fender or Rodriguez, and secondly because country music deals with adult life experiences that most of these older people can identify with."

Pon says another indication of the

upward movement of Spanish listeners is the large number of Spanish surnamed people phoning the station's request and contest lines.

Although New York has seen a boom in the amount of Spanish people listening to country music, Pon notes that other parts of the U.S. have also found a good crossover market.

"When I go to Texas several times each year, I can see that the Mexican community is becoming more attracted to country music," he states.

Acosta Segura New Owner Of Mexican Discos Rex

MEXICO CITY—Jorge Acosta Segura, a&r and sales director for Discos Rex since its inception more than five years ago, has bought 100% interest from owner Luis Arturo Gil. No terms of the deal were announced, although Acosta Segura reports it was an outright purchase.

The new owner of the label, which basically was relegated to distribution of national product, says there will be an opening up of the foreign market. "Already, within the past month, I have made new licensee arrangements with four different countries, most importantly with Pepe Garcia's Latin International in the U.S."

The other outside deals, which Acosta Segura claims are only for starters are: Duplicassette in Caracas; Fenix in Guayaquil; Discos Fonia in Guatemala. Latter arrangement includes all of the distribution in Central America. "I am in the

process of negotiating with two other territories," adds the new head of Discos Rex.

Acosta Segura, who started in the record business at the age of 11 in 1950, also is mapping plans for a tighter integration of the entire operation. Currently, the 12 pressing machines owned by Rex are scattered in different parts of the city. "We're taking over some property adjacent to our offices to put them, along with a stamper and other equipment, all under one roof."

The purchase of Rex now makes the Acosta family one of the most potent and important running independent labels. Two older brothers, Guillermo and Jesus, have been guiding the fortunes of Discos GAS at a steadily increasing pace also since the early 1970s. Their headquarters are only four blocks apart.

Gil, who is an architect by profession, will resume his career in that business. He also will retain his majority holdings in Lagab recording studios, which he helped to design along with partner Val Valentin more than two years ago. Rex.

Biggest bulk of interchange of product will be with Latin International, perhaps due mainly to the reason that Rex has a strong catalog in mariachi and norteno type music.

Italian Award

LOS ANGELES—ABC Records' soundtrack LP from the film "Nashville" has been awarded best original soundtrack of the year by the Italian Discographic Critic. The award was made on the basis of sales results obtained by ABC Italian licensee CBS-Sugar.

Latin Scene

NEW YORK

Roberto Roena (International) putting finishing touches on eighth album. He rushed into the studio right after finishing his last one because he was "dissatisfied" with it. ... Coco artist Charlie Palmieri is also in the studio, working on a new album with former long-time vocalist Victor Velazquez, currently with Orquesta Ideal (Artol).

Inca artist Tommy Olivencia in town and in high spirits after winning "best orchestra" award in Festival De Popularidad de Musica in Puerto Rico. His next album will mark his 20th anniversary in the music business. Tommy, who was using vocalist Lalo Rodriguez, is now using Paquito Guzman and Simon Perez with his band, La Primarissima.

Ballad singer Yolandita Monge, with latest album Floreciendo, on top of the charts, is already at work on second Coco album, being recorded in Argentina.

Gilberto Monroig also working on new album, featuring five arrangements by Tito Fuente, and the balance of the album will be arranged and conducted by Mericana/Salsoul General Manager Joe Cain and will utilize string arrangements.

Veteran Cuban vocalist Frank "Hachito" Grillo, who along with brother-in-law Mario Bausa, pioneered the Latin New York sound in the 1940s, and whose band has been an institution in New York for 35 years, will soon be recording for Coco Records. Lalo Rodriguez will be joining Machito on the album.

Larry Harlow will be the first salsa band from New York to appear in Tucson later this month. Fania Records has just released a reunion LP

Larry recorded recently with Ismael Miranda, "Con Mi Viejo Amigo."

Speaking of Orchestra Harlow, vocal strength has been added to the band in the form of ex-Ray Barretto and Orquesta Guarare singer/composer Ruben Blades. Ruben won the composer of the year award from Latin New York Magazine this year for "El Cazangero."

T.R. Records will be releasing the best of La Orquesta Tipica Novel in a few weeks. In the meantime, Tito Rodriguez Jr., son of the late and truly great vocalist, is in the studio with his 12-piece band, being produced by Eddie Martinez.

CARLOS DE LEON

MEXICO CITY

Louis Coultelenc and Guillermo Infante, president and international vice president respectively of RCA De Mexico, left Aug. 2 for Tokyo to set up what is described as the first "totally international sales convention ever" for the worldwide record company. It will take place in mid-spring of 1977 and will include not only all of RCA's global affiliates but all of its licensees as well. Infante recently withdrew as RCA's Latin American director to concentrate more on the Mexican operation, the Caribbean territory and specialized events such as the Tokyo '77 gathering. He is being succeeded by Adolfo Pino, RCA Ltd. of Argentina.

Manuel Villareal and his contingent of CBS executives back July 26 from their company's "mini" Latin American convention in Puerto Vallarta and the worldwide conclave in Los Angeles. ... Several Polydor toppers from W. Germany here to inspect company's new local headquarters, according to Mexican general director Luis Baston.

MARV FISHER



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I LIKE IT "NICE"

Billboard SPECIAL SURVEY For Week Ending 8/14/76

Billboard Special Survey Hot Latin LPs™

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IN NEW YORK

POP LPs		SALSA LPs	
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	EYDIE GORME La Gorme, Gala 2001	1	PACHECO El Maestro, Fania 00485
2	CAMILO SESTO Amor Libre, Pronto 1013	2	PETE EL CONDE Pete El Conde, Fania 489
3	YOLANDITA MONGE Floreciendo, Coco 123	3	CHEO FELICIANO The Singer, Vaya 48
4	SOPHY Sentimientos, Velvet 1494	4	FANIA ALL STARS A Tribute To Tito Rodriguez, Fania 493
5	RAUL MARRERO Apt. #2, Mericana 135	5	EDDIE PALMIERI Unfinished Masterpiece, Coco 120
6	JULIO IGLESIAS El Amor, Alhambra 23	6	HARLOW & ISMAEL MIRANDA Con Mi Viejo Amigo, Fania 494
7	IRIS CHACON Iris Chacon, Borinquen 1298	7	CONJUNTO CANDELA Conjunto Candela, Combo 2002
8	BOBBY CAPO Simplemente Amor, Mericana 137	8	FAJARDO Charanga Roots, Coco 124
9	MORRIS ALBERT Dime, Audio Latino 4085	9	TIPICA IDEAL Vamonos Pa Senegal, Artol 6004
10	MARCO ANTONIO Tiempo Y Destiempo, Arcano 13316	10	CHOCOLATE En El Rincon, Salsoul 4108

IN LOS ANGELES

POP LPs		SALSA LPs	
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	YOLANDA DEL RIO La Nueva Dona de La Cancion, Arcano 3337	1	EL GRAN COMBO Mejor Que Nunca, EGC 013
2	JUAN GABRIAL Juan Gabriel, Arcano 3283	2	JOHNNY PACHECO El Maestro, Fania 00485
3	EYDIE GORME La Gorme, Gala 2001	3	KAKO & AZUQUITA Kako & Azuquita, Alegre 6003
4	CAMILO SESTO Amor Libre, Pronto 1013	4	EDDIE PALMIERI Unfinished Masterpiece, Coco 120
5	VICENTE FERNANDEZ A Tu Salud, Cys Cys 1464	5	FANIA ALL STARS Tribute To Tito Rodriguez, Fania 493
6	LOS FELINOS Chicanisimo, Musart 10570	6	HARLOW & ISMAEL MIRANDA Con Mi Viejo Amigo, Fania 494
7	RICHARDO CERATTO Richardo Ceratto, Latin International 5042	7	PETE EL CONDE Pete El Conde, Fania 489
8	MARIO QUINTERO No Mas Contigo, Orfeon 973	8	CONJUNTO CANDELA Conjunto Candela, Combo 2002
9	GRUPO EL TREN Grupo El Tren, Orfeon 38029	9	CELIA CRUZ/PACHECO Tremendo Cache, Vaya 37
10	LOS ZORROS DEL NORTE Que Metida De Pata, Musimex 5091	10	CHEO FELICIANO The Singer, Vaya 48

'Nostalgia' Flames Brighter In U.K.

By PETER JONES

LONDON—The nostalgia boom here, evidenced by a sellout London Palladium bill featuring Johnnie Ray and the Inkspots last week, is continuing its show of strength via release plans by record companies as well.

A compilation album featuring 20 recordings by Jan and Dean, U.S. duo whose surfing sound was a big-selling trend in the 1960s, is being promoted by United Artists in the U.K. through consumer competitions on local radio and newspaper. The LP "Ride The Wild Surf" includes the duo's major hits.

Howard Berman, UA sales promotion manager, says: "Though Jan and Dean have not been in the public eye for several years, there is still a major buying public for their product. Like the Beach Boys, they lived out the whole surfing sound and myth and we are counting on this album being a best seller."

Meanwhile, World Records is on a different kind of nostalgia kick through promotion of a series of albums of music from the great London musicals.

Two releases, "The Co-Optimists," featuring Stanley Holloway, a show which had a five-year run in London's West End, and "Rudolph

Friml In London," spearhead the campaign.

Bryan Tyrrell says that 15 albums in the retrospect series are being pushed, under the slogan "The Great Shows In Retrospect." He adds: "There is a great deal of nostalgia around at the moment, particularly with revivals of 'Very Good Eddie' and 'Irene' in the West End theaters and we want to make people aware of the rare and often historic recordings we have available in the World Records catalog."

The Friml album includes original cast recordings of "Rose Marie," "The Vagabond King" and "The Three Musketeers," all Friml scores.

Other retrospect albums being promoted are Fred and Adele Astaire's "Lady Be Good," "Rodgers And Hart In London," "Noel Coward—The Great Shows," "Cole Porter In London" and "Jerome Kern In London," along with albums featuring original recordings of music by Ivor Novello.

Current big-selling singles in the U.K. include the Beatles' "Back In The USSR," the Beach Boys' "Good Vibrations," "Leader Of The Pack" by the Shangri-Las and "At The Hop" by Danny and the Juniors.

From The Music Capitals Of The World

LONDON

Polydor has given the Spring label (artists including the **Feedback Band**, **Millie Jackson** and **Jay and the Techniques**) its own identity in the U.K., product having previously been on the Polydor label with a Spring logo. . . . **Kursaal Flyers** signed to a long-term worldwide recording pact with CBS, a "friendly and amicable move" from **Jonathan King's** U.K. label.

Spark Records planning a \$18,000 promotion to break **Tommy Hunt**, soul artist, in the company's biggest promotion to date, building the campaign round his new single "Loving On The Losing Side." . . . Winners of television talent series "New Faces," the group **Scobie Smith** has signed with **Pye Records**.

Alex Everitt, formerly with **Leeds Music** here, has set up a new company, **Everblue Music**. . . . **DJM** signed **Original Cast**, a group comprising **Sue Glover**, **Sunny Leslie**, **David Martin** and **Tony Burrows**, all session singers and solo artists associated with 16 top ten singles with combined sales of 26 million units. . . . October and November tourists here include **Tammy Wynette**, **Carl Perkins**, the **Dillardards**, **Wanda Jackson**. . . . **Dave Edmunds**, first a chart name with "I Hear You Knocking," now with **Swan Song**, **Led Zepelin's** record company.

Roger Whittaker opened at London's **Talk Of The Town**, his fourth appearance at the nitespot. . . . **EMI** launched the debut album by **Instant Sunshine**, a four-man line-up in the **Kings Singers** style, with a reception at **Ippy Dois** restaurant in the "notorious" **Shepherds Market** here. . . . Good plaudits for the "old-timers" bill at the **Palladium**, including **Johnnie Ray**, **Frances Faye**, **Billy Daniels** and the **Ink Spots**.

Long John Baldry celebrating 20 years in music, including the "discovery" of **Rod Stewart**, with the release of "This Boy's In Love Again" on **GM**, his first U.K. release in two years. . . . Speculation that **Jonathan King** may leave pop, sell up U.K. Records, and write books, his original ambition. . . . Following departure from **EMI**, **Rod McKuen** pondering new deal for his **Stanyan** label. . . . This year **Andre de Vekey**, **Billboard** regional publishing director, celebrates his 45th anniversary in music business, having started as a professional musician in 1931, aged 18.

Son, **Ben**, for **Warner Bros.** promotion chief **Bill Fowler** and wife **Sandra**. . . . Currently touring U.S. with **Elton John**, Scots comedian **Billy Connolly**, opens new U.K. tour at **Banff**, a Scottish township where he was booted off stage in his early days. . . . **Rick Wakeman** to disband his

English Rock Ensemble backing group because he's involved in so much film, tv and jingle work. . . . First 10,000 singles for **Thin Lizzy's** "Jailbreak" to have special **Vertigo** glossy sleeves with color pictures of the band.

Robert Stigwood appointed **David Gideon Thomson** as deputy chairman of the **Robert Stigwood Group**. . . . **Edwin Starr** now signed to **GTO** for U.K. and Europe. . . . **Rolling Stone**, **Keith Richard**, on drugs possession charge here, plus three driving offenses.

Bay City Roller fans attacked **Nazareth** singer **Don McCafferty** at London's **Heathrow Airport** after he allegedly called the **BCR** group "a load of rubbish." . . . **Eric Clapton** performed to 14,000 fans at the **Crystal Palace** "garden party," his first show here for 18 months. . . . Veteran publicist **Leslie Perrin** back in action after a long spell in hospital. **PETER JONES**

TOKYO

Teichiku Records is launching a new "Jazz Creation Series" Aug. 25 with such LPs as "After The Rain" by **Mabumi Yamaguchi Quintet/Quartet**, "Good Life, Susumu" by **Susumu Arima Trio** and "Milky Shade" by **Kazumi Watanabe Quartet**. The company will be releasing products of young Japanese jazz artists in this series. . . . Six young composer-musicians of the **Yamaha Junior Original Concert** returned recently to Japan after a successful special concert tour in France. The six, **Fumio Kitagawa**, 15, piano, **Yuka Urano**, 12, electone organ, **Michiru Oshima**, 15, electone organ, **Makiko Kobayashi**, 9, piano, **Junko Yokoyama**, 15, piano and **Yukiko Tanaka**, 16, electone organ, were invited to the 13th **Festival de la Rose d'Or de la Chanson** in **Antibes** to perform their own compositions in a two-hour special gala show July 10, the final day of the festival. Their performances were videotaped by the French national television—**TF-1**, and it will be televised in France in late September as a special 52-minute program. The five girls and one boy also gave a concert in **Marseilles**. **Genichi Kawakami**, president of **Yamaha Music Foundation**, who was invited to the **Rose d'Or** festival as a special honorary judge also returned to Japan. . . . **Yasuyoshi Tokuma**, president of **Tokuma Musical Industries**, left for **Las Vegas** to join **Hiroshi Itsuki** of his company who opens his shows there Aug. 1. . . . The 8th annual **Nemu Jazz Inn**, starring **Sadao Watanabe Trio**, **Paul Bley Trio** and **Four King Cousins** (**Tina Cole**, **Cathy Green**, **Caroline Elliot** and **Candy**)

(Continued on page 68)

International

NO-SHOWS, DELAYS BLAMED

French 'Woodstock' Try Misses

By HENRY KAHN

PARIS—The failure of many of the widely-advertised major artists—such as Miles Davis, Jean-Luc Ponty, Al Jarreau, Lenny White, Taj Mahal and many more—to show at the **Rivera '76** jazz-rock festival organized by **Michael Lang** at the **Castellet** motor-racing circuit near **Cagnes-sur-Mer**, France, was certainly a prime cause of the event's failure to achieve anything like the status of a **Gallic Woodstock**.

Held on a 700-acre site, the two-day festival, reportedly a \$1 million venture, was intended to attract 200,000 fans. In fact it produced an estimated 30,000.

Everything was conceived on an over-ambitious scale, even down to the 100 kilometers of film intended to record the scene, a la **Woodstock**, for posterity. Much of the thunder

had already been stolen by prior jazz events in neighboring **Nice**, **Antibes**, **Salon de Provence** and **Nimes**.

The fact that the start was half a day late didn't help matters, either. Delays are endemic to festivals, but when stretched to this length they are intolerable. And the non-appearance of many big names did not engender much enthusiasm among the crowd who finally had the impression that they were there to take part in a **Woodstock-style** film rather than to listen to music.

SUDDEN U.K. CHANGE

New Roles Mapped For Island Operation

By BRIAN MULLIGAN

LONDON—In an unexpected change of responsibilities at **Island Records** here, **David Betteridge** has been replaced as managing director by **Tim Clark**, marketing director.

Promotion of **Clark** means that **Betteridge** takes over as chairman, with special responsibilities for financial direction of the company. The move is part of a revamping of **Island's** administration which will isolate the financial side from the routine aspects of talent acquisition, marketing, production, sales and distribution.

The decision of **Betteridge** to stand down from the managing director position comes some three months after the fifth anniversary of a similar decision by **Chris Blackwell**, joint founder of **Island** with

Betteridge, to relinquish the chief executive's role in favor of concentrating on talent acquisition.

Blackwell resigned his post some months after the first unsuccessful bid by the **WEA** group to purchase the company—and towards the end of 1975, **WEA** made another purchase attempt. However negotiations finally broke down about nine months ago.

This move to separate the financial side from the other operations is latest in a series of changes which have seen several staff departures, among them head of a&r **Richard Williams**, along with **Robert White**, business affairs manager, who has just joined **Bell/Arista** in a similar capacity.

Betteridge says that **Island's** turnover in the U.K. this year has increased some 42% from the same period of 1975. "While outlook is healthy in terms of volume, we have been taking into account current market trends and streamlining every aspect of our operation in order to function more effectively and efficiently than before."

Clark's climb to the managing directorship has been over 11 years, having joined the company as production assistant. In 1968 he was appointed assistant to **Betteridge** as well as production supervisor and in 1971 was made a director with special responsibilities for marketing.

Island's business affairs director **Tom Hayes** continues to work directly with **Betteridge** while **Fred Cantrell** goes on as general manager with sales and promotion responsibilities.

Mountain Execs Killed In Crash

LONDON—**Bill Fehilly** and **Bob Storm**, co-directors of **Mountain Management**, **Mountain Music** and **Panache Publishing**, were killed when the **Piper Aztec** charter plane they were traveling in crashed on its way to **Blackpool Airport** in the North of England.

Fehilly's son **Liam** was also a victim. The three were returning from a visit to **Nazareth** group members' "tax haven" on the **Isle of Man**.

Fehilly formed **Mountain** six years ago with **Derek Nichol**. He had a long-standing association with **Nazareth**, **Alex Harvey** and the **Baker Gurvitz Army**, all currently under the **Mountain** banner.

He was also chairman of **Top Flight Entertainment**. **Storm** was the legal brain behind **Top Flight** and worked with **Mountain** in the capacity of legal and financial consultant.

Jazz Festival Wins Plaudits

By JUUL ANTHONISSEN

HAGUE—The ambitious three-day **North Sea Jazz Festival** promoted by **Paul Acket** and **Mojo** and based very much on the format of the **Montreux Jazz Festival** was a major success.

Held in the **Hague Congress complex**, the festival featured jazz in at least five halls simultaneously from 7 p.m. until 4 the following morning with more than 50 groups and soloists.

Major highlights were a big band battle between the **Thad Jones-Mel Lewis Band** and the **Count Basie Orchestra**, an inspired set by the **Stan Getz Quartet**, a spectacular presentation by the **Sun Ra Arkestra** and some superbly crafted music by the **Cedar Walton Quartet** in which tenorist **George Coleman** was outstanding. **Coleman** is rapidly emerging as one of the modern giants on the tenor saxophone.

There were fine performances, too, from the **Horace Silver Quintet**, from the supreme masters of the cool school, **Warne Marsh** and **Lee Konitz**, and from the ever-ebullient **Dizzy Gillespie**.

Joe Albany, **Sir Charles Thompson** and **Randy Weston** impressed with solo piano recitals and trumpeter **Pee Wee Erwin** proved himself to be a much under-estimated soloist.

Organization of the festival was efficient and ancillary attractions included presentations of jazz films and videocassettes, photographic exhibitions and an extensive record market. The festival will be staged again next year.

EMI To Handle Motown In Italy

ROME—**EMI** will distribute **Motown** product here beginning in September, says **John Bush**, director of **EMI Italiana**.

Bush says **EMI** will unveil a new **Motown** logo and present the new **Stevie Wonder** album at the company's annual convention in September.

"I had a happy personal association with **Motown** when I was with **EMI** in **Mexico**, and I expect we can get the job done here," says **Bush**, who describes his successful negotiations with **Ken East**, international director of **Motown**, as "a meeting of the minds."

Motown has, until now, been distributed in Italy by **Ri-Fi**.

Dealer Input

By DAVID LONGMAN

LONDON—**Selecta**, the U.K. distribution subsidiary of **Decca**, is operating a sale-or-return program to more than 1,250 dealers throughout the country.

The campaign is known as "Singles Scale Out" and follows five months of pilot attempts.

Ralph Smedley, **Selecta** sales manager, says that six copies of any one record at most are sent to dealers on an s-o-r basis and those chosen are thought to have chart potential. In two months, six have been picked, including new releases from **Robin Sarstedt**, **Ray Thomas** (only in the London area), the **Chi-Lites** and **Hamilton Bohannon**.

The scheme was originally envisaged to boost **Decca-only** product, though now all **Selecta** material is taken into account. "If, say, **Trojan** comes to us with a request for a record to be included, we consider it but the final decision is up to us."

Through computerization, it is possible to send out any record to an area where it is thought there is a demand. **Smedley** says: "The secret of making the plan a success is to be selective about which product is included. There is no point lumbering a dealer with stock. A record sent out s-o-r has to be related to television or radio exposure—as happened with the **Ray Thomas** record, then heavily promoted on **London's Capital Radio**."

Smedley claims the percentage of returns has, so far, been very small. "The intention is not to hype the dealer but to offer a worthwhile service. If a dealer wishes to join the scheme, all he has to do is fill out an agreement, which can be cancelled by a phone call."

Hancock No-Show

Rowdies, Rain Mar Free Jazz Festival

By ROMAN KOZAK

PERUGIA, Italy—The third annual Umbria jazz festival ended on a chilly note this year with 20,000 fans sitting on a mountaintop on a cold, rainy evening waiting for headliner Herbie Hancock who never appeared.

Hancock's no-show on Sunday night capped a week of vandalism, political hooliganism and bad weather which have plunged the future of the festival into doubt. There have been calls in the regional assembly of Umbria either to reduce the festival's scope next year or cancel it altogether.

"The returns are not all in, but we expect that the festival cost us about \$80,000, which includes all artists' fees and damages," says Luigi Nuzzace, an official at the Umbria tourist office. "Because of the violence and damage, I cannot say whether we will have a festival next year."

The Umbria festival was a six-day, six-night event that moved daily to a different town and village in the Umbria region north of Rome. All the concerts were free—paid for by the region's rul-

ing socialist-communist administration. This year's stars included Sarah Vaughan, the Stan Getz Quartet, Art Blakey's Jazz Messengers, Dizzy Gillespie, Sam Rivers, the Cedar Walton Quartet, Don Pullen and Enrico Rava, among others.

Because Umbria accedes to the demand of political activists "for free music for the people" it expected to avoid the troubles that have plagued so many music presentations in Italy. But having got their free music, the extremists turned on a local supermarket and a train station for free food and free transportation.

They "liberated" food from a supermarket and later demanded a free train trip to the festival site. There were several arrests which, in turn, provoked demonstrations.

According to reports here, the reason Hancock refused to perform was because he objected to playing for a non-paying audience, even though he himself was being paid. Hancock apparently argued that free audiences come to an event no matter who is playing and do not respect the individual artist.

International Labels Split On New TV Series

LONDON—U.K. record companies are split in their attitudes to the new television series "Superpop '76" which is currently being independently produced by Mike Mansfield for screening by commercial stations.

Among those backing the show are Bell, EMI, RCA, Magnet, Spark and CBS. But some other companies, notably Pye, GTO, Polydor and DJM, have declined to support the series by paying a fee for their acts to be featured.

The main area of disagreement is over the principle of whether record companies should be expected to underwrite the cost of the shows and, secondly, whether this method of financing a series could be construed as an infringement of Independent Broadcasting Authority regulations which forbid sponsorship.

Mansfield takes the view that the regulations refer only to station-originated programs and do not cover independent productions.

Eleven shows are being recorded, five scheduled for transmission by London Weekend TV on Saturday mornings, beginning July 31. The remainder are lined up for screening later in the year.

Production is by Mike Mansfield Enterprises and record companies have been asked to contribute about \$8,000 toward the cost of each 17-minute slot. Additionally, it is said, the record companies will pay the artists the Musicians' Union scale fees.

Apart from the exposure potential of the series, companies taking part see the possibility of a return on investment through overseas sales. Proceeds from sales abroad will be shared between the record companies and the production company, which also offers the chance to produce a special promotional clip as part of the deal for artists.



DIAMOND GOLD—CBS singer Neil Diamond, sixth from left, is joined in his room at the Century Plaza Hotel in Los Angeles were top label executives presented him with gold disks from around the world during the company's recent annual convention. The presenters, from left to right, are Maurice Oberstein, U.K., Terence Lynd, Canada, Alain Olivier, Belgium, Tomas Munoz, Spain, Walter Yetnikoff, president, CBS Records Group, Dick Asher, president, CBS Records International, Paul Tesselaar, Netherlands, Peter de Rougemont, vice president, European operations, A. William Smith, Australia and Hilton Rosenthal, South Africa. Not shown are Norio Ohga, Japan and Rudolf Wolpert, Germany.

From The Music Capitals Of The World

• Continued from page 67

Wilson) was held July 24 at the outdoor stadium at Nemu-no-Sato, Mie Prefecture, and drew 4,000 fans. The jazz festival was held under the sponsorship of the Yamaha Music Foundation and continued throughout the night until 5 a.m. the next morning. Paul Bley, who visited Japan for the first time in 1963 with Sonny Rollins, led a trio composed of a bass player Gary Peacock, drummer Barry Altschul, and himself on piano. Other Japanese performers besides Sadao Watanabe Trio were Yosuke Yamashita Trio, Kazumi Watanabe Quartet and Tatsuya Takahashi and Tokyo Union. . . . Toshiba-EMI will release on Island label the album "Go" by Stomu Yamashta, Steve Winwood, and Michael Shrieve Aug. 20. On the album, Yamashta is heard on percussion, strings and synthesizer, Winwood on piano and guitar, Shrieve on drums, Klaus Schulze on synthesizer, Rosko Gee on bass guitar and Al Dimeola on guitar. ALEX ABRAMOFF

BUDAPEST

The Szeged open-air concerts in Cathedral Square notched up 80,000 advance ticket sales and ensured sellout business for each of the 16 concerts. Featured on the program were "Tragedy Of Man" by Madach, Johann Strauss' "Zigeunerbaron," Verdi's opera "Nabucco" and a program by the National Hungarian Folk Ensemble.

Celebrated Hungarian actor Zoltan Latinovits, who scored a great success in his first musical role, "The Dog Who Was Called Mr. Bozzi" (Billboard March 27), committed suicide following a nervous breakdown. He was 45 and his death is viewed as an enormous loss to the Hungarian theater. Stepping into the role of Bozzi is newcomer Kalman Hollai-Heiser. A new production will open Nov. 5 in the Municipal Operetta Theater.

The 10th Bartok Seminar started Aug. 4 at the Ferenc Liszt Music Academy in Budapest. Young violinists, pianists, string quartets and many music teachers attended the event. Most participants—35 artists from 19 countries—attended for the piano class and nearly all will take part in the Liszt-Bartok piano competition in September. They had the opportunity to practice obligatory pieces with professors Paul Kadosa, Lajos Hernady and Istvan Antal. Participants were also able to have rehearsals with the Postal Symphony Orchestra under Gyula Nemeth and with piano virtuosi Desso Ranki and Gyula Kisa.

The violin seminar was held by Hungarian-born Belgian professor Endra Gertler, assisted by Swedish violinist Nila Pieron and the string quartet seminar was conducted by professors Andras Mihaly and Vilmos Tatrai.

Hungarian girl conductor Katalin Varadi scored considerable success when she took sixth place in the Gino Marinuzzi conductors competition held in San Remo, Italy. Varadi received her conductor's diploma three years ago at the Budapest Music Academy and attended a conductor course run by Igor Markewitch in Weimar, East Germany. She received, in addi-

tion to prize money, an invitation to conduct a concert in a big Italian town and a gift of 200 scores offered by the Ricordi publishing house.

PAUL GYONGY

WARSAW

Living Blues, the rock group from Holland played here in a huge marquee erected in the heart of the city, with movies shown after each rock concert. . . . U.K. chart group Mud here on a series of sell-out concerts. . . . Karel Gott, especially popular here with MOR fans, in for concerts at the Warsaw Congress Hall Aug. 30-31.

Renaissance, rock outfit from England, here for Sopot and Warsaw concerts, with particular interest shown in group singer Annie Haslam. . . . Hungarian group Lokomotiv GT, regular visitors to Poland, spent two weeks here for concerts in Szczecin. . . . Polish team the Old Timers, traditional group, toured the German Democratic Republic and Switzerland, mostly in jazz clubs. ROMAN WASCHKO

New Guidelines For French TV

PARIS—So dissatisfied is the French Government with the three television networks here that it has laid down a series of guidelines aimed at upgrading program quality. The three major programming areas likely to be affected are plays, serials and news reports or documentaries.

The government has laid down quotas which for the first two networks will increase the number of hours per year, presumably for original works of fiction, from 197 to 300.

Another change is that top viewing time must be occupied either by entertainment, informational or cultural programs. The annual license fee has been increased to \$32 to pay for the changes.

It seems clear that the government wants to see more new names and new faces. Coupled with the call for more entertainment shows at peak time, it should mean that pop music programs will be looking for new talent to break the monopoly enjoyed by the "old familiar" acts.

This is not the first time criticism has been levelled at French tv. When French television was divided into three separate companies in 1974, it was hoped this would encourage competition. But the government evidently does not believe that the competition has produced the desired results.

Scottish Chain: New Life

LONDON—Scottish retail chain Bruce's Records has been taken over by the Guinness group subsidiary Caledonian Pharmaceutical Holdings. A 76% interest in the chain, which closed four stores in June this year because of financial and market pressures, has been acquired by Caledonian.

Under the new management, the board has been restructured. Broth-

Heath Leaves Gaff; Forms Publishing Co.

LONDON—Andrew Heath has set up his own independent publishing venture, Andrew Heath Music Ltd., following his resignation as managing director of Gaff Management. He will be operating from his flat in London's Marylebone Road.

Plans are for a small roster of songwriters, aiming to build a catalog of mainly U.K. copyrights with international potential. He has also linked up with Rudi Slezak and Horst Schmolzi of Rudolf Slezak Musikverlage, Hamburg, whose catalog embraces German acts such as UFO, Jane and Scorpions.

In addition, the firm will be involved with the publishing arm of Alan Bates' Black Lion and Freedom jazz record labels, and handling Ronnie Bond Music, an advertising jingles operation. Heath has been associated with Bond on a number of campaigns in the past.

Heath's roster boasts two singer-songwriters at present: David Shortt, now recording for RCA, and John Cann, a former member of Atomic Rooster who has yet to sign a disk deal.

Five years with Gaff Management, Heath was professional manager for Sunbury Music prior to that. Working with him at his new company is Carolynne Wyper, previously at Gaff.

ers Bruce and Brian Findlay remain joint managing directors, but they are now joined by Len Roncone, financial director of CPH's retail arm, R. Gordon Drummond.

A first move is to re-open the Bruce's branch in Rose Street, Edinburgh and the rate of expansion afterwards will, says Roncone, depend on site availability.

Bruce Findlay says: "We're delighted at the takeover. Instead of working for the banks and our creditors, we are working again for Bruce's Records.

"I admit we over-extended ourselves at a time when business was going downhill. The new ownership gives us the facility to develop full potential."

The Drummond chain of retail chemists has itself expanded considerably over the past four years, from 12 outlets to 150. Some 75 are spread through Scotland, the rest in England and Wales. Six of the central Scotland branches already have record departments—and the expertise available to those via the Bruce's Records management is one reason for the takeover.

However, Roncone says the first priority is to expand the Bruce's chain. "The current disk sales slump, partly to blame for the original cut-back of Bruce's stores, is only temporary," he offers.

Fatal Crash

MADRID—Well-known Discos CBS songstress Cecilia was killed in an automobile accident while returning here from a concert Aug. 2. She was 26.

Born Ava Sobrido, she grew up in Philadelphia where her father served as Spanish consul. Early in her career she was a protegee of popular Spanish artist Juan Carlos Calderon. Cecilia recorded five LPs for the label, one of which is still to be released.

International Turntable

• Continued from page 64

signed as April Music talent acquisition manager in London. . . . Robert White has joined Bell/Arista, U.K., as business affairs manager, a position he previously held at Island Records.

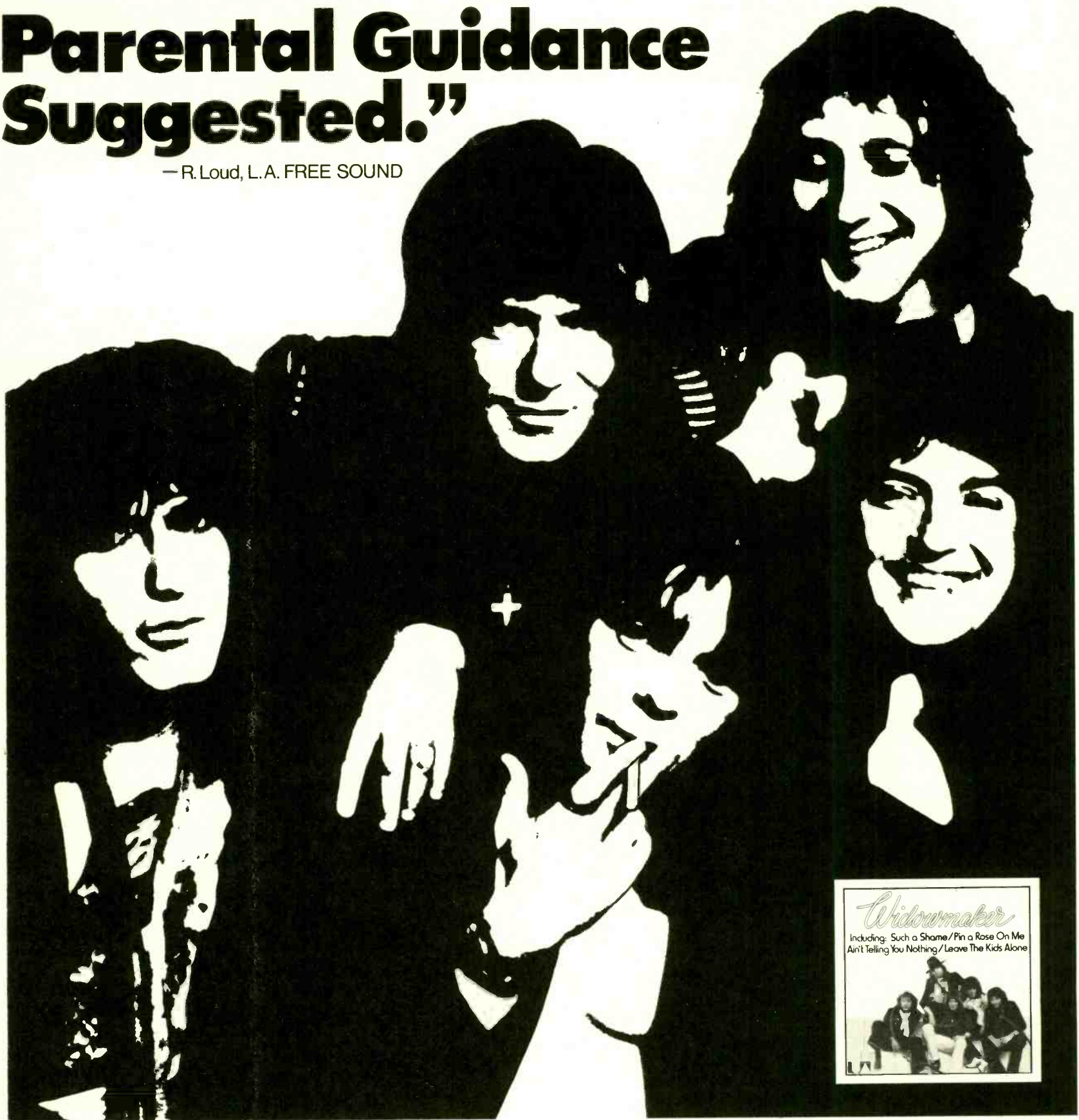
Peter Reichardt has been appointed professional manager of Warner Brothers Music in London. Formerly with Island Records, Reichardt was at one stage involved in the promotion of Elektra/Asylum and Warner Bros. Records repertoire. Prior to joining the record industry he worked in the BBC gramophone library.

John Andrews has been appointed technical director of EMI's Audio Visual Services Division, which runs EMISON and EMITEL. Andrews, a scientist, will also act as a liaison with technologists working in EMI's audio-visual research laboratory and EMI technologists in international operations.

David Mackenzie has been made a director of EMISON. A Canadian, he was previously sales manager with the company and held various positions in publishing and industry marketing before joining EMI in January this year. The Andrews and Mackenzie appointments are part of EMI Audio Visual's expansion in the videodisk and audio/film production markets.

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Disco Disks Boost Sales

• Continued from page 4

Coast have been disturbed because
the East Coast deejays seem to be
ahead of them in getting records. We
have made up a list of what's selling
and in what order it's selling. This is
a service that keeps West Coast deejays
on top of the disco record happenings."

As a service to its customers, in ad-
dition to its own disco survey, the
store has a bulletin board with Bill-
board's weekly disco action charts.

It also rents its front windows to
the labels for disco advertising. The
latest are 20th Century for Broad-
way Brass and Atlantic Records for
"Lady Bump" and "Disco-Trek"
LPs.

Branam notes that disco is trendy
and the biggest selling records are

the ones with the current trendy
beat.

"There have been three major
disco trends in the past year. First,
there was the reissuing of oldies
adding a disco beat, then came the
Gloria Gaynor basic sound and then
the Van McCoy sound.

"There is some basic disco sound
that comes out about every four
months, and a large percentage of
the records released during that pe-
riod will have that sound.

"As long as the labels will con-
tinue to plug the trend, whatever it
is, they will sell records. If they try
to stay where they were a year ago, or
try to change but not change in the
right direction, the records will not
be played in discos," he says.

ONLY A FEW ARTISTS

Amherst Entry Into LP Mart Imminent

NEW YORK—Entry into the al-
bum field is planned by Amherst
Records, division of Buffalo-based
Transcontinent Record Sales, a ma-
jor rack operation owned by Len Sil-
ver. .

While Silver has held title to the
label for several years now, the oper-
ation has been active as a singles
company only since last May. In that
time eight 45s have been released.

"We'll be getting involved with a
select few artists," explains Barry
Lyons, director of marketing and
publicity. The emphasis will be on
acts that have already released prod-
uct, not on total unknowns.

Lyons projects that a year from
now the label should have five to six
album artists on its roster.

Key to the label's plans is the Da-
vid LaFlamme Band, just recently
signed. LaFlamme, former founder
and leader of the now defunct It's A
Beautiful Day group, is currently in
the studio with his musicians com-
pleting an LP. Release of the album
is tentatively scheduled for early
September. Four albums are cov-
ered by the terms of his pact.

Additional albums are planned
from such artists as Cock Robin,
Sean Elio Santiago and the New
City Jam Band. This last grouping
features either one-shot deals or
commitment to one LP with options
to follow.

It's also understood that Amherst
is talking with U.K.'s Chip Hawkes
and Barry Melton.

The musical direction of the label

with its expansion will basically be
in the "pop-rock bag," says Lyons.
Involvement in the r&b market will
continue, he continues, but will be
centered on the Gold Plate, also
owned by Silver, and Soul Inter-
national labels. The latter firm was
recently signed to a distribution
deal. Its principal is August Moon.

Johnny Lloyd, formerly with Bud-
dah, also was recently named to
coordinate and beefup Amherst's
overall involvement in black music.
In addition to the above two la-
bels, Amherst also distributes DJM,
a deal signed last September.

The bulk of Amherst new record-
ings will probably be done at Buf-
falo's Trackmaster Audio, 16-track
studio.

Zimmerman

• Continued from page 10

"No major record company can
afford to hang its hat on the single
releases of the next month. Not any
more."

Today, Zimmerman keeps in close
touch with personnel at the firm's 13
offices. "Once a month, I take either
Jim Mazza, vice president of mar-
keting, or Bruce Wendell, vice presi-
dent of promotion, with me and
we'll hit two or three markets.
They're really just rap sessions. We
get more merchandising ideas out of
the field than anywhere else. I came
out of the field myself and, for that
reason, take a great deal of pleasure
in working with our field people."

Zimmerman took over from
Brown Meggs Feb. 1; Meggs was
promoted to assistant to president
Bhaskar Menon, but has since left
the company.

"This company has had its ups
and downs over the past three or
four years," Zimmerman says. "But
they were mostly ups. And now
we've got a new marketing and pro-
motion team together and we're all
totally involved in the company and
totally dedicated to being success-
ful."

MCA Peron LP Due

LOS ANGELES—MCA Records
will release "Evita," an opera based
on the life of Eva Peron, wife of Ar-
gentine dictator Juan Peron in Octo-
ber.

"Evita" is the first piece Andrew
Lloyd Webber and Tim Rice have
collaborated on since "Jesus Christ
Superstar." MCA is formulating
special marketing plans to be imple-
mented when the LP is released.

WE BELIEVE, SAY PHILLIES

PHILADELPHIA—Since Kate
Smith and her singing of "God Bless
America" provided the musical in-
spiration that brought a champion-
ship twice to the Philadelphia Flyers
hockey team, the pennant-bound
Phillies baseball club has also
turned to the musical sound as a
good luck charm. The accolade goes
to the Lettermen and their singing of
"I Believe."

The Phillies insist they first expe-
rienced the magic of "I Believe"
when the Lettermen dedicated the
song to a number of team members
visiting the Latin Casino theatre-rea-
staurant. An eight-game winning
streak followed after hearing group
at the club on May 22. From that
night on, at every game, the Letter-
men dedicate "I Believe" to their
"special friends in Philadelphia."

To make sure the song magic
keeps working for them, the Phillies
invited the Lettermen to be their
special guests at a home game at
Veterans Stadium July 26.

Jazz Beat

• Continued from page 13

Adams. The Spotlight material showcases Joe Al-
bany, Red Rodney, Cecil Payne, Al Haig, Duke
Jordan, the Jay McShann orchestra with Charlie
Parker and Coleman Hawkins among others.

Upcoming releases from Pausa will be by
Jean Luc Ponty, Randy Weston, Red Mitchell
and Lee Konitz. Label just issued a Gerry Mulli-
gan LP cut in Milan. . . . the David Eyes Quartet
played the Brook in Manhattan in mid-July. Cel-
list lead is accompanied by alto and soprano
sax, bass and drums.

Count Basie, James Cotton, Jimmy With-
erspoon, Dizzy Gillespie, Helen Humes and
Johnny Shines are among the first acts named
for the 19th Monterey Jazz Festival, Sept. 17-19
at the Monterey Fairgrounds. . . . Eric Kloss
played the Childe Harold Club in Washington,
D.C. . . . Keyboard leader Rio Clemente played
Willy's in Greenwich Village. . . . Sonnet of Stock-
holm plans to release five LPs on its British
Sonnet label this fall. They are all newly recorded
and feature Dizzy Gillespie, Barney Kessel,
Sonny Stitt/Art Blakey, Al Cohn/Zoot Sims and
Lee Konitz, Ruby Braff, Howard McGhee/Illinois
Jacquet, Vic Dickenson, Buddy Tate, Paul Quini-
chette, Jay McShann, Art Farmer and Red Rod-
ney.

King Arthur, a club in the San Fernando Val-
ley suburb of L.A., is vying for the "home of big
bands" monicker. Club has booked such local
aggregations as Bill Holman, Bill Berry, Terry
Gibbs, Ed Shaughnessy. . . . The World's Great-
est Jazz Band next plays Duke Ellington on its
upcoming fall LP. Band recently played for Pres-
ident Ford at the White House.

The Las Vegas Jazz Society has worked out a
jazz night for one Wednesday a month with Lo-
cal 369 at the union's headquarters. The first
session was July 14. The intention, explains
Monk Montgomery, society president, is for jams
to develop and rap sessions to lead to better un-
derstanding of members.

Paul Tanner has resigned as executive direc-
tor of the World Jazz Assn. in L.A. due to a se-
rious illness with his wife Bunny, who has worked
closely with him in the formation of the organi-
zation. Bill Cox, brought in several months ago,
now takes over that responsibility.

WNMR-FM in Marquette, Mich., needs LPs
for its programming, notes George Wendt. . . .
The second annual Santa Barbara Autumn Jazz
Festival is slated for Oct. 1-3 in the 4,000-seat
Santa Barbara County Bowl. R. Deniz Lee, festi-
val creator and executive director says his first
acts are Dizzy Gillespie, Stanley Turrentine, Lon-
nie Liston Smith, John Klemmer, Supersax, Pa-
trice Rushen, Willie Bobo and Irene Kral. The
Jazz Seen club will get in the action by keeping
an "after hours" club open after the Bowl activi-
ties. A Santa Barbara high school group will back
Dizzy and Turrentine during the Sunday after-
noon show.

Send items to Jazz Beat, Billboard, 9000
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Billboard's Top Album Picks

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Billboard SPECIAL SURVEY For Week Ending 8/14/76

Number of LPs reviewed this week **34** Last week **57**

Spotlight

Pop

FAITH, HOPE & CHARITY—Life Goes On, RCA APL1-1827. A high-quality progressive soul LP with this proficient trio doing ample justice to the writing and production of prolific Van McCoy. The album is a perfect demonstration that high technical skill does not have to cancel out high spirits or strong feelings. Most of the material is determinedly optimistic, with just enough broken love complaints to keep the package from becoming overly syrupy. The group harmonizes prettily and attacks the lyrics with thought-out intelligence. With a fast-starting single from this LP, the trio looks as if it is moving up to the next major plateau in its career.

Best cuts: "You're My Peace Of Mind," "Life Goes On," "Positive Thinking," "A Time For Celebration," "You've Gotta Tell Her."

Dealers: Make sure your Van McCoy fans know he's heavily involved in this package.

Country

BUCK TRENT—Bionic Banjo, ABC/Dot DOSD-2058. Trent, who has backed Porter Wagoner and Roy Clark, steps into the spotlight with a lively LP, mainly featuring his up-tempo five-string banjo playing. Steel and piano help complement Trent's proficient banjo work. Includes his current comedy recitation, "The Wrestling Matches," but "Donald Is A Duck" is even stronger. Radio stations should go strong with "take-us-up-to-newstime" instrumental segments culled from this fresh album. And that should spur sales. Plenty of vitality in production, from Glenn Sutton, and in performance, from Trent, result in a well balanced, promising LP.

Best cuts: "Bionic Banjo," "Flint Hill Special," "Trent's Tornado," "Donald Is A Duck," "Tic-Tac-Toe."

Dealers: Trent is coming into his own as a solo entertainer. Hopefully, DJs will identify Trent when playing his instrumental numbers. This will boost sales.

Jazz

THE CHARLIE PARKER SIDES—Norman Granz Jam Session, Verve VE2-2508. This is one of the more important jazz reissues this year. The classic Norman Granz jam of 1952 is presented in its entirety and it's a winner. Featured musicians are Charlie Parker, Ben Webster, Benny Carter, Johnny Hodges, Oscar Peterson, Barney Kessel, Ray Brown, Flip Phillips, Charlie Shavers and J.C. Heard. With names like these in top form, this LP is important for people getting into classic jazz for the first time, as well as the collector who has lost these sides through the years.

Best cuts: Impossible to pick a few, since they're all classics.

Dealers: Display this prominently, letting buyers know who plays on it.

First Time Around

BYRON BERLINE & SUNDANCE, MCA, MCA-2217. One of the most successful albums attempting to combine elements of bluegrass country with a contemporary production sound. Berline, a fiddling and picking veteran of key country-rock pioneer groups, manages to lead his new aggregation into the commercial mainstream without sounding too much like the Eagles. The music is easygoing without being dull and makes for enjoyable listening.

Best cuts: "Lea," "It Hurts So Much," "Cold In California," "Till I Gain Control Again."

Dealers: Stock country and pop.

HIGH COTTON, Island ILPS9395. It's hard to think of another Southern rock horn band besides White Trash. But that's exactly what we have here, chockful of tasty jazz-rock riffs. The basic melody structure is elementary rock and the vocals could use more fullness. But there seems to be a lot of energy being channeled here via the Allen Toussaint co-production. This band ought to be able to generate enough personal appearance excitement to get somewhere if it can keep its momentum building.

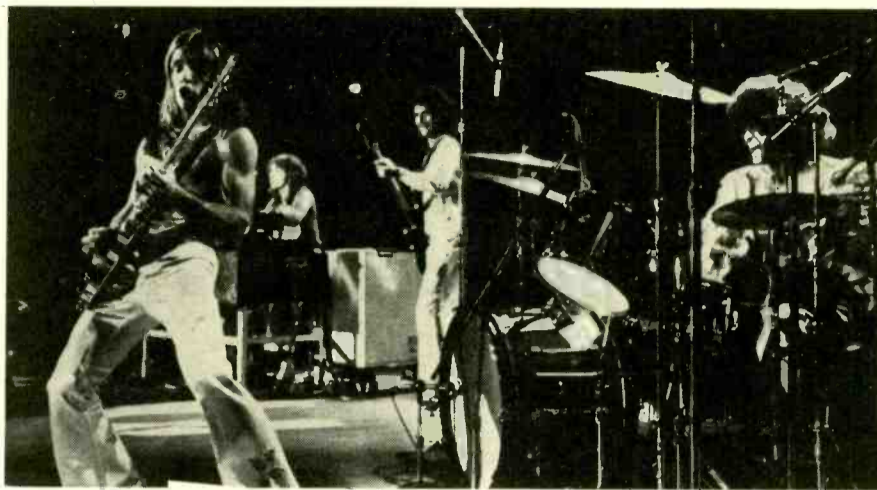
Best cuts: "It All Feels The Same," "Up Yours Mother," "This Time Around."

Dealers: Good hard rock material.

LA SEINE—Like The River, Ariola America ST-50008. Churning, sometimes thunderous metallic rock from a new group composed of veterans of other U.S. aggregations. Fortunately, the lyrics and the musical construction show that some originality is being brought to the form, rather than a rote repetition of old riffs. Its strongest point is the total sound of each song, rather than any individual singer or instrumentalist.

Best cuts: "Tango All Night," "I Want To Believe In You," "Let Us Grow," "You Turn Me Around."

Dealers: A good display bet for college-oriented shops.



GRAND FUNK RAILROAD—Good Singin', Good Playin', MCA, MCA-2216. Aside from being Grand Funk's first album on its new label, the curiosity value here is that it was produced by a big daddy of avant-garde rock, Frank Zappa. Actually, on this assignment Zappa merely had to do straight-faced the basics of rock'n'roll which he has been parodying for a decade. Thus, although the overall sound texture is as smooth and slick as the last few albums produced for Funk by Todd Rundgren, another avant-rocker, there are still enough raunchy protest-type cuts to prove that leader-writer Mark Farner still remains in touch with his punk-rock constituency. With tunes like "Don't Let 'Em Take Your Gun," "Big Buns" and "1976," the Railroad serves notice that it isn't about to go uptown on the massive youth following that built it into a smash album act.

Best cuts: "Can You Do It," "Just Couldn't Wait," "Crossfire," "Pass It Around."

Dealers: MCA has a top priority on this one and can be expected to go all out.

Billboard's Recommended LPs

pop

ROGER WHITTAKER—Reflections Of Love, RCA APL1-1853. It remains to be seen how sustained a following Whittaker has built on the basis of his one off-beat MOR crossover hit single. But this followup album of soft, mid-tempo adult ballads shows that the artist-writer has a skilled, versatile command of his genre. Sort of an English Rod McKuen, Whittaker comes up with melodies that show his unusually sweet tenor to best advantage. He is considerably more than Muzak and has a lot to say to his specialized audience. **Best cuts:** "Before She Breaks My Heart," "Time," "It's Your Love," "Here We Stand."

GIORGIO—Knights In White Satin, Oasis OCLP 5006 (Casablanca). Giorgio Moroder, the Munich production whiz behind Donna Summer's hits on this label tries it as an artist. Not surprisingly, the LP's six tracks are long disco jams, mainly instrumentals with vocal interludes that tend towards orgasmic moaning. Even the Moody Blues title tune is broken up into this treatment. Giorgio's hoarse, thick-accented vocals are an obstacle to U.S. acceptance, despite moments of brilliance in the instrumental arrangements. **Best cuts:** "Knights

In White Satin," "In The Middle Of The Knight," "Oh, L'Amour."

BURNING SPEAR—Man In The Hills, Island ILPS 9412. Another good reggae LP by another group that hasn't made its presence particularly well known to the U.S. public yet. There's the usual relaxed, semi-hypnotic musical effect despite bombastic protest lyrics. But it's still somewhat problematic how much of this material the current market will absorb. **Best cuts:** "Lion," "Man In The Hills," "People Get Ready."

ELECTRO MAGNETS—E.G.M. SD-1001. Four-man group serves up a mostly instrumental set that is jazz influenced, but will appeal primarily to rock buyers. Material ranges from high-powered hard rock to highly fluid pop, with even one smooth vocal number included. Four songs-to-a-side approach keeps the numbers from rambling. **Best cuts:** "Salem" (the vocal cut), "Motion," "Nova Scotia."

ENOCH LIGHT & THE BRASS MENAGERIE—The Beauty Of Brass, Project 3 PR2-6017/6018SD. This "best of" three prior LPs runs the gamut of Light's full range of modern brass sound, offering both the sweet and the bold on a solid two-LP

set. **Best cuts:** "Both Sides Now," "Soulful Strut," "Theme From 'Shaft,'" "Aquarius," "I Feel The Earth Move," "Proud Mary," "MacArthur Park."

soul

RUDY LOVE & THE LOVE FAMILY, Calla CAS1237 (ATV). Solid if not particularly original soul-disco entry from a funky horn-oriented band-and-vocal unit. Rudy Love's throaty vocals owe a bit to Sly Stone. Good all-around r&b listening. **Best cuts:** "Ain't Nothin' Spooky," "Shake Your Tail Feathers," "Does Your Mama Know," "Love Electricity."

DETROIT AFTER HOURS—Vol 1, Trix 3311. This adventurous attempt has paid off. Producer Pete Lowry went into an after-hours blues piano party in Detroit and recorded seven of its attendees. While almost all of them are unknowns, except Boogie Woogie Red, the music is outstanding. **Best cuts:** Check out all of them.

jazz

BERNIE SENENSKY—New Life, P.M. PMR 006. Senensky is a well-known Canadian pianist whose credits include Art Farmer, Elvin Jones and Joe Williams. Surrounded by bassist Michel Donato and drummer Mary Morrell, Senensky plays exciting piano—sometimes electric, but mostly acoustic. His style is interesting, as his runs are similar to that of a saxophonist. **Best cuts:** "Lolito's Theme," "Another Gift," "B.B.," "New Life Blues," "Ronnie," "Beloved Gift."

HEINER STADLER—Jazz Alchemy, Labor LRS 7006. Although this LP is a little too esoteric for some tastes, it does have some moments that could excite even the most staunch traditional jazzman. Featuring a trio of Charles McGhee on one and sometimes two trumpets at the same time, bassist Richard Davis and drummer Brian Blake, the music is made up of six pieces for these instruments by composer musician Heiner Stadler. **Best cuts:** "Still Bebop," "Self Portrait."

LOUIS STEWART & PETER IND—Baubles, Bangles and Beads, Wave LP 12. This duet LP of guitar and bass is highly reminiscent of the Jim Hall-Ron Carter sessions several years back. Stewart is a newcomer with great promise. His guitar stylings, similar to Hall, Jim Raney and even Charlie Christian are very interesting—especially on the up-tempo numbers. Ind is a bassist with several interesting moves up his sleeve. **Best cuts:** "Body And Soul," "Baubles, Bangles And Beads," "Loverman," "Gone With The Wind."

THE JIMMY DAWKINS BAND—Blisterstring, Delmark DS 641. Dawkins is a fine blues guitarist and this LP presents him in a natural setting—with his own quartet aided by famed pianist Sonny Thompson. His guitar work is sometimes quicker than quick and for the first time his vocals are beginning to become his own. FM stations should pick up on this album immediately. **Best cuts:** "Feel So Bad," "Chitlins Con Carne," "Blues With A Feeling," "Ode To Billie Joe."

Spotlight—The most outstanding new product of the week's releases and that with the greatest potential for top of the chart placement; **picks—**predicted for the top half of the chart in the opinion of the reviewer; **recommended—**predicted to hit the second half of the chart in the opinion of the reviewer, or albums of superior quality. Albums receiving a three star rating are not listed. Review editor: Nat Freedland; reviewers: Eliot Tiegler, Gerry Wood, Jim Fishel, Jim Melanson, Is Horowitz, Ed Harrison, Jean Williams.

Close-Up

JOAN ARMATRADING—A&M SP-4588.

With this, her third LP, the emergence of Joan Armatrading as one of the most refreshing and talented songwriter/performers becomes apparent. The West Indies-born singer's previous album "Back To The Night" was critically acclaimed and her new LP should establish her as a most important female performer.

This LP offers enormous crossover appeal, with each song as diverse in theme and vocal arrangement as its jazz, blues, gospel, pop and folk influences.

Armatrading's voice can be classified as a mix between Phoebe Snow and a funky Joni Mitchell, producing a sound completely her own.

With the excellent production assistance of Glyn Johns, Armatrading appears to have reached her creative maturity, where her lyrically touching tunes work well with Johns' orchestrations.

The first cut, "Down To Zero," is a gospel sounding hymn to those who have reached the top, tasted success and quickly fallen "down to the ground" and back to reality. Arma-

trading's acoustic guitar and a backup of electric guitars permeates.

"Help Yourself" is a blues/jazz tune with Armatrading touching upon the vocal depth of Billie Holiday.

Probably the best cut on the LP is "Water With The Wine," a highly poetic ballad with a most commercially appealing pop sound. Armatrading's lyrics are comparable to the best of Janis Ian's and Joni Mitchell's funky love songs. Her vocal chords seem to vibrate, creating a unique sound that goes one step beyond Phoebe Snow.

"Love And Affection" is a soul sounding ballad with a jazz flavor highlighted by an all too short sax solo by Jimmy Jewel.

Concluding the first side is "Save Me," which contains the best lyrics on the album and showcases Armatrading's songwriting abilities. The song is a well orchestrated and mellow probe of the human character done in a folk/blues vein.

Side two begins with "Join The Boys," in which a jazz introduction turns to a disco sounding rocker with a danceable beat. Vocally, Arma-

trading sounds unlike any of her previous tunes.

"Somebody Who Loves" is another lyrical love song similar to "Water And Wine" and one of the most thoroughly enjoyable cuts. Very pop oriented, Armatrading again takes on those Joni Mitchell voice inflections. Clever use of the mandolin and Armatrading's guitar further enhance this pretty lament.

"Like Fire" is a return to jazz and blues, with a good rhythmic assistance from drummer Dave Mattacks and slide guitarist Bryn Haworth.

The album concludes with "Tall In The Saddle," a blues lament to a former lover with remembrances of only the good times.

"Joan Armatrading" is a brilliant work and it is only a matter of time before she gets the national recognition that is deservedly hers.

ED HARRISON

Volunteer Help

LOS ANGELES—Flash Cadillac & the Continental Kids have offered their services to do a benefit concert in an effort to raise funds to aid the flood victims of the Thompson Canyon, Colorado tragedy.

Lady Flash



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August 9 - Ravinia Festival
August 11 - Red Rocks Park - Denver, Colorado
August 13, 14, 15 - Universal Amphitheater - Los Angeles, California
August 18 - Concord Pavillion - Concord, California
August 20, 21, 22, 23 - Toledo, Ohio
August 25 - Meadowbrook Festival - Rochester, Michigan
August 26 - Indiana State University - Terrehaute, Indiana
August 27 - Meadowbrook Festival - Rochester, Michigan

September 25 - Seattle, Washington
September 26 - Portland, Oregon
September 28 - Spokane, Washington
September 29 - Pullman, Washington
October 3-9 - Sahara Hotel - Lake Tahoe, Nevada
October 22 - Dallas, Texas
October 23 - Houston, Texas
October 29 - Baton Rouge, La.
October 30 - Los Angeles
November 10 - Lakeland, Florida
November 12 - Atlanta, Georgia
November 14 - Nashville, Tennessee
November 26 - Norfolk, Virginia

November 27 - Richmond, Virginia
November 28 - Kennedy Center - Washington
December 2 - Tucson, Arizona
December 3 - Phoenix, Arizona
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December 29 - Saratoga Arts Festival - Saratoga, New York
January 14-16 - Chicago
January 29, 30 - Cleveland, Ohio
February 9, 10, 11 - Philadelphia, Pa.
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February 25, 26, 27 - Memphis, Tennessee

to be continued...



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- Who Designs The Discos?
- Disco Around The World

In the competitive world of disco, the leaders are the discotheques that combine the best in technological sound and light with a warm environment that pulls people in and Disco Scene can make you one of the leaders with a custom crafted creative environment. We can make your disco ceilings go du dadu, your disco floors go du dadu, your disco people go du dadu with sound systems, lighting systems and interior designs created to fit your club's size, shape and material make-up. We can even design to fit the kind of music you plan to play, and the type of customer you want. Disco Scene will travel anywhere in the world (the only extra charge is travel expenses) to custom design your club. We handle a wide range of different sophisticated sound, light and video systems to fit your needs and budget. We've worked with everything from the hippest disco to the straightest dinner theatre. If you want your discgoers to du dadu happily ever after, bee baa beep Disco Scene out on your telephone or write . . .



DISCO SCENE

2003 W. Pembroke Ave
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and the colored floors go du dadu dadu dadu dudadu



The Disco

Nightlife Of The Future

It probably all began because Americans, grown tired of the tedium of the placard-waving, slogan-shouting, message-carrying turmoil of the 1950s, wanted to laugh again, to dance again, to throw their heads back and groove again.

Initially, few observers understood the sweeping significance of the disco boom. Experts of the music industry, grown jaded by time and hyperbole, watched the revolution exploding upon them, mullied it, puzzled over it for a while, then moved to dismiss it as a rehash of a worn-out fad. In doing so they almost missed out.

But the beat they were hearing would not go away. . . . it would not die. It was a new beat, exciting, innervating, moving even the passionless to emotional response. It was a beat which drew its energy from the earthiness of Latin music, and the relentless, energizing sensuality of African root. . . . and the people were responding, young and old, rich and poor, classy and tacky, all swept along by the joyous rush of musical madness known as disco.

Suddenly discotheques were mushrooming all over New York, and across the country, in hotel ballrooms, steak houses, old age homes, American Legion halls, bars, coffee houses, and old fire stations, and Americans were learning the rudiments of such loose and salacious dance steps as the hustle, the bump and salsa.

In the discotheques around New York where it all began, two songs, "Don't Rock The Boat," by the Hues Corporation, and "Rock Your Baby," by George McRae on the TK label, quietly turned themselves into monsters, and their artists into instant stars. In the process they also taught self-proclaimed music industry experts that there were still markets for successful record merchandising of which they had never dreamed.

Propelled by the sheer force of the disco revolution, these tunes, and others that followed, forced themselves out of the nocturnal environment of strobe lights, gyrating bodies and universal looseness, to the radio playlists and music charts of a startled industry.

Out of the disco madness that engulfed America with the all-consuming force of a tidal wave, new careers were launched, new jobs created, and ideas were sparked. From the midst of this swirl of excitement emerged a new breed of disk jockey, his skills honed to a fine point through awareness of the needs of the audience he served . . . an awareness that embodied that uncanny knowledge of when an audience needed to be carried to the pinnacle of ecstasy, or brought back to earth to luxuriate in the slow, laid-back beat of a loose melody.

They also took the flip sides of records that seldom gained exposure on radio stations to their audiences, and created smash sensations for artists like Gloria Gaynor, whose "Never Can Say Goodbye" racked up sales of more than 150,000 copies in New York alone.

Secondary record companies, more daring than their major label counterparts, began latching onto the trend, and switched their production emphasis to specialization in disco product, thereby gaining unprecedented sales volumes.

As the discos expanded into other major cities like Boston, San Francisco, Los Angeles, Miami, Detroit, Chicago, Houston and Denver, peripheral industries also began to capitalize on the boom. For instance, the stereo component industry which, until discos came along, was drifting placidly—like the water of a becalmed lake, suddenly began reaping a harvest of fruitful gain through the supply of equipment to discos.

Others, like lighting equipment suppliers, interior decorators, package deal suppliers, and disco programmers also began sharing the profits.

Still there were the doubters, the myopic ones that refused to recognize that over one third of Billboard's "Hot 100" charts was comprised of disco product, that disco hits were being spun into gold

disks on the turn of a platter, and that the people's appetite for disco music and dance was insatiable.

But even the dissenters are being forced into changing their attitudes. In the two short years of their existence, disco club grosses in this country have topped the \$4 billion a year mark, and the record industry, initially slow to action, is more and more reflecting the influence of the disco revolution.

Predictions for the future of this phenomenon include multi-entertainment centers that will feature dancing to disco deejay programming, live entertainment by key disco artists, audio/video disco shows, the creative use of lasers, and coin-operated machines for entertainment.

Disco music is still an embryo despite the radical changes it has brought to lifestyles, and to attitudes of participating businesses. As it moves through constantly changing styles and attitudes, more innovation is being brought into it. The original "disco" beat is changing, big band sounds are entering the scene, and even old ballads are being revived and given a new disco dress.

With this evolution, the word disco may eventually give way to a broader, more descriptive term. Nonetheless, it will remain, inimitably, the music of the 1970s. One thing is certain, it is not a fad that will fade into the cobwebs of obscurity, but an unalterable fact that will move on to become a permanent fixture in the realms of phenomenal U.S. entertainment.

Cover scenes and those above from Big Daddy's in Marina del Rey, California with assistance of deejay Peanut and designers Michael Mulne and Brian Edwards of Creative Audio.

BILLBOARD'S INTERNATIONAL

DISCO BOOK

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The International Music-Record-Tape Newsweekly

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Bodies with Soul



OCLP 5004



Bodies that Steam your Senses



NBLP 7031



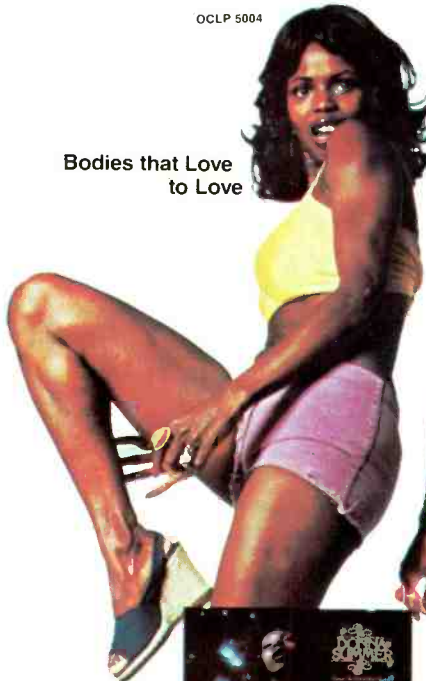
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Bodies that Burn with Sound



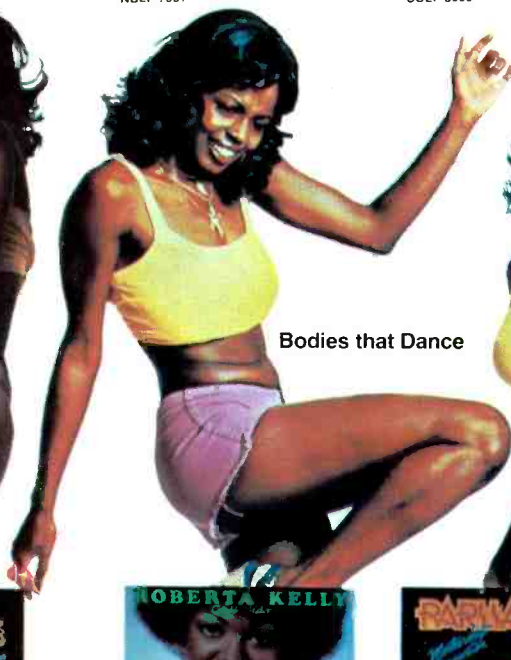
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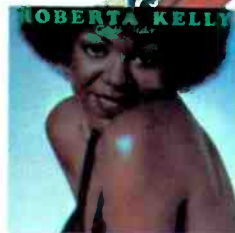
Bodies that Love to Love



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Bodies that Dance



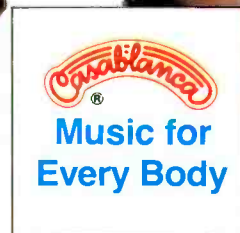
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Bodies with Built-in Funk



NBLP 7022



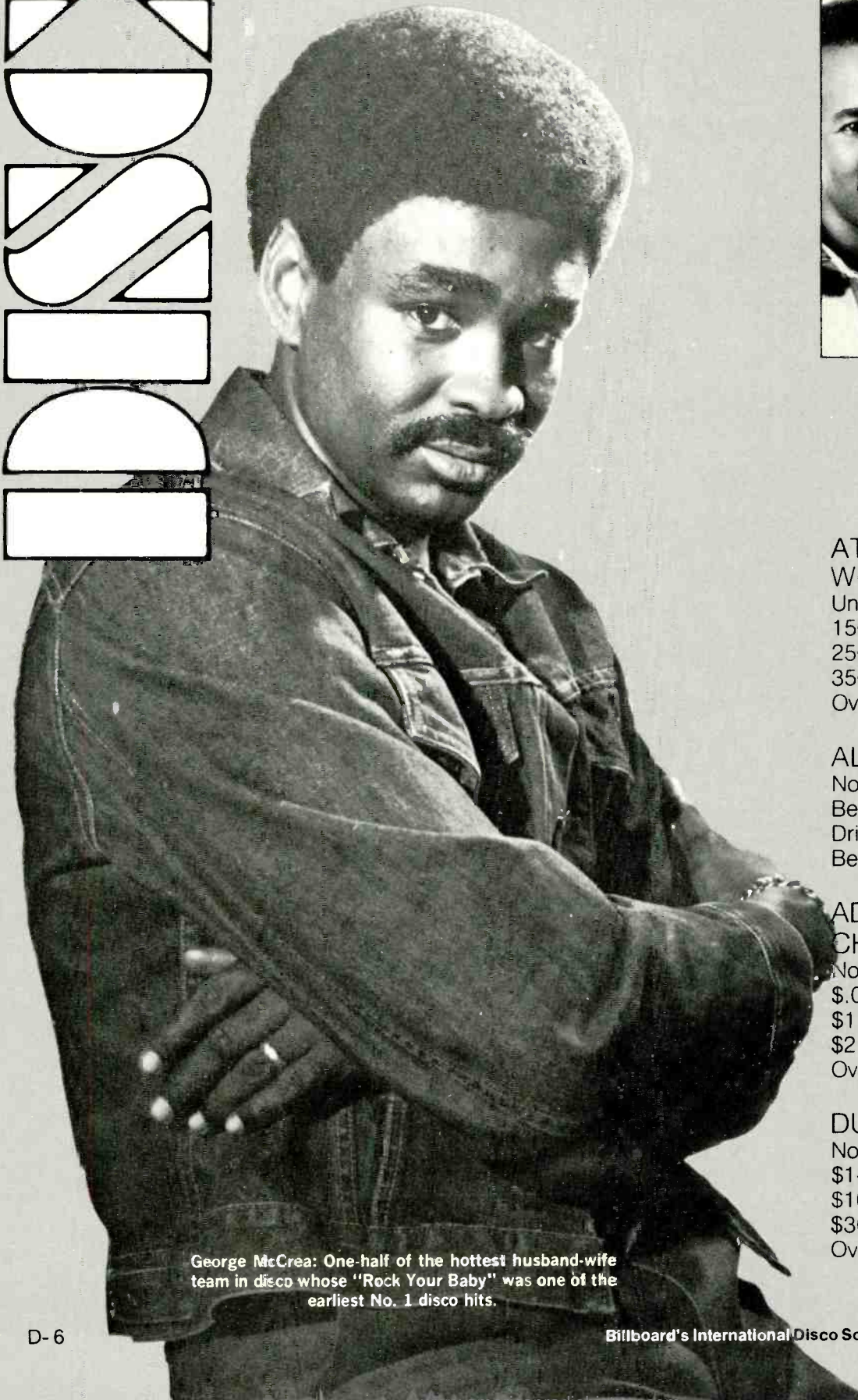
THE CASABLANCA FAMILY OF ARTISTS ARE MORE THAN ANY BODY COULD ASK.



DISCO

IN AMERICA

Questionnaire information from a cross-section of 1,000 U.S. discos.



George McCrea: One-half of the hottest husband-wife team in disco whose "Rock Your Baby" was one of the earliest No. 1 disco hits.

ATTENDANCE WEEKLY:

Under 1500	28%
1500-2499	26%
2500-3499	21%
3500-5000	14%
Over 5000	11%

ALCOHOL:

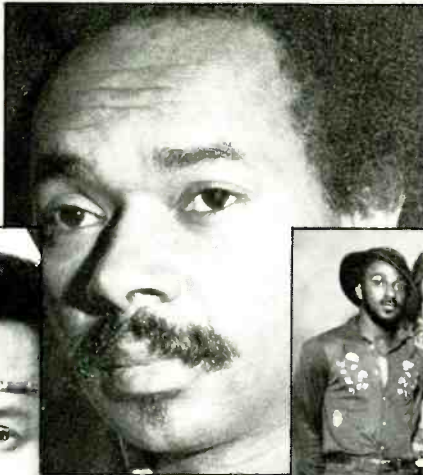
No Alcohol	5%
Beer/Wine Only	11%
Drinks Only	16%
Beer/Wine & Drinks	68%

ADMISSION CHARGE:

None	36%
\$.01-\$1	22%
\$1.01-\$2	26%
\$2.01-\$3	5%
Over \$3	11%

DUES (if club):

None	83%
\$1-\$99	15%
\$100-\$299	1%
\$300-\$500	0%
Over \$500	1%



Van McCoy: Massive media attention and acceptance greeted his multimillion-selling "The Hustle."



K.C. & the Sunshine Band (left) are the only act in the history of disco to string together two consecutive No. 1 singles, while Barry White (top) had disco hits before they were called disco hits.



The Hues Corporation: "Rock The Boat" opened the door for four dozen disco hits that have since made the top 10.



CLUB STATUS:

Permanent	82%
Mobile	15%
Permanent & Mobile	3%

SQUARE FOOTAGE:

Under 5,000	40%
5000-7499	22%
7500-10,000	13%
Over 10,000	25%

NUMBER OF TITLES IN BASIC LIBRARY:

Under 500	49%
500-Under 1000	16%
1000-Under 2000	15%
2000-Under 3000	11%
3000 or more	9%

NUMBER OF TITLES ADDED PER WEEK:

Under 20	71%
20 Under 30	25%
30 Under 40	1%
40 or more	3%

DAYS OPEN PER WEEK:

Less than 5	4%
5	8%
6	28%
7	60%

OPENING HOUR WEEKENDS:

Before Noon	10%
Noon before 8 pm	48%
8 pm before 9 pm	19%
9 pm before 10 pm	19%
10 pm or later	4%

CLOSING HOUR WEEKENDS:

Before 2 am	28%
2 am before 3 am	53%
3 am before 4 am	6%
4 am or later	13%

OPENING HOUR WEEKDAYS:

Before Noon	9%
Noon before 8 pm	48%
8 pm before 9 pm	21%
9 pm before 10 pm	17%
10 pm or later	5%

CLOSING HOUR WEEKDAYS:

Before 2 am	23%
2 am before 3 am	53%
3 am before 4 am	6%
4 am or later	18%

PERCENT 45s:

Under 40%	40%
40% under 60%	26%
60% under 80%	26%
80% of more	8%

PERCENT LPs:

Under 40%	38%
40% under 60%	33%
60% under 80%	29%
80% or more	0%

PERCENT 12" 45s:

0%	14%
Under 5%	50%
Over 5%	36%

PERCENT TAPES:

0%	43%
Under 10%	37%
Over 10%	20%

PERCENT DISCO MUSIC:

Under 60%	19%
-----------	-----

60% Under 80%	34%
80% under 100%	37%
100%	10%

PERCENT BIG BAND MUSIC:

0%	27%
Under 10%	48%
Over 10%	25%

PERCENT OLDIES MUSIC:

0%	7%
Under 10%	46%
10% Under 20%	31%
20% or more	16%

TYPICAL PRICE PAID FOR LP's:

Under \$3	6%
\$3 under \$4	31%
\$4 under \$5	37%
\$5 or more	26%

TYPICAL PRICE PAID FOR SINGLES:

Under \$.80	38%
\$.80 under \$1	30%
\$1	18%
Over \$1	14%



DISCO SERVICES... "an invaluable asset"...

RSI has been an invaluable asset to my own Discotheque TRAMPS, as well as to the Discos I have organized and opened in the past. I have established over 50 Discotheques throughout the world including the Dimples Chain, and would never consider an opening without your package."

Michael O'Harro

Discotheque Consultant of the Year, Disco '76

JOIN THE TRENDSETTERS . . .
GET AHEAD OF THE HITS!

TWO  SERVICES
AVAILABLE

1 The RSI Starter Package:

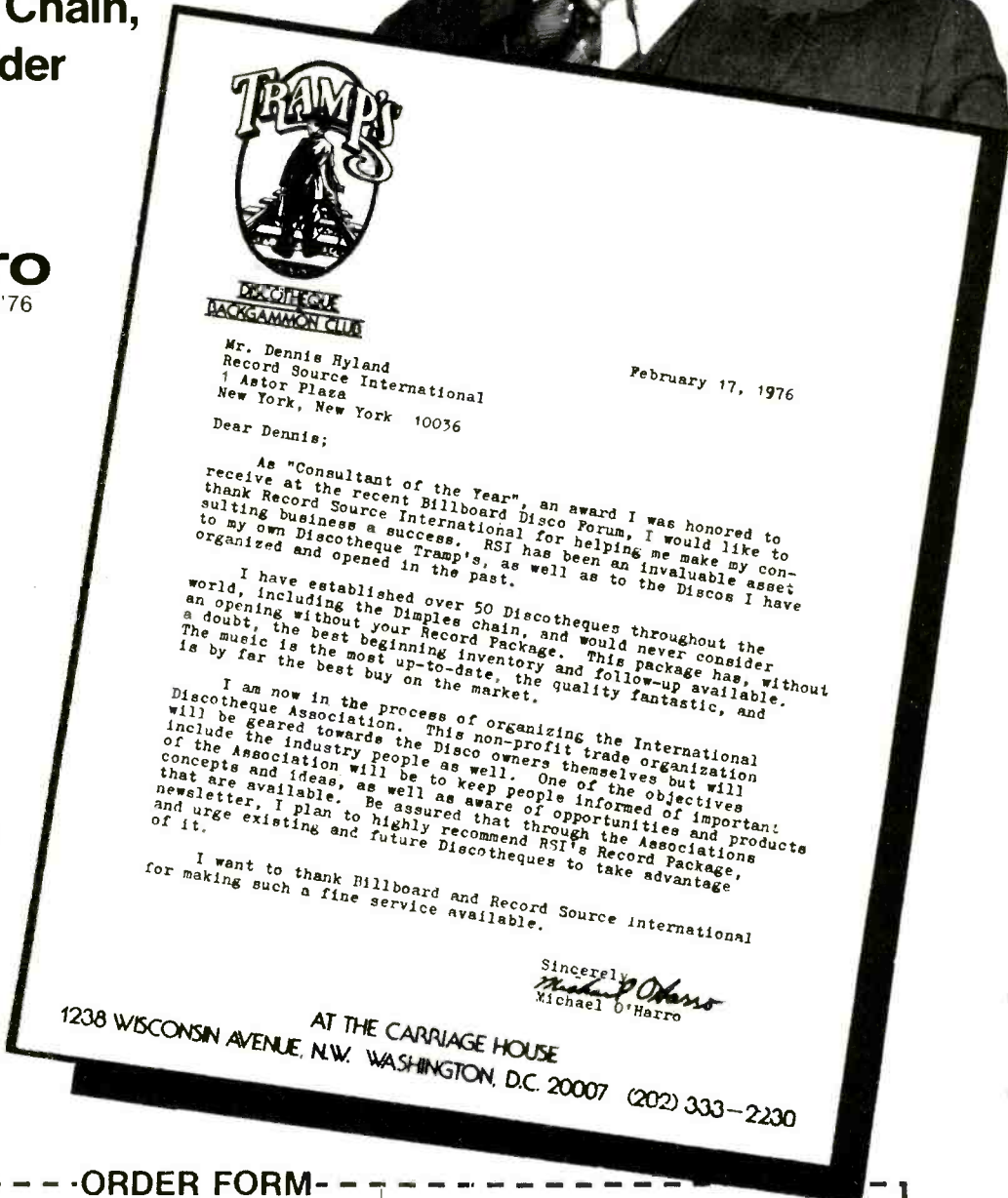
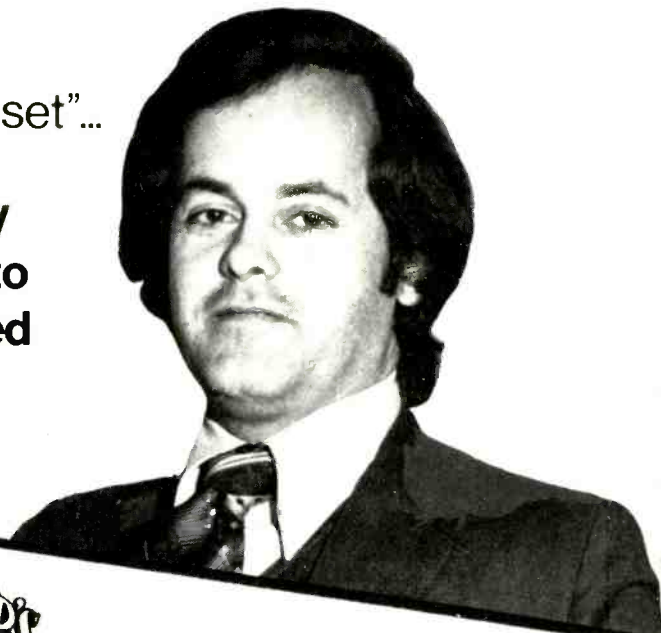
50 singles and 90 albums to make an instant Disco library . . . Disco standards plus the current hits.

2 The RSI Disco Subscription Service:

2 new LPs and 3 new singles or 2 new LPs and one new 12" disco single per shipment . . . 52 shipments per subscription. Double copies of vocal/instrumental singles for continuous Disco play*

*2 copies of a part 1-part 2 single may make up 2 of the 3 selected disks.

Packages are shipped approximately every ten days. RSI guarantees 52 packages in the course of a full subscription.



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- The Disco Starter Package 50 singles and 90 albums @ \$210 \$
- The Weekly Disco Subscription Service: 3 singles (or one 12" disco single) and 2 albums per package . . . 52 packages in all @ \$232 + \$34 postage and handling. \$
- Special Disco Subscription Trial Service: 3 singles (or one 12" disco single) and 2 albums per package . . . 18 packages in all @ \$87 + \$17 postage and handling \$

Massachusetts	5% sales tax	Tennessee	5% sales tax
New Jersey	5% sales tax	New York	8% sales tax
Ohio	4½ sales tax	California	6% use tax

Tax \$
Postage & Handling \$
Total Amount Enclosed \$

NAME _____

STATION CALL LETTERS OR DISCO NAME: _____

ADDRESS: _____

CITY, STATE, ZIP: _____

Full payment or purchase order must accompany your order form.



**International designers
and creators of super Discos**

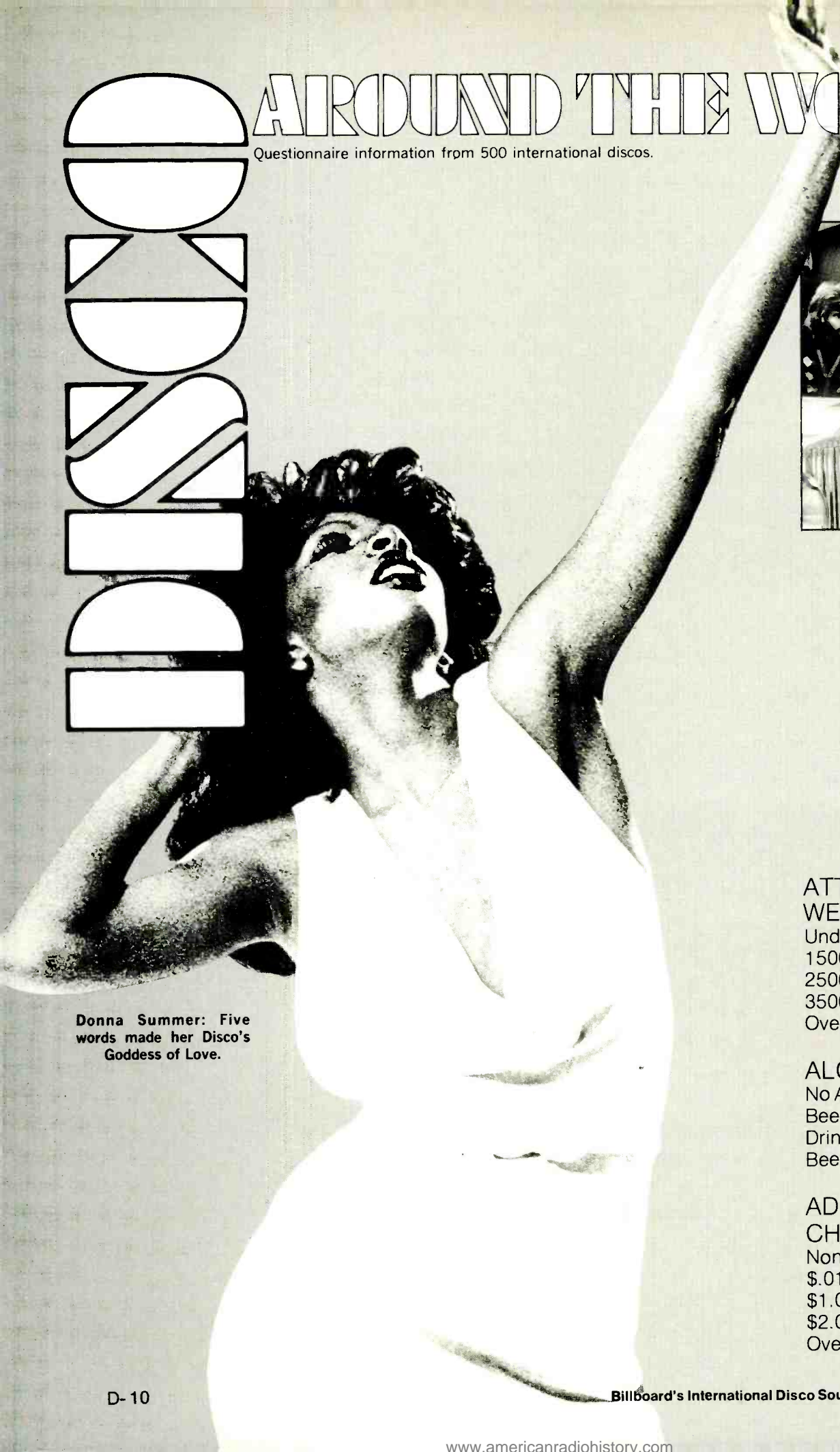
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DISCO

AROUND THE WORLD

Questionnaire information from 500 international discos.



Donna Summer: Five words made her Disco's Goddess of Love.

ATTENDANCE WEEKLY:

Under 1500	25%
1500-2499	43%
2500-3499	9%
3500-5000	13%
Over 5000	10%

ALCOHOL:

No Alcohol	1%
Beer/Wine Only	23%
Drinks Only	15%
Beer/Wine & Drinks	61%

ADMISSION CHARGE:

None	7%
\$.01-\$1	11%
\$1.01-\$2	21%
\$2.01-\$3	21%
Over \$3	40%



Blue Swede (left) brought that disco sound into the top 10 in 1974 with "Never My Love," while Elton John (below left) got disco, pop and soul play with his 1975 monster, "Philadelphia Freedom."



Silver Convention (left) broke in the discos with "Fly Robin Fly" and then took on r&b and pop with "Get Up And Boogie." The disco wave brought David Bowie (above) his only two top 10 singles and, yes, fame.



Hot Chocolate: Believing in miracles brought the group a two-months in the top 10 single, "You Sexy Thing."



DUES (if club):

None	60%
\$1-\$99	34%
\$100-\$299	6%
\$300-\$500	0%
Over \$500	0%

DAYS OPEN PER WEEK:

Less than 5	10%
5	22%
6	18%
7	50%

CLOSING HOUR WEEKDAYS:

Before 2 am	16%
2 am before 3 am	41%
3 am before 4 am	10%
4 am or later	33%

PERCENT DISCO MUSIC:

Under 60%	49%
60% Under 80%	31%
80% under 100%	20%
100%	0%

CLUB STATUS:

Permanent	84%
Mobile	14%
Permanent & Mobile	2%

OPENING HOUR WEEKENDS:

Before Noon	4%
Noon before 8 pm	25%
8 pm before 9 pm	35%
9 pm before 10 pm	18%
10 pm or later	18%

PERCENT 45s:

Under 40%	11%
40% under 60%	13%
60% under 80%	30%
80% of more	46%

PERCENT BIG BAND MUSIC:

0%	16%
Under 10%	50%
Over 10%	34%

SQUARE FOOTAGE:

Under 5,000	47%
5000-7499	29%
7500-10,000	7%
Over 10,000	17%

CLOSING HOUR WEEKENDS:

Before 2 am	18%
2 am before 3 am	39%
3 am before 4 am	11%
4 am or later	32%

PERCENT LPs:

Under 40%	82%
40% under 60%	7%
60% under 80%	5%
80% or more	6%

PERCENT OLDIES MUSIC:

0%	8%
Under 10%	22%
10% Under 20%	33%
20% or more	37%

NUMBER OF TITLES IN BASIC LIBRARY:

Under 500	18%
500-Under 1000	6%
1000-Under 2000	15%
2000-Under 3000	15%
3000 or more	46%

OPENING HOUR WEEKDAYS:

Before Noon	1%
Noon before 8 pm	9%
8 pm before 9 pm	58%
9 pm before 10 pm	13%
10 pm or later	19%

PERCENT 12" 45s:

0%	51%
Under 5%	36%
Over 5%	13%

TYPICAL PRICE PAID FOR LPs:

Under \$3	3%
\$3 under \$4	7%
\$4 under \$5	3%
\$5 or more	87%

NUMBER OF TITLES ADDED PER WEEK:

Under 20	52%
20 Under 30	31%
30 Under 40	1%
40 or more	16%

PERCENT TAPES:

0%	19%
Under 10%	44%
Over 10%	37%

TYPICAL PRICE PAID FOR SINGLES:

Under \$.80	5%
\$.80 under \$1	8%
\$1	51%
Over \$1	36%

Record Companies with Disco Product

The following is a listing of record companies with disco product. Only those labels actually having disco product are listed.

- A B C Recs.**, 8255 Beverly Blvd., Los Angeles, Calif. 90048 Tel (213) 651-5530 Chm. Jerry Rubinstein ABC Int'l Pres. Steve Demer, VP A&R Roy Haiee, VP Mktg. & Creative Servs. Herb Belkin VP Sales & Dist. n. Don England, Nat'l Promo. Dir. Pat McCoy Nat'l Pub. Dir. Jane Alsobrook, Sales Co-ord. Bert Lengia, Sales Dir. Mel Price, Special Projects Dir. Al Lewis
Labels: (Owned) ABC, ABC-Backbeat ABC-Blue Thumb, ABC-Hot Buttered Soul, (distributed) Sire
- A B C-Backbeat**, see ABC Recs.
A B C-Blue Thumb, see ABC Recs.
A B C-Hot Buttered Soul, see ABC Recs.
- A & M Recs. Inc.**, 1416 N. La Brea Ave., Hollywood, Calif. 90028 Tel (213) 469-2411 Cable ALPERMOSS Pres. Jerome S. Moss, Exec. VP Herb Alpert Sr. VP Gil Friesen, VP A&R Kip Cohen, VP Sales Bob Fead VP Promo. Harold Childs, VP Controller Jolene Burton VP Int'l David Hubert, Nat'l Sales Mgr. Arnie Orleans Adv. & Mds. Dir. Barry Greff, PR Dir. Corb Donohue Tape Sales Dir. Robert Elliot
Branches: Boston, Mass., 545 Boylston St. Zip 02116 Tel (617) 247-3570 Sales Mgr. Billy Gilbert—New York, N.Y., 595 Madison Ave. Zip 10022 Tel (212) 826-0477 East Coast Opns. Dir. Mel Fuhrman
Labels: (Owned) A&M, (distributed) Dark Horse Ode
- A R M**, see Artists Int'l
- AS I Recs.**, 711 W. Broadway, Minneapolis, Minn. 55411 Tel (612) 521-7631 Pres. Daniel R. Holmes, VP Wes Hayne.
- AS I Recs. Inc.**, PO Box 306 Vansant, Va. 24656 Tel (703) 498-3337, 597-8029 Pres. Roy John Fuller VP Joe Deaton, Gen. Mgr. Perry Adams Fuller, A&R Ken Jordan, Promo. Timothy R. Day
Branch: Oakwood, Va., PO Box 395 Zip 24631 Tel (703) 498-3337 597-8029
Labels: (Owned) ASI, ASII
- AS I I**, see ASI Recs. in Va.
- A T V Recs. Inc.**, 3 W. 57 St., New York, N.Y. 10019 Tel (212) 826-9636 Pres. Marvin Schlachter; VP Stan Hoffman, Nat'l PR Dir. Ida S. Langsam, Nat'l Singles Promo. Dir. Mike Leventon, Nat'l Albums Promo. Dir. Walter O'Brien, Prod. n. Mgr. Bob Scerbo
Labels: (Owned) Pye, (distributed) Calla
- A V I**, see American Variety Int'l
- Abt.**, see Nashboro.
- Adco Rec. g. & Dist. g. Co. Inc.**, Box 41-C Rt. 1 Elkhorn City, Ky. 41522 Tel (606) 754-9042 Pres. Rev. Jack Adkins, VP. Morgan D. Adkins, Sec. y. Ronnie F. Adkins; Sales & Pub. Grady May
Labels: (Owned) Adco, Lucky
- Adelia**, see Creative Funk.
- Alarm**, see Sound City
- All Platinum**, see Platinum Rec. Co.
- Alston**, see TK
- Alva Recs.**, 3929 Kentucky Dr., North Hollywood, Calif. 90068 Tel (213) 980-7501 Gen. Mgr. Eddie Gurren; Ass't Gen. Mgr. Phillip Gammon, A&R Dir. Barnett Williams, Promo. Co-ord. Gioloranna Monroe
- Alvera Rec. & Music Publ. g. Co.**, PO Box 9304, Tulsa, Okla. 74107, Tel (918) 242-3303, Sales & Gen. Mgr. Al Clauser, A&R George Highfill, Sales & Mktg. Vera Clauser Adv. & Promo. Vona Phillips
- American Variety Int'l Inc.**, 9220 Sunset Blvd., Suite 224, Los Angeles, Calif. 90069 Tel (213) 273-3060 Pres. & Treas. Raymond Harris; VP & Sec. y. Ed Cobb Gen. Mgr. & Nat'l Sales Dir. John Jossey, Prod. n. Dir. Tony Petralla, Promo. Mgr. Clarence Lawton
Label: (Owned) AVI
- Amherst Recs.**, 355 Harlem Rd., Buffalo, N.Y. 14224 Tel (716) 826-9560 Pres. & Sales & Mktg. Dir. Leonard Silver, Gen. Mgr. Carol Emlinger
Label: (distributed) Gold Plate
- Annuit Coepus Music-Recs-Tapes Ltd.**, PO Box 391, Cornwall Heights 19020, 2933 River Rd., Croydon, Pa. 19020, Tel (215) 785-1541 Telex 843366, Pres. Eric Steinmetz, Exec. VP. Michael Adler, A&R Co-ord. Karen Ginsberg, Disco Contact, Pub. Adv. & Promo. Rodney Mortillaro
- Aquila Rec. Corp.**, 6730 Taft St., Hollywood, Fla. 33024 Tel (305) 962-4355, 624-9014 Exec. Dir. & Adv. J. Gilday; Pres., Disco Contact & Pub. M. K. Pancoast VP & A&R Rufus Smith, Dist. n. Dir. Dan Raymond, Promo. Dir., Don C. Davis, (distributed by Nationwide Sound)
Branch: North Miami Beach, Fla., PO Box 600516 Zip 33160, 9367 NE 168 St. Zip 33161 Tel (305) 940-1107
Labels: (Owned) Aquila, Gil's Funny
- Argus Rec. Prod. ns** (div. of Record Room), PO Box 58, Glendora, N.J. 08029 Tel (609) 939-0034 Gen. Mgr. Lem Harris, A&R Dir. E. J. Harris, Disco A&R Mgr. Peter Pepper; Promo. Pat Cox
- Ariola America Inc.**, 8671 Wilshire Blvd., Beverly Hills, Calif. 90211, Tel (213) 659-6530, Pres. Jay Lasker, Exec. VP. Howard Stark, (distributed by Capitol)
- Label:** (Owned) Ariola
- Arista Recs. Inc.**, 6 W. 57 St., New York, N.Y. 10019 Tel: (212) 757-6081 Pres. Clive Davis; Exec. VP. Elliot Goldman, VP. Admin. Barry Reiss, VP. Finance Aaron Levy, VP. Mktg. Gordon Bossin, VP. Promo. David Car-
- rico**, VP. Nat'l Album Promo. & Special Projects Dir. Michael Kienler, VP. Nat'l R&B Prod. Hank Talbert, A&R Dir. Bob Feuden, Arust Development Dir. Rick Dobbs Int'l Opns. Dir., Aaron Sixx, Press Information Servs. Dir., David Spawack, Betsu Volk
- Branch:** Los Angeles, Calif., 9220 Sunset Blvd. Zip 90069 Tel (213) 550-0381 Opns. Dir. Bob Buziak A&R Dir. Roger Birnbaum
Labels: (Owned) Arista, (distributed) Haven
- Arlo Recs.**, 7635 Telephone Rd., Le Roy, N.Y. 14482 Owners James L. Bearce, Kenneth V. Bearce, A&R & Disco Contact Jack E. Bearce, Pub. Karry Gordon-Smith, Sales, Mktg. & Promo. James L. Bearce, Adv. Kenneth V. Bearce
Branch: Rochester, N.Y., 52 Belmont St. Zip 14620 Tel (716) 442-0932 Contact Jack Streight
Label: (Owned) Arlo, BHR
- Artemis Recs. Ltd.**, 157-52 96 St., Howard Beach, N.Y. 11414 Tel (212) 738-4806/1539 Pres. John Giannundo
- Artists Int'l Recs. Inc.**, 87-10 51 Ave., Suite 3A, Elmhurst, N.Y. 11373 Tel (212) 592-9825, Pres. Robert Burford, VP. O. Coleman
Label: (distributed) ARM
- Artists of America Recs. Inc.**, 21636 Ventura Blvd., Woodland Hills, Calif. 91364 Tel (213) 999-1170 Cable HITPARADE Pres. Harley Hatcher, Exec. VP. Gordon Fraser, Mds. Dir. George Sherlock, Sales Dir. Vito Samela, Promo. Dir. Paul Lambert
- Branches:** Panama City Beach, Fla., 9900 Beach Blvd. Zip 32401 Tel (904) 234-6657—Teanack, N.J., 724 Salem St. Zip 07666 Tel (201) 837-5457/0443
- Associated Rec'g. Cos.** (div. of Associated Inds.), 1234 S. 58 St., Philadelphia, Pa. 19143 Tel (215) 747-0613 Pres. George Guess, Exec. VP. Marcus Levy, A&R Dir. Leo Gayton, VP. Cps. Ted Brown, VP. Nat'l Sales & Promo. Alonzo Brooks; VP. Reg'l Sales Leonard Sprately, A&R Co-ord. Leo Gayton, Sales & Mktg. Gen. Mgr. Oscar Blalock, Promo. Mgr., Ronald Williams, Promo. Tom Goodman, James Boulding
Labels: (Owned) Jaguar Jenges, Pearl Harbor
- Asylum**, see Elektra/Asylum/Nonesuch
- Atco**, see Atlantic
- Atlantic Rec'g. Corp.**, 75 Rockefeller Plaza, New York, N.Y. 10019 Tel: (212) 484-6000 Cable ATCOMUSIC Bd. Chm. Ahmet Ertegun Vice-Chm. Nesuhi Ertegun, Pres. Jerry Greenberg, Exec. VP. Sheldon Vogel, Sr. VP. S. Dave Glew, Henry Allen, VP. Nat'l Promo. Dickie Kline
Branch: Los Angeles, Calif., 9229 Sunset Blvd. Zip 90028 Tel (213) 278-9230 Gen. Mgr. Bob Greenberg
Labels: (Owned) Atlantic, Atco, Cotillion, (distributed) Big Tree, Rolling Stones, Wing & A Prayer
- Audiofidelity Ents Inc.**, 221 W. 57 St., New York, N.Y. 10019 Tel (212) 757-7111 Cable AUDIOFIDEL Bd. Chm.: Herman D. Gimbel, Pres. & Pop A&R Bill Gallagher, Exec. VP. Harold Drayson, VP. Classical A&R & Int'l Carl Shaw, VP. Budget Labels Sid Hess, Nat'l Sales Mgr., Pub. & Adv. Bill Singer, BASF Nat'l Sales Mgr. Sal Peruggi Jr., Promo. Mgr. & Disco Contact: Roy Rosenberg
Label: (distributed) BASF.
- Autumn**, see R. Dean Taylor
- B A S F**, see Audiofidelity.
- B-Atlas & Jody Recs. Inc.**, 2226 McDonald Ave., Brooklyn, N.Y. 11223 Tel (212) 373-0202, VP. Vince Vallis, A&R Dir. Gloria Black, Sales & Adv. Mgr. Tom Bosco, Promo. Mgr. Martin Pomerantz
Label: (Owned) Jody
- B H R**, see Arlo
- Babylon Rec. g. Corp.**, 45 Fifth Ave., New York, N.Y. 10003 Tel (212) 929-3960 Pres. Steven J. Caspi, Mgr. Jerry Wagner
- Bandit**, see Brown Prod. ns.
- Bang/Bullet Recs.**, 2107 Faulkner Rd. NE, Atlanta, Ga. 30324 Tel: (404) 325-9810 Pres. Eddie Biscoe, VP. Ilene Biscoe, Nat'l Sales Mgr.: Buddy Brown, Prod. n. Mgr. Joy Harvey, Promo. Mgr. Linda Alter, Ass't Promo. Mgr.: Sonny Allen, Nat'l R&B Promo. Keith Frey, Int'l Dir. Pam Davis
Labels: (Owned) Bang, Shout
- Beach Recs.**, Box 154, Rt. 2 Gonzales, La. 70737 Pres. T. Bourgeois
- Beantown Recs.**, 88 Hazel St., New Haven, Conn. 06511 Tel (203) 776-7750 Pres. & Gen. Mgr. Earl Lett A&R Mgr. Grady Lett
Branch: Los Angeles, Calif., 8946 S. Cimarron St. Zip 90047 Exec. Sec. y. Mattie Swann
- Bente Recs.**, 19 W. 82 St., New York, N.Y. 10024 Tel (212) 873-4286, Co-Pres. Karen Mann, John Blount
- Big Deal Rec. Co.**, Box 80-A, Cheneville, Va. 71325 Tel (318) 279-2745/2730 Pres. Rev. Launey Deal, VP. Rose Mary Deal, Gen. Mgr. James L. Holloway
Branch: Chicago, Ill., 431 S. Dearborn St., Rm. 1322 Zip 60605 Tel (312) 431-9489/939-9001, Pres. Lynn Williams
- Big Tree Ents Ltd.**, 75 Rockefeller Plaza, New York, N.Y. 10019 Tel (212) 489-0955, Pres. Doug Morris
- Sec'y Treas.** Dick Vanderbilt (Distributed by Atlantic)
- Big Willie**, see Forrest Green
- Black Fire Recs. Inc.**, 4409 Douglas St. NE, Washington, D.C. 20019 Tel (202) 396-0154 Pres. James B. Gray, VP. Prod. n. Plunky Nkabinde, Gen. Mgr. Sylvia Potts, Sales & Mktg. Jon Reyes, Pub. Jerome Gray; Adv. George Simpson, Nat'l Promo. Jimmy Gray
- Blackjack Recs.**, PO Box 3367, Hollywood, Calif. 90028, Tel (213) 761-9679 Gen. Mgr. Jeff Oxman
- Black Jazz**, see Ovation
- Blue Note**, see United Artists
- Boogie Man Recs. Inc.**, PO Box 727, Oak Park, Ill. 60303 Tel (312) 889-2885 296-7442 Pres. Jim Bryant, VP. Donn Marner, Sec. y. Treas. & Disco Contact Ken Marner
- Labels:** (Owned) Boogie Man (distributed) O-Bag
- Boot Recs. Inc.**, 1818 Division St., Nashville, Tenn. 37203 Tel (615) 320-0491 Pres. Jury Krytuk, VP. Tom C. Connors
Label: (Owned) Generation
- Boss**, see La Val
- Boyd Recs.**, 2609 NW 36 St., Oklahoma City, Okla. 73112 Tel (405) 942-0462, A&R Bobby Boyd
Labels: (Owned) Boyd, Saguro
- Briarmeade**, see Sea Cruise
- Brookville Mktg. Corp.**, 420 Lexington Ave., New York, N.Y. 10017 Tel (212) 725-8585 Pres. Jerome Shapiro, VP. Norman Roseman, A&R Prod. n. Co-ord. Roslyn D. Kern
Label: (Owned) TEJ
- Brown Prod. ns**, 180 W. Washington, Suite 1202 A, Chicago, Ill. 60602 Tel (312) 236-6625, Pres. Arrow Brown, VP. Kevin Lavat Brown, Bus. Mgr. Craig Gibbs
Label: (Owned) Bandit
- Brunswick Rec. Corp.**, 888 Seventh Ave., New York, N.Y. 10019 Tel (212) 541-9800 Pres. Nat. Tarnopol Exec. VP. Peter Garris, VP. & A&R Eugene Recard Promo. Mel Moore, Dave Bernstein, Controller. Irv Weir-gan
Branch: Chicago, Ill., 1449 S. Michigan Ave. Zip 60605, Tel (312) 427-0828
Labels: (Owned) Brunswick, Dakar
- Bryant Recs.**, 1 E. 42 St., New York, N.Y. 10017 Tel (212) 682-2539 Pres. Phil Bennett, VP. Julia Lincoln
- Buddah/Kama Sutra Recs. Inc.**, 810 Seventh Ave., New York, N.Y. 10019, Tel (212) 582-6900 Cable KAMA-SUT Pres. Arthur Kass VP & Gen. Mgr. Lewis Merenstein, VP. Finance John Marsicano, Nat'l R&B Opns. Dir. Alan Lott, Album Sales Mgr. Bernie Sparago, Single Sales Mgr. Jean Montgomery Pierre, Pub. Dir. Sherrie Levy; Adv. Mgr. Jude Lyons, Promo. Dir. Tom Cossie, Midwest Reg'l Promo. Gary Bird, Int'l Dir. Nancy Lewis, Creative Packaging & Graphics Milton Sincoff
Branch: Los Angeles, Calif., 9255 Sunset Blvd., Suite 701 Zip 90069 Tel: (213) 278-6600—Nashville, Tenn., 1701 West End, Suite 1701 Zip 37203, Tel (615) 242-1843 VP. Southern Reg'l Promo. Wade Conklin
Labels: (Owned) Buddah, (distributed) Pi-Kappa
- C B S Recs.**, 51 W. 52 St., New York, N.Y. 10019, Tel (212) 975-4321 Cable COLRECORD Pres. CBS Recs. Group Walter Yetnikoff, Pres. CBS Recs. Div. Bruce Lundvall, VP. Admin. & Chief Financial Officer. Sheldon Woolf, Exec. VP. Walter Dean, Epic Labels Sr. VP. Ron Alexenberg; VP. Bus. Affairs Larry Harris; VP & Gen. Mgr. Mktg.: Jack Craig; VP. Sales & Dist'n.: Paul Smith; VP. Nat'l Accounts/Mktg. Stanford Snyder; VP. Mktg.: Nashville, Tony Martell, VP. Special Markets LeBaron Taylor, VP. Info. Servs. Robert Altshuler
- Columbia Label Div.**: VP. Mktg. Don Dempsey, VP. Nat'l Promo. Stan Monteiro, Sales & Admin. Dir. Thomas McGuiness, VP. Nat'l Pop A&R Don Ellis, VP. East Coast A&R Mickey Eichner
Epic Label Div.: VP. A&R Steve Popovich, VP. Mktg. James Tyrell, Prod. Mgmt. Dir. Bruce Harris, West Coast A&R Dir. Gregg Geller
Labels: (Owned) CBS, Columbia, Epic (distributed) Golden Fleece, Magnet (UK), Philadelphia Int'l, Salsoul T-Nec, TSOP
- C I P**, see Cinema Prize
- Cactus Ents. Inc.**, 662 N. 56 St., Philadelphia, Pa. 19131 Tel (215) 477-1631 Pres. Marion Wimbush A&R & Sec. y. James L. Sethas
Label: (Owned) Sahara
- Cadet Recs. Inc.**, 5810 S. Normandie Ave., Los Angeles, Calif. 90044 Tel (213) 753-5121 Telex 67-3572 Pres. Jules Bihan, Exec. VP. Joe Bihari, Gen. Mgr. James Takeda, A&R K. Gravenhorst, Sales & Mktg., Tape & Int'l Donald Macmillan
- Branch:** Park Ridge, N.J., 12 Maple Leaf Dr. Zip 07656 Tel (201) 391-3676 VP. Sales Robert Her-ngrton
- Calabasas**, see Wind.
- Calla**, see ATV
- Camden Soul**, see Rob-Lee
- Capitol Recs. Inc.**, 1750 N. Vine St., Hollywood, Calif. 90028 Tel (213) 462-6252 Cable CAPRECORDS

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Record Companies With Disco Product

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Branch: New York, N.Y., 1370 Ave of the Americas Zip 10019 Tel (212) 757-7470 Exec Rennie Martin
Labels: (Owned) Capitol EMI (distributed) Ariola America

Casablanca Recs Inc 8255 Sunset Blvd Los Angeles, Calif 90046 Tel (213) 650-8300 TWX (910) 490-2597 Pres Neil Bogart, Exec VP Larry Harris, Sr VP Cecil Holmes, VP Mktg Richard Sherman VP Promo Scott Shannon, VP Int'l Mauri Lathover
Labels: (Owned) Casablanca (distributed) Chocolate City, Oasis

Cat, see TK

Catfish Recs PO Box 192 Pittsburg Kan 66762 Tel (316) 231-1620 Pres Eugene Strasser, VP J Poznich Sec'y-Treas M Strasser Disco Mgr T Teebo Promo E. Elmquist

Cayre Inds Inc, 240 Madison Ave, New York N.Y. 10016 Tel (212) 889-0044 Pres Joe Cayre, VP's Stanley Cayre, Joe Cain, Lee Shapiro, Caytronics Corp VP Rinel Sousa, International Jazz Emporium Corp VP Sales & Mktg Mgr. Chuck Gregory
Labels: (Owned) Salsoul (distributed) Caytronics

Caytronics, see Cayre

Celestial Recs, PO Box 1563, Hollywood, Calif 90028 Pres Arthur H Benson A&R Jimmy Haskell, John Kraus

Cenpro, see Century

Century Productions Sound Studio, 171 Washington Rd Sayreville, N.J. 08872 Tel (201) 238 5630 Pres Robert Ligorino; VP Louis Cyktor III, A&R Head Michael Yannich A&R Ass't James Petrillo VP Sales & Mktg Roger Bangert Audio/Visual Dir Rutherford Romaine
Branch: Parlin, N.J., 318 Erinston Rd Zip 08859 Tel (201) 727-3737
Label: (Owned) Cenpro

Charay see Christi

Chelsea, see Wes Farrell

Cherry, see the Rose Hill Group

Chess, see Platinum Rec Co

Chimneyville, see Malaco

Chisholm Rec Co 508 E Loop 340 Waco Tex 76705 Tel (817) 799-8608

Chocolate City see Casablanca

Christi Recs, PO Box 11152 Fort Worth Tex 76110 Tel

(817) 738-8843, Pres Bill Smith.
Labels: (Owned) Charay, Christi, Le Cam.

Chrysalis Recs 9255 Sunset Blvd, Suite 212 Los Angeles, Calif 90069 Tel (213) 550-0171

Cinema Prize Inc, 8192 Universal Plaza, Universal City, Calif 91608 Tel (213) 684-1777, Pres P Dailey VP Dave Martin, A&R William Tasker, Franz Seelos, Disco Contact C Harper Sales & Mktg Gene Emberton, Pub & Promo John Harris, Adv. Cathy Decker, Promo John Harris, Tape Bill Robinson, Int'l Franz Seelos.
Labels: (Owned) CIP, Video

Claridge Recs, 6381 Hollywood Blvd Hollywood, Calif, 90028 Tel (213) 469-8149 Owner & Pres Frank Siay Gen Mgr & Nat'l Sales Dir Vic Catala, Nat'l Promo Dir Len Salamone

Cleo, see Mother Cleo

Clown Recs, 156 W 44 St, New York, N.Y. 10036 Tel (212) 443-0697 Pres & Int'l C.A. Pruitt, VP Sam Pruitt, Disco Contact, Sales & Mktg, Gordon Fladger Pub & Adv Elenor Hayes, Promo Neal Tate

Colon-United, see Marc Gordon

Colosseum Recs Ltd 134 S 20 St, Philadelphia, Pa, 19103 Tel (215) 698-7710 Pres. Robert F Morton

Columbia, see CBS

Contempo Int'l Recs 300 W 55 St, Apt 5-G New York N.Y. 10019 Tel (212) 765-3910

Contrast Rec Corp., 2404 E. Houston St., San Antonio Tex 78202 Tel (512) 225-9590 Pres Larry C Collins, Exec Ass't Edward L Hill, Gen Mgr Eddie V Green Nat'l Sales Joe Coole, Sales & Mktg Gene Collins, Pub Joan E Green

Cookin' Recs 19 Ledge Hill Rd., West Roxbury, Mass 02132, Tel (617) 327-1234 Pres Jack Sager

Copperfield's Ents Ltd 2339 Jencho Tnpk, Garden City Park, LI, N.Y. 11040 Tel (516) 747-0666 Pres Charles H Kincadee, Sec'y-Treas Thomas J Tierney

Cord Rec Co, PO Box 7422 Shreveport, La 71107 Tel (318) 965-0781 Pres Carl Logan.
Label: (Owned) Faces

Cotillon, see Atlantic

Cotique see Fania

Cream Recs 6269 Selma Ave Hollywood, Calif 90028 Tel (213) 461-3288 Bd Chm & Pres Alvin S. Bennett, VP & A&R Dir Hal Winn, VP & Publ'g Dir. Bob Todd VP Disco Contact & Promo Don Graham, Sec'y-Treas, Sales & Mktg Wayne C Bennett, Pub & Adv Laurie Hersch

Creative Funk Music Inc., 122-21 Merrick Blvd, St Albans N.Y. 11434 Tel (212) 978-6400, 525-9487 Pres Deek DeBerry, VP & Disco Contact Gary DeBerry VP A&R Rudy Clark, Sales & Mktg Tony Prince, Pub & Adv April Elliot, Promo, Dir Homie Perkins
Branches: Compton, Calif., 440 W School Zip 90220 Pres West Coast Promo L DeGazon—Cleveland, Ohio, 4480 Granda Blvd, Zip 44121, Tel (216) 581-8243 VP Mid-West Promo. Frank Key—Memphis, Tenn., 4122 Westmont Zip 38109 Tel (901) 785-0201 Pres Mid-West Promo John Fields
Label: (Owned) Adela.

Crimson Dynasty Rec. Corp., PO Box 271, Cedar & West Ave., Jenkintown, Pa 19046 Tel (215) 757-8022, Pres Stan Peahota, Exec VP Frank Mulvenna, VP & Disco Contact Alan Meier, Nat'l Opns. Dir & Prod'r Destiny Knight

Crosseyed Bear Recs, 286 Brompton Rd., Buffalo, N.Y. 14221 Tel (716) 884-5690 VP & Promo Dir Marty Angelo

Crystal Clear Recs., 225 Kearny St., Suite 200, San Francisco, Calif 94108 Tel (415) 398-3100 Pres Edward S Wodenjak Exec VP Michael R Phillips.

Curton Recs Inc., 5915 N Lincoln Ave., Chicago, Ill 60659 Tel (312) 769-4676 Co-Pres Curtis Mayfield, Marv Stuart, VP Admn Clarice Pollock A&R Rich Tufo, Pub & Promo Marilyn Atlas (Distributed by Warner Bros.)
Branches: Atlanta, Ga., 635 Fair St SW Zip 30314 Tel (404) 522-8922 Promo Charles Matthews—Arlington, Tex., 1602-A Carter Dr Zip 76010, Tel (817) 469-6138 Promo Tony Price.
Labels: (Owned) Curton, Gemigo

D & M Sound Corp, 185 West End Ave., New York, N.Y. 10023 Tel (212) 362-9812, Bd Chm Dave Miller, Pres Marty Wilson (Distributed by Disco Rec Co.)

Dad's Tunes, PO Box 26637, Tempe, Ariz 85282 Tel (602) 947-9744 Pres D.A. Davis, VP Sales Chris Davis, VP Dist'n Bruce Turner.

Dakar, see Brunswick

Dance-A-Thon Recs., 1957 Kilburn Dr., Atlanta Ga 30324 Tel (404) 876-1073, Pres Aleck Janoulis

Dark Horse see A&M

Dash, see TK

De-Lite Rec d Sound Corp., 200 W 57 St., New York, N.Y. 10019 Tel (212) 757-6770 Pres Fred Fioto, Sec'y-Treas Gabe Vigorito, A&R Dir Fred Vee, Sales & Mktg, Bernie Block, Nat'l Promo Stan Price (Distributed by Pickwick)

Labels: (Owned) De-Lite (distributed) Gang, Vigor

Dellwood Music Co Inc., 160 S Leswing Ave., Saddle Brook, N.J. 07662 Tel (201) 843-3239 Pres Woodrow C Gardella VP M Gardella, A&R S Gardella, Disco Contacts R & W, Gardella

Detroitier, see Sonic

Dial Recs Inc, PO Box 1273, Zip 37202, 8 Music Square W., Nashville, Tenn 37203, Tel (615) 327-3162 (Distributed by Phonogram)

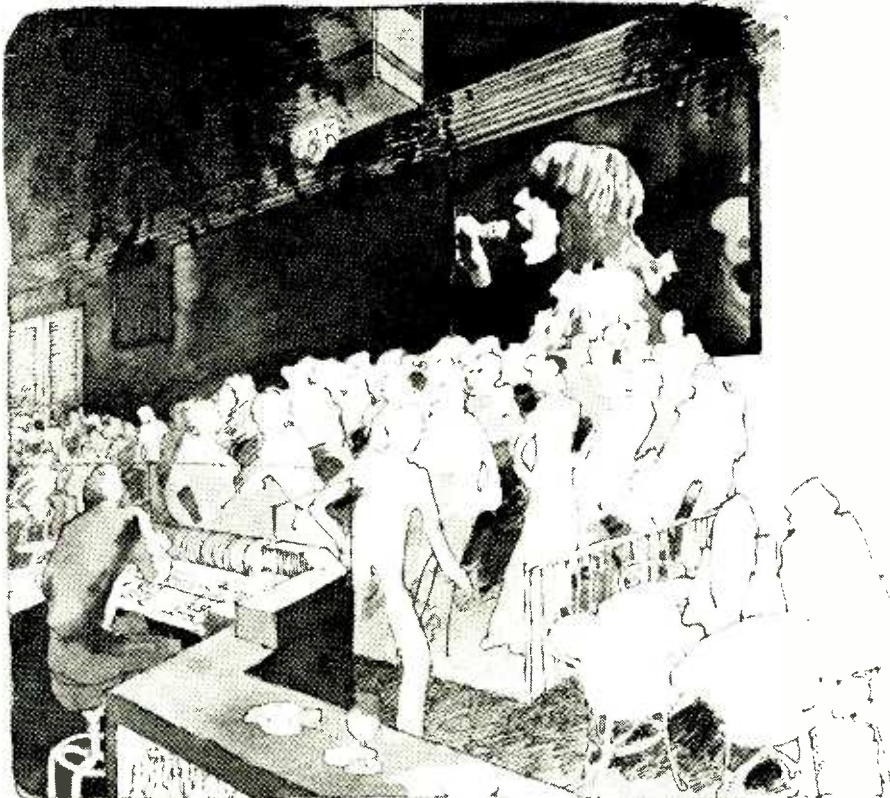
Disco Rec Co Inc., 467 Mundet Pl., Hillside, N.J. 07205, Tel (201) 923-7474, Pres Joseph C Martin, VP Jerry Cohen, Promo, Juggy Gayles.
Labels: (Owned) Disco (distributed) D&M Sound

Dis-Ko Mania, see TR

Domino Recs Ltd, 218 Tulane St., Garland, Tex 75041 Tel (214) 278-3079, Owners David & Deanna Summers, A&R David Summers.
Label: (Owned) Domino Ltd

Don, see Loypriquan

Dore Recs Inc., 1608 Argyle, Hollywood, Calif 90028, Tel (213) 462-6608 Pres Lew Bedell, Promo, Dir George Jay



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M6-824S1

DISCOTECH #2



RECENT DISCO HITS Includes:
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The Supremes "Bad Weather"
Rare Earth "Chained"

M6-831S1

**MOTOWN
DISCOTECH #3**



M6-853S1


**MOTOWN MAGIC
DISCO MACHINE
VOL. II**



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Dynamo, see Musicor

E.M.I., see Capitol

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Tel. (615) 255-8076 Owner Delores Bolling, A&R
Durwood Haddock, Sales & Promo Curtis Wood

Eclipse, see Galaxie III & Maranta

Elbejay Ents. Inc., PO Box 40544, Zip 37204, 1120 E Delmas Ave., Nashville, Tenn. 37216 Tel. (615) 297-3767, 228-8511 Pres. H. Raymond Ligon Sec'y Treas. Sewall B. Jackson; Mgr. R.M. Jackson

Elektra/Asylum/Nonessuch Recs., 962 N. La Cienega Los Angeles, Calif. 90069 Tel. (213) 655-8280 Bd. Chm. Joe Smith, Pres. Mel Posner, VP & Treas. Jack Reinsten, VP Mktg. George T. Steele, VP Sales Stan Marshall, Elektra/Asylum VP Steve Wax, VP Prod'n Keith Holzman, VP Int'l Dept., Adv. & Artists Relations Dir. Jerry Sharell, Press Relations Dir. Karin Berg, Nat'l Promo Dir. Ken Buttice, Nat'l Field Promo Dir. Fred Demann.

Labels: (Owned) Asylum, Elektra.

Elf Recs. Ltd., PO Box 404, Astor Street Sta., Boston, Mass. 02123 Tel. (617) 353-1200 Exec. VP Herb Shriber, A&R Co-ord. John Luongo.

Ember Ents. Inc., 747 Third, New York, N.Y. 10017 Tel. (212) 688-8170, Pres. Jeffrey S. Kruger, VP Louis Zinman; VP Pub. Bob Levinson, Creative Affairs Dir. John Madara, Int'l Affairs Dir. Leslie Lewis.

Enyx Recs., PO Box 1187, Syracuse, N.Y. 13201 Tel. (315) 422-2452, Pres. & Promo, Mgr. Arthur Lane, Exec. Sales & Mktg. William L. Armstrong Jr., District Rep. Leroy G. Wright, Local branches: 445 Mountainview Ave. Zip 13224 Tel. (315) 446-0777 1001 Northway Ave. Zip 13224 Tel. (315) 446-5836

Epic, see CBS.

Era Recs. Ltd., 9460 Wilshire Blvd., Beverly Hills, Calif. 90212, Tel. (213) 274-6028, Pres. Herb B. Newman.

David Eskin Inc., 400 Riverside Dr., New York, N.Y. 10025 Tel. (212) 749-4257 Pres. David Eskin (Exporter)

Essar Recs., PO Box 38444, Hollywood, Calif. 90038 Tel. (213) 733-8277 Owner Steve Riggio, A&R Dirs. Pat V. Byrd, Steve Riggio (Distributed by WILD)

Label: (Owned) Icepac.

Evco Rec. Corp., 901 Dickel Ave., Parkersburg, W. Va. 26101 Tel. (304) 428-0888 Pres. & Gen. Mgr. Morris L. Bower, VP Richard Hicks.

Evergreen, see New Directions.

Express Recs., PO Box 3367, Hollywood, Calif. 90028, Tel. (213) 761-9679 Mng. Dir. Jeff Oxman, Gen. Mgr.

Gary Engel, Mdsq. Mgr. K. Dossat, Promo Mgr. R. Mark

Faces, see Cord

Faderkat, see Eric Hilding.

Fania Recs. Inc., 888 Seventh Ave., New York, N.Y. 10019, Tel. (212) 397-6730 TWX (710) 581-6093, Pres. Gerald Masucci, VP Johnny Pacheco; Nat'l Promo, Dir. Alexander Masucci, Disco Contact Esmerelda Derrring

Labels: (Owned) Fania, (distributed) Cotique, Vaya

Fantasy/Prestige/Milestone Recs., 10 & Parker Sts., Berkeley, Calif. 94710 Tel. (415) 549-2500 Bd. Chm. Saul Zaentz; Pres. Ralph Kaffel, Exec. Ass't to the Pres. Ron Granger; VP A&R Orrin Keepnews; Nat'l Sales Mgr. David Lucchesi; Creative Servs. Dir. Gretchen Horton, Art Dir. Phil Carroll, VP Bus. Affairs Al Bendich

Branches: Los Angeles, Calif., 6363 Sunset Blvd. Zip 90028, Tel. (213) 461-9171 Mgr. Bob Mercer—**New York, N.Y.**, Gulf + Western Bldg., 15 Columbus Circle, Zip 10023 Tel. (212) 757-2134 VP Bernard Lieberman, Reg'l Promo, Cal. Stiles

Labels: (Owned) Fantasy, Milestone.

Wes Farrell Org., 9200 Sunset Blvd., Suite 620, Los Angeles, Calif. 90069 Tel. (213) 273-4922, TWX (910) 490-2540 Pres. Wes Farrell, Pres. WFO Music Group Steve Bedell, VP & Gen. Mgr. Buck Reingold; VP, Mktg. & Sales Ed Walker, Nat'l Pop Promo Dir., Craig Dudley; Nat'l R&B Promo Dir., Chris Clay, Admin. Ass't Int'l & Prod'n Mgr. Linda Campbell, Bus. Affairs Dir. & Controller Mary McWilliams

Labels: (Owned) Chelsea, Roxbury

Flaming Arrow, see Solid Soul.

Flo-Feel Recs. Inc., 166-26 89 Ave., Jamaica, N.Y. 11432, Tel. (212) 657-3232 Pres. James A. Dockett

Flying Dutchman Prod'n Ltd., 1133 Ave. of the Americas New York, N.Y. 10012, Tel. (212) 598-8951 Pres. Robert Thiele, (Distributed by RCA)

Labels: (Owned) Flying Dutchman, Signature

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Fretrone Recs. Inc., 3114 Radford Rd., Memphis, Tenn. 38111 Tel. (901) 327-8187 Owner & Pres. Estelle Axton, Mgmt. Dir. Ted Cunningham, A&R & Sales Dir. Steve Gatlin; Disco & Nat'l Promo Dir. Mike Kelly; Pub. & Promo. Rene Brooke

Friends & Co., 108 Sherman Ave., New York, N.Y. 10034 Tel. (212) 942-8185, Owners Joe & Ralph Bana

Funhouse Recs., 17651 Anchester Rd., Detroit, Mich. 48219, Tel. (313) 535-6699, 273-5229 Pres. Jerome Cunningham; A&R Dir. Charles Clay

Future Shock, see Red Diamond.

G.N.P. Crescendo Recs. 9165 Sunset Blvd., Los Angeles, Calif. 90069 Tel. (213) 275-1108, Cable CRESREC Pres. & Int'l. Gene Norman

Galaxie III Studios, 118 Fifth St., Taylorsville, N.C. 28681 Tel. (704) 632-4735 Pres. & Owner Harry Deal, Office Mgr. Shirley Robinette.

Label: (Owned) Eclipse

Gang, see De-Lite & Pickwick Int'l

Gemigo, see Curton & Warner Bros. Generation, see Boot.

Gil's Funny, see Aquila

Glades, see TK

Golden Fleece, see CBS.

Gold Plate, see Amherst

Marc Gordon Prod'ns, 1022 N. Palm Ave., Los Angeles, Calif. 90069 Tel. (213) 686-0189 Pres. & Disco Contact Owner & Pres. Marc Gordon, VP Debbie Kelman

Label: (Owned) Colon-United

Gordy, see Motown

Graffiti, see Maria

Grand Prix, see The Sunshine Group.

Forrest Green Ents. Inc., 5004 W. Francis Rd., Clio, Mich. 48420 Tel. (313) 686-0189 Pres. & Disco Contact Forrest Green, VP & Pub. Mgr. David O. Norris, A&R Forrest Green, Rob Carter, Sales, Mktg. & Adv. Mgr. Don F. Norris.

Label: (Owned) Big Willie.

Green Menu Music Factory Inc., 50 W. 57 St., New York, N.Y. 10019, Tel. (212) 489-0859/0806 Pres. & A&R: Henry Jerome; Ass't to Pres. Gen. Mgr. Adv. & Promo. Don Castaldi, VP Edward Remusat, Treas. Wallace Barneke, Sales Mgr. Robert R. Blume, Pub. Martin Hoffman

Groove Merchant Int'l Inc., 515 Madison Ave., New York, N.Y. 10022, Tel. (212) 688-1224, Pres. Sonny Lester, Ass't to Pres. Linda DiGiovanni (Distributed by Pickwick Int'l)

H & L Recs. Corp., 532 Sylvan Ave., Englewood Cliffs, N.J. 07632, Tel. (201) 567-8100 Co-Pres. & A&R Luigi Creatore, Hugo Peretti, VP & Gen. Mgr. Bud Katzel, Nat'l Promo Dir. Steve Rudolph; Promo Sec'y Michelle Sherber, Int'l Mgr. Priscilla Taub

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Heavy Hank Recs., 1644 Glynn Court, Detroit, Mich. 48206, Tel. (313) 867-1853 Pres., Prod'r & Disco Mgr. Edd Henry, Sales & Mktg. Co-ord. Pat Henry

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Lawrence Herbst Investment Trust Fund, PO Box 1659, Beverly Hills, Calif. 90213 Pres. & Admin. Lawrence Herbst.

Branch: New York, N.Y., 80 Wall St. Suite 614 Zip 10005.

Labels: (Owned) Lawrence Herbst, Total Sound

Herwin Recs. Inc., 45 First St., Glen Cove, L.I., N.Y. 11542 Tel. (516) 676-5523 Pres. Bernard Klatzko

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Label: (Owned) Faderkat.

Hitbound! Int'l, see R Cade.

Hitstown-Disco Rec. Corp., PO Box 1257, Landover, Md.
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Honeysuckle, see Progressive.

Icepac, see Essar.

Immunity Recs. (div. of Bee Jay Booking Agency Inc.), PO
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Pres.: Eric T. Schabacker. Gen. Mgr.: Jim Katt; Pop
A&R Bill Vermillion, Disco Mgr.: Michael George.

Inagua, see Maranta.

International Rec. Dist'g Assocs. (IRDA), 55 Music Square
W., Nashville, Tenn. 37203. Tel (615) 244-7783.
Pres.: Hank Levine; Exec. VP Mike Shepherd; VP Adm-
in. & PR: Marsha Gagner.

Branch: Hollywood, Calif., Sunset Vine Towers, Suite
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enzano; Prod'r Dir.: Penny Stark; Pub. Dir. Jeff
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Pres.: Gary Rosenberg; Comptroller David Keeler; Nat'l
R&B Mgr.: Reggie LaVong; Adv. Mgr.: Dee Westlund.
Branch: New York, N.Y., 154 W. 57 St Zip: 10019.
Tel (212) 757-5026. VP & Nat'l Sales Mgr.: Herb Cor-
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Prod'n Dir.: Penny Stark.

Jaguar, see Associated Rec'g Cos.

Jamie/Guyden Dist'g Corp., 919 N. Broad St., Philadelphia,
Pa. 19123. Tel (215) 232-8383. Pres.: Harold B. Lip-
sius; Tres., Sales & Mktg.: Paul Fien

Label: (Owned) Phil-L.A. of Soul.

Jane, see R. Dean Taylor.

Janus Recs. (div. of GRT Corp.), 8776 Sunset Blvd., Los An-
geles, Calif. 90069. Tel (213) 659-6444. VP, Gen.
Mgr. & Adv.: Ed DeJoy; VP A&R: Allan Mason; Nat'l
Sales: Howard Silvers; Pub. Dir.: Reina Mekeburg
Branch: Sunnyvale, Calif., GRT Corp., 1286 Lawrence
Station Rd. Zip. 94086. WATS Tel: (800) 662-9810
Pres. Alan Bayley, Exec. VP Tom Bonetti.

Label: (Owned) Janus.

Jarrett Recs. Int'l Inc., 1697 Broadway, New York, N.Y.
10019. Tel: (212) 247-2040. Pres.: Joseph Jarrett.

Jemkl Rec. Corp., PO Box 460, 1100 NE 125 St., Miami,
Fla. 33168. Tel: (305) 891-0633. Pres. & Exec Prod'r:
Emil Pettite; Prod'r & Disco Contact: John Pettite; Gen.
Mgr.: Marlene Novak; Mgr.: Karen Thurman, Adv
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Labels: (Owned) Jemkl, Moonstone.

Jenges, see Associated Rec'g Cos.

Jewel Rec. Corp., 728 Texas St., Shreveport, La. 71163
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Mktg. Don Logan; Pub.: Sunny Mundy; Nat'l Promo.:
Dillard Crume, Int'l: Gloria Montgomery

Labels: (Owned) Jewel, Paula

Jody, see B-Atlas & Jody.

K-tel Int'l Inc., 11311 K-tel Dr., Minnetonka, Minn. 55343.

Tel: (612) 932-4000. VP. Mickey Eifenbein.

Kajac Rec. Corp., 155 First, Carlisle, Iowa, 50047. Tel.
(515) 989-0876. Pres.: Harold L. Luick; Exec. VP: Loren
Gonyea; Gen. Mgr. Pub. & Adv.: Mary Gordon; A&R
Jim Phinney; Disco Mgr.: Bob Parker; Sales & Mktg.:
Larry Anderson; Promo: Richard Colanzi

Labels: (Owned) Red-Rock: (distributed) Sun-Dyl.

Kayvette, see TK.

King James, see Solid Soul

Kool Kat Prod'ns. Inc., 39 S. Main St., Spring Valley, N.Y.
10977. Tel (914) 425-6040. Pres. Edward Kaplan;
VP & Gen. Mgr.: Ernie Fromen; A&R Dir.: Red Weed.

Label: (Owned) Wesrock.

Kudu, see Motown & Creed Taylor.

L K Recs., 1936 N. Clark St., Chicago, Ill. 60614. Tel: (312)
787-9224. Pres.: Larry Klein.

L M I, see Lee Magid & Ray Lawrence

L P G, see Loypriquan.

L T D Disco Corp., 4209 Crawford Ave., Baltimore, Md
21215. Tel. (301) 466-3416. VP: Warren Hobbs.

La Val Rec. Co., 226 N. Burdick St., Kalamazoo, Mich
49006. Tel. (616) 342-5328. Pres.: Vic La Val; A&R
Disco. Tico Taylor; Sales Mgr.: Vincent Taylor; Sales &
Promo.: Harry Whited.

Branch: San Francisco, Calif., 1218 Hollister St. Zip.
94124. Tel: (415) 467-5157.

Labels: (Owned) Boss; (distributed) Soul Set.

Ray Lawrence Ltd., PO Box 1987, 13033 Ventura Blvd.,
Studio City, Calif. 91604. Tel: (213) 552-1000. Pres.
Ray Lawrence; Adv. Dir.: Eric Lach, Promo. Dir. Jeff
Lawrence; Jazz Exec. VP A&R: Jack Tracy.

Label: (Distributed) LMI.

Le Cam, see Christ.

Legacy, see Owl.

Little City Rec. Ltd., PO Box 1079, Washington, D.C.
20013. Tel: (202) 723-3492. Pres.: Leon E. Stewart
Sr.; VP's: Barbara A. Brooks, Wilbur E. Stewart.

London Recs. Inc., 539 W. 25 St., New York, N.Y. 10001.
Tel: (212) 675-6060. Pres.: D.H. Toller-Bond, VP & Pop
A&R: Walt Maguire; VP Sales & Mktg.: Herb Goldfarb;
Creative Servs. Dir.: Don Wardell, Nat'l Promo. Dir.:
Jerre Hall; Disco Mgr. Joshua Blardo.

Labels: (Owned) London, Parrot, Phase 4; (distributed)
Hi.

Loypriquan Ltd., 39 W. 55 St., New York, N.Y. 10019 Tel
(212) 586-3350. Pres. Lloyd Price, A&R Dir. Nate
Adams; Sales & Mktg. Mgr. Chuck Offit; Promo. Mgr.:
Rudy Lucas.

Labels: (Owned) LON, DPG.

Lucky, see Adco.

Lu Tall Recs., PO Box 6162, Long Beach, Calif. 90806. Tel:
(213) 926-5140. Pres.: J. Carey Tall.

M A I, see Music America Int'l.

M C A Recs. Inc., 100 Universal City Plaza, Universal City,
Calif. 91608. Tel: (213) 985-4321. Cable MUSICOR.
Pres. J.K. Maitland; Admin. VP: Lou Cook, VP Mktg.:
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Davis; VP Opns.: George Jones; VP Nat'l Sales: Sam
Passamano; VP Promo.: Vince Cosgrave.

Branches: New York, N.Y., 445 Park Ave. Zip: 10022.
Tel: (212) 759-7500. VP: George Lee; Pub. Kathryn
Schenker, Nancy Fishman—Nashville, Tenn., 27 Mus-
ic Square E., Zip: 37203. Tel: (615) 244-8944.

Prod'rs: Walter Haynes, Snuffy Miller; Pub. Kelly Dela-
ney.

Labels: (Owned) MCA: (distributed) Rocket.

Lee Magid Inc., 5750 Melrose Ave., Hollywood, Calif.
90038. Tel (213) 463-2353. Cable: LEEMAG. Pres.
Lee Magid; PR Dir.: Donna Sekulidis. (Distributed by
Ray Lawrence)

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Magna Glide Rec. Corp., 323 E. Shore Rd., Great Neck, L.I.,
N.Y. 11023. Tel. (516) 482-5930. A&R: Jeffrey Katz,
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Promo.: Adam Blake; Tape: Jennifer Reeves; Talent Co-
ord.: Brett Adams.

Magnet, see CBS.

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Pres. & A&R: Bob Shad, VP, Sales & Mktg. Dir.: Maury
Apatow; Disco Contact: C. Cavallaro; Int'l: J. Gans.

Malaco Inc., 3023 W. Northside Dr., Jackson, Miss. 39213.
Tel: (601) 982-4522. Pres.: Tom Couch, VP. Wolf Step-
henson; A&R: James Stroud; Promo. Dir.: Joe Lewis.
(Distributed by TK).

Labels: (Owned) Chimneyville, Malaco.

Maranta Music Ents. Inc., PO Box 9, Wyckoff 07481; 33 Pol-
lity Rd., Suite 42, Hackensack, N.J. 07601. Tel (201)
891-0138. Pres. & A&R Dir.: Clancy Morales; VP Paul
M. Von Freihofer; VP & Sales & Mktg. Dir.: Jimmy Fel-
iciano; R&B Disco Prod'r: Tony McKay; Pub. & Adv. Dir.:
Jackie Morales; Nat'l Promo. Dir.: Moses Feliciano

Branch: Santurce, P.R., Marylu Recs./Maranta Ents.,
PO Box 6886, Loiza Sta., 2020 Espana St., Ocean Park,
Zip: 00914. Tel. (809) 722-3441. Pres.: Antonio Con-
treras.

Labels: (Owned) Eclipse, Spear; (distributed) Inagua.

Maria Recs., PO Box 3770, Grand Central Sta., New York,
N.Y. 10017. Tel: (212) 733-0125. Owner & Pres.:
John Clark.

Label: (Owned) Graffiti.

Marlin, see TK.

Marlo Rec. Co., Box 49, Rt. 5, Utica, N.Y. 13502. Tel: (315)
724-0895. Owner: Marlo Ketchum; Mgr. Floyd Ket-
chum.

Maycon Recs., 5306 W. Columbia Ave., Philadelphia, Pa.
19131. Tel: (215) 877-8760. Pres.: Mae Connelly, VP:
Earl Connelly; R&B A&R: Louis Delise.

McKinnon Recs. Co. (a Lenny McKinnon Empire of Proper-
ties Co.), PO Box 691, 101 N. Fifth St., Reading, Pa.
19601. Tel: (215) 372-7361. Opns. Chmn., Pres.
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son; Nat'l Sales Mgr.: Ken Franklin.

Labels: (Owned) McKinnon, Movieland, Slide, Tarheel.

Mercury, see Phonogram.

Midland Int'l Recs. Inc., 1650 Broadway, New York, N.Y.
10019. Tel: (212) 541-5100. Cable: MIDSONG. Pres.
Bob Reno; VP & Gen. Mgr. Ed O'Loughlin; Promo. Dir.
Harry Spero; Eastern Reg'l Promo: Chuck Dembrack.
(Distributed by RCA).

Milestone, see Fantasy/Prestige/Milestone.

Mir-A-Don Recs. Inc., 5333 Astor Pl. SE, Washington, D.C.
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Tobe.

Label: (Owned) Solid Soul.

Mirror Ball Discs, 958 W. Edgemoor Dr., San Bernardino,
Calif. 92405. Tel: (714) 882-6796. Mgr.: Bill Bellman.

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Labels: (Owned) Cleo, Mother Cleo.
 Motor City, see Sonic.
 Motown Rec. Corp., 6464 Sunset Blvd., Hollywood, Calif 90028. Tel: (213) 462-3111 Exec. VP Barney Ales. VP Sales: Michael Lushka Nat'l Album & Tape Sales Mgr.: Steve Jack; Nat'l Sales & Singles Sales Mgr Miller London. Adv. & Mdsq Dir.: Derek Church.
Labels: (Owned) Motown, Gordy, Tamla. (distributed) Kudu.
 Mouth Music Co., PO Box 3142, Lawrence, Kan 66044 Tel: (913) 842-0021 Owner: Richard G. Petrovits. A&R, Sales & Mktg.: Scott Winters.
 Movieland, see McKinnon.
 Mulberry Square Recs., 10300 N. Central Expwy., Dallas Tex. 75231 Tel: (214) 369-2430 Pres. Joe Camp. VP: Ben Vaughn; Prod'r. Evel Box; Mgr. & Adv. Dir. Ken Rozny, PR Dir.: Jane Badgers.
 Music America Int'l, 303 Fifth Ave., New York, N.Y. 10016 Tel: (212) 686-6670 Pres. Stephen Metz; Exec VP Steven Singer. Exec. VP Mktg.: Jerry Geller; VP A&R Richard Landis. Pub. Dir.: Harriet Wasser.
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 Nationwide Sound Dist's Inc. (NSD), PO Box 1262 1204 Elmwood Ave., Nashville, Tenn 37202. Tel: (615) 385-2704. Pres. & Adv. Mgr. Joe F. Gibson. VP David N. Gibson, Sales & Mktg. Mgr. Betty R. Gibson, Pub. Mgr. Vicki Branson, Nat'l Promo, Mgrs. Betty & Debbie Gibson. (Manufacturers' Rep.)
Branch: Reading, Mass., 21 Jacob Way. Zip 01567 Tel: (617) 944-0423. Pres. Carl Strube
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 New Directions Recs., 13308 Octagon Ln., Silver Spring

Md 20904 Tel: (301) 589-5192. 551-7761 Owner & Pres. Robert H. Williams.
Labels: (Owned) New Directions, Evergreen.
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 Now, see Original Sound
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 O-Bag, see Boogie Man
 O H B Recs. Co., 224 Haddon Rd., Suite 100, Woodmere, L.I., N.Y. 11598 Tel: (516) 295-2358 Cable: STERLING Owner & Pres.: Walt Sterling
 Oasis, see Casablanca
 Ode Recs., Inc., 1416 N. La Brea, Hollywood, Calif. 90028 Tel: (213) 462-0730 Pres. Lou Adler, VP Marshall Blonstein (Distributed by A&M)
 On Recs., PO Box 892, Seaside, Calif. 93955 Tel: (408) 394-9578 Pres. Melvin Kimmons
 Original Sound Recs. Inc., 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 851-2500 Pres. Art Laboe VP Paul Politi; A&R Dir. Brian Ross; Opns. Mgr. Joe Daigle. Adv.: Promo & Special Projects Mgr. Thom Davis.
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 Outstanding Recs., PO Box 2111, Huntington Beach, Calif 92647. Tel: (714) 842-8635 Owners Earl Beecher, Paul Smith
Labels: (Owned) Outstanding Surf City
 Ovation Recs. (div. of Ovation Inc.) 1249 Waukegan Rd., Glenview, Ill. 60025 Tel: (312) 729-7300 Pres. A&R & Int'l Richard L. Schory; VP Radio, TV & Film Div. Robert Owens
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 Owl Rec. Co., PO Box 557, Lithia Springs Ga 30057 Owner Jeff Branon
Label: (Owned) Legacy
 P B R Int'l, 7033 Sunset Blvd., Los Angeles, Calif 90028 Tel: (213) 462-0833 Mng. Dir. & Disco Contact Patrick Boyle, Gen. Mgr. Marietta Boyle (Distributed by Ray Lawrence)
 P I P, see Pickwick Int'l
 Parasound Inc., 680 Beach St., No. 411 San Francisco, Calif. 94109 Tel: (415) 673-4544 Cable DOOBYDOO Pres. & A&R Bernie Krause; VP & Disco Contact Sid Goldstein; Sales & Mktg.: Leslie Fleming
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 Paula, see Jewel
 Pearl Harbor, see Associated Rec. g Cos
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Labels: (Owned) Periscope Streke
 Pharaoh Recs. Box 88, Glastonbury, Conn. 06033 Tel: (203) 633-1416 Pres. Bruce Lloyd
 Phase 4, see London
 Philadelphia Int'l Recs., 309 S. Broad St., Philadelphia, Pa 19107 Tel: (215) 985-0900 Pres. Earl Shelton Exec VP's Jimmy Bishop, Harry J. Coombs Gen. Mgr.

Jimmy Bishop; Artist Relations & Pub.: Weidon A. McDougal III (Distributed by CBS)
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 Phil-L.A. of Soul, see Jamie/Guyden.
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 Phonogram Inc./Mercury Recs. (sub. of Polygram Corp.), 1 IBM Plaza, Chicago, Ill. 60611 Tel: (312) 645-6300. Cable PHONOGRAM Telex (910) 221-2345/1355.
 Pres. Polygram Rec. Group Irwin H. Steinberg; Exec. VP & Gen. Mgr.: Charles Fach; Sr. VP Mktg. Jules Abramson; VP Nat'l Promo Stan Bly; Int'l & Midwest A&R Robin McBride, Pub. Dir. Mike Gormley; Nat'l Sales Mgr. Harry Losk.
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Labels: (Owned) Mercury, Philips. (distributed) Dial
 Pickwick Int'l USA, 135 Crossways Park Dr., Woodbury, L.I., N.Y. 11797. Tel: (516) 364-2900. Cable: PICKSA-COR. Chm. Cy Leslie. Pres. Ira L. Moss; VP Creative Servs. Frank Daniel, VP Opns. David Goldstein, VP Premium Sales S. Gordon Strenger. PIP VP A&R Dir.: Bugs Bower; Int'l Vinnie Pisano.
Branch: North Hollywood, Calif., 7100 Tujunga Ave. Zip. 91605 Tel: (213) 760-5050. VP Dave Brown.
Labels: PIP Div.: (Owned) PIP; (distributed) De-Lite. Gang, Groove Merchant, Vigor
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Labels: (Owned) All Platinum, Chess, Stang, Turbo, Vibration
 Playboy Recs. Inc., 8560 Sunset Blvd., Los Angeles, Calif. 90069 Tel: (213) 659-4080. Exec. VP & A&R: Thomas P. Takayoshi, R&B Dir. Hilary Johnson; Sales & Mktg. Dir.: Eli Bird, Ass't to Nat'l Promo Dir.: John Wellman.
Branch: Nashville, Tenn., 1300 Division St., Suite 200 Zip 37203 Tel: (615) 244-6969. Opns. Dir.: Eddie Kilroy.
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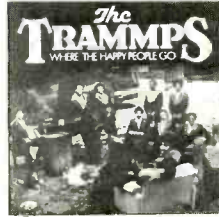
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SD 18172

Single: "Where the Happy People Go" ATLANTIC 3306
Produced by Ron Baker for Baker, Harris, Young



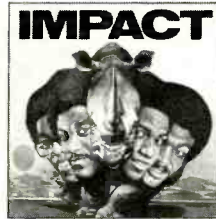
Margie Joseph



SD 9906

Produced by Lamont Dozier

Impact



SD 36-135

Single: "Happy Man"
ATCO 7049

Produced by Bobby Eli for WMOT Productions

Barrabas



SD 36-136

Single: "Desperately"
DSKO 73

Produced by Fernando Arbex

Luther

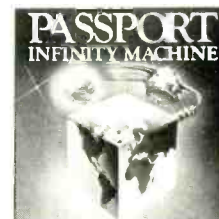


SD 9907

Single: "It's Good For the Soul"
COTILLION 44200

Produced by Luther Vandross

PASSPORT



SD 36-132

Single: "Ju-Ju Man"
ATCO 7045

Produced by Klaus Doldinger

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 Private Stock Recs Ltd, 40 W 57 St, New York N Y 10019 Tel (212) 397-1600 Cable PRIVATSTOX Pres Larry Uttal VP & Gen Mgr. Irv Biegel VP Promo Noel Love Int l Co-ord Mitchell Rosen
 Professional Artist, see Sea Cruise
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 Pulstrak, see Sceneville
 Pye, see ATV
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 R C A Recs, 1133 Ave. of the Americas, New York N Y 10036 Tel (212) 598-5900 Pres Kenneth Giancy VP Comm'l Opns Mel Ilberman VP Bus & Talent Affairs Myron Roth VP Music Servs David Henchberry VP Int l Bob Summer, VP Public Affairs Herb Helman VP Mktg Jack Kiernan, VP Finance Arthur Martinez VP Artists Relations Frank Mancini, VP Ind l Relations Ed Scanlon VP Promo John Rosica
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 R Cade Rec Corp, 3090 N Lincoln Ave Altadena, Calif 91001, Tel (213) 681-2314 Pres Sales, Mktg & Int l Norman B Fowler VP A&R & Tape Floyd Bibbins, Promo & Disco Dir Eddie Coleman VP Pub Evelyn Fowler, VP Adv, Arnold Fowler
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 R C I Recs, PO Box 126, Elmsford, N Y 10523 Tel (914) 592-7983 Gen Prof Mgr Ray Roberts
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R & R Recs Inc 663 Fifth Ave, New York, N Y 10022 Tel (212) 757-3638 Pres Rena L Feeney VP Bill Feeney: A&R Prod r Billy Nichols, Pub Adv & Promo Lenny Bailey
 R S O Recs & Tapes Inc, 9200 Sunset Blvd, Los Angeles Calif 90069 Tel (213) 278-1680, Pres Al Coury (Distributed by Polydor)
Branch: New York, N.Y., 135 Central Park W Zip 10023 Tel (212) 580-7800 Telex 421534 VP East ern Opns Bob Edson
 Rage Recs Co, 19826 Wadley Ave Carson, Calif, 90746 Tel (213) 321-6823 Pres Dr Sylvester Sales, Nat l Promo Dir Bobbi Webb (Distributed by International Rec g Dist g Assocs)
 Ranwood Recs Inc (sub of Ranwood Int l Inc) 9034 Sunset Blvd, Los Angeles Calif 90069 Tel (213) 278-7222 Pres & A&R Dir Randolph C Wood Exec VP Christine Hamilton, VP Tape & Gen Mgr Larry Welk VP & Sales Mgr Morris Goldman
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 Red-Rock see Kajac
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 Roach Recs 2325 Rosecrans Gardena Calif 90249 Tel (213) 532-8003 Pres, A&R, Disco Sales Mktg & Tape Mgr Joseph Chryar VP & Gen Mgr Tina L Thompson Music Dir Leo Blevins
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 Sagittar see Texas Sound
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 Sahara see Cactus
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Branches: Fort Walton Beach, Fla., 250 Racetrack Rd NE Zip 32548 Tel (904) 242-0013 Talent Co-ord Jim Sawyer—**Atlanta, Ga.**, 699 SW McDaniel St Zip 30310—**Chattanooga, Tenn.**, 1109 N Orchard Knob Ave Zip 37406 Tel (615) 629-4014, 698-4306 Pres Wallace Meadows VP Eugene Meadows.
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 Soul Set Prod ns 1218 Hollister Ave, San Francisco Calif 94124 Tel (415) 467-5157 Pres B Taylor VP William Taylor A&R James Taylor (Distributed by La Val)
 Soul Train Recs (div of Cornelius-Griffey Entertainment Co) 9200 Sunset Blvd, Penthouse 15 Los Angeles Calif, 90069 Tel (213) 550-8623 (Distributed by RCA)
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 T E C see Sound Gems
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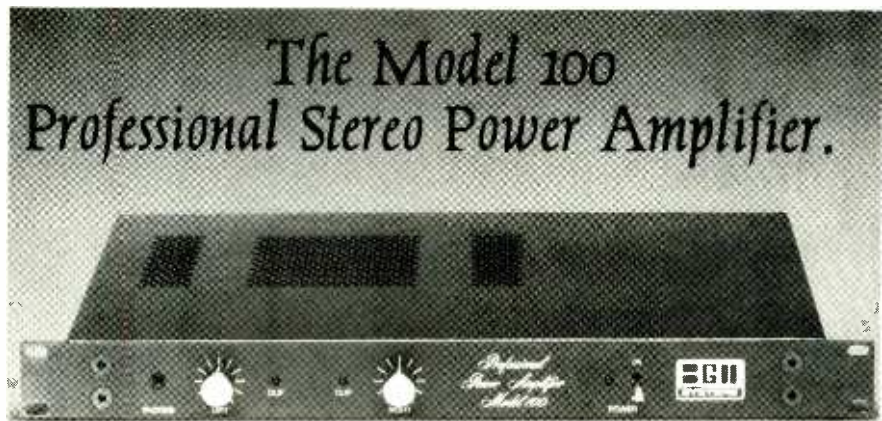
A listing by category follows this master listing.

A

A D C. see Audio Dynamics
 A E G-Telefunken, see Gotham Audio
 A K G. see Philips Audio Video Systems Audio Div
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 A-1 Amusement Prods., 790 E Washington Blvd Los An-
 geles Calif 90021 Tel (213) 748-1686 Pres John
 McEntee
 Product **Lighting**—Chasers Sequencers, Strobes
Games—Video Electronic
 A R. see Acoustic Research
 A & S Rec Promos., 2249 Cottage Grove, Cleveland
 Heights, Ohio 44118 Tel (216) 321-0175 Disco
 Serv Rep Al Rose (Cleveland Disco Pool)
 A V L. see Audio Visual Labs
 Accuphase. see Teac Corp
 Accutrac. see Audio Dynamics
 Acoustic Research Inc., 10 American Dr Norwood, Mass
 02062 Tel (617) 769-4200
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 dale, Va 22003 Tel (703) 256-7100 Pres W F
 Brown, Exec VP Kenneth Rapley, Sales Mgr Leonard
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 Tel (914) 632-3460
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 90220 Tel (213) 537-3880 Exec VP C E Phillips.
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 Jules Kulak.
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 Allied Leisure Inds Inc., PO Box 4928, 245 W 74 Pl., Hia-
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 327-5830 Pres Robert Braun, Mktg Dir Arnold
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 629 W. Cermak Rd., Chicago, Ill 60616 Tel (312)
 243-1310 Pres George H. Miller, VP & Gen Mgr

Loyd L. Ivey, Sales Mgr Howard Metzger
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 0941 Telex 447278
 Product **Audio**—STAX Amplifiers, Pre-Amplifiers,
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 el, Sales Mgr Stan Stark
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 gans, Dimmer Boards, Strobes, Strip, **Dance Floors/**
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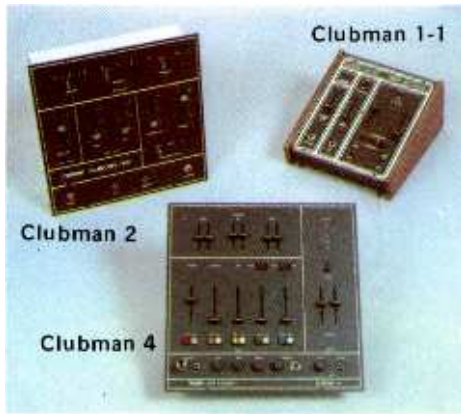
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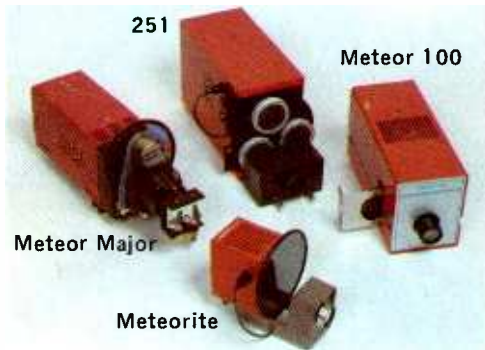


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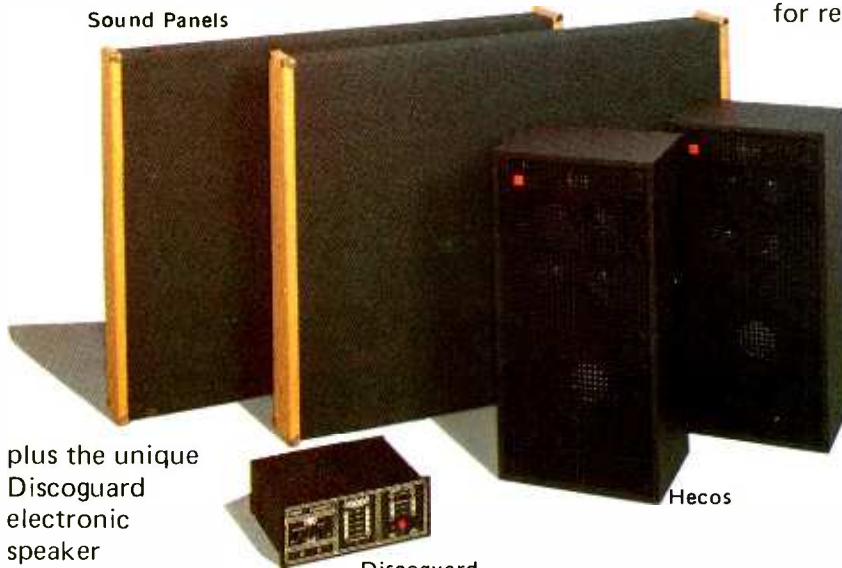
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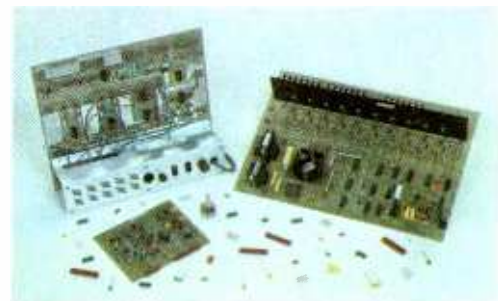
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- Cerwin-Vega Inc., 6945 Tujunga Ave., North Hollywood, Calif 91605 Tel (213) 769-4869, Pres. & Adv. Mgr Gene Czerwinski, Sales Mgr Gail Martin; PR: Michael Koehn.
Product **Audio**—Amplifiers, Speakers, Equalizers.
- Cetec Audio, 13035 Saticoy St., North Hollywood, Calif. 91605, Tel (213) 875-1900 VP & Gen Mgr W Mort Fujii; Mktg & Sales Dir. Jules L. Sack
Product **Audio**—GAUSS Speakers
- Cherry! Disco Systems, 27 Palmer St., Pontiac, Mich 48053 Tel (313) 335-3549, Owner Randall J Shaler Sales Mgr Ken Bockmuehl
Product **Audio**—Speakers, **Lighting**—CDS Controllers, Chaser Displays, Strobes, **Special Effects**—MIRROR PADDLE Mirror Balls, CDS CLOUD 9 Fog Machines, CDS Signs Computerized/Psychedelic/Illuminated, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers, Builders.
- Chicago Coin, see Chicago Dynamic
- Chicago Dynamic Inds. Inc., 1725 W. Diversey Blvd., Chicago, Ill. 60614 Tel (312) 935-4600, Mktg Mgr Bob Sherwood
Product **Games**—CHICAGO COIN Video/Electronic, Pinball, Arcade
- Cinema IV, see PM Systems.
- Cinema Vision, see Wolfman Mason's Stereo
- Citation, see Harman/Kardon Inc
- Clone-Tone, see Full Compass
- Coleco Inds Inc. 945 Asylum Ave., Hartford, Conn 06105, Tel (203) 278-0820
Product **Games**—Video/Electronic
- Coleman Disco Prod ns & Electronics, PO Box 1601, Rocky Mount, N.C. 27801, Tel (919) 443-7282 Pres Bill Coleman Jr
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- Colorgan, see Decora Inds
- Color-Glo, see The Invisible Ink Man.
- Columbia Scientific Inds Corp., Box 9908, 11950 Jollyville Rd., Austin, Tex. 78766 Tel (512) 258-5111 Pres Dr. Eugene Haddad; Sales Mgr. Joe McIntyre
Product **Projection Systems**—MEDIA MASTER Dissolve Controls & Programmers
- Community Electronics Inds Inc., Box 1705, 7 Widewater Dr., Lafayette, Ind 47902 Tel (317) 423-1608 Pres David J. Howe, Sales Mgr. John Tagliferro, Adv. Mgr. Beth Montgomery
Product **Audio**—CEI Speakers, **Planning/Construction**—Consultants
- Community Light & Sound, 5701 Grays Ave., Philadelphia, Pa 19143, Tel (215) 727-0900 Pres. Bruce Howze, Sales/Mktg. Mgr Thomas C. Walter, Adv Christine Kotoed
Product **Audio**—Speakers
- Computer Games Inc Accord Ind'l Park Complex, Norwell, Mass. 02061, Tel (617) 871-3011 Pres William Fox
Product **Games**—Video/Electronic
- Concord, see Benjamin Electronic.
- ContruSound, see International Audio Visual
- Cook Consultants Inc., 2510 SW Third Ave., Ft Lauderdale, Fla 33315 Tel (305) 947-9953 Pres Bob Franklin, VP Ray Franklin
Product **Planning/Construction**—Consultants, Designers, Installers, Builders.
- Cosmic Lights Ltd., 220 Gern Ln., Addison, Ill 60101 Tel (312) 628-0909 Pres Richard A Haase.
Product **Lighting**—Chasers/Sequencers, Color Organs, Lasers, Spot, Track, Strip, **Special Effects**—Signs Computerized, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers, Builders.
- Crazy Bob Creations & Promos./My Go-Go Promos. (divs. of Dahlhouse Publ'g House), PO Box 3262, Hollywood, Calif. 90028, Tel (213) 851-1175, 876-1741 Pres & Dir. Robert L Gilbert; Music Dir. Gary M Theroux. (Record Service)
- Creative Audio 2707 S Barrington Ave., Los Angeles, Calif 90064, Tel (213) 473-9147 Co-Owners Michael Mulne, Brian Edwards
Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers, Builders.
- Creative Floors, 86 Washington St., Bloomfield, N.J. 07003 Tel (201) 748-2756 Pres Jerry Femicola.
Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings.
- Creative Illumination Servs., 540 N. San Vicente Blvd., Los Angeles, Calif 90048 Tel (213) 657-7448 Contact Phil Sidham
Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers
- Creative Sound Ltd., 2752 N. Oakland, Milwaukee, Wis 53211 Tel (414) 962-8000 Pres Mark Freedman, Sales Mgr. Bart Freedman
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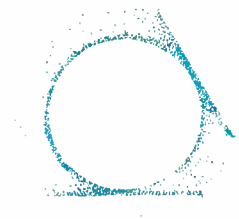
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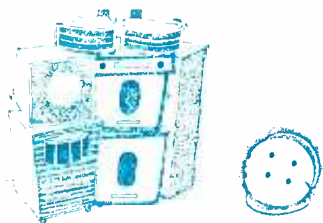
SOUND IS ROUND

The musical sounds you listen to are in fact concentric waveforms similar to the impression you get as an object is dropped into water. The rings displayed on the surface are visual images of the way sound waves travel. Because sound is round we felt it was quite obvious to use a sphere to project and reinforce the sound wave. So, using this application, we designed the **soundsphere**. The **soundsphere** loudspeaker enclosure allows you to actually feel the difference. Dispersion characteristics as well as efficiency vs. fidelity problems are vastly improved. In the past, just about all loudspeaker enclosures offered one plane of sound coming from a box, whether we talk of your present home stereo speakers or the conventional and out of date "black boxes" used for professional sound. Either way, the result was sound coming from a box and sounding like a box. The **soundsphere** is a magnificent conception; its shape suggests a resolve.



As the bass and midrange transducers pump their response into the two reflector dishes, the sound wave is propelled around the sphere, which houses the transducers, thus creating a cleaner, more accurate and highly dispersed sound.

MORE WITH LESS



Truly, your ears get more with less. Functionalism and utility are unique benefits of the **soundsphere**. Economy of space and amplifier power used to attain desired levels of distortion-free sound are examples. Weight and size are always significant, especially if you're on the road. You'll really appreciate the amount of level with two **soundspheres**, instead of three or four conventional boxes and large heavy horns for your P.A..

SONIC SYSTEMS, INC.
Darien, Connecticut USA 06820

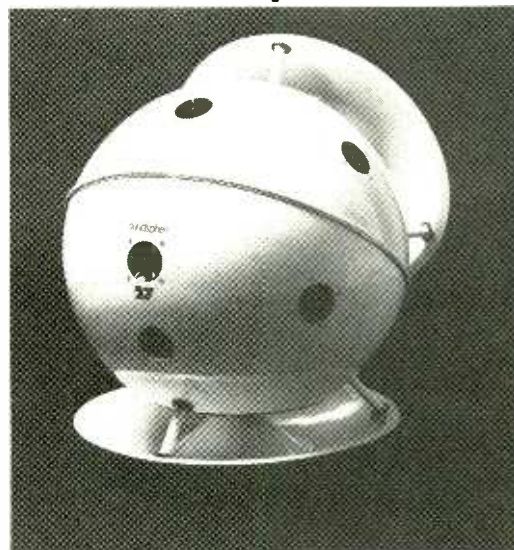


The **soundsphere** is a full range loudspeaker enclosure that will fulfill any mission from club, restaurant, or disco, to concert stage and even stadiums. The enclosure works so well that the **soundsphere** will handle 400 watts RMS without doubling up or breaking up in any way, although the actual transducer we've employed may have a maximum stated power handling capacity of only 150 watts RMS. We realize that how loud a speaker plays is not the total measure. Highlighting the **soundsphere's** economic and functional design, less amplifier power is necessary to produce desired levels for P.A. use, musical instruments and home entertainment. Each component works less and realizes more. Superior dispersion allows for less level resulting in a clean full sound, without distortion, reducing listener fatigue.

Nothing forces customers away from a club or disco faster than loud, distorted music. With the **soundsphere**, headaches and irritability are eliminated. Those vital psycho-acoustic benefits are the continued economic application of the "sphere". The **soundsphere** can deliver 360° of dispersion in low and mid-range and well over 200° in high end.

Don't just take our word for it. Les McCann has been using our enclosure almost since its beginning. The word is out. Stop listening to "square" music. Remember, sound is round, you'll feel the difference. Feel for yourself. Drop us a line or just ask your nearest professional instrument dealer or other fine audio supplier about the revolutionary

soundsphere



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Tel (214) 526-1636 Pres Chuck Conrad
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Crown Inds., 27 Crane St., Newark, N.J. 07104 Tel: (201) 481-1400. Pres. William Loebner, Sales Mgr David Frank.
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Crown Int'l Inc. 1718 W Mishawaka Rd., Elkhart, Ind 46514 Tel (219) 294-5571 Pres Clarence C Moore, Sales Mgr James Beattie. Adv & PR Dale Martin.
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Custom Audio, 928 Main St., Buffalo, N.Y. 14202 Tel. (716) 886-0640. Pres. & Gen Mgr Greg Chinn
Product **Planning/Construction**—Designers, Installers, Builders
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The Danserum Corp., 6911 Hayvenhurst Van Nuys Calif 91406 Tel (213) 997-6611 Pres & Sales Mgr Michael Levin, Exec VP Jon Bassett
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Davis-Moore Labs 25 Thorndike St., Cambridge, Mass 02141 Tel (617) 547-7695
Product **Audio**—Speakers
Decora Inds. Inc., Data Display Div 350 E Tiroga St., Philadelphia Pa 19134 Tel (215) 426-9700 Pres Robert Levitt, Sales Mgr Sam Blumberg
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Denon see American Audioport
Design Circuit Inc., 37 W 20 St New York N.Y. 10011 Tel (212) 924-6750 Pres Robert Lobi, Adv Mgr Georgina Leaf
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Digital Games Inc., 545 Terrace Dr. San Dimas Calif 91773 Tel (213) 966-1636. (714) 599-8333 Pres William H Prast, Sales Mgr James P Schwabe
Product **Games**—Video/Electronic.
Digital Lighting Corp 141 W 24 St., New York N.Y. 10011 Tel (212) 691-0840 Pres L Silverman, VP Chrs Harms, Sales Mgr G Smith
Product **Lighting**—Chasers Sequencers Color Organs Dimmer Boards, Strobes, Track, Strip, **Visual Materials**—Slide Libraries, Videotape Libraries, **Projection Systems**—Special Effects Projectors, **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines, Signs Computerized/Psychedelic/Illuminated, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings **Planning/Construction**—Consultants Designers, Installers Builders
Disco-A-I see Disco Assocs
Disco-America Ltd. 919 W Argyle Chicago, Ill 60640 Tel (312) 828-0586 Pres. Jerome McCann
Product **Dance Floors/Walls/Ceilings**—Floors Walls, Ceilings, **Planning/Construction**—Installers
Disco Assocs Inc., 98 Center St, Kingston, Pa 18704 Tel (717) 287-7575 Pres Andrew Watlock, Sales & Adv Mgr Jerry Watlock
Product **Audio**—DISCO-VOICE Mixers, Disk Jockey Units Decks Equalizers, **Lighting**—DISCO-A-I Chasers/Sequencers Strip **Special Effects**—DISCO-A-I Signs, Computerized Psychedelic/Illuminated, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Plan-**

ning/Construction—Consultants, Designers, Installers, Builders.
Disco-Chicago Inc., 10 W Hubbard St., Chicago, Ill 60610 Tel (312) 828-0546 Pres John M Hickey
Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers
Disco Concepts Unlimited, PO Box 9887 Atlanta Ga 30319. Tel (404) 262-2876 Pres Tommy Goodwin
Product **Planning/Construction**—Consultants
Disco Construction Co., 147 Louise Dr., Newport News Va. 23602 Tel. (804) 596-4213 Pres Jonathan Booke, Sales Mgr. William Black
Product **Audio**—Mixers, Disk Jockey Units, Decks, **Special Effects**—Custom Silhouette Lighting, Custom Lighted Mannequins, **Planning/Construction**—Installers
Disco Dancing, 1 E Wacker Dr Suite 3700, Chicago Ill 60601 Tel (312) 467-6878. Pres Jeff Elkins Exec VP Barry Isaacson Account Exec Jeanette LoCurto.
Product **Planning/Construction**—Consultants; **Other**—Dance Instruction & Expositions, Disco Fashion Shows.
Disco Duo, 4 Broadway, Cortland, N.Y. 13045 Tel (607) 753-4117. Co-Owners Robert W Harrison, John L Buttino
Product **Planning/Construction**—Designers, Installers
Disco Entertainment Ltd., 1271 Rand Rd., Des Plaines, Ill. 60016 Tel (312) 298-7900/0200 Pres Earl R. Matzkin
Product **Audio**—SAL Disk Jockey Units/Decks, **Lighting**—SAL Chasers/Sequencers, Rope Lights.
Disco Floors, PO Box 1491, Aberdeen, S.D. 57401 Tel (605) 225-4700 Pres Kirk Drusch.
Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings.
Disco Installations, 1159 Tower Rd Schaumburg, Ill 60195. Tel (312) 882-1845 Pres John Murphy, Gen Mgr. Bill Jungblood Sales Mgr. Don Ludwig
Product, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings; **Planning/Construction**—Consultants, Designers, Installers, Builders
Disco Ranger Prod ns Inc., 1238 Wisconsin Ave NW, Washington, D.C. 20007. Tel (202) 333-2230 Pres & Prod'r Michael O'Harro (Disco Radio Program Syndication).
Disco Scene Inc., 2003 W Pembroke Ave., Hampton, Va 23661 Tel (804) 244-0333 Pres Bob Williams, VP Randy Vaughan
Product **Audio**—Mixers, Disk Jockey Units/Decks, Pre-Amplifiers, Speakers; **Lighting**—Chasers/Sequencers, Color Organs, Dimmer Boards, Strip **Special Effects**—Signs Computerized/Psychedelic/Illuminated, **Games**—Video/Electronic, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers, Builders.
Disco 77, see Peacetime Communications
DiscoSound, PO Box 26664 Dallas, Tex 75226 Tel (214) 363-6668 Pres Laura Luther, Sales Mgr Robert Harris, Adv Mgr David Curo
Product **Visual Materials**—Slide Libraries, Film Libraries, Videotape Libraries **Planning/Construction**—Consultants, Designers, Installers
Disco Sound Assocs Inc 75 Ninth Ave., New York N.Y. 10011 Tel (212) 431-3699 Pres Richard Long, Sales Mgr Paul Friedman Adv. Mgr Joe Zamore
Product **Audio**—Mixers, Disk Jockey Units/Decks, Speakers, Headphones **Visual Materials**—Videotape Libraries—Mirror Balls, Fog Machines, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants Designers, Installers Builders
Disco-Technics, 623 Industry Dr., Seattle Wash 98188 Tel (206) 575-4014, 244-8463 Pres Don Johnson Sales Mgr Chuck Towner, Adv Mgr Gary Friedman
Product **Audio**—Mixers, Disk Jockey Units Decks, Speakers, Disk Jockey Booths, **Lighting**—Chasers Sequencers, Color Organs, Dimmer Boards, Stage & Dance Area Illumination Fixtures, **Visual Materials**—Slide Libraries **Projection Systems**—Dissolve Units **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers, Builders, **Other**—Northwest Disco Record Pool & Disk Jockey Training
Discotex, 3109 N. Haskell, Suite 400, Dallas Tex 75204 Tel (214) 526-1529 Co-Owner Terry W Pratt
Product **Audio**—Mixers, Disk Jockey Units Decks, Amplifiers, Pre-Amplifiers, **Lighting**—Chasers Sequencers, Color Organs, Strobes, Lasers, Strip, **Visual Materials**—Slide Libraries Film Libraries, **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines Signs Computerized Psychedelic/Illuminated **Games**—Video/Electronic, Pinball, Soccer Football, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers Installers Builders
Discotron, Winding Way, Suite G-16 Westville, N.J. 08093 Tel (609) 848-8844 Pres Stephen A Silver, Sales Mgr Peter J. Mitchell, Adv Mgr Barbara Silver
Product **Audio**—Disk Jockey Units Decks, **Planning/Construction**—Consultants
Disco-Voice, see Disco Assocs
The Disque Corp., PO Box 550, Miami, Fla 33145 Tel (305) 446-3159 Pres Bo Crane
Product **Planning/Construction**—Consultants Designers Installers
Diversitronics Inc 415 N State St Chicago Ill 60610 Tel (312) 644-3816 Pres G Saiger VP Larry Cada
Product **Lighting**—Chasers/Sequencers, Color Organs Dimmer Boards, Strobes, Strip **Dance Floors/Walls/Ceilings**—Walls, Ceilings
Dokorder Inc., 5430 Rosecrans Lawndale Calif 90260 Tel (213) 644-4421. Pres H H Oye VP Sales Barry Goldman, Adv Mgr Arne Berg
Product **Audio**—Tape Recorders
Dolby Labs Inc 731 Sansome St., San Francisco Calif 94111 Tel (415) 392-0300 Telex 34409 Pres Dr Ray M. Dolby VP Mktg Ioan Allen, Adv Mgr Penny

A Disco Speaker is a different speaker

Until very recently, the speakers that were used in discotheques were speakers that had been designed for other uses. And they didn't work out very well.

Monitor speakers, meant for loud playback in small rooms with just a few listeners, have good fidelity. But they can't possibly stand the high power needed to drive them to fill a large hall. And when used in multi-speaker arrays, the cost is way out of line.

Theater horns can have high output, high efficiency, and good projection, and might seem well-suited for disco use. But most of these units squawk like a PA system or blare like a small radio when pushed to discotheque sound levels. GLI's new Disco 1+ is a carefully engineered balance of the clean, bright sound of the studio monitor, and the projection and efficiency of the theater horn. But with much greater power handling capacity than either type.

The bass end of this 3-way system is handled by two 15-inch woofers, with high-heat resistant voice coils and high compliance suspensions. The midrange is taken care of by a heavy-duty exponentially flared diffraction horn, designed for maximum smoothness and definition, as well as broad dispersion and high output. An array of three ceramic element super-tweeters projects the high frequency sounds, with unusually wide dispersion, low distortion, and high reliability.

Overall bandwidth is 30 to 25k Hz and power handling capacity an amazing 175 watts RMS.

And that's what makes a GLI Disco speaker different.

Suggested retail price of the Disco 1+ is \$1075 per pair. Other models are available at prices up to \$1975 per pair.



The Creative Controller — it's ready now!

For almost a year, our customers have waited and our competitors have worried. And now it's ready. The ultimate discotheque preamplifier/mixer, the GLI Creative Controller. With quality and versatility and ease of operation unmatched by anything else in the business.

The main section of the Creative Controller system is the #3880 mixer module (\$425). Its two primary inputs accept either phono or high level inputs, and have individual level controls as well as a sliding transition fader. There's also a universal impedance microphone input and an auxiliary input, and any of the inputs can be pre-cued for level-setting. There's also a head-



phone jack, master gain control, and mike talk-over switch. Circuitry is all state-of-the-art, with noise level typically -85 dB.

The #1000 signal processor module (\$200, available in June) is a complete preamplifier that works off the 3880's power supply. It adds considerable versatility, with a 3-band frequency equalizer, stereo balance control, two tape monitor circuits for dubbing or auxiliary inputs, and VU meters that can be switched to display left and right levels, or program and cue levels!

A third signal processor module (#2000, \$350, July delivery) includes all the features of the 1000, plus an "RG" peak limiter/downward expander. And the meter illumination switches to red at overload.

The Creative Controller system is an extremely versatile system that not only fills every discotheque sound need — easily, economically, and reliably; but is the ideal mixer for a wide range of professional and audiophile applications. Nothing else comes close.

GLI

45 York Street, Brooklyn, New York 11201.

Write for product literature and dealer franchise information.

(212) 875-6992

Disco Equipment & Services

Hedrick, Communications Mgr Heather Wood.
 Product **Audio**—Equalizers, Noise Reducers.
 Draper Shade & Screen Co., 411 S. Pearl, Spiceland, Ind. 47385. Tel (317) 987-7999 Pres L A Pidgeon; Sales Mgr H E Newkirk. Adv. Mgr. John Pidgeon
 Product **Projection Systems**—Screens
 Duncan Electronics Inc., 2865 Fairview Rd., Costa Mesa, Calif 92626. Tel (714) 545-8261 Pres Donald C Duncan, Slideline Sales Mgr John S Laughlin
 Product **Audio**—SLIDELINE Linear Faders
 Dunlap Clarke Electronics Inc., 230 Calvary St., Waltham, Mass 02154 Tel (617) 899-2320 Pres Ron Dunlap, VP Eng g Mel Clarke
 Product **Audio**—Amplifiers, Pre-Amplifiers
 Dyma Eng'g Inc PO Box 1697, Taos, N M 87571 Tel (505) 758-2686 Pres C G Cunningham
 Product **Audio**—Mixers, Amplifiers, Pre-Amplifiers, Speakers, Turntables, Tonearms, Phono Cartridges, Styli—Pickup, Microphones, Equalizers, Noise Reducers.
 Dynaco Inc., Box 88, Coles Rd., Blackwood, N.J 08012 Tel: (609) 228-3200 Pres David Webster Sales Mgr. Mike Luby. PR Dir Bob Tucker
 Product **Audio**—DYNACO Amplifiers, Pre-Amplifiers, Tuners, Speakers, Equalizers, Decoders & Demodulators. DYNAKIT Amplifiers, Pre-Amplifiers, Tuners Equalizers, Decoders & Demodulators
 Dynacord, 6908 Lawnton St., Philadelphia Pa 19128
 Product **Audio**—Mixers, Disk Jockey Units/Decks Amplifiers, Speakers
 Dynakit, see Dynaco
 Dynamite Sound Prod ns, Box 202, Rt. 2, Macungie, Pa 18062 Tel (215) 395-6330 Owner Dean S Lichtenwainer
 Product **Audio**—Disk Jockey Units/Decks, **Planning/Construction**—Consultants, Designers, Installers, Builders
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 E G Ents Inc., 82 Rome St., Farmingdale L I, N Y 11735 Tel (516) 293-7472 Pres E.A Murphy, VP William Jordan, Sales Mgr William Posner
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 E M T, see Gotham Audio
 E S S Inc., 9613 Oates Dr Sacramento, Calif 95827 Tel (916) 362-4102 Pres Phil Coelho, Prof Mktg Mgr

Jerry Iggulden, Eng'g Mgr., Don Schumaker
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 E T C 360 Ents., 100 Terrace Dr NE, Atlanta, Ga. 30305 Tel (404) 233-0768 Pres Herman Bakken; VP Linda Hendon.
 Product **Planning/Construction**—Designers.
 Eastman Kodak Co., 343 State St., Rochester, N.Y. 14650 Tel (716) 325-2000. Pres. Walter A Fallon, VP & Gen. Mgr. Mktg. Van B. Phillips, Adv Mgr William K. Pedersen, Corp Information Ass't Arlene Kwasney.
 Product **Projection Systems**—KODAK Film/Movie Projectors, Slide Projectors, Screens.
 Eastman Sound Mfg. Co Inc., Rt. 295 & Harmony Rd., Mickleton, N.J 08056 Tel. (609) 423-0100 Pres Frederick I Martin Plant Mgr. Morton Finkelstein, VP Mktg. Eli Mizrahi
 Product **Audio**—MARTIN Speakers
 Ebonite Billiards, 14000 NW 57 Court, Miami Lakes, Fla 33014. Tel (305) 821-0150 Contact Aaron Goldsmith
 Product **Games**—Billiards/Pool
 Ebsco Amusements (div of Ebsco Inds Inc.), Ebsco Bldg Shrewsbury Ave., Shrewsbury, N.J 07701 Tel (201) 741-4300 Pres W Alex McClendon, Ass't VP J T De Mcco. Adv Mgr Joseph Bradford
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 Edoce Mfg & Serv Co., 9512 W Jefferson Blvd., Culver City, Calif 90230 Tel (213) 836-5717.
 Product **Games**—Video/Electronic
 Edcor 3030 Red Hill Ave., Costa Mesa Calif 92626 Tel (714) 556-2740
 Product **Audio**—Microphones, Headphones.
 Edmund Scientific Co., 101 E Gloucester Pike, Barrington, N.J 08007 Tel (609) 547-3488 Pres. Robert Edmund, Sales Mgr Bob McKelvey, Adv Mgr Jack Scharf; Prod Dir Bob Edgerton
 Product **Lighting**—Color Organs Spot, Computer Light Show, **Visual Materials**—Slide Libraries, **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments, Music Vision Projector. **Special Effects**—Mirror Balls
 Elac/Miracord, see Benjamin Electronic
 Elcon Inds., PO Box 441, Bloomfield Hills, Mich 48013 Tel. (313) 647-7452. Pres Joyce DeVries, Sales Mgr. Andre R Dubel, Adv Mgr M Dubel.
 Product **Games**—Video/Electronic
 Electra Display, 142 W 24 St., New York, N Y 10011 Tel (212) 924-1022 VP Dan Ruderman, Sales Mgr Arthur Ruderman
 Product **Lighting**—Strobes, Flexible Wire & Metal-Channel Chaser Lights, **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments, **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines, Signs Computerized/Psychedelic/Illuminated, Mirror Sheets; **Other**—Plexiglass Fabrications, Brochure Holders
 Electra Games Inc (div of Universal Research Labs Inc.), 2570 United Ln., Elk Grove Village, Ill 60007 Tel

(312) 595-1135. Pres. William E. Olliges; VP Sales: Stanley W. Jarocki.
 Product: **Games**—Video/Electronic.
 Electro-Controls, 2975 S. Second West, Salt Lake City, Utah 84115 Tel: (801) 487-9861
 Product **Lighting**—Spot, Follow Spot
 Electromotion Inc., 6 Winside Dr., East Allen Ind'l Park, Bethlehem, Pa. 18017. Tel. (215) 837-1821. Pres., Frank G. Pytryga; Sales Mgr. John Gardner
 Product: **Games**—Video/Electronic.
 Electronic Designers Inc. (EDI), 84 Newtown Plaza, Plainview, L.I., N.Y 11803. Tel (516) 249-0481. Pres. George Ipolyi.
 Product **Lighting**—ELECTRONIC DESIGNERS Chasers/Sequencers, Color Organs, SCIENCE WORKSHOP Chasers/Sequencers, Color Organs, Dimmer Boards
 Electronic Environments Inc 5200 N. 51 Blvd., Milwaukee, Wis 53218 Tel (414) 463-2440. Pres. Thomas M Musial, Sales Mgr. Michael Apollo, Adv Mgr Peggy L Makarewicz
 Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers
 Electronic Environments East Inc., PO Box 557, Provincetown, Mass 02657. Tel. (617) 487-3052 Pres Richard Haliday, Sales Mgr. Al Rose, Adv Mgr Richard Fink
 Product (See Electronic Environments Inc. in Wis.)
 Electronic Environments of Florida Inc., 64 Rivocean Dr., Ormond Beach, Fla 32074 Tel (904) 672-8362. Pres.: Dean Lacore; VP Al Westphal, Adv. Mgr Warren Miller
 Product (See Electronic Environments Inc in Wis)
 Electronic Systems, see IAV Standard
 Electro Sound Inc., 160 San Gabriel Dr., Sunnyvale, Calif, 95030 Tel (408) 245-6600 Pres., David Bain; Sales Mgr., Bob Cochran
 Product **Audio**—Amplifiers, Pre-Amplifiers, Tape Recorders.
 Electro-Voice Inc (sub of Gulton Inds Inc.), 600 Cecil St., Dept. BG, Buchanan, Mich 49107 Tel (616) 695-6831 Pres. Philip Garnick, VP Mktg Marc Johnson, Adv & Sales Promo Dir William Sutherland
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 Branch: **Woodland Hills, Calif.**, 21220 Erwin St Zip 91364 Tel (213) 346-4500 Western Sales Mgr. Milton Gould, Opns Mgr. Leo Wolf
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ings—Floors. Walls. Ceilings; **Planning/Construct-**
ion—Consultants. Designers.
 Emilar Corp., 4372 E. La Palma Ave., Anaheim, Calif.
 92807 Tel. (714) 993-7821. Pres. Manny Mohageri;
 Sec'y Algis Renkus.
 Product **Audio**—Speakers.
 Empire Dist'g Inc., 120 S. Sangamon St., Chicago, Ill.
 60607. Tel. (312) 421-5200. Cable ECNOMACH
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 Product **Games**—GARLANDO Soccer/Football
 Empire Scientific Corp., 1055 Stewart Ave., Garden City,
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 cers. Color Organs. Dimmer Boards. Lasers. Ultraviolet/
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 ers. Installers. Builders.
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 01950 WATS Tel. (800) 225-7932 Pres. Harry
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 Product **Audio**—Amplifiers. Pre-Amplifiers. Speakers.
 Equasound Corp., 9041 Lindblade St., Culver City, Calif.
 90230. Tel. (213) 204-0520. Pres. Michael Petroff.
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 Mgr. M. Kandell. Adv. Mgr. E. Kneloff
 Product **Audio**—LEAK Tuners. Receivers. Speakers.
 PML Microphones.
 Evans CDM Inc., 1200 Old Concord Rd., Monroeville, Pa.
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 Equalizers. Noise Reducers
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 San Vicente Blvd., Los Angeles, Calif. 90069. Tel. (213)

659-0864. VP: Jane Brinton.
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 Color Organs. Dimmer Boards. Strobes. Lasers. Ultra-
 violet/Blacklight; **Visual Materials**—ILLUSION Slide
 Libraries; **Projection Systems**—Special Effects Pro-
 jectors. Liquid Projectors. Projector Attachments;
Special Effects—ILLUSION Mirror Balls. Bubble
 Machines. Fog Machines.
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 Tel. (415) 968-7670. Mktg. Dir.: Paul Jacobs.
 Product **Games**—Video/Electronic.

F

F M I, see Fulton Electronics
 Fairchild Sound Equip. Corp., see Robins Broadcast &
 Sound
 Fairfax Inds. Inc., 900 Passaic Ave., East Newark, N.J.
 07029. Tel. (201) 485-5400. Pres.: Alex Sherlow;
 Sales Mgr.: Oscar Lewis; Ass't Mktg. Mgr.: Carleen Mar-
 tin.
 Product **Audio**—Speakers
 Fascination Ltd., 1950 E. Estes, Elk Grove Village, Ill.
 60007. Tel. (312) 640-0770. Pres.: Robert Runte;
 Sales Mgr.: Robert Anderson; Adv. Mgr.: G. Michaels.
 Product **Games**—Video/Electronic. Pinball.
 Ferragraph, see Elpa Mktg.
 First Dimension Corp., PO Box 40130, 708 Berry Rd., Nash-
 ville, Tenn. 37204. Tel. (615) 385-1875.
 Product **Games**—Video/Electronic
 Fischer (div. of Questor), PO Box 50, California, Mo. 65018.
 Tel. (314) 796-3116.
 Product **Games**—Billiards/Pool.
 Florida Rec. Pool, PO Box 550, Miami, Fla. 33145. Tel.
 (305) 446-3159. Contact. Bo Crane.
 Focalwest Lighting Co., 760 Market St., San Francisco, Calif.
 94102. Tel. (415) 391-2435. Pres.: Jon Klein; Sales
 Mgr. Roberta Bookman.
 Product **Lighting**—Chasers/Sequencers. Color Or-
 gans. Dimmer Boards. Lasers. Strip; **Special Effects**—
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 minated. Animated Displays; **Dance Floors/Walls/Ceil-**
ings—Floors. Walls. Ceilings; **Planning/Construct-**
ion—Consultants. Designers. Installers. Builders.
 Focus Lighting Inc., 10 W. Hubbard St., Chicago, Ill.
 60610. Tel. (312) 828-0544. Pres.: Wayne W. Tignor;
 Sales Mgr.: Fred Calistri.
 Product **Lighting**—Chasers/Sequencers. Color Or-
 gans. Dimmer Boards; **Projection Systems**—Liquid
 Projectors. Projector Attachments; **Special Effects**—
 Fog Machines. **Dance Floors/Walls/Ceilings**—Floors.
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ning/Construction—Consultants. Designers. Instal-
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 Tel. (312) 829-2399 Pres. Johnny Frantz.
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 Frazier Inc., 1930 Valley View Ln., Dallas, Tex. 75234. Tel.
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 Freedom Electronix Inc., 2222 Edgewood, St. Louis Park,
 Minn. 55106. Tel. (612) 544-8144. Pres.: James W.
 Kane; VP. Charles F. Senkler.
 Product **Audio**—Speakers; **Planning/Construction**—
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 Full Compass Inc., 55 N. Dickinson St., Madison, Wis.
 53703. Tel. (608) 257-0120. Pres.: Rick Murphy;
 Mgr. Jonathan Lipp.
 Product **Audio**—CLONE-TONE Mixers. Pre-Amplifiers.
 Fulton Electronics, 4428 Zane Ave. N., Minneapolis, Minn.
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 Mgr. M.J. Fulton.
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 Fun Games Inc., 8410 Amelia St., Oakland, Calif. 94621.
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 Funhouse Assocs., 17651 Annchester Rd., Detroit, Mich.
 48219 Tel. (313) 535-6699. 273-5229. Pres. Jerry
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 vices).
 Furman Sound Inc., 60 Brady St., San Francisco, Calif.
 94103. Tel. (415) 863-0097 Pres.: Jim Furman.
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G

G A F Corp., 140 W. 51 St., New York, N.Y. 10020. Tel.
 (212) 582-7600. Pres. Jesse Werner; Adv. Mgr. Jef-
 frey Wagner.
 Product **Visual Materials**—PANA-VUE Slide Libraries;
Projection Systems—GAF Film/Movie Projectors.
 Slide Projectors; SAWYER'S Slide Projectors.
 G A V I, see General Audio-Visual
 G B L Inc., 6700 North East Expwy., Norcross, Ga. 30093.
 Tel. (404) 447-9450
 Product **Audio**—Speakers.
 G L I, see Geranium Labs.
 Galaxy, see Pulse Dynamics.
 Galaxy 21 Inc., 256 W. 23 St., New York, N.Y. 10011 Tel.
 (212) 691-5585. Opns. Dir.: George Freeman; Gen.
 Mgr. Norman Altman.
 Product **Planning/Construction**—Consultants. De-
 signers
 Gallien-Krueger, 504B Vandell Way, Campbell, Calif.
 95008. Tel. (408) 379-3344. Co-Owners: Bob Gallien,
 Rich Krueger.
 Product **Audio**—Mixers. Amplifiers.
 Garlando, see Empire Dist'g
 Garrard Div., Plessey Consumer Prods., 100 Commercial St.,
 Plainville, L.I., N.Y. 11803. Tel. (516) 938-8900.
 Pres.: Murray Rosenberg; Adv. Mgr.: Ron Coli; Field
 Sales Co-ord. Sebastian Ventmiglia.
 Product **Audio**—Turntables.
 Gauss, see Cetec Audio
 General Audio-Visual Inc. (GAVI), 306 Hempstead Ave.,
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 Pres.: Kenneth Li Donnici; Mktg. Servs. Mgr.: Betty
 Cathcart.
 Product **Projection Systems**—Film/Movie Projectors,
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 jectors. Film Cartridge for 8mm Repeater Projector.
 General Eng'g & Mfg. Corp., 7347 Monticello, Skokie, Ill.
 60076. Tel. (312) 677-8770. Pres.: Sydney Z. Svrcek.
 Product: **Projection Systems**—Projector Attachments.
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 11201. Tel. (212) 875-6992. Pres.: Michael Klascio;
 Sales Mgr.: Bruce Dorfman.
 Product **Audio**—GLI Mixers. Pre-Amplifiers. Speakers,
 Equalizers. Decoders & Demodulators; **Other**—Special
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 Giant Screen TV Inc., 304 N. Minnesota St., New Ulm,
 Minn. 56073. Tel. (507) 354-3010. Owner & Pres.:
 Paul A. Brown.
 Product: **Projection Systems**—VIDEO-MASTER Large
 Screen Television/Video Projectors
 Gibson Tibbatts, see Aristocrat Discotheques.
 Gilchrist Communications Group, 7385 W. Central, Wichita,
 Kan. 67212. Tel. (316) 722-59B3. Pres. Thomas L.
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 ton.
 Product **Audio**—Mixers. Disk Jockey Units/Decks. Am-
 plifiers. Speakers. Cartridge Machines. **Lighting**—Chas-
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 puter w/Intel CPU; **Visual Materials**—Slide Libraries.
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ings—Walls. Ceilings; **Planning/Construction**—Con-
 sultants. Designers. Installers. Builders; **Other**—Disco
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 Wash. 98109. Tel. (206) 329-6300. Pres.: Dan Boje;
 Sales Dir.: Bill Davidson
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 jectors. **Games**—Video/Electronic.
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 Adv. Mgr. Jeff Glaze; Sales Mgr.: Roger L. Noble.
 Product: **Lighting**—Track. Strip; **Visual Materials**—
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ning/Construction—Consultants. Designers. Instal-
 lers. Builders.
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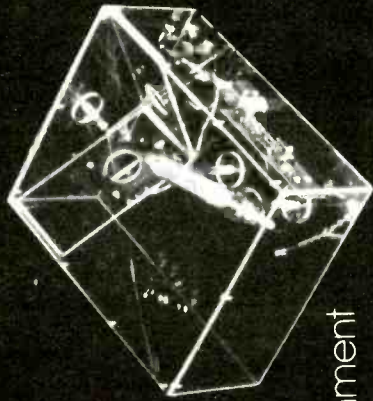
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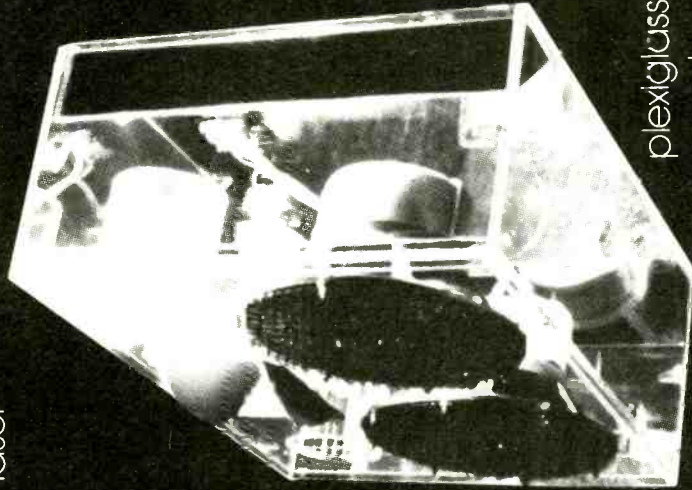
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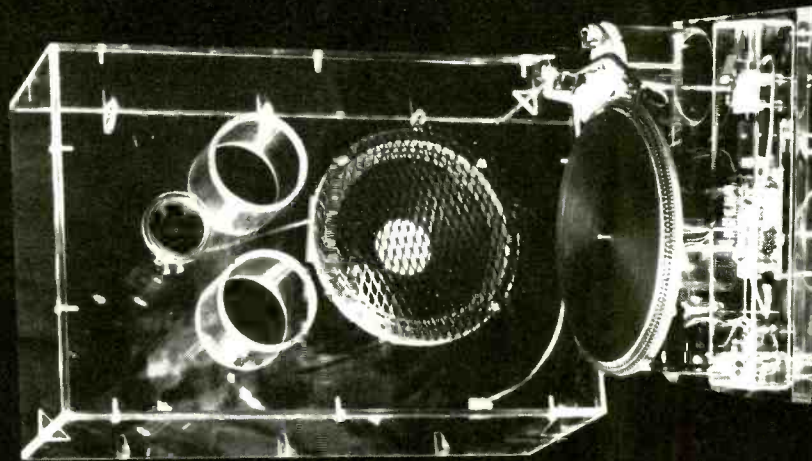
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H

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Haeco, see Holzer Audio

Half Shot, see White Electronics

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Product Lighting—Spot

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Hartley Prods Corp., 56 N. Summit St., Tenafly, N.J. 07670 Tel (201) 871-3442 Pres. Robert Schmetterer, Exec VP Richard Schmetterer, Sales Mgr Donna Schmetterer

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Product Audio—Microphones

He & She Scene Orlando Inc., 2470 Lotafun Ave., Winter Park, Fla. 32789 Tel (305) 647-2665 Pres Al Lively

Product Lighting—Strip, **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers, Builders

Hitachi Sales Corp., 401 W. Artesia Blvd., Compton, Calif 90220, Tel (213) 537-8383, Pres. I Kawamoto, Nat'l Audio Sales Mgr. John Merchant, Adv Mgr Sharyl Story

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 Hunt, 2639 Manana Dr., Dallas, Tex. 75220 Tel (214) 350-5571

Product Lighting—Dimmer Boards

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Product Audio—ELECTRONIC SYSTEMS Headphones, **Projection Systems**—IAV STANDARD Film/ Movie Projectors, Slide Projectors

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 I M F Int'l, see Posthorn Recs
 I M I, see Image Magnification

I M S Corp., 3825 Edith Blvd. NE, Albuquerque, N.M. 87110, Tel (505) 345-3644, Pres. J.N. Edgington, Sales Mgrs Eve DuBrulle, Fran Short, Adv Mgr Eye DuBrulle, Sales & Customer Servs. Tammy Stewart
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I V C, see International Video
 Ideal Image Inc., 120 Riverside Dr., New York, N.Y. 10024, Tel (212) 724-5234 Pres. Tom Holzel,
Product Projection Systems—SATURN & STELLAR Screens.

Illusion, see Illusion Lighting Int'l Corp & Exciting Lighting
 Illusion Lighting Int'l Corp., PO Box 349, Syosset, L.I., N.Y. 11791, Tel (516) 735-0111, VP Tony Johnson.

Product Lighting—Chasers/Sequencers, Color Organs, Dimmer Boards, Strobes, Lasers, Ultraviolet/Blacklight, **Visual Materials**—Slide Libraries, **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments, **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines; **Planning/Construction**—Consultants, Designers

Image Magnification Inc (IMI), 538 Bloomfield Ave., Verona, N.J. 07044 Tel (201) 239-1141 Pres Donald E. Quinlan; Nat'l Sales Mgr Richard H. Wood

Product Projection Systems—Large Screen Television, Video Projectors
 Impro Inds Inc., 120 Hartford Ave Mount Vernon, N.Y. 10553, Tel (914) 664-2893

Product Audio—PE Turntables
 Impulse Prods Inc., 1335 King Ave., Columbus, Ohio 43212 Tel (614) 486-5291, Pres. Russell J. Rauch, Comm'l Sales Mgr. Richard Vance

Product Projection Systems—Special Effects Projectors, **Planning/Construction**—Designers, Installers
 Infinity Systems, 7930 Deering Ave., Canoga Park, Calif 91304 Tel (213) 883-4800

Product Audio—Speakers
 Infitheatre Inc., 4990 Massachusetts Ave., Indianapolis Ind 46218 Tel (317) 545-2001 Pres Stephen C. Marra, VP & Sales Mgr Gregory P. Riker, Adv Mgr Brian Strater

Product Dance Floors/Walls/Ceilings—Floors, Walls, Ceilings, **Planning/Construction**—Consultants, Designers, Installers

Innovative Coin Corp., 1755 Comstock St., Santa Clara, Calif. 95050 Tel (408) 247-7701 Pres Dick Januzzi
Product Games—Video/Electronic

Inovonics Inc., 1630 Dell Ave., Campbell, Calif 95008 Tel (408) 374-8300 Pres James B. Wood, Adv Mgr Ace Remas

Product Audio—Noise Reducers
 Interface Electronics, 3810 Westheimer, Houston, Tex 77027 Tel (713) 626-1190 Pres Louis A. Stevenson

Product Audio—Mixers
 International Discotheque Ass'n, 1800 M St. NW, Washington, D.C. 20036 Tel (202) 452-8100 Pres Michael O'Harrow, VP Jack Duvall

International Video Corp., 990 Almanor St., Sunnyvale, Calif. 94086, Tel (408) 738-3900 Pres. Ronald H. Fried; Sales Mgr Arie Landrum Adv. Mgr C.G. Elliott, Sales Promo Supervisor Grant Ellis

Product Projection Systems—IVC Video Tape Recorders.
 Intervision Dists. of the USA Inc., Box 334, Lawrenceburg Ind 47025 Tel (812) 537-0880 Contacts. Bill Hodges, Ken Davis

Products Visual Materials—Videotape Libraries
 The Invisible Ink Man, 5319 Fort Hamilton Pkwy., Brooklyn, N.Y. 11219, Tel (212) 436-5551 Pres David Wishna, Adv Mgr Melinda Wishna.

Product Lighting—COLOR-GLO Ultraviolet/Blacklight

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 J P K Corp., 3507 W. Vickery, Fort Worth, Tex. 76107 Tel (817) 737-9911 Pres John Paul Kimzey, Sales Mgr John Robert Crouse.

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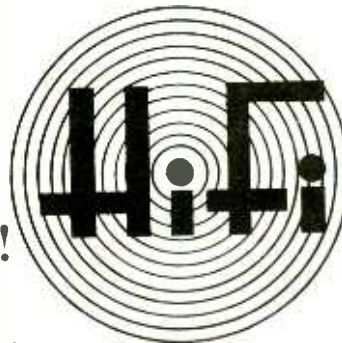
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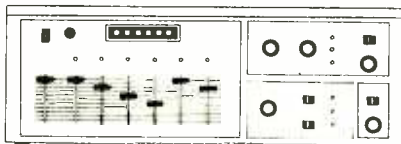
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- Product **Lighting**—Chasers, Sequencers, Dimmer Boards, Strobes, Ultraviolet, Blacklight, Strip, **Special Effects**—Signs Computerized/Psychedelic/Illuminated
- Miracord, see Benjamin Electronic
- Mirco Inc. Games Div., 1960 W. North Ln., Phoenix Ariz. 85021 Tel (602) 997-5931 Pres. Richard Raymond, Sales Mgr. Patrick Burke, Promo Dir. Carmen Moynihan
- Product **Games**—Video Electronic Pinball Arcade.

Soccer / Football
 Mirrorlite, see Kamar Prods.
 Mirror Paddle, see Cherry! Disco Systems
 Mobile Music Movement, 6071 E. 23 St., Tucson, Ariz.
 85711 Tel (602) 790-5784 Pres Hal G. Hamilton;
 Promo. Eddie Amada.
 Product. **Planning/Construction**—Consultants, Installers
 Mode, see Nimrod Corp.
 Keith Monks, see Audiotechniques Inc.
 Joe Morrone, 1232 31 St. NW, Washington, D C 20007.
 Tel. (202) 338-3278.
 Branch: **Elmwood Park, Ill.**, 7332 Armitage Ave. Zip
 60635. Tel (312) 453-1307.
 Product. **Planning/Construction**—Consultants
 Motion-Graphic, see Matrix Ents.
 Motronics Inc., 32333 W. Warren Ave., Garden City, Mich
 48135. Tel (313) 425-7525. Pres Josef Roisman,
 Sales Mgr Kenneth C. George.
 Product. **Lighting**—Strip. **Special Effects**—Signs-
 Computerized/Psychedelic/Illuminated, Rainbow Defrac-
 tors: **Dance Floors/Walls/Ceilings**—Floors, Walls,
 Ceilings: **Planning/Construction**—Consultants, Desig-
 ners, Installers, Builders.
 Multi-Track, 1552 Crossroads of the World, Hollywood,
 Calif. 90028 Tel: (213) 462-1351 Pres.: Roger Tol-
 ces.
 Product: **Audio**—Equalizers.
 Muntz, see Muntz-Elman Mfg.
 Muntz-Elman Mfg. Inc., 7723 Densmore Ave., Van Nuys,
 Calif. 91406. Tel. (213) 988-6111. Pres. Earl Muntz.
 Product. **Projection Systems**—MUNTZ Large Screen
 Television/Video Projectors.
 Mura Corp., 50 S. Service Rd., Jericho, L.I., N.Y. 11753. Tel:
 (516) 334-2700 Pres. George Hardy; Sales Mgr Ed
 Weisl; Adv. Mgr Stephen Feinberg.
 Product: **Audio**—Microphones, Headphones
 Murrey & Sons Co. Inc., 14150 S. Figueroa St., Los Angeles,
 Calif. 90061. Tel. (213) 321-5161 Pres.: G W. Mur-
 rey; Sales Mgr.: Patrick Murrey.
 Product: **Games**—Video/Electronic, Soccer/Football,
 Air Hockey, Bowling, Shuffleboard, Billboards/Pool
 Music Systems, 1728 Rogers Ave., Suite E, San Jose, Calif.
 95112. Tel: (408) 287-4111. Contact: Tom Eulberg.
 Product. **Planning/Construction**—Consultants, In-
 stallers.
 My Affinity Ltd., PO Box 54556, Atlanta, Ga 30308. Tel:
 (404) 873-4726. Pres.: Barry Chase; VP: Scott Wood-
 side.
 Product: **Planning/Construction**—Consultants.
 My Go-Go Promos., see Crazy Bob Creations

N

Nagra Magnetic Rec's Inc., 19 W. 44 St., New York, N.Y.
 10036. Tel: (212) 661-8066. Pres.: S. Kudelski; Sales
 Mgr.: D. Notto; Adv. Mgr.: L. Seiznick; Supervising
 Eng.: Thomas Daniel.
 Product: **Audio**—NAGRA Tape Recorders; NAGRA-
 STATIC Microphones.

Nagrastatic, see Nagra Magnetic.
 Nakamichi Research (USA) Inc., 220 Westbury Ave., Carle
 Place, L.I. N.Y. 11514. Tel: (516) 333-5440 Pres E
 Nakamichi, Mktg Mgr Ted Nakamichi; Sales Mgr. T.
 Akiyama.
 Product **Audio**—Pre-Amplifiers, Speakers, Tape
 Recorders, Microphones.
 Namki Precision Jewel Co. Ltd. USA, 1 World Trade Center,
 Suite 8905, New York, N.Y. 10048, Tel: (212) 466-
 0718, Dir., Shoji Namiki; Sales Mgr. Dean J. Liska.
 Product: **Audio**—Stylus—Pickup.
 National Ass'n of Discotheque Disk Jockeys (NADD), 2109
 Broadway, New York, N.Y. 10023 Tel (212) 595-
 2073
 Neumann, see Gotham Audio.
 Rupert Neve Inc., Berkshire Ind'l Park, Bethel, Conn
 06801 Tel: (203) 744-6230 VP & Gen. Mgr. T.B.
 Nordahl
 Product **Audio**—Mixers, Equalizers.
 The New York Corp., 2800 Nicol Ave., Oakland, Calif.
 94602, Tel (415) 535-0982 Pres Emery White;
 Sales Mgr: Tom Mitchell.
 Product **Visual Materials**—Slide Libraries, Film Librar-
 ies, Film Libraries, **Planning/Construction**—Consult-
 ants, Designers.
 New York Rec. Pool, 99 Prince St., New York, N.Y. 10012
 Tel: (212) 431-8187
 New York Sound Co., 803 Washington Ave., Brooklyn, N.Y.
 11238 Tel: (212) 636-6000. Pres Martin Teran,
 Mdsgr. Mgr. John DeSocio.
 Product **Audio**—AUDIMATION Mixers; TERAN, NEW YORK
 SOUND Speakers; **Planning/Construction**—Consult-
 ants, Designers, Installers, Builders
 Nexus, see Fulton Electronics.
 Nimrod Corp., 8386 Maynard, Canoga Park, Calif. 91304,
 Tel (213) 347-8565. Pres Barry Mitchell; VP: Philip
 Grieves.
 Product: **Audio**—NIMROD Mixers, Disk Jockey Units/
 Decks, Speakers, **Lighting**—MODE Chasers/Se-
 quencers, Color Organs, Dimmer Boards; NIMROD Dim-
 mer Boards, Strobes, Lasers, Ultraviolet/Blacklight,
 Spot, Follow Spot, Track, Strip; **Projection Systems**—
 NIMROD Special Effects Projectors, Liquid Projectors,
 Projector Attachments, **Special Effects**—NIMROD Mir-
 ror Balls, Bubble Machines, Fog Machines, **Dance
 Floors/Walls/Ceilings**—Floors, Walls, Ceilings, **Plan-
 ning/Construction**—Consultants, Designers, Instal-
 lers, Builders.
 Northwest Disco Record Pool, see Disco-Technics.
 Nutting Assocs. Inc., 500 Logue Ave., Mountain View, Calif.
 94043, Tel (415) 961-9373 Pres William G Nut-
 ting.
 Product **Games**—Video/Electronic

O

Michael O'Harro Ents., 1238 Wisconsin Ave. NW, Wash-
 ington, D.C. 20007. Tel (202) 333-2230. Pres. Mi-
 chael O'Harro, Sales Mgr. Linda Roth
 Product: **Planning/Construction**—Consultants

Ohm Acoustics Corp., 241 Taaffe Pl., Brooklyn, N.Y. 11205.
 Tel: (212) 783-1111 Pres. George H. Thirsk, Sales
 Mgrs. Phil Wolpe, Steve Padgett.
 Product: **Audio**—Speakers, Equalizers.
 Ohmega, see Heil Sound.
 Omegatron, see Matrix Ents.
 Omnitronecs, 2711 E. Indian School Rd., Phoenix, Ariz.
 85016. Tel (602) 955-8120. Pres.: Bruce Warden,
 Gen. Mgr Frank Bumb, Disco Contacts: Wayne
 Cooper, Lee Ritterbush.
 Product **Audio**—ASPENWOOD Mixers; OMNITRON-
 ICS Pre-Amplifiers, Speakers.
 Onkyo USA Corp., 25-19 43 Ave., Long Island City, N.Y.
 11101 Tel (212) 729-2323 Sales Mgr. Jerry Roth;
 Adv Mgr. Bob Sasaki.
 Product **Audio**—Amplifiers, Tuners, Receivers, Speak-
 ers.
 Opamp Labs Inc., 1033 N. Sycamore Ave., Los Angeles,
 Calif. 90038. Tel (213) 934-3566 Pres. & Chief Eng.:
 B.J. Losmandy.
 Product **Audio**—Mixers, Amplifiers, Pre-Amplifiers,
 Equalizers
 Optical Radiation Corp., 6352 N. Irwindale Ave., Azusa,
 Calif. 91702. Tel (213) 969-3344. Pres.: Richard
 Wood, Sales Mgr.: Joe Lneitt, Adv. Mgr.: Jerry Hall.
 Product **Projection Systems**—Film/Movie Projectors,
 Slide Projectors, Faders/Dissolvers.
 Orban/Parasound, 680 Beach St., San Francisco, Calif
 94109. Tel (415) 673-4544. Pres. Bernard Krause;
 VP Sid Goldstein.
 Product: **Audio**—Equalizers
 Organ Grinder Inc., 100 Terrace Dr. NE, Atlanta, Ga
 30305. Tel: (404) 233-1200. Pres Herman Bakken;
 Sales Mgr.: Dave Haneberg; Adv Mgr. Jin Orno-
 hundo.
 Product: **Visual Materials**—Slide Libraries, Film Librar-
 ies, Videotape Libraries; **Projection Systems**—Special
 Effects Projectors; **Dance Floors/Walls/Ceilings**—
 Floors, Walls, Ceilings; **Planning/Construction**—Con-
 sultants, Designers.
 Otari Corp., 981 Industrial Rd., San Carlos, Calif 94070.
 Tel (415) 593-1648. Pres. M. Takekawa, Mktg. Mgr.
 Brian F. Frankle, Adv. Mgr. David McClurg.
 Product **Audio**—Tape Recorders

P

P E, see Impro Inds.
 P M Systems Corp., 3303 Harbor Blvd., F-3, Costa Mesa,
 Calif. 92626. Tel (213) 549-2900. Pres Peter Ma-
 makos.
 Product **Projection Systems**—CINEMA IV Large
 Screen Television/Video Projectors.
 P M L, see Ercona Corp.
 Pachinko, see Performance Ents.
 Packaged Lighting Systems Inc., PO Box 285, Grant St.,
 Walden, N.Y. 12586. Tel (914) 778-3515. Pres Lil-
 lian Hilzen; Sales Mgr.: Hy Hilzen; Adv. Mgr.: W.F. Mar-
 lieb.
 Product **Lighting**—Chasers/Sequencers, Dimmer

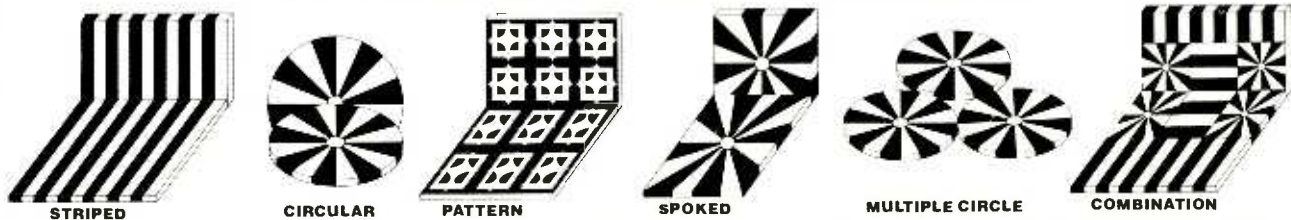
Know Before You Go DISCO

DISCOTEX, Professionals in Electronic Entertainment, knows when you invest in a computerized dance floor and back wall system you want VALUE, QUALITY and DEPENDABILITY. DISCOTEX offers all three and more.

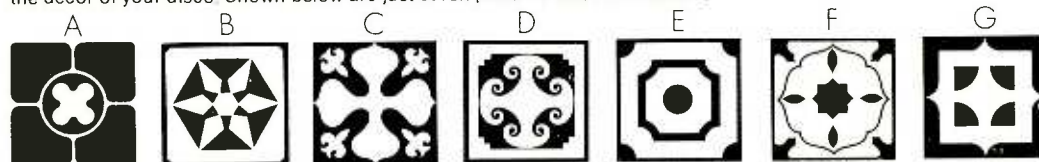


Illustrated here is the Electro Glide Dance Floor and Back Wall with Patterns.

The ELECTRO GLIDE Dance Floor is available in various shapes, designs, colors and patterns.



The ELECTRO GLIDE Dance Floor is available in many different colors including milk white, bronze, grey, and can be designed to compliment the decor of your disco. Shown below are just seven patterns that are available.



The patterns are scarcely visible when the floor is off, but when the floor is turned on they burst to the surface as if by magic. Satisfied clients include HOLIDAY INN, MARRIOTT HOTELS, ASTRO WORLD, THE SPEAK EASY, CAPONE'S, CHRYSTAL PISTOL, etc. DISCOTEX is a virtual warehouse of disco equipment—Mirror balls, Spotlights, Chase lights, laser and audio equipment



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Panacea, Laser Div., 132 Nassau St., Suite 212, New York, N.Y. 10038. Tel: (212) 499-6384. Pres.: Eric Gardner, Sales Mgr.; David Infante; Adv. Mgr.: George Ferritta. Product: **Lighting**—Lasers; **Planning/Construction**—Consultants, Designers, Installers.

The Panasonic Co. (div of Matsushita Electric Corp. of America), 1 Panasonic Way, Secaucus, N.J. 07094. Tel: (201) 348-7000. Pres.: T. Mizutani. VP Consumer Electronics Group: R. Gates. VP & Gen. Mgr. Communications: R. Johnson, Technics Sales Mgr. James Parks, Ass't PR Mgr. William J. Pritchard.

Product: **Audio**—TECHNICS BY PANASONIC Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, Turntables, Tonearms, Phono Cartridges, Tape Recorders, Microphones, Equalizers, Decoders & Demodulators; **Headphones**; **Projections Systems**—PANASONIC Video Tape Recorders.

Pana-Vue, see GAF Corp.

Pandora Systems Inc., 437 Atlas Dr., Nashville, Tenn. 37211. Tel: (615) 834-1184. Pres.: Eugene L. Coggins, Sales Mgr. William Boyd.

Product: **Audio**—PAOLI Amplifiers; LINN SONDEK Turntables.

Paso Sound Prods. Inc., 251 Park Ave. S., New York, N.Y. 10010. Tel: (212) 254-2282. Exec. VP Paul Mastrangelo, Nat'l Sales Mgr. Seymour Goldberg.

Product: **Audio**—Amplifiers, Pre-Amplifiers, Speakers, Microphones.

Peabody's Inc., PO Box 163, Virginia Beach, Va. 23458. Tel: (804) 428-2049. Pres.: N. Kassir, Sales Mgr. Kal Kassir.

Product: **Games**—RENE PIERRE Soccer/Football.

Peacetime Communications Inc., 930 Newark Ave., Jersey City, N.J. 07306. Tel: (201) 659-7900. Pres.: I. K. Eisenberg. VP Mktg.: Larry Artz; Adv. Mgr.: Bob Berosa. Product: **Audio**—PEACETIME COMMUNICATIONS Tuners, DISCO 77 & MAGNUM OPUS II Speakers; **Visual Materials**—MAGNUM OPUS II Multi-Channel Visual Display.

Peavey Electronics Corp., PO Box 2898, 711 A St., Meridian, Miss. 38301. Tel: (601) 483-5365.

Product: **Audio**—Mixers, Amplifiers.

Peerless Audio Mfg. Corp., 40 Jytek Dr., Leominster, Mass. 01453. Tel: (617) 537-6001. Pres. PerStaal, VP Mktg. Walter E. Schwartz.

Product: **Audio**—PEERLESS Speakers; PEERLESS/MB Microphones.

Peerless/MB, see Peerless Audio.

Richard Perez Multimedia, 72 Tuckahoe Ave., Eastchester, N.Y. 10709. Tel: (914) 793-0103. Exec. Dir.: Richard Perez. (Tape Review Service).

Performance Enters. Inc., 4712 NE 12 Ave., Fort Lauderdale, Fla. 33334. Tel: (305) 771-3110.

Product: **Games**—PACHINKO.

Pfanstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres.: R. Bruce Wight; Sales Mgr.: C. Al Clinton.

Product: **Audio**—PFANSTIEHL Phono Cartridges, Styli—Pickup; PFANTONE Microphones.

Pfanton, see Pfanstiehl Chemical.

Phase Linear Corp., 20121 48 Ave. W., Lynnwood, Wash. 98036. Tel: (206) 774-3571. Pres.: Robert Carver; Nat'l Sales Mgr.: Steven W. Hall.

Product: **Audio**—Amplifiers, Pre-Amplifiers, Tuners, Speakers, Noise Reducers.

Philips Audio Video Systems Corp., Audio Div., 91 McKee Dr., Mahwah, N.J. 07430. Tel: (201) 529-5900. VP Audio: Andrew Brakhan; Sales Mgr.: S.R. Ravich; Adv. Mgr.: G. Barnes; Technical Mgr.: G. Langdon.

Product: **Audio**—AKG Mixers, Phono Cartridges, Styli—Pickup, Microphones, Headphones.

Philips Audio Video Systems Corp., Broadcast Prods. Div., 91 McKee Dr., Mahwah, N.J. 07430. Tel: (201) 529-5900. VP Sales W. A. Mos, Sales Mgr.: G. Nappo; Adv. & Sales Promo. Mgr.: W. Anderson.

Product: **Audio**—Tape Recorders; **Projection Systems**—Video Tape Recorders.

Phoenix Mfg., 1001 Enterprise, Bay 19, Oklahoma City, Okla. 73128. Tel: (405) 943-9541. Pres. Henry Towles, VP: Christian Towles.

Product: **Audio**—LOUDMOUTH Speakers; **Projection Systems**—MAGNUM Large Screen Television/Video Projectors.

Pickering & Co. Inc., 101 Sunnyside Blvd., Plainview, L.I., N.Y. 11803. Tel: (516) 681-0200. Pres.: W.O. Stanton. VP Mktg.: D.P. Collins; Sales Mgr.: Harvey Zelniker; Adv. Mgr.: J.N. Trivers.

Product: **Audio**—Phono Cartridges, Styli—Pickup, Headphones.

Pig Light Show, 3D Colonial Dr., New Paltz, N.Y. 12561. Tel: (914) 255-0369. Pres. Marc Rubinstein.

Product: **Audio**—Speakers; **Visual Materials**—Slide Libraries. **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments; **Special Effects**—Signs Computerized/Psychedelic/Illuminated; **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings; **Planning/Construction**—Consultants, Designers.

Pioneer, see US Pioneer.

Playmatic, see Universe Affiliated.

Plonta Cine-Vision, see Melody Rec'd.

Pocono Rec. Pool, c/o Mr. Fran Prods. 3514 Laurel Ave., Scranton, Pa. 18505. Tel: (717) 343-2761. Pres. Frank E. Lembo.

Polk Audio Inc., 4900 Wetheredsville Rd., Baltimore, Md. 21207. Tel: (301) 448-2000. Pres.: George Klopfer; VP Sales Sandy Gross.

Product: **Audio**—Speakers.

Posthorn Rec'gs, 185 Ave. C, New York, N.Y. 10009. Tel: (212) 677-4082. Pres.: Jerry Bruck; Sales Mgr.: Noel Harrington.

Product: **Audio**—IMF INT'L Speakers; SCHOEPS Microphones.

Power Audio, 915 Charles Dr., Toms River, N.J. 08753. Tel: (201) 240-1213. Pres. Walter Kole; Sales Mgr.: Robert Estler; Serv.: Ray Dillon, Bob Fattaruso, Earl Dawson.

Product: **Audio**—Mixers, Disk Jockey Units/Decks, Speakers; **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings; **Planning/Construction**—Consultants, Designers, Installers, Builders.

Pragmatech Sound, 70 Sheldrake Pl., New Rochelle, N.Y. 10804. Tel: (914) 633-8556. Owner: Jim Salta.

Product: **Audio**—Disk Jockey Units/Decks, Amplifiers; **Lighting**—Dimmer Boards; **Special Effects**—Phas-O-Vision; **Planning/Construction**—Consultants, Installers.

Precision Electronics Inc., 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Pres. William S. Grommes; Sales Mgr.: L. Robert Franzen; Adv. Mgr.: W. Stow.

Product: **Audio**—GROMMES-PRECISION Mixers, Pre-Amplifiers, Tuners; PRECISION Amplifiers, GROMMES Receivers, Speakers.

Presentations South Inc., 1620 Sligh Blvd., Orlando, Fla. 32806. Tel: (305) 843-2535. Pres.: Robert M. Buck.

Product: **Games**—Arcade; **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings; **Planning/Construction**—Consultants, Designers, Installers, Builders.

Progress Inds. Inc., 7290 Murdy Circle, Huntington Beach, Calif. 92647. Tel: (714) 847-7917. Pres. Kenneth Busche.

Product: **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings; **Planning/Construction**—Consultants.

Projection Systems Inc., 1005 Clifton Ave., Clifton, N.J. 07013. Tel: (201) 473-0180. VP Mktg. Stephen Zahorian.

Product: **Projection Systems**—Large Screen Television/Video Projectors.

Projectionist Inc., 21-29 W. Fourth St., New York, N.Y. 10012. Tel: (212) 260-1800. Pres.: Gregory Leopold; Sales Mgr.: Steve Novack; Adv. Mgr. Kerri Griffin; Project Co-ord.: Harvey Siegel.

Product: **Visual Materials**—Videotape Libraries.

Project Support Eng'g Inc., 750 N. Mary Ave., Sunnyvale Calif. 94086. Tel: (408) 739-8850.

Product: **Games**—Video/Electronic.

Pulse Dynamics Mfg. Corp., PO Box 355, Depot St., Colchester, Ill. 62326. Tel: (309) 776-4111. Pres. H. Lucie, Gen. Sales Mgr. R.D. Zimmer.

Product: **Audio**—Mixers, GALAXY Amplifiers.

Pulse Techniques Inc., 1411 Paisade Ave., Teaneck, N.J. 07666. Tel: (201) 837-2575. Sales Mgr. E.R. Shenk.

Product: **Audio**—PULTEC Equalizers.

Pultec, see Pulse Techniques.

Q

Q B C, see Buhl Optical.

Q R K Electronic Prods., 1568 N. Sierra Vista, Fresno, Calif. 93703. Tel: (209) 251-4213. VP Robert D. Sidwell, Gen. Mgr. Carl Hammett.

Product: **Audio**—QRK Mixers, Disk Jockey Units/Decks, Pre-Amplifiers, Turntables, Phono Cartridges, Styli—Pickup, REK-O-KUT Mixers, Tonearms.

Quad, see Audiophile Imports.

Quantum Audio Labs Inc., 1905 Riverside Dr., Glendale, Calif. 91201. Tel: (213) 841-0970. Pres. John E. Pritchett.

Product: **Audio**—Mixers.

The Quiet Sound Systems, 107 E. First St., Bloomington, Ind. 47401. Tel: (812) 336-0963.

Product: **Audio**—Speakers.

R

R C A, Commercial Communications Systems Div., Front & Cooper Sts., Camden, N.J. 08102. Tel: (609) 963-8000.

Product: **Audio**—Tape Recorders, Microphones, Amplifiers, Speakers, Turntables, Styli—Pickup, Equalizers. **Projection Systems**—Video Tape Recorders.

R I M, see DTS-electro-acoustics.

R S I, see Record Source Int'l.

Radford, see Audionics Inc.

Radio Programs Inc., 2773 E. Horseshoe Dr., Las Vegas, Nev. 89120. Tel: (702) 732-8670. Pres. W.G. Mors. (Disco Radio Syndication).

Ramko Research Inc., 3516-C LaGrande Blvd., Sacramento, Calif. 95823. Tel: (916) 392-2100. Pres. R.G. Kohfeld, Sales Mgr. L.R. Kohfeld.

Product: **Audio**—Mixers, Amplifiers, Pre-Amplifiers, Turntables, Equalizers.

Ramek Inc., 292 Commercial St., Sunnyvale, Calif. 94086. Tel: (408) 738-4422. Pres. Chuck McEwan, VP Mktg. Chuck Arnold.

Product: **Games**—Video/Electronic.

Raven Screen Corp., 124 E. 124 St., New York, N.Y. 10035. Tel: (212) 534-8408. Pres. & Sales Mgr. Fred Rose, Adv. Mgr.: E. Landes.

Product: **Projection Systems**—Screens.

Record Gallery, 3043 NW 79 St., Miami, Fla. 33147. Tel: (305) 693-0655. Pres. Jeffrey Sadowsky, Audio Consultant Arnold Sadowsky.

Product: **Planning/Construction**—Consultants, Other—Record Services.

Record Source Int'l (RSI), 1 Astor Plaza, New York, N.Y. 10036. Tel: (212) 764-7311. Gen. Mgr. Nancy Erlich (Record Services).

Rek-O-Kut, see QRK Electronic Prods.

Rene Pierre, see Peabody's Inc.

Revox Corp., 155 Michael Dr., Syosset, L.I., N.Y. 11791. Tel: (516) 364-1900. Pres. Colin Hammond, Revox Sales Mgr. Michael Noakes, Adv. Mgr. Jeanne Smith.

Product: **Audio**—REVOX Amplifiers, Pre-Amplifiers, Tuners, Tape Recorders.

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(213) 851-7172

Robins Broadcast & Sound Equip. Corp. (formerly Fairchild Sound Equip. Corp.), 75 Austin Blvd., Commack, L.I., N.Y. 11725. Tel: (516) 543-5200. Pres. Herman D. Post; Sales Mgr. Samuel C. Jones; Adv. Mgr. Richard Felix.
 Product: **Audio**—Mixers. Pre-Amplifiers. Equalizers
 Rock-Ola Mfg. Corp., 800 N. Kedzie Ave., Chicago, Ill. 60651 Tel (312) 638-7600.
 Product **Audio**—Jukeboxes.
 Rocky Mountain Disco Ass'n, 151 Big Sandy Circle, Cheyenne, Wyo. 82001 Tel (307) 635-3633. Pres.: Brian Moore. (Record Pool).
 Rotronics Entertainment Lighting Inc., 22-ID Wendell St., Cambridge, Mass 02138. Tel (617) 354-4444 Pres. Dr. Richard Iacobucci.
 Product **Lighting**—Chasers/Sequencers, Color Organs, Dimmer Boards, Strobes, Ultraviolet/Blacklight, Spot, Follow Spot, Strip, Stagetrone Color Synthesizers & Dimming Systems, Stagemate Foot-Operated Controller, Colorcap Lamps; **Visual Materials**—Slide Libraries, Film Libraries. **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments. **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines, Signs, Computerized/Psychedelic/Illuminated, 3D Drapery, Mirror Ball Motors, Color-Changing Spots, Color Filters; **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings. **Planning/Construction**—Consultants, Designers
 Rodgers Ents. Inc., 2519 Clarksville Hwy., Nashville, Tenn. 37208. Tel (615) 255-7766. Pres.: Abner Rodgers.
 Product **Planning/Construction**—Consultants, Designers, Installers, Builders.
 Rosner Custom Sound Inc., 11-38 31 Ave., Long Island City, N.Y. 11106. Tel: (212) 726-5600. Pres. Alex Rosner.
 Product **Audio**—Mixers, Disk Jockey Units/Decks, Speakers, Headphones; **Planning/Construction**—Consultants, Designers, Installers, Builders.
 Rowe Int'l Inc. (sub. of Triangle Inds Inc.), 75 Troy Hills Rd., Whippany, N.J. 07981. Tel (201) 887-0400 Cable ROVEND.
 Product **Audio**—Jukeboxes.
 Roxter Corp., 10-11 40 Ave., Long Island City, N.Y. 11101 Tel: (212) 392-5060. Mktg Mgr. H. Scian.
 Product **Lighting**—Spot, Track
 Royal Grenadier, see Empire Scientific.
 Royal Sound Co. Inc., 248 Buffalo Ave., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres. Mervin A. Dayan; Sales Mgr. Milton Dolnick; Adv. Mgr. David Monoson
 Product **Audio**—Speakers.
 J. R. Russell Electric, 714 S. Neil, Champaign, Ill. 61820 Tel (217) 356-8700. Pres. J. R. Russell, Sales Mgrs Bob Hart, Ronald E. Johnson
 Product **Planning/Construction**—Consultants, Designers, Installers, Builders
 Russound/FMP Inc., Mill Bldg., Canal St., North Berwick, Me 03906 Tel (207) 676-9916. Pres. Gaylord Russell, Sales & Adv. Mgr. John Rabbitt
 Product **Audio**—RUSSOUND Mixers.

S

S A E (Scientific Audio Electronics Inc.), 701 E. Macy St., Los Angeles, Calif. 90012 Tel (213) 489-7600. Pres. Morris Kessler; Nat'l Mktg Mgr.: Michael L. Joseph
 Product **Audio**—Amplifiers, Pre-Amplifiers, Tuners, Speakers, Equalizers
 S A I, see Disco Entertainment
 SOS Photo Cine Optics Inc., 315 W. 43 St., New York, N.Y. 10036. Tel (212) 586-1420. Pres. Arthur Florman, VP Sales Ronald T. Groen.
 Product **Lighting**—BARDWELL & McALISTER Spot Strip. **Projection Systems**—TOKIWA Film/Movie Projectors
 S T R Inc., 3000 Orange Grove Ave., North Highlands, Calif. 95660. Tel: (916) 488-6801 Pres. George Platis; Sales Mgr. Barry Thornton; Adv. Dir.: Truman Low
 Product **Audio**—Speakers
 Sansui Electronics Corp., 55-11 Queens Blvd., Woodside, N.Y. 11377 Tel (212) 779-5300. Sales Mgr.: Ken Hoshino
 Product **Audio**—Amplifiers, Pre-Amplifiers, Tuners, Receivers, Turntables, Tape Recorders, Decoders & Demodulators, Headphones.
 Sanyo Electric Inc., 1200 W. Artesia Blvd., Compton, Calif 90220. Tel (213) 537-5830. Pres. William Byron; Sales Mgr. Michael Wiggins; Adv. Mgr. Doug Wamislevy.
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 Schoeler-Akustik, see DTS-electro-acoustics.
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 Science Workshop, see Electronic Designers
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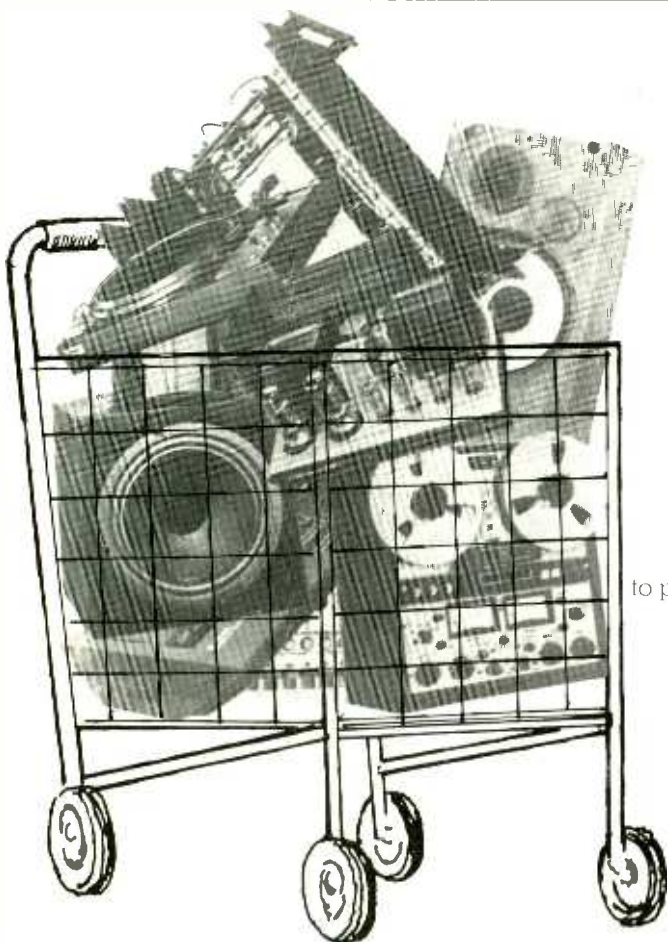
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Tri-State Sound & Broadcast Productions, 61 N. Childs St. Woodbury, N.J. 08096 Tel (609) 845-1617. Pres. Bruce Wolfrom.
Product **Planning/Construction**—Consultants. Installers, Builders.

Tutor II, see Meteor Light & Sound

2001 Clubs of America/Inds./Prod'ns. 3255 W. Liberty Ave., Pittsburgh, Pa. 15216 Tel (412) 221-2001. Pres. Tom Jayson, Mktg. Jim Kowalczyk.
Product **Audio**—2001 INDS. Amplifiers, Pre-Amplifiers, Tuners, Speakers, **Lighting**—2001 INDS. Chasers/Sequencers, Color Organs, Dimmer Boards, Strobes, Lasers, Ultraviolet/Blacklight, Spot, Follow Spot, Track, Strip. **Visual Materials**—2001 PROD'NS Slide Libraries, Film Libraries, Videotape Libraries. **Dance Floors/Walls/Ceilings**—2001 INDS. Floors, Walls, Ceilings. **Planning/Construction**—2001 CLUBS OF AMERICA Consultants. 2001 INDS. Designers, Installers, Builders. Computerized Operations.

U

U B I Inc., 51 Progress St., Union, N.J. 07083 Tel (201) 686-7030.
Product **Games**—Video/Electronic, Arcade, Bowling, Billiards/Pool.

U R E I, see United Rec'g

U S Billiards Inc., 243 Dixon Ave., Amityville, L.I., N.Y. 11701 Tel (516) 842-4242. Pres. Albert Simon. Sales Mgr. Len Schneller.
Product **Games**—Video/Electronic, Soccer/Football Air Hockey, Billiards/Pool.

U S Pioneer Electronics Corp., 75 Oxford Dr., Moonachie, N.J. 07074 Tel (201) 440-8100. Pres. Bernie Mitchell. Sales Mgr. Ken Kar. Adv. Mgr. Don Kobes. PR Mgr. George Brogan.
Product **Audio**—PIONEER Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, Turntables, Tape Recorders, Microphones, Equalizers, Noise Reducers, Headphones.

Uher of America Inc., 621 S. Hindry Ave., Inglewood, Calif. 90301. Tel (213) 649-3272. Pres. George Rose. Sales Mgr. Al Roberts.
Product **Audio**—LENCO Turntables; UHER Tape Recorders, Microphones, Headphones.

Unicord Inc., 75 Frost St., Westbury, L.I., N.Y. 11590 Tel (516) 333-9100. Pres. S. Hack. Exec. VP & Adv. Mgr. E.J. Briefer. Sales Mgr. R. Harrison.
Product **Audio**—UNIVOX Mixers, Speakers, Microphones, Equalizers.

United Audio Visual Corp., 1730 Mojave Rd., Las Vegas, Nev. 89101 Tel (702) 457-8612. VP & Gen. Mgr. George S. Lubin. VP Mktg. J.M. McEntire.
Product **Lighting**—Chasers/Sequencers, Dimmer Boards, **Visual Materials**—Slide Libraries. **Projection Systems**—Special Effects Projectors.

United Financial Corp., 7930 Occidental Ave. S., Seattle Wash. 98108 Tel (206) 763-1211.
Product **Games**—Soccer/Football.

United Games Inc., 7831 SE Stark, Portland, Ore. 97215 Tel (503) 255-8042. Sales Mgr. Bob Beveridge.
Product **Games**—Video/Electronic.

United Rec'g Electronics Inds. (UREI), 11922 Valerio St., North Hollywood, Calif. 91605 Tel (213) 764-1500. Pres. M.T. Putnam. Exec. VP. DeWitt F. Morris.
Product **Audio**—UREI Mixers, Amplifiers, Pre-Amplifiers, Equalizers, UNIVERSAL AUDIO Amplifiers, Pre-Amplifiers, Equalizers.

United Research Lab. Corp., 681 Fifth Ave., New York, N.Y. 10022 Tel (212) 751-4663. Pres. George Adams. Sales Mgr. Lee Rand. Adv. Mgr. Anita Adams.
Product **Audio**—AUTO-TEC Amplifiers, Pre-Amplifiers, Tape Recorders, Equalizers.

Universal Audio, see United Rec'g.

Universe Affiliated Int'l Inc., 1714 Stuyvesant Ave., Union, N.J. 07083 Tel (201) 686-5163. Cable UNITE-AMUSE.
Product **Games**—PLAYMATIC Pinball.

Univox, see Unicord Inc.

Urban Inds. Inc., PO Box 31, Louisville, Ky. 40201 Tel (502) 969-3227. Pres. Nat. Bailen. Adv. Mgr. Marty Bailen.
Product **Games**—Arcade.

V

The Valley Co. (div. of Victor Comptometer Corp.), PO Box 656, 333 Morton St., Bay City, Mich. 48706. Tel

(517) 892-4536. Pres. Darrell V. Lawless. Sales & Adv. Mgr. Emil M. Marcet.
Product **Games**—Soccer/Football, Billiards/Pool.

Varaxon Inds. Inc., 1319 Mecklenburg Rd., Ithaca, N.Y. 14850 Tel (607) 272-3344. Pres. & Sales Mgr. Gary Loomis. Adv. Mgr. Richard Henry.
Product **Lighting**—Controllers. **Special Effects**—Signs, Computerized/Psychedelized/Illuminated. **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings. **Planning/Construction**—Consultants, Designers, Installers.

Venture Line Inc., 2618 W. First St., Tempe, Ariz. 85281 Tel (602) 967-5914. Pres. Joe York.
Product **Games**—Video/Electronic.

Venture Technology Inc., 2500 Devon Des Plaines, Ill. 60018 Tel (312) 774-1674. Pres. Ron Rutkowski.
Product **Games**—Video/Electronic, Pinball, Arcade, Soccer/Football.

Vidaac Ltd., see Video/Audio Artistry

Video Action, see Wolfman Mason & Soreo

Video/Audio Artistry Corp. (Vidaac Ltd.), PO Box 4571, 1258 Bear Mountain Court, Boulder, Colo. 80302 Tel (303) 499-2001. Pres. Stephen M. Raydon. Eng'g. Dir. Ronald E. Hays.
Product **Audio**—Mixers.

Video-Disco, 3113 Gillham Rd., Kansas City, Mo. 64109 Tel (816) 931-7956. Pres. Lyle Wallace. Exec. VP. Opns. Tom Bengimina; VP & Sales Mgr. Ralph Martin; VP & Adv. Mgr. Joseph Spallo.
Product **Visual Materials**—Videotape Libraries. **Projection Systems**—Large Screen Television/Video Projectors. **Games**—Video/Electronic. **Planning/Construction**—Consultants, Designers, Installers, Builders.

Video Disco Inds., 9701 Wilshire Blvd., Beverly Hills, Calif. 90212 Tel (213) 550-1071. Pres. R.G. Levin. Sales Mgr. James Brown Jr. Adv. Mgr. Ron Jenkins.
Product **Visual Materials**—Videotape Libraries. **Planning/Construction**—Consultants, Designers.

Video-Master, see Giant Screen

Video Tape Network Inc., 115 E. 62 St., New York, N.Y. 10021 Tel (212) 759-8735. Pres. John Friede.
Product **Visual Materials**—Videotape Libraries.

Viewlex Audio Visual Inc., Broadway Ave., Holbrook, L.I., N.Y. 11741 Tel (516) 589-6600. Pres. H.G. Charlston. Sales & Adv. Mgr. Dan Sheeter.
Product **Projection Systems**—Film/Movie Projectors.

Virgolight Inc., 204-206 W. First St., Boston, Mass. 02127 Tel (617) 269-1445. Pres. Samuel P. Schneiderman. Adv. Mgr. David G. Evans.
Product **Lighting**—Chasers, Sequencers, Color Organs, Dimmer Boards. **Special Effects**—Signs, Computerized/Psychedelized/Illuminated. **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings. **Planning/Construction**—Consultants, Designers, Installers.

Visco-1 Inc., 1401 Brickell Ave., Miami, Fla. 33131 Tel (305) 371-0621. Pres. Martin Ecoffier. Sales Mgr. Leigh Rothschild.
Product **Audio**—VISCO-1 Mixers, Disk Jockey Units/Decks, Speakers; **Lighting**—Chasers/Sequencers. **Visual Materials**—Slide Libraries, Videotape Libraries. **Projection Systems**—MAGNA-SCREEN Large Screen Television/Video Projectors. **Games**—Video Electronic. **Planning/Construction**—Consultants, Designers, Installers, Builders.

W

Waldo White Ltd., 10025 E. Girard, No. 125 Denver, Colo. 80231 Tel (303) 755-5239. Pres. Walter Satterwhite III.
Product **Audio**—Mixers. **Lighting**—Chasers/Sequencers. **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings. **Planning/Construction**—Consultants, Designers, Installers, Builders.

Wald Sound Inc., 11131 Dora, Sun Valley, Calif. 91352 Tel (213) 875-0480. Pres. Peter Holleman. VP Opns./Finance: Estle Finney. Sales & Adv. Mgr. Larry Winn.
Product **Audio**—Speakers.

Weissound, see Sound Logic

White Electronics, Box 86, Roselle, Ill. 60172 Tel (312) 529-7580. Sales Mgr. Art Johnson. Adv. Mgr. Stan White.
Product **Audio**—HALF SHOT & SHOT GLASS Speakers.

Whiteline Design, 3125 E. Fountain Blvd., Suite 7, Colorado Springs, Colo. 80910 Tel (303) 636-2625. Pres. J.D. White. VP Mktg. N. Tyler Watson. Adv. Mgr. M. Birdsong.
Product **Lighting**—Chasers/Sequencers, Color Organs, Dimmer Boards, Strobes. **Special Effects**—Signs, Computerized/Psychedelized/Illuminated, Lighted Water Display. **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings. **Planning/Construction**—Consultants, Designers, Installers, Builders.

Williams Electronics, 3401 N. California Ave., Chicago, Ill. 60618 Tel (312) 267-2240. Cable WILCOIN.
Product **Games**—Pinball, Arcade, Bowling, Shuffleboard.

Thomas E. Williams & Assocs., 4210 N. Fourth Ave., Evansville, Ind. 47710 Tel (812) 423-0014. Pres. Thomas E. Williams. Sales Mgr. Bill Darnold. Adv. Mgr. Crickett Williams.
Product **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings. **Planning/Construction**—Consultants, Designers, Installers, Builders.

Windmiller Custom Sound, 6722 Hazel, Morton Grove, Ill. 60053 Tel (312) 966-7128. Owner Lee Windmiller.
Product **Planning/Construction**—Consultants, Designers, Installers, Builders.

Wolfman Mason's Stereo Unlimited, 407 Altamonte Mall, Hwy. 436, Altamonte Springs, Fla. 32701, Tel: (305) 831-3411. Pres. Claude H. Wolfe Jr., Gen. Mgr Charles H. O'Meara Jr., Adv. Mgr., Gene Mason. Product **Projection Systems**—CINEMA-VISION Large Screen Television/Video Projectors, Screens, **Games**—VIDEO ACTION Video/Electronic; **Planning/Construction**—Consultants, Designers, Installers

Wollensak, see 3M Co., Mincom Div.

World Wide Dists. Co. (div. of American Recreation Group), 2730 W. Fullerton Ave., Chicago, Ill. 60647 Tel (312) 384-2300. Cable **GAMES**. Product. **Games**—Video/Electronic

Worldwide Entertainment Systems, 964 Third Ave., New York, N.Y. 10022 Tel: (212) 486-0010 Pres. Allan Markoff Product **Projection Systems**—Large Screen Television/Video Projectors.

Wow Lighting & Sound Co., 920 Chateau St., Pittsburgh, Pa. 15233. Tel: (412) 323-1050 Pres. Paul Beran. Product. **Visual Materials**—Film Libraries; **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings; **Planning/Construction**—Consultants, Designers, Installers, Builders.

X

Xenon, see IMS Corp.

Y

Yamaha Int'l Corp., 6600 Orangethorpe Ave., Buena Park, Calif. 90620, Tel: (714) 522-9105. Sales Mgr: Stewart Greenberg Product. **Audio**—Mixers, Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, Turntables, Tape Recorders, Headphones

Yorkshire Entertainments, 15 N 12 St., Minneapolis, Minn. 55403 Tel (612) 341-4557. Pres. Gregory Kroohn, Sales Mgr Jim Letourneau; Adv Mgr Desiree Davison Product **Audio**—Mixers, Disk Jockey Units/Decks, Pre-Amplifiers; **Lighting**—Chasers/Sequencers, Color Organs, Track, Strip; **Special Effects**—Fog Machines, Signs, Computerized/Psychedelic/Illuminated; **Planning/Construction**—Consultants, Designers, Installers, Builders

Z

Zenon, see Decora Inds

Zytronic Inc., 8823 SW 129 Terr., Miami, Fla 33176 Tel (305) 251-3775. Product **Games**—Electronic Palm Reading, Electronic Handwriting Analysis.

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Altec	Emilar	Sescomm	Cosmic Light
Atlas	E.S.S.	Shure	I.M.I.
Belden	E-V	Tascam	Kliegl
Beyer	El Tech	Tapco	Litelab Corp.
B.G.W.	Frazier	Technics	Meteor
Bozak	G.L.I.	Urei	Pelco
Cerwin-Vega		Yamaha	

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SOUND SPECTACULAR LIGHT AND SOUND SPECTACULAR LIGHT

Disco Equipment & Services by Category

Where the brand name differs from the company name, the latter follows in parentheses. For complete listings, see the preceding Disco Equipment & Services master listing.

AUDIO

mixers (including consoles)

A K G (Philips Audio Video Systems Corp Audio Div)
 Alice (CCA Electronic Corp)
 Allen & Heath (Audiotechniques Inc)
 16 Inputs, 2 Outputs
 Altec
 Amjalak
 Ampro
 12-4 Inputs, 2-1 Outputs
 Aspenwood (Omnitronics)
 Audimation (New York Sound Co)
 Audioarts Eng'g
 5 Inputs, 4 Outputs
 Audio Concepts
 Up to 34 Inputs, 6-2 Outputs
 Audio Electronic Components
 Audio Innovations
 Audio Innovators
 Custom
 Audio Technical
 Audio Transport
 4 Inputs, 2 Outputs
 Audiotronix
 10 Inputs, 2 Outputs
 Automated Processes
 Berkshire
 2 Inputs, 1 Output
 Bozak
 Broadcast Electronics
 C C A
 Capron
 38 Inputs, 4 Outputs
 Clone-Tone (Full Compass Inc)
 Crossroads Audio
 Custom
 D L S
 8 Inputs, Also Pre-Amplifier / Mixer
 Design Circuit
 Custom
 Disco Construction
 Custom
 Disco Scene
 10-4 Inputs, 3 Outputs
 Disco Sound Assocs
 Disco-Technics
 Discotex
 Disco-Voice (Disco Assocs Inc)
 6 Inputs, 4 Outputs
 Dyma
 Dynacord
 Evans CDM
 Custom
 Ferrograph (Elpa Mktg Inds Inc)
 Frazier
 G L I (Geranium Labs Assocs)
 Gallien-Krueger
 12 Inputs, 4 Outputs
 Gilchrist
 6-4 Inputs, 6-3 Outputs
 Grammes-Precision (Precision Electronics Inc)
 Harris
 Heil
 Interface
 Up to 32 Inputs, Up to 16 Outputs
 J B L (James B Lansing Sound Inc)
 Jefferson Audio
 Johnson
 K J M
 Up to 24 Inputs, Up to 8 Outputs
 Koehn
 24 Inputs, 4 Outputs
 Kuschel (Aristocrat Discotheques Inc)
 Malatchi
 Marlboro
 Disco Mixer Modules, 12-2 Inputs, Up to 4 Outputs
 Mastronix
 10 Inputs, 2 Outputs
 McMartin
 Meteor
 Clubman
 Micro-Trak
 Millbank (Sound By Guy)
 10 Inputs, 2 Outputs
 Neve
 Nexus (Fulton Electronics)
 Nimrod
 5-4 Inputs, 2 Outputs
 Opamp Labs
 Pandora
 Peavey
 Power Audio

Pulse Dynamics
 Q R K
 4 Inputs, 3 Outputs
 Quantum
 6 Inputs, 2 Outputs
 R I M (DTS-electro-acoustics)
 Modular System
 Ramko
 Rek-O-Kut (QRK Electronic Prods)
 8 Inputs, 3 Outputs
 Robins
 Rosner
 Custom
 Russound
 Schoeler-Akustik (DTS-electro-acoustics)
 Separate Equalization for Microphone Wireless Micro-
 phone Input Output for Light Control
 Showco
 Shure
 Sights & Sounds
 8-4 Inputs, 2-1 Outputs
 Smithall
 Sony (Sony Corp of America)
 Sound Investment
 Custom
 Sound & Light Co
 6-3 Inputs, 4-2 Outputs
 Sound Workshop (Audio By Zimet Inc)
 Sparta
 Speck
 4 Inputs, 2 Outputs
 Studer
 Sultan
 Switchcraft
 T D P (TanDen Prod ns)
 8 Inputs, 4 Outputs
 Tascam (Teac Corp of America)
 Teaser Wireworks
 8-4 Inputs, 4-2 Outputs
 Technical Audio
 14, 6 Inputs, 3, 2 Outputs
 TeleMation
 Transduction
 U R E I (United Rec g Electronics Inds)
 Up to 30 Inputs, 4-2 Outputs
 Univox (Unicord Inc)
 Video/Audio Artistry
 Custom
 Visco-1
 Waldo White
 Custom
 Yamaha
 Yorkshire
 Custom

disk jockey units/decks (including portable)

Alice (CCA Electronic Corp)
 Allen & Heath (Audiotechniques Inc)
 Antech
 Sam Ash
 Audioarts Eng'g
 Audio Concepts
 Audio Design Int'l
 Audio Innovations
 Audio Technical
 Audio Transport
 Audio Visual Systems
 Capron
 D T S
 Design Circuit
 Custom
 Disco Construction
 Custom, w o Deck
 Disco Scene
 Disco Sound Assocs
 Disco-Technics
 Discotex
 Discotron
 Custom
 Disco-Voice (Disco Assocs Inc)
 Dynacord
 Dynamite Sound
 Dyna-Console, Mini-Console
 Fred Foxx
 Custom
 Gilchrist
 K J M
 Koehn
 Kuschel (Aristocrat Discotheques Inc)
 Marlboro
 Mastronix
 McDonald s
 Custom
 Meteor
 Nimrod

Power Audio
 Pragmatech
 Q R K
 Rosner
 Custom
 S A I (Disco Entertainment Ltd)
 Schoeler-Akustik (DTS-electro-acoustics)
 Sights & Sounds
 Sound Chamber
 Sound Investment
 Custom
 Sound & Light Co
 Sounds Unlimited
 Custom
 Sound Unlimited Systems
 Roger Squire (Sound By Guy)
 Sultan
 Thumper
 Custom
 Total Concept
 Custom
 Visco-1
 Yorkshire
 Custom

amplifiers

Accuphase (Teac Corp of America)
 Altec
 Amjalak
 Sam Ash
 Audio Electronic Components
 Audionics
 Audio Research
 Automated Processes
 Auto-Tec (United Research Lab Corp)
 B G W
 Bogen
 Bose
 Bozak
 Broadcast Electronics
 C / M Labs
 Cerwin-Vega
 Citation (Harman / Kardon Inc)
 Crown Int'l
 Discotex
 Dunlap Clarke
 Dyma
 Dynaco
 Dynacord
 Dynakit (Dynaco Inc)
 Kits
 E S S
 Electro Sound
 Epicure
 Evans CDM
 Custom
 Fred Foxx
 Frazier
 Galaxy (Pulse Dynamics Mfg Corp)
 Gallien-Krueger
 Gilchrist
 H / H (Audiotechniques Inc)
 Haeco (Holzer Audio Eng'g Corp)
 Harman / Kardon
 Harris
 Heath
 Hitachi Sales
 J B L (James B Lansing Sound Inc)
 J V C America
 Johnson
 Kenwood
 Kuschel (Aristocrat Discotheques Inc)
 Lux
 Macro (Macrosound)
 Marantz (Superscope Inc)
 Marlboro
 McIntosh
 McMartin
 Melcor
 Micro-Trak
 Millbank (Sound By Guy)
 Ohmega (Heil Sound Ltd)
 Onkyo
 Opamp Labs
 Paoli
 Paso
 Peavey
 Phase Linear
 Pioneer (US Pioneer Electronics Corp)
 Pragmatech
 Precision
 Quad (Audiophile Imports)
 R C A
 R I M (DTS-electro-acoustics)
 Ramko
 Revox
 S A E

Sansui
 Schoeler-Akustik (DTS-electro-acoustics)
 Sequerra
 Sound & Light Co.
 Southwest Technical
 Kits
 Sparta
 Spectra Sonics
 Stax (American Audiopoint Inc.)
 Sultan
 Sunn
 Superscope
 Technics By Panasonic (Panasonic Co.)
 TeleMation
 Telex
 Transduction
 2001 Inds.
 U R E I (United Rec'g Electronics Inds.)
 Universal Audio (United Rec'g Electronics Inds.)
 Yamaha

Frazier
 Furman Sound
 G L I (Geranium Labs. Assocs.)
 Grommes-Precision (Precision Electronics Inc.)
 Haeco (Holzer Audio Eng'g Corp.)
 Heath
 Heil
 J V C America
 Johnson
 Kenwood
 Koehn
 Kuschel (Aristocrat Discotheques Inc.)
 Mark Levinson
 Lux
 Malatchi
 Marantz (Superscope Inc.)
 Marlboro
 McDonald's
 Custom
 McMartin
 Meicor
 Micro-Trak
 Millbank (Sound By Guy)
 Nakamichi
 Nexus (Fulton Electronics)
 Omnitronics
 Opamp Labs
 Paso
 Phase Linear
 Pioneer (US Pioneer Electronics Corp.)
 Q R K
 Quad (Audiophile Imports)
 R I M (DTS-electro-acoustics)
 Radford (Audiionics Inc.)
 Ramko
 Revox
 Robins
 S A E
 Sansui
 Schoeler-Akustik (DTS-electro-acoustics)
 Sequerra
 Soundcraftsmen
 Sound Eng'g
 Sound & Light Co.
 Southwest Technical
 Kits
 Sparta
 Spectra Sonics
 Stanton
 Stax (American Audiopoint Inc.)
 Sultan
 Technical Audio
 Technics By Panasonic (Panasonic Co.)
 Telex
 Transduction
 2001 Inds.
 U R E I (United Rec'g Electronics Inds.)
 Universal Audio (United Rec'g Electronics Inds.)
 Yamaha

Yorkshire
 Custom

tuners

Accuphase (Teac Corp. of America)
 Alice (CCA Electronic Corp.)
 Bogen
 Citation (Harman / Kardon Inc.)
 Dynaco
 Dynakit (Dynaco Inc.)
 Kits
 Grommes-Precision (Precision Electronics Inc.)
 Heath
 Hitachi Sales
 J V C America
 Kenwood
 Leak (Ercona Corp.)
 Lux
 Marantz (Superscope Inc.)
 McMartin
 Millbank (Sound By Guy)
 Onkyo
 Peacetime Communications
 Phase Linear
 Pioneer (US Pioneer Electronics Corp.)
 Quad (Audiophile Imports)
 Revox
 S A E
 Sansui
 Sequerra
 Superscope
 Technics By Panasonic (Panasonic Co.)
 2001 Inds.
 Yamaha

pre-amplifiers

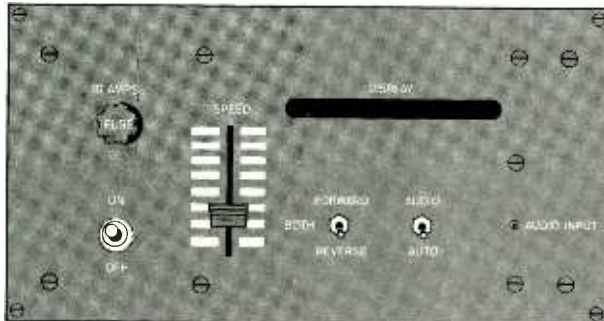
Accuphase (Teac Corp. of America)
 Alice (CCA Electronic Corp.)
 Altec
 Amjalak
 Ampro
 Audioarts Eng'g
 Audio Concepts
 Audio Research
 Audio Technical
 Automated Processes
 Auto-Tec (United Research Lab. Corp.)
 B G W
 Bogen
 Bose
 Bozak
 Broadcast Electronics
 Burwen
 C/M Labs.
 Citation (Harman / Kardon Inc.)
 Clone-Tone (Full Compass Inc.)
 Crown Int'l
 D L S
 Pre-Amplifier / Mixer
 Disco Scene
 Discotex
 Dunlap Clarke
 Dyma
 Dynaco
 Dynakit (Dynaco Inc.)
 Kits
 E S S
 Electro Sound
 Epicure
 Evans CDM
 Custom

receivers

Beomaster (Bang & Olufsen)
 C/M Labs.
 Concord (Benjamin Electronic Sound)
 Grommes (Precision Electronics Inc.)
 Harman / Kardon
 Heath
 Hitachi Sales
 J V C America
 Kenwood
 Leak (Ercona Corp.)
 Marantz (Superscope Inc.)
 McMartin
 Onkyo
 Pioneer (US Pioneer Electronics Corp.)
 Sansui
 Sequerra
 Superscope
 Tandberg
 Technics By Panasonic (Panasonic Co.)
 Yamaha

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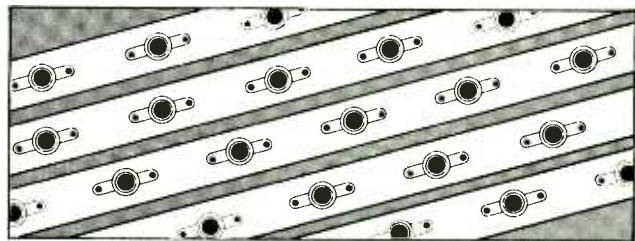


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(By Disco Charlie)
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Silver Creek, N.Y. 14136
Phone Area Code 716-934-4071

Disco Equipment & Services By Category

speakers

A D C (Audio Dynamics Corp.)
A R (Acoustic Research Inc.)
Advent
Alice (CCA Electronic Corp.)
Altec
American Acoustic
American Monitor
Sam Ash
Cabinets
Audioanalyst
Audio Electronic Components
Audio Innovations
Audionics
Audio Phase
Audio Research
Audio Technical
Audio Transport
Auratone
Avid
B I C Venturi (British Inds Co.)
Beovox (Bang & Olufsen)
Big Red (Audiotechniques Inc.)
Bose
Bozak
C E I (Community Electronics)
C/M Labs.
Century Systems
Cervin-Vega
Cherry! Disco Systems
Custom Bi-Amp
Community Light & Sound
Fiberglass Enclosures & High Frequency Horns
Concord (Benjamin Electronic Sound)
Creative Sound
Crossroads Audio
Crown Int'l
Custom Designed (El Robbo's & Red Rooster Discos)
D L S
Enclosures
Davis-Moore
Disco Scene
Disco 77 (Peacetime Communications Inc.)
Disco Sound Assocs.
Disco-Technics
Dyma
Dynaco
Dynacord
E S S
Electro-Voice
Emilar
Epicure
Equasound
F M I (Fulton Electronics)
Fairfax
Frazier
Freedom Electronix
G B L
G L I (Geranium Labs Assocs)
Gauss (Cetec Audio)
Gilchrist
Grenadier (Empire Scientific Corp.)
Grommes (Precision Electronics Inc.)
Half Shot (White Electronics)
Harman/Kardon
Harris
Hartley
Heath
Heil
Hitachi Sales
I M F Int'l (Posthorn Rec'gs)
Infinity
J B L (James B Lansing Sound Inc.)
J V C America
Janus
"Private Label"
Jupiter (Empire Scientific Corp.)
K L H
Kenwood
Klein & Hummel (Gotham Audio Corp.)
Koehn
Koss
Kuschel (Aristocrat Discotheques Inc.)
Kustom Acoustics
L T C
L T L
Leak (Ercona Corp.)
Living Sound
Loudmouth (Phoenix Mfg.)
M & K (Miller & Kreisel Sound Inc.)
Macro (Macrosound)
Magnepan
Magnum Opus II (Peacetime Communications Inc.)
Malatchi
Marantz (Superscope Inc.)
Marjen
Marlboro
Including Systems
Martin (Eastman Sound Mfg Corp. Inc.)
Matrecs
McDonald's
Custom
McIntosh
Meteor
Sound Panels
Nakamichi
New York Sound
Nimrod
Ohm
Omnitronics
Low-Frequency Enclosures
Onkyo

Paso
Peerless
Phase Linear
Pig Light Show
Systems
Pioneer (US Pioneer Electronics Corp.)
Polk Audio
Power Audio
Enclosures
Quad (Audiophile Imports)
Quiet Sound
R C A
Rosner
Custom
Royal Grenadier (Empire Scientific Corp.)
Royal Sound
S A E
S T R
Schoeler-Akustik (DTS-electro-acoustics)
Sentry (Electro-Voice Inc.)
Shot Glass (White Electronics)
Showco
Sights & Sounds
Sonex (Sumiko Inc.)
Sonic Systems
SoundSpheres Enclosures
Sound Eng'g
Sparta
Spectra Sonics
Roger Squire (Sound By Guy)
Sultan
Sunn
Super Red (Audiotechniques Inc.)
Superscope
T D P (TanDen Prod'ns)
Tandberg
Tannoy
Technics By Panasonic (Panasonic Co.)
Telex
Temple Sound
Thumper
Custom
Tracer (BML Electronics Inc.)
Transduction
2001 Inds.
Univox (Unicord Inc.)
Visco-1
Wald Sound
Yamaha

turntables

A R (Acoustic Research Inc.)
Accutrac (Audio Dynamics Corp.)
B I C (British Inds Co.)
Beogram (Bang & Olufsen)
Broadcast Electronics
Concord (Benjamin Electronic Sound Co.)
Dyma
E M T (Gotham Audio Corp.)
Empire
Garrard
Harman/Kardon
Harris
Hitachi Sales
J V C America
Kenwood
Koehn
Lenco (Uher of America Inc.)
Linn Sondek (Paoli High Fidelity Consultants Inc.)
Lux
Marantz (Superscope Inc.)
Micro Seiki (Teac Corp of America)
Micro-Trak
Miracord (Benjamin Electronic Sound Co.)
P E (Impro Inds Inc.)
Pioneer (US Pioneer Electronics Corp.)
Q R K
R C A
Ramko
Sansui
Sony (Sony Corp of America)
Sparta
Stanton
Sultan
Technics By Panasonic (Panasonic Co.)
Thorens (Elpa Mktg Inds Inc.)
Transcriptor-Michell (Audiophile Imports)
Yamaha

tonearms

Audio Craft (Audiophile Imports)
Audio-Technica
Broadcast Electronics
Dyma
Grace (Sumiko Inc.)
Harman/Kardon
Micro Seiki (Teac Corp of America)
Micro-Trak
Keith Monks (Audiotechniques Inc.)
Rek-O-Kut (QRK Electronic Prods.)
Shure
Sparta
Stax (American Audioport Inc.)
Technics By Panasonic (Panasonic Co.)

phono cartridges

A D C (Audio Dynamics Corp.)
A K G (Philips Audio Video Systems Corp. Audio Div.)
Audio-Technica
Bang & Olufsen
Broadcast Electronics
C/M Labs
Denon (American Audioport Inc.)
Dyma
E M T (Gotham Audio Corp.)

Empire
Grado
J V C America
Micro-Acoustics
Micro Seiki (Teac Corp of America)
Planstiehl
Pickering
Q R K
Satin (Audiophile Imports)
Shure
Sparta
Stanton
Supex (Sumiko Inc.)
Technics By Panasonic (Panasonic Co.)

styli—pickup

A K G (Philips Audio Video Systems Corp., Audio Div.)
Audio-Technica
Bang & Olufsen
Dyma
Elac/Miracord (Benjamin Electronic Sound Co.)
Grado
Harris
Micro-Acoustics
Namiki
Namiki Shibata
Planstiehl
Pickering
Q R K
R C A
Shure
Sparta
Stanton

tape recorders

A E G-Telefunken (Gotham Audio Corp.)
Open Reel
Advent
Cassette
Akai
Cassette, Open Reel
Ampex
Open Reel
Auto-Tec (United Research Lab Corp.)
Open Reel
Beocord (Bang & Olufsen)
Cassette
Corinthian (Sparta Electronics)
Open Reel Players
Crown Int'l
Open Reel
Dokorder
Cassette, Open Reel
Electro Sound
Open Reel

Ferroglyph (Elpa Mktg. Inds. Inc.)
Harman/Kardon
Cassette
Heath
Cassette
J V C America
Kenwood
Cassette
M C I
Open Reel
Marantz (Superscope Inc.)
Cassette
Nagra
Open Reel
Nakamichi
Cassette
Otari
Open Reel
Philips Audio Video Systems Corp., Broadcast Prods. Div.
Pioneer (US Pioneer Electronics Corp.)
Cassette, Open Reel
R C A
Revox
Open Reel
Sansui
Cassette
Scully
Open Reel
Sony (Sony Corp of America)
Cassette
Sony (Superscope Inc.)
Cassette, Open Reel
Studer
Superscope
Cassette
Tandberg
Cassette, Open Reel
Tape-Athon
Open Reel Players
Teac
Cassette, Open Reel
Technics By Panasonic (Panasonic Co.)
Cassette, Open Reel
Telex
Cassette, Open Reel
3 M Co., Mincom Div.
Open Reel
Uher
Cassette, Open Reel
Wollensak (3M Co., Mincom Div.)
Cassette
Yamaha
Cassette

microphones

A K G (Philips Audio Video Systems Corp., Audio Div.)
Condenser Dynamic

Advent
Dynamic
Altec
Condenser, Dynamic
Audio-Technica
Condenser
Beyer Dynamic (Meteor Light & Sound Co.)
Dynamic
Bozak
Dynamic
Broadcast Electronics
Condenser, Dynamic
Califone
Dynamic
Dyma
Condenser, Dynamic, Ribbon
Edcor
Electro-Voice
Condenser, Dynamic
F M I (Fulton Electronics)
Condenser
Group 128
Condenser
Helpinstill
Hitachi Sales
Marlboro
Condenser, Dynamic
Mura
Condenser, Dynamic
Nagrastatic (Nagra Magnetic Records Inc.)
Condenser
Nakamichi
Condenser
Neumann (Gotham Audio Corp.)
Condenser
P M L (Ercona Corp.)
Condenser, Dynamic, Ribbon
Paso
Dynamic
Peerless/MB
Condenser, Dynamic, Ribbon
Pflantone (Planstiehl Chemical Corp.)
Dynamic
Pioneer (US Pioneer Electronics Corp.)
R C A
Schoeps (Posthorn Recs)
Condenser
Sennheiser
Condenser, Dynamic
Shure
Condenser, Dynamic, Ribbon
Sony (Sony Corp of America)
Sony (Superscope Inc.)
Condenser
Sparta
Condenser
Superex
Dynamic

Complete Disco Lighting

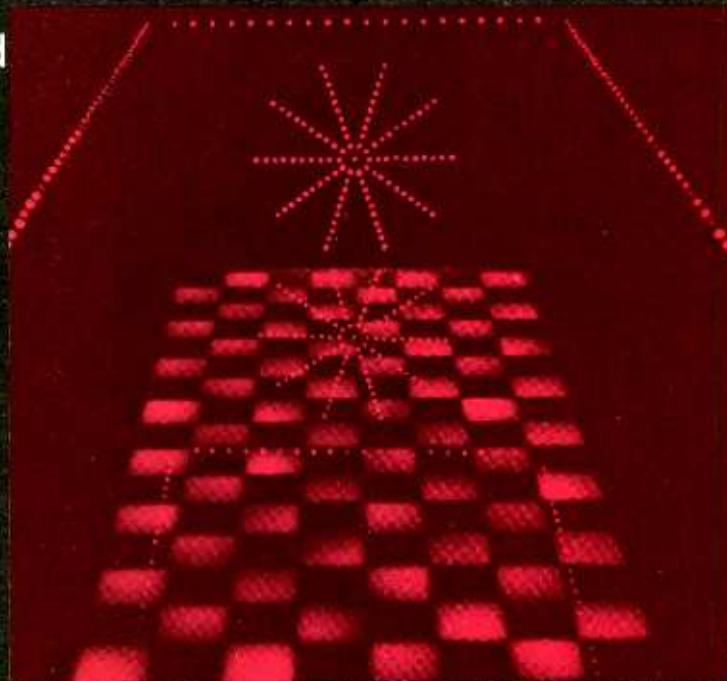
computerized
dance floors

lighting
controllers

chaser lights

projectors

follow spots



dry ice
foggers

bubble
machines

mirror balls

strobes

track lighting

DEALER
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Stage Lighting

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(212) 246-7770

Disco Equipment & Services By Category

Superscope
Condenser
Tandberg
Dynamic
Teac
Condenser
Technics By Panasonic (Panasonic Co.)
Electret
Thomson-CSF
Wireless
Uher
Univox (Unicord Inc.)
Condenser, Dynamic

equalizers

A D C (Audio Dynamics Corp.)
Altec
Audioarts Eng'g
Automated Processes
Auto-Tec (United Research Lab. Corp.)
Bogen
Burwen
Cerwin-Vega
Disco-Voice (Disco Assocs. Inc.)
Dolby
Dyma
Dynaco
Dynakit (Dynaco Inc.)
Kits
E S S
Equasound
Evans CDM
Custom
Frazier
Furman Sound
G L I (Geranium Labs. Assocs.)
Heath
J V C America
Klein & Hummel (Gotham Audio Corp.)
Koehn
M X R
Stereo Graphic
Marlboro
Mastering Lab (Audiotechniques Inc.)
McIntosh
Melcor
Multi-Track
Neve
Ohm
Opamp Labs

Orban/Parasound
Parametric
Pioneer (US Pioneer Electronics Corp.)
Pultec (Pulse Techniques Inc.)
R C A
R I M (DTS-electro-acoustics)
20-Band
Ramko
Robins
S A E
Shure
Soundcraftsmen
Sound & Light Co.
Southwest Technical
Kits
Speck
Audio Spectrum Control
Spectra Sonics
Sultan
Sunn
Technical Audio
Technics By Panasonic (Panasonic Co.)
Thomson-CSF
Dynamic Presence
U R E I (United Rec'g Electronics Inds.)
Universal Audio (United Rec'g Electronics Inds.)
Unvox (Unicord Inc.)

noise reducers

Advent
A E G-Telefunken (Gotham Audio Corp.)
Ampro
Burwen
d b x
Dolby
Dyma
Evans CDM
Custom
Hartley
Inovonics
J V C America
Phase Linear
Pioneer (US Pioneer Electronics Corp.)
Sultan
Teac

decoders & demodulators

Audionics
Bang & Olufsen
CD-4
Dynaco
Dynakit (Dynaco Inc.)
G L I (Geranium Labs. Assocs.)
J V C America
Marantz (Superscope Inc.)
Sansui
Southwest Technical
Kits
Technics By Panasonic (Panasonic Co.)

headphones

A K G (Philips Audio Video Systems Corp., Audio Div.)
Audio-Technica
Beyer Dynamic (Meteor Light & Sound Co.)
Califone
Disco Sound Assocs.
E S S
Edcor
Electronic Systems (IAV Standard)
Wireless
Koss
Marlboro
Mura
Pickering
Pioneer (US Pioneer Electronics Corp.)
Rosner
Custom
Sansui
Sennheiser
Sony (Sony Corp of America)
Sound & Light Co.
Stanton
Stax (American Audioport Inc.)
Superex
Technics By Panasonic (Panasonic Co.)
Telex
Uher
Yamaha

jukeboxes

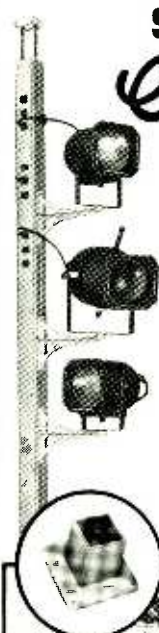
Rock-Ola
Rowe
Seeburg

LIGHTING

chasers/sequencers

A-1 Amusement
Custom
Aluminerva (Design Circuit Inc.)
10 Channels
American Chase Lighting
From 4 Channels
Apple Lighting
Up to 25 Channels
Audio Concepts
From 1-12 Channels

*PLS Manufacturers of Quartz Spots
Electronic dimmer controls. Special effects*

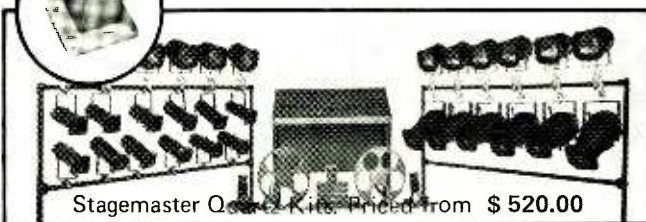


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EVERY APPLICATION.

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Chasers. Follow Spots. Projection Systems PLS*

Audio Visual Systems
 C C I (Design Circuit Inc)
 10 Channels
 Capitol
 12-10-3 Channels
 Capron
 10-6 Channels
 Cosmic Lights
 10 Channels
 Custom Designed (El Robbo's & Red Rooster Discos)
 10 Channels
 D L S
 10 Channels
 Digital Lighting
 3 Channels
 Disco-A-I (Disco Assocs Inc)
 16-4 Channels
 Disco Scene
 Custom
 Disco-Technics
 Discotex
 1 Channel
 Diversitronics
 12, 4, 3 Channels
 Electronic Designers
 10 3 Channels
 Enterionix
 12-4 Channels
 Focalwest
 10, 4 Channels
 Focus Lighting
 10 Channels
 Gilchrist
 8-4 Channels
 Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
 Kiegl
 9 Channels
 L T D
 Lightmaster (Audiotechniques Inc.)
 6 Channels
 Lights Fantastic
 10 Channels
 Litelab
 10 Channels
 Marlboro
 4 & Expandable Channels
 Mastronix
 16, 12, 8, 6, 4, 3 Channels
 Maytronics
 8-4 Channels
 Meteor
 10-4-3 Channels; Tenway Lines & Zoner Modules
 Mini-Markee
 4, 3 Channels
 Mode (Nimrod Corp)
 10-4-3 Channels
 Packaged Lighting
 From 2 & 3 Channels
 Roctronics

S A I (Disco Entertainment Ltd)
 4 Channels
 Schoeler-Akustik (DTS-electro-acoustics)
 Basic 4, Up to 12 Channels
 Science Workshop (Electronic Designers Inc)
 Showco
 Custom
 Smithall
 10-4-3 Channels
 Roger Squire (Sound By Guy)
 10 Channels
 Swivelier
 3 Channels
 Times Square
 12, 10, 4, 3 Channels
 Toledo Theatre
 12, 10, 4, 3 2 Channels
 2001 Inds
 United Audio Visual
 Virgolight
 Up to 12 Channels
 Visco-1
 8 Channels
 Waldo White
 4 Channels
 Whiteline Design
 Yorkshire
 Custom

color organs

Alumnerva (Design Circuit Inc)
 10 Channels
 American Chase Lighting
 4 Channels
 Apple Lighting
 3 Channels
 Audio Visual Systems
 Capitol
 6-4-3 Channels
 Capron
 6-3 Channels
 Colorgan (Decora Inds Inc)
 3, 1 Channels
 Cosmic Lights
 3 Channels
 Custom Designed (El Robbo's & Red Rooster Discos)
 4 Channels
 D L S
 Digital Lighting
 3 Channels
 Disco Scene
 Custom
 Disco-Technics
 Discotex
 3 Channels
 Diversitronics
 4, 3 Channels

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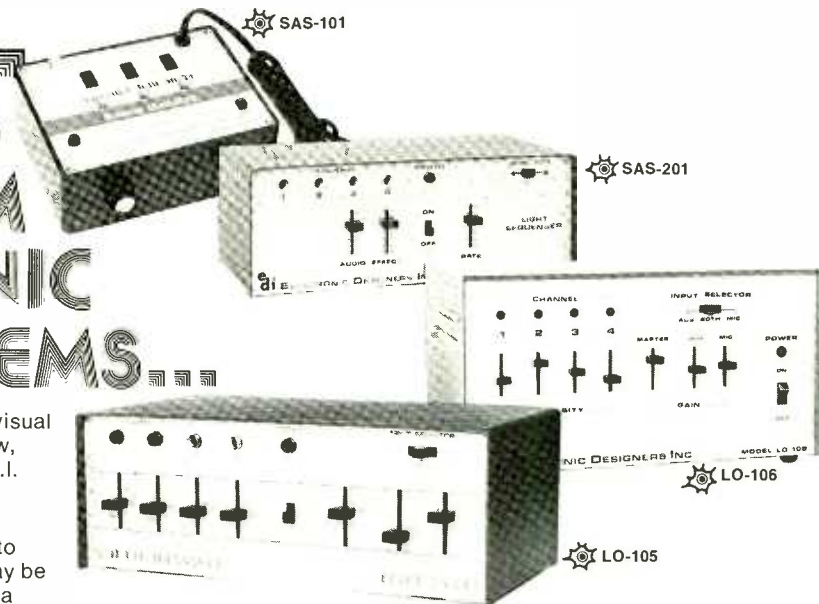
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- TULSA, OKLAHOMA
- EDMONTON, ALBERTA
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and . . .

*There must be a
good reason.*

Write or call:

GRAHAM SMITH ASSOCIATES

145 East 35th Street
New York, N.Y. 10016
212/889-1061

Disco Equipment & Services By Category

Edmund Scientific
4 3 Channels
Electronic Designers
4.3 Channels
Entertronix
6.4 Channels
Focalwest
4 Channels
Focus Lighting
4 Channels
Gilchrist
6.4 Channels
Illusion (Illusion Lighting Int'l Corp & Exciting Lighting)
Janbridge
3 Channels
Kiegl
9-3 Channels
L T D
Lights Fantastic
3 Channels
Litelab
4 Channels
Luna Lite (IMS Corp)
3 Channels
Marlboro
3 & Expandable Channels
Mastronix
8, 6, 4, 3 Channels
Maytronics
8.4 Channels
Meteor
Sonalite 4, Sonalite 3 Zero 3000
Mode (Nimrod Corp)
4.3 Channels
R I M (DTS-electro-acoustics)
Roctronics
3 Channels
Schoeler-Akustik (DTS-electro-acoustics)
Science Workshop (Electronic Designers Inc)
Showco
Custom
Smithall
4.3 Channels
Roger Squire (Sound By Guy)
4 Channels
Swivelier
3 Channels
Times Square
4, 3 Channels
Toledo Theatre
4, 3 Channels
2001 Inds

Virgolight
3 Channels
Whiteline Design
4 Channels
Yorkshire
Custom

dimmer boards

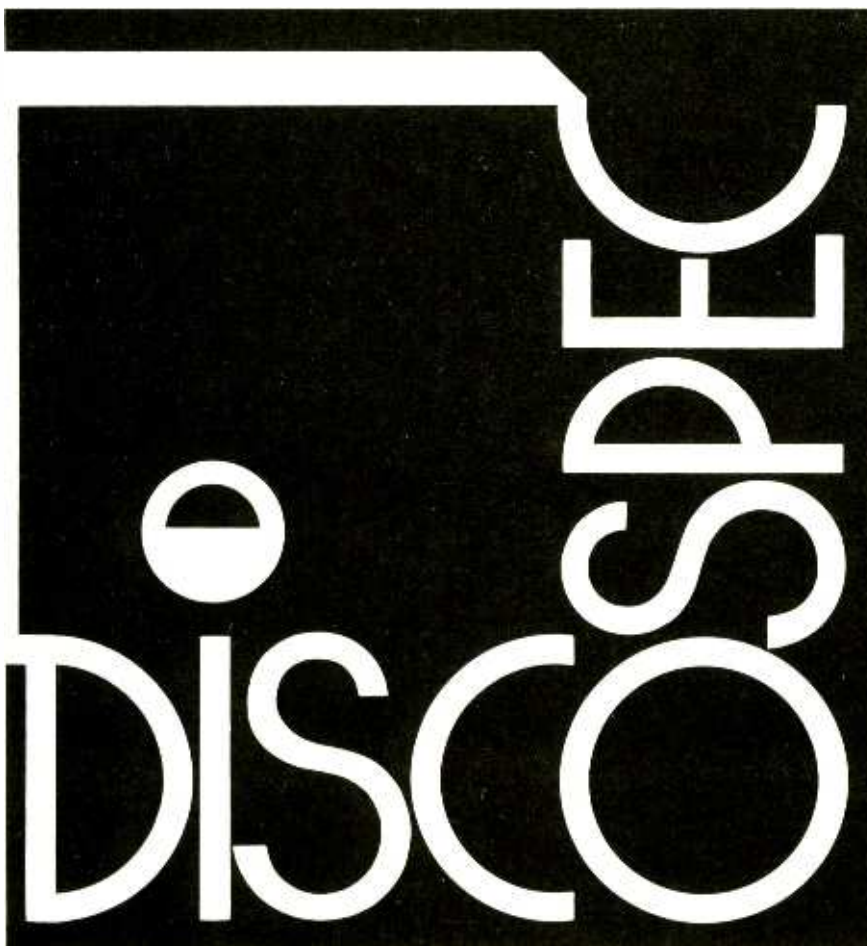
American Chase Lighting
Audio Visual Systems
C C I (Design Circuit Inc)
Dimmer Fader
Capitol
Capron
Custom Designed (El Robbo s & Red Rooster Discos)
Digital Lighting
Disco Scene
Custom
Disco-Technics
Diversitronics
Entertronix
Focalwest
Focus Lighting
Gilchrist
Hunt
Illusion (Illusion Lighting Int'l Corp & Exciting Lighting)
Kiegl
L T D
Lightmaster (Audiotechniques Inc)
McDonald s
Custom
Meteor
Mini-Markee
Mode (Nimrod Corp)
Nimrod
Packaged Lighting
Pragmatech
Roctronics
Schoeler-Akustik (DTS-electro-acoustics)
Science Workshop (Electronic Designers Inc)
Showco
Custom
Smithall
Swivelier
Thumper
Custom
Times Square
Toledo Theatre
2001 Inds.
United Audio Visual
Virgolight
Whiteline Design

strobes

A L S
A-1 Amusement
Custom
American Chase Lighting
Audio Concepts
Barnett
C C I (Design Circuit Inc)
Neon
C D S (Cherry! Disco Systems)
Ellipsoidal
Capitol
Custom Designed (El Robbo s & Red Rooster Discos)
D L S
Digital Lighting
Discotex
Diversitronics
Electra Display
Illusion (Illusion Lighting Int'l Corp & Exciting Lighting)
L T D
Lights Fantastic
Litelab
Marlboro
Mastronix
Maytronics
Meteor
Mini-Strobe, Midi-Strobe, Maxi-Strobe
Mini-Markee
Nimrod
Packaged Lighting
Roctronics
Schoeler-Akustik (DTS-electro-acoustics)
Audio-Controlled
Smithall
Roger Squire (Sound By Guy)
Stroblite
Times Square
2001 Inds
Whiteline Design
Xenon (IMS Corp)
Zenon (Decora Inds Inc)

lasers

American Laser
Capitol
Cosmic Light
Danserium
Discotex
Entertronix
Focalwest
Illusion (Illusion Lighting Int'l Corp & Exciting Lighting)
Koehn
L T D
Laser Physics
Lasertronix (Entertronix Inc)
Mastronix
Meteor
Lazer Effect
Nimrod
Panacea
Smithall



Roger Squire (Sound By Guy)
2001 Inds.

ultraviolet / blacklight

Barnett
Capitol
Mercury Vapor, Fluorescent
Capron
Blacklight
Color-Glo (Invisible Ink Man)
Custom Designed (El Robbo's & Red Rooster Discos)
Decora
Entertronix
Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
Luna Lite (IMS Corp.)
Blacklight
Marlboro
Mastronix
Meteor
Mini-Markee
Nimrod
Packaged Lighting
Roctronics
Shannon
Stroblite
Times Square
Toledo Theatre
2001 Inds.

spot

Altman
Fresnel, Ellipsoidal
Bardwell & McAlister (SOS Photo Cine Optics Inc.)
Fresnel, Ellipsoidal
Capitol
Fresnel, Ellipsoidal
Cosmic Lights
Fresnel, Ellipsoidal
Custom Designed (El Robbo's & Red Rooster Discos)
Fresnel, Ellipsoidal
D L S
Edmund Scientific
Budget
Electro-Controls
Halo
Klieg
Fresnel, Ellipsoidal
Mastronix
McDonald's
Custom, Fresnel, Ellipsoidal
Meteor
Trilite Flood—Multi-Color
Nimrod
Fresnel, Ellipsoidal
Packaged Lighting
Fresnel, Ellipsoidal
Roctronics
Fresnel, Ellipsoidal
Roxter
Pin
Sights & Sounds
Smithall
Fresnel, Ellipsoidal
Swivelier
Fresnel
Times Square
Fresnel, Ellipsoidal
2001 Inds.

follow spot

Altman
Capitol
Custom Designed (El Robbo's & Red Rooster Discos)
Electro-Controls
Klieg
McDonald's
Custom
Nimrod
Packaged Lighting
Roctronics
Smithall
Times Square
2001 Inds.

track

Audio Concepts
C C I (Design Circuit Inc.)
10 Channels
Capitol
Cosmic Lights
Custom Designed (El Robbo's & Red Rooster Discos)
Digital Lighting
Globe Sound
Custom
Lightolier
Mastronix
McDonald's
Custom
Meteor
Nimrod
Packaged Lighting
Roxter
Mini-Trackless
Swivelier
Times Square
2001 Inds.
Yorkshire
Custom

strip

American Chase Lighting

Animated Display Creators
Audio Visual Systems
Bardwell & McAlister (SOS Photo Cine Optics Inc.)
Capitol
Cosmic Lights
Custom Designed (El Robbo's & Red Rooster Discos)
Digital Lighting
Disco A-I (Disco Assocs. Inc.)
Disco Scene
Discotex
Diversitronics
Entertronix
Focalwest
Globe Sound
Custom
He & She Scene
Klieg
Lights Fantastic
Mastronix
McDonald's
Custom
Meteor
10 Channels w/ Multi-Colors
Mini-Markee
Nimrod
Motronics
Packaged Lighting
Roctronics
Smithall
Swivelier
Times Square
Toledo Theatre
2001 Inds.
Yorkshire
Custom

VISUAL MATERIALS

slide libraries

Apple Lighting
Aristocrat Discotheques
Hand-painted
Audio Visual Systems
Blackstone
Total Custom Production of Animated Slides, "Atmospheres"—Multi-Media Environment
California Group/Charles Burke
Digital Lighting
DiscoSound
Disco-Technics
Discotex

For complete contracting services, from architectural design to complete one contract installation, remodeling, or new construction, contact:

In the Northeast:
Al Rose - phone 617-487-3052
Electronic Environments East Inc.
P.O. Box 557
Provincetown, Mass. 02656

In the Southeast:
Dean Lacore - phone 305-834-3393
Electronic Environments of Florida, Inc.
621 Benedict Way
Orlando, Florida 32707

In the Midwest:
Mike Apollo - phone 414-463-2789
Electronic Environments Inc.
P.O. Box 09255
Milwaukee, Wis. 53209

In the Southwest:
Jan Klein
415-391-2435
Focal West Lighting Co.
760 Market Street
San Francisco, Calif. 94102

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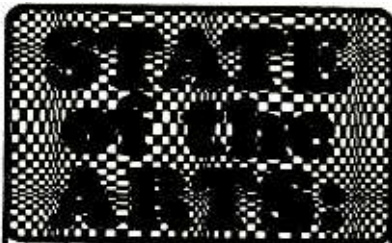
Edmund Scientific
El Robbo's & Red Rooster Discos
Gilchrist
Globe Sound
David Howcroft
Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
Mad Man
Darrel Mand
McDonald's
Meteor
Colourmatic & Polamatic Kits (81 Slides)
The New York Corp.
Organ Grinder
Pana-Vue (GAF Corp.)
Pig Light Show
Roctronics
Sounds Unlimited
Sound Unlimited Systems
2001 Prod'ns
United Audio Visual
Visco-1

film libraries

Apple Lighting
Super 8
Audio Visual Systems
Blackstone
16mm
DiscoSound
Super 8, 16mm
Discotex
Comedy, Sports, Historic
David Howcroft
16mm
McDonald's
16mm
The New York Corp.
Organ Grinder
Roctronics
Sounds Unlimited
8mm, 16mm
2001 Prod'ns
Wow Lighting & Sound
16mm

videotape libraries

Digital Lighting
DiscoSound
Disco Sound Assocs.
3/4" Color w/ 2 Channel Stereo
Gilchrist
Global Video
Intervision
Videocassette



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in Disco Effects,
and Then Some . . .

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3D Laser photography . . .
products and instruction

- kinetic effects

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kinetic announcements, and
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operated wall of illusion.

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slide shows . . . high
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descent dimmers, color
organs and chasers.

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DEALER INQUIRIES INVITED

Disco Equipment & Services By Category

Darrel Mand
McDonald's
Organ Grinder
Projectivision
Sounds Unlimited
2001 Prod'ns
Video-Disco
Video Disco Inds.
Video Tape Network
Visco-1

PROJECTION SYSTEMS

film / movie projectors

Argus
Bell & Howell
Beseler
Buhl Projector
Super 8 Loop
Century Projector
Elmo
G A F
General Audio-Visual
I A V Standard
Kalart Victor
I Gmm
Kodak (Eastman Kodak Co.)
Marlboro
Optical Radiation
Tokiwa (SOS Photo Cine Optics Inc.)
Viewlex

large screen television / video projectors

Advent
Videobeam
Cinema IV (PM Systems Corp.)
Cinema-Vision (Wolfman Mason's Stereo Unlimited)
Global Video
Image Magnification
Kalart Victor
Magna-Screen (Visco-1 Inc.)
Magnum (Phoenix Mfg.)
Miami Projection
Muntz (Muntz-Elman Mfg. Inc.)
Plonta Cine-Vision (Melody Rec g Corp.)
Projection Systems Inc
Tandom
Tele-Pro-Sys
Tele-Theatre
Video-Disco
Video-Master (Giant Screen TV Inc.)
Worldwide Entertainment

video tape recorders

Ampex
Concord (Benjamin Electronic Sound Co.)
Hitachi Shibaden
I V C (International Video Corp.)
J V C Inds
Javelin
Panasonic
Philips Audio Video Systems Corp. Broadcast Prods Div
R C A
Sanyo
Sony (Sony Corp of America)



TeleMatron
Cassette

slide projectors

Airequipt
Argus
Beseler
G A F
General Audio-Visual
I A V Standard
Kliegl
Kodak (Eastman Kodak Co.)
E. Leitz
Charles Mayer
Optical Radiation
Q B C (Buhl Optical)
Sawyer's (GAF Corp.)
3 M Co., Visual Prods. Div.
Sound-on-Slide

screens

Capitol
Custom. Motor-Driven
Da-Lite
Table Top, Wall, Ceiling, Electric
Disco Sound Assocs
Custom Sprayed Flakeboard
Draper
Front or Rear—up to 30'x60'
Hudson Photographic
Front Projection—Up to 48'x96"
Kodak (Eastman Kodak Co.)
40'x40"
Charles Mayer
11'xx 14'
Raven
Saturn (Ideal Image Inc.)
High-Gain Video Front Projection
Stellar (Ideal Image Inc.)
High-Gain Video Front Projection
3 M Co., Visual Prods. Div.
Videobeam (Advent Corp.)
Wolfman Mason's Stereo Unlimited
4'x5' Aluminum Screen

special effects projectors

Blackstone
Polarized Animation, Total Custom Logos
Capitol
Danserum
Lasers
Digital Lighting
Edmund Scientific
Including 2-Wheel
Electra Display
Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
Impulse
Laser
Kliegl
Lightolier
Lights Fantastic
Marlboro
Mastronix
Charles Mayer
Meteor
Nimrod
Omegatron (Matrix Ents.)
Organ Grinder
Pig Light Show
Roctronics
Swivelier
Times Square
Tutor II (Meteor Light & Sound Co.)
United Audio Visual

liquid projectors

Blackstone
Edmund Scientific
Electra Display
Focus Lighting
Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
Lights Fantastic
Marlboro
Mastronix
McDonald's
Meteor
Nimrod
Omegatron (Matrix Ents.)
Pig Light Show
Roctronics
Roger Squire (Sound By Guy)
Swivelier
Times Square
Tutor II (Meteor Light & Sound Co.)

projector attachments

Apple Lighting
Blackstone
Polarizers
Capitol
Lenses, Prisms, Cassettes, Wheels
Edmund Scientific
Electra Display
Focus Lighting
Liquid, Cassette for Kodak

General Eng'g
 Cassette Rotator
 Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
 Eclipses, Splodescopes
 Kliegl
 Lights Fantastic
 Trifect, Liquidspode, Kinerama, Prism Rotators, Total
 Eclipse; Duoscope, Trio, Prism & Kaleidoscope Lenses;
 Liquid Wheels, Graphic Cassettes.
 Litelab
 Kinetic, Liquid for Kodak
 Marlboro
 Spinners, Revolver Units, Splitters, Kaleidoscopes, Cas-
 settes
 Mastronix
 Prismatic, Polarizing
 McDonald's
 Prisms, Wheels, Kaleidoscopes
 Meteor
 Cassettes, Liquidspode, Liquid & Effects Wheels, Po-
 larmatic, Trifect w/Cassettes, Prism Rotator, Total Ecl-
 ipse, Lazapulse, Mirror Attachment, Kinerama; Kalei-
 doscope, Prism, Duoscope & Alternative Focusing
 Lenses; Duo, Trio & Prism Clip-On Lenses
 Nimrod
 Pig Light Show
 Prisms, Mirror, Color
 Roctronics
 Swivelier
 Lenses, Cassettes, etc.
 Times Square
 Kinerama, Prism Rotator
 Tutor II (Meteor Light & Sound Co.)

SPECIAL EFFECTS

mirror balls

Animated Display Creators
 Capitol
 Mirror Balls, Mirror Showers
 Capron
 Design Circuit
 Digital Lighting
 Custom
 Disco Sound Assocs.
 Discotex
 Edmund Scientific
 Electra Display
 Globie Sound
 Custom
 Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
 Kliegl
 Lights Fantastic
 Marlboro
 Mastronix
 Mirror/Paddle (Cherry! Disco Systems)
 Nimrod
 Packaged Lighting
 Roctronics
 Sights & Sounds
 Smithall
 Sound Chamber
 Star Lite (IMS Corp.)
 Sundance
 Times Square

bubble machines

Animated Display Creators
 Capitol
 Capron
 Digital Lighting
 Custom
 Discotex
 Electra Display
 Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
 Lights Fantastic
 Marlboro
 Mastronix
 Nimrod
 Packaged Lighting
 Roctronics
 Smithall
 Times Square

fog machines

C D S Cloud 9 (Cherry! Disco Systems)
 Dry Ice: Remote Control
 Capitol
 Dry Ice & Liquid
 Capron
 Digital Lighting
 Custom
 Disco Sound Assocs.
 Discotex
 Electra Display
 Focalwest
 Focus Lighting
 Gilchrist
 Illusion (Illusion Lighting Int'l Corp. & Exciting Lighting)
 Litelab
 Marlboro
 Mastronix
 McDonald's
 Nimrod

Packaged Lighting
 Roctronics
 Smithall
 Times Square
 Toledo Theatre
 Yorkshire
 Custom

signs: computerized / psychedelic / illuminated

Audio Visual Systems
 Blackstone
 Polarized Display
 C D S (Cherry! Disco Systems)
 Centennial Collection (IMS Corp.)
 Cosmic Lights
 Computerized
 Design Circuit
 Custom
 Digital Lighting
 Custom
 Disco-A-1 (Disco Assocs. Inc.)
 Disco Scene
 Discotex
 Electra Display
 Entertronix
 Focalwest
 Gilchrist
 Lite Fantasia (Total Concept Sound)
 Darrel Mand
 Custom
 Mastronix
 McDonald's
 Mini-Markee
 Motion-Graphic (Matrix Ents.)
 Motronics
 Pig Light Show
 Roctronics
 Showco
 Custom
 Smithall
 Sound Unlimited Systems
 Tarvin
 Varaxon
 Custom
 Virgolight
 Whiteline Design
 Yorkshire
 Custom

GAMES

video / electronic

A-1 Amusement
 Score Tables, Custom Cabinets
 Allied Leisure
 Allstates
 Atari
 Brunswick
 Astro-Hockey
 Chicago Coin (Chicago Dynamic Inds. Inc.)
 Coleco
 Computer Games
 Digital Games
 Cocktail—Dual, Knockout, 474; Upright—Dual, Heavy
 Traffic, Air Combat
 Disco Scene
 Discotex
 Tennis
 Edcoe
 Elcon
 40" Disco Table: Oak Whiskey Barrel Style
 Electra
 Eliminator IV, Avenger, 3-Game Cocktail Table, Wings,
 Video Action

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design circuit

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 Cecil N.Y.
 Club Elysees Matignon Paris
 Club Ibis N.Y.
 Hilton Metamorphosis N.Y.
 Hilton Take 1 Arlington Park
 Hilton Take 1 Philadelphia
 Hunter College Auditorium N.Y.
 Infinity N.Y.
 Max's Kansas City N.Y.
 Rainbow Discotheque Boston
 Westchester Premiere Theatre N.Y.

design circuit

We are currently working on projects in Florida, Kentucky, Oklahoma and many more in New York!

design circuit

From matching complex audio products to designing an amazing array of lighting, any hotelier, club owner, media producer, architect or entrepreneur should consult us on the following list of services:

Audio design and installation for discotheque PA, live show PA, theatres, auditoriums, background sound and intercommunications systems of any sort. AND lighting design and installation for discotheques, restaurants, halls, recording studios, public assembly spots, live entertainment with media shows or touring artists. ALSO video and projection systems installation.

design circuit

This team will draw all electrical engineering blue prints, supervise electrician's work, provide complete interface services, make up audio and lighting schematics and then, back-up any installation with maintenance programs.
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design circuit

Experts in custom special effects lighting, we offer visual statements as yet unparalleled in diversity for mood atmospheres or sizzling excitement and operated by our exclusively built electronic controls.

design circuit

In short—the choice of those that need the very best.

Design Circuit Inc.
 37 West 20th Street
 New York, N.Y. 10011
 Telephone (212) 924-6750

Disco Equipment & Services By Category

Electromotion
 Cocktail—Hockey, Tennis, Intimidation; Wall Mounted & Booth—Steeplechase; Table—Electronic Backgammon
 Exidy
 Fascination
 First Dimension
 Fun Games
 Global Video
 Soccer, Tennis, Hockey, Auto Racing, Boxing
 Innovative Coin
 Cocktail, Upright
 Mastronix
 Matrix
 Video—Eye High (Do Your Own Light Show)
 Meadows Games
 Cocktail, Upright
 Midway
 Mirco
 Challenge, Skywar
 Murrey & Sons
 Pong
 Nutting
 Project Support
 Ramtek
 Sega
 Taito
 U B I
 U S Billiards
 Cocktail—Shark, Survival, Upright—Shark
 United Games
 Venture Line
 Venture Technology
 Robot Volley, Wings
 Video-Disco
 Unisonic
 Visco-1
 Wolfman Mason's Stereo Unlimited
 Video Action
 World Wide Dists

pinball

Allied Leisure
 Bally
 Chicago Coin (Chicago Dynamic Inds. Inc.)
 Discotex
 Electronic
 Fascination
 Gottlieb
 Mirco
 Spirit of '76

Playmatic (Universe Affiliated Int'l Inc.)
 Sega
 Venture Technology
 Super Flipper
 Williams

arcade

Allied Leisure
 Amusement Electronics
 Phaser Electronic Shooting Galleries
 Bally
 Brunswick
 Karate, Photo-Finish
 Chicago Coin (Chicago Dynamic Inds. Inc.)
 Frantz
 Irving Kaye
 Meadows Games
 Midway
 Gun Machines, Driving Games
 Mirco
 Challenge, Skywar
 Presentations South
 Electronic Shooting Gallery
 Sega
 Taito
 U B I
 Urban Inds
 Venture Technology
 Star Hockey, Super Flipper
 Williams

soccer / football (foosball)

Discotex
 Electronic
 Dynamo
 Ebsco
 Vulcan
 Garlando (Empire Dist'g Inc.)
 Irving Kaye
 Super Soccer, Hurricane
 Leisure Sports
 American 76
 Mirco
 Champion Soccer
 Murrey & Sons
 René Pierre (Peabody's Inc.)
 Foosball
 U S Billiards
 Air Foosball
 United Financial
 Valley
 Pro-Soccer
 Venture Technology
 Star Hockey

air hockey

Brunswick
 Air-Hockey, Air-Handball
 Midway
 Murrey & Sons
 U S Billiards
 Aerojet Jockey, Air Jar Alai

bowling

Murrey & Sons
 U B I
 Williams

shuffleboard

American Shuffleboard
 Irving Kaye
 Satellite
 Murrey & Sons
 Williams

billiards / pool

American Shuffleboard
 Brunswick
 Dynamo
 Ebonite
 Fischer
 Irving Kaye
 Apollo, Stars & Stripes, Klub Pool
 Murrey & Sons
 U B I
 U S Billiards
 Pro, Butcherblock, Parquet, English Leather, US Club (Bumper)
 Valley
 Big Cat, Bumper Pool

DANCE FLOORS / WALLS / CEILINGS

(Including Package Designers / Installers)

American Chase Lighting
 Incandescent, Non-Computerized, Custom, Kits



What you see is what you get.

Introducing VideoVision The company that is pioneering in the development and installation of personalized video systems for the nation's leading discos.

The combination of graphic visuals with disco sound is a recent phenomenon. It's added a whole new dimension to the successful disco. It forms a personality — an atmosphere — that is building repeat business for the more progressive clubs. And each is different! Because each was designed by VideoVision.

The range of effects that we can create for you are practically endless. We custom design each system after we research your clientele. Their likes — moods and fantasies — all come alive through VideoVision. And the system is totally integrated with your audio to add a whole new dimension to your club. Something distinctively yours. Not just a carbon copy of another club.

VideoVision can provide all the software — and hardware, if you like — to make your club the talk of the town. See for yourself. We'll provide you with a complete listing of our most recent club installations. You be the judge. Seeing is believing!

VideoVision

226 East 54th Street, New York, New York (212) 759-3335

Apple Lighting
Neon, Computerized, Custom

Audio Concepts
Neon Incandescent, Computerized, Non-Computerized, Custom Kits

Audio Transport
Incandescent, Computerized, Non-Computerized, Custom

Audio Visual Systems

Blackstone
Incandescent, Computerized, Non-Computerized, Custom, Kits

Bowling Ents

Capitol
Incandescent, Computerized, Non-Computerized, Custom

Capron
Custom

Cherry! Disco Systems
Incandescent, Computerized, Non-Computerized, Custom

Cosmic Lights
Incandescent, Computerized, Non-Computerized, Custom Kits

Creative Audio
Neon Incandescent, Computerized, Non-Computerized, Custom

Creative Floors
Creative Illumination

Crown Inns
Floors—Portable Roll-Up

Danserium
Walls—Computerized, Custom Laser

Design Circuit
Neon Incandescent, Computerized, Non-Computerized, Custom

Digital Lighting
Neon, Incandescent, Computerized, Non-Computerized, Custom

Disco-America
Incandescent, Computerized Kits

Disco Assocs
Incandescent, Computerized, Custom, Kits

Disco Chicago
Incandescent, Computerized, Non-Computerized, Custom

Disco Floors

Disco Installations
Neon Incandescent, Computerized, Non-Computerized, Custom, Kits

Disco Scene
Neon Incandescent, Computerized, Non-Computerized, Custom Kits

Disco Sound Assocs
Floors & Walls—Neon Incandescent, Computerized, Non-Computerized, Custom Ceilings—Neon Incandescent, Computerized, Custom

Disco-Technics
Floors—Neon, Incandescent, Computerized, Custom Kits, Walls & Ceilings—Neon, Incandescent, Computerized, Non-Computerized, Custom

Discotex
Incandescent, Computerized, Custom

Diversitronics
Walls & Ceilings—Incandescent, Computerized, Non-Computerized, Kits

Electronic Environments
Neon, Incandescent, Computerized, Custom

El Robbo's & Red Rooster Discos
Neon Incandescent, Computerized, Non-Computerized, Custom

Entertronix
Neon, Incandescent, Computerized, Non-Computerized, Custom Kits

Focalwest
Neon, Incandescent, Computerized, Non-Computerized, Custom

Focus Lighting
Neon Incandescent, Computerized, Non-Computerized, Custom Kits

Fred Foxx
Floors & Ceilings—Computerized, Custom

General Eng'g
Floors & Walls—Neon, Incandescent, Computerized, Non-Computerized, Custom

Gilchrist
Walls—Neon, Incandescent, Computerized, Non-Computerized, Custom Ceilings—Incandescent, Computerized, Non-Computerized, Custom

Globe Sound
Neon Incandescent, Custom

Grand Stage
Neon, Incandescent, Non-Computerized, Custom Kits

He & She Scene
Neon, Computerized, Custom

Howell Electronics
Incandescent, Computerized, Custom

Infitheatre
Custom

K E K
Neon, Incandescent, Computerized, Non-Computerized, Custom, Kits

Koehn
Neon Incandescent, Computerized, Non-Computerized, Custom, Kits

L T D
Incandescent, Computerized, Non-Computerized, Custom

Let There Be Neon
Neon

Litelab
Incandescent, Computerized, Non-Computerized, Custom, Kits

Mad Man
Darrel Mand
Floors—Incandescent, Non-Computerized, Custom, Kits, Walls & Ceilings—Incandescent, Non-Computerized, Custom

Mastronix
Neon, Computerized

McDonald's
Incandescent, Computerized, Non-Computerized, Custom Kits

Motronics
Neon Incandescent, Computerized, Non-Computerized, Custom Kits

Nimrod
Neon Incandescent, Computerized, Non-Computerized, Custom

Organ Grinder
Custom

Pig Light Show
Incandescent, Computerized, Non-Computerized, Custom

Power Audio
Neon, Incandescent, Computerized, Custom

Presentations South
Neon Incandescent, Computerized, Non-Computerized, Custom

Progress Inns
Custom

Rocronics
Incandescent, Computerized, Custom Kits

Sight N Sound
Neon Incandescent, Computerized, Non-Computerized, Custom

Sights & Sounds
Incandescent, Computerized, Non-Computerized, Custom

Smithall
Neon Incandescent, Computerized, Non-Computerized, Custom Kits

Sound By Guy
Neon Incandescent, Computerized, Non-Computerized, Custom

Sound Chamber
Floors—Neon Incandescent, Custom

Soundlight
Sounds Unlimited
Incandescent, Computerized, Custom Kits

Sound Unlimited Systems
Neon Incandescent, Computerized, Non-Computerized, Custom

Tarvin
Incandescent, Computerized, Custom

Thumper
Floors & Walls—Incandescent, Non-Computerized, Custom Ceilings—Neon, Incandescent, Non-Computerized, Custom

Times Square
Incandescent, Non-Computerized, Custom

Toledo Theatre
Neon Incandescent, Non-Computerized, Custom

Total Concept
Walls—Incandescent, Computerized, Custom Ceilings—Incandescent, Computerized, Non-Computerized, Custom

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announcement
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BILLBOARD
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video programming and projection systems for the discotheque

PROJECTION

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VIDEO CONCERTS A HIT ON CAMPUS

By JIM FISHEL

NEW YORK—Although live talent still controls much of the overall entertainment on campus, many schools turn to video music as a viable and economical alternative.

Perhaps the most extensive catalog of recorded concerts is serviced by the Video Tape Network, a New York-based firm.

In-concert tapes offered by VTN reach into almost every conceivable musical area and include the Rolling Stones, Gladys Knight & the Pips, Labelle, Stevie Wonder, Eric Clapton and Cream, Roberta Flack and Donny Hathaway, the Star Spangled Washboard Band, Dr. John and Steamboat, Harry Chapin, Cold Blood, Bonnie Koloc, Loggins and Messina, Pablo Casals, Jim Croce, John Hartford, Bill Quateman, Roger Daltry, Rod Stewart and the Faces, Lighthouse, Barry Manilow, Johnny Mathis, John Davidson, Thelma Houston, Richard Pryor.

Concert programs include "Black Omnibus Special" (Jimmy Witherspoon, the Spinners, Esther Phillips, Taj Mahal, Papa John Creach and others), "New Country" (Kris Kristofferson, Rita Coolidge, Hoyt Axton, Johnny Rodriguez and others), "Rockin' In The U.S.A." (Sly and the Family Stone, Seals & Crofts, Billy Joel, Eddie Kendricks, the Steve Miller Band, Jimi Hendrix), and "Soul Of The City" (a 30-minute show featuring the latest disco hits and dance steps).

Billboard
April 17, 1976

For complete information,
contact John Friede

VIDEO TAPE NETWORK

115 East 62nd St., New York, N.Y. 10021 • 212-759-8735

Disco Equipment & Services By Category

2001 Inds.
Incandescent Computerized, Non-Computerized, Custom
Varaxon
Incandescent, Computerized, Non-Computerized, Custom
Virgoight
Custom
Waldo White
Incandescent, Non-Computerized, Custom
Whiteline Design
Neon, Incandescent, Computerized, Non-Computerized, Custom, Kits
Thomas E. Williams
Custom
Wow Lighting & Sound
Neon, Incandescent, Computerized, Non-Computerized, Custom, Kits

DISCOTHEQUE PLANNING/ CONSTRUCTION

consultants

(Total Package Includes Audio, Lighting, Projection, Flooring & Decor)

Acoustics/Noise Control
Audio, Lighting, Projection, Flooring
Action Equip. & Supply
Audio, Lighting, Decor
Alladin Sound
Total Package
American Chase Lighting
Audio, Lighting, Planning
American-Int'l Attractions
Audio, Lighting, Flooring, Decor
Antech Labs
Total Package
Aristocrat Discotheques
Total Package



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- ELECTRONIC LIGHT CONTROLS
- CUSTOM ANIMATED LIGHT PANELS

Bright Idea's ... In Motion

Audioarts Eng'g
Audio
Audio Concepts
Total Package
Audio Design Int'l
Audio
Audio Designs
Audio
Audio Innovations
Audio, Decor
Audio Innovators
Audio, Electronic
Audio Technical
Audio, Lighting, Decor
Audiotechniques
Audio
Audio Transport
Audio, Lighting, Flooring
Audiotronix
Audio, Decor
Audio Visual Promo. Aids
Projection—Audio Visual
Audio Visual Systems
Total Package
Blackstone
Total Concept Engineering
Gary Blohm
Projections, Marketing
Terence P. Butler
Total Package
c r disco
Total Package
California Group/Charles Burke
Lighting, Projection, Flooring, Decor
Capitol
Audio, Lighting, Projection, Flooring
Capron
Audio, Lighting, Projection
Captain Disco
Total Package
Century City Sound & Video
Planning
Cherry! Disco Systems
Total Package, Disk Jockey Selection
Community Electronics
Audio
Cook Consultants
Audio, Lighting, Projection
Cosmic Lights
Total Package
Creative Audio
Total Package
Creative Illumination
Lighting
Crescendo
D L S Inds
D T S-electro-acoustics
Audio, Lighting
Danserium
Lighting, Projection, Decor, Laser
Design Circuit
Total Package
Digital Lighting
Total Package
Disco Assocs
Audio, Lighting
Disco-Chicago
Total Package
Disco Concepts
Disco Dancing
Audio, Lighting, Decor
Disco Installations
Total Package
Disco Scene
Total Package, Concept, Interiors, Management
DiscoSound
Audio, Lighting, Projection
Disco Sound Assocs.
Interior, Promotion
Disco-Technics
Total Package
Discotex
Total Package
Discotron
Total Package
Disque Corp
Dynamite Sound
Total Package
Electronic Environments
Total Package, Restaurant, Beverage
El Robbo's & Red Rooster Discos
Total Package, Planning
Entertronix
Audio, Lighting, Projection
Focalwest
Total Package
Focus Lighting
Total Package
Fred Foxx
Total Package
Freedom Electronix
Total Package
Galaxy 21
Total Package
Gilchrist
Audio: Disk Jockey Training
Globe Sound
Total Package
He & She Scene
Total Package
David Howcroft
Audio, Lighting, Decor, Planning, PR
Howell Electronics
Audio, Lighting, Projection, Flooring
Hudsons Audio
Audio
Illusion Lighting
Lighting, Projection
Infitheatre
Audio, Flooring

J P K Corp
Audio
K E K
Total Package Financing
K J M Prod ns
Audio
Ka Sandra Int l
Total Package Small Clubs Portable
Koehn
Total Package
L T D
Total Package Food & Beverage Artists Management
Larry-Allen Audio Visual
Audio Lighting
La Salle Audio
Audio
Last Moving Picture Co
Total Package Management
La Strada Int l
Total Package
Let There Be Neon
Neon Design Concepts
Lights Fantastic
Audio Lighting Projection
Litelab
Lighting
M K Prod ns
Total Package
Mack Truck Co
Audio
Mad Man
Total Package
Magic Time Machine
Audio
Darrel Mand
Total Package
Marlboro Sound Works
Total Package
Martin Audio Video
Audio
McDonald s Sound
Total Package
Meteor
Total Package
Jonas Mille: Sound
Audio
Mobile Music
Audio Lighting Projection Decor
Joe Morrone
Total Package Management Promotion General Or-
ganization
Motronics
Total Package
Music Systems
Audio
My Affinity Ltd
The New York Corp
New York Sound
Total Package

Nimrod
Total Package
Michael O Harro Ents
Total Package PR Promotions Concept
Organ Grinder
Total Package
Packaged Lighting
Lighting
Panacea
Audio Lighting (Lasers)
Pig Light Show
Audio Lighting Projection
Power Audio
Audio Lighting Flooring
Pragmatech
Audio Lighting
Presentations South
Total Package
Progress Inds
Record Gallery
Audio
Roctronics
Lighting Projection Flooring Decor
Rodgers Ents.
Rosner Custom Sound
Audio Decor
J R Russell Electric
Audio Lighting Decor
Fred Schmid Assocs
Decor
Showco Electronic Systems
Audio Lighting Projection
Sight N Sound
Lighting Flooring
Sights & Sounds
Audio Lighting Flooring
Smithall
Audio Lighting Projection Decor
Smith Sound
Audio Lighting Projection
Sound By Guy
Total Package
Sound Investment
Total Package
Soundlight
Sound Studio
Sound Systems
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Sound Unlimited Systems
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Total Package
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Lighting, Projection
Toledo Theatre Supply
Lighting, Projection
Total Concept
Total Package
Tramp's Ents.
Total Package, Operational Planning & Concept
The Transfer
Audio, Lighting
Tri-State Sound
Audio, Engineering
2001 Clubs of America
Total Package
Varaxon
Audio, Lighting
Video-Disco
Audio, Lighting, Projection
Video Disco Inds
Video & Planning
Virgolight
Total Package
Visco-1
Total Package
Waldo White
Total Package
Whiteline Design
Total Package, Management
Thomas E. Williams
Total Package, Media, Advertising, Marketing
Windmiller Custom Sound
Audio
Wolfman Mason's Stereo Unlimited
Audio
Wow Lighting & Solnd
Total Package
Yorkshire

designers

(Total Package Includes Audio, Light-
ing, Projection, Flooring & Decor)

Acoustics/Noise Control
Audio, Lighting, Projection, Flooring

Action Equip. & Supply
Audio, Lighting, Flooring, Decor
Alladin Sound
Total Package
American-Int'l Attractions
Turnkey
Antech Labs.
Total Package
Apple Lighting
Total Package
Aristocrat Discotheques
Lighting, Decor
Audio Concepts
Total Package
Audio Design Int'l
Audio, Decor
Audio Designs
Audio
Audio Innovations
Audio
Audio Innovators
Audio
Audiopro Disco Group
Audio
Audio Technical
Audio, Lighting, Flooring, Decor
Audio Transport
Audio, Lighting, Flooring
Audiotronix
Audio, Decor
Audio Visual Systems
Decor
Blackstone
Total Package
Gary Blohm
Bowling Ents.
Lighting, Flooring, Decor
Terence P. Butler
Total Package
c r disco
Total Package
California Group/Charles Burke
Lighting, Decor
Capitol
Audio, Lighting, Projection
Capron
Audio, Lighting, Projection
Cherry! Disco Systems
Audio, Lighting, Flooring, Decor
Coleman Disco Prod'ns
Audio
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Audio, Lighting, Projection
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 Lighting
 Disco Installations
 Total Package
 Disco Scene
 Total package
 Disco Sound
 Audio, Lighting, Projection
 Disco Sound Assocs
 Disco-Technics
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 Discotex
 Total Package
 Disque Corp
 Dynamite Sound
 Total Package
 E T C 360
 Decor
 Electronic Environments
 Total Package
 El Robbo's & Red Rooster Discos
 Total Package
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 Focalwest
 Total Package
 Focus Lighting
 Total Package
 Fred Foxx
 Total Package
 Freedom Electronix
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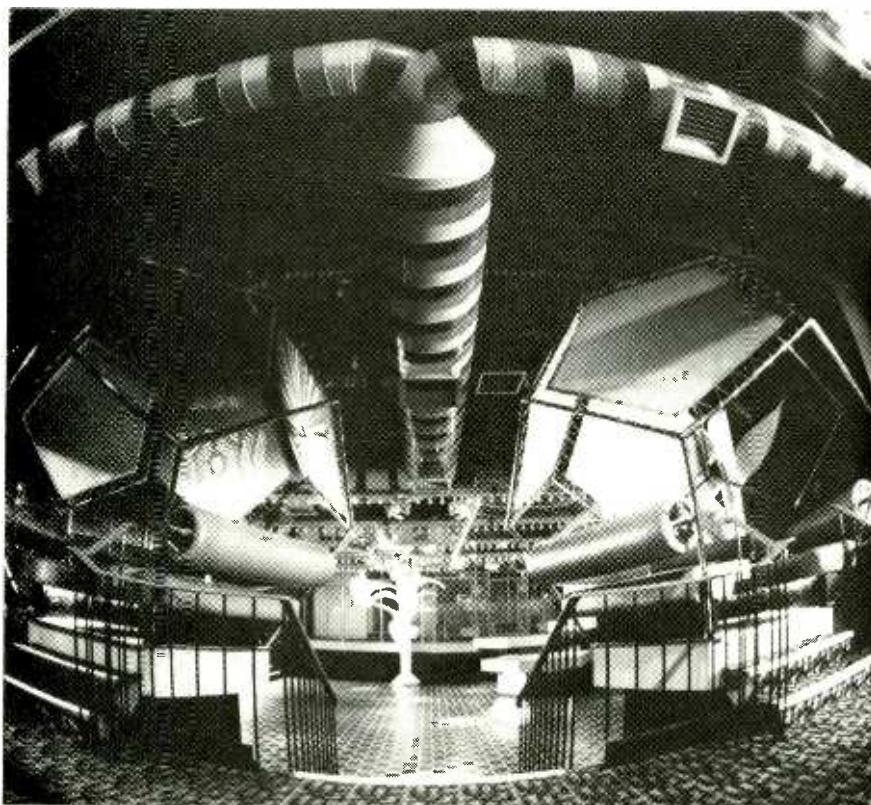
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Lighting Projection
Infitheatre
Audio, Flooring
J P K Corp
Audio
K E K
Total Package
K J M Prod ns
Audio
Koehn
Total Package
L T D
Total Package
La Salle Audio
Audio
Last Moving Picture Co
Total Package
La Strada Int l
Total Package
Let There Be Neon
Neon
Ltelab
Lighting
Lustra Ent's
Total Package
Mack Truck Co
Audio
Mad Man
Darrel Mand
Total Package
Martin Audio Video
Audio
Mastronix
Lighting
McDonald's Sound
Total Package
Meteor
Total Package
Jonas Miller Sound
Audio
Mobile Music
Motronics
Total Package
The New York Corp
Audio, Lighting, Projection Decor

New York Sound
Total Package
Nimrod
Total Package
Organ Grinder
Panacea
Pig Light Show
Total Package
Power Audio
Audio Lighting, Flooring
Presentations South
Total Package
Roctronics
Rodgers Ent's.
Rosner Custom Sound
Audio, Decor
J R Russell Electric
Audio Lighting, Projection, Decor
Sea-Tac
Audio Lighting Projection Flooring
Showco Electronic Systems
Audio Lighting Projection
Sight N Sound
Lighting, Flooring
Smithall
Audio, Lighting, Projection
Graham Smith
Audio, Lighting
Smith Sound
Audio, Lighting Projection
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Total Package
Sound Prod'ns Inc
Audio Lighting
Sound Studio
Sounds Unlimited
Total Package
Sound Systems
Audio, Projection
Sound Unlimited Systems
Audio Lighting Decor
Specialized Audio
Audio
Strings & Things
Audio
Sultan
Total Package
Sundance Lighting
Lighting Projection Decor
Suntronics
Audio
Tarvin Electronics
Audio, Lighting, Flooring
Teaser Wireworks
Audio, Lighting
Thumper Prod ns
Times Square
Lighting, Projection
Toledo Theatre Supply
Lighting Projection Decor
Total Concept
Audio Lighting, Projection
2001 Inds
Total Package
Varaxon
Audio Lighting, Flooring
Video-Disco
Audio Lighting, Projection
Video Disco Inds
Video
Virgolight
Total Package
Visco-1
Total Package
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Audio, Lighting
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Audio Transport
Audio, Lighting, Flooring
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Turnkey
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Audio, Lighting, Projection, Decor
Disco Duo
Audio, Lighting
Disco Installations
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Disco-Technics
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Discotex
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Dynamite Sound
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Entertronix
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Hudsons Audio
Audio
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Lighting, Projection

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Audio, Flooring
J P K Corp
Audio
K E K
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Audio
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Total Package
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Total Package
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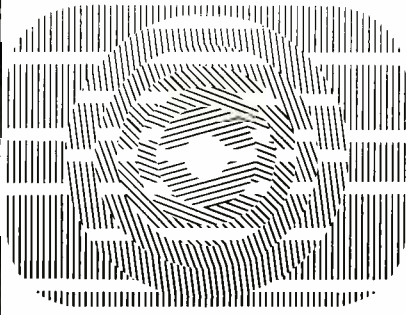
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Audio, Lighting
Smith Sound
Audio, Lighting, Projection
Sound By Guy
Audio
Sound Genesis
Audio
Sound Investment
Total Package
Sound Prod'ns Inc.
Audio, Lighting
Sounds Unlimited
Audio, Lighting, Projection, Flooring
Sound Systems
Audio, Projection
Sound Unlimited Systems
Audio, Lighting
Specialized Audio
Audio
Strings & Things
Audio
Sultan
Total Package
Suntronics
Audio
Tarvin Electronics
Audio, Lighting, Flooring
Teaser Wireworks
Audio, Lighting
Thumper Prod'ns
Total Concept
Audio, Lighting, Projection
The Transfer
Audio
Tri-State Sound
Audio
2001 Inds
Total Package
Varaxon
Audio, Lighting, Flooring
Video-Disco
Audio, Lighting, Projection
VirgoLight
Lighting, Projection
Visco-1
Total Package

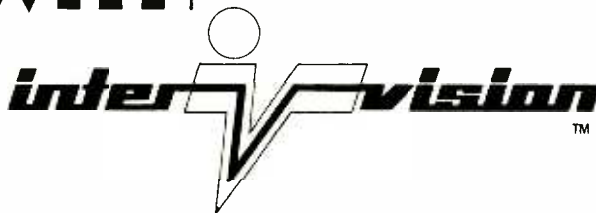
Waldo White
Audio, Lighting
Whiteline Design
Total Package
Thomas E. Williams
Total Package
Windmiller Custom Sound
Audio
Wolfman Mason & Stereo Unlimited
Wow Lighting & Sound
Total Package
Yorkshire
Audio, Lighting, Decor

builders

(Total Package Includes Audio, Light-
ing, Projection, Flooring & Decor)

Alladin Sound
Total Package
Antech Labs
Total Package
Apple Lighting
Total Package
Audio Concepts
Total Package
Audio Innovations
Audio, Decor
Audio Innovators
Audio
Audio Technical
Audio, Lighting, Decor
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CBS SAICF (Discos), Emilio Mitre 1819, Buenos Aires. Tel: 922-4041. Cable: COLRECORD. Pres.: Juan Truden; Prod. Mgr. Alberto Caldeiro; Mgr. Hecio Cuomo.
Labels: (Owned) CBS, Epic; (represented) Black Magic (USA), Invictus (USA), Le Cam (USA), Philadelphia Int'l (USA), Salsoul (USA), T-Neck (USA).

Calmax SrL, Virrey Loreto 2521, 1426 Buenos Aires. Pres.: Luis Pisterman; VP: Salvador Augusto Marino.
Label: (Represented) Scepter (USA).

Capitol, see EMI-Odeon.
Carmusic SAIC, Mexico 2833, Buenos Aires. Tel: 97-7185. Pres. Laura Casella. Gen. Mgr.: Richardo Pereira
Labels: (Represented) Pickwick Int'l (USA), Top Tape Musica (Brazil).

Diorama, see Trova.
EMI-Odeon SAIC, Mendoza 1660, Buenos Aires. Tel: 781-4061. Cable: TURNTABLE.
Labels: (Owned) EMI, Capitol; (represented) A&M (USA), Decca (UK), MCA (USA), PDU (Italy), United Artists (USA), Vogue (France).

Epic, see CBS.
Mercury, see Phonogram.
Microfon Argentina SA, Lavalle 1430, Buenos Aires. Tel: 40-7010, 49-2560. Pres.: Mario R. Kaminsky.
Labels: (Represented) Brunswick, Tamia Motown. 20th Century (all USA).

Parnaso Rec. SA, Corrientes 1904-1906, Buenos Aires 1045. Tel: 49-1704, 40-6836, 45-4503. Pres.: Roger Lopez; VP: Maria M. Vargas; Gen. Mgr.: Eduardo Jorge di Bella.
Labels: (Represented) H & L, Kudu, Springboard (all USA).

Philips, see Phonogram.
Phonogram SAIC, Calle Moreno 2038, Buenos Aires. Tel: 48-7709/5524/6728. Mng. Dir. John Lear; Sales Mgr.: Americo Severini.
Labels: (Owned) Mercury, Philips, Polydor; (represented) Chelsea (USA), Chrysalis (UK), GTO (UK), Haven (USA), Island (UK), RSO (UK).

Polydor, see Phonogram.
RCA Ltd (Sucursal Argentina), Parioisien 3930, Buenos Aires. Tel: 70-4171, Telex: 12-1230. Gen. Mgr.: Horacio Bulnes; Creative Mgr.: Mario Pizzurro, Sales Mgr.: Manuel Silva
Labels: (Owned) RCA; (represented) Fantasy (USA), Ricordi (Italy).

Rhombus, see Trova.
Sicamericana SACIFI, Jose E. Uriburu 40-42, Buenos Aires. Tel: 46-9800. Pres.: Nestor N. Selasco. VP: Maria Mercedes Sorroza.
Labels: (Represented) ABC group (USA), CID (Brazil), Durium (Italy), Pye (UK), WEA group (USA).

Trova Industrias Musicales SA, Cangallo 4378/80/82, Buenos Aires. Tel: 811-0890/0990/2810. Pres.: N. Roberto Rudaeff. VP: Cesar Nun; A&R Mgr.: Carlos A. Garber. Sales Mgr.: Felix Horowicz
Labels: (Owned) Diorama, Rhombus. Vernal. (represented) Phonogram, Som Livre (both Brazil).
Vernal, see Trova.

● disco equipment & services

Acoustech SAICF, Curapalique 449, Buenos Aires 1406. Tel: 631-1373. Pres.: Julio Eliascher; Sales & Adv. Mgr. Ricardo Blum; Electronic Eng. Sergio Tarenco.
Product: **Audio**—ACOUSTECH Amplifiers, Speakers, Headphones; MICRO SEIKI Headphones.

Brescia Electronica SA, Fitz Roy 1929, Buenos Aires. Tel: 771-0863. Pres.: Osvaldo Moreau.
Product: **Audio**—Phono Cartridges, Microphones.

Ken Brown Argentina SA, Lope de Vega 969, Buenos Aires. Tel: 567-3322. Pres.: Julio Kohan. Sales Mgr.: Raul Galizia; Adv. Mgr.: Marcos Kohan.
Product: **Audio**—Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, Turntables, Headphones; **Planning/Construction**—Designers (Audio), Installers (Audio).

Digimat Electronica, Arregui 6050, Buenos Aires. Tel: 641-2890. Pres.: Mario A. Caballero, Sales & Adv. Mgr.: Juan C. Garcia.
Product: **Audio**—Mixers (6 Inputs, 1 Output), Amplifiers, Pre-Amplifiers, Speakers, Equalizers, **Lighting**—Color Organs (3 Channels), Dimmer Boards, Strobes, Spot; **Planning/Construction**—Builders (Audio, Lighting).

Holimar SrL, Cespedes 2670, Buenos Aires 1426. Tel: 73-8127, 781-5065. Pres.: Moisei Margulis. Sales Mgr.

Alejandro B. Klugman, Adv. Mgr.: Carlos A. Melero; Prod'n Mgr.: Mayid Hassane.
Product: **Audio**—HOLIMAR Mixers (12 Inputs, 2 Outputs)—Amplifiers, Pre-Amplifiers, Tuners, Speakers, Turntables, Equalizers (For 78rpm Records), Decoders & Demodulators; JELCO tonearms; ORTOFON Phono Cartridges, Stylus—Pickup; **Planning/Construction**—Consultants, Designers & Installers (Audio); **Other**—PA systems.

Prowatt SrL, Venezuela 1433, Buenos Aires 1095. Tel: 38-3998/2754. Pres.: Jose A. Rodriguez Netto; Sales Mgr.: Alberto Guerci; Adv. Mgr.: Carlos A. Bellusci; Export Mgr.: Susana Rodrigues Netto.
Product: **Audio**—Consoles (12 Inputs, 4 Outputs), Mixers (6 Inputs, 2 Outputs), Portable Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Equalizers.

AUSTRALIA

● record companies with disco product

Arrow Int'l Artists, see EMS.
Astor Recs. Pty. Ltd., 1092 Centre Rd., Clayton, Melbourne. Vic. 3168. Tel: (03) 844-2444. Cable: SCHUH. Telex: AA31244. Gen. Mgr.: Neville Smith. Sales Mgr.: Rex M Barry.
Labels: (Represented) Casablanca (USA), Gull (UK), Janus (USA), MCA (USA), Playboy (USA), Pye (UK).

Asylum, see WEA Recs.
Atlantic, see WEA Recs.
Australian Rec. Co. Ltd., PO Box 267, Darlinghurst, 11/19 Hargrave St., East Sydney, NSW 2010. Tel: (02) 31-0255. Cable: COLRECORD. Mng. Dir.: A.W.T. Smith; Gen. Mgr. A.H. Watts
Labels: (Owned) CBS, Epic; (represented) Chess (USA).

CBS SA, see Australian Rec. Co.
Capitol, see EMI.
Carinia Co. Pty. Ltd., Carinia House, 6 Artarmon Rd., Wiloughby (Sydney), NSW 2068. Tel: (02) 95-2005. Mng. Dir. M. Kulakowski. Gen. Mgr. C.R. Barlow.
Labels: (Represented) Ariola (Germany), Durium (Italy), Font-Cetra (Italy), Telefunken (Germany).

EMI (Australia) Ltd., 301 Castlereagh St., Sydney, NSW 2000. Tel: (02) 2-0912. Cable: EMITRON. Telex: AA24182. Chm. & Mng. Dir. John Kuipers; Rec. Div. Mgr. Stephen Shrimpton, Mktg. Mgr.: Brian Harris.
Branches: Adelaide SA, 105 Port Rd., Bowden 5007. Tel: (08) 46-3031. Mgr. J.D. Smith—Brisbane, Qld., 83 Robertson St., Fortitude Valley 4006. Tel: (072) 52-5271. Mgr. P.J. Rose—Canberra, ACT, 135 Newcastle St., Fyshwick 2609. Tel: (062) 95-1512. Mgr.: A. Fawcett—Melbourne, Vic. 109/123 Burwood Rd., Hawthorn 3122. Tel: (03) 81-0211. Mgr. R.E. Fiddes—Newcastle, NSW, 18 Mtland Rd., Islington 2296. Tel: (049) 69-2099. Mgr.: J. Doherty—Perth, WA, 90/94 Daly St., Belmont 6104. Tel: (092) 65-5433. Mgr. B.R. Hames.
Labels: (Owned) EMI, Capitol; (represented) Arista (USA), Bang (USA), Bell (UK), Brunswick (USA), Decca group (UK), London (USA), Motown group (USA), Private Stock (USA), RAK (UK), Threshold (UK).

EMI S Disks Pty Ltd., 212 Hindley St., Adelaide, SA 5000. Tel: (08) 87-3398. Mng. Dir. T.J. Evans. Gen. Mgr.: G.W. Morphett
Branch: Perth, WA, 38a Cambridge St., Leederville. Tel: (092) 81-8473. Mgr.: A. Standfield
Label: (Owned) Arrow Int'l Artists.

Electric Recs., 247 Collins St., Melbourne, Vic. 3000. Tel: (03) 63-5507. Co-Dirs.: David N. Pepperell, Keith Glass; Sales Mgr.: Richard Barnes
Label: (Represented) Strata-East (USA).

Elektra, see WEA Recs.
Epic, see Australian Rec. Co.
Festival Recs. Pty. Ltd., Festival House, 63-79 Miller St., Pyrmont, Sydney, NSW 2009. Tel: (02) 660-4022. Telex: 25686.
Labels: (Represented) A&M (USA), Blue Jean (UK), Blue Note (USA), Chrysalis (UK), DJM (UK), Dark Horse (USA), Fantasy (USA), GNP Crescendo (USA), H&L (USA), Invictus (USA), Island (UK, USA), Jewel (USA), Kajac (USA), Mainstream (USA), Milestone (USA), Music (USA), Ode (USA), Paula (USA), Ranwood (USA), Roadshow (USA), Rocket (UK), Spark (UK), 20th Century (USA), United Artists (USA), Virgin (UK), Vogue (France).

Image Recs. Pty. Ltd., 113 Lonsdale St., Melbourne, Vic. 3000. Tel: (03) 663-2241. Mng. Dir.: John E. McDonald; Promo & Artists Relations: Terry Dean.
Labels: (Owned) Image; (represented) Jupiter (Germany), Shadybrook (USA).

K-tel Int'l (Australia) Ltd., PO Box 121, 46 Pyrmont Bridge Rd., Pyrmont, NSW 2009. Tel: 660-6496. Gen. Mgr.: Ken McDonald.
M 7 Recs. Pty. Ltd., 28 Cross St., Brookvale, NSW 2096.

Tel: (02) 938-2200. Cable: EMSEVEN. Gen. Mgr. Ron G. Hurst; Plant Mgr.: Ken Harding, Mdsgr. David Smallbone.
Labels: (Represented) Bradley's, Creole, Young Blood (all UK).

Mercury, see Phonogram.
Message Recs., 168 Day St., Sydney NSW 2000. Tel: (02) 61-2832. Mng. Dir. M. Nowyarger; Gen. Mgr. M. Oton.
Label: (Represented) Gould (UK).

Philips, see Phonogram.
Phonogram Pty. Ltd., 200 Goulburn St., Sydney, NSW 2010. Tel: (02) 211-1577. Cable: PHONREC.
Labels: (Owned) Mercury, Philips, Polydor; (represented) Big Tree (USA), Bronze (UK), Buddha (USA), Curtom (USA), GTO (UK), Haven (USA), Kudu (USA), People (USA), Philly Groove (USA), RSO (UK), Roulette (USA), Sire (USA), Spring (USA).

Polydor, see Phonogram.
RCA Ltd., 11 Khartoum Rd., North Ryde, Sydney, NSW 2113. Tel: (02) 888-5444. Cable: RCAAUY. Mng. Dir.: Robert F. Cook; Mktg. Gen. Mgr. Morris Smith; A&R: Ron Walls.
Labels: (Owned) RCA, (represented) ABC (USA), Ariola (USA), Blue Thumb (USA), Cube (UK), Flying Dutchman (USA), Midland Int'l (USA), Soul Train (USA), TK (USA), Tom Cat (USA).

WEA Recs. Pty. Ltd., 7/9 George Pl., Artarmon, Sydney, NSW 2064. Tel: (02) 428-3633. Telex: 24653. Mng. Dir.: Paul M. Turner; A&R & Mktg. Mgr.: Peter Ikin.
Labels: (Owned) Asylum, Atlantic, Elektra, Warner Bros.; (represented) Bronze (UK), Manticore (USA), Rolling Stones (UK, USA).

W & G Dist' Co. Pty. Ltd., 17-19 Radford Rd., Reservoir, Vic. 3073. Tel: 460-4522. Cable: DUALSCALE MELBOURNE. Mng. Dir. E.A. White; Gen. Mgr. R.J. Gillespie; A&R Dir. E.J. Varney; Sales Mgr. M.D. Angus.
Label: (Represented) Ember (UK).
Warner Bros., see WEA Recs.

● disco equipment & services

Cadema Pty. Ltd., 14 Claremont St., South Yarra, Vic. 3141. Tel: 24-0373. Contact: Skip Erikson
Product: **Audio**—DISCOTEX Mixers, Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, **Lighting**—DISCOTEX Chasers/Sequencers (1 Channel), Color Organs (3 Channels), Strobes, Lasers, Strip. **Special Effects**—DISCOTEX Mirror Balls, Bubble Machines, Fog Machines. Signs: Computerized/Psychedelic/Illuminated.

BELGIUM

● record companies with disco product

Ariola-Eurodisc Benelux NB, Oorlogskruisenlaan 126, B-1120 Brussels. Tel: (2) 215-06-09/20-81. Telex: 62354. Mng. Dir. Wim Schipper; Deputy Mng. Dir.: Anton Witkamp; Mgr.: Gerry Oord jr.
Labels: (Owned) Ariola; (represented) ABC (USA), A&M (USA), Blue Thumb (USA), Bradley's (UK), Bronze (UK), Dark Horse (UK), Fretly (UK), H&L (USA), Island (UK), Jupiter (Germany), Magnet (UK), Ode (USA), Springboard (USA).

B R M, see Baltic.
Baltic PvbA-Brian Millan Int'l Foundation, Carnotstr. 105, Bus 20, B-2000 Antwerp. Tel: (031) 36-38-56, 31-81-83, 87-65-11, 87-60-22. Pres.: Ke Riema; Gen. Mgr. Ben Gyselincx.
Labels: (Owned) Baltic, BRM, Starlett; (represented) Soul Vista (USA).

Barclay (Compagnie Phonographique Franco-Belge), 31 Rue du Lombard, B-1000 Brussels. Tel: (02) 511-81-97. Telex: 23379.
Labels: (Owned) Barclay; (represented) Brunswick (USA), Buddha (USA), Dakar (USA), Intercord (Germany), Virgin (UK).

Basart Recs. Belgium PvbA, 91-97 Blvd. Maurice Lemonnier, 1000 Brussels. Tel: (02) 513-05-92, 513-11-37. Telex: 61354 Edibas B. Promo. Mgr.: Alex Keil
Labels: (Owned) Groovy, Papillon; (represented) Durium (Italy).

Bestseller, see International Bestseller.
CBS Disques/Grammofoonplaten SA/NV, 20 Rue Adolphe Lavallee, 1080 Brussels. Tel: (02) 428-80-07. Gen. Mgr. Alain J.P. Olivier; Sales Mgr.: A. Janty; Int'l A&R: F. Devos.

International

Labels: (Owned) CBS Epic. (represented) DJM (UK), Philadelphia Int'l (USA)

Cannon, see PMP
Capitol, see EMI
Columbia, see EMI.

Discobell SA, 50 Regentlaan, Brussels Tel (02) 13-39-45
Labels: (Represented) Eurodisc (Germany) Island (UK)
EMI Belgium SA, 65 Rue de la Clinique, 1070 Brussels Tel (02) 524-00-90 Telex 24769 Mng Dir Stanley J. Robins, Gen Mgr E J Garin, Mktg Mgr D Hubert, Sales Mgr H Hendrickx Adv Mgr R Vandenbosch, Chief EMI Label Mgr B Robert WEA Label Mgr J M Sohie, EMI Promo Mgrs J D Haese J C Lambert, WEA Promo Mgr S Shrimpton-Smith

Labels: (Owned) Capitol, Columbia, Harvest, Imperial, Odeon, Parlophone, Pathe, Purple, Regal, Regal-Zonophone, Tarot, (represented) Arista, Asylum, Atco, Atlantic, Blue Note, Casablanca, Curtom, Elektra, Gemigo, Gordy, MCA, Musicor, Nemperor, Rare Earth, Rolling Stones, Soul, Strata-East, Tamla Motown, United Artists, Warner Bros. (all USA), Bell, Manticore Private Stock, RAK, T-Rex (all UK); Electrola (Germany), JR Prod ns (Netherlands), PDU (Spain), WIP (France), Yuki (France)

Epic, see CBS

Fonior SA, 26/28 Quai des Charbonnages, 1080 Brussels Tel (02) 25-40-10 Pres E W Pelgrims de Bigard, Gen. Mgr. A E Palmans, Sales Mgr. R Dauw
Labels: (Represented) Kudu, Milestone (both USA)

Frankie Music PvbA, 74 Greinstr., Antwerp Tel (03) 32-24-85, 31-60-60, 33-65-99, Cable FRASUPREME
Labels: (Represented) DJM, Ember (both UK)

Groovy, see Basart

Harvest, see EMI

Imperial, see EMI

Inelco Belgium SA, 68 Chaussee de Vilvordé 1120 Brussels Tel (02) 241-65-70 Telex 22090 Mng Dir P. J Goemaere, Recs & Tapes Div Gen Mgr. R Colpin, Promo. & Adv Mgr E Moeyersons
Labels: (Represented) Alston, Cat, Dash Drive Fania, Flying Dutchman, Glades, Juana, Kayvette, Malaco Marlin, Midland Int'l, RCA, Signature, Soul Train, TK (all USA); Gulf (UK)

International Bestseller Co., 65 Kliniekstr., 1070 Brussels, Tel (02) 522-90-25, Gen Mgr Andre Sarboer, Mktg Mgr Henri Heymans
Labels: (Owned) Bestseller, (represented) Intercord (Germany), Sounds Superb (UK)

Mercury, see Phonogram

Odeon, see EMI

P M P PvbA, 322 Pierstr., 2550 Kontich Tel (031) 87-60-20, 87-65-11 Cable EUROHOUSE Owner & Dir Louis Van Rijneman; Gen Mgr. Rudy Witt
Label: (Owned) Cannon.

Papillon, see Basart

Parlophone, see EMI

Pathe, see EMI.

Philips, see Phonogram

Phonogram, 215 Rue Victor Hugo, B-1040 Brussels Tel (02) 733-96-90 Gen Mgr. Hans G Gout Sales Mgr. Charles Licoppe.

Labels: (Owned) Mercury, Philips, (represented) All Platinum (USA), Chrysalis (UK), DJM (UK), Haven (USA), Island (UK), 20th Century (USA).

Polydor SA/NV, 215 Rue Victor Hugo, 1040 Brussels Tel (02) 735-91-70, Mng Dir & Gen Mgr. Walter Holzappfel, Sales Mgr Maurice Mertens.

Labels: (Owned) Polydor, (represented) AZ (France), Babylon (USA), Chelsea (USA), Cube (UK), GTO (UK), Glades (USA), People (USA), RSO (UK), Ring-O (UK), Phil Spector Int'l (USA), Spring (USA), State (UK).

Purple, see EMI

Regal, see EMI.

Regal-Zonophone, see EMI.

Starlett, see Baltic

Tarot, see EMI.

Vogue PIP (Productions Int'les Phonographiques) SA, 35 Blvd Barthelemy, 1000 Brussels Tel (02) 511-79-91 Cable VOGDISC, Pres Leon Cabat; Gen Mgr Roger Meylemans, Sales Mgr. Jose Leruth
Labels: (Owned) Vogue; (represented) Ember (UK), GNP Crescendo (USA), Pye (UK), Roulette (USA), Vogue (France).

● disco equipment & services

Ampex SA, Rue de l'Industrie, B-1400 Nivelles, Tel (067) 22-49-21 Telex 57432, Sales Mgr R Thys.
Product **Audio**—Mixers Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic), **Projection Systems**—Video Tape Recorders

Davoli Krundaal Benelux SprL, 355-357 Av Rogier B-1030 Brussels, Tel (02) 733-45-68 Pres. Leonardo Baldocci

Product **Audio**—Mixers, Disk Jockey Units/Decks, Amplifiers, Speakers, Microphones, **Lighting**—Strobes, **Special Effects**—Bubble Machines

Delta Equip. SA, 112 Rue de Calevoet, B-1180 Brussels Tel (322) 376-60-34 Exec VP L F Velu, Sales Mgr Jo Deschryver

Product **Audio**—ALTEC-LANSING Mixers, Speakers, Microphones (Condenser & Dynamic), AVAB Mixers, BGW Amplifiers, MCI Tape Recorders; UREI Equalizers, DOLBY Noise Reducers

Faylon Electronics SA, Koelviyverstr., B-1710 Isterbeek Tel (02) 569-17-95 Telex 24389 Pres J L Serveranek, Sales Mgr Mr. Gielen

Product **Audio**—FAYLON Mixers (9-6 Inputs, 2 Outputs), Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers; OTARI Tape Recorders

Sansui Audio Europe SA, Diacem Bldg 53-55 Vestingstr., B-2000 Antwerp Tel (031) 31-56-63 Mng. Dir & VP Noboru Kouchi; Dir Shuchi Terada
Product **Audio**—Amplifiers, Turntables, Decoders & Demodulators, Headphones

BRAZIL

● record companies with disco product

Building, see Som Industria & Comercio
CBS S Industria Comercio Ltda., Rua Visconde do Rio Branco 53, Rio de Janeiro ZC-5B Tel 231-4040

Labels: (Owned) CBS, Epic. (represented) Columbia (USA)

Capitol, see Odeon

Companhia Ind l de Discos, Rua Sete de Marco 331, 20000 Rio de Janeiro Tel (021) 280-9222 Cable CIDISCOS Pres Hermann Zuckermann VP Int'l Dr Harry Zuckermann, Gen Mgr Rodolfo Zuckermann
Labels: (Represented) Ember (UK), Pickwick (USA) 20th Century (USA)

Continental, see Gravacoes Eletricas

EMI l, see Odeon

Epic, see CBS

Formula, see Gravacoes Eletricas.

Gravacoes Chantecler Ltda., Avda. do Estado 4667, 01511 Sao Paulo Tel (011) 279-6811 Telex 1122329 Pres Alberto Jackson Byington Neto; Gen Mgr Victor Settan; Local A&R Salatiel Coelho, Int'l Mgr Geraldo Loewenberg, Int'l A&R & Promo Paulo de Tarso
Labels: (Represented) MCA (USA), Pye (UK), Ricordi (Italy)

Gravacoes Eletricas SA, Avda. do Estado 4667, 01515 Sao Paulo, Tel (011) 279-6811, Telex 1122329 Pres Alberto Jackson Byington Neto, Mktg, Mgr Wilson Rodrigues Poso, Int'l Mgr Geraldo L. Loewenberg
Labels: (Owned) Continental, Formula; (represented) GNP Crescendo (USA)

K-tel Do Brazil Comercial Ltda., Rua Tobias do Amaral 46, Cosme Velho, Rio de Janeiro Tel 225-7110 Dir Gen David Catlin

Mercury, see Phonogram

Odeon SA (Industria Eletricas & Musicais Fabrica), Rua Evaristo da Veiga 20, 20000 Rio de Janeiro Tel 252-8032, Cable TURNTABLE

Labels: (Owned) Capitol, EMI Odeon (represented) ABC (USA), A&M (USA), Capitol (USA), Dark Horse (USA), Decca (UK), Deram (UK), London (UK), Ode (USA), Threshold (UK)

Philips, see Phonogram.

Phonodisc Industria & Comercio de Discos & Fitas Ltda., Avda. do Estado 4667, 01515 Sao Paulo Tel (011) 279-6811 Telex 1122329, Pres. Alberto Jackson Byington Neto, Mktg Mgr Wilson Rodrigues Poso, Int'l Mgr: Geraldo L. Loewenberg
Label: (Represented) ABC (US).

Phonogram (Companhia Brasileira de Discos), Av Rio Branco 311, 4th fl., Rio de Janeiro Pres Manuel Pio Correa, Gen Mgr. Antonio Coelho Ribeiro, Sales Mgr Heleno de Oliveira.

Branch: Sao Paulo, Av Nove de Julho 3766, Jardim, America Tel 81-7667, 81-9883, Mgr Peter Klam
Labels: (Owned) Mercury, Philips, Polydor, (represented) All Platinum, Babylon, Big Tree, Bronze, Chelsea, Chrysalis, GTO, Haven, Island group, People, RSO, Ring-O', Sire, Phil Spector Int'l.

Pirate Recs. Inc., Caixa Postal 13030, 01000 Sao Paulo, Rua Parque de Fonte 194, 02345 Barro Branco, Sao Paulo Tel (011) 298-1197 Pres Malcolm Kigar
Labels: (Represented) Color World, Kajac, Utopia, Windi (all USA)

Polydor, see Phonogram

R C A Electronica Ltda., Dona Veridiana 203, 01238 Sao Paulo, Tel (011) 221-9155 Cable BRARCA Pres & Gen Mgr Adolfo Pino, Sales Mgr. Oswaldo Gurzoni, Int'l A&R Mgr Helcio A do Carmo, Int'l A&R Liaison Alf Soares

Labels: (Owned) RCA, (represented) Fantasy, Flying Dutchman group, Midland Int'l, Milestone, Roulette, Scepter, Soul Train, Wand (all USA).

Som Industria & Comercio SA, Rua dos Gusmoes 235, 01212 Sao Paulo Tel (011) 221-7855 Cable SOM-DISCOS, Pres Adiel Macedo de Carvalho, Gen Mgr Gunter Casznik, Sales Mgr Roswaldo Cury
Labels: (Owned) Building, Vision, (represented) AZ (France), Blue Note (USA), Ember (UK), United Artists (France, Germany UK, USA), Vogue (France)

Tapacar Gravacoes SA, Rua Aquar Moreira 639, Rio de Janeiro Tel 260-5282 Cable TAPEGRAVA
Labels: (Owned) Tapacar, (represented) Buddha (USA)

Top Tape Musica Ltda., Rua Alice 97, Laranjeiras, 20000 Rio de Janeiro ZC-01, Tel 285-2664 265-5820, 245-2986, Cable MUSITOP

Labels: (Represented) Brunswick, GRT Glades, H&L Kudu, Motown group (all USA)

Vision, see Som Industria & Comercio.

● disco equipment & services

Diverama Diversoes Electronicas Industria Comercio Ltda., Rua Guaianazes 209, 01204 Sao Paulo, Tel (011) 328-146, 358-598 Pres Tadeo Roman, Gen Mgr Pedro S Secemski, Adv Mgr Sergio Campos
Product **Games**—EXIDY & SEGA, Video/Electronic, BALLY Pinball, DIVERAMA Soccer/Football

CANADA

● record companies with disco product

A B C see GRT

A B C-Blue Thumb see GRT

A & M Recs of Canada Ltd 939 Warden Ave Scarborough Ont M1L 4C5 Tel (416) 752-7191 Telex 06-963652 VP & Gen Mgr Gerry Lacoursiere Professional Mgr Claude Palardy, A&R Co-ord Michael Godin Nat'l Sales Mgr Joe Summers, Nat'l Promo Mgr Doug Chappell College Promo Mgr Colin MacDonald **Local branch:** 1149 Bellamy Rd, N Postal Code M1H 1H7 Tel (416) 438-6596 Mgr Bill Meehan

Branches: Calgary, Alta., 5725 Burbank Rd SE Postal Code T2H 1Z5 Tel (403) 253-8411 Telex 03-825736 Mgr Paul McClure—Burnaby, B.C., 281 Haldom Pl, No 415 Tel (604) 291-7671 Promo & Sales Doug Byrne—Lachine, P.Q., 9434 Cote de Liesse Rd Postal Code H8T 1A1 Tel (514) 636-9741 Telex 05-821659 Mgr Bill Ott.
Labels: (Owned) A&M (distributed) Casino, Crsch Dark Horse Ode Penny Farthing

A V I, see Quality

All Platinum, see Polydor

Alston, see RCA

Amber Recs 5000 Buchan St Suite 601 Montreal, P Q H4P 1T5 Tel (514) 738-1160, VP Brian Chater, Gen Mgr Bill Hill, Sales Mgr Willi Morrison (Distributed by London)

Ariola America see RCA

Arista see Capitol

Artists of America, see London

Asylum see WEA

Atco, see WEA

Atlantic see WEA

Attic Recs Ltd 350 Davenport Rd Toronto, Ont M5R 1K8 Tel (416) 922-4114 Pres Alexander Mair VP Tom Williams

Label: (Distributed) Jupiter (Germany)

B B C see Polydor

Bang see GRT

Big Tree see WEA

Black Jazz, see London

Blue Candle, see RCA

Blue Note, see United Artists

Boot Recs Ltd, 1343 Matheson Blvd W, Mississauga Ont L4W 1R1 Tel (416) 625-2676 Pres. Jury Krytiuk, VP Tom Connors

Label: (Distributed) Creole (UK)

Brunswick see London.

Buddah, see Quality

C B S, see Columbia

C T I Recs of Canada Ltd 546 Gordon Baker Rd, Willowdale Ont. M2H 3B4 Tel (416) 497-7337

Label: (Owned) Kudu

Cadet see GRT

Capitol Recs.-EMI of Canada Ltd 3109 American Dr Malton, Ont L4V 1B2, Tel (416) 677-5050 Cable CAPITOLREC Pres A Gosewich, VP Franca M Periman, VP & Retail Div Gen Mgr B T Josing, VP A&R P White, VP Mfg & Dist n J Apsiti, VP Mktg J D Evans, Sales Dir R H Rowe, Promo, Artist Development & Pub Dir W Bannon, Adv & Creative Servs Dir R J Legault, Prod Mgr M. Zurba, Artist Relations G Thorpe

Branches: Calgary, Alta., 519 Manitou Rd SE Postal Code T2G 4C2 Tel (403) 287-0823 Reg I Mgr Andruchow—Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St, Postal Code V6Z 1Y6 Tel (604) 689-8667 Sales Rep K McKissock, Promo N Dalziel—Dorval, P.Q., 9245 Cote de Liesse Rd Postal Code H9P 2N9 Tel (514) 631-6723 Reg I Mgr W Rotari

Labels: (Owned) Capitol EMI, (distributed) Arista group, United Artists

Casablanca, see Quality

Casino, see A&M

Cat, see RCA

Chelsea, see Quality

Chess, see GRT

Chocolate City, see Quality

Chrysalis, see WEA

Clardge, see Polydor

Columbia Recs of Canada Ltd, 1121 Leslie St Don Mills, Ont M3C 2J9 Tel (416) 447-3311 Cable COLRECORD Pres T M Lynd, Exec VP J Robertson, English A&R Dir R Gallo, French A&R Dir, J J Williams, Dist Sales Dir A V Dunesth, Promo Dir C Camilleri, Creative Servs Mgr S McNeill

Branches: Calgary, Alta., 4624 Manitoba Rd SE Postal Code T2G 4B8, Tel (403) 287-1322 Mgr Franchuk—Vancouver, B.C., 8167 Main at Marine Postal Code V5X 3L2 Tel (604) 327-0291 Mgr W Bouvette—St. Laurent, P.Q., 117 Montee de Liesse Postal Code H4S 1J4 Tel (514) 342-2231 CBS Discs Dir J Desjardins
Labels: (Owned) CBS, Columbia, Epic, (distributed) Philadelphia Int'l T-Neck, TSOP, Thunder

Contempo, see Polydor.

Copacabana, see RCA

Cotillion, see WEA

Creole, see Boot

Crشح, see A&M

D & M Sound, see Musimart

Dakar, see London

Dark Horse, see A&M

Dash see RCA

De-Lite, see GRT

Deram, see London

International

Dial, see Polydor
 Drive, see RCA
 E M I, see Capitol
 Elektra, see WEA
 Ember, see Quality
 Epic, see Columbia
 Fantasy, see GRT & Musmart
 Flying Dutchman, see RCA
 Foxy Lady, see Mellow Man
 G N P Crescendo, see MCA
 G R T of Canada Ltd 3816 Victoria Park Ave., Willowdale, Ont. M2H 3H7 Tel (416) 497-2340 Pres. Ross B. Reynolds, Nat'l Sales Mgr. Jim Corbett, Nat'l Promo Mgr. Jeff Burns, Ontario Promo. Mgr. Dave Paget Controller Larry T. Dennis, Prod'n & Inventory Control Mgr. Norma McLellan
Branches: Calgary, Alta., 820 16 Ave SW Postal Code T2R 0S9 Tel (403) 271-5475—**Montreal, P.Q.**, 59 W St James St., Suite 701 Tel (514) 844-6657 Mgr. Ken Dion
Labels: (Owned) GRT; (licensed foreign) ABC, ABC-Blue Thumb, Granite, Hardcore, Janus, Roulette, Shadybrook, Sire, 20th Century (all USA). (distributed-not licensed) Bang, Cadet, Chess, De-Lite, Fantasy (tape only) (all USA), Island (UK USA)
 Glades, see RCA
 Gordy, see Motown
 Granite, see GRT
 Groove Merchant, see Quality
 H & L, see Quality
 Hardcore, see GRT
 Hi, see London
 Hi Energy, see Mellow Man
 Island, see GRT
 Janus, see GRT
 Jupiter, see Attic
 K-tel Int'l 1670 Inkster Blvd., Winnipeg, Man. R2X 2W8 Tel (204) 633-8860, Telex 07-587597, Gen. Sales Mgr., Morley Myren
Branch: Montreal, P.Q., 6665 St. James St. W Tel (514) 487-2382 Telex. 05-268800 Exec VP Jack Korenstein
 Kayvette, see RCA
 Kudu, see CTI
 London Recs of Canada (1967) Ltd., 6265 Cote de Liesse, St. Laurent, P.Q. H4T 1C3 Tel (514) 341-5350 Telex 05-826832 Pres. F.C. Jameson, VP A. Koury, Mktg Dir. K. Verdoin, Nat'l Promo Mgr. G. Chalmers, Classical & Import Div. Mgr. F. Dans, French Div. Mgr. Y. Dufresne, Creative Servs., A. Guadagno, Eastern Reg. I Mktg Mgr. J. Dufour, Local Opns Mgr. F. Refica, Local Sales Mgr. Y. Dupuis, Local Promo Rep. L. Hahn
Branches: Calgary, Alta., 429 Manitou Rd. SE Postal Code T2G 4C2, Tel (403) 243-1313 Telex 038-22572 Western Mktg Mgr. A. Bilodeau, Opns Mgr. P. Helton, Promo Reps. G. Dave, T. Cairns—**Burnaby, B.C.**, 3166 Lake City Way Postal Code V5A 3A4, Tel (604) 298-6471, Telex. 043-54544 Mgr. O. Jones; Sales Mgr. A. Kelsey, Promo. Rep. M. Hertslet—**Winnipeg, Man.**, 23 Keith Rd. Postal Code R3H 0H7, Tel. (204) 633-6607, Telex. 0757695, Mgr. G. Young, Promo. Rep. B. Anderson—**Scarborough, Ont.**, 1630 Midland Ave. Postal Code M1P 3C2 Tel (416) 755-3373 Telex 02-2830 Mgr. A. Beaudin, Promo Rep. D. Elliot—**Quebec City, P.Q.**, 1303 Rue Conway Postal Code G1J 3S3 Tel (418) 529-0261 Telex 011-3799 Mgr. F. Refica, Sales Rep. G. Alan
Labels: London, Amber, Artists of America, Black Jazz, Brunswick, Dakar, Deram, Hi, Parrot, Phase 4, Philips, Threshold, Vogue
 M C A Recs. (Canada) (div of MCA Canada Ltd.), 2450 Victoria Park Ave., Willowdale, Ont. M2J 4A2 Tel (416) 491-3000, TWX 610-492-5204 Telex 06-966876 VP Richard Bibby, Nat'l Sales Mgr. Alan Reid, Nat'l Promo Mgr. Scott Richards, Local Sales Mgr. Leo DeRocher, Local Promo. Randy Sharrard
Branches: Calgary, Alta., 5737 Burbank Rd. SE Postal Code T2H 1Z5 Tel (403) 253-0401 Sales Mgr. George Burns—**Vancouver, B.C.**, 2182 W. 12 Ave Postal Code V6K 2N4 Tel (604) 736-3355 Sales Mgr. William Tait, Promo. Mgr. B. Ryman—**Winnipeg, Man.**, 365 Hargrave St. Postal Code R3B 2K3, Tel (204) 942-2413, Sales Mgr. J. Skelly—**St. Laurent, P.Q.**, 8400 Cote de Liesse Rd. Postal Code H4T 1G7 Tel (514) 341-4640 Sales Mgr. Bob Johnson
Labels: (Owned) MCA. (distributed) GNP Crescendo, Rocket.
 Malaco, see RCA
 Mellow Man Recs., PO Box 4014, Postal Sta. A, Toronto, Ont. M5W 1H8, Tel (416) 274-9271, Pres. William Moran, VP & Sales Mgr. L. Moran, Gen. Mgr. & A&R D. Butler
Labels: (Owned) Mellow Man, Foxy Lady, Hi Energy, Rapper, Rufus
 Mercury, see Polydor
 Midland Int'l, see RCA
 Milestone, see Musmart
 Motown Recs. Canada Ltd., 1960 Ellesmere Rd., Unit 8, Scarborough, Ont. M1H 2V9, Tel (416) 438-2855 VP & Mng. Dir. Ron Newman, Sales & Promo Reps. Jerry Hochberg, Cliff Johnson
Labels: (Owned) Gordy, Motown, Mowest, Tama
 Mowest, see Motown
 Musmart Ltd., 970 McEachran Ave., Outremont P. Q. H2V 3E3 Tel (514) 273-8354 Cable MUSCAN Telex 01-26456 Pres. George Erlick, Gen. & Sales Mgr. Jack Inhaber, Nat'l Promo Dir. Michel Kordupel
Branches: Vancouver, B.C., 2737 W 21 Ave Postal Code V6L 1K4 Tel (604) 738-3901 Mgr. Stan Levy—**Brampton, Ont.**, 210 Rutherford Rd. Postal Code L6V 2X9 Tel (416) 453-4285 Mgr. Alan Freedman—**Toronto, Ont.**, 2400 Bathurst St. Postal Code M6B 2Y7 Tel (416) 781-4893, Mgr. Ben Michaels
Labels: (Distributed) D&M Sound Fantasy, Milestone, PBR Int'l

Oasis, see Quality.
 Ode, see A&M.
 P B R Int'l, see Musmart.

Parrot, see London.
 Penny Farthing, see A&M.
 People, see Polydor
 Phase 4, see London
 Philadelphia Int'l, see Columbia
 Philips, see London
 Playboy, see Quality

Polydor Ltd., 6000 Cote de Liesse St. Laurent, P.Q. H4T 1T2 Tel (514) 739-2701 Cable: POLYDISC, Telex: 01 26546 Pres. Tim Harrold VP Mktg & Sales Dieter Radecki, A&R Dir. Peter Horvath; Classical Dir. Vas Pollakis, Nat'l Promo & Adv. Dir. Allan Katz; Special Sales Mgr. Pierre Fyfe, Imports & Tape Mktg. Mgr. Michael Hoppe Press Officer Saly Murphy.

Sales offices: Calgary, Alta., PO Box 9531 Postal Code T2P 2W6, 890 Bow Valley Square, 202 Sixth Ave SW Postal Code T2P 2R9 Tel (403) 265-5007 Telex 03-821859, Mgr., Mike Stech—**Vancouver, B.C.**, 805 W Broadway, Mezzanine, Postal Code V5Z 1K1 Tel (604) 873-2466 Telex 045-4410 Mgr. Peter Behnke, Promo. Mark Hodas—**Toronto, Ont.**, 2264 Lake Shore Blvd W. Postal Code M8V 1A9, Tel (416) 252-5426 Telex 06-967755, Mgrs. Al Elias, Ken Graydon, Promo. Lori Bruner
Labels: (Owned) Polydor, Mercury (USA), (licensed foreign) All Platinum, Claridge, Dial, People, RSO, Salsoul, Scepter, Silver Blue, Sound Gems, Spring, Stang, Turbo, Vibration, Wand (all USA), BBC, Contempo (both UK)

Power Exchange, see RCA
 Private Stock, see Quality

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7 Tel (416) 698-5511, Pres. George R. Struth; VP Finance Howard J. Hayman, A&R Dir. Bob Moriten, VP Mktg., Ronald P. Gardner
Branches: Winnipeg, Man., Galt Bldg., 4th fl. Postal Code R3B 0R7, Tel (204) 943-6563 Mgr. Chuck Porter—**Toronto, Ont.**, 130 Mack Ave. Postal Code M1L 1N3 Tel (416) 698-5643, Mgr. Jack Vermeer, Promo. Gene Lew—**Montreal, P.Q.**, 2215 Beaconsfield Ave. Postal Code H4A 2G9, Tel. (514) 481-1167, Mgr. Clement Dufresne; Promo. Nicole DuFour
Labels: (Distributed) AVI, Buddha, Casablanca, Chelsea, Chocolate City, Ember, Groove Merchant, H&L, Oasis, Playboy, Private Stock, Ranwood, Roxbury

RCA Ltd., 101 Duncan Mill Rd., Suite 300, Don Mills, Ont. M3B 1Z3 Tel (416) 499-9500, Telex 06-966577, TWX 610-492-4746, VP & Gen. Mgr., Ed Preston; Central & Eastern Opns Mgr. Andy Nagy; Western Opns. Mgr. Uwe Schnack
Labels: (Owned) RCA, (licensed foreign) Alston, Ariola America, Blue Candle, Cat, Dash, Drive, Flying Dutchman, Glades, Kayvette, Malaco, Midland Int'l, Power Exchange, Salsoul, Signature, Soul Train, TK, Tom Cat, Westbound (all USA); Copacabana (Brazil).

R S O, see Polydor.
 Ranwood, see Quality
 Rapper, see Mellow Man
 Rocket, see MCA
 Rolling Stones, see WEA
 Roulette, see GRT
 Roxbury, see Quality
 Rufus, see Mellow Man
 Salsoul, see Polydor & RCA
 Scepter, see Polydor
 Shadybrook, see GRT
 Signature, see RCA
 Silver Blue, see Polydor
 Sire, see GRT
 Soul Train, see RCA
 Sound Gems, see Polydor
 Spring, see Polydor
 Stang, see Polydor.
 TK, see RCA
 T Neck, see Columbia
 T S O P, see Columbia
 Tamba, see Motown
 Threshold, see London
 Thunder, see Columbia
 Tom Cat, see RCA
 Turbo, see Polydor
 20th Century, see GRT.

United Artists Recs. Ltd., 6 Lansing Square, Suite 208, Willowdale, Ont. M2J 1T8 Tel (416) 491-7552 Pres. Stan Kulin, A&R Dir. Keith Patten, Nat'l Promo. Dir. Al Matthews. (Distributed by Capitol)
Labels: (Owned) United Artists, Blue Note
 Vibration, see Polydor.
 Vogue, see London

W E A Music of Canada Ltd., 1810 Birchmount, Toronto, Ont. M1P 2J1 Tel (416) 291-2515, Cable WEAHO, Pres. Ken Middleton; VP Mktg. Don Grant, A&R Gary Muth, Sales Mgr. Andy Abbate; Controller: Don Kollar; Bus Affairs Joe Edwards, Opns Mgr. John Donaldson, Nat'l Promo. Mgr. Larry Gene
Branches: Calgary, Alta., 4640 Manhattan Rd. S E Postal Code T2G 4B5, Tel (403) 243-7164, Mgr., Alex Clark—**Vancouver, B.C.**, 40 E Fifth Ave Postal Code V5T 1G8, Tel (604) 879-8681, Mgr. Rob Bone—**Winnipeg, Man.**, 24 Stevenson Rd., St. James R3H 0H8 Tel (204) 786-6934 Mgr. Barry Smith—**Montreal, P.Q.**, 214 Brunswick Blvd., Pointe Claire H9R 1A6, Tel (514) 697-7440 Mgr. Jack Chénier.
Labels: (Owned) Asylum, Atco, Atlantic, Cotillion, Elektra, Warner Bros., (licensed) Big Tree, Chrystals, Rolling Stones (all USA)

Wand, see Polydor
 Warner Bros., see WEA.
 Westbound, see RCA

● disco equipment & services

Atlantic Sound, RR1, Westville, Pictou County, N.S. B0K 2A0, Tel. (902) 752-8527, Contact: Peter Wiann.
Product: Audio—Pre-Amplifiers; **Lighting**—Color Organs (4 Channels), Strobes, Ultraviolet/Blacklight; **Dance Floors/Walls/Ceilings**—Floors (Incandescent, Non-Computerized, Custom); **Planning/Construction**—Installers (Audio, Lighting, Projection, Flooring).
 Audio Dimensions, 4 Rivertone Dr., Weston, Ont. M9P 2R6, Tel (416) 241-8511, Pres. Paul Moores.
Product: Audio—FONS Turntables.
 Caldwell A-V Equip. Co. Ltd., 1080 Bellamy Rd. N., Scarborough, Ont. M1H 1H2, Tel: (416) 438-6230, Telex: 06-963645.
Product: Audio—ALICE Mixers, Disk Jockey Units/Decks, Pre-Amplifiers, Tuners, Speakers.
 Camtek, 580 Only Ave., Dorval, P.Q. H9P 1E9, Tel: (514) 636-9933.
Product: Audio—METEOR Mixers, Disk Jockey Units/Decks, Speakers; BEYER DYNAMIC Microphones, Headphones, Stands, Goosenecks; BIB Accessories; **Lighting**—METEOR Chasers/Sequencers, Color Organs, Dimmer Boards, Strobes, Lasers, Ultraviolet/Blacklight, Spot, Track, Strip, Strobe Controllers (Rainbow, Flip Flop, Super Tenway, Chasers); **Visual Materials**—Slide Libraries; **Projection Systems**—METEOR & TUTOR II Special Effects Projectors, Liquid Projectors, Projector Attachments; **Planning/Construction**—Consultants, Designers
 Dayton Wright Assocs. Ltd., 50 Industrial Rd., Richmond Hill, Ont. L4C 2Y1, Tel: (416) 884-3422, Pres.: William M. Wright; Mktg. Dir. Gary McWilliams.
Product: Audio—Mixers, Pre-Amplifiers, Speakers, Equalizers
 Dynacom Communications Int'l, 333 Riverside Dr., Suite 911, St. Lambert, P.Q. J4P 1A9, Tel. (514) 465-2500, Pres.: Dave Leonard.
Product: Dance Floors/Walls/Ceilings—Floors, Walls, Ceilings; **Planning/Construction**—Consultants & Designers (Audio, Lighting, Projection, Flooring, Decor, Market Surveys—Total Package).
 Empire Scientific Corp. Ltd., 65 Martin Ross Ave., Downsview, Ont. M3J 2L6, Tel. (416) 661-3910.
Product: Audio—Speakers, Turntables, Phono Cartridges.
 Frog Sound, RR1, Essex, Ont. N0R 1E0, Tel: (519) 776-5043, Owner: Phil Anderson; Sales & Adv. Mgr.: Lynn Drow.
Product: Planning/Construction—Installers & Builders (Audio).
 Juliana's Sound Serv. Ltd., 4 Richmond St. E., Suite 312, Toronto, Ont. M5C 1M6 Tel: (416) 363-3044, Pres.: Oliver Vaughan; VP Michael Wilkings.
Product: Audio—Mixers, Disk Jockey Units/Decks, Pre-Amplifiers, **Lighting**—Dimmer Boards; **Visual Materials**—Slide Libraries, Film Libraries (16mm), Videotape Libraries; **Projection Systems**—Screens, Special Effects Projectors, Projector Attachments; **Special Effects**—Mirror Balls, Bubble Machines; **Dance Floors/Walls/Ceilings**—Walls & Ceilings (incandescent, Computerized, Non-Computerized, Custom); **Planning/Construction**—Consultants, Designers, Installers & Builders (Audio, Lighting, Projection, Flooring, Decor—Total Package)
 Lobo Discotheque Systems (Western) Ltd., 2280 Douglas Rd., Burnaby, B.C. V5C 5A7, Tel: (604) 299-0852, Pres.: David A. Lowe; Dir.: Nigel P. Lowe; Sales Mgr.: John W. Lowe, Adv. Mgr.: Thomas N. Lowe
Product: Audio—DJ Mixers (6 Inputs, 3 Outputs), Disk Jockey Units/Decks, Amplifiers, Speakers; LOBO Speakers; **Lighting**—DJ & MODE Chasers/Sequencers (4, 3 Channels), Color Organs (4, 3 Channels), Dimmer Boards; OPTIKINETICS Strobes; LOBO Stage & Dance Area illumination Fixtures; **Projection Systems**—OPTIKINETICS Special Effects Projectors, Liquid Projectors, Projector Attachments (Lenses, Motors, Cassettes, Wheels); **Special effects**—OPTIKINETICS Bubble Machines; **Dance Floors/Walls/Ceilings**—Floors, Walls, Ceilings (incandescent, Computerized, Custom); **Planning/Construction**—Consultants, Designers & Installers (Audio, Lighting, Projection, Flooring, Decor—Total Package). Builders (Audio, Lighting, Flooring).
 McKeen & Grabst Electronics Ltd., 780 Bank St., Ottawa, Ont. K1S 3V6, Tel: (613) 236-7242, Pres.: Douglas McKeen, Sales Mgr.: Tom Barnes; Adv. Mgr.: J. MacDonald.
Product: Audio—CITRONIC Mixers, Pre-Amplifiers; ALTEC Amplifiers, Speakers; H/H Amplifiers; MARANTZ Tuners; HARMAN/KARDON Receivers, Tape Recorders (Cassette); THORENS Turntables; SME Tonearms, ORTOFON Phono Cartridges; AMPEX, REVUX & TEAC Tape Recorders (Open Reel); Sennheiser Microphones (Condenser & Dynamic); BURVEN & dbx Noise Reducers; **Projection Systems**—AMPEx Video Tape Recorders.
 Mo Mo's Disco Systems Ltd., 782 Yonge St., Toronto, Ont. M4Y 2B6, Tel: (416) 964-0917/0939/0943, Pres.: Maurice Shpur, Gen. Mgr.: Craig Ivory.
Product: Planning/Construction—Consultants (Total Package); Designers, Installers & Builders (Custom Cabinets).
 Rupert Neve of Canada Ltd., 2721 Rena Rd., Malton, Ont. L4T 3K1, Tel. (416) 275-4294, Technical Opns. Mgr.: C.A. MacDonald.
Product: Audio—Mixers, Equalizers.
 Revolving Sound Co., Box 91490, West Vancouver, B.C. V7V 3P2, Tel (614) 669-5849, Dir.: John Curl.
Product: Planning/Construction—Installation.
 Saguenay Musique Inc., Place du Saguenay, 1324 Blvd. Talbot, Chicoutimi, P. Q. G7H 4B8, Tel: (418) 549-8628.
Product: Planning/Construction—Consultants (Audio).
 Superior Electronics Inc., 1330 Trans Canada Hwy. S., Montreal, P.Q. H9P 1H8, Tel (514) 683-6331, Pres.: S.K.

Plotnick; Gen. Mgr. F. Lawrence Plotnick; Sales Mgr. Denis G. Magnan; Adv. Mgr.: Mike Moscovitch
 Product **Audio**—ACUPHASE Amplifiers, Pre-Amplifiers, Tuners; AUDIOANALYST & KLIPSCH Speakers, GARRARD Turntables, AUDIO-TECHNICA Tonearms, Phono Cartridges, Styl-Pickup, Headphones, NAKAMICHI Tape Recorders (Cassette), SUPERIOR Microphones (Condenser & Dynamic)
 Tritone Discotheque Systems Ltd., 303 E. Esplanade, North Vancouver, B.C. V7L 1A5 Tel (604) 985-8281 Pres. Clive A. Ross; Adv. Mgr. Brett Cumming.
 Product **Audio**—Mixers, Amplifiers, Speakers.

FRANCE

● record companies with disco product

A Z, see Disc AZ
 Asylum, see WEA Filipacchi
 Atco, see WEA Filipacchi
 Atlantic, see WEA Filipacchi
 Barclay (Compagnie Phonographique Française), 143 Av. Charles de Gaulle, 92521 Neuilly-sur-Seine Tel. (01) 722 60 30 Pres. Eddie Barclay; VP & A&R, Leo Missir, VP & Int'l Label Mgr. Jean Fernandez; Finance Mgr.: Nicolas Triz, Admin Mgr. Henri Rossi, Sales Mgr.: Jacques Duchaussoy, Int'l Sales Mgr. Cyril Brillant.
 Labels: (Represented) A&M, Brunswick, Buddah, MCA, Musicor, Ode (all USA)
 Blue Note, see United Artists.
 CBS S Disques, 3 Rue Freycinet, 75116 Paris Tel (01) 723 54 22 Telex 620646. Pres. Dir. Gen. Jacques Souplet; Gen. Mgr. Jean Queinnec, Sales Mgr. Jean Claude Gastineau
 Labels: (Owned) CBS, Epic; (represented) DJM (UK), Invictus (USA), Philadelphia Int'l (USA), T-Neck (USA).
 Carabine-Music, 124 Rue La Boetie, 75008 Paris, Tel. (01) 225 80 30. Co-Pres. Mrs. R. Drouet, Mrs. N. Labruere, Gen. & Sales Mgr. Charles Ibgui; Artistic Contact Daniel Belolo.
 Label: (Represented) Top Tape (Brazil)
 Disc AZ, 32 Rue Francois 1, 75008 Paris Tel (01) 256 76 76 Telex 290496. Pres.: Paul de Senneville; Mng. Dir. Jean-Louis Detry, Ass't to Mng. Dir. Monique Moulin, A&R Mgr. Jean Baudot.
 Labels: (Owned) AZ, (represented) 20th Century (USA).
 E M I, see Pathe Marconi EMI
 Elektra, see WEA Filipacchi
 Epic, see CBS.
 K-tel Int'l (France) & Co., 42-44 Rue Lamarck, 75018 Paris, Tel (01) 076 41 99 Dir. Gen. Mark Rosenfield
 Mercury, see Phonogram
 Musidisc-Europe, 99 Rue de la Republique, 92801 Puteaux, Tel 775 10 82 Telex 63946 Pres Dir Gen Philippe Thomas; Artistic Dir.: Arnauld de Froberville, Promo Dir.: Andre Joubert.
 Labels: (Represented) Cadet, Chess, Fantasy, Janus (all USA)
 Pathe Marconi EMI, 19 Rue Lord Byron, 75008 Paris, Tel (01) 225 53 00 Pres. Francois Minchin, Dir Gen Michel P. Bonnet
 Labels: (Owned) Pathe Marconi, EMI, (represented) ABC (USA), Durium (Italy), Invictus (USA), Magnet (UK), Milestone (USA), PDU (Italy), RAK (UK), Soul (USA), Tamla (USA).
 Philips, see Phonogram
 Phonogram SA, 24 Blvd. de l'Hopital, 75005 Paris, Tel (01) 707-7528. Pres. Louis Hazan, Gen Mgr Jacques Caillart; Sales Mgr. Marc Grandemange, Prod Mgr. Roger Maruani.
 Labels: (Owned) Mercury, Philips, (represented) Haven (USA), Island (UK)
 Polydor SA, 2 Rue Cavallotti, 75882 Paris Cedex 18 Tel (01) 522 05 39 Telex 650522. Mng. Dir. Jacques Kerner; Sales Mgr. Marcel Mangin, Creative Servs. Mgr. Andre Asseo.
 Labels: (Owned) Polydor, (represented) Chelsea (USA), Cube (UK), GTO (UK), Gull (UK), RSO (USA), Phil Spector Int'l (USA), State (UK), UK (UK)
 R C A SA, 9 Av. Matignon, 75008 Paris Tel (01) 359 92 60. Mng. Dir. Francois Dacla; Mktg. Mgr.: Marc Exiga; Sales Mgr.: Claude Caumeau.
 Labels: (Owned) RCA, (represented) Fania, Flying Dutchman, Kudu, Midland Int'l, TK, Tom Cat (all USA).
 Societe Francaise du Son, 30 Rue Beaupon, 75008 Paris, Tel (01) 924 19 01 Pres. E.W. Pelgrims de Bigard.
 Labels: (Represented) Decca (UK), Deram (UK), London (USA), Threshold (UK)
 United Artists (France) SA, 48 Av. Victor Hugo, 75783 Paris Cedex 16, Tel. (01) 727 89 19 Telex 610617 LIA. Pres.: Eddie Adams.
 Labels: (Owned) Blue Note, United Artists.
 Vogue PIP (Productions Int'l Les Phonographiques), 82 Rue Maurice Grandcoing, 93430 Villetaneuse Tel (01) 752 73 00. Cable VOGDISC, Telex 620380. Pres. Leon Cabat; Gen Mgr. Cesar Rossini, Exec. & Mktg. Mgr. Andre Vidal, Sales Mgr. Simon Cabat, Int'l Label Mgr. Jean-Noel Bourdier.
 Labels: (Owned) Vogue, (represented) Font-Cetra (Italy), GNP Crescendo (USA), Pye (UK), Roadshow (USA), Roulette (USA), Scepter (USA), Som Copacabana (Brazil)
 WEA Filipacchi Music, 70 Av. des Champs-Elysees, 75008 Paris, Tel (01) 359 12 90. Pres. Daniel Filipacchi, Gen. Mgr.: Bernard de Bosson; Sales Mgr. Geoffroy du Laz.
 Distribution & accounting branch: 93 Montreuil, 18-30 Rue St Antoine
 Labels: (Owned) Asylum, Atco, Atlantic, Elektra, Warner Bros., (represented) Bronze (UK), Chrysalis (UK), Curton (USA), Manticore (UK), Rolling Stones (USA).
 Warner Bros., see WEA Filipacchi

● disco equipment & services

Acousmat, 22 Rue St. Ambroise, 75011 Paris Tel (01) 357 16 97. Pres.: Michel Guedj
 Product **Audio**—APOLLO Mixers, Equalizers, Noise Reducers, ACOUSMAT Amplifiers, HOLMCO Microphones (Dynamic).
 Ampex, 17-23 Rue du Dome, 92100 Boulogne Tel (01) 609 91 55 Telex 250025.
 Product **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic), **Projection Systems**—Video Tape Recorders.
 Cabasse, Zone Industrielle de Kergonan, 29200 Brest, Tel (98) 02 14 50. Pres. Georges Cabasse
 Product **Audio**—Mixers, Amplifiers, Pre-Amplifiers, Speakers
 Canetti, 16 Rue d'Orleans, 92200 Neuilly-sur-Seine Tel 722 06 57
 Product **Audio**—NEUMANN Microphones (Condenser).
 Cineco, 72 Av. des Champs-Elysees, 75008 Paris, Tel (01) 256 11 94
 Product **Audio**—SHURE Mixers, Amplifiers, Styl-Pickup, Microphones (Dynamic & Ribbon), Equalizers DYNACO Amplifiers, SAE Amplifiers, Speakers, Equalizers, KLIPSCH Speakers, BIC Turntables, CINECO Turntables, FERROGRAPH Tape Recorders, SOUND CRAFTSMEN Equalizers, dbx Noise Reducers
 Comedis (Compagnie Europeenne de Distribution), 24 Rue Condorcet, 94430 Chenneviere Sur Marine Tel 933 72 26. Co-Pres. Mr Cohen, Mr Rozanes, Int'l Mgr. J.J. Keller
 Product **Audio**—ECLER Mixers ARMSTRONG Amplifiers, Pre-Amplifiers, Tuners, Receivers, MARTIN Speakers, PHONIA Speakers, Microphones, Headphones, JELCO Tonearms, Phono Cartridges, Styl-Pickup, Lighting—ECLER Color Organs, Dimmer Boards
 Comel (Construction Musicale Electroacoustique), 6 Rue R. Dubost, 92230 Gennevilliers Tel (1) 793 65 12. Pres. G. Mori, Sales Mgr.: P. Bouvier, Technical Mgr. M. Barbier-Lambert.
 Product **Audio**—MUSIQUE INDUSTRIE (MI) Mixers, Amplifiers, Speakers
 Elipson, 1 Rue Froide, 92220 Bagneux, Tel (1) 735 99 10. Pres. C.B. de la Tour, VP J. Gauglin.
 Product **Audio**—Speakers, Noise Reducers
 Elna, 18-20 Rue de Val-Notre Dame, 95100 Argenteuil Tel 982 29 73.
 Product **Audio**—SCHOEPS Microphones.
 Ets Diedrichs, 54 Rue Rene Boulanger, 75010 Paris, Tel (01) 607 10 77
 Product **Audio**—THORENS Turntables
 Film & Radio, 6 Rue Denis Poisson, 75017 Paris Tel (01) 755 82 94.
 Product **Audio**—GARRARD Speakers, Turntables, JENSEN Speakers, Headphones, HIGH TONE Headphones.
 Freevox, 18 Rue de Nemours, 75011 Paris, Tel (01) 357 99 90
 Product **Audio**—Mixers, Amplifiers, Speakers, Equalizers.
 Harman-France, 21 Rue de l'Alouette, 94160 St. Mande Tel (1) 374 58 36. Pres. Jean G. Paloque, Prof. Div. Mgr. Philippe Rouaud.
 Product **Audio**—TEAC/TASCAM Mixers, Tape Recorders, JBL Amplifiers, Speakers, RABCO Turntables, EMPIRE Styl-Pickup
 Hi-Fa, 90 Rue de Bagnoux, 92120 Montrouge Tel 655 44 32 Telex 200204 Contact J. Cottillon
 Product **Audio**—STAX Amplifiers, Headphones, YAMAHA Amplifiers, Speakers, Headphones
 High Fidelity Servs SA, 14 Rue Pierre Semard, 75009 Paris Tel (01) 285 00 40
 Product **Audio**—ALTEC-LANSING Mixers (10-6 Inputs, 2-1 Outputs), Amplifiers, Speakers, Microphones (Condenser, Dynamic & Ribbon), Equalizers, **Planning/Construction**—Consultants, Designers & Installers (Audio).
 Koss Sarl, Immeuble Sogaris, Gare Routiere, 94524 Rungis-Cedex Tel: 677 04 56 Pres. Daniel Guy, Sales Mgr. Jean-Claude Carre
 Product **Audio**—Headphones
 Melodium SA, 296 Rue Lecourbe, 75015 Paris Tel (01) 532 50 80. Pres. Robert de Luca
 Product **Audio**—Amplifiers, Speakers, Microphones (Condenser, Dynamic & Ribbon), Headphones
 Nanopulse Labs., 32 Rue de Villeneuve, 92110 Clichy Tel (01) 270 30 90. Pres. Michel Wetzel.
 Product **Audio**—NANOPULSE Mixers, Amplifiers, Pre-Amplifiers, Equalizers, Noise Reducers, BRENNEL Tape Recorders
 Philips SA, 64 Rue Carnot, 92154 Suresnes Tel (01) 772 51 00
 Product **Audio**—Mixers, Amplifiers, Speakers, Turntables, Tape Recorders, Microphones (Condenser & Dynamic), Equalizers, Noise Reducers, Headphones, **Projection Systems**—Film/Video Projectors, Video Tape Recorders
 Quadra Universal SA, 56 Rue d'Auteuil, 75016 Paris Tel (01) 224 76 74 Owner & Pres. Francois Dentan, Sales Mgr. Jean Hulot
 Product **Audio**—LOCKWOOD Speakers, CBS SQ Decoders & Demodulators
 R E D (Recording Electronic Design) 3 Rue du Telegraph, 75020 Paris Tel (01) 636 73 10 Gen. Mgr. Gerard Busset.
 Product **Audio**—AUDIO DEVELOPMENT Mixers, RED Amplifiers, Noise Reducers, CALREC Microphones (Condenser & Dynamic), WHITE Equalizers
 Record Source Int'l (RSI), 14 Rue Singer, 75016 Paris Contact Olivier Zameczkowski (Record Services)
 Redtrec, 27 Rue du Progres, 93107 Montreuil, Tel 328 25 80 Telex 28823 Gen Mgr. Y Le Bar
 Product **Audio**—MIDAS Mixers, OTARI Tape Recorders, AKG Microphones, Headphones.
 Schaeffer, Riesser & Co., 14 Rue Marbeuf, 75008 Paris Tel (01) 225 00 24 Sales Mgr. Jean Plancharde
 Product **Audio**—KLEIN & HUMMEL Amplifiers, Equalizers, REVOX Tape Recorders, BEYER Microphones

Headphones, NAKAMICHI Microphones, UNIVERSAL AUDIO Equalizers, DOLBY Noise Reducers
 Schlumberger (Compteurs) Audio Professional Dept., 296 Av. Napoleon Bonaparte, 92505 Reuil Malmaison Tel 977 92 23 Dir. G.C. Chazot, Ass't Dir. P. Jailliet; Mktg. Mgr. J.L. Moronvalle
 Product **Audio**—Mixers (6 Inputs, 2 Outputs) Amplifiers, Pre-Amplifiers, Speakers (& Speaker Systems w/ Amplifiers), Turntables, Tape Recorders, Equalizers
 Siemens SA, 39-47 Blvd d'Ornano 93200 St. Denis Tel 820 61 20
 Product **Audio**—SIEMENS Mixers, Amplifiers, Speakers, Turntables, Styl-Pickup, Tape Recorders Microphones, Headphones **Projection Systems**—BAUER Film/Movie Projectors, SIEMENS Video Tape Recorders
 Simplex Electronics, 48 Blvd de Sebastopol, 75003 Paris Tel (01) 278 15 50
 Product **Audio**—ISOPHON Speakers NAGRA Tape Recorders, TELEFUNKEN Tape Recorders, SENNHEISER Microphones.
 Sonag, 50 bis Rue Labrousse, 75015 Paris Tel (01) 532 64 17 Pres. J. Gueguen, Sales Mgr. P. Antonini
 Product **Audio**—Mixers, Amplifiers, Equalizers
 Studer France, 12/14 Rue Desnouettes 75015 Paris Tel (01) 533 58 58 Pres. O. Mikoska; Sales Mgr. C. Rambault
 Product **Audio**—STUDER Mixers, Amplifiers, Tape Recorders, Microphones (Condenser), Equalizers EAB Mixers, EMT Turntables, Styl-Pickup, Noise Reducers, NTP Equalizers.
 Studio Equip. SA, 19 Rue Poussin, 75016 Paris Tel (01) 647 64 01 Pres. Francois Denton
 Product **Audio**—INTERFACE Mixers QUAD EIGHT Mixers, Equalizers, Noise Reducers, SOUND CRAFT Mixers BGW Amplifiers, Pre-Amplifiers, ELECTRO-VOICE Microphones (Condenser & Dynamic), BARTH Equalizers MCI Equalizers, Noise Reducers
 3 M France, 135 Blvd. Serurier, 75019 Paris Tel (01) 202 80 80. Pres. Peter Danos, Mktg. Mgr. Nicole Chaumet, Sales Mgr. Serge Lobbe
 Product **Audio**—AUTOMATED PROCESSES Mixers, Amplifiers, Equalizers, WESTLAKE AUDIO Speakers, 3M Tape Recorders: AUDIO & DESIGN & PULTEC Equalizers, BURWEN & dbx Noise Reducers.
 Tradelec, 9 Av. de la Porte-de-la-Plaine 75015 Paris Tel (01) 531 51 37 Pres. Claude Laurent
 Product **Audio**—AVAB Mixers (8 Inputs, 4 Outputs), Equalizers, STANCOIL Mixers (10-5 Inputs, 4-2 Outputs), Noise Reducers, SANREN Amplifiers, FILTEK-LABO Equalizers

GERMAN FEDERAL REPUBLIC (WEST)

● record companies with disco product

Arrola-Eurodisc GmbH Steinhauserstr. 3, D-8000 Munich 80 Tel (089) 41-36-1 Telex 523487 euro D Co-Pres. Monty Lueftner, Friedrich Schmidt, VP Dr Wolfgang Wegmann, Sales Mgr. Hans Knappe Heinz Holle Adv & Promo Albert Czapski
 Labels: (Owned) Arrola, (represented) ABC (USA) A&M (UK, USA), Blue Thumb (USA), Bronze (UK) Caroline (UK), Creole (UK), DJM (UK), Dark Horse (UK) Dynamio (USA), Ember (UK), H&L (USA) Hot Buttered Soul (USA), Island (UK), Magnet (UK), Manticore (UK), Ode (UK, USA), President (UK), Pye (UK), Virgin (UK)
 Atco, see WEA
 Atlantic, see WEA
 Aves, see Metronome
 Axxis Music GmbH Arabellastr. 5 139, D-8000 Munich 81 Tel (089) 9232-2700 Telex 522933 Chief Exec Helga Dickmann, Gen. Mgr. George Naschke
 Label: Oasis
 B A S F Aktiengesellschaft, Musik, Gottlieb Damielstr. 10 D-6800 Mannheim Tel (0621) 4-00-81 Telex 462621
 Labels: (Owned) BASF (represented) Splash (UK)
 Bellaphon Recs., Riedel & Co. KG, Mainzer Landstr. 87-89 D-6000 Frankfurt/Main Tel (0611) 23-08-01 Telex (04) 16046 Pres & Gen. Mgr. Branko Zivanovic, Sales Mgr. Theo P. Pitzer, Promo Gerd Feichtinger, Bellaphon Import Serv. Mgr. Winfried Merkle
 Labels: (Represented) Bang, Cadet Chess, Fantasy GNP Crescendo, Janus, Milestone, Roulette, Virgo (all USA), Vogue (France) Young Blood (UK)
 Blue Note, see United Artists
 CBS Schallplatten GmbH, Bleichstr. 64-66 D-6000 Frankfurt/Main 1 Tel (0611) 13051 Mng. Dir. Rudolf Wolpert Mktg. Sales Sr. Dir. Michael H. von Winterfeldt
 Labels: (Owned) CBS, Epic, (represented) Invictus Philadelphia Int'l (both USA)
 Capitol, see EMI Electrola
 Columbia, see EMI Electrola
 Decca, see Teldec
 Deutsche Grammophon Gesellschaft mbH (DGG) (sub of Polydor Int'l GmbH), PO Box 30 1240, Hohe Bleichen 14-16, D-2000 Hamburg 36 Tel (040) 359-61 Telex (02) 163923
 Labels: (Owned) Polydor, (represented) Chelsea (USA) DJM (UK), GTO (UK), RSO (UK), Ring-O (UK) Phil Spector Int'l (USA), State (UK), UK (USA)
 Deutsche Oversea Recs GmbH, Muntpratstr. 18 D-7750 Konstanz
 Labels: (Represented) Durium Font-Cetra (both Italy) EMI Electrola GmbH Maarweg 149, D-5000 Cologne 41 Tel (0221) 4-90-21 Cable ELECTROLATON Telex 8881290 Mng. Dir. Wilfried Jung, A&R Dir. Guen-

International

ther Ilgner. Mktg & Dist n Dir Dr Bernhard Krajewski.
Int'l A&R Helmut Fest
Labels: (Owned) Capitol, Columbia, (represented) Arista (USA), Bell (UK), Brunswick (USA), Casablanca (USA), Dakar (USA), Gordy (USA), Motown (USA), Pickwick (USA), Private Stock (USA) RAK (UK), Rare Earth (USA), Rocket (UK), Soul (USA), Tamia (USA)
Elektra/Asylum, see WEA
Epic, see CBS
Intercord Tongesellschaft mbH, Aixheimerstr. 26, D-7000 Stuttgart 75 Tel (0711) 47-51-41 Mng Dirs, Dr Udo Unger Herbert Nabbeled. Mktg Mgr Ingo Kleinhammer, Sales Mgr. Volker Bell
Labels: (Represented) BBC, Cube, Gull (all UK).
Jupiter-Recs GmbH & Co KG, Pelargonienweg 41 D-8000 Munich 70 Tel (089) 714-30-63 Telex 522 946
K-tel Int'l GmbH, Postfach 630126 Schlitzerstr 4-8, D-6000 Frankfurt/Main Tel (0611) 41-01-91 Telex (04) 17292 Pres Philip Kives, Gen Mgr Garry Kives, Mktg Mgr Martin Krissel
Lollipop Recs, Leopoldstr 42 D-8000 Munich 40 Tel (089) 39-77-95, 950-35-32 Gen Mgr Ingo Klingbeil, Creative Dir Juergen S Kordeultsch
Label: (Represented) Salsoul (USA)
Helmut Marcuse (Schallplatten-Import) Thomasiusstr 8 D-6000 Frankfurt/Main 1 Tel (0611) 43-97-94, 44-10-22 Telex 4189306
Labels: (Imported) Pickwick (France UK, USA)
Mercury, see Phonogram
Metronome Recs GmbH Hammerbrookstr 73, D-2000 Hamburg 1 Tel (040) 24-12-61 Telex 02 162520 Mng Dir & Gen Mgr Dr Gerhard Weber A&R Mktg Mgr Klaus Ebert, Sales Mgr Heiner Wieland, Int'l Prod Mgr Rolf Enoch
Labels: (Owned) Metronome, (licensed) Aves (represented) Amadeo (Austria), Barclay (France) Buddha (USA), Euro-Music (Italy), Kudu (USA), Ricordi (Italy), Ri-Fi (Italy) Riviera (France), Sonet (Sweden, UK), Specialty (USA)
Miller Int'l Schallplatten GmbH Justus von Liebig-Ring 2-4 D-2085 Quickborn Tel (04106) 50-05
Label: (Represented) Damont (UK)
Oasis, see Axis
Philips, see Phonogram
Phonogram GmbH Roedingsmarkt 14, D-2000 Hamburg 11 Tel (040) 36-30-91 Mng Dir Oskar Dreschler, Gen A&R Mgr Juergen Saueremann Gen Mktg Mgr Johann Speyer Finance & Admin Mgr Heinz Kamowski, Sales Mgr Claus Heesch
Labels: D-5000 Cologne 30, Aussere Kanalstr 12 Tel (0221) 54-10-21—D-6000 Frankfurt/Main, Taunusstr 40-42 Tel (0611) 23-00-21—D-2000 Hamburg 1, Wendenstr 25 Tel (040) 24-80-51—D-8000 Munich 2, Brenneerstr 41 Tel (089) 59-85-85
Labels: (Owned) Mercury, Philips (represented) Chrysalis, (UK), Haven (USA)
Polydor, see Deutsche Grammophon Gesellschaft & Polydor Int'l
Polydor Int'l GmbH, Harvestehuder Weg 1-4, D 2000 Hamburg 13 Tel (040) 44-18-11 Telex 021-2434 Pres Dr Werner Vogelsang, Sr VP J Dieter Bliersbach, VPs Jan C van Houten, Roland Kommerell, Walter Steinschomburg Pop Music Dir Mike Hales, Tape Mktg Mgr Hinrich Behnke, Creative Servs Mgr Pali Meller Marcovicz PR Mgr Andrew Tat
Labels: (Owned) Polydor, (represented) Babylon Chelsea, De-Lite, GTO, RSO, Ring-O Phil Spector Int'l State
RCA Schallplatten GmbH Osterstr. 116 D-2000 Hamburg 19 Tel (040) 491-0011 Telex 02-14193 Mng Dirs Hans-Georg Baum, Wolfgang Grandinger, Nat'l Pop Mgr Clemens Krauss Int'l Pop Prod Mgr Jimi Boyks
s k y recs, Musik-Produktions & Vertriebsgesellschaft mbH & Co., Quuedinburger Weg 4, D-2000 Hamburg 61 Tel (040) 551-26-41 Chief Execs Guenter Koerber, Hans-Joachim Viehr, Frank-Michael Wiegand, Gen Mgr Guenter Koerber, Sales Mgr Frank-Michael Wiegand, Promo Dir Michael Frommhold,
Label: (Represented) Annut Coepts (USA)
Teldec Telefonen-Decca Schallplatten GmbH, Heussweg 25 D-2000 Hamburg 19 Tel (040) 4-01-91 Telex 021 3545 Mng Dirs Kurt Richter Gerhard Schulze
Labels: (Owned) Telefonen, Decca (represented) Decca (UK) Deram (UK) Hi (USA), London (USA), MCA (USA) Mainstream (USA), Threshold (UK)
Telefunken, see Teldec
United Artists Recs GmbH Postfach 201, D-8000 Munich 22 Tel (089) 22-13-61 Cable LIBERTYA, Ass t Mng Dir Fritz Schnebel A&R Gaby Richt, Sales Export Mgr Birgitta Wessel
Labels: (Owned) United Artists, Blue Note
W E A Musik GmbH, Gustav-Freytagstr 13-15 D-2000 Hamburg 76 Tel (040) 220-14-81 Telex 214881 Mng Dir Siegfried E Loch A&R Dir Juergen Otterstein Admin, Dir Klaus Ollmann, Sales Mgr Uwe Scharfenberg, Warner Bros Label Mgr Killy Kumberger, Atlantic, Elektra Asylum/NoneSuch Label Mgr Henning Hansen
Branch: D-1000 Berlin 31, Albrecht Achillestr 52 Rep Gerd Rehn
Labels: (Owned) Atco Atlantic Elektra/Asylum Warner Bros (represented) Curtom Nempor (both USA)
Warner Bros, see WEA

● disco equipment & services

A K G (Akustische & Kino-Geraete) GmbH, Bodenseestr 226-230, D-8000 Munich 60 Tel (06089) 87-00-11 Pres Hans Gemperle, Sales Mgr Wolfgang John
Product **Audio**—Mixers, Speakers, Styl—Pickup, Tape Recorders, Microphones (Condenser & Dynamic) Headphones

D-70

Ampex Europa GmbH, Walter-Kolbstr. 9-11 D-6000 Frankfurt/Main Tel (0611) 6-05-81 Telex 413774
Product **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic), **Projection Systems**—Video Tape Recorders
Audiolive, Kythaeuserstr 10/46-48 Cologne 1 Tel (0221) 23-09-10 430-14-25 Owner Klaus Schoenbohm
Product **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders
Ruediger Barth KG, Elektronik & Akustik, Grillparzerstr 6A, D-2000 Hamburg 76 Tel (040) 229-8883 Pres Ruediger Barth, Adv Mgr Frau Jacobssen
Product **Audio**—BARTH Mixers (24 Inputs 8 Outputs) Amplifiers, Pre-Amplifiers, Equalizers MCI Tape Recorders, BEYER NEUMANN & SCHOEPS Microphones, DOLBY & dbx Noise Reducers
Eugen Beyer Elektrotechnische Fabrik, Postfach 1320, D-7100 Heilbronn Tel (07131) 82-348 Telex 728771
Product **Audio**—Microphones (Condenser, Dynamic Ribbon, Wirelless), Headphones
Dyncord, Semensstr 41-43 D8400 Straubing
Product **Audio**—Mixers, Disk Jockey Units/Decks Amplifiers, Speakers
Electrosonic GmbH, Erkratherstr 105 D-4000 Dusseldorf, Tel (0211) 77-10-71 Pres, Robert S Simpson, Sales Mgr Christa Boeker
Product **Audio**—Mixers
Franz Vertriebsgesellschaft mbH, PO Box 1520 D-7630 Lahr Tel (07825) 512 Pres Erich Vogl, Sales Mgr Gerhart Lischke
Product **Audio**—EMT Turntables Noise Reducers
Grundig AG, Kurgartenstr 37, D-8510 Furth/Bayern
Product **Audio**—Microphones Headphones
Georg Neumann GmbH, Charlottenstr 3, D-1000 Berlin 61 Tel (030) 251-4091 Chief Execs Guenter Luetzendorf, Wolfgang Weiss, Sales Mgr Hans-Burkhard Sumowski, Adv Mgr & Eng Ernst Weiss
Product **Audio**—Disk Jockey Units/Decks, Microphones (Condenser)
Safex Tontechnik GmbH & Co Burgerstr 13, 75 Karlsruhe 1
Product **Games**—UBI Video Electronic (Cocktail Table), Bowling, Billiards/Pool.
Stiers Unterhaltungselektronik GmbH, Riedlstr 2, D8000 Munich 22, Tel (089) 22 16.96, Contact Dennis L Stiers (Importer)
Product **Audio**—Amplifiers, Pre-Amplifiers Microphones, **Lighting**—Color Organs, Strobes, Ultraviolet/Blacklight, Spor, **Visual Materials**—Slide Libraries, **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments; **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines, Beacons, Police Sirens.
T F E (Ton-Film-Elektroakustik) Studio, Postfach 154, Weinstr 104, D-6730 Neustadt Tel (06321) 84-261.
Product **Audio**—Mixers
Telefunken Fernseh & Rundfunk GmbH, PO Box 21345, D-3000 Hannover-Linden
Product **Audio**—Microphones, Headphones

ITALY

● record companies with disco product

Aris Ed Musicali & Discografiche, Via Eleonora Pimentel 2, 00195 Rome Tel (06) 311.979, 312 296 Cable DISCARIS Artistic Dir & Gen Procurator Aldo Pomilia; Gen Mgr Isabel Garcia Hernandez, Sales Mgr Mario Fiorillo, Musical Adviser & Label Mgr Claudio Tallino
Labels: (Owned) Aris, (represented) Satrl (UK)
Ariston SRL, Via M. Gorki 21, Strada Zivido, 20098 San Giuliano (Milan), Tel. (02) 98.46.974, Sales Mgr Riccardo Benini, Int'l Mgr Graham Johnson
Branch: 00195 Rome, Via Cantore 17 Tel (06) 386.250
Labels: (Represented) H&L (USA), Scepter (USA)
Asylum, see WEA
Atlantic, see WEA
C B S-Sugar Compagnia Generale del Disco SpA, Via Quintiliano 40, 20138 Milan Tel (02) 50 84 Cable COL-REC Telex 35063 Pres Ladislav Sugar, Exec, Gen Mgr Piero Sugar, Sr Dirs Franco Crepax, Sandro DeIor Giuseppe Giannini
Labels: (Owned) CBS, Epic, (represented) ABC, Blue Note, Blue Thumb Brunswick, Invictus, Kudu, MCA Philadelphia Int'l, United Artists (all USA), Bradley's Gull (both UK)
Capitol, see EMI
Carosello CEMED Recs & Tapes, Galleria del Corso 4, 20122 Milan Tel (02) 794 746 Pres, Giuseppe Gramitto Ricci, Gen Mgr Mario Rapallo
Labels: (Owned) Frog, (represented) De-Lite (USA), Routlette (USA)
Decca Dischi Italia SpA, Via Brisa 3, 20123 Milan Tel (02) 874 048, 862 057
Labels: (Owned) Decca, Deram, London (represented) Threshold (UK)
Deram, see Decca
Durium SpA, Via Manzoni 40/42 20121 Milan Tel (02) 701 0108 1705 Pres & Gen Mgr Krikor Mintangian, A&R Aurelio Ajroldi, Sales Mgr Amleto Silvestri, Exec Int'l Mgr Elisabet Mintangian
Labels: (Distributed) Napoleon, (represented) Jupiter (Germany)
EMI Italiana SpA, Via Bergamo 315, 21042 Caronno Pertusella (Varese) Tel (02) 96.50 701 Cable EMITALL SA-RONNO Telex 33679 Mng Dir John Bush, Financial Dir Marco Bignotti
Branch: 00144 Rome, Viale dell'Oceano Pacifico 46

Tel (06) 59 17 404/703 Cable EMIGRAM Telex 68233
Labels: (Owned) EMI, Capitol, (represented) Arista, Bell, Casablanca Magnet, Private Stock RAK, Rocket
Elektra, see WEA
Epic, see CBS-Sugar
Fiorenzo SpA, Via Giuseppe di Vittorio 32, 20094 Corsico (Milan) Tel (02) 4482 Contact C Colacicco (Importer, Promoter)
Font-Cetra SpA, Via Bertola 34, 10122 Turin Tel (011) 57 53 Pres Renato Zaccone, Gen Mgr Giuseppe Lamberto, A&R Dir Mario Zanoletti Int'l Dante Notti
Branch: 00153 Rome, Via Pietro Roselli 4
Labels: (Owned) Fantasy (USA), Magnet (UK) Milestone (UK), Vogue (France)
Frog, Carosello.
London, see Decca
Mercury see Phonogram
Omnia SpA, Galleria del Corso 4, 20122 Milan Tel (02) 702 466 701 168 Mng Dir Marcello Minerbi.
Label: (Owned) Napoleon (distributed by Durium)
P D U Italiana SpA, Via Senato 12, 20100 Milan Tel (02) 790 971, 783 114 Telex 25111 Pres G Spess, Gen Mgr Roy Tarrant
Label: (Represented) Reggae Discotheque
Philips see Phonogram
Phonogram SpA, Via Borgogna 2 20122 Milan Tel (02) 796 541 Telex 34096 Mng Dir Alain C Trossat
Labels: (Owned) Mercury, Philips, Polydor (represented) Chelsea (USA), GTO (UK), Haven (USA), RSO (UK) Ring-O (UK), Phil Spector (UK), State (UK) 20th Century (USA)
Polydor, see Phonogram
RCA SpA, PO Box 7158, 00100 Rome, Via Tiburtina, Km 12 00131 Rome Tel (06) 416 041 Telex 61428
Labels: (Owned) RCA Int'l; (represented) Flying Dutchman (USA)
Record Source Int'l (RSI), Piazzale Loreto 9, Milan Tel 28.29 158 Contact Germano Ruscitto (Record Services)
Ricordi SpA (Dischi), Via Berchet 2, 20121 Milan Tel (02) 88 81 Pres Gianni Babini, Mng Dir Guido Rignano
Labels: (Owned) Ricordi, (represented) A&M (USA), Bronze (UK), Buddha (USA), Chrysalis (UK), DJM (UK), Dark Horse (UK), Island (UK), Mainstream (USA), Mantecore (UK), Ode (USA)
Ri-Fi Rec Co, SpA, Corso Buenos Aires 77, 20124 Milan Tel (02) 273 641, Mng Dir & Gen Mgr Giovanni Battista Anselmi, Int'l Mgr Gianfranco Finamore
Labels: (Represented) Motown, Rare Earth, Tamla (all USA), Ember (UK).
Saar SRL, Viale di Porta Vercellina 14, 20123 Milan Tel (02) 46 96 251 Pres Walter Guertler, Gen. & Sales Mgr Sergio Balloni.
Spark Italiana SRL, Piazza del Liberty 2, 20121 Milan, Tel (02) 796 180 Mng Dir, Alberto Carisch Sales Mgr, Romeo Frumento; Admin Mrs J Olmi
Labels: (Owned) Spark, Blue Jean
W E A Italiana SpA, Galleria del Corso 4, Milan Tel (02) 780-856, 780 471 Cable WEAMIL Mng Dir Giuseppe Velona.
Labels: (Owned) Asylum, Atlantic, Elektra, Warner Bros Warner Bros, see WEA.

● disco equipment & services

A E G-Telefunken SpA, Via Pirelli 12, 20124 Milan Tel (02) 62 66 Pres Dr. F Angeloni, Sales Mgr L Tringali, Electroacoustical Dept Chief Angelo Bosco
Product **Audio**—TELEFUNKEN Mixers, Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Microphones (Condenser, Dynamic & Ribbon), Equalizers, Noise Reducers.
Ampex Italiana SpA, Via Flavio Domiziano 10, 00145 Rome Tel (06) 513 8341 Telex. 61492
Branch: 20121 Milan, Via Turati 6 Tel (02) 65 15 41, Telex 35246.
Product **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic), **Projection Systems**—Video Tape Recorders.
Audio Prods Int'l, Via G Spontini 3, 20131 Milan Tel (02) 27 38 96, 22 81-20 Pres G Munafio, Sales Mgr Roberto Bepato
Product **Audio**—INTERFACE Mixers, STUDER Mixers, Tape Recorders, TRIDENT Mixers, EASTLAKE Amplifiers Speakers, NEUMANN Microphones (Condenser), ORBAN PARASOUND Equalizers, DOLBY Noise Reducers, CBS SQ Decoders & Demodulators
Davoli Krundaal, Via F Lombardi 6-8, 43100 Parma Tel (0521) 73606
Product **Audio**—Mixers, Amplifiers, Speakers, Microphones.
Exhibo Italiana SRL, Via F Frisi 22, 20052 Monza Tel (039) 36 00 21 Pres Dr. Anguissola D Altoe, Sales Mgr Ing Granito
Product **Audio**—FAYLON Mixers, Equalizers, STELLA-VOX Mixers, Tape Recorders, SENNHEISER Amplifiers, Microphones (Condenser & Dynamic), Headphones.
HiFi Galactron Int'l, Via Quarto Negroni 18, Rome Gen Mgr M Romita, Sales Mgr E. Biji, Adv Mgr G. Lojodice
Product **Audio**—Mixers, Amplifiers, Pre-Amplifiers, -Tuners, Equalizers
Italtel Societa Italiana Telecomunicazioni SpA, Via Alessio di Toccoville 13, 20154 Milan Tel (02) 43861.
Product **Audio**—Mixers, Amplifiers, Speakers, Equalizers
Labocustica SRL, Via Luigi Settembrini 9, 00195 Rome Tel (06) 355.506, 381 965
Product **Audio**—TATE Mixers, SQ Decoders & Demodulators; WHARFEDALE Speakers, NAGRA Tape Recorders, Microphones (Condenser Dynamic & Ribbon) AUDIO & DESIGN Equalizers, MIKROFONBAU Headphones, **Projection Systems**—EAI Visual Educom Video Tape Recorders.
Roje Telecomunicazioni SpA, Via Sant'Anatone 15, 20147

Milan. Tel: (02) 415.4141. Chief Execs.: C. Roje, E. Tunesi, Sales Mgr. Alberto Albertini.
Product. Audio—CADAC Mixers; AMT Pre-Amplifiers. Turntables, Tonearms, Phono Cartridges, KLEIN & HUMMEL Speakers, Equalizers; LYREC Tape Recorders, SCHEPS Microphones (Condenser); AUDIO & DESIGN Equalizers, Noise Reducers.
 Siemens (Societa Italiana Telecomunicazioni) SpA, Piazzale Zavattari 12, 20149 Milan. Tel (02) 43 881.
Product. Audio—Mixers, Amplifiers, Speakers, Tape Recorders, Equalizers.

JAPAN

● record companies with disco product

Asylum, see Warner Pioneer.
 Atlantic, see Warner Pioneer.
 CBS/Sony Inc., 1-4 Ichigaya-Tamachi, Shinjuku-ku, Tokyo 162. Tel: (03) 266-5801. Telex J24766. Pres. Norio Ohga; Mng. Dir. Toshio Ozawa; Gen. Mgr. Tatsu Nozaki, Sales Mgr. Shugo Matsuo.
Labels: (Represented) CBS (worldwide), Columbia, Epic, Golden Fleece, Invictus, Mainstream, Philadelphia Int'l, T-Neck, TSOP, Thunder (all USA)
 Cosdel (Japan) Ltd., Hibiya Park Bldg., 1-8-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 271-5861.
Labels: (Represented) Durium (Italy), Ranwood (USA)
 Elektra, see Warner Pioneer.
 Japan Soul Agency, Mena Co-op, 1-13-18 Ghotokuji, Setagaya-ku, Tokyo 154. Tel: (01) 426-4333 VP Kazuo Akimoto.
 K-tel Int'l (Japan) Ltd., Nihombashi Bldg., 1-2-8 Nihombashi, Tokyo 103. Tel: (03) 274-4391. Gen. Mgr. Shogo Ishii
 King Rec Co. Ltd., 5-40-8 Otsuka, Bunkyo-ku, Tokyo. Tel (03) 945-2131. Pres. Kazumitsu Machijiri, Gen. Mgr. Minoru Suzuki.
Labels: (Represented) A&M, 20th Century, United Artists (all USA); Decca (UK).
 Mercury, see Nippon Phonogram
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111 Telex 22591 Chm Kyoshi Nishi; Pres.: Takami Shobochi; Rec. Div. Dir. & Gen. Mgr. Toshio Kikutsuji; Dir. & Sales Gen. Mgr. Mitsugu Kumamoto; Admin. Mgr. Tamotsu Hanzawa, Int'l Repertoire Gen. Mgr. Toshihiko Hirahara, Int'l Repertoire Deputy Gen. Mgr. Taro Iwamoto, Licensing Mgr. Hajime Saito.
Labels: (Represented) ABC (USA), Ariola-Eurodisc (Germany), Buddah (USA), Roulette (USA), Virgin (UK)
 Nippon Phonogram Co. Ltd., Wako Bldg., 4-8-5 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 403-7511. Cable NIPHI/DISC. Pres. Nobuya Itoh; Sales Mgr. H. Koizumi; Int'l Repertoire Mgr. T. Sekiguchi.
Labels: (Owned) Mercury, Philips, (represented) Haven (USA), Microfon (Argentina).
 Pioneer, see Warner Pioneer.
 Polydor KK, 1-8-4 Ohashi Meguro-ku, Tokyo 153. Tel: (03) 462-5131. Pres. Seichiro Koh, Mng. Dir. Motosuke Tachikawa; Mktg. Mgr. Takao Mori, A&R Mgr. Yasuhiro Igarashi, Pop Label Mgr. Yataro Ibuschi.
Labels: (Owned) Polydor, (represented) Chelsea (USA), GTO (UK), RSO (UK), Ricordi (Italy), Ring-O (UK), State (UK).
 Teichiku Recs Co. Ltd., 1-2 Nishi-shimbashi, Minato-ku, Tokyo 105. Tel: (03) 502-6651 Pres. Shigeji Nanko, Gen., Int'l & Copyright Div. Mgr. Ichiro Kinoue; Sales Mgr. Minoru Ozaki.
Labels: (Represented) BBC (UK), Bradley's (UK), Pye (UK), Scepter (USA).
 Toho Recs. Co. Ltd., 1-2-1 Yuraku-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 503-9531 Pres.: Yutaka Shibayama; Gen. Mgr.: Kazuo Hasegawa; A&R Dir.: Takio Akiyama, Sales Mgr. Suehiro Yoshimura.
Labels: (Represented) Black Jazz (USA), Vogue (France).
 Tokuma Musical Inds Co. Ltd., 1-2-2 Iwamoto-cho, Chiyoda-ku, Tokyo 101. Tel: (03) 862-1381. Pres. Yasuyoshi Tokuma, Gen. Mgr. Masatoshi Kimura; Sales Mgr.: Kikumi Kuwata; Int'l Div. Chief Mgr.: Takafumi Ohkuma; Pop/Jazz Chief Dir. Daniel Nenishkis.
Labels: (Represented) Ember (UK), Strata-East (USA)
 Toshiba-EMI Ltd., 2-2-17 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 585-1111. Pres. Noboru Takamiya, Mng. Dir. H. Tsurumi, M. Kawai.
Labels: (Represented) Arista, Blue Note, Capitol, De-Lite, Private Stock (all USA), DJM, EMI, Island, RAK, Rocket (all UK).
 Victor Musical Inds. Inc., Harajuku-Piazza Bldg., 4-26-18 Jingumae, Shibuya-ku, Tokyo 150. Tel: (03) 405-5111 Cable VICRECORD. Telex 242-4293 Pres. Toshio Yagisawa, Exec. Dir. Katsunori Kasajima, Gen. Mgr. Fumio Shimazaki, Sales Mgr. Tadashi Ohtani; Int'l Mng. Dir. Shoo Kaneko
Labels: (Represented) Ariola America, Blue Thumb, Casablanca, Fantasy, H&L, Janus, MCA, Milestone, Motown, Musicor, Ranwood, Phil Spector Int'l (all USA), Durium (Italy), Trova (Argentina)
 Warner Bros., see Warner Pioneer
 Warner Pioneer Corp., Fuji Bldg., 4-10-11 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 401-7131. Cable WARBPIONEER. Telex J26876. Pres. Shin Watanabe, Mng. Dir. Jushiro Matsuda, Keith Bruce, Int'l A&R Mgr. Hiroki Imao, A&R & Promo Dir. Teisu Aoyagi.
Labels: (Owned) Asylum, Atlantic, Elektra, Pioneer, Warner Bros., (represented) Bronze (UK), LMN (France), Manticore (UK), Rolling Stones (USA)

● disco equipment & services

Aiwa Co. Ltd., 3-24-13 Yushima, Bunkyo-ku, Tokyo 113. Tel: (03) 835-1201. Pres. Yusuke Sambe, Sales Mgr. Akira Suzuki; Sales Planning Dept. Mgr. Nobuhiko Kawamura
Product. Audio—Receivers, Speakers, Turntables, Microphones (Condenser, Dynamic & Ribbon), Headphones
 Dai Ichi Tsushin Kogyo KK, 4-13-3 Osaki, Shinagawa-ku, Tokyo 141. Tel: (03) 491-2001 Pres. Yoshihiro Yamaguchi
Product. Audio—McAUDI Mixers.
 Japan Soul Agency, Mena Co-op, 1-13-18 Ghotokuji, Setagaya-ku, Tokyo 154. Tel: (01) 426-4333. VP Kazuo Akimoto.
Product. Planning/Construction—Consultants, Designers
 Matsushita Electric Ind Co. Ltd., PO Box 288, Osaka Central, 1006 Kadoma, Osaka 571. Tel: (06) 908-1121. Pres. Masaharu Matsushita.
Product. Audio—NATIONAL Mixers, Amplifiers, Speakers, Turntables, Microphones, Equalizers, Headphones, PANASONIC Mixers, Speakers, Turntables, Headphones; TECHNICS Mixers, Speakers, Turntables, Stylus—Pickup, Tape Recorders, Headphones, Projection Systems—NATIONAL & PANASONIC Video Tape Recorders.
 Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku, Tokyo 107. Tel: (03) 584-8111 Pres. Takami Shobochi, Int'l Trade Div. Deputy Gen. Mgr. Takayasu Yoshida.
Product. Audio—DENON Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, Turntables, Tonearms, Phono Cartridges, Stylus—Pickup, Tape Recorders, Decoders & Demodulators
 Otari Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167. Tel: (03) 333-9631 Pres. Masayuki Hosoda; Mgr. Koya Sano
Product. Audio—Tape Recorders.
 Primo Co. Ltd., 6-25-1 Mure, Mitaka-shi, Tokyo 181. Tel: (0422) 43-3121 Pres. Ichizo Shirota.
Product. Audio—Microphones (Condenser, Dynamic & Ribbon).
 Record Source Int'l (RSI), c/o Music Labo Inc., 4F Atlantic Bldg., 2-3-3 Azabudai, Minato-ku, Tokyo 106. Tel: (01) 585-3368. Contact Alex Abramoff. (Record Services)
 Sansui Electric Co. Ltd., 2-14-1 Izumi, Suginami, Tokyo 168. Tel: (03) 323-1111. Pres. Keizo Fujiwara; QS Research & Promo Mgr. Ryosuke Ito **Branch:** 11-23 Shimorenjaku, Mitaka-shi, Tokyo 181
Product. Audio—Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, Turntables, QS Decoders & Demodulators, Headphones.
 Sega Ent's. Inc., PO Box 63, Tokyo 149. Pres. David Rosen, VP. Harry M. Kane
Product. Games—SEGA Video/Electronic, Pinball, Arcade, WILLIAMS Pinball.
 Sony Corp., 6-7-35 Kita Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111. Pres. Kazuo Iwama, Sony Shoji Corp. Pres. Norio Ohga, Adv. Mgr. Yasuo Kuroki, Ass't Mgr. Mitsuru Ohki
Product. Audio—Mixers, Amplifiers, Speakers, Turntables, Tape Recorders, Microphones (Condenser & Dynamic), Decoders & Demodulators, Headphones. **Projection Systems**—Video Tape Recorders
 Taito Corp., Central PO Box 1164, Tokyo 100-91, 2-5-3 Hirakawa-cho, Chiyoda-ku, Tokyo. Cable EPTRA. Telex 22931.
Product. Games—Video/Electronic Arcade
 Tamura Seisakusho Co. Ltd., Foreign Dept., 1-10-3 Shinjuku, Shinjuku-ku, Tokyo. Tel: (03) 356-7211. Pres. Ituya Tamura, Sales Mgr. Junichi Noda; Adv. Mgr. Toshio Ishizaki
Product. Audio—Mixers (12-4 Inputs, 4-1 Outputs), Equalizers.
 Teac Corp., 3-7-3 Naka-cho, Musashino-shi, Tokyo 180. Tel: (0422) 53-1111. Pres.: Katsuma Tani, Sales Mgr. Norio Tamura, Adv. Mgr. Yoshio Kuroe
Product. Audio—TEAC & TASCAM Tape Recorders. **Projection Systems**—TEAC Video Tape Recorders
 Tokyo Ko On Dempa KK, 723 Futako, Takatsuki-ku, Kawasaki 213. Tel: (044) 833-0511. Pres. Tsuneo Okuyama
Product. Audio—KO ON Headphones

NETHERLANDS

● record companies with disco product

Ariola-Eurodisc Benelux BV, PO Box 6033, Kenastr. 1-3, Haarlem. Tel: (023) 31-92-90. Telex 41385, Mng. Dir. Wim Schipper, Deputy Mng. Dir.: Anton Witkamp.
Labels: (Represented) ABC (USA), A&M (USA), Blue Thumb (USA), Bradley's (UK), Bronze (UK), Dark Horse (UK), Firefly (UK), H&L (USA), Island (UK), Magnet (UK), Manticore (UK), Ode (USA), Virgin (UK)
 Asylum, see WEA
 Atlantic, see WEA.
 B A S F Nederland BV, PO Box 1019, Kadest. 1, Arnhem. Tel: (085) 71-71-71. Telex 45111. Pres. R A W. Slischer; Mgr. W. J. L. van Workum; A&R Mgr. A. C. Klimmer; Sales Mgr. G. J. Brouwer, Pub. Mgr. W. S. Hillenius; Promo. Mgr. L. T. W. Vegter.
Labels: (Represented) Dart, Pennent (both UK)
 Barclay Nederland NV, Jacobus Penneng 24, Hilversum. Tel: (02150) 4-80-46. Telex. 43013. Dir. B R Maassen.

Labels: (Owned) Barclay, Riviera; (represented) Brunswick, Buddah, Dakar, (all USA); Soul Posters (France)
 Basart Recs Int'l BV, PO Box 338, Flevoaan 41, Naarden. Tel: (02159) 4-62-66. Cable EDITORAS Telex 43191. Dir. F. Basart; Ass't Dir. Paul van Rossum, A&R Mgr. Tony Berk, Sales Mgr. B Stoppelman, Artist Relations Jose Marcello; Press Relations Willem Jan v.d. Wetering; Promo Mgr. Ton van den Bremer
Labels: (Owned) Papillon, Park, Poker, (represented) Chocolate City (USA).
 Benelux Music Inds., PO Box 70, Uilenweg 38, Weert. Tel: (4950) 3-56-40. Telex. 51285. Pres. Johnny Hoes, A&R Jacques Hoes; Gen. Mgr. Hans Timman
Labels: (Represented) Blue Jean, Spark (both UK)
 CBS Grammofoonplaten BV, Stationsplein 82-84, Haarlem. Tel: (023) 31-92-50. Cable COLRECORD Telex 41051. Gen. Mgr. John J. Vis, Sales Mgr. George Bischoff, Mktg. Bus Affairs & Special Prods. Dir. Paul F. Tesselar.
Labels: (Owned) CBS, Epic; (represented) DJM (UK), Invictus (USA), Philadelphia Int'l (USA)
 C N R (BV Grammofoonplatenmaatschappij), Rembrandtstr. 17-23, Leiden. Tel: (01710) 4-42-44. Cable CENER Telex 32686
Labels: (Represented) Ricordi (Italy), Telefunken (Germany)
 Capitol, see EMI-Bovema
 Decca Distributie BV (Hollandsche), PO Box 7104, Drentestr. 11, Amsterdam. Tel: (020) 44-08-88. Telex 12038. Mng. Dir. Bill Barents; Pop A&R Otto Vrienzberg, Mktg. Mgr. Rob Edwards, Nat'l Repertoire Rene Stokvis, Pop Repertoire Prod. Mgr. Hein Hofnagels
Labels: (Owned) Deram, London, Threshold, (represented) Bang, Hi, LeCam (all USA).
 Deram, see Decca
 Dureco (Dutch Rec. Co.), Pampuslaan 45, Weesp. Tel: (02940) 15321. Cable RECMUX Telex 14409
Labels: (Represented) Kudu (USA), Milestone (USA), Top Tape (Brazil)
 EMI-Bovema BV, Tulpenkade 1, Haarlem. Tel: (23) 31-93-80. Telex 41257. Mng. Dir. Roel R. Kruijz; Gen. Mgr. Cees den Daas; Sales Mgr. Jan Gaasterland
Labels: (Owned) EMI, Capitol; (represented) Arista, Blue Note, Fantasy, Gordy, MCA, Musicor, Private Stock, RAK, Rare Earth, Rocket, Tamla Motown, United Artists
 Elektra, see WEA.
 Epic, see CBS.
 Eriksound (Nederland) BV, Singel 104, Amsterdam. Tel: (020) 23-43-61. Telex 16065. (Distributor—tape)
Labels: (Represented) A&M, BBC, CBS, Chrysalis, DJM, Ember, Epic, GRT, Island, Janus, Pye, Spark, United Artists (all UK); Decca (Germany), RCA (Italy), Roulette (France), Telefunken (Germany), Vogue (France).
 Inelco Nederland BV, Joan Muyskenweg 22, Amsterdam 1006. Tel: (020) 93-48-24. Cable INTELECT Telex 14622. Mng. Dir. Wim Brandsteder, Gen. Mgr. Jan Mascini, Sales Mgr. Jaap Beutler, Gen. Label Mgr. Edo Peek
Labels: (Represented) Buddah (USA), Fania (USA), Flying Dutchman (USA), Gull (UK), Midland Int'l (USA), RCA (USA), Soul Train (USA), TK (USA)
 K-tel Int'l (Holland) BV, Oude Schipholweg 885, Boesingheliede, Haarlem. Tel: 02505-683/474. Gen. Mgr. Carol Foster.
 London, see Decca
 Mercury, see Phonogram BV.
 Moon Base Recs., PO Box 633, Amsterdam. Tel: (020) 93-33-97
 Negram BV Grammofoonplatenmaatschappij, PO Box 139, Bronsteeweg 49, Heemstede. Tel: (023) 28-07-50. Telex: 41625. Gen. Mgr. Edward J. de Klerk, Sales Mgr. Ger van der Meys; Promo & Local Prod. Mgr. Cor Aaftink, Gen. Label Mgr. Karel Hendriks, Import & Prod. Mgr. Fred Schroeder, Export Mgr. Theo Roos
Labels: (Represented) Bell (UK), Cadet (USA), Casablanca (USA), Chess (USA), Janus (USA).
 Papillon, see Basart
 Park, see Basart.
 Philips, see Phonogram BV
 Phonogram BV, Drentestr. 11, Amsterdam-Butenveldert. Tel: (020) 44-08-88. Telex 12038. Mng. Dir. Bill Barents, Admin'r. Floor Wijnagard, Mktg. Mgr. Rob Edwards; Pop Prod. Mgr. Otto Vrienzberg; Prod. Mgr. Ruud Roeben, Rob Greve, Kees Baas; Nat'l Repertoire Rene Stokvis
Labels: (Owned) Mercury, Philips, (represented) All Platinum (USA), Big Tree (USA), Chess (USA), Chrysalis (UK), Decca (UK), Dial (USA), Haven (USA), 20th Century (USA).
 Phonogram Int'l BV, Gerrit van der Veenlaan 4, Baarn. Tel: (2154) 1-99-11. Cable PHONINT Telex 43400. Pres. Pieter R. Schellevis, Sr. VP. Willem L. Zalsman; VP's: Willem Back, Joop Bunnink, Jan van Houten, Reinhard Klaasen, Rob Stuyt, Ernst van der Vossen
 Poker, see Basart.
 Polydor BV, Verryn Stuurtaan 36, Ryswyk. Tel: (070) 90-76-00. Telex 31481. Gen. Mgr.: Evert Garretsen, Nat'l A&R Dir. Gerit den Braber; Prod. Mgr.: Nico van Biemen, Mktg. Mgr. Bob Spits, Sales Mgr. Jan Zandhuis, Label Mgr. Harry Knipschild, Jerry Voisin, Jan van Bart, Adv. Wim Trow
Labels: (Owned) Polydor, (represented) Chelsea (USA), Cube (UK), GTO (UK), RSO (UK), Ring-O (UK), State (UK), Phil Spector Int'l (USA).
 Riviera, see Barclay
 Threshold, see Decca.
 V I P Recs. BV, PO Box 64, Spaarne 55, Haarlem. Tel: (023) 32-00-55.
Labels: (Owned) VIP, (represented) Ember (UK), Groove Merchant (USA), Pye (UK), Roulette (USA).
 W E A Recs. BV, Koningsweg 49, Hilversum. Tel: (02150) 1-54-53. Cable WEARC. Mng. Dir. Ben Bunders; Gen. Mgr.: S. Tonino, Prod. Mgr.: P. de Vos
Labels: (Owned) Asylum, Atlantic, Elektra, Warner Bros. Warner Bros., see WEA

International

● disco equipment & services

Ampex BV, Zamenhofdreef 65A, Utrecht 2505. Tel (030) 61-29-21. Telex 47856.
Product **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic), Equalizers. **Projection Systems**—Video Tape Recorders
Disco Serv., PO Box 3524, Amsterdam Tel (020) 93-33-97 (Record Services)
Record Source Int'l (RS), Smirnofstr. 40, s-Hertogensbosch Contact Johan Hoogenhout Tel 14-78-88. (Record Services)
Selectronic BV, 3-4 Sluisplein, Ouderkerk aan de Amstel Tel (02963) 3838. 3966. Pres. G.J. Mühlenbaumer, Sales Mgr. R. Mühlenbaumer
Product **Audio**—SCHOELER Mixers (14-5 Inputs, 4-2 Outputs), Disk Jockey Units/Decks, Amplifiers, ALTEC Amplifiers, Pre-Amplifiers, Speakers, Microphones, Equalizers; BGW Amplifiers, Pre-Amplifiers; BARTHE & TRANSCRIPTOR Turntables, OTARI Tape Recorders; **Lighting**—SCHOELER Chasers/Sequencers (14-4 Channels), Color Organs (4 Channels), Dimmer Boards, Spot (Fresnel, Ellipsoidal), PLUTO Strobes, Spot (Fresnel, Ellipsoidal). **Projection Systems**—SPINDLER & SAUPPE Slide Projectors POLACOAT Screens (LS60 FM/FR 180), PLUTO Liquid Projectors; **Planning/Construction**—Consultants (Audio, Lighting, Projection, Flooring, Decor—Total Package), Designers, Installers & Builders (Audio, Lighting, Projection).

NEW ZEALAND

● record companies with disco product

Allied Int'l Recs. Ltd., 110 Mount Eden Rd., Auckland 1. Tel. 689-979. Telex 2395. Chief Exec. A.J. Vile
Labels: (Represented) Dart (UK), Gull (UK), Janus (USA), MCA (USA), Playboy (USA)
Asylum, see WEA
Atco, see WEA
Capitol, see EMI
Direction Dist's Ltd., 112 Albert St., Auckland Tel 362-295. Cable DIRECORD Mng Dir. Kerry F. Thomas, Gen Mgr. Guy D. Morris, Sales Mgr. Chris Spencer-Inghit, Dist'n Mgr. Laurie J. Bell
Labels: (Represented) Casablanca, Kudu (both USA)
E M I (New Zealand) Ltd., 408 Hutt Rd., Lower Hutt Tel 666-979. Mng Dir. M.S. Wells, Comm'l Dir. B.C. Peace, A&R Mgr. P.H. Buckleigh, Sales Mgr. R. Walker
Branches: Auckland, PO Box 1931, 52 High St. Tel 75-385. Telex 2421. Mgr. Brian Smith—Christchurch, PO Box 10112, Phillipstown Tel 62-735. Telex 4459. Mgr. Kit Kingstoun.
Labels: (Owned) Capitol, EMI, (represented) Arista, Bell, Blue Thumb, Caroline, Cotillion, Decca (UK), Deram, Ember, Gordy, Hi, London, Mainstream, Motown, President, Private Stock, RAK, Sire, Soul Tamla, Threshold, Virgin
Elektra, see WEA
Festival Recs (NZ) Ltd., 69 Carlton Gore Rd., Newmarket, Auckland Tel 33-885. Gen Mgr. Ray Porter, Sales Mgr. Kevin Williams
Labels: (Represented) ABC (USA), A&M (USA), Ariola-Eurodisc (Germany), Blue Note (USA), Chrysalis (UK), DJM (UK), Dark Horse (USA), Fantasy (USA), GNP Crescendo (USA), H&L (USA), Hot Wax (USA), Invictus (USA), Island (UK), Mainstream (USA), Milestone (USA), Musicor (USA), Ranwood (USA), Rocket (UK), Spark (UK), 20th Century (USA), United Artists (France, Germany, UK, USA), Vogue (France).
K-tel Int'l (NZ) Ltd., PO Box 2191, 246 Queen St., Auckland 1. Tel 371-166. Gen Mgr. Diana Creighton
Mercury, see Music for Leisure & Phonogram
Music for Leisure Ltd., Wexford Rd., Miramar, Wellington Tel 888-080. Telex 3798. Mng Dir. J. Graham Broughton, Repertoire Mgr. Gerry A. Beyerling, Mktg Mgr. Brian A. Pitts, Sales Mgr. Stuart Rubin (Also see Phonogram)
Labels: (Owned) Mercury, Philips, Polydor, (represented) BBC (UK), Ember (UK), Pickwick (USA)
Music World Ltd., PO Box 7134, Christchurch Tel 30-187. Cable MASTERDISC Mng Dir. Houghton Hughes, Sales Mgr. Miss M. Lindsay, Promos Mgr. Miss R. Lindsay
Labels: (Represented) Damont (UK), Ember (UK), Enterprise (UK), Jupiter (Germany), Scepter (USA), Wand (USA)
Philips, see Music for Leisure & Phonogram
Phonogram Ltd., Wexford Rd., Miramar, Wellington Tel 888-080. Telex 3798. Mng Dir. J. Graham Broughton, Repertoire Mgr. Gerry A. Beyerling, Mktg Mgr. Brian A. Pitts, Sales Mgr. Stuart Rubin
Labels: (Owned) Mercury, Philips, Polydor, (represented) All Platinum (USA), BBC (UK), Big Tree (USA), Buddha (USA), CBS (USA), Chelsea (USA), Chess (USA), Clartide (USA), Columbia (USA), Ember (UK), Epic (USA), Event (USA), GTO (UK), Golden Fleece (USA), Haven (USA), Kudu (USA), People (USA), Philadelphia Int'l (USA), Pickwick (USA), Pye (UK), RSO (UK), Ring-O (UK), Roulette (USA), Roxbury (USA), Phil Spector Int'l (USA), Spring (USA), Stang (USA), State (UK), TSOP (USA), Thunder (USA)
Polydor, see Music for Leisure & Phonogram

Viking Rec. Co. Ltd., PO Box 1431, Wellington. Tel 859-759. Mng Dir. Murdoch Riley; Sales Mgr.: Keith Southern.
Labels: (Represented) BASF (Germany), Ember (UK).
W E A Recs. Ltd., 3 Britomart Pl., Auckland. Tel: 71-699. Telex 2839. Mng. Dir.: Tim Murdoch.
Labels: (Owned) Asylum, Atco, Elektra, Warner Bros., (represented) Rolling Stones.
Warner Bros., see WEA.

SWITZERLAND

● record companies with disco product

Barclay Recs SA, Rue du Roveray 14, CH-1207 Geneva. Tel (022) 36 56 80. Gen. Mgr. Claude Aubert.
Labels: (Represented) AZ, Buddha, Soul Posters (all France).
Bellaphon AG, Farbhofstr. 21, CH-8048 Zurich. Tel (01) 62.74.02. Chief Exec. B. Zivanovic; Gen Mgr. Ernst Feller.
Labels: (Represented) Bang, Cadet, Chess, Fantasy, Janus, Milestone (all USA)
C B S Schallplatten AG, Unter Altstadt 10, CH-6301 Zug. Tel (042) 21.62.22. Mgr. Yves Helfenberger.
Labels: (Owned) CBS, Epic; (represented) Invictus, Philadelphia Int'l, Salsoul (all USA)
Capitol, see EMI
Chrysalis Recs. Ltd., Klossbachstr. 123, CH-8032 Zurich. Tel (01) 47.95.80. Telex 59448. European Promo Mgr.: Teddy Meier.
E M I Recs. (Switzerland) AG, Badenerstr. 567, CH-8048 Zurich. Tel (01) 54.00.10. Telex 55695
Labels: (Owned) EMI, Capitol; (represented) ABC, Arista, Bell, Blue Note, RAK, Rare Earth, Tamla Motown, United Artists.
Epic, see CBS
Finsterwald & Cantacuzene, 70 Av. des Alpes, Montreux. Tel (021) 62.45.55. Cable DISQUES Admin'r Jean-Jacques Finsterwald; Gen. Mgr. Ivan Cantacuzene, Sales Mgr. Alexis Ferrario.
Labels: (Represented) Durium (Italy), Pickwick (USA), Specialty (UK).
K-tel Int'l AG, Laurenzgasse 5, CH-8035 Zurich. Tel (01) 60.50.50. Gen. Mgr. Victor Cordan.
Mercury, see Phonogram
Metronome Recs. AG, Toedstr. 68, CH-8810 Horgen. 1 Tel (01) 720.85.07. Telex 52941. Pres. Juerg Zehnder, Gen. Mgr. Bruno Moschin, Sales Mgr. Max Gteller
Labels: (Represented) Big Bear (UK), Groove Merchant (USA), Kudu (USA), Scepter tapes (USA)
Musikvertrieb AG, Badenerstr. 555, CH-8048 Zurich. Tel (01) 54.97.54. Pres. Dr. Jack Dimenstein; A&R Mgr. Lucien Nonnert, Sales Mgr. Ludwig Schmucki
Labels: (Represented) ABC (USA), A&M (USA), Ariola (Germany), Asylum (USA), Atco (USA), Atlantic (USA), Blue Thumb (USA), Bronze (UK), Contempo (USA), Dark Horse (USA), Decca (UK), Deram (UK), Elektra (USA), Flying Dutchman (USA), Groove Merchant (USA), H&L (USA), Island (UK), Jupiter (Germany), London (UK), Mainstream (USA), Mantecore (UK), MCA (USA), Musicor (USA), Ode (USA), Oasis (Germany), President (UK), RCA (USA), Rolling Stones (UK), Telefunken (UK), Threshold (UK), Tom Cat (USA), Virgin (UK)
Philips, see Phonogram
Phonag Schallplatten AG, Warstr. 6, CH-8400 Winterthur. Tel (052) 23.62.31. Gen. Mgr. Helmut Bischof
Labels: (Represented) Gull (UK), Intercord (Germany), PDU (Italy).
Phonogram AG, Bahnhofstr. 6, CH-8952 Schlieren. Tel: (01) 98.69.45
Labels: (Owned) Mercury, Philips, (represented) All Platinum (USA), Big Tree (USA), Chrysalis (UK), Dial (USA), Ember (UK), Haven (USA), 20th Century (USA).
Polydor AG, Bahnhofstr. 6, CH-8952 Schlieren. Tel (01) 730.52.00. Telex: 55530. Gen Mgr. Dr. Juerg M. Schwarz, Label & Sales Mgr.: Manfred Wipfli, Promo Mgr. Hans-Rudolf Kocher
Labels: (Owned) Polydor, (represented) BBC (UK), Chelsea (USA), DJM (UK), GTO (UK), RSO (UK), Ring-O (UK), State (UK).
W E A Int'l (European Artists Relations & Audio/Video Planning Div.), Chillon 16, CH-1820 Montreux. Tel (21) 61.64.31. Cable MONTREUXSOUNDS. Chief Exec. Claude Nobs.

● disco equipment & services

Amiro, PO Box 40, 25 Rt. des Acacia, 1211 Geneva 24
Product **Games**—UBI Video/Electronic (Cocktail Table), Bowling, Billiards/Pool
Ampez World Operations SA, Rue de Romont 29, CH-1701 Fribourg. Tel (037) 22.73.31. Telex 36196
Product **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic); **Projection Systems**—Video Tape Recorders
Electro-Voice SA, Roemerstr. 49, CH-2560 Nidau. Tel: (032) 51.68.33. Mng. Dir. L.R. Frandsen
Product **Audio**—ELA Mixers (8 Inputs, 2 Outputs), AMCRON Amplifiers, Pre-Amplifiers, ELECTRO-VOICE Speakers, Microphones (Condenser & Dynamic). **Planning/Construction**—Consultants (Audio).
F M Acoustics Ltd., Seestr. 9, CH-8702 Zollikon. Tel (01) 65.51.55. Pres. Manuel K. Huber
Product **Audio**—Amplifiers, Speakers
Filetek Labo Ltd., Postfach 351, Terreau I, CH-2501 Bienne. Tel (032) 23.10.62. Pres. F. Koelliker; Mgr. S. Sulke.
Product **Audio**—Equalizers.

UNITED KINGDOM

● record companies with disco product

A & M Recs. Ltd., A&M House, 136-140 New Kings Rd., London SW6 4LZ. Tel (01) 736-3311. Cable ALPER-MOSS Mng Dir. Derek Green, Comm'l Dir. John Deacon; Mktg Mgr. Keith Lewis, Sales Mgr. Bill Groves; Prod Mgr. Jim Chambers, Promo. Mgr., Tony Burfield.
Labels: (Owned) A&M; (distributed) Dark Horse, Firefly; (represented) Ode (USA)
Anchor Recs. Ltd., 138/140 Wardour St., London W1. Tel (01) 734-8642. Mng. Dir. Ian Ralfin.
Label: (Represented) ABC (USA)
Arista Recs., 49 Upper Brook St., London W1Y 2BT. Tel (01) 491-3870. Telex 28370. Chief Exec.: Tony Roberts, A&R Dir. Andrew Bailey, Sales & Mktg Mgr. Mike Goldsmid, Label Mgr. Ray Still, Promo Dir. David Bridger, Press & Pub. Dir., Howard Harding.
Asylum, see WEA
Atlantic, see WEA
B B C Recs. & Tapes, The Langham, Portland Pl., London W1A 1AA. Tel (01) 580-4466. Cable BROADCASTS. BBC Ents Gen. Mgr. Peter Dimmock, BBC Recs. & Tapes Dir. Roy Tempest, Sales & Mktg. Mgr. Richard Robson, Creative Servs. Mgr. Andrew Prewett
Labels: (Owned) BBC, BEEB
B E E B, see BBC
Big Bear Recs., 190 Monument Rd., Birmingham B16 8UU. Tel (021) 454-7020. Mng Dir. Jim Simpson
Birdsnest, see London Tunemists
Black Magic Recs. Ltd., 162-176 Canal St., Nottingham. Tel. (0602) 50693. Mng. Dir.: Brian Selby; Sales Dir. John Bratton
Label: (Owned) Black Magic.
Blue Jean, see Spark
Blue Note, see United Artists
Bradley's Recs. Ltd., 12 Bruton St., London W1. Tel (01) 499-0673. Cable, CALLME Dirs. Stuart Slater, Len Beadle, Gen. Mgr. Stuart Slater.
Label: (Owned) Bradley's Black Label.
Bronze Recs. Ltd., 100 Chalk Farm Rd., London NW1 8EH. Tel (01) 267-4499. Cable HITMUSIC. Mng. Dir.: Lillian Bron, Gen. Mgr. John Cokell; Promo Mgr.: Roger Bolton; Int'l Promo Mgr. Selwyn Turnbull (Licensed to Island)
Label: (Owned) Bronze
C B S Recs., 17/19 Soho Square, London W1V 6HE. Tel (01) 734-8181. Cable COLRECORD. Telex. 24203. Mng. Dir. Maurice L. Oberstein, Sr. Dir. Norman S. Stollman, Admin. Dir. George Shestopal, A&R Dir. Dan Loggins, Comm'l Dir. Jack Florey; Mktg. Dir. Tony Woolcott, Sales Gen. Mgr. John Mair, Dist'n Dir. Vic Ridgwell.
Labels: (Owned) CBS, Embassy (non-singles only), Epic, (represented) Invictus, Philadelphia Int'l (both USA)
Cactus, see Creole
Capitol, see EMI
Caroline, see Virgin
Chelsea, see Wes Farrell & Polydor.
Chrysalis Recs., 388/396 Oxford St., London W1. Tel (01) 493-9461. Telex 21753. Dirs. Chris Wright, Terry Ellis, Doug D'Arcy, Terry Connolly, A&R Dir. Roy Eldridge, Promo Dir. Chris Stone, Pres. Chris Briggs, Int'l Opns Dir. Des Brown, Int'l Mktg. Dir. Steve Pritchitt.
Contempo, 42 Hanway St., London W1. Tel (01) 636-2283. Mng Dir. John E. Abbey, Promo. Mgr. Bob Kilbourn, Press Mgr. Anita Ashton, Int'l Mgr. G. Abbey
Label: (Represented) Boogie Man (USA).
Cotillion, see WEA
Cream, see Global
Creole Recs. Ltd., Creole House, 4 Bank Bldgs., High St., Harlesden, London NW10. Tel (01) 965-9223. Cable CREMUS
Labels: (Owned) Creole, Cactus, (represented) Dynamic (Jamaica).
Crystal, see President
Cube Recs. Ltd./The Electric Rec. Co., 19/20 Poland St., London W1V 3DD. Tel (01) 734-8121. Cable: SEXMUS. Mng Dir. David Platz, Gen. Mgr. Jeremy Thomas
Labels: (Owned) Cube, Electric
D J M (Dist's) Ltd., James House, 71/75 New Oxford St., London WC1A 1DP. Tel (01) 836-4864. Cable DEJAMUS. Telex 27135. Mng Dir. & Gen. Mgr. Stephen James, Group Bus Co-ord. Nicholas J. Hampton, Sales Mgr. Les Tomlin
Label: (Owned) DJM
Damont Recs. Ltd., Blyth Rd. Hayes Middx. Tel (01) 573-5122. Mng Dir. Monty Presky, Dir. David Miller
Label: (Represented) D&M Sound (USA)
Dart Recs. Ltd., 23 Haymarket, London SW1. Tel (01) 839-6537. Cable SUPASTAR. Mng. Dir. Anthony Satchell, Sales Mgr. Brian Seed
The Decca Rec. Co. Ltd., Decca House, 9 Albert Embankment, London SE1 7SW. Tel (01) 735-8111. Cable DECCORD. Telex 28588. Chm. Sir Edward Lewis; Dirs. A.E. Cullis, Sir Martin Flett, A.C. Haddy, W.W. Townsley, Mktg. Dir. P. Goodchild, Pop Prod. Mktg. Mgr. A. Fitter, Pub. & Adv. Mgr. E.M. Roach, Export Mgr. H. Watson, European Sales & Promo Mgr. M. Stellan
Labels: (Owned) Decca, Deram, London, Threshold; (represented) Bang, Brunswick, Hi, (all USA)
Deram, see Decca
E M I Recs. Ltd., 20 Manchester Square, London W1A 1ES. Tel (01) 486-4488. Cable EMIRECORD. Mng. Dir. L.F. Hill, Repertoire & Mktg. Dir. R.A. Mercer, Sales Dir. M.C. Abbott, Admin. & Servs. Dir. A. Kauppe, Finance Dir. J.M. Tyrrell, Prod'n Dir. R.E. Matthews, Bus Affairs Mgr. L.J. Hall; EMI Pop Gen. Mgr. P. Watts. US & UK Licensed Labels Gen. Mgr. C. Burn

Branches: Sales Admin., London W1A 1ES, 9 Thayer St.—Int'l Sales, London W1, 35 Duke St.
Labels: (Owned) EMI, Capitol; (Licensed domestic) Motown, Mowest, RAK, Rare Earth, Rocket; (represented) Casablanca, Fantasy, MCA, (all USA)

Electric, see Cube.
Elektra, see WEA.
Embassy, see CBS

Ember Recs. Ltd., Carlton Tower Pl., Suite 4, Sloane St., London SW1X 9PZ. Tel: (01) 235-8243. Cable KRUGENT. Chm.: Jeffrey S. Kruger, Mng. Dir.: J.L. Horton, Sales Mgr.: Leslie Lewis; PR: Lesley Hamilton (Licensed to Pye)
Labels: (Owned) Ember, Specialty

Epic, see CBS.

The Wes Farrell Org., 34 Devonshire Mews W., London W1 Tel: (01) 487-5791 Mng. Dir.: Chris Webb
Label: (Owned) Chelsea (Licensed to Polydor)

G T O Recs. Ltd., 17 Barlow Pl., Bruton St., London W1. Tel: (01) 629-8816 Mng. Dir.: Dick Leahy, Gen. Mgr.: Col. Ian Hadley; Sales Mgr.: Michael Peyton, Int'l Mgr.: Allan Watson.

Galaxy Recs., 223 Regent St., London W1A 8TD. Tel: (01) 734-9768. Chief Exec.: Philip R. Solomon.

Global Rec. Sales, Canada House Basement, 3 Chepstow St., Manchester Tel: (061) 236-5368. Owner: E J. Balbier, Chief Exec.: R. Cooper, Gen. Mgr.: Mrs. S. Wilton.
Labels: Cream, Swan.

Grounation, see Vulcan.

Gull Entertainments Ltd., 56 S. Molton St., London W1 Tel: (01) 629-9869/1069. Mng. Dir.: Derek Everett; Dir.: David Howells.

Immediate, see Nems

Island Recs. Ltd., 22 St. Peter's Square, London W6 9NW. Tel: (01) 741-1511 Cable ACKEE Mng. Dir.: David Betteridge, Gen. Mgr.: Fred Cantrell, Mktg. Dir.: Tim Clark; Sales Mgr.: Peter Misson; Island Artists Gen. Mgr.: Dave Domleo, Promo. Mgr.: Clive Banks, Int'l Dir.: Paul Johnson; Int'l Gen. Mgr.: Phil Cooper.
Labels: (Owned) Island; (licensed domestic) Bronze; (represented) Fania (USA).

Jay Boy, see President

Jumbo Recs. & Tapes, 15 Clifton Gardens, London N15. Contact: A. Johns

K-tel Int'l (UK) Ltd., K-tel House, 620 Westmore Ave., London W3 Tel: (01) 992-8000, Telex 934195. Mng. Dir.: Ian Howard

Klik Recs. Ltd., 2 Library Parade, Craven Park Rd., London NW10. Tel: (01) 965-5970. Chief Exec.: Joe Sinclair, Dir.: Laurence Sevvit; Gen. Mgr.: Mrs. Jean Totham, Sales Mgr.: Rudolf Grant

London, see Decca.

London Tunesmiths Ltd., 11 Bingham Pl., London W1M 3FE. Tel: (01) 486-7601. Mng. Dir.: Michael Weston; Repertoire & Promo. Mgr.: Mike Willis
Labels: (Owned) Birdsnest, Paladin.

Magnet Recs. Ltd., Magnet House, 22 York St., London W1H 1FD Tel: (01) 486-7378 Cable MAGLONDON. Chm. & Mng. Dir.: Michael A. Levy, Gen. Mgr.: Grant Goodchild; Sales Dir.: Brian Reza; Promo. Dir.: Barry Johnstone; Press Dir.: Judy Totton; Int'l Mgr.: Sarah Jones.

Mercury, see Phonogram.

Motown Recs., Dunbarton House, 68 Oxford St., London W1 Tel: (01) 580-6075 Contacts: Ken East, John McCready. (Licensed to EMI).
Labels: (Owned) Motown, Mowest, Rare Earth.

Mountain Recs. Ltd., Broadbent House, 64-65 Grosvenor St., London W1. Tel: (01) 493-4256, Telex 269398 Chm. W. Fehilly, Dir.: Derek Nicol, Gen. Mgr.: Steve Weltman, Label Mgr.: Gordon Simpson; Promo. Mgr.: Brian Haines, Pub. Mgr.: Shirley Stone.

Mowest, see Motown & EMI

Nems Recs. Ltd., Nempor House, 3 Hill St., London W1X 8AJ. Tel: (01) 629-6341. Cable NEMSENY. Telex: 21716. Chm.: Patrick Meehan; Dirs.: Tony Calder, Andrew Oldham, Vic Lewis; Mng. Dir.: Peter Knight Jr.; Sales Mgr.: Martin Paine; Promo. Dir.: Oliver Smallman; Press: Geoff Deane, Int'l Co-ord.: Pamela Ware
Labels: (Owned) Nems, Immediate, Opal

Opal, see Nems

Paladin, see London Tunesmiths.

Philips, see Phonogram.

Phonogram Ltd., Stanhope House, Stanhope Pl., London W2 2HH. Tel: (01) 262-7788 Cable PHONREC. Telex 261583 Mng. Dir.: A. J. Morris; A&R Dir.: N.J. Grainge; Mktg. Dir.: K.N. Malphrant; Sales Mgr.: F.R. Towers.
Labels: (Owned) Mercury, Philips, (represented) All Platinum, Chess, H&L, Haven, Sire (all USA)

Polydor Ltd., 17/19 Stratford Pl., London W1N 0BL. Tel: (01) 499-8686, Telex 27133. Mng. Dir.: Freddy Haen, Deputy Mng. Dir.: Tom Parkinson, A&R Mgr.: Jim Cook; Mktg. Mgr.: Dave Chapman; Sales Mgr.: Mike Hitches, Pub. Mgr.: Ian Murray; Press Dir.: David Hughes
Labels: (Owned) Polydor, (licensed domestic) Chelsea, RSO, Phil Spector Int'l; (represented) Kudu (USA)

President Recs. Ltd., Kassner House, 1 Westbourne Gardens, London W2. Tel: (01) 229-3411 Cable: KASS-MUSIC Mng. Dir.: Edward Kassner; Gen. Mgr.: David Kassner; Sales Mgr.: Cliff Fraser.
Labels: (Owned) President, Crystal, Jay Boy, Seville, Torpedo, (represented) Adelia, Cat, Cotton, Creative Funk, Dash, Drive, Glades, TK (all USA), Tropical (Jamaica).

Private Stock Recs., 32 Old Burlington St., London W1X 1LB. Tel: (01) 439-7011. Cable PRIVATSTOX. Telex 261396 Gen. Mgr.: Mike Beaton; Admin. Mgr.: Ann Berlin; Prod. Mgr.: Janice Perry; Promo. Mgr.: Frank Pritchard.

Pye Recs., ATV House, 17 Great Cumberland Pl., London W1A 1AG Tel: (01) 262-5502 Cable: PYREC. Telex 28259. Chm. Louis Benjamin; Mng. Dir.: Walter S. Woyda; Deputy Mng. Dir.: Derek Honey; Dir.: J.F. Gill, Int'l Dir.: Fred Marks; Creative Dir.: Peter Prince.
Labels: (Owned) Pye Disco Demand, Pye Int'l; (licensed domestic) Ember, Right On!, 20th Century; (represented) Buddha, GNP Crescendo, Granite, Pickwick, Roulette, Scepter, Stax, Wand (all USA); Vogue (France).

R A K Recs. Ltd., 2 Charles St., Mayfair, London W1X 7HA. Tel: (01) 492-0654. Mng. Dir.: Mickie Most; Gen. Mgr.: R. Madison, Sales Mgr.: D. Crowe (Licensed to EMI).

R C A Ltd., Rec. Div., 50 Curzon St., London W1Y 8EU. Tel: (01) 499-3901 Telex: 266579. Mng. Dir.: George Lukan; Sales Mgr.: Lionel Burdge.
Labels: (Owned) RCA Victor; (represented) Tom Cat (USA)

R S O, see The Robert Stigwood Org. & Polydor.
Rare Earth, see Motown & EMI.

Right On! Recs. Ltd., c/o Pye Recs. Ltd., A&R Dept., ATV House, 17 Great Cumberland Pl., London W1A 1AG. Tel: (01) 262-5502, (0522) 29160. Chief Execs.: Dave Godin, Alfred Billingham, (Licensed to Pye)

Rocket Rec. Co. Ltd., 40 S. Audley St., London W1Y 6AR. Tel: (01) 499-9714. Pres.: John Reid, Mng. Dir.: David Croker; A&R Mgr.: Rodger Bain (Licensed to EMI).

Rolling Stones, see WEA.

Ruby's, see Today.

S R T Prod'ns Ltd., Bankside, 42 High St., Barnet, Herts. EN5 5RU. Tel: (01) 449-1676. Mng. Dir.: George Bellamy, Dir.: Dave Richardson.
Seville, see President.

Spark Recs. Ltd., 8 Denmark St., London WC2H 8LT. Tel: (01) 836-4524. Cable: SOUTHMUSIC Dis. Robert C. Kingston, T.F. Ward, R.I. (II) & Mrs. M.I. Peer.
Labels: (Owned) Spark, Blue Jean.

Specialty, see Ember.

Phil Spector Int'l, 56 Suffolk Rd., London SW13 Tel: (01) 499-8686, 748-2587 Contact: Tony Bramwell (Licensed to Polydor).

State Recs., Speen House, Porter & Baker Sts., London W1M 1HY. Tel: (01) 487-5031. Telex 25740. Chm. Wayne Bickerton; Mng. Dirs.: Wayne Bickerton, John Frum; Dirs.: Tony Waddington, Ronnie Beck

The Robert Stigwood Org., 67 Brook St., London W1 Tel: (01) 629-9121 Chm.: Robert Stigwood, European Mgr.: Chris Youle.
Label: (Owned) RSO (Licensed to Polydor).

Swan, see Global.

Threshold, see Decca

Today Recs. Ltd., 3 Telford Rd., London W10. Tel: (01) 969-4949. Cable: TELATT. Telex 924356 Contacts: Milt Samuel, Steve Lishman.
Label: (Owned) Ruby's.

Torpedo, see President.

Transatlantic Recs., 86 Marylebone High St., London W1M 4AY. Tel: (01) 486-4353. Cable XTRA. Telex 25532 Mng. Dir.: Nathan Joseph; Gen. Mgr.: Jack Boyce; Sales Mgr.: Ray Cooper, Int'l Mgr.: Mike Watts.
Label: (Represented) Milestone (USA)

20th Century Recs., 31 Soho Square, London W1 Tel: (01) 437-3236 Gen. Mgr.: Dave McAleer; Mktg. Promo. Mgr.: Barry Manstoff, (Licensed to Pye).

U K Recs., 48 Grafton Way, London W1P 5LB. Tel: (01) 387-5851. Pres.: Jonathan King.
Label: (Owned) UK American.

United Artists Recs. Ltd., 37-41 Mortimer St., London W1A 2JL. Tel: (01) 636-1655. Mng. Dir.: Martin Davis, Gen. Mgr.: Cliff Busby; Mktg. Mgr.: Denis Knowles, Sales Mgr.: Mike Edwards.
Labels: (Owned) United Artists, Blue Note.

Virgin Recs. Ltd., 2-4 Vernon Yard, Portobello Rd., London W11 Tel: (01) 727-8070. Mng. Dir.: Richard Branson, Dir.: Nikolas Powell; Gen. Mgr.: Simon Draper.
Labels: (Owned) Virgin, Caroline.

Vulcan Recs. Ltd., 49-53 Harrow Rd., London W2 Tel: (01) 402-2121. Chief Execs.: J. Lincoln, W. Shrowder, R. Gilbert; Gen. Mgr.: Chips Richards, Sales Mgr.: Mick Harber
Labels: (Owned) Vulcan, Grounation.

W E A Recs. Ltd., 69 New Oxford St., London WC1A 1DG. Tel: (01) 836-7744. Pres.: WEA Int'l: Nesuhi Ertegun, Deputy Mng. Dirs.: Richard Robinson, Derek Taylor, Mktg. Dir.: David Cliphsham; Promo. Dir.: Bill Fowler; Pub. Dir.: Moira Bellas.
Labels: (Owned) Asylum, Atlantic, Cotillion, Elektra, Warner Bros.; (licensed domestic) Rolling Stones; (represented) Curtom (USA).
Warner Bros., see WEA.

Young Blood Recs. (div. of Miki Dallan Ent's. Ltd.), 138 New Bond St., London W1Y 9FB. Tel: (01) 493-9681. Mng. Dirs.: Miki Dallan, Gerry Black; Gen. Mgr.: Jan Olofsson.

Aarvak Electronics, 12A Bruce Grove, London N17 6RA. Tel: (01) 808-8923. Mgr.: Phil B. Hunter.
Product: **Lighting**—Chasers/Sequencers (10-3 Channels), Color Organs (6-1 Channels), Dimmer Boards, Strobes, Ultraviolet/Blacklight; **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments (Effect Wheels), **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines, Signs Computerized/Psychedelic/Illuminated, Electronic Sirens, **Dance Floors/Walls/Ceilings**—Walls & Ceilings (Incandescent, Computerized, Non-Computerized, Custom); **Planning/Construction**—Consultants, Designers & Installers (Lighting, Projection, Decor), Builders (Lighting, Projection).

Accuphase, see Pysar Group

Acos, see Cosmocord Ltd.

Acoustical Mfg. Co. Ltd., St. Peter's Rd., Huntingdon, Cambs. PE18 7DB. Tel: (0480) 52561 Pres: P. J. Walker; Sales Mgr.: R. J. Walker.
Product: **Audio**—QUAD Amplifiers, Speakers.

Acoustico Ent's Ltd., Space Ways, Trading Estate, Unit 7, North Feltham, Middx. TW14 OTZ. Tel: (01) 751-0141. Telex: 935437.
Product: **Audio**—Amplifiers, Turntables, Headphones.

Adastra Electronics Ltd., Cricklewood Trading Estate, Unit 22, Claremont Rd., London NW2 1TU. Tel: (01) 452-6288. Pres.: Sidney Leaver; Mng. Dir.: Michael Leaver; Sales Mgr.: J. Boyce.
Product: **Audio**—ADAstra Mixers, Amplifiers, Pre-Amplifiers, Tuners, Speakers, Phono Cartridges, Microphones (Condenser & Dynamic), Headphones, FANTA-VOX Amplifiers; TTC Pre-Amplifiers, Tuners.

Alba (Radio & Television) Ltd., Bull Ln., Edmonton, London N18 1SD. Tel: (01) 803-4451
Product: **Audio**—Amplifiers, Tuners, Speaker Enclosures, Turntables

Alice Broadcasting (Stancoil Ltd.), 38 Alexandra Rd., Windsor, Berks SL4 1HU. Tel: (07535) 51056 Mng. Dir.: Ted Fletcher; Int'l Broadcast Sales Dir.: Chris Walden
Product: **Audio**—Mixers (Custom), Disk Jockey Units/Decks, Pre-Amplifiers, Tuners, Speakers

Allen & Heath Ltd., Pembroke House, Campsbourne Rd., Hornsey, London N8 7BR. Tel: (01) 340-3291 Sales Dir.: Andrew Stirling.
Product: **Audio**—Mixers, Disc Jockey Units/Decks, Tape Recorders, Equalizers, Noise Reducers.

Allied, see London Coin

Allison, see F.W.O. Bauch

Allotrope Ltd., 90 Wardour St., London W1V 3LF. Tel: (01) 437-1892. Telex: 21624.
Product: **Audio**—INOVONICS Tape Recorders, Equalizers; PEARL Microphones (Condenser & Dynamic)

Alpha, see Highgate Acoustics.

Amcron, see Macinnes Labs & Soundcraft Electronics

Ampex Great Britain Ltd., Acree Rd., Reading, Berks. RG2 0QR. Tel: (0734) 848-345 Gen. Mgr.: A. Sharman; Sales Mgr.: W. Scullion; Pub. Mgr.: Philip Vaughan
Product: **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones (Dynamic); **Projections Systems**—Video Tape Recorders.

Ampl-Hire, Wraybury Hall, Ferry Ln., Hythe End, Staines, Middx. Tel: (983) 2055.
Product: **Audio**—Amplifiers, Speakers, Microphones (Condenser).

Ampro, see Leavers-Rich.

Amstrad Electronics, 89 Ridley Rd., Dalston, London E8 Tel: (01) 249-5237.
Product: **Audio**—Amplifiers.

Ariston, see C.W. & J. Walker.

Armstrong Audio Ltd., Warrlers Rd., London N7 0RZ. Tel: (01) 607-3213 Telex 25209 Mktg. Mgr.: B.A. Hope
Product: **Audio**—Amplifiers, Tuners

Atari, see Cherry Group.

Audio & Design (Rec'g) Ltd., St. Michaels, Shinheld Rd., Shinheld Green, Reading, Berks. Tel: (0734) 84487. Pres.: Mike Beville; Sales Dir.: Len Lewis
Product: **Audio**—Speakers, Equalizers, Noise Reducers
Audio Developments, Hall Ln., Walsall Wood, West Midlands WS9 9AU. Tel: (05433) 5351. Mng. Dir.: Peter Levesley.
Product: **Audio**—Mixers (Custom).

Audio Ltd., 26-28 Wendell Rd., London W12. Tel: (01) 743-1518
Product: **Audio**—Microphones (Condenser).

Audio Musical Prods., see ISE Sound

Audio-Technica, see Shrirro (UK) Ltd.

Autodect, see Edward J. Veale

Audix Ltd., Station Rd., Wenden, Saffron Walden, Essex CB11 4L9. Tel: (0799) 40888, Telex 817444. Dirs. C.J. & J.A. Billett, D.R. Stocks, Mktg. Mgr.: J.A. Billett
Product: **Audio**—Mixers, Amplifiers, Speakers

August, see Project Electronics.

Averine Electronics, PO Box 6, Ruslip, Middx. HA4 8AT
Product: **Audio**—Amplifiers, Tuners, Speakers

Axis Sound Equip., 58 Avon Rd., Bournemouth BH8 8SE. Tel: (0202) 38246.
Product: **Audio**—Custom: **Planning/Construction**—Installers

Bacchus Int'l Discotheque Servs., Talian (Holdings Ltd.), 64 Ravenscourt Gardens, London W6 0TU. Tel: (01) 741-0998 Cable: THOMLOYD. Telex 887911 Dirs.: P. Banyard, L.N.J. & J.H.A. Leefe, D.W. Read, Opns. Dir.: John Leefe; Sales Dir.: David W. Read
Product: **Audio**—Mixers, Disk Jockey Units/Decks, Pre-Amplifiers; **Planning/Construction**—Consultants (Total Package); Financial, Marketing; Installers; **Other**—Supplying of Disk Jockeys & Records.

Baker Loudspeakers Ltd., 337 Whitehorse Rd., Croydon, Surrey. Tel: (01) 684-1665. Pres.: John Ladd, Sales & Adv. Mgr.: Frank Jackson.
Product: **Audio**—Disk Jockey Units/Decks, Amplifiers, Speakers.

Bang & Olufsen Ltd., Eastbrook Rd., Gloucester GL4 7DE. Tel: (0452) 21591 Cable BEE0. Telex 43215.
Product: **Audio**—Amplifiers, Tuners.

F. W. O. Bauch Ltd., 40 Theobald St., Boreham Wood, Herts. WD6 4RZ. Tel: (01) 953-0091 Telex 27502 Mng. Dir.: John Bauch, Sales Dir.: Michael R. Bauch.
Product: **Audio**—STUDER Mixers, Tape Recorders.

● disco equipment & services

A E G-Telefunken London, Hayden House, Churchfield Rd., Chalfont St. Peter SL9 9EW. Tel: Gerrards Cross 88447, Telex 849469
Product: **Audio**—Mixers, Amplifiers, Speakers, Tape Recorders, Microphones, Equalizers, Noise Reducers; **Projection Systems**—Video Tape Recorders.

A K G Equip. Ltd., Eardley House, 182-184 Campden Hill Rd., London W8. Tel: (01) 727-0711.
Product: **Audio**—Microphones, Headphones.

A P I, see 3M UK Ltd.

International

KLEIN & HUMMEL Speakers, Equalizers, EMT Turntables, Styli—Pickup, Noise Reducers, NEUMANN Microphones (Condenser), SONTAC Equalizers, UREI Equalizers, ALLISON Noise Reducers.

Beyer Dynamic (GB) Ltd., 1 Clair Rd., Haywards Heath, Sussex RH16 3DP. Tel. (0444) 51003. Mng. Dir. Stan Duer.
Product: **Audio**—Microphones (Condenser, Dynamic & Ribbon), Headphones.

Bias Electronics, see Leavers-Rich Equip.

Martin Blake Lighting & Effects, 14 Rydal Rd., London SW16 1QN. Tel. (01) 677-2575. Pres.: Martin Blake; Sales Mgr.: R. Wilson.
Product: **Lighting**—Dimmer Boxes, Spot (Fresnel); **Special Effects**—Mirror Balls (12" Whole & 1/2" Balls), Fog Machines ("Pea Souper"). **Planning/Construction**—Consultants (Lighting).

Robert Bosch Ltd., PO Box 166, Rhodes Way, Watford, Herts. WD2 4LB. Tel. (0923) 44233. Mng. Dir.: Vernon Mills; Sales Mgr.: Colin Mitchell.
Product: **Projection Systems**—Video Tape Recorders.

Brenell Eng'g Co. Ltd., 231/235 Liverpool Rd., London N1 1LY. Tel. (01) 607-8271. Pres.: N. Hauser, Sales & Adv. Mgr. David Nyman; Technical Dir.: Alex Nicholas.
Product: **Audio**—Amplifiers, Pre-Amplifiers, Tape Recorders.

Broadcast Audio (Equip.) Ltd., PO Box 31, Douglas, Isle of Man. Tel. (0624) 4701. Telex 627900.
Product: **Audio**—RUSSCO Turntables; SPOTMASTER Cart Machines; GRAYTONE Tonearms; STANTON Phono Cartridges, Styli—Pickup

Bubble Gun, see Optikinetics.

C E S, see East Anglian.

C T H Electronics, Industrial Estate, Somersham Rd., St. Ives, Hunts PE17 4LE. Tel. (0480) 64388.
Product: **Audio**—Mixers, Amplifiers, Speakers.

C T S, see Macinnes Labs.

Cadac (London) Ltd., 141 Lower Luton Rd., Harpenden, Herts. AL5 5EL. Tel. (05827) 64351. Pres.: Adrian Kerridge; Sales Mgr. Frank Woodington.
Product: **Audio**—Mixers, Speakers, Equalizers, **Lighting**—Controllers

Calbarne Audio Ltd., 14 Kneller Close, Bedford, Beds. Tel. (0234) 54593. Pres. B.A. Wright
Product: **Audio**—Mixers, Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers; **Lighting**—Chasers/Sequencers (4 Channels), **Planning/Construction**—Installers (Audio, Lighting, Projection), Builders (Audio)

Calrec Audio Ltd., Hangingroyd Ln., Hebden Bridge, Yorks HX7 7DD. Tel. (042284) 2159. Sales Dir. J. Howard Smith.
Product: **Audio**—Microphones (Condenser), Equalizers.

Cambridge Audio Ltd., The River Mill, St. Ives, Hunts. PE17 4EP. Tel. (0480) 62901.
Product: **Audio**—Speakers.

Cannon Sound Systems, 5 The Broadway, New Haw, Weybridge, Surrey. Tel. (09323) 46285.
Product: **Audio**—Mixers, Amplifiers, Speakers.

P V Capper (London) Ltd., 48 Hindmans Rd., Dulwich, London SE22 9NG. Tel. (01) 693-9097. Dir.: James Hannen.
Product: **Lighting**—Chasers/Sequencers, Track, **Projection Systems**—Special Effects Projectors (Fuzzlight); **Special Effects**—Bubble Machines, **Other**—Light Rope (Daisy-Chain), Electronic Sirens.

Carlsboro Sound Equip., Cross Dr., Lowmoor Rd. Ind'l Estate, Kirkby-in-Ashfield, Notts. Tel. (0623) 753-902.
Product: **Audio**—Amplifiers, Speakers.

Celestion, see Rola Celestion

Cerebrum Lighting (Sales), 168 Chitern Dr., Berrylands, Surbiton, Surrey KT5 8LS. Tel. (01) 390-0051. Sales & Adv. Mgr. John Lethbridge.
Product: **Lighting**—Strobes, Spot, **Planning/Construction**—Consultants (Audio, Lighting, Projection, Decor), Designers (Lighting, Decor), Installers (Lighting, Projection)

Cetec Audio UK, Sapphire House, 16 Uxbridge Rd., Ealing, London W5 2BP. Tel. (01) 579-9145. Telex. 935847. Gen. Mgr. Brian C. Willis.
Product: **Audio**—Speakers.

Cherry Group, 10 Thornfield Parade, Dollis Rd., Mill Hill, London NW7 1LN.
Product: **Games**—ATARI Video/Electronic

Chymes Audio Electronic, 51/51A Ravensbourne Dr., Woodley, Reading, Berks. RG5 4LH. Tel. (734) 690-177. Pres. Christopher Smith; Sales Mgr. Chris Kelly; Adv. Mgr. Stafford Napier.
Product: **Audio**—Mixers (6 Inputs, 4 Outputs), Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers, Turntables, Phono Cartridges, Tape Recorders, Microphones, Headphones, **Lighting**—Color Organs (3 Channels), Strobes, Ultraviolet/Blacklight; **Projection Systems**—Special Effects Projectors, Liquid Projectors; **Special Effects**—Mirror Balls, Bubble Machines, Fog Machines; **Planning/Construction**—Consultants, Designers, Installers & Builders

Citronic Ltd., 7 Market Pl., Melksham, Wilts. Tel. (0225) 702-802. Pres.: R.E. Wadman; Sales Dir.: David M. Foskett.
Product: **Audio**—Mixers (6 Inputs), Disk Jockey Units/Decks, Amplifiers; **Lighting**—Chasers/Sequencers (3 Channels), Color Organs (3 Channels).

Clubman, see Meteor Light & Sound.

Cobalt Blue Lighting & Sound Equip., 423-5 Gloucester Rd., Horfield, Bristol. Tel. (0272) 47880. Contact: Martin Armstrong.
Product: **Audio**; **Lighting**.

Coltaro, see Highgate Acoustics.

Compact Sound Reproducers Ltd., 57 St. Swithins Rd., Bournemouth BH1 3RG. Tel. (0202) 24873.
Product: **Audio**—Custom, Cabinets.

Compa Lighting Ltd., 398 Lewisham High St., London SE13. Tel. (01) 690-2204. Dir. F.D. Taylor. Sales Mgr., Mrs. S. Gunn.
Product: **Lighting**—Chasers/Sequencers (4 Channels), Color Organs (3 Channels), Strobes; **Projection Sys-**

tems—Special Effects Projectors; **Planning/Construction**—Consultants, Designers, Installers & Builders (Audio, Lighting, Projection).

Condor Electronics Ltd., 100 Coombe Ln., London SW20 0AY. Tel. (01) 946-0033. Cable: CONDORELEC. Telex 928502. Sales Mgr.: Les Alloy.
Product: **Audio**—TENOREL Phono Cartridges, Styli—Pickup; UNISOUND Microphones (Condenser & Dynamic), Headphones

Connexans Ltd., 1 Norbury Rd., Reigate, Surrey. Tel. Reigate 47571. Mng. Dir.: M.H. Evans.
Product: **Audio**—Microphones (Dynamic), Headphones.

Cookes Disco Centre, 132 West St., Crewe, Cheshire CW1 3HG. Tel. (0270) 4739. 581-202. Co-Owners: C.F. & F.H. Cook.
Product: **Audio**—Mixers (4 Inputs, 4 Outputs), Disk Jockey Units/Decks, Amplifiers, Speakers; **Lighting**—Chasers/Sequencers (Up to 4 channels), Color Organs (4, 3 Channels); **Special Effects**—Mirror Balls; Signs: Psychedelic/Illuminated.

Cooper Mathias Ltd., 139 Netheroyd Hill Rd., Cowcliffe, Huddersfield, Yorks.
Product: **Audio**—Mixers.

Cosmocard Ltd., Acos Works, Waltham Cross, Herts. EW8 7NX. Tel. Lea Valley (9) 716-6666. Mktg. Dir. W.E. Budge.
Product: **Audio**—ACOS Phono Cartridges, Styli—Pickup.

Cosmo-Kuba, see KUBA Radio Sales.

Courier, see Newham Audio.

Court, see Soundcraft Electronics.

Court Acoustics, 50 Dennington Park Rd., Hampstead, London NW6. Tel. (01) 435-0532.
Product: **Audio**—Mixers, Speakers; **Planning/Construction**—Consultants, Designers, Installers & Builders (Audio, Lighting, Projection).

Custom Conversions, 63 Palfrey Pl., London SW8. Tel. (01) 735-5941. Pres. Bill Pentecost.
Product: **Special Effects**—GLOBE Mirror Balls, Bubble Machines, Fog Machines.

D G Controls Ltd., Belvedere Rd., Burton-on-Trent, Staffs. DE13 0LA. Tel. (0283) 67011. Mng. Dir.: D. Guyett; Sales/Project Eng. C. Wagstaff.
Product: **Lighting**—Strobes (Xenon Discharge Beacons), Rotating Flashing Beacons

D J Electronics (Hackney) Ltd., 56 Queens Rd., Southend-on-Sea, Essex. Tel. (0702) 353-033. Mng. Dir.: G.J. Sheppard, Sales Mgr. Jim Sheppard; Adv. Mgr. David Nibbs.
Product: **Audio**—DJ Mixers, Disc Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers; **Lighting**—DISC-LITE Chasers/Sequencers (4 Channels), Color Organs (3 Channels).

Dahlquist, see Hayden Labs.

Decca Special Prods., Ingate Pl., Queenstown Rd., London SW8 3NT. Tel. (01) 622-6677.
Product: **Audio**—Speakers, Tonearms, Phono Cartridges.

Dee Tee Sounds, 38 York St., Broadstairs, Kent. Tel. (0843) 68520. Pres.: D.R. Booth; Sales Mgr.: F.M. Booth; Adv. & PR Mgr. Dave Dee
Product: **Audio**—Mixers, Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, **Lighting**—Controllers; **Special Effects**—Mirror Balls, Signs, Illuminated.

Disclite, see DJ Electronics.

Discopower, Livingstone Pl., Newport, Gwent, South Wales NP23 5EY. Tel. (0633) 56908. Pres.: N.V. Hazell; Sales Mgr.: H.J. Garlick.
Product: **Audio**—Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers, Microphones, Equalizers, Decoders & Demodulators; **Lighting**—Chasers/Sequencers, Dimmer Boards, Strobes, Ultraviolet/Blacklight; **Projection Systems**—Special Effects Projectors, Liquid Projectors; **Special Effects**—Signs: Psychedelic/Illuminated; **Dance Floors/Walls/Ceilings**—Ceilings (Neon, Incandescent, Custom), **Planning/Construction**—Designers (Audio, Lighting, Projection, Flooring, Decor—Total Package), Installers (Audio, Lighting, Projection).

Disco Supplies, 244 High Rd., Chadwell, Heath, Essex. Tel. (01) 597-0119. Sales Mgr. W.A. Platten, Adv. Mgr. R.A. Marston.
Product: **Audio**—Mixers (5 Inputs, 4 Outputs), Disk Jockey Units/Decks, Speakers

Disco Technology, 11 Radnor Chambers, Cheriton Pl., Folkestone, Kent CT20 2BB. Tel. (0303) 59839. Sales Mgr. Robin Quinn.
Product: **Planning/Construction**—Designers & Installers (Audio, Lighting, Projection).

Dokorder, see REW Professional Audio

Dolby Labs, Inc., 346 Clapham Rd., London SW9 9AP. Tel. (01) 720-1111. Telex 919109. Gen. Mgr.: Gary Holt; Int'l Sales Mgr.: Elmar Stetter.
Product: **Audio**—Noise Reducers.

Dream Mood Lighting Ltd., 20 Constable Rd., Rugby, Warks. Tel. Rugby 3372. Dir.: Robin Dalton.
Product: **Lighting**—Controllers (64-Step Light Organs), Chasers/Sequencers (16, 8, 4 Channels), Color Organs (4, 3 Channels), Dimmer Boards

E M T, see F.W.O. Bauch

E S Electronics, 2 Upper Fant Rd., Maidstone, Kent. Tel. (0622) 673-355.
Product: **Audio**—Amplifiers, PA Systems

Eagle Int'l, Precision Centre, Heather Park Dr., Wembley, Middx. HA0 1SU. Tel. (01) 902-8832. Mng. Dir. G. Adler; Mktg. Dir. D.R. Harris. Mktg. Servs. Mgr.: C. Williams.
Product: **Audio**—Mixers, Speakers, Microphones (Condenser & Dynamic), Equalizers, Headphones.

East Anglian Prodn's, 7 Horsey Rd., Kirby-Soken, Frinton-on-Sea, Essex CO13 0DZ. Tel. (02556) 6252. Pres. & Sales Mgr. Ray Anderson; Dir.: Ray Warner; Adv. Mgr.: Paul McClaren.
Product: **Audio**—RUSSCO Turntables; **Lighting**—CES Chasers/Sequencers (6-4 Channels); **Other**—EAST ANGLIAN Disco Sound Effects, Disk Jockey Prodn' Material (Jingles, Commercials, etc.).

Electrosonic Ltd., 815 Woolwich Rd., London SE7 8LT. Tel. (01) 855-1101. Sales Mgr.: Stan Giddings.
Product: **Audio**—Mixers, Amplifiers, Speakers.

Electro-Voice, see Gulton Europe.

Emmex, see Worcester Music.

Empire, see Hayden Labs.

Eurotronic, 50 Oldfield Circus, Northolt, Middx. Tel. (01) 864-2254. Pres.: A.J. Bradshaw-White; Mng. Dir. & Sales Mgr.: R. Dyer; Adv. Mgr. J. Delaney.
Product: **Audio**—Speakers; **Planning/Construction**—Consultants & Designers (Audio); **Other**—Reflective Panels.

Expotus Ltd., 10 Museum St., London WC1. Tel. (01) 836-3747. Telex: 29429.
Product: **Audio**—Amplifiers, Tuners

F A L, see Futuristic Aids.

Fairchild, see Jacques Levy.

Fantavox, see Adastra Electronics.

Ferroglass, see Wilmot Breeden Electronics.

Film Inds. Ltd., Station Ave., Kew Gardens, Surrey. Tel. (01) 940-8078/2336.
Product: **Audio**—Microphones (Dynamic & Ribbon).

Flash Kube, see Optikinetics.

Futuristic Aids Ltd., Audio House, 104 Henconner Ln., Leeds LS13 4LQ. Mng. Dir.: P. Carberry
Product: **Audio**—FAL Disk Jockey Units/Decks, Amplifiers, Speakers; **Lighting**—FAL Color Organs (3 Channels), Spot.

G P S, see Gordon Poole.

Garrard Eng'g Ltd., Newcastle St., Swindon, Wilts SN1 2LH. Tel. (0793) 5381.
Product: **Audio**—Turntables, Tonearms, Phono Cartridges, Styli—Pickup.

Globe, see Custom Conversions

Goldring Ltd., 10 Bayford St., Hackney, London E8 3SE. Tel. (01) 985-1152. Cable: ECHOVOX. Telex: 897105.
Product: **Audio**—Turntables, Tonearms, Phono Cartridges, Styli—Pickup.

Gottlieb, see London Conn.

Gramplan Reproducers Ltd., Hanworth Trading Estate, Hampton Rd. W., Feltham, Middx TW13 6EJ. Tel. (01) 894-9141. Mng. Dir. H.T. Greenwood; Technical Sales Mgr.: R.A. Denham.
Product: **Audio**—Amplifiers, Pre-Amplifiers, Speakers, Microphones (Dynamic & Ribbon).

Graytone, see Broadcast Audio.

Gulton Europe Ltd., The Hyde, Bevendene, Brighton, Sussex BN2 4JU. Tel. (0273) 66271. Pres.: D.J. Taysom, Gen. Mgr.: M. Lewis.
Product: **Audio**—ELECTRO-VOICE Speakers, Microphones (Condenser & Dynamic)

H/H Electronic, Industrial Site, Cambridge Rd., Milton, Cambridge CB4 4AZ. Tel. (0223) 65945. Mng. Dir.: J.M. Harrison; Sales Mgr.: C.R.C. Bradbury
Product: **Audio**—Mixers, Amplifiers, Speakers.

Harman/Kardon, see Highgate Acoustics.

Harwell Instruments Ltd., 17 Carew St., London SE5. Tel. (01) 737-2066. Co-Pres.: T.A.G. Boswell, M.A. Cantia; Sales Mgr.: P.J. Schuster. Adv. Mgr. J. Macmillan-Scott.
Product: **Audio**—Mixers (8-5 Inputs, 2 Outputs), Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Tuners, Speakers, Equalizers; **Planning/Construction**—Consultants, Designers, Installers & Builders (Audio, Lighting, Projection, Flooring, Decor—Total Package).

Hayden Labs. Ltd., Hayden House, Churchfield Rd., Chalfont St. Peter, SL9 9EW. Tel. Gerrards Cross 88447. Telex. 849469. Dir.: E.J. Barrett.
Product: **Audio**—NAGRA Mixers (4 Inputs, 1 Output), Tape Recorders; SENNHEISER Mixers (4 Inputs, 1 Output), Microphones (Condenser, Dynamic & Ribbon), Headphones, DAHLQUIST & ISOPHON Speakers; EMPIRE Turntables, Phono Cartridges, Styli—Pickup; TELEFUNKEN Tape Recorders.

Helios Electronics Ltd., Brownells Ln., Feltham, Middx TW13 7ER. Tel. (01) 890-0087. Mng. Dir.: Richard W. Swetenthal; Sales Mgr.: Neil J. Adams
Product: **Audio**—Mixers, Equalizers (Parametric).

Helme Audio Prods. Ltd., Summerbridge, Harrogate, Yorks. HG3 4DR. Tel. (042372) 279.
Product: **Audio**—Speakers.

Highgate Acoustics, 38 Jamestown Rd., London NW11 7EJ. Tel. (01) 267-4936. Gen. Mgr.: H. Rimington; Sales Mgr.: A. Manning.
Product: **Audio**—ALPHA Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers, HARMAN/KARDON Amplifiers, Pre-Amplifiers, Tuners, Receivers; COLLARO Turntables, PICKERING Turntables, Phono Cartridges, Styli—Pickup, Headphones; RABCO Turntables.

Hitachi Sales (UK) Ltd., Hitachi House, Station Rd., Hayes, Middx. UB3 4DR. Tel. (01) 848-8787. Telex 933611.
Product: **Audio**—Turntables, Tape Recorders, Headphones.

Hiwatt Equip. Ltd., Park Works, 16 Park Rd., Kingston-on-Thames, Surrey. Tel. (01) 549-0252. Dir.: David Reeves
Product: **Audio**—Mixers, Disk Jockey Units/Decks, Amplifiers, Speakers.

I C E, see Icelectrics Ltd

I M I, see REW Professional Audio.

I S E Sound Equip., Estcourt House, Estcourt Rd., Great Yarmouth, Norfolk NR30 4JQ. Tel. (0493) 57066. Co-Owners: G.W. Gooda, T.P. Locke; Sales & Adv. Mgr.: G.W. Gooda.
Product: **Audio**—AUDIO MUSICAL PRODS. Mixers, Disk Jockey Units/Decks, Speakers, Cartridge Machines.

Icelectrics Ltd., 15 Albert Rd., Aldershot, Hants. Tel. (0252) 28513.
Product: **Audio**—ICE Mixers, Amplifiers, Speakers, Effects, **Lighting**—Controllers.

Inovonics, see Alitrope Ltd.

International Discotheques, 3 Heath Rd., Harrow, Middx. HA1 4DA. Tel. (01) 864-6372. Mng. Dir.: Robert J. Albury; Sales Mgr.: Derek Lipscombe; Adv. Mgr.: Peter Ash.
Product: **Audio**—Planning/Construction—Consultants & Designers (Audio, Lighting, Projection, Flooring, Decor—Total Package)

Intervision Ltd., 153-155 Regent St., London W1R 7FD. Tel. (01) 437-4377. Programme Dir.: Richard S. Cooper; Sales Mgr. Mike Tenner.
Product: **Visual Materials**—Film Libraries (Super 8 Cas-

sette). Videotape Libraries (Sony & Norelco/Philips); **Projection Systems**—Film/Movie Projectors (Remote Super 8), Screens (Multivision Surround), Special Effects Projectors; **Planning/Construction**—Consultants & Designers (Projection).

Isophon, see Hayden Labs.

J 8 L, see Soundcraft Electronics.

Stuart Johnson Prods Ltd., 1 Gledwood Dr., Hayes, Middx. Tel: (01) 573-8744. Owner: Stuart Johnson.
Product: **Audio**—Turntables.

Jordan-Watts Ltd., Benlow Work, Silverdale Rd., Hayes, Middx. U83 3BW. Tel: (01) 573-6928.
Product: **Audio**—Speakers.

Jumbo Recs. & Tapes, 15 Clifton Gardens, London N15. Contact: A. Johns. (Jingle Records)

K E F Electronics Ltd., Eccleston Rd., Tovil, Maidstone, Kent. ME15 6QP. Tel: (0622) 57258. Pres.: R.E. Cooke; Sales Dir.: R.R. Cox; Prod. Mgr.: R.F. Dudleyke.
Product: **Audio**—Speakers.

K & K Electronics Ltd., 60 St. Marks Rise, London E8. Tel: (01) 254-9941.
Product: **Audio**—Headphones.

K U B A Radio Sales & Serv. Ltd., 1105 London Rd., Thornton Heath, Surrey CR4 6JJ. Tel: (01) 764-5255. Cable: KUBA-CROYDON. Telex: Roloco 897-310.
Product: **Audio**—COSMO-KUBA Tape Recorders; KUBA Headphones.

Keesonic Audio Sales Ltd., Halldore Hill, Cookham, Berks. Tel: Bourne End 22726.
Product: **Audio**—Speakers.

Kelso, see Rupert Neve.

Klark-Teknik Research Ltd., Summerfield, Kidderminster, Worcs. Tel: (0562) 64027, 63460. Mng. Dir.: Philip M. Clarke; Sales Mgr.: Terence A. Clarke.
Product: **Audio**—Tape Recorders, Equalizers (Graphic).

Klein & Hummel, see F.W.O. Bauch.

Kuschel Electronics, 53 Honor Oak Park, Forest Hill, London SE23.
Product: **Audio**—Mixers, Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers.

Lab-Craft Ltd., Church Rd., Harold Wood, Romford, Essex. Tel: Ingrebourne 49241. Sales & Adv. Mgr. P. J. Gregg.
Product: **Lighting**—Chasers/Sequencers (3 Channels); **Special Effects**—Signs (Illuminated)

Leavers-Rich Equip. Ltd. (Incorporating Bias Electronics), 319 Trinity Rd., Wandsworth, London SW18 3SL. Tel: (01) 874-9054. Gen. Mgr. & Dir.: W.A. Costello.
Product: **Audio**—LEEVERS-RICH/BIAS Tape Recorders; AMPRO NAB Broadcast Cartridge Machines

Lennard Developments Ltd., 206 Chase Side, Enfield, Middx. EN2 0QX. Tel: (01) 363-8238. Mng. Dir.: E.G. Lennard.
Product: **Audio**—Phono Cartridges, Stylus—Pickup.

Jacques Levy Professional Rec'g Servs., 6 Carlisle Mansions, Carlisle Pl., London SW1P 1HX. Tel: (01) 834-9248.
Product: **Audio**—PULTEC Equalizers; FAIRCHILD Noise Reducers.

Light Fantastic Ltd., 5 The Broadway, New Haw, Weybridge, Surrey.
Product: **Lighting**—Chasers/Sequencers (10 Channels), Color Organs (3 Channels), Strobes, Strip; **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments (Liquid Wheels; Graphic Cassettes; Liquidsploide; Kinerama; Prism Rotators; Total Eclipse; Trifect; Dusoscope, Trio, Prism & Kaleidoscope Lenses).

Lightmaster, see Zero 88 Lighting.

Light Years Ahead, 28 Fairford Ave., Barnehurst, Kent DA7 6QW. Tel: (03224) 42991. Pres.: W.J. Roberts; Sales & Adv. Mgr.: Ms. S.R. Roberts.
Product: **Lighting**—Chasers/Sequencers (4 Channels), Color Organs (3 Channels), Strobes; **Projection Systems**—Special Effects Projectors, Liquid Projectors, Projector Attachments (Rotating & Image Multiplier Prisms, Effect Rotators, Liquid & Air Tanks); **Special Effects**—Bubble Machines; **Dance Floors/Walls/Ceilings**—Floors, Walls & Ceilings (Custom); **Planning/Construction**—Consultants & Designers (Lighting, Projection).

Linn Prods. Ltd., 235 Drakemire Dr., Glasgow. Tel: (041) 634-3860.
Product: **Audio**—LINN Speakers; LINN SONDEK Turntables.

Linn Sondek, see Linn Prods.

Liquidators, see Project Electronics.

Lockwood & Co. (Woodworkers) Ltd., 67-69 Lowlands Rd., Harrow, Middx. Tel: (01) 422-3704/0768. Pres.: Stanley Timms; Sales Mgr. & Dir.: Andrew Timms.
Product: **Audio**—Speakers, Turntables.

London Coin Machines Ltd., 22/24 Bromells Rd., London SW4 0BQ. Tel: (01) 720-1201. Chm.: H.D. Rogers; Mng. Dir.: J.C.M. Pryde; Dir.: N.C. Booth.
Product: **Games**—ALLIED Video/Electronic, Pinball, Arcade; UBI Video/Electronic, Soccer/Football, Billiards/Pool; GOTTLIEB Pinball.

Lustraphone Hi-Fi Ltd., Browns Ln., Unit 2, Feltham, Middx. PW13 7EL. Tel: (01) 890-0887.
Product: **Audio**—Microphones.

M C I (UK), 21 Clairmont Square, London N1. Tel: (01) 278-2288.
Product: **Audio**—Equalizers, Noise Reducers.

M C Q, see Waterloo Radio.

M-Jay Electronics, 90 Kingsdale Gardens, Drighlington, Bradford BD11 1EZ. Tel: (097) 330-2075. Co-Owner & Pres.: John Varley; Sales & Adv. Mgr.: Mike Edwards.
Product: **Audio**—Mixers (20-10 Inputs, 10-4-2 Outputs), Disk Jockey Units/Decks, Amplifiers, Equalizers; **Special Effects**—Signs: Illuminated; **Other**—Electronic Sirens, Electronic Crossovers.

M V Amplifications, Orchard Meadow, Uffington Rd., Stamford, Lincs.
Product: **Audio**—Consoles, Amps, Speakers; **Lighting**—Color Organs, Strobes.

Macinnes Labs. Ltd., Macinnes House, Carlton Park Ind' Estate, Saxmundham IP17 2NL. Tel: (0728) 2262, 2615. Cable: MACLABS Ipswich. Mng. Dir.: I.M. Marshall; Sales Mgr.: C.R. Flack.
Product: **Audio**—MACINNES Mixers (16 Inputs, 4-2 Outputs); AMCRON Amplifiers, Pre-Amplifiers, Speakers, Tape Recorders; SHARPE Headphones.

Magnetic Tapes Ltd., Chilton Works, Garden Rd., Richmond, Surrey. Tel: (01) 876-7957. Pres. & Sales Mgr.: T.H. Reps; Mng Clerk: D.A. Bowker.
Product: **Audio**—Mixers (16, 12, 10 Inputs, 4-2 Outputs).

Martin, see Midas Amplification.

Mat, see Radio Craft.

Matamp, see Radio Craft.

Meteor Light & Sound Co., 111 Chertsey Rd., Byfleet, Surrey KT14 7LA. Tel: Byfleet 41131. Pres.: C.E. Hammond; Sales Mgr.: Chris Cadle; Adv. Mgr. Judy Giddings.
Product: **Audio**—METEOR Mixers (4 Inputs, 1 Output), Disk Jockey Units/Decks, Speakers; PHASE LINEAR Amplifiers, Noise Reducers; SONUS Phono Cartridges, Stylus—Pickup; REVOX Tape Recorders, Microphones, Headphones; **Lighting**—METEOR Chasers/Sequencers (10, 4, 3 Channels), Color Organs, Dimmer Boards, Strobes, Ultraviolet/Blacklight; **Spot: Projection Systems**—METEOR Special Effects Projectors, Liquid Projectors, Projector Attachments (Cassettes 6" Effects Wheels, Total Eclipse, Prism Lenses & Rotators); **Special Effects**—METEOR Signs: Computerized/Psychodelic/Illuminated; **Dance Floors/Walls/Ceilings**—Ceilings (Custom); **Planning/Construction**—Consultants, Designers, Installers & Builders (Audio, Lighting, Projection).

Midas Amplification, 54-56 Stanhope St., Euston, London NW1 3EX. Tel: (01) 387-7679. Contact: Rick Kilminster.
Product: **Audio**—MIDAS Mixers, Amplifiers, Equalizers; MARTIN Speakers.

Millbank Electronics Group Ltd., Uckfield, Sussex TN22 1PS. Tel: (0825) 4166. Mng. Dir.: A.E. Walker; Mktg. & Adv. Mgr.: K.M. Ellis; Sales Dir.: B. Skinner
Product: **Audio**—Mixers (13, 10, 4 Inputs, 4, 3, 2 Outputs), Amplifiers, Pre-Amplifiers, Tuners, Speakers.

Mitrex Electronics, 951 Oldham Rd., Newton Heath, Manchester M10 6FE. Tel: (061) 205-8093. Contact: G. Goddard.
Product: **Audio**—Amplifiers, Pre-Amplifiers; **Lighting**—Chasers/Sequencers (3 Channels), Color Organs (3 Channels); **Planning/Construction**—Builders (Audio, Lighting).

Mobi-Deque Ltd., 14 The Village, Charlton, London SE7 8UG. Tel: (01) 856-4777. Chm.: Denis B. Galtton; Sales Mgr. David J. Chapman; Adv. Mgr.: Jock Dennis.
Product: **Visual Materials**—Slide Libraries, Film Libraries (16mm & 8mm), Videotape Libraries; **Planning/Construction**—Consultants, Designers & Installers (Audio, Lighting, Projection, Decor).

Mode Electronics, Chelsing Lodge, Tonwell, Ware, Herts Tel: (0920) 2121. Mng. Dir.: D.N. Tappenden. Technical Dir.: R.R. Steward.
Product: **Lighting**—Chasers/Sequencers (4 Channels), Color Organs (4 Channels), Dimmer Boards.

Keith Monks (Audio) Ltd., 26-28 Reading Rd., S. Fleet, Aldershot, Hamps. Tel: (02514) 7316, 3566. Pres.: T.K. Monks; Adv. Mgr.: P.A. Cooper.
Product: **Audio**—Speakers, Tonearms, Microphones (Dynamic & Ribbon).

Mordaunt-Short Ltd., Duford Mill, Petersfield, Hants GU31 5BB. Tel: (073080) 721. Chm. & Mng. Dir.: Michael C. Short
Product: **Audio**—Speakers.

Morgan-Smith Electronics, Marlborough Rd., Trading Estate, Unit 3, St. Albans, Herts. AL1 3XL. Tel: (0727) 66922.
Product: **Audio**—Mixers.

Multiform Electronics Ltd., 22 Portugal Rd., Woking, Surrey GU21 5JE. Tel: (04862) 70248. Pres.: I. Price-Smith.
Product: **Lighting**—Chasers/Sequencers (4 Channels), Color Organs (4 Channels), Dimmer Boards.

Musonic Ltd., 34-38 Verulam Rd., St. Albans, Herts. AL3 4DF. Tel: (0727) 50611. Pres.: P. Blank; Sales Mgr.: S.H. Blank, Export Dir.: B. Blank.
Product: **Audio**—"Private Label" Amplifiers, Pre-Amplifiers, Tuners, Receivers, Speakers; MUSONIC Stylus—Pickup.

Nagra, see Hayden Labs.

Nakamichi, see Neutral Sound

National Panasonic (UK) Ltd., 107-109 Whitby Rd., Slough, Berks. SL1 3DR. Tel: Slough 34522 Telex. 847652. Mng. Dir.: A. Imura; HiFi Sales Mgr.: Graham West; Video Sales Mgr.: Miles Dawson.
Product: **Audio**—TECHNICS Amplifiers, Speakers, Turntables, Stylus—Pickup, Microphones (Condensers), Equalizers, CD-4 Demodulators & Receivers. **Projection Systems**—NATIONAL PANASONIC Video Tape Recorders.

Natural Sound Systems Ltd., Strathcona Rd., Wembley, London. Tel: (01) 904-0141. Mktg. Mgr.: J.H. Lewin; Sales Mgr.: V. Adams
Product: **Audio**—NAKAMICHI Mixers, Tape Recorders, Microphones; YAMAHA Amplifiers, Speakers, Stylus—Pickup, Tape Recorders, Microphones.

Neumann, see F.W.O. Bauch.

Rupert Neve & Co. Ltd., Cambridge House, Melbourn, Royston, Herts. SG8 6AU. Tel: (0763) 60776. Mktg Mgr.: Derek Tilsley.
Product: **Audio**—KELSO Mixers; NEVE Equalizers, Noise Reducers

Newham Audio, 52 Romford Rd., London E15. Tel: (01) 534-4064.
Product: **Audio**—COURIER Mixers, Amplifiers, Speakers.

Optikinetics Ltd., 38 Cromwell Rd., Luton, Bedfordshire. Tel: (0582) 411-413. Dirs.: N.G. Rice, K.R. Canadine, P. Brunker; Sales Mgr.: Dave Dure.
Product: **Lighting**—FLASH KUBE & SUPER STROBE strobes; **Projection Systems**—SOLAR Special Effects Projectors, Liquid Projectors, Projector Attachments (Kaleidoscope & Clip-On Prism Lenses, Prism & Panoramic Rotators, Sploascope, Total Eclipse, Cassette & Wheel Rotator Plates); Special Effects—BUBBLE GUN Bubble Machines.

Orange Musical Inds. Ltd., 3-4 New Compton St., London WC2H 8DD. Tel: (01) 836-7811.
Product: **Audio**—Mixers, Disk Jockey Units/Decks, Amplifiers, Speakers.

A. C. Partridge Ltd., Partridge Electronics, 21-25 Hart Rd.

Benfleet, Essex. SS7 3PB. Tel: (03745) 3256. Pres.: A.C. Partridge, Sales Mgr.: J.D. Benson; Adv. Mgr.: V.S. Elcome.
Product: **Audio**—Mixers, Pre-Amplifiers, Equalizers.

Pearl, see Allotrope Ltd.

Phase Linear, see Meteor Light & Sound.

Philips, see Philips Electrical, Pye Business Communications & Pye TVT.

Philips Electrical Ltd., Century House, Shaftesbury Ave., London WC2. Tel: (01) 437-7777. Telex: 28807.
Product: **Audio**—Headphones; **Projection Systems**—Video Tape Recorders.

Pickering, see Highgate Acoustics.

Pioneer, see Shiro (UK) Ltd.

Gordon Poole Discotheques, 78 Avonleigh Rd., Bristol BS3 3JA. Tel: (0272) 632-467. Pres.: James Campbell Poole; Sales Mgr.: Gordon Poole; Adv. Mgr.: Jill Campbell Poole.
Product: **Audio**—GPS Disk Jockey Units/Decks, Speakers; **Planning/Construction**—Consultants, Designers & Installers (Audio, Lighting, Projection, Flooring, Decor)—Total Package, Including Mobile Discos).

The Powerdrive Drum Co. Ltd., Hicks Rd., Unit 7, Markyate, Herts. Tel: Luton 841-029. Dir.: K. Dowzell.
Product: **Lighting**—Stage & Dance Area Illumination Fixtures

Project Electronics Ltd., 1-5 The Grove, Ealing, London W5 5DX. Tel: (01) 567-0757. Mng. Dir.: Dave Simms; Sales & Adv. Dir.: J. St. Pier.
Product: **Audio**—AUGUST Mixers, Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers; PROTEK Speakers; **Lighting**—PROJECT Chasers/Sequencers (From 4 Channels), Color Organs (3 Channels), Dimmer Boards, Strobes, Ultraviolet/Blacklight, Stage & Dance Area Illumination Fixtures; **Projection Systems**—LIQUIDATORS Special Effects Projectors, Liquid Projectors; PROJECT Projector Attachments (Spinners, Prisms, Revolving Prisms, etc.); **Special Effects**—PROJECT Mirror Balls (18" & 12"); Bubble Machines; Fog Machines (Mini-Globe, Maxi-Globe, Monster Box); **Planning/Construction**—Consultants & Designers (Audio, Lighting, Projection); Installers (Europe Only).

Protek, see Project Electronics.

Pulsar, Stanley Rd., Cambridge. Tel: Cambridge 66798. Co-Pres.: K. Sewell, P.F. Mardon; Sales & Adv. Mgr.: D. Saunders.
Product: **Lighting**—Chasers/Sequencers (3 Channels), Color Organs (3 Channels), Dimmer Boards, Strobes.

Pultec, see Jacques Levy.

Pye Business Communications Ltd., Cromwell Rd., Cambridge CB1 3HE. Tel: (0223) 45191. Pres. 8.W. Manley; Sales Mgr.: S.E. Duke.
Product: **Audio**—PHILIPS Amplifiers, Speakers, Turntables, Microphones (Condenser & Dynamic); **Projection Systems**—PHILIPS Video Tape Recorders.

Pye TVT Ltd., PO Box 41, Coldhams Ln., Cambridge, Cambs. Tel: Cambridge 45115.
Product: **Audio**—PHILIPS Mixers; PYE Amplifiers, Speakers, Turntables.

Pysier Group, Fircroft Way, Edenbridge, Kent. TN8 6HA. Tel: (073271) 4111. Sales Mgr.: M.B. Blockley.
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R A C, See Rugby Automation.

R C A Ltd., Lincoln Way, Windmill Rd., Sunbury-on-Thames, Middx. Tel: Sunbury-on-Thames 85511.
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Radio Craft (Huddersfield) Ltd., 38 King St., Huddersfield, Yorks. HD1 2QP. Tel: (0484) 20049. Pres.: H.A. Mathias.
Product: **Audio**—MATAMP Mixers (6 inputs, 1 Output), Disk Jockey Units/Decks, Amplifiers, Pre-Amplifiers, Speakers; MAT Microphones (Condenser); **Planning/Construction**—Consultants & Designers (Audio).

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Rainbow Sound & Lighting, 26 Marchmont Rd., Edinburgh EH9 7HZ. Tel: (031) 229-6662
Product: **Audio**—Mixers, Speakers

Raindirk Ltd., 33a Bridge St., Downham Market, Norfolk PE38 9DW. Tel: (03663) 2165, 3617. Dirs.: C.E. Jones, R.L. Pender.
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Record Source Int'l (RSI), c/o Billboard Publ'ns, 7 Carnaby St., London W1. Tel: (01) 437-8090. Contact: Andre de Vekey. (Record Services).

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Product: **Audio**—Microphones (Condenser & Dynamic).

Revov, see Meteor Light & Sound.

Richard Allan Radio Ltd., Bradford Road, Gomersal, Cleckheaton, West Yorks, BD19 1AAZ. Tel: (0274) 872-442. Mng. Dir.: E.R. Worley; Domestic Sales Mgr.: A. Worley; Int'l Sales Mgr.: K. Sykes.
Product: **Audio**—Speakers

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Product Audio—SW Mixers, Amplifiers, Speakers, SAPPHIRE & SIMMS-WATTS Disk Jockey Units/Decks
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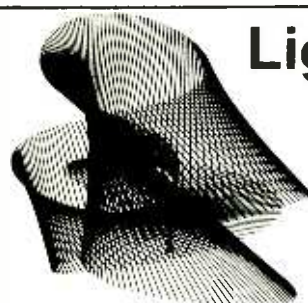
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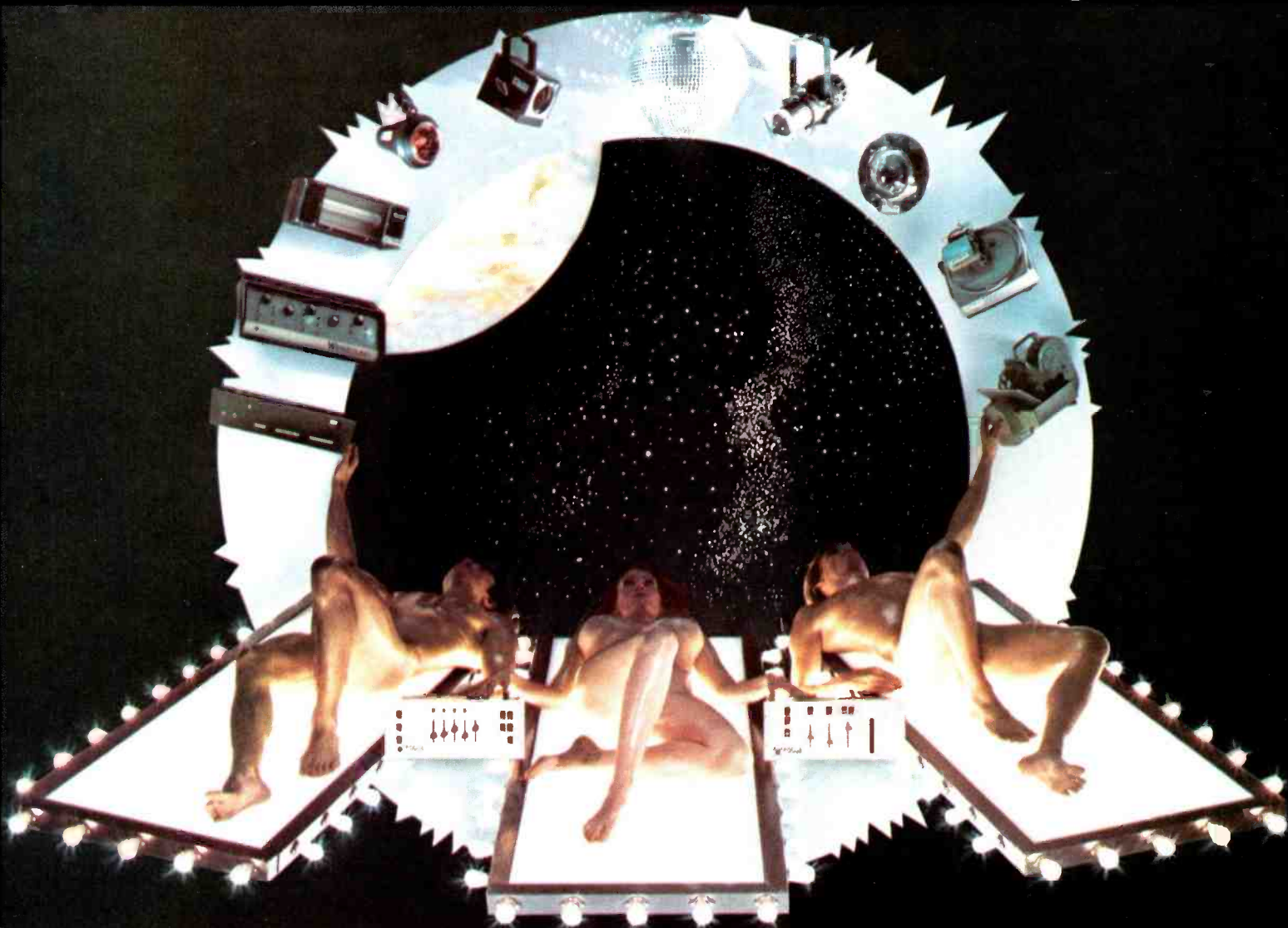
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INTERSTELLAR SHIPPING

Joe Smith Can Push The Biggest Button In The Business

It sits on his desk at Elektra/Asylum Records. It is always ready. It loves to be pushed.

Joe shares this button with the heads of Atlantic Records (Ahmet Ertegun) and Warner Bros. Records (Mo Ostin).

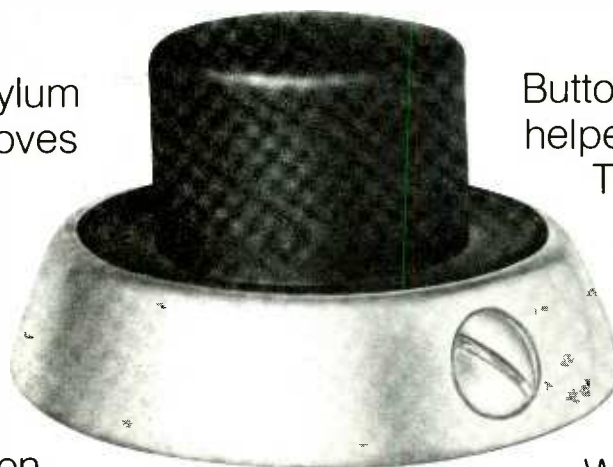
When any of these three men pushes the record business' Biggest Button, America's number one record distribution machine goes into action.

We refer, to end the nagging suspense, to the Warner/Elektra/Atlantic distributing organization. As its intimates call it, "WEA."

Who Cares If WEA Is Number One?

The trades do. *Billboard* computerized its charts for the first half of '76, and found Warner/Elektra/Atlantic came in first with 24.3% of the LP's and singles action. (The nearest competitor came in second at 16.8%.) The income tax people do. They nearly dropped their teeth to learn that, partly because of Joe's Big Button, both Elektra and the entire WCI Music Group's sales are running way ahead of their sales last year.

And Elektra's artists do. The Eagles, for example, thank Joe and Co. for pushing that Big



Button. That push on the WEA tush helped sell over 3,000,000 "One of These Nights."

If I Wanted a Big Button Could I Develop One?

Certainly. No one is born with a Big Button.

It needs to be developed.

Warner/Elektra/Atlantic began developing its Button about five years ago. Since then, the company has sold more albums and tapes than the entire 1975 Gross National Product of Paraguay.

W/E/A has since then also become the biggest seller of records in America. Number One. And '76 looks even bigger.

If you really wanted to develop a Button like Joe's, it would help if you had — as does Warner/Elektra/Atlantic's distribution machine — seven full-stock branches, 11 sales offices, 92 full-time salesmen, 198 chart records in the past six months, 55 gold records in the last year, and great hunger.

Elektra/Asylum may claim to be a cozy, artist-developing, small-number-of-releases company. Which it is.

But out back, it's comforting to have that tiger in your tank.



LINDA RONSTADT—That'll Be The Day (2:32); producer: Peter Asher; writers: J. Allison, B. Holly & N. Petty; publisher: MPL Communications, BMI, Asylum 45340. Another goodtime rock oldie from an artist who seemingly can't miss with this type of material. Ronstadt gets into the old Buddy Holly tune with grand gusto and enthusiasm. The overall production is as good as any version of this rock classic ever cut. It sounds like it belongs on the "Happy Days" tv jukebox.

STEVE MILLER—Rock 'N Me (3:05); producer: Steve Miller; writer: Steve Miller; publisher: Sailor, ASCAP, Capitol 4323. A catchy and highly humorous midtempo rocker from rock's tongue-in-cheek expert. Miller again manages to play solid music around his semi-satire lyrics. The melody line deliberately wanders through echoes of the Beach Boys and the Eagles. A well-chosen followup to Miller's recent high charting "Take The Money And Run."

recommended

FIREFALL—You Are The Woman (2:42); producer: Jim Mason; writer: Rick Roberts; publisher: Stephen Stills, BMI, Atlantic 3335.

SPIRIT—Farther Along (3:23); producer: Al Schmitt; writers: R. California-M. Andes-E. Cassidy; publishers: Square Snuff, BMI & Fish Fry, ASCAP, Mercury 73837 (Phonogram).

BELLAMY BROTHERS—Satin Sheets (3:28); producers: Phil Gernhard & Tony Scotti; writer: Willis Allan Ramsey; publisher: Wishbone, ASCAP, Warner/Curb 8248.

DOBIE GRAY—Find 'Em, Fool 'Em & Forget 'Em (2:43); producer: Rick Hall; writers: George Jackson-Rick Hall; publisher: Fame, BMI, Capricorn 0259.

BARBI BENTON—Staying Power (2:53); producer: Robert Appere; writers: Howard Greenfield/Neil Sedaka; publisher: Don Kirshner, BMI, Playboy 6078.

STRAWBS—I Only Want My Love To Grow In You (2:59); producers: Ruper Holmes & Jeffrey Lesser; writers: David Cousins-Chas. Cronk; publisher: Arnakata, ASCAP, Oyster 702 (Polydor).

MARTHA VELEZ—Disco Night (2:48); producers: Bob Marley with Craig Leon & Kim King; writers: M. Velez/R. Marley; publishers: Tajmomo/Tuff Gong/Blue Disque, ASCAP, Sire 727 (ABC).

ATLANTA RHYTHM SECTION—Free Spirit (3:33); producer: Buddy Buie; writers: Buie-Nix-Hammond; publisher: Low-Sal, BMI, Polydor 14339.

BLACKMORE'S RAINBOW—Starstruck (3:19); producer: Martin Birch; writers: Ritchie Blackmore-Ronnie Dio; publishers: Eule/Armchair, BMI, Oyster 701 (Polydor).

THE MARSHALL TUCKER BAND—Long Hard Ride (2:49); producer: Paul Hornsby; writer: Toy Caldwell; publisher: No Exit, BMI, Capricorn 0258 (Warner Bros.).



BRASS CONSTRUCTION—Changin' (3:59); producer: Jeff Lane; writer: R. Muller; publishers: Desert Moon/Jeffmar, BMI, U.A. XW837. Brass Construction provides yet more convincing evidence that it clearly deserved to shoot to the front of the pack in the overcrowded disco-soul field. This tune alternates catchy vocal phrase chanting with stirring horn riffs that ultimately open up into a wide scope instrumental cooking climax. No disco dancers worth their salt could sit this one out.

THE TRAMMPS—Soul Searchin' Time (2:59); producers: Baker, Harris & Young; writers: L. Green & N. Harris; publisher: Six Strings, BMI, Atlantic 3345. It's time to look at ourselves closely and get our individual and national acts together. This is the driving, uptempo message of the Trammips' high-intensity new single, packaged with soulful power indeed. The vocals are riveting grabbers.

recommended

ISAAC HAYES—Disco Freak (3:46); producer: Isaac Hayes; writer: Isaac Hayes; publisher: ABC/Dunhill, BMI, ABC 12206.

BETTYE SWANN—Heading In The Right Direction (3:27); producer: Brad Shapiro; writers: Punch & Paige; publisher: Reizner, ASCAP, Atlantic 3352.

TYRONE DAVIS—Saving My Love For You (4:36); producer: Not Listed; writer: Sherman Johnson; publisher: Lion, BMI, Dakar 4558.

G.C. CAMERON—Dream Lady (3:05); producers: Lawrence Brown & Terri McFadden; writers: T. McFadden-L. Brown-V. Caston; publisher: Jobete, ASCAP, Motown 1397.

THE BAR-KAYS—Shake Your Rump To The Funk (3:28); producer: Allen Jones; writers: L. Dodson-J. Alexander-M. Beard-W. Stewart-L. Smith-C. Allen-H. Henderson-F. Thompson; publisher: Barkay, BMI, Mercury 73833 (Phonogram).

MFSB—Summertime And I'm Feelin' Mellow (3:45); producers: J. Whitehead, G. McFadden & V. Carstarphen; writers: J. Whitehead, G. McFadden, V. Carstarphen; publisher: Mighty Three, BMI, Philadelphia International 3600 (CBS).

THE RITCHIE FAMILY—The Best Disco In Town (2:39); producers: Jacques Morali & Ritchie Rome; writers: J. Morali/R. Rome-H. Belolo-P. Hurt; publisher: Can't Stop, BMI, Marlin 3306 (T.K.).

BARRABAS—Desperately (3:08); producer: Fernando Arbex; writer: F. Arbex; publisher: Sunbury, ASCAP, Atco 7059 (Atlantic).



TAMMY WYNETTE—You And Me (3:27); producer: Billy Sherrill; writers: Billy Sherrill-George Richey; publisher: Algee, BMI, Epic 8-50264. Sung with a sensitivity that Wynette has never surpassed before, here's a powerful contender for major country chart action with enough polish and professionalism to garner crossover pop action, too. Beautiful string work, a perfect piano contribution and Wynette's voice—sultrier and more soulful than ever—merge into a smooth, classy song.

CHARLEY PRIDE—A Whole Lotta Things To Sing About (2:42); producers: Charley Pride-Jerry Bradley; writer: Ben Peters; publisher: Pi Gem, BMI, RCA JH-10757. Pride takes an uptempo Ben Peters song and, bolstered by steel and a lively choral background from the Nashville Edition, sings it with fervor.

CONWAY TWITTY—The Games That Daddies Play (3:04); producer: Owen Bradley; writer: Conway Twitty; publisher: Twitty Bird, BMI, MCA 40601. Twitty writes and sings his newest—a ballad that builds to an effective climax. Producer Owen Bradley lets some bright and loud steel licks enliven the number.

recommended

TENNESSEE PULLEYBONE—Tonight, The Bottle Let Me Down (3:31); producer: Chuck Neese; writer: Merle Haggard; publisher: Blue Book, BMI, RCA JH-10755.

BILLY LARKIN—Kiss And Say Goodbye (2:56); producer: Nelson Larkin; writer: W. Lovett; publishers: Nattahnam/Blackwood, BMI, Casino GRT-076.

SAMI JO—Take Me To Heaven (2:49); producers: Sonny Limbo-Mickey Buckins; writers: Richard Mainegra-Susan Taylor; publisher: Screen Gems-Columbia, BMI, Polydor PD-14341.

PRICE MITCHELL—You're The Reason I'm Living (3:10); producers: Nelson Larkin-Dick Heard; writer: B. Darin; publisher: Hudson Bay, BMI, GRT 067.

SONNY THROCKMORTON—Roxie (3:39); producers: Scott Turner-Larry London; writer: Sonny Throckmorton; publisher: Roger Miller, BMI, Starcrest CRT-073.

JIM FARMER—Misty Mountain Memories (3:06); producers: Major Bill Smith-Jerry Hudson; writer: Jim Farmer; publisher: Softchary, BMI, LeCam LC-121-A.



ANDY PRATT—If You Could See Yourself (Through My Eyes) (2:53); producer: Arif Mardin; writers: Andy Pratt & Lillian Rubin; publisher: April, ASCAP, Nempcor 007 (Atlantic). Tight production is reminiscent of Mardin's disco hits with the Bee Gees and AWB. Smooth pop backup vocals contrast effectively with the steady beat and with Pratt's charmingly unpolished, slightly ragged lead vocal.

CHARLIE BLEAK—Let Me In (I'm No Stranger) (3:23); producer: Charlie Bleak; writer: Charlie Bleak; publisher: Ivan Mogull, ASCAP, PIP 6523. Excellent electric folk rock that sounds like some of the Byrds' early work. Steady beat, fine melody and overall highly commercial feel make it perfect for AM play, but unlike a lot of these records, this won't drive the post-teens away. Countryish jam halfway through fits into the uptempos cut perfectly.

I BAND—Jungle Walk (3:22); producers: Johnny Powers & Eric Morganson; writer: Buzzy Seaton; publisher: Purusa, ASCAP, Warner Bros. 8243. Duet on this highly rhythmic track features a soulful female singer who sounds like Chaka Khan. The much-repeated chant urges that "everybody do the jungle walk." An electric guitar break in the middle doesn't take away from the overall funky feel.

TATA VEGA—Full Speed Ahead (3:38); producer: Winston Monseque; writers: D. H. Jones, Jr.-W. Brown, Jr.; publisher: Jobete, ASCAP, Tamla 54271 (Motown). Soulful cut has this female act showing off some excellent, funky lower register vocals. A family commercial melodic hook, but there are no gimmicks, just quality vocal work that builds to a wild, no-holds-barred finish.

DEJA VU—Be Happy (3:27); producer: Skip Prokop; writer: David Bacha; publisher: C.A.M. U.S.A., BMI, Capitol 4321. Funky, gritty opening gives way to a glorious, sprightly pop melody that notes, "spread a little sun, shine a little light on me." Soulful male vocals keep it from being pap, though. Excellent arrangement features a teasing non-finish.

JIM FARMER—Misty Mountain Memories (3:05); producers: Major Bill Smith & Jerry Hudson; writer: Jim Farmer; publisher: Softchary, BMI, LeCam 121. Slow, pretty ballad features a strong but gentle laid-back vocal similar to Keith Carradine's "I'm Easy."

POWER PLAY—Do It All The Night (Part I) (3:40); producer: Roy Boston; writer: Beau Power Royal; publisher: ATV, BMI, Pye 123. As with most disco hits, this features highly polished orchestration and slick female backup. What's unique here is that the male lead vocalist speaks instead of sings the steamy words.

MIRAGE—I Had A Fight With Love (3:12); producers: Clayton Ivey and Terry Woodford; writer: Frank Johnson; publishers: Stone Diamond/Song Tailors, BMI, Warner Bros. 8242. Spoken word intro, fairly high-voiced male vocals, and com-

mercial pop approach make this sound like a soul record circa 1972. It's unique, though, in '76, which could be a plus.

RICHARD HEWSON ORCHESTRA—Love Bite (3:21); producers: C. Scott/R. Hewson; writer: Richard Hewson; publishers: Gong Dimension, Diagonal Music, BMI, Splash 201 (Private Stock). Interesting arrangement on this hustle number, as it shifts from a biting opening to a smooth, exceptionally pretty female vocal passage that climaxes and leads into a sax tag. Gorgeous vocal spot steals the show.

BANDANA—Jukebox Saturday Night (3:22); producers: Dennis Lambert & Brian Potter; writers: J. C. Crowley & J. Crocker; publisher: Touch Of Gold Music, BMI, Haven 807 (Arista). A goodtime Beach Boys feel predominates on this highly commercial Lambert & Potter entry. The backup harmonies give way for a countryish, hoe-down break in the middle. Irresistible melody. Not the old song with same title.

LITTLE RIVER BAND—It's A Long Way There (4:16); producers: Glenn Wheatley and The Little River Band; writer: Goble; publisher: Australian Tumbleweed, BMI, Harvest 4318 (Capitol). There's a Crosby, Stills, Nash & Young feel as it shifts from a symphonic, airy opening to a guitar-dominated mid-rock base. Carefully honed folk-rock vocals throughout. This was a major hit in Australia, where the group comes from.

Picks—a top 30 chart tune in the opinion of the review panel which voted for the selections published this week; recommended—a tune predicted to land on the Hot 100 between 31 and 100. Review editor—Nat Freedland.

14 CD-4 Albums Available Aug. 15 Via Sutton-Miller

LOS ANGELES—Sutton/Miller Ltd. has launched a direct shipment campaign to help dealers stock CD-4 discrete quad albums. Brad Miller of Sutton/Miller notified several hundred record dealers that as of Aug. 15 four discrete quad albums by the Mystic Moods on Shadybrook Records and nine Sound In Motion/Environment albums on SoundBird Records would be available.

In addition, a special quad test record (SB4 X002) produced by Lou Dorren, inventor of the quadplex FM quad broadcasting system now under study by the FCC, is available.

"We are willing to fulfill special orders for CD-4 Quadradisc on a direct basis for the time being," Miller told dealers, pointing out that many

dealers have complained of not being able to get the Mystic Moods through normal distribution channels. Sutton/Miller is accepting the orders on a prepaid or COD basis, 25 units per catalog item, with no return privileges. "In order to fulfill your special orders, we are required to make special high-quality press runs, at a premium unit cost," he explains.

This direct distribution is only temporary, he says. "If it becomes big business, my distributors are welcome to it."

The CD-4 Quadradisc test record features test tones, channel identifications, frequency sweeps, demodulator adjustments including separation, plus an explanation of the discrete 4-channel system, plus five music selections. The suggested list price on all of the LPs is \$6.98.

Things Tasting Sour For Lemongello

NEW YORK—Peter Lemongello, the young pop singer who last year bucked established music trends and bulldozed his way to notoriety with a blitz of television commercials, has landed himself in a legal stew in the process.

On a complaint of fraud brought against Lemongello by his advertising agency, Triad Media Associates, a State Supreme Court judge here has issued an order of attachment against the artist's personal and corporate assets.

According to the Triad Media complaint, Lemongello Enterprises has failed to pay some \$95,000 owed to the agency on television advertising for the artist's album "Love '76" released on Lemongello's own label.

Triad Media, which held the exclusive promotion contract for the album, also complained to Justice Samuel Rosenberg that the defendant and his associates had released the record at a Manhattan record shop where they were retailed at \$3.99, although the tv commercial offered them exclusively through mail-order at \$6.98 per record.

The complaint further charges Lemongello with breach of contract

for "failing to handle and resolve all consumer complaints, failing to handle about 8,000 record orders, and releasing false information claiming that 50,000 copies of "Love '76" had been sold when, in fact, only about 20,000 copies of the LP had been sold.

O'Brien Lyric Contest Winner

LOS ANGELES—Ireland-born Sean O'Brien has been awarded first prize of \$1,000 in the American Song Festival's first lyric competition.

O'Brien's "If Angels Are Listening" not only took top honors, but three other O'Brien lyrics placed in the contest's top 20.

Second prize, \$500, went to Robert Jewell, Anamosa, Iowa; third went to Marc Jablon of Forest Hills, N.Y. and to Dickie Hay, Garden City, Kan., who tied, and fourth prize was awarded Glen King, Los Angeles.

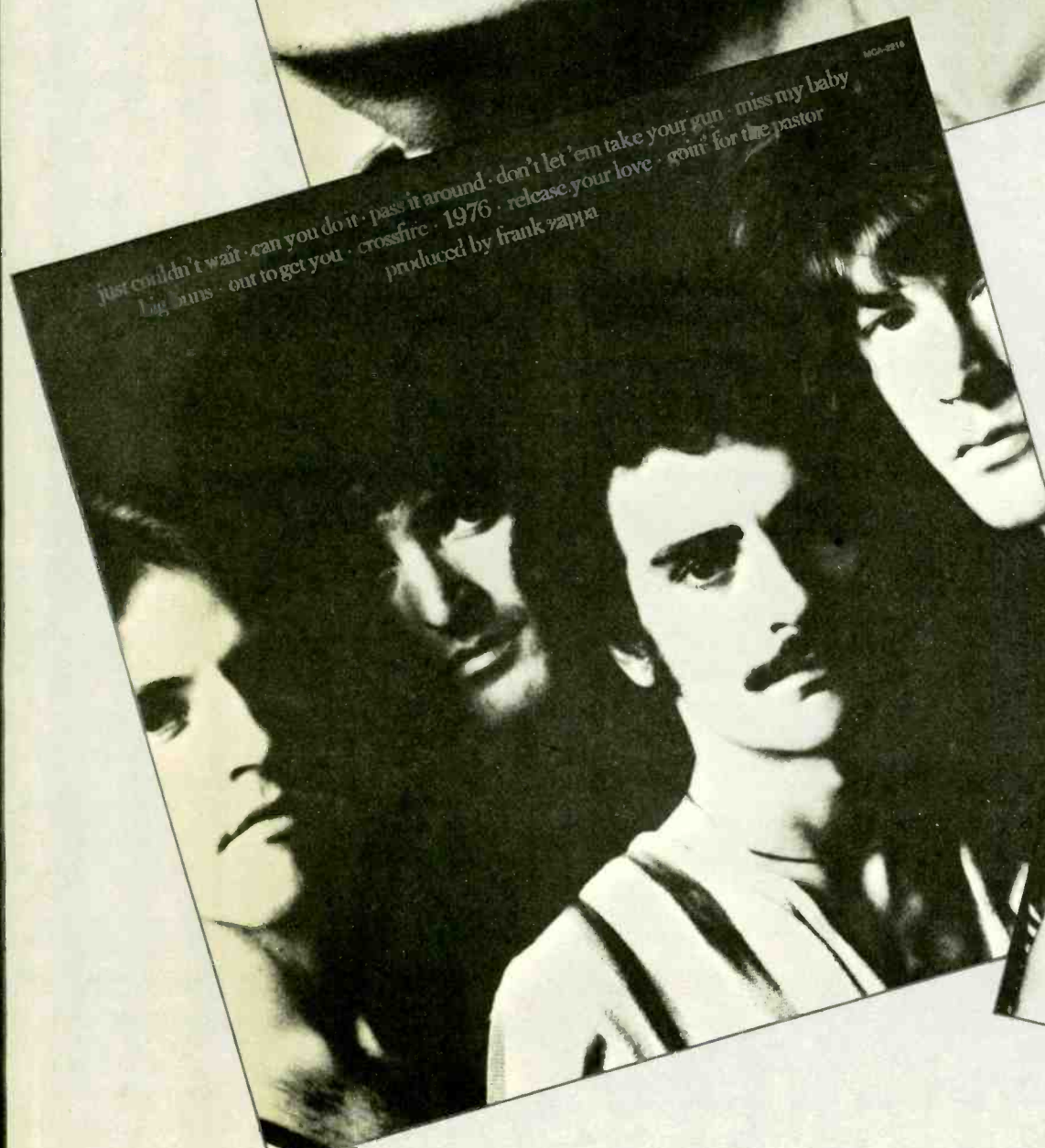
Winner O'Brien moved to Los Angeles from Dublin in 1964.

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grand funk railroad · good singin' good playin'

grand funk railroad good singin' good playin'

includes the
impossible single:
**can you
do it**
MCA-40590



just couldn't wait · can you do it · pass it around · don't let 'em take your gun · miss my baby
big guns · out to get you · crossfire · 1976 · release your love · gonim' for the pastor
produced by frank zappa



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MCA RECORDS

produced by frank zappa

MCA-2216

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THAT'LL BE THE DAY—Linda Ronstadt (Asylum 45340)
CHANGIN'—Brass Construction (United Artists 837)
YOU ARE THE WOMAN—Firefall (Atlantic 3335)
SEE TOP SINGLE PICKS REVIEWS, page 78

Main chart table with columns: THIS WEEK, LAST WEEK, WKS ON CHART, TITLE—Artist, (Producer) Writer, Label & Number (Distributing Label), and corresponding chart positions for the previous week.

STAR PERFORMERS: Stars are awarded on the Hot 100 chart based on the following upward movement. 1-10 Strong Increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions.

Sheet music suppliers are confined to piano/vocal sheet music copies and do not purport to represent mixed publications distribution. ALF = Alfred Publishing; ALM = Almo Publications; A-R = Acuff-Rose; B-M = Belwin Mills; BB = Big Bells; B-3 = Big Three Pub.; CHA = Chappell Music; CLM = Cherry Lane Music Co.; CPI = Cimino Pub.; CPP = Columbia Pictures Pub.; FMC = Frank Music Corp.; HAN = Hansen Pub.; IMM = Ivan Mogul Music; MCA = MCA Music; PSP = Peer Southern Pub.; PLY = Plymout Music; PSI = Publishers Sales Inc.; WBM = Warner Bros. Music

Hot 100 A-Z—(Publisher-Licenses) listing songs and their publishers/labels.

A reflection of National Sales and programming activity by selected dealers, one-stops and radio stations as compiled by the Charts Department of Billboard.

Jimmy Buffett's got a number for you.



“‘Woman Goin’ Crazy On Caroline Street’ is another example of Jimmy Buffett’s out front candor. It’s about one of those Blanche du Bois types one can find in any bar, the ghostlike aura of once splendid good looks still hovering about her, drinking too much and flirting with a desperate, lonely urgency. Buffett doesn’t allow it to become stagey or melodramatic, but balances along the razor edge of a lyric that is half unblinking observation, half understanding compassion.”

— Stereo Review, July '76

WOMAN GOIN' CRAZY ON CAROLINE STREET

Jimmy Buffett's new single—the one you've been requesting.
From his album, “Havana Daydreamin’” (ABCD 914)

(ABC 12200)

abc Records

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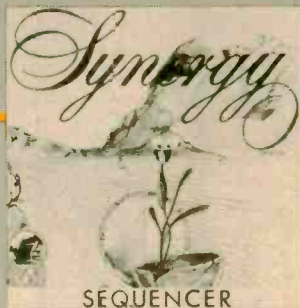
Billboard TOP LPs & TAPE

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THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					THIS WEEK	LAST WEEK	Weeks on Chart	STAR PERFORMER—LP's registering greatest proportionate upward progress this week.	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE											
				ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE						REEL TO REEL	ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE					CASSETTE	REEL TO REEL	ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE	REEL TO REEL				
★	2	29	PETER FRAMPTON Frampton Comes Alive A&M SP 3703	7.98		9.98		9.98				36	37	10	TAVARES Sky High! Capitol ST 11533	6.98		7.98		7.98				71	71	69	AEROSMITH Toys In The Attic Columbia PC 33479	6.98	7.98	7.98		7.98		
	2	1	GEORGE BENSON Breezin' Warner Bros. BS 2919	6.98		7.97		7.97				37	32	7	ELECTRIC LIGHT ORCHESTRA Ole ELO United Artists UA-LA630-G	6.98		7.98		7.98			★	84	11	JOHN HANDY Hard Work ABC/Impulse ASD 9314	6.98		7.95		7.95			
★	4	6	JEFFERSON STARSHIP Spitfire Grunt BFL1-1557 (RCA)	6.98	7.98	7.95	7.98	7.95				★	61	2	DIANA ROSS' GREATEST HITS Motown M6-86951	6.98		7.98		7.98				73	73	28	BRASS CONSTRUCTION United Artists UA-LA 545-G	6.98		7.98		7.98		
★	5	7	NEIL DIAMOND Beautiful Noise Columbia PC 33965	6.98	7.98	7.98		7.98				★	43	12	DOROTHY MOORE Misty Blue Malaco 6351 (TK)	6.98		7.98		7.98				74	75	16	WILLIAM BOOTSY COLLINS Stretchin' Out In Bootsy's Rubber Band Warner Bros. BS 2920	6.98		7.97		7.97		
★	7	55	FLEETWOOD MAC Reprise MS 2225 (Warner Bros.)	6.98		7.97		7.97				40	40	14	BOB MARLEY & THE WAILERS Rastaman Vibration Island ILPS 9383	6.98		7.98		7.98				75	82	77	THE BEATLES (White Album) Apple SWBO 101 (Capitol)	12.98	13.98	13.98				
	6	3	CHICAGO X Columbia PC 34200	6.98		7.98		7.98				41	42	5	ALICE COOPER GOES TO HELL Warner Bros. BS 2896	6.98		7.97		7.97				76	39	13	JOHN TRAVOLTA Midland International BKL1-1563 (RCA)	6.98		7.95		7.95		
	7	8	THE BEATLES Rock 'N' Roll Music Capitol SKBO 11537	10.98		12.98		12.98				★	46	4	DAVID CROSBY & GRAHAM NASH Whistling Down The Wire ABC ABCD 956	6.98		7.95		7.95				77	51	7	HAROLD MELVIN & THE BLUE NOTES All Their Greatest Hits Philadelphia International PZ 34232 (Columbia/Epic)	6.98		7.98		7.98		
	8	6	WINGS AT THE SPEED OF SOUND Capitol SW 11525	6.98		7.98		7.98				★	52	26	PARLIAMENT Motherhip Connection Casablanca NBLP 7022	6.98		7.98		7.98				78	83	14	TRAMMPS Where The Happy People Go Atlantic SD 18172	6.98		7.97		7.97		
	9	9	AEROSMITH Rocks Columbia PC 34165	6.98	7.98	7.98	7.98	7.98				44	45	16	SEALS & CROFTS Get Closer Warner Bros. BS 2907	6.98		7.97		7.97				79	81	11	BLACKMORE'S RAINBOW Rainbow Rising Oyster OY-1-1601 (Polydor)	6.98		7.98		7.98		
★	12	5	BEACH BOYS 15 Big Ones Brother/Reprise MS 2251 (Warner Bros.)	6.98		7.97		7.97				★	54	15	FIREFALL Atlantic SD 18174	6.98		7.97		7.97				80	80	8	JOHNNY MATHIS I Only Have Eyes For You Columbia PC 34117	6.98		7.98		7.98		
★	13	5	AVERAGE WHITE BAND Soul Searching Atlantic SD 18179	6.98		7.97		7.97				46	48	8	GRAHAM CENTRAL STATION Mirror Warner Bros. BS 2937	6.98		7.97		7.97			★	NEW ENTRY	→	82	77	17	LED ZEPPELIN Presence Swan Song SS 8416 (Atlantic)	6.98		7.97		7.97
	12	10	GARY WRIGHT The Dream Weaver Warner Bros. BS 2868	6.98		7.97		7.97				47	47	9	ANDREA TRUE CONNECTION More, More, More Buddah BDS 5670	6.98		7.95		7.95				83	66	7	GRATEFUL DEAD Steal Your Face Grateful Dead GD-LA620-J2 (United Artists)	9.98	9.98	9.98				
★	15	22	BOZ SCAGGS Silk Degrees Columbia PC 33920	6.98		7.98		7.98				48	49	5	WAYLON JENNINGS Are You Ready For The Country RCA APL1-1816	6.98		7.95		7.95				84	88	7	JERRY JEFF WALKER It's A Good Night For Singin' MCA 2202	6.98		7.98		7.98		
	14	11	STEVE MILLER BAND Fly Like An Eagle Capitol ST 11497	6.98		7.98	7.98	7.98				49	50	10	RONNIE LAWS Fever Blue Note BN-LA628-G (United Artists)	6.98		7.98		7.98				★	95	5	B.B. KING & BOBBY BLAND Together Again... Live ABC/Impulse ASD 9317	6.98		7.95		7.95		
	15	14	BROTHERS JOHNSON Look Out For #1 A&M SP 4567	6.98		7.98		7.98				★	62	9	BLUE OYSTER CULT Agents Of Fortune Columbia PC 34164	6.98		7.98		7.98				★	96	4	STARBUCK Moonlight Feels Right Private Stock PS 2013	6.98		7.98		7.98		
★	16	17	THE MANHATTANS Columbia PC 33820	6.98		7.98		7.98				52	24	18	THIN LIZZY Jailbreak Mercury SRM-1-1081 (Phonogram)	6.98		7.95		7.95				87	89	23	JOHNNIE TAYLOR Eargasm Columbia PC 33951	6.98	7.98	7.98		7.98		
★	20	7	JAMES TAYLOR In The Pocket Warner Bros. BS 2912	6.98		7.97		7.97				53	23	12	ISLEY BROTHERS Harvest For The World T-Neck PZ 33809 (Columbia/Epic)	6.98	7.98	7.98		7.98				88	92	5	THE JACKSON 5 ANTHOLOGY Motown M7-868 R3	7.98		9.98		9.98		
	18	18	ARETHA FRANKLIN Music From The Motion Picture SPARKLE Atlantic SD 18176	6.98		7.97		7.97				54	60	88	THE BEATLES 1967-1970 Apple SKBO 3404 (Capitol)	10.98		12.98		12.98				89	69	20	LEE OSKAR United Artists UA-LA594-G	6.98		7.98		7.98		
	19	16	JEFF BECK Wired Epic PE 33849 (Columbia)	6.98	7.98	7.98		7.98				55	57	11	RENAISSANCE Live At Carnegie Hall Sire SASY 3902-2 (ABC)	9.98		10.95		10.95				90	87	20	MARVIN GAYE I Want You Tama T6-342 S1 (Motown)	6.98		7.98		7.98		
	20	21	OHIO PLAYERS Contradiction Mercury SRM-1-1088 (Phonogram)	6.98		7.95	7.95	7.95				★	67	8	GEORGE BENSON Good King Bad CTI 6062	6.98		7.98		7.98				91	85	11	FROM ELVIS PRESLEY BOULEVARD, MEMPHIS, TENNESSEE RCA APL1-1506	6.98		7.95		7.95		
	21	19	DAVID BOWIE Changesonebowie RCA APL1-1732	6.98		7.95		7.95				★	79	7	BOB JAMES THREE CTI 6063	6.98		7.98		7.98				92	100	16	AMERICA Hideaway Warner Bros. BS 2932	6.98		7.97		7.97		
★	30	11	LOU RAWLS All Things In Time Philadelphia International PZ 33957 (Columbia/Epic)	6.98		7.98		7.98				58	58	13	CRUSADERS Those Southern Knights ABC/Blue Thumb BTSD 6024	6.98		7.95		7.95				93	93	16	LEON & MARY RUSSELL Wedding Album Paradise PA 2943 (Warner Bros.)	6.98		7.97		7.97		
★	31	4	WILD CHERRY Sweet City PE 34195 (Columbia/Epic)	6.98		7.98		7.98				59	59	24	DIANA ROSS Motown M6-861 S1	6.98		7.98		7.98				94	76	62	PAUL McCARTNEY & WINGS Venus And Mars Capitol SMAS 11419	6.98		7.98	7.98	7.98		
	25	25	CHEECH & CHONG Sleeping Beauty (DD-40) Ode SP 77040 (A&M)	6.98		7.98		7.98				60	29	15	ROLLING STONES Black And Blue Rolling Stones CDC 79104 (Atlantic)	6.98		7.97		7.97				95	78	16	NEIL SEDAKA Steppin' Out Rocket PIG 2195 (MCA)	6.98		7.98		7.98		
★	28	8	GORDON LIGHTFOOT Summertime Dream Reprise MS 2246 (Warner Bros.)	6.98		7.97		7.97				61	56	20	DOOBIE BROTHERS Takin' It To The Streets Warner Bros. BS 2899	6.98		7.97		7.97			★	106	8	KEITH CARRADINE I'm Easy Asylum 7E-1066	6.98		7.97		7.97			
	27	27	EAGLES Their Greatest Hits 1971-1975 Asylum 7E-1052	6.98		7.97		7.97				62	63	78	BEACH BOYS Endless Summer Capitol SVBB 11307	6.98		7.98		7.98			★	NEW ENTRY	→	107	8	GINO VANNELLI The Gist Of The Gemini A&M SP 4596	6.98		7.98		7.98	
★	34	5	ROD STEWART A Night On The Town Warner Bros. BS 2938	6.98		7.97		7.97				★	74	4	JON ANDERSON Olias Of Sunhillow Atlantic SD 18180	6.98		7.97		7.97				★	158	4	RITCHIE FAMILY Arabian Nights Merlin 2201 (TK)	6.98		7.98		7.98		
	29	26	NATALIE COLE Natalie Capitol ST 11517	6.98		7.98		7.98				64	70	88	THE BEATLES 1962-1966 Apple SKBO 3403 (Capitol)	10.98		12.98		12.98				99	99	51	NATALIE COLE Inseparable Capitol ST 11429	6.98		7.98		7.98		
★	35	6	COMMODORES Hot On The Tracks Motown M6-867 S1	6.98		7.98		7.98				65	53	45	DARYL HALL & JOHN OATES RCA APL1-1144	6.98		7.95		7.95				100	101	10	STANLEY TURRENTINE Everybody Come On Out Fantasy F 9508	6.98		7.95		7.95		
★	NEW ENTRY	→	HELEN REDDY Music, Music Capitol ST 11547	6.98		7.98		7.98				66	64	34	QUEEN A Night At The Opera Elektra 7E-1053	6.98		7.97		7.97				101	109	45	FOGHAT Fool For The City Bearsville BR 6959 (Warner Bros.)	6.98		7.97		7.97		
	32	33	MARSHALL TUCKER BAND Long Hard Ride Capricorn CP 0170 (Warner Bros.)	6.98		7.97		7.97				67	55	13	STEELY DAN The Royal Scam ABC ABCD 931	6.98		7.95		7.95				102	108	16	BOB SEGER & THE SILVER BULLET BAND Live Bullet Capitol SKBB 11523	7.98	8.98	8.98				
	33	36	CARPENTERS A Kind Of Hush A&M SP 4581	6.98		7.98		7.98				68	68	12	JETHRO TULL Too Old To Rock 'N' Roll: Too Young To Die Chrysalis CHR 1111 (Warner Bros.)	6.98		7.97		7.97				103	103	19	SANTANA Amigos Columbia PC 33576	6.98	7.98	7.98		7.98		
★	38	19	HEART Dreamboat Annie Mushroom MRS 5005	6.98		7.98		7.98				69	44	8	CARLY SIMON Another Passenger Elektra 7E-1064	6.98	7.98	7.97	8.97	7.97			★	114	2	VIVA! ROXY MUSIC Atco SD 36-139	6.98		7.97		7.97			
★	41	3	HAPPINESS IS BEING WITH THE SPINNERS Atlantic SD 18181	6.98		7.97		7.97				70	72	19	VICKI SUE ROBINSON Never Gonna Let You Go RCA APL1-1256	6.98		7.95		7.95			★	105	105	22	THE CAPTAIN & TENNILLE Song Of Joy A&M SP 4570	6.98		7.98		7.98		

★ STAR PERFORMERS: Stars are awarded on the Top LP's & Tape chart based on the following upward movement. 1-10 Strong Increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. ● Recording Industry Assn. Of America seal for sales of 500,000 units. (Seal indicated by bullet.) ▲ Recording Industry Assn. Of America seal for sales of 1,000,000 units. (Seal indicated by triangle.) Recording Industry Assn. Of America seal available and optional to all manufacturers.

SIRE/PASSPORT RECORDS



SYNERGY
Sequencer
PPSD-90814

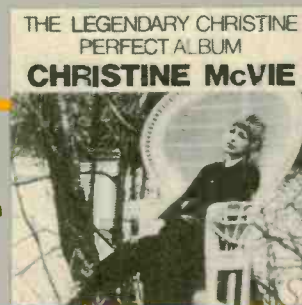


FLAMIN' GROOVIES
Shake Some Action
SASD-7521

Presents

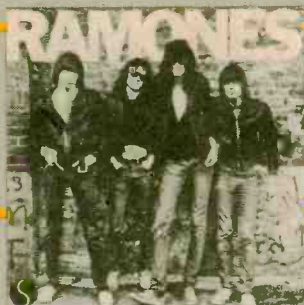


RENAISSANCE
Live At Carnegie Hall
SASY-3902-2

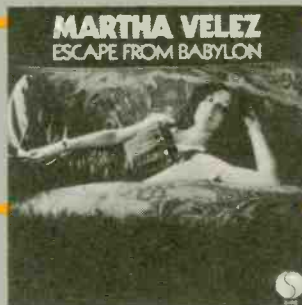


CHRISTINE McVIE
The Legendary
Christine Perfect Album
SASD-7522

Music For The Next 200 Years



THE RAMONES
The Ramones
SASD-7520

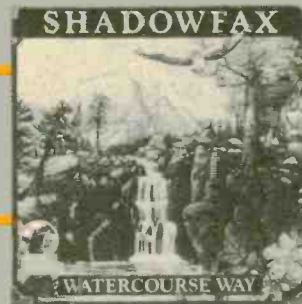


MARTHA VELEZ
Escape From Babylon
SASD-7515

Part I.



THE BECKIES
The Beckies
SASD-7519



SHADOWFAX
Watercourse Way
PPSD-98013



Our most extensive marketing campaign to date, built around our most exciting current releases.



Supported by multi-albumed mobiles,
multi-rotational radio spots,
posters, 3-D Desk Pieces, fanzines
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TOP LPs & TAPE

POSITION 106-200

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THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE					STAR PERFORMER—LP's registering greatest proportionate upward progress this week	Weeks on Chart	ARTIST Title Label, Number (Dist. Label)	SUGGESTED LIST PRICE						
				ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE				ALBUM	4-CHANNEL	8-TRACK	Q-8 TAPE	CASSETTE		
106	111	6	MFSB Summertime Philadelphia International PZ34238 (Columbia/Epic)	6.98		7.98		7.98		170	174	3	RAY THOMAS Hopes, Wishes & Dreams Threshold THS 17 (London)	6.98		7.95		7.95
107	107	40	ERIC CARMEN Arista AL 4057	6.98	7.98	7.98	7.98	7.98		171	171	3	COMMANDER CODY & HIS LOST PLANET AIRMEN We've Got A Live One Here Warner Bros. ZLS 2939	7.98		8.97		9.97
108	118	2	JESSI COLTER Diamond In The Rough Capitol ST 11543	6.98		7.98		7.98		172	172	39	BLACKBYRDS City Life Fantasy F 9490	6.98		7.98		7.98
109	119	2	TRIVIRAT Old Loves Die Hard Capitol ST 11551	6.98		7.98		7.98		173	180	14	MARTHA VELEZ Escape From Babylon Sire SASD 7515 (ABC)	6.98		7.95		7.95
110	110	192	LED ZEPPELIN (IV) Atlantic SD 7208	6.98		7.97		7.97		174	154	7	MUSCLE SHOALS HORNS Born To Get Down Bang BLP 403 (Web IV)	6.98				
111	98	39	AMERICA History—America's Greatest Hits Warner Bros. BS 2894	6.98		7.97		7.97		175	181	34	JOHN KLEMMER Touch ABC ABCD 922	6.98		7.95		7.95
112	125	2	THE MONKEES GREATEST HITS Arista AL 4089	6.98		7.98		7.98		176	179	7	CURTIS MAYFIELD Give, Get, Take And Have Curton CU 5007 (Warner Bros.)	6.98		7.97		7.97
113	113	13	SUPREMES High Energy Motown M6-863 S1	6.98		7.98		7.98		177	189	2	CLIFF RICHARD I'm Nearly Famous Rocket PIG 2210 (MCA)	6.98		7.98		7.98
114	120	4	NORMAN CONNORS You Are My Starship Buddah BDS 3655	6.98		7.95		7.95		179	185	3	THE DWIGHT TWILLEY BAND Sincerely Shelter SRL 52001 (ABC)	6.98		7.95		7.95
115	115	21	DONNA SUMMER A Love Trilogy Oasis OCLP 5004 (Casablanca)	6.98		7.98		7.98		180	183	4	ESTHER SATTERFIELD The Need To Be A&M SP 3401	6.98		7.98		7.98
116	116	14	TUBES Young And Rich A&M SP 4580	6.98		7.98		7.98		181	173	27	HENRY GROSS Release Lifesong LS 6002	6.98		7.98		7.98
117	117	87	PAUL McCARTNEY & WINGS Band On The Run Apple SO 3415 (Capitol)	6.98		7.98	7.98	7.98		182	152	11	BILLY JOEL Turnstiles Columbia PC 33848	6.98	7.98	7.98		7.98
118	130	2	JOHNNY GUITAR WATSON Ain't That A Bitch DJM DJLPA 3 (Amherst)	6.98		7.98		7.98		183	186	3	JONATHAN LIVINGSTON SEAGULL/ORIGINAL MOTION PICTURE SOUNDTRACK Neil Diamond Columbia KS 32550	6.98		7.98		7.98
120	126	11	THE RAMONES Sire SASD 7520 (ABC)	6.98		7.98		7.98		184	188	3	SPIRIT Farther Along Mercury SRM-1-1094 (Phonogram)	6.98		7.95		7.95
121	91	10	DAVID RUFFIN Everything's Coming Up Love Motown M6-866 S1	6.98		7.98		7.98		186	182	13	CAMEL Moonmadness Janus JXS 7024	6.94		7.95		7.95
122	122	30	ELVIN BISHOP Struttin' My Stuff Capricorn CP 0165 (Warner Bros.)	6.98		7.97		7.97		187	124	11	BILL COSBY IS NOT HIMSELF THESE DAYS RAT OWN RAT OWN RAT OWN Capitol ST 11530	6.98		7.98		7.98
123	123	37	HELEN REDDY'S GREATEST HITS Capitol ST 11467	6.98		7.98		7.98		188	190	6	EARL KLUGH Blue Note BN-LA596-G (United Artists)	6.98		7.95		7.95
124	90	43	ELECTRIC LIGHT ORCHESTRA Face The Music United Artists UA-LA546-G	6.98		7.98		7.98		189	191	15	VAN MCCOY The Real McCoy H&L HL 69012	6.98		7.97		7.97
125	94	13	ELTON JOHN Here And There MCA 2197	6.98		7.98		7.98		190	192	3	CHRISTINE McVIE The Legendary Christine Perfect Album Sire SASD 7522 (ABC)	6.98		7.95		7.95
126	138	3	LEON REDBONE On The Track Warner Bros. BS 2888	6.98		7.97		7.97		191	192	3	MICHAEL FRANKS The Art Of Tea Reprise MS 2230 (Warner Bros.)	6.98		7.97		7.97
127	129	38	THE SALSOUL ORCHESTRA Salsoul SZS 5501	6.98		7.98		7.98		192	195	20	KISS Destroyer Casablanca NBLP 7025	6.98		7.98		7.98
128	128	62	THE CAPTAIN & TENNILLE Love Will Keep Us Together A&M SP 4552	6.98	6.98	7.98	7.98	7.98		193	196	45	KISS Alive! Casablanca NBLP 7020	7.98		7.98		7.98
129	134	8	CANDI STATON Young Hearts Run Free Warner Bros. BS 2949	6.98		7.97		7.97		194	197	280	CAROLE KING Tapestry Ode SP 77009 (A&M)	6.98		7.98	7.98	7.98
130	NEW ENTRY		ROY AYERS UBIQUITY Everybody Loves The Sunshine Polydor PD-1-6070	6.98		7.98		7.98		195	132	12	B.T. EXPRESS Energy To Burn Columbia PC 34178	6.98	7.98	7.98		7.98
131	143	4	ISAAC HAYES Juicy Fruit (Disco Freak) Hot Buttered Soul ABCD 953 (ABC)	6.98		7.95		7.95		196	198	12	POCO Rose Of Cimarron ABC ABCD 946	6.98		7.95		7.95
132	145	3	GOOD VIBRATIONS/BEST OF THE BEACH BOYS Brother/Reprise MS 2223 (Warner Bros.)	6.98		7.97		7.97		197	169	37	EARTH, WIND & FIRE Gratitude Columbia PG 33694	7.98		8.98		8.98
133	136	60	BEE GEES Main Course RSO SO 4807 (Atlantic)	6.98		7.97		7.97		198	141	12	A CHORUS LINE/ORIGINAL CAST RECORDING Columbia PS 33581	6.98	7.98	7.98	7.98	7.95
134	104	9	JOHNNY & EDGAR WINTER Together Blue Sky PZ 34033 (Columbia/Epic)	6.98		7.98		7.98		199	146	14	BEST OF ROD STEWART Mercury SRM-2-7507	7.98		8.95		8.95
135	135	141	JOHN DENVER Greatest Hits RCA CPL1-0374	6.98		7.95		7.95		200	156	6	BARRY MANILOW II Arista AL 4016	6.98	7.98	7.98	7.98	7.98
136	149	4	GEORGE BENSON The Other Side Of Abbey Road A&M SP 3028	6.98		7.98		7.98										

TOP LPs & TAPE

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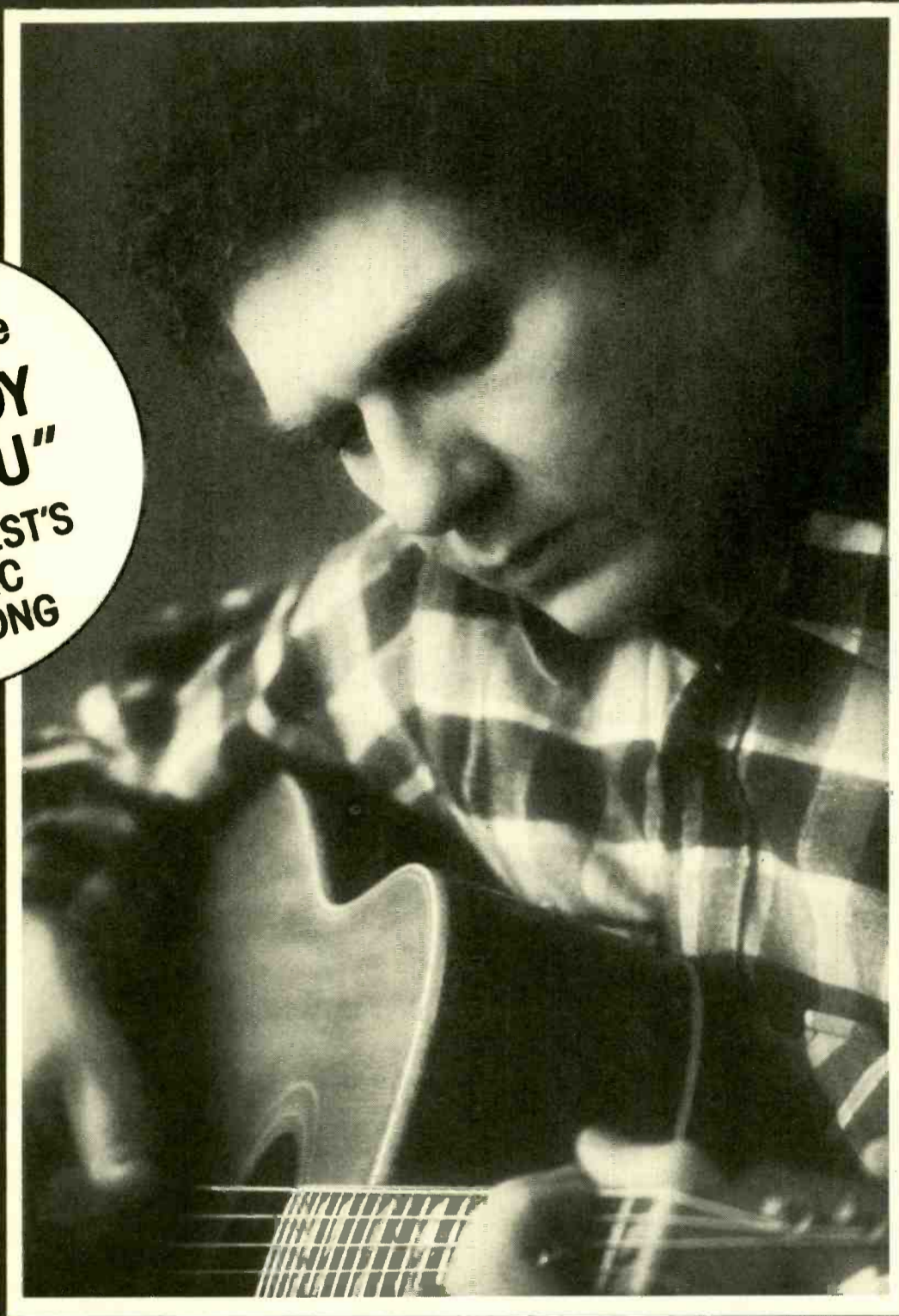
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TOMMY WEST/HOMETOWN FROLICS

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For The Single
**"I'M READY
FOR YOU"**
TOMMY WEST'S
CLASSIC
LOVE SONG



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TOMMY WEST: A SINGER WHO HAS TRULY FOUND HIS SONG

TOMMY WEST/HOMETOWN FROLICS

Produced by TERRY CASHMAN and TOMMY WEST

AVAILABLE ON LIFESONG



RECORDS AND TAPES

8-YEAR FIGHT ENDS

Ram's Platters Win Legal Use Of Name

LOS ANGELES—The Five Platters Inc., the 21-year-old corporation founded by personal manager Buck Ram and the original members of the group, has won its most important legal victory yet in an eight-year fight to exclusively use that name professionally.

Federal District Judge C. Stanley Blair decided in favor of the Five Platters Inc. in a trademark infringement suit filed in Baltimore in May 1973, granting a permanent injunction against defendants Van Pressley Jr. and Bernard Purdie, performers in a group known as the New Century Platters; Alva Ford Thompson, Alexandria, Va., booker; Metropolitan Talent Agency, Thompson's firm, and New Century Corp., a company which handled the New Century Platters.

The defendants are enjoined from using the name the Platters with Judge Barnes denying their appeal to be allowed to use the name through already-booked engagements extending through 1976. In addition, he granted the plaintiff \$1 in compensatory damages and \$3,000 as exemplary and punitive damages. The Five Platters are en-

titled to recover costs, but not attorney's fees, he ruled.

The decision upheld the Platters' right to use its service mark, registered with the U.S. Patent Office five days after the trial's start, because the plaintiff corporation had worked consistently to uphold and protect the standards originally set by the act.

The name the Platters Judge Barnes ruled, has not become generic. The three-year unauthorized use of the Platters name by the defendants caused confusion in the mind of the public, which could only be remedied by the injunction, Judge Barnes held.

Barnes further denied the defendants' motion for a new trial.

The Five Platters Inc., was established by Ram and the original five group members in 1956. Judge Barnes ruled that each of the four members who had sold their share to Ram had received sufficient consideration. Original Platter member Herb Reed continues as a shareholder.

The Five Platters have instituted suit approximately 20 to 25 times in the past nine years over alleged unauthorized use of the name.

Govt. Vs. Illegal Dupers

• Continued from page 3

mittees agree means making a new recording of the music, and not duplicating an existing one.

The duplicators have peppered the U.S. Federal District Courts with suits against the Justice Dept. and its policy. They have chosen to ignore the major U.S. Appeals Court infringement rulings for music publishers in the Third, Fifth, Ninth and Tenth Circuits, which led to the Justice policy announcement.

The tapers also ignore the Supreme Court's January 1975 refusal to review the defeat of Colorado Magnetics by Marks Music in the Tenth Circuit Appeals Court. In this belated case, the Solicitor General wrote the High Court that its decision would in effect confirm the Justice Dept.'s intent to prosecute in these cases.

The unauthorized duplicators have been led in battle by their top crusader, David Heilman of E-C Tapes, who lost his suit for injunction against the Justice policy in Federal District Court for East Wisconsin in May 1975 but is coming back for another try.

Taper Thomas Gramuglia, husband of Ginette, is the spokesman for what he calls the Independent Record and Tape Assn. of America. Gramuglia pleaded for duplication rights in testimony before the Kastenmeier House subcommittee during copyright revision hearings and lost.

Mike Fink, also claiming to speak for an Independent Record and

Tape Assn. in Vermont, is now in the limelight, with his challenge to Justice to prosecute (Billboard Aug. 7).

The tapers are now on a new tack since courts have largely dismissed duplicator demands for injunctions against Justice Department. They want hearings by three-judge panels, and for advisory rulings on future tapings said to be under "threat" by the Justice policy.

The new approach is to claim that the court rulings against them do not include specific language, expressly banning the duplicators' "proposed" use of compulsory licensing to copy the pre-1972 recordings.

Express language against the use of the copyright law's compulsory licensing to make unauthorized copies of existing recordings will be part of the copyright revision legislation expected to pass this year.

The Senate Judiciary committee report on S.22 points out that this was the original intent of Congress and the major U.S. Appeals Court decisions in Fourth Circuits have correctly construed that intention.

MILDRED HALL

Clapton LP Soon

LOS ANGELES—Eric Clapton's next album for RSO Records will be released in September with plans for a U.S. concert also in the works. Among the artists appearing on the LP is Bob Dylan, who wrote the song "Sign Language" specifically for Clapton and sings backup on the cut.

Is RCA readying an album price raise? ... Paul David is bullish on the record industry. He is opening seven new Camelot stores nationwide in 20 days from late July through August. ... Is Pat Pinolo rejoining one-time MCA Records cohort Artie Mogull as national promo chief at UA Records since Ray Anderson departed? ... The Smothers Brothers intend to part as an act after a 17-year association. ... Motown "95% certain" of opening a branch operation in Detroit, following the split with Merit Music there (Billboard, July 31), according to sales chief Mike Lushka.

The Funky Kings is the correct name of the new Arista act which Clive Davis is highlighting in his Dialogs. ... The Allman Brothers Band splitting up. Gregg Allman's increasing amount of time spent in Los Angeles and a rift over a former band official are cited as reason for the breakup. Lamar Williams, bass; Chuck Leavell, keyboard, and Jaimoe, drums, have formed a group called Sea Level. Guitarist Richard Betts has solo projects in mind. ... Maynard Ferguson got international tv time when he blew his own version of "Taps" at the end of the Montreal Olympics. ... RCA press agents Eliot Horne and Ian Dove teaming to produce a cartoon feature for the Music Journal called "Hiptionary."

Lou Reed recording an October album for Arista. ... Susan Minsky and Mark Shimmel scoring the film, "Brotherhood Of Death." ... Cannonball Adderley being honored with a WRVR, New York, contest. Judges are John S. Wilson, Art D'Lugoff of the Village Gate, Sonny Fortune, Father Norman O'Connor and Nat Adderley.

UA breaking the American Flyer via a national promo

tour, in which they'll personally deliver its new album in nine cities. Along with the album, label will bestow quill pens and kites, which carry the logo. ... Celebrities thronged the Atlantic Records' soiree celebrating Bobby Short's new album, "My Personal Property," a collection of Cy Coleman songs at the Hotel Carlyle, New York. Florence LaRue Gordon of the Fifth Dimension helped judge the Miss Black America contest in Gary, Ind., July 31. ... Al Martino performs the theme song of "Death Hunt," an ABC-TV film set for fall showing. ... The Broadway department stores, which are phasing out of records and tapes (Billboard, Aug. 8) have been buying direct for about a year. Their last rack was ABC Record & Tape Sales.

Seven ABC Records executives visited Houston last week to help celebrate a day of appreciation to the city which provided the label with Freddy Fender, Doug Sahm, Jimmy Buffet, Roy Head, Delbert McClinton, Terry Reed and the Amazing Rhythm Aces. ... Sire Records claims a sellout for its Wednesday (11) pairing of its Ramones and Flamin' Groovies at the L.A. Roxy. ... Jimmy Buffet has bought a Colorado home and will now split his time between there and Florida. ... Is a religious record combine conferring with a long-time indie label about amalgamation? ... Marks Music claims it has 35 standards being used for films and commercials currently. ... Jackie (Halton) and Ken Norton, the heavyweight who still seeks the world title, welcomed a daughter, Kenisha, at Cedars-Sinai Med Center in L.A. last Wednesday. Mother is a former Motown Records secretary.

LARGEST RELIGIOUS LABEL

23 Salesmen Spread the Word

By JOHN SIPPEL

LOS ANGELES—Word Inc. has established itself as the world's largest religious record/tape entity and Jarrell F. McCracken, president/founder, credits the amazing, continuing growth to its increasing self-sufficiency in the total marketing cycle.

"In 1964, we put on our first eight Word-only salesmen to supplement a variety of distribution and promotion. By 1974, we were selling direct in the 48 continental states through 15 salesmen. Now, we have 23 sales representatives, including five supportive regional directors. I look for the sales representative total to grow even more," McCracken observes.

"By 1970, Word could feel more general interest in religion in the U.S. and sacred music was no longer a stepchild in the secular market.

"Yet it was so specialized we could not utilize normal marketing techniques. There was a constant fight,

Klemmer To UCLA

LOS ANGELES—Saxophonist John Klemmer, who has abandoned his avant-garde jazz style, will perform at UCLA's Royce Hall Aug. 28. Appearing with him will be Milcho Leviev, piano; John Smith, bass; Chester Thompson, drums; and Hal Gordon, percussion.

for example, to get our share of store display, even in religious book stores. We had to convince the religious book store that our product was as important as the books they carried," McCracken points out.

"And we could not lose sight of the racks and resurgent retailer growth. Word's sales force spends 60% of its time in approximately 3,500 religious book stores. Word found it needed a different kind of salesperson. Today, only one of our 23 salesmen has record/tape industry experience. First of all, I look for religious commitment. We are a religious company.

"With the addition of Canaan and then the contemporary Myrrh product, I found too that I could no longer burden a salesman with the entire printed music and book and record/tape catalog of Word.

"Our 23-man staff now concentrates and the results are encouraging. The individual salesman was spending too much time on his store visit and he couldn't be expert in so many fields," McCracken says.

The record/tape regional staff, begun six months ago, has added its fifth man, Dave Aldeber, who covers the Northeast from New Jersey. Previously appointed were: Cy Jackson, Los Angeles; James High, Waco;

Tom Ramsey, Atlanta and John Moore, Chicago. Three times yearly Word Inc. holds sales meetings. A December gathering in Waco is followed by spring regional meetings. A second national conclave takes place yearly in conjunction with the Christian Booksellers' convention.

Radio promotion, too, has improved with the concentration provided by the self-sufficient organization, McCracken states. Dan Johnson acts as national director corporately. He is assisted by Frank Edmondson, who works on Myrrh; Bob Crawford, Canaan; and Marian Needham and Gary Elrod, who are record and radio coordinators for MOR and contemporary stations, respectively. McCracken estimates there are 300 full-time sacred music stations nationally.

A 12-Inch Rocket

LOS ANGELES—Rocket Records is releasing its first 12-inch disco promotional record by Brian & Brenda Russell called "Gonna Do My Best To Love You." The single is from a forthcoming LP by the duo, "Word Called Love."

The commercial single will have the short version of the song on one side, with the flip side featuring the six-minute disco version.

Nehi Sells Rackjobbing To Handleman

• Continued from page 1

Chuck Smith, Handleman vice president of finance, when contacted at presstime, said that his firm "has purchased certain of the assets of the rackjobbing division of Nehi Record Distributing."

The Handleman acquisition gives that firm the important Gemco chain of 40-plus record/tape departments in Arizona and California. The chain is a plum account, providing between \$6 and \$8 million gross business in recorded product annually and is exceptional in that it pays consistently in the first 30 days.

There are six major Peaches stores, each of which carries an inventory believed to range from \$125,000 to \$250,000. There is also a

small store in Hollywood. The Dallas store is a downtown converted grocery supermarket, estimated at 9,000 square feet. This is Heiman's second attempt to establish in Texas.

Approximately a year ago, he tried to lease a traffic location in Dallas. At that time, the Daily brothers, who along with their father, H.W. Daily, operate the two oldest independent label distributorships in the state, Big State, Dallas, and H.W. Daily Inc., Houston, grabbed the location and opened their only mammoth Texas location.

Heiman will be competing directly at his location with huge Sound Warehouse store, a growing record/tape chain operated out of Oklahoma City.

Nehi's rack arm recently took a damaging blow in Texas when J.L. Marsh, the Heilicher Bros. rack firm, took over from 15 to 20 Globe discount store record/tape departments from the Nehi rack warehouse in Houston. Globe operated stores served by Nehi in Louisiana, Texas and New Mexico.

Frank Miko, vice president of Nehi, speaking for the firm in the absence of Tom Heiman, says that the Houston warehouse has been closed. He says that Nehi will continue to serve its Peaches store chain from its Los Angeles warehouse by air.

And he confirms that rack employees of Nehi will be absorbed in the local Handleman organization.

Executive Turntable

• Continued from page 4

promotional manager at Acuff-Rose Publications and sales manager for Hickory Records. ... Lyn Phillips has been named general operations manager of the various business organizations owned by Tom T. Hall. ... Sam Honigberg, one-time Billboard Chicago reporter, has left the Los Angeles office of Rogers, Cowan & Brenner. He will probably open his own public relations firm. ... David Martin has joined Sound III Management to assist in artist acquisition and career development. He formerly held positions with RCA Records and Pye Records in London. ... Ramon Hervey, who edited several British fan magazines for the past three years, has joined the Motown press corps as writer/publicist in L.A. while Mike Harris, last with Record World, has been added as a contemporary publicist.

Daryl Hall JOHN OATES

There are certain very special **MOMENTS WHEN TWO INDIVIDUALS**
meet in time to create **A MUSICAL WHOLE GREATER**
than the sum **OF ITS PARTS.**



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